

Potential Investment Projects Argentina



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1 Introduction

This report contains the summary of the potential investment projects identified through the interviews conducted in Argentina. A total of 16 potential investment projects were identified of which 6 for urban buses, 4 for taxis and 6 for Light Commercial Vehicle (LCV). The interviews were held throughout December, January and February. Although some institutions claim to have feasibility studies, these were not shared with the consultants. The willingness to invest in commercial EVs is clearly given, however, in order to obtain more detailed information (e.g. feasibility studies), a more formal and direct relation between the bank and the project owner (borrower) should be established.

It is important to mention that all projects must be technically, financially, economically, environmentally, socially, gender and legally structured. The structuring of each project will contribute to an adequate allocation of risks and bankability, as well as to the deployment of innovative business models.

2 Urban Buses

ID	1
City	Buenos Aires
Project owner (private or public)	Secretaría de Transporte y Obras. Ciudad de Buenos Aires. (Secretariat of Transportation and Works. City of Buenos Aires). Public.
Degree of maturity	In development, consultancy being hired by CAF to define: the strategy for the renewal of the fleet of 300 buses, the model for the acquisition and operation of battery-electric buses and the proposed financing mechanism.
Potential set-up	Public bidding for the acquisition of the fleet with public resources. (either by the National Government or the City of Buenos Aires). Another option is a Public Private Partnership. Competences have not yet been defined and the scenario may change in over the next months.
Name of Project	Urban Public Transportation: Fleet replacement in Buenos Aires.
General summary of the project	Replace 300 conventional diesel buses (12 meters) with electric buses.
Timeline	Total 300 electric buses (12 meters): Year 2022: 60 electric buses. Year 2023: 60 electric buses. Year 2024: 60 electric buses. Year 2025: 60 electric buses. Year 2026: 60 electric buses.
Barriers identified	1. Exchange rate from U.S. Dollar to Argentine Peso. 2. High interest rates. 3. High investment cost of vehicles. 4. Access to bank financing or direct financing from manufacturers or leasing. 5. Maintenance, spare parts and repairs are affected by the exchange rate. 6. Uncertainty of battery life. 7. Capacity building for the operation and maintenance of electric vehicles.
Included in Funding Proposal	Yes- for the medium term (2024-2026). The implementation of the program in Argentina will be subject to a favourable evolution of the local economic context and to AFD's capacity to operate in this country.

ID	2
City	Mendoza
Project owner (private or public)	Sociedad de Transporte de Mendoza S.A.U.P.E. (Transportation Company of Mendoza). Public.
Degree of maturity	18 electric buses have already been acquired. Feasibility studies exist but were not shared with the consultants.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Urban Public Transportation: Fleet replacement in Mendoza.
General summary of the project	Replace 36 diesel buses (16 owned buses and 20 leased buses) with 36 electric buses (12 meters). Estimated renewal of 9 buses per year from 2022 (depending on financing). Note: This company has 18 electric buses (12 meters) in operation.
Timeline	Total 36 electric buses (subject to access to financing): Year 2022: 9 electric buses (12 meters, low floor and with AC). Year 2023: 9 electric buses (12 meters, low floor and with AC). Year 2024: 9 electric buses (12 meters, low floor and with AC). Year 2025: 9 electric buses (12 meters, low floor and with AC).
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	3
City	Cordoba
Project owner (private or public)	Transporte Automotor Municipal Sociedad del Estado - TAMSE. (Municipal Automotive Transport State Society). Public
Degree of maturity	Project idea with no assistance so far.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Urban Public Transportation: Fleet replacement in Cordoba.
General summary of the project	Replace 40 articulated trolleybuses (18 meters) with new electric units. TAMSE currently has 70 units of which 30 are buses (12 meters) and 40 articulated trolleybuses (18 meters).
Timeline	Total 40 electric articulated buses: Year 2022-2023: 20 articulated electric buses. Year 2024-2025: 20 articulated electric buses.
Barriers identified	1. Exchange rate from U.S. Dollar to Argentine Peso. 2. High interest rates. 3. High investment cost of vehicles. 4. Access to bank financing or direct financing from manufacturers or leasing.
Included in Funding Proposal	No

ID	4
City	Rosario
Project owner (private or public)	Dirección de Transformación Digital - Secretaría de Movilidad - Municipalidad de Rosario. (Direction of Digital Transformation - Secretariat of Mobility - Municipality of Rosario). Public.
Degree of maturity	Pre-Feasibility studies exist because of a project to restructure routes. They were not shared with the consultant. However, the sector has been heavily hit by the COVID Pandemic and there is no certainty as far as how and if e-buses will be acquired over the next couple of years.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Urban Public Transportation: Fleet replacement in Rosario.
General summary of the project	Replace trolleybuses and buses with electric buses (12 meters). A total of 50 electric buses (12 meters). Note: The city of Rosario currently has 32 trolleybuses and a fleet of more than 400 buses.
Timeline	Total 50 electric buses (12 meters, with AC): year 2023: 10 electric buses. year 2024: 10 electric buses. year 2025: 10 electric buses. year 2026: 10 electric buses. year 2027: 10 electric buses.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	5
City	Tucumán
Project owner (private or public)	Government of the City of Tucumán. Technical and Municipal Control Unit Public Passenger Transportation Services. Public.
Degree of maturity	Project idea with no assistance so far.
Potential set-up	Public bidding for the acquisition of the fleet with public resources. A Public Private Partnership is also an option.
Name of Project	Urban Public Transportation: Fleet replacement in city of Tucuman
General summary of the project	Replacement of diesel buses with electric units. 30 electric buses (12-meter).
Timeline	Total 30 electric buses (12 meters, with AC): Year 2024: 10 electric buses. Year 2025: 10 electric buses. Year 2026: 10 electric buses.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	6
City	Salta
Project owner (private or public)	Government of the City of Salta. Secretariat of Urban Development - Undersecretary of Urban Planning - Government of the City of Salta. Public.
Degree of maturity	The willingness to electrify the fleet in this city is considered to be very high. There are no available feasibility studies so far but they might initiate over the next months.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Urban Public Transportation: Fleet replacement in city of Salta
General summary of the project	Replace diesel buses with 12-meter electric buses. A total of 40 electric buses.
Timeline	Total 40 electric buses (12 meters): year 2023: 10 electric buses. year 2024: 10 electric buses. Year 2025: 10 electric buses. Year 2026: 10 electric buses.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

3 Taxis

ID	7
City	Cordoba
Project owner (private or public)	Municipality of Cordoba. Department of Data and Statistical Analysis in Municipality of Cordoba. Private Taxi Owners. Public/Private
Degree of maturity	There are feasibility studies that were developed by the Regional Energy Company.
Potential set-up	Public Private Partnership with preferential interest rates for the taxi owner.
Name of Project	Taxis: Taxi replacement project in the city of Corboda.
General summary of the project	Progressively replace taxis, which access the city center, with electric taxis. A total of 30 electric taxis and potentially 10 additional electric vehicles.
Timeline	Total 40 electric taxis: Year 2022: 15 electric vehicles. Year 2023: 15 electric vehicles. Year 2024: 10 electric vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	8
City	Mendoza
Project owner (private or public)	Government of the Province of Mendoza. Department of Planning and Special Projects, Secretariat of Public Services. Private taxi owners. Public/Private
Degree of maturity	Feasibility studies by the Secretariat of Public Services of Mendoza exist.
Potential set-up	Public Private Partnership with preferential interest rates for the taxi owner
Name of Project	Taxis: Taxi replacement project in the city of Mendoza.
General summary of the project	Progressively replace conventional technology taxis with electric taxis. A total of 50 electric taxis.
Timeline	Total 50 electric taxis: Year 2022: 10 electric taxis. Year 2023: 10 electric taxis. Year 2024: 10 electric taxis. Year 2025: 10 electric taxis. Year 2026: 10 electric taxis.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	9
City	Rosario
Project owner (private or public)	Dirección de Transformación Digital - Secretaría de Movilidad - Municipalidad de Rosario. (Direction of Digital Transformation - Secretariat of Mobility - Municipality of Rosario). Private taxi owners. Public/Private.
Degree of maturity	Feasibility studies by the Mobility Secretariat of Rosario exist.
Potential set-up	Public Private Partnership with preferential interest rates for the taxi owner
Name of Project	Taxis: Taxi replacement project in the city of Rosario.
General summary of the project	Progressively replace taxis, which access the city center, with electric taxis. A total of 30 electric taxis.
Timeline	30 electric taxis: year 2023: 10 electric vehicles. year 2024: 10 electric vehicles. year 2025: 10 electric vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	10
City	Salta
Project owner (private or public)	Government of the City of Salta. Secretariat of Urban Development - Undersecretary of Urban Planning - Government of the City of Salta. Private taxi owners. Public/Private.
Degree of maturity	Project idea without any assistance so far.
Potential set-up	Public Private Partnership with preferential interest rates for the taxi owner
Name of Project	Taxis: Taxi replacement project in the city of Salta
General summary of the project	Progressively replace cabs, which access the city center, with electric taxis. A total of 40 electric taxis.
Timeline	Total 40 electric taxis: year 2023: 10 electric taxis. year 2024: 10 electric taxis. year 2025: 10 electric taxis. year 2026: 10 electric taxis.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

4 LCV

ID	11
City	Cordoba
Project owner (private or public)	Empresa Provincial de Energía de Córdoba - EPEC. (Provincial Energy Company of Cordoba). Public.
Degree of maturity	Already has experience with e-LCVs.
Potential set-up	Financing with local banks at a preferential interest rate and private equity.
Name of Project	Light Commercial Vehicles (LCVs), Energy Company of Cordoba.
General summary of the project	Replace 100 diesel light commercial vehicles (LCVs) with electric vehicles.
Timeline	Total 100 electric light commercial vehicles: Year 2022: 25 electric vehicles (LCV). Year 2023: 25 electric vehicles (LCV). Year 2024: 25 electric vehicles (LCV). Year 2025: 25 electric vehicles (LCV).
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	12
City	Cordoba
Project owner (private or public)	Municipality of Cordoba. Department of Data and Statistical Analysis in Municipality of Cordoba. Public.
Degree of maturity	Project idea without assistance so far.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Light Commercial Vehicles (LCVs): LCVs replacement project in the city of Corboda.
General summary of the project	Progressively replace 1 light commercial vehicles (LCVs) that access the city center with electric vehicles. A total of 20 light commercial vehicles (LCVs).
Timeline	Year 2022: 20 electric light commercial vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	13
City	Cordoba
Project owner (private or public)	Municipality of Cordoba. Department of Data and Statistical Analysis in Municipality of Cordoba. Public.
Degree of maturity	Project idea. It might function as a pilot project for municipal waste EVs.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Solid waste collection and transportation vehicles in the city of Cordoba.
General summary of the project	Progressively replace the city's solid waste collection and transportation vehicles with electric vehicles. A total of 30 solid waste collection and transportation vehicles.
Timeline	Total 30 solid waste collection and transportation vehicles: Year 2022: 5 electric vehicles. Year 2023: 5 electric vehicles. Year 2024: 5 electric vehicles. Year 2025: 5 electric vehicles. Year 2026: 5 electric vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	14
City	Corrientes
Project owner (private or public)	Dirección Provincial de Energía de Corrientes - DPEC (Provincial Energy Directorate of Corrientes). Public.
Degree of maturity	Feasibility studies exist.
Potential set-up	Financing with local banks at a preferential interest rate and private equity.
Name of Project	Light Commercial Vehicles (LCVs), Energy Company of Corrientes.
General summary of the project	Replace 25 diesel light commercial vehicles (LCVs) with electric vehicles.
Timeline	Total 25 electric light commercial vehicles: Year 2022: 10 electric vehicles. Year 2023: 5 electric vehicles. Year 2024: 5 electric vehicles. Year 2025: 5 electric vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	15
City	Rosario
Project owner (private or public)	Dirección de Transformación Digital - Secretaría de Movilidad - Municipalidad de Rosario. (Direction of Digital Transformation - Secretariat of Mobility - Municipality of Rosario). Public
Degree of maturity	Project idea.
Potential set-up	Financing with local banks at a preferential interest rate and private equity
Name of Project	Light Commercial Vehicles (LCVs): LCVs replacement project in the city of Rosario.
General summary of the project	Progressively replace light commercial vehicles (LCVs) that access the city center with electric vehicles. A total of 30 light commercial vehicles (LCVs).
Timeline	30 electric light commercial vehicles: year 2023: 10 electric vehicles. year 2024: 10 electric vehicles. year 2025: 10 electric vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No

ID	16
City	Rosario
Project owner (private or public)	Dirección de Transformación Digital - Secretaría de Movilidad - Municipalidad de Rosario. (Direction of Digital Transformation - Secretariat of Mobility - Municipality of Rosario. Public.
Degree of maturity	Project idea.
Potential set-up	Public bidding for the acquisition of the fleet with public resources.
Name of Project	Solid waste collection and transportation vehicles in the city of Rosario.
General summary of the project	Progressively replace the city's solid waste collection and transportation vehicles with electric vehicles. A total of 30 solid waste collection and transportation vehicles.
Timeline	Total 30 solid waste collection and transportation vehicles: Year 2022: 5 electric vehicles. Year 2023: 5 electric vehicles. Year 2024: 5 electric vehicles. Year 2025: 5 electric vehicles. Year 2026: 5 electric vehicles.
Barriers identified	Same as ID 1
Included in Funding Proposal	No