

NATURAL OPPORTUNITIES

Private Investment for the development
of Touristic Services in Protected Natural Areas

Your best ideas
now have the
best destination:
Argentina



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A photograph of three hikers in a lush, green forest. They are wearing backpacks and outdoor gear. One hiker in the center is pointing upwards with their right hand. The other two hikers are looking through binoculars. The forest is dense with trees and foliage, and sunlight filters through the canopy.

Argentina's government is leading a priority development strategy aimed at the implementation of sustainable tourism, to position the country **as a leading destination in nature production**

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MAIN INDICATORS OF THE **TOURISM SECTOR**



Tourism plays a key role as a strategic sector for the generation of quality employment, improvement of competitiveness, and it is one of the “development engines” for a new Argentina.

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INBOUND TOURISM (2017)

INTERNATIONAL TOURISM,
2017 IN SOUTH AMERICA

**6,713,000 international
tourists 1st IN THE
REGION**

**TARGET OF INTERNATIONAL
TOURISTS BY 2020:**

9 MILLION TOURISTS

DOMESTIC TOURISM (2017)

51,440,000 domestic tourists

**TARGET OF DOMESTIC
TOURISTS BY 2020:**

**70 MILLION
TOURISTS**

VISITS to national protected natural areas

Total of arrivals at National
Parks in 2017:
3,8 million / 5 million

Total of arrivals of
resident tourists: 2,7
million (71%)

Total of arrivals of non-resident
tourists: 1,1 million (29%)



Argentina: 19th position as international destination for MICE tourism by the ICCA

AIR CONNECTIVITY

INTERNATIONAL CONNECTIVITY:

More than 50 direct international destinations in 26 countries.
Connectivity in every continent.

More than 9 million seats in international flights in 2017.
Increase of more than 21% with respect to 2015.

13 Argentine cities with international flights.

31 airlines operating international routes.

16 companies have filed for official authorization to operate within
368 international routes.

More than 82% average occupancy factor in international flights.

More than 50 airports authorized for the arrival of aircrafts located in
all of the provinces.

INTERNAL CONNECTIVITY

Y:

More than 13 million
passengers
in domestic flights in 2017
(More than 15% with respect to
2016). New historical record.
12 new airlines have filed
requests for more than 280
national routes in 2016 and
2017 (4 companies have
already started to operate
flights)

INTERNATIONAL CONNECTIVITY: SEAT OFFER

2017

REGION	2017	% Var. 2017/2016	% Var. 2017/2015
TOTAL	8,968,303	↑ 11.9%	↑ 21.2%
Latin America	6,637,682	↑ 12.7%	↑ 22.2%
North America	1,173,310	↑ 10.2%	↑ 22.1%
Europe	1,258,752	↑ 16.1%	↑ 17.8%
Middle East	346,983	↑ 2.0%	↑ 6.6%
Oceania	53,524	↑ 7.7%	↑ -

Note: the total differs from the sum of the partials because flights to Middle East (via San Pablo and Rio de Janeiro), Toronto (Via Santiago de Chile) and Cordoba-Asunción-Madrid are counted in the scale and destination regions.

Source: DNMyE-SECTUR based on OAG Analytics.

INTERNATIONAL CONNECTIVITY - MAIN NEW AIRLINES CONNECTIONS



MADRID- CATARATAS DEL IGUAZU-
MONTEVIDEO (2019)



BARILOCHE -VIRACOPOS (2019)



ADDIS ABEBA – SAN PABLO –
BUENOS AIRES. 5 weekly
frequencies.
March 2019



SANTIAGO DE CHILE- BUENOS AIRES (2018)



LONDON- BUENOS AIRES
7 weekly frequencies.



ZURICH- BUENOS AIRES
2 weekly frequencies.



AMSTERDAM-BUENOS AIRES
Increase to 7 weekly frequencies
(2019)

OTHER NEWS IN INTERNATIONAL CONNECTIVITY

American Airlines



LOS ANGELES- BUENOS AIRES.
December 1018
MIAMI-CORDOBA. 2019.



SALTA/ROSARIO/MENDOZA -PANAMA

AIR CANADA



TORONTO – BUENOS AIRES.
Non stop



BOGOTA – BUENOS AIRES.
14 weekly frequencies (Increase
x2).

ARGENTINA'S PUBLIC INVESTMENT PROJECTS

ON GOING PUBLIC INVESTMENT PROJECTS

ON AIRPORTS

80 Public Investment Projects
Finished, Under Execution and Scheduled
USD 1.100 Millions

ON ROADS - FEDERAL ROAD PLAN

Long Term Plan (2015-2027)
USD 35,000 Millions

ON PORTS

6 Public Investment Projects
USD 3,000 Millions

INTERNET FEDERAL PLAN

1,364 locations
29,709 Km. optical fiber
USD 211 Millions

ON RENAWABLE ENERGIES

30 Projects Awarded
USD 1,500 Millions

PUBLIC INVESTMENT IN TOURISM INFRASTRUCTURE

240 TOURISM INFRASTRUCTURE PROJECTS

USD 68,500,000

Years (2015-2018)

- National Tourism Infrastructure Plan
- IDB Loan 2606
- Authentic Towns

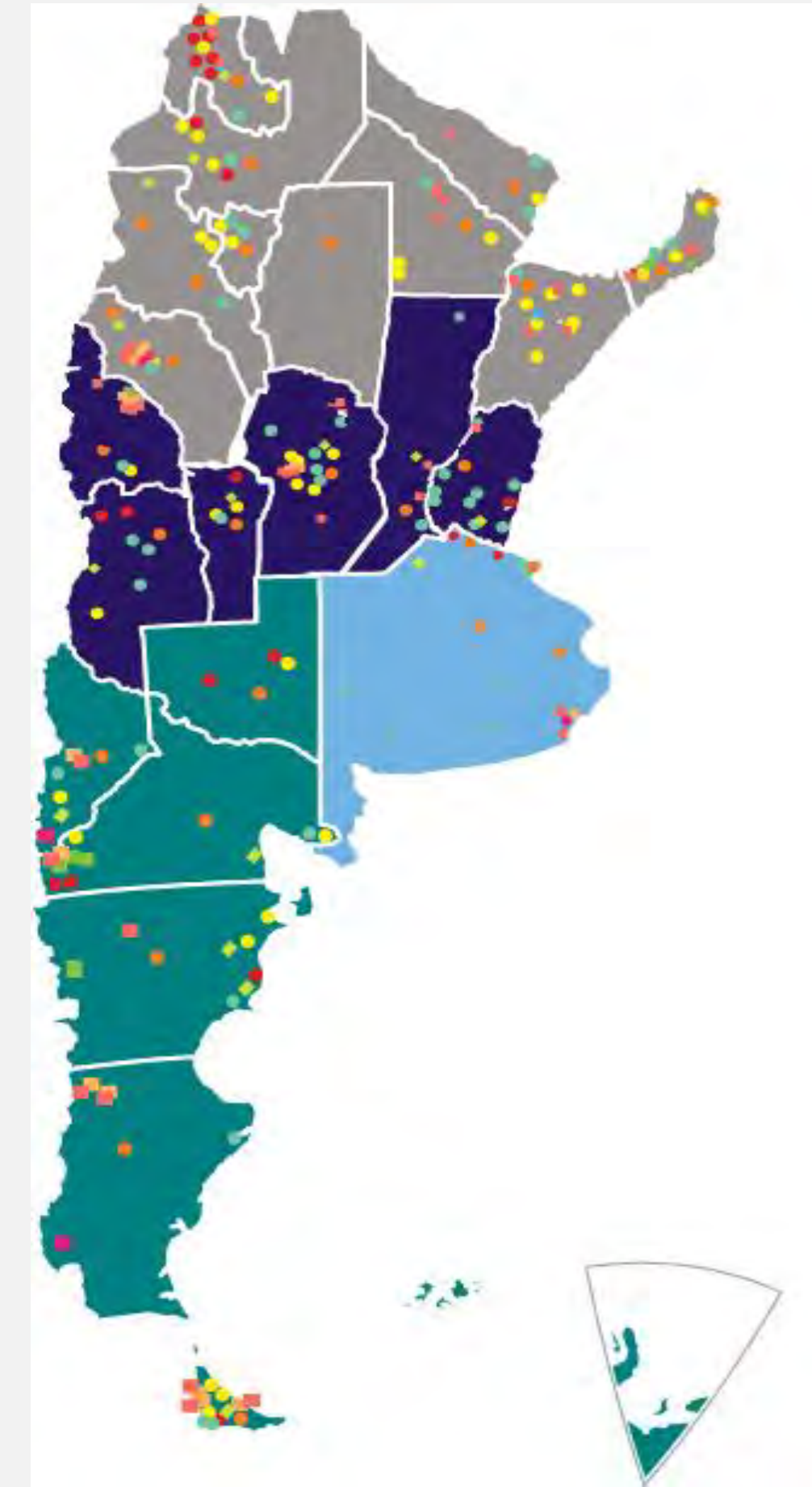
MORE THAN 9 THOUSAND Direct and Indirect employments
(work, operation and maintenance)

References

- National Tourism Infrastructure Plan 2015
- National Tourism Infrastructure Plan 2016
- National Tourism Infrastructure Plan 2017
- National Tourism Infrastructure Plan 2018
- IDB Loan 2606 - year 2015
- IDB Loan 2606 - year 2016
- IDB Loan 2606 - year 2017
- IDB Loan 2606 - year 2018

● Authentic Towns 2017

● Authentic Towns 2018



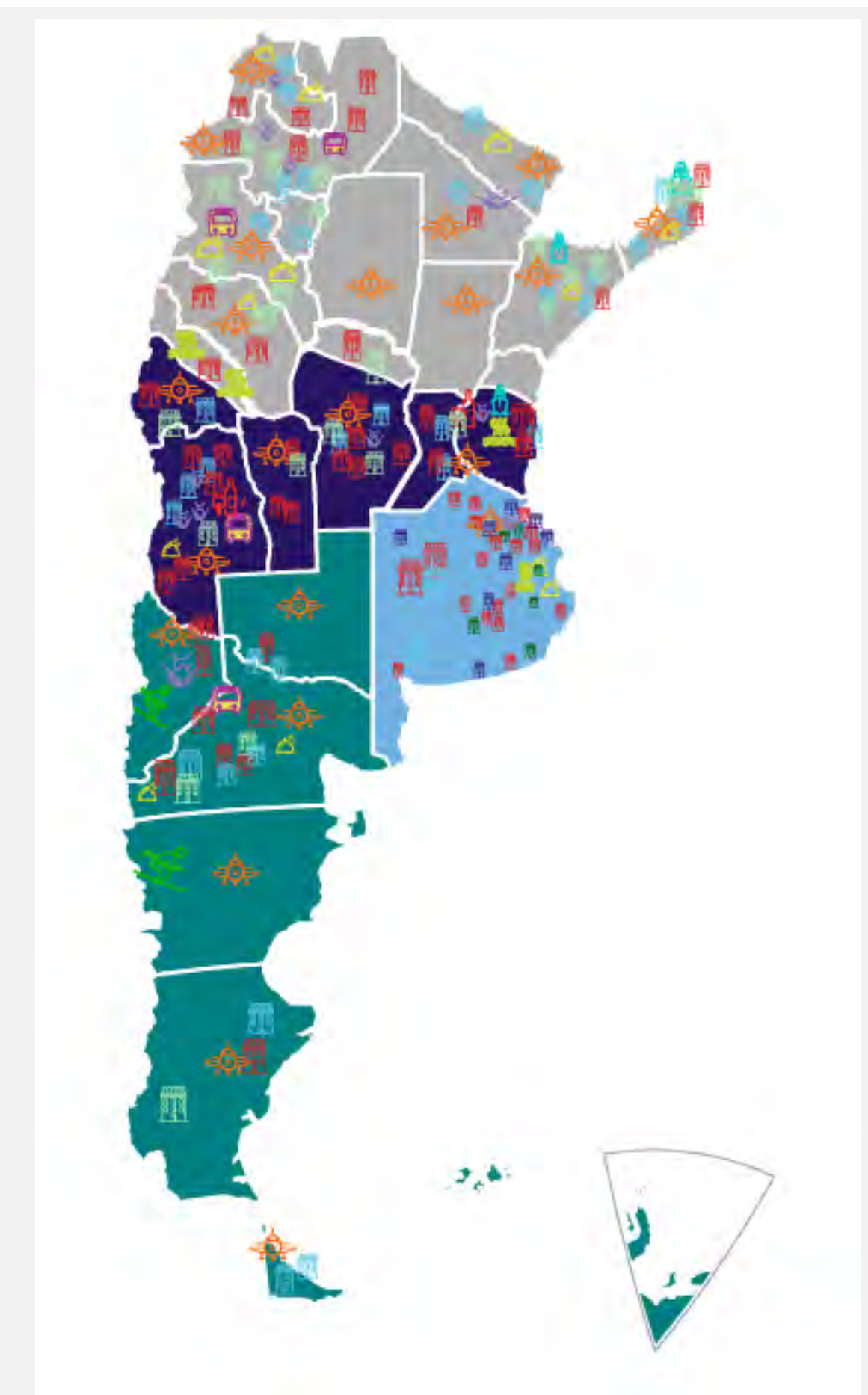
ARGENTINA'S TOURISM PRIVATE INVESTMENT

CURRENT TOURISM PRIVATE INVESTMENTS

Concreted, under execution and scheduled investments
YEARS 2015 - 2018
USD 2,200 MILLIONS

MORE THAN 14.000 Direct (6,600) and indirect (8,000) employments in new concreted investments

MORE THAN 35.000 Direct and indirect Employments in under execution and scheduled investments



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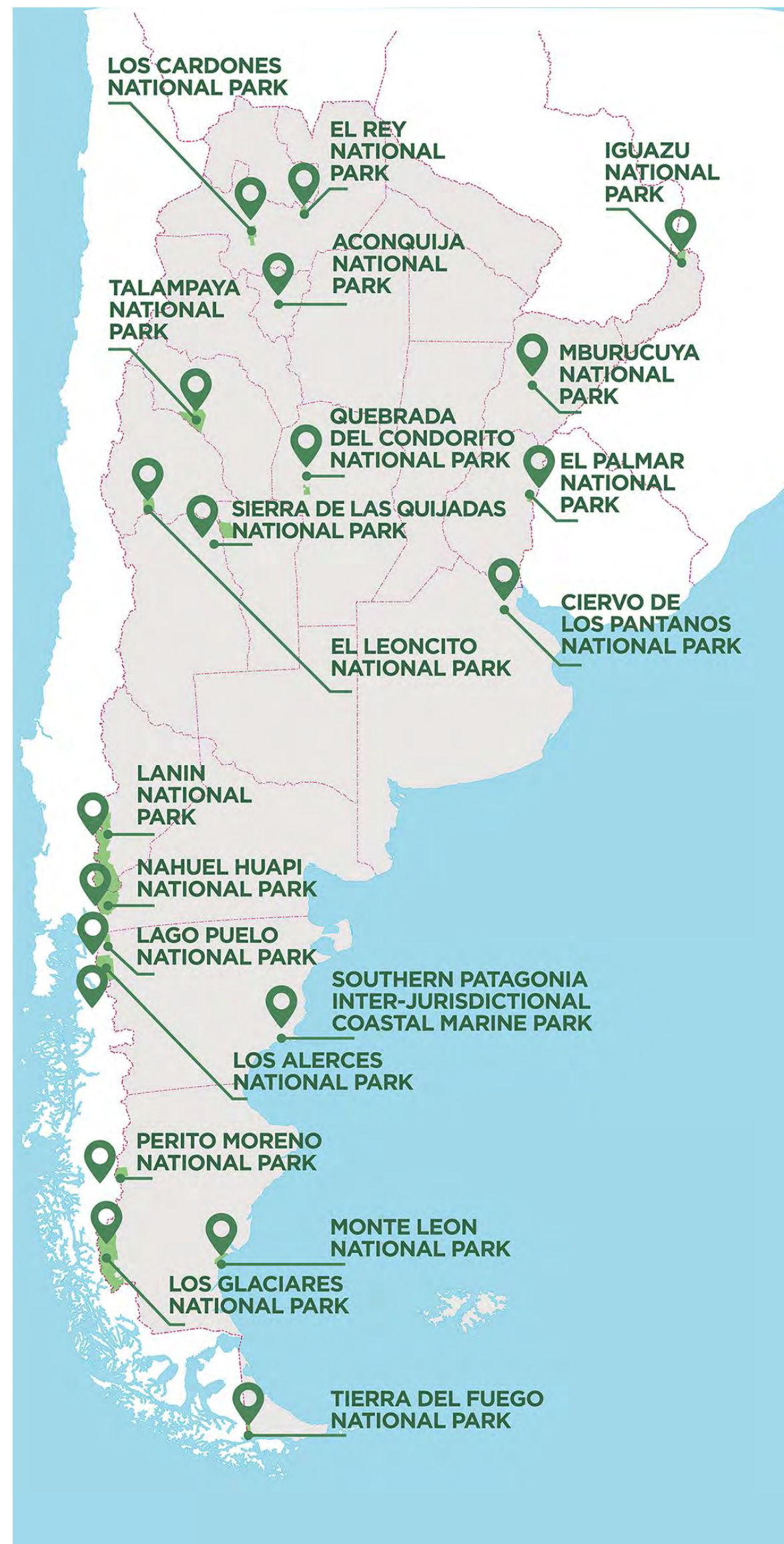
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37 | UNIQUE INVESTMENT OPPORTUNITIES

20 | PROTECTED AREAS

NATIONAL PARKS OPPORTUNITIES FOR PRIVATE INVESTMENTS



THE OPPORTUNITY

- Outstanding locations
- Simplified and abbreviated process
- Special incentives

THE OFFERING

- 17 Glamping locations
- 14 Lodging locations
- 4 Restaurants
- Focus:
 - Nature and outdoor experience
 - Eco friendly construction

THE INFORMATION PERIOD

- November '18 – January '19 promotion period.
- Informative web site covering area, connectivity, activities, construction requirements.
- Email available for questions. (Nov-Jan)

THE INFORMATIVE **WEB SITE**

www.argentina.gob.ar/oportunidades-naturales/en



Buscar trámites, servicios o áreas



 MI ARGENTINA

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Natural Opportunities

Investment in a unique place. Argentina, feel your nature.

Ver

[Revisiones](#)

[Leer versión en español](#)

Argentina features unique sceneries for the generation of nature tourism projects and ecotourism experiences which will be a source of motivation for visitors, in internationally acknowledged landscapes of spectacular beauty.

[READ MORE](#)



Tourism in Numbers

Key strategic sector for the development of Argentina. An internationally acknowledged and awarded destination, visited every year by more and more travelers.



Opportunities for Investing

Sceneries of breathtaking beauty for the best private investment projects destined to the offer or touristic services in nature.



Types of Investment

Theme services. Customized services. Innovative proposals. In harmony with the environment and following principles that are friendly with sustainability.



Regulation

1st National and International Public Bid for the concession of spaces in protected natural areas for purposes of eco-tourism proposals.

THE TENDER PROCESS

- February '19- April '19 opening of request for proposals at comprar.gob.ar
- Questions section also available at comprAR site
- Proposals evaluation May '19. Multi Ministry evaluation committee
- Evaluation criteria explained at web site
- No canon for first 5 years
- If proposal is in line with tender construction specifications, environment evaluation will be abbreviated



THE OPPORTUNITIES

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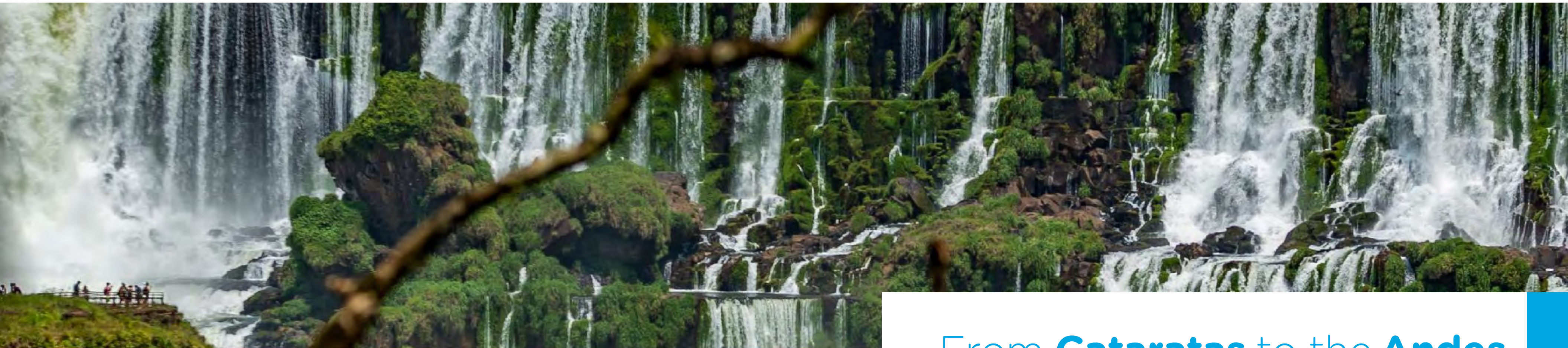


From **North** to **South**

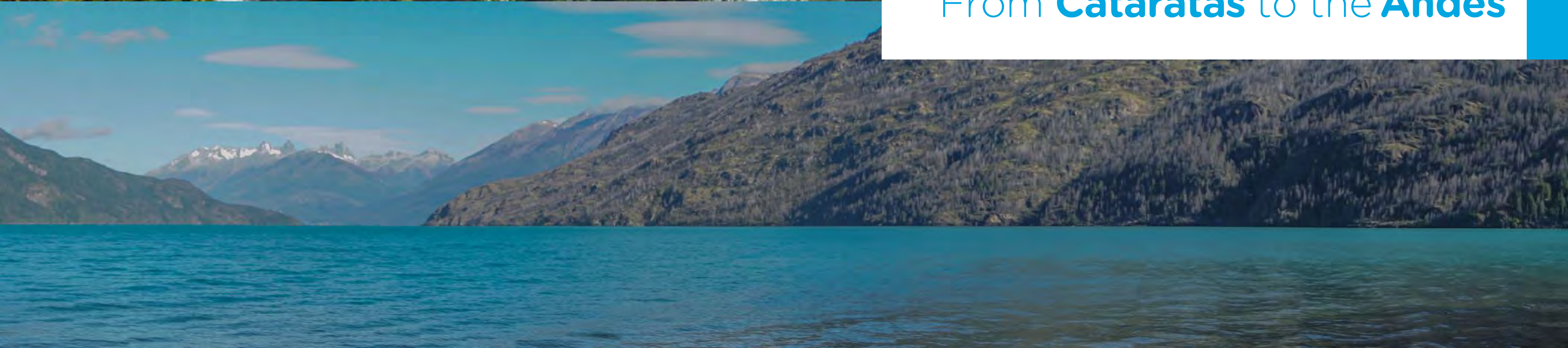


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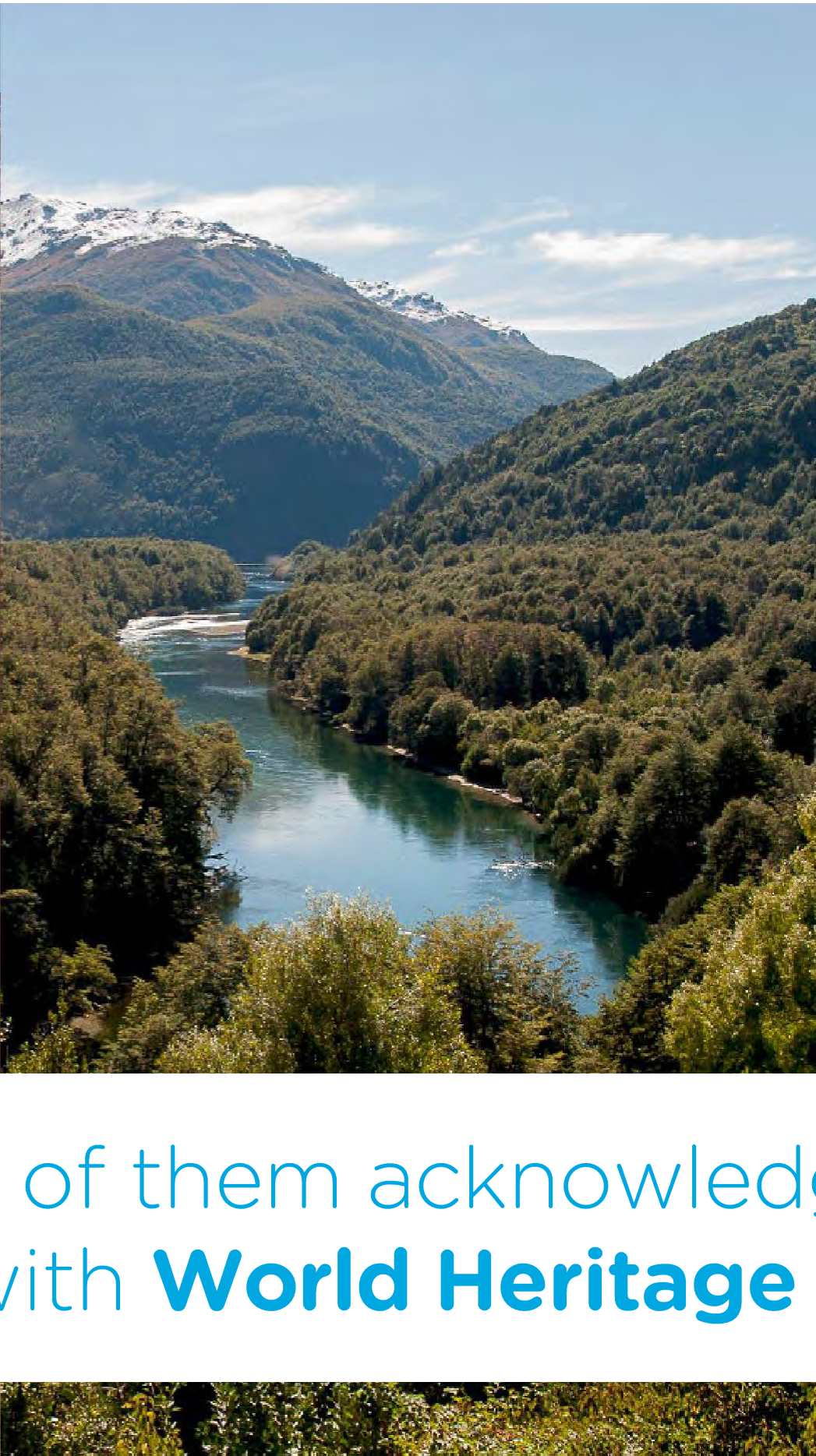


From **Cataratas** to the **Andes**



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Four of them acknowledged by **UNESCO**
with **World Heritage declarations**

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17 INNS

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16 GLAMPINGS

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4 GASTRONOMIC SPOTS

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