

Digital Capital Science & Technology Park (DCTP)

Brasilia Federal District Government – GDF

Brasilia Federal District Development Agency – Terracap

New Ventures Office – DIPRE

Retake The Future

- **Brazilian Utopia**



- **Retake The Project**

Referential Landmark

➤ Changes:

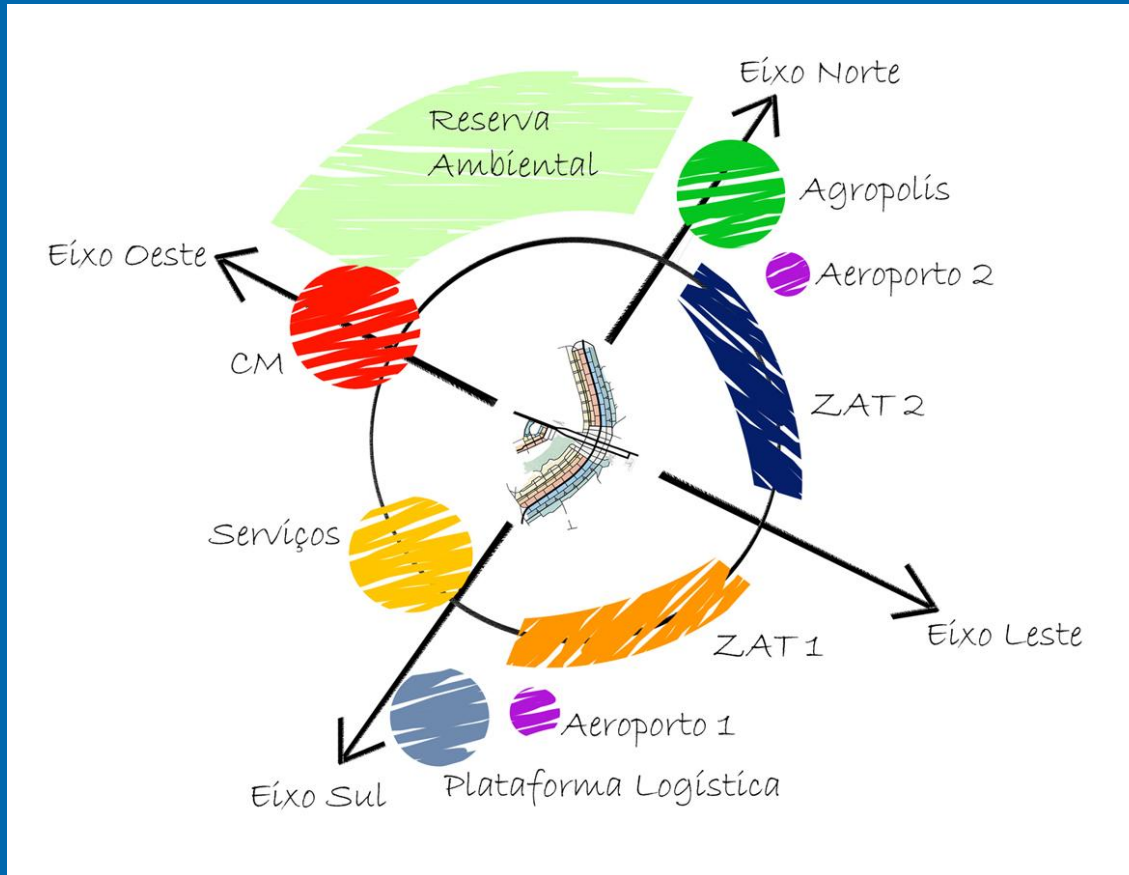
Retake of Ethical Values

A New Model of Economic Development

- Science & Technology
- Education / Knowledge
- The Environment
- Funding (Public - Private)
- Time Limits

Spatial Planning

Regional Decentralization:



Role of the DCTP

Opportunity for the DF and surrounding area to become a leader in the information and telecommunications technology (ICT) sector with:

- Generate high-quality technology, high paying jobs
- Stimulate the formation of new technology companies
- Accelerate growth of young technology companies
- Promote the development, transfer and commercialization of technology
- Create an environment that fosters collaboration and innovation
- Allow researchers, companies, and educators to operate in close proximity

DCTP Concept

Land, infra-structure, management company, buildings and services forming a concept that is already approved in many parts of the world, like:

- The USA
- Europe (France, Germany, United Kingdom, Belgium,...)
- Asia (China, Japan, Singapore,...)
- Even in Brazil

Brazilian ICT Market

- Sixth largest ICT market in the world
- Growth of 11.4% in 2012 and 12.9% in 2011
- Over 1.2 million workers in the ICT sector
- Business volume greater than U\$ 107 billion in 2012
- 70,000 companies make up the ICT sector in Brazil
- In ten years, the Brazilian market will reach U\$ 220 billion, representing 6.5% of country GDP

DCTP Analysis of Feasibility

DF very well positioned to become world-class center of ICT-based development

- ICT business volume of US\$ 3 billion in 2011
- Double income expectation with the installation of the DCTP
- 700 companies and 30,000 jobs make up de ICT sector in the Federal District
- Growing base of software services, telecommunications, banking services companies
- DF has the highest index of masters and doctoral degree holders in Brazil.

DCTP Business Model

TERRACAP will hold a Public-Private Partnership (PPP) and join a private company forming a Special Purpose Company (SPC)

The SPC will be able to negotiate, contract and exploit on location, with exclusivity, for up to 35 years, a variety of products and services, including:

- Rental of rooms and laboratories (built suit)
- Services for networks management systems (Data Center, Storage, etc)
- Ultra high speed and broadband wireless internet

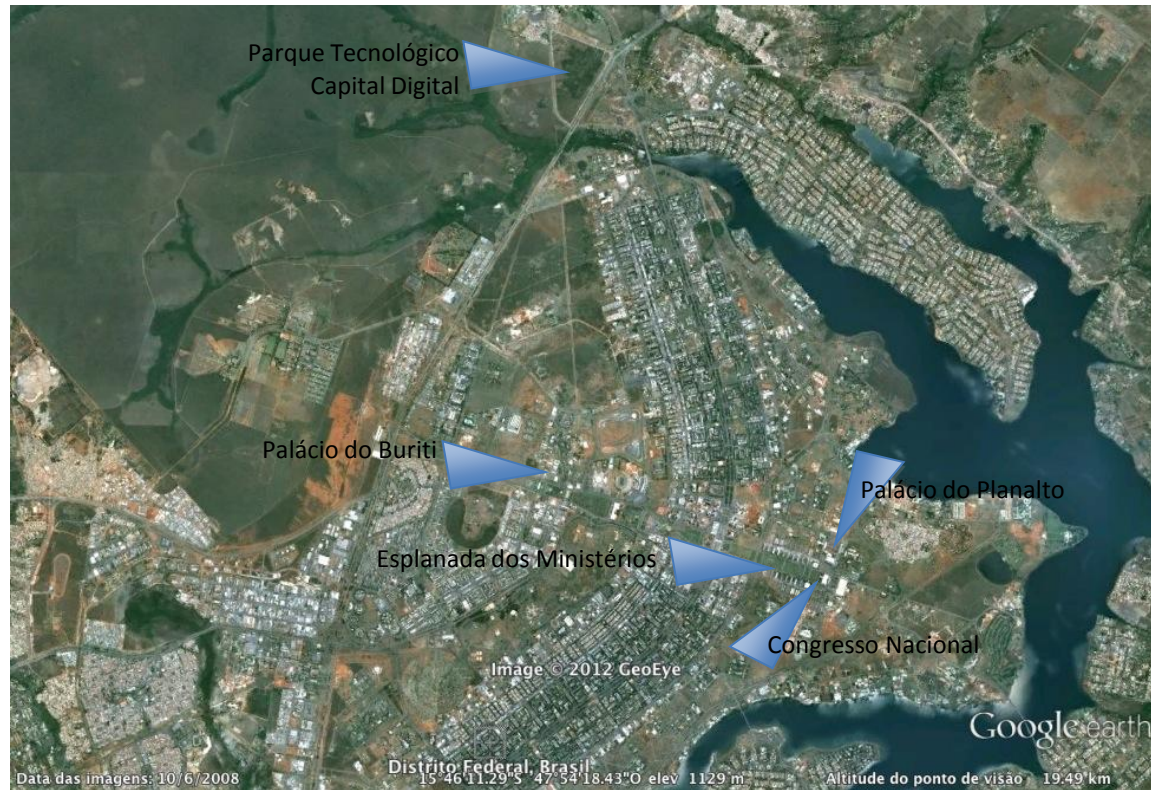
DCTP Business Model (continuation...)

- Hosting of websites and content
- Network management and support
- Video conferencing , Corporate telephony, CCTV
- Building safety/security and maintenance
- Alternative Products and Services (Living Services):
alimentation, gym, banking services, stores, convention center and hotel lodging.
- Incentives to technological innovation: participation in joint ventures, formation of investment funds for the DCTP and allocation of venture capital

Existing Infrastructure and Completed Ventures

- The DCTP has all the engineering infrastructure necessary for its complete functioning
- Paving, drainage, water supply systems and sewers and electrical supply (investments of over US\$ 30 millions)
- It has already received the environmental licenses for operation, which will ensure sustainability standards for the venture
- Latin America's most modern Data Center built by Brazil's two largest banks – Banco do Brasil and Caixa Econômica Federal (US\$ 500 millions/Inaugurated in March, 2013).
- Construction of the park's governance headquarters building in addition to housing facilities for the Research Support Foundation of Government of Federal District (investments of over US\$ 20 millions)

DCTP – Context of Site



DCTP PPP
(958,000 m²)

Valued at
US\$ 580,000,000.00



**Higher Education
School Of ITC
(14,064 m²)**

**SSSTI
(6,400 m²)**

**BRB Bank Data
Center (3,200 m²)**

**Eletricity
Plant
(8,000m²) 3,200
0 m²**

**BB/CEF Datacenter
(8,000m²)**



DCTP – Context of Site

CONCLUDED

**BB/CEF
Datacenter
(40,000m²)**



DCTP – BUSINESS GOALS

Company Size	Estimated Number of Companies	Direct Jobs per Company	Total Direct Jobs
Small and Micro	712	5	3.560
Medium	340	20	6.800
Medium to Large	141	50	7.050
Large	37	200	7.400
TOTAL	1230		24.810

DCTP – INVESTMENT PLAN

Phase	Terracap (US\$)	Private Partner (US\$)
Initial	580,000,000.00	121,526,254.92
2nd Year	0,00	203,582,877.36
3rd Year	0,00	136,731,819.00
4th Year	0,00	145,514,490.56

DCTP - Expectations of financial returns

Parameters	TERRACAP's participation in profits as a proportion of the share capital	Reduction of 50% of TERRACAP's participation in profits
Pay back	15 years	12 years (7)
Internal rate of return- Real	6,25 %	8,71 % (12%)
Internal rate of return- Nominal	10,75 %	13,21 % (18%)

How to Participate in The Selection Process

- *2011/2012* – The Technical Study and Economic Feasibility Public Consultation/Public Audience
- *Mach/2013* – Publication of the Notice of Competition
- *May 28th/2013* – Bid Opening Competition
- *October/2013* – Signing contracts for PPP / Constitution of a Special Purpose Company (SPC)
- *December/2013* – Start of preparation of the Development Plan and Occupation (Master Plan)

Thanks !

TERRACAP

BRASILIA FEDERAL DISTRICT DEVELOPMENT AGENCY

www.terracap.df.gov.br

NEW VENTURES OFFICE - DIPRE