

Integrated Transport Terminal of Sincelejo		
Sector	Private	
Entities/Areas	TEINTRASIN S.A.S	
Project Name	Integrated Transport Terminal of Sincelejo.	
Contributing Partner		
Project Name	Integrated Transport Terminal of Sincelejo.	
National Development Plan Strategy it Points Towards:	In the context of the 2022-2026 National Development Plan, the importance of Regional Convergence is highlighted as one of the fundamental focuses to reduce social and economic gaps between the diverse regions of the country. Within this framework, the construction of the integrated transport terminal of Sincelejo emerges as a key strategy to strengthen intra and interregional as well as national links and advance towards the achievement of these objectives.	
SDG it Points Towards:	The construction of the integrated transport terminal of Sincelejo is directly aligned with the United Nations Sustainable Development Goals (SDGs) 11 and 17.	
Objectives	Purpose of the project	The optimization of passenger transport operations in the city of Sincelejo and the improvement of mobility and safety are proposed as key objectives in the construction of the integrated transport terminal.
	Objectives	<ul style="list-style-type: none"> → Contribute to territorial planning → Promote urban expansion in the area → Improve mobility in the sector. → Achieve efficiency, safety, and comfort for passengers → Dignify and optimize the transport service for users → Optimize operating costs for transport companies → Centralize transport operations and have greater control of operations → Reduce informality in transport
	Geographic Area of Influence:	Calle 38 #6-24 behind, 100 meters from the Troncal de Occidente -- Sincelejo, Sucre.
	Is it included in the NDP goals?	Si x__ No__
	Structuring Phase:	A schedule has been planned that includes licensing (urban planning and construction) during 2024, securing investors and construction (2024-2025) to start operations in early 2026. All

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		<p>pre-construction activities have already been carried out by the current private investors of the Transport Terminal, as well as the licenses and authorizations that are conditional on the progress of construction.</p>
	<p>Goal: (km), (panels, etc.)</p>	<p>The Terminal will have:</p> <ul style="list-style-type: none"> - 9,909 sq.m. built, - 25 platforms for inter-municipal vehicles and - 23 platforms for inter-departmental buses, - for a total of 48 departure platforms, with the typical services of a terminal such as: <ul style="list-style-type: none"> o Driver rest areas, o Oratory, o parking for private vehicles, o ticket offices, o offices, o parcel services, o advertising stands, o Dining areas, o Cloakrooms, o Luggage storage, o Car trunk storage, o Waiting areas, VIP lounges, o Boarding and disembarkation zones, o Commercial premises, o Nursing room, o Battery of restrooms, o Restrooms, o Cafeterias, o Taxi bays, o Bus preparation areas, alcohol testing, departure authorization and control, and other services, o Equipped with ample platforms, o Dressing rooms, o Auditorium, o Waste deposits, o Access for people with disabilities, wide circulation areas, o Maintenance, restrooms, machines, tanks, pumps, o Ramps, o Monitoring, transit offices, police, displaced person assistance office, o Joint ownership and green areas, and others.
	<p>It is located in a protected area or with indigenous/Afro-descendant communities:</p>	<p>Yes___ No_x___ Which ones_____</p>

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Duration by Phases	A Schedule has been planned that includes licensing (urban planning and construction) during 2024, investor acquisition, and construction (2024-2025) to begin operation in early 2026. All pre-construction activities have already been carried out by the current private investors of the Transportation Terminal, as well as licenses and authorizations that are conditioned on the progress of construction.	
Contributions	Total Value	\$47.000.000.000 COP
	National Contribution	
	Contribution from territorial Entities	
	Private Contribution	x
Investment Opportunity	Firstly, the construction project of the comprehensive transportation terminal of Sincelejo not only contributes to the development of the city but also drives regional and national progress. In addition to its developmental contribution, the terminal offers an investment opportunity with a perspective of high profitability and liquidity. Improving regional connectivity and logistics increases efficiency in the distribution of goods and services, generating constant income flows. In summary, the construction of the comprehensive transportation terminal of Sincelejo not only drives urban and regional development but also provides investors with the opportunity to obtain consistent financial benefits and significant liquidity. Its uniqueness in the region, coupled with its appreciation potential and low investment risk, positions it as an attractive and strategic choice for those interested in participating in a project fundamental to the advancement at both the departmental and national levels.	
Market Analysis	<p>The Transportation Study was conducted in September 2023, with the aim of understanding passenger flow behavior resulting from the pandemic and post-pandemic, as well as origin and transit dispatches, the number of companies, and other data required to estimate passenger and vehicle demand.</p> <p>From the above, the results obtained were: 7,824 daily passengers (arrivals, departures, and transits), approximately 2,800,000 annual passengers; 32 companies (24 originating and 8 in transit), 874 dispatches at origin, and 104 in transit.</p> <p>The main routes are: Maicao, Santa Marta, Barranquilla, Cartagena, Magangué, Montería, Medellín, Cúcuta, Bucaramanga, Bogotá, and the municipalities surrounding these major cities.</p>	
Financial Projections	<p>The estimated useful life is 50 years and the investment cost is estimated at \$47,000 million pesos (at November 2023 prices) with expected annual operating income exceeding \$9,539.8 million pesos and real estate income of \$5,482 million pesos/year over the 30-year horizon of the project; totaling income of 11,638 million from 2026 onwards, with estimated gross profits of \$6,000 million initially (from 2026 onwards), resulting in an IRR of 13.50% over 30 years.</p> <p>Project Returns: The project's profitability is 42% over 30 years. The project's EBITDA starts at 57% and gradually increases to reach 70% in Year 30 of the project. The average EBITDA (first 10 years) is 58.8%.</p>	

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<p>Sustainability and ESG Considerations</p>	<p>Firstly, a rainwater recycling system will be implemented using buried tanks for subsequent recirculation in bathrooms and washing, thus reducing the consumption of potable water and promoting the conservation of this vital resource.</p> <p>Secondly, to address energy, a solar panel system will be installed to harness renewable solar energy, reducing dependence on unsustainable energy sources and contributing to the reduction of greenhouse gas emissions.</p> <p>Thirdly, the bioclimatic design of the terminal will focus on harnessing sunlight and breezes to optimize thermal comfort and reduce the use of air conditioning systems, thus minimizing energy consumption and associated emissions. Regarding the materials used, priority will be given to those that are environmentally friendly and contribute to reducing the carbon footprint. Among them, clay blocks stand out, whose properties help regulate indoor temperature, reducing the need for heating and cooling systems and, therefore, energy consumption.</p>
<p>Risk Assessment and Mitigation</p>	<ul style="list-style-type: none"> - Environmental Impact: To mitigate this risk, a comprehensive environmental impact study was conducted and recommended mitigation measures will be followed, such as reforestation of affected areas, implementation of clean technologies, and proper management of construction waste. - Security Risks During Construction: Safe construction practices will be implemented, safety training will be provided for workers, emergency protocols will be established, and the construction site will be closely monitored. - Costs and Delays and Economic Viability. To mitigate this risk, careful and realistic project planning was conducted, where realistic budgets and timelines were established, maintaining open and transparent communication among all involved parties. There is a risk that the transportation terminal may not be economically viable. To mitigate this risk, a detailed economic feasibility analysis was conducted before starting the project, carefully evaluating expected costs and benefits.
<p>Project Team and Experience</p>	<p>We highlight:</p> <ul style="list-style-type: none"> - Edgar Mejía Puentes, manager of TEINTRASIN and president of the board of directors of COPVESA, - Concretos del Norte, a company dedicated to construction, counts among its partners Isaac and Durán S.A.S., - Atlantis Constructora - Civil Works and Consultancies SAS, - Concrenorte also counts on engineer Juan Martínez and architect Renzo Rico, both with over 30 years in the construction industry. - TEINTRASIN SAS counts among its partners ARCONCA, a company specialized in civil construction and earthmoving.
<p>Additional Information</p>	<ul style="list-style-type: none"> - Environmental License: An Environmental License was issued by Resolution 1462 of 2020 by - CarSucre. - Urban Planning License: Procedures were initiated before Urban Curatorship No. 2, the entity that issued Invoice 70001-2-21-0033 in April 2021, which is currently being updated."