Municipalidad de Bahía Blanca | Agencia de desarrollo

Bahía Blanca

VENTAJAS COMPETITIVAS Y POSIBILIDADES DE INVERSIÓN

English Version

Centro Regional de Estudios Economicos de Bahía Blanca **(CREEBBA)**
Fundación Bolsa de Comercio de Bahía Blanca

BAHÍA BLANCA: COMPETITIVENESS AND INVESTMENT POSSIBILITIES 2011

The city of Bahía Blanca and its surrounding region represent a land of opportunity for investors. In recent years, the city has welcomed an important flow of investments directed to the development of actions at the port and its nearby area. These ventures, together with others in progress, will consolidate the city as one of the main cargo converting points in the country. These changes open windows of opportunity for the development of new businesses related to the structuring of chain values around the agro-industrial, chemical and petrochemical activity. Moreover, there is the potential for the industrialization of raw materials from a broad neighboring region. The prospects of growth are supported by the significant advances in transport infrastructure, such as the deepening of the access channel at the local port, construction of new berths, and works of improvement for the road and rail connectivity of the local port. Furthermore, the city is favored by a free trade zone recently launched with major ventures in the software industry, the early development of container shipping, the prestige of its universities and the right investment climate promoted by a proactive municipal government.

The Development Agency of the Bahía Blanca Municipality and the Regional Center for Economic Studies (CREEBBA by its Spanish acronym), sponsored by the Chamber of Industry, Commerce and Services (CCIS) and the Bahía Blanca Stock Market (BCBB), have published “Bahía Blanca: Ventajas competitivas y posibilidades de Inversión” (Bahía Blanca: Competitive advantages and investment opportunities). Its aim is to provide both national and international investors with basic information so as to assess the possibility of new undertakings in the city of Bahía Blanca.

PART 1: GENERAL FEATURES OF THE CITY

Geographical location

It is located in the province of Buenos Aires, Argentina, at Latitude 38° 43’S and Longitude 62° 16’ W, and is the county seat.

Climate

The climate is temperate, with mild temperatures, low and highly variable rainfall. The average annual temperature is 15.5°C and ranges from 23°C on average in January to 8°C on average In July, depending largely on

LOCATION OF THE CITY OF BAHÍA BLANCA

the influence of the wind. The average annual rainfall is about 650 mm while the monthly rainfall record shows a high variability. Rainfall floods are virtually unknown given the sharp relief towards the sea. As regards seismology and according to a number of studies performed in the country, the Bahía Blanca area presents no risk of earthquakes.

Population

The total population of the city is 301.531 inhabitants according to the figures from the last national population census. The average annual population growth for the 2001-2010 period was 0.64%. The city participation in the total population of the country is 0.75%.

Health Services

The city offers a comprehensive system of health care for its inhabitants, consisting of a wide network of public and private hospitals, primary care medical wards, diagnostic centers, research and high complexity treatments and over a thousand medical professionals providing their services in doctors' offices. About 65% of the population possesses a medical plan.

Educational Level

According to INDEC estimates, only 7% of the total population lacksformal instruction, a percentage that is significantly lower than that observed for the whole country, of around 10%.

Income

Compared to other cities in the country, Bahía Blanca is well positioned in terms of income per capita. Out of a total of 32 cities referenced, Bahía Blanca is located in the thirteenth place, according to 2010 data.

Cost of living

It is estimated that in Bahia Blanca, a family of four to five members, depending on the ages of its members, needs a monthly minimum of 4895 pesos (1,190 dollars) in order to access a family shopping basket including food, clothing, housing, transportation, health, education, leisure and other goods and services necessary for the development of family life. This total corresponds to mid-2011.

Magnitude of the economy in Bahía Blanca

The city of Bahia Blanca represents a market of approximately 108 thousand households. Out of a population of 301 thousand inhabitants, 44% are employed. Of this total, 102 thousandhave a salaried job. The main activities that generate employment in the city are commerce (25%) and manufacturing (13%).

Participation of Bahía Blanca in the Argentinean Economy

The Bahía Blanca / country population proportion of 0.75% provides a sense of the relative size of the potential of the local market. Meanwhile, private sector deposits in local banks have a share similar to that of the population: 0.73%.New car sales per person were above the national average in 2010.

The export activity at the Ingeniero White port consolidates the local customs delegation as one of the most important in the country in terms of foreign trade figures. Out of 10 tons exported from Argentina, one is formalized in Bahía Blanca. The main operations concentrate primary products (soy, wheat, corn, gas, oils). Moreover, the local port has an important role in grain shipments in the order of 16% in 2010.

The local economic indicators per capita do not substantially differ from those observed in the main cities of the country, as shown in the following chart.

Relevance of Bahía Blanca in the economy of the country

Data from 2010

Indicator	Participation	Ref
Population	0,75%	1
Private sector deposits	0,73%	1
Patenting	0,90%	1
Export volume	9%	2
Export value	5%	2
Grain shipments	16%	3
Vegetable oil shipments	5%	3
Wheat production	6%	4
Bovine stock	5%	4
Petrochemical production	60%	5

1: Bahía Blanca

2: Customs Office, Bahía Blanca Delegation

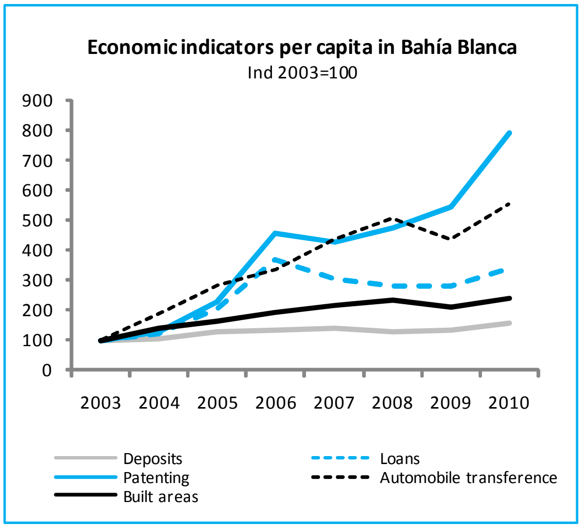
3: Ingeniero White and Galván Ports

4: SW Buenos Aires (12 districts)

5: Petrochemical Complex of Bahía Blanca

Evolution of the economic activity

In the 2004-2010 period, Bahía Blanca showed intense growth in its main activity indicators. Among these, there is the authorized area for construction of new dwellings, the purchase of new automobiles, the consumption of electricity, the deposits in the local banking system and the level of employment. The following graph clearly displays the upward tendencies mentioned, with those corresponding to transactions in the automotive market standing out.



Part II: INVESTMENT OPPORTUNITY FOR BAHÍA BLANCA

Competitive Advantages

The economy in Bahía Blanca has three main driving forces: the agricultural activity of its region, the petrochemical pole with its network of suppliers, and the port, closely related to the first two productive sectors. In recent years, the city has welcomed an important flow of investments directed to the development of actions at the port and its nearby area. The main growth opportunities are related to the export of primary and petrochemical products, in an international environment which is advantageous due to the steady increase in external demand.

Bahía Blanca has abundant and skilled supply of professional services. It is possible to detect some demand sectors of a high degree of specialization relating to the main regional economic activities: the petrochemical industry, the oil industry and the agricultural activity.

As regards the foreign market, the local export base comprises a number of important companies specialized in large-scale sale of grain, vegetable oils, fuels, plastics and fertilizers. Besides its export operation, Bahía Blanca is known for its commercial activity reaching an extensive region of the country. Beyond a core area within a radius of 300 to 400 km, the scope of its trade and services extends mainly to the west and south.

Transport infrastructure and energy supply represent some of the main advantages offered by the city. In this regard it has one of the main ports in the country where roads and railways converge while connecting the city to the most vital production and consumption centers. Likewise, the interconnected electrical transmission network and the gas pipelines from the main gas basins (Neuquén, San Jorge Gulf and Austral Gulf) converge in Bahía Blanca on their way to Buenos Aires.

Among the main projects contributing to increasing the competitiveness of the local economy, the deepening to 50 feet and the broadening of the access channel of the local port are remarkable.

For the next few years a sharp increase in cargo volume is projected, driven by the growth in agricultural production in the Pampas and in mining in the provinces of Neuquén and Mendoza. On the other hand, the city's position as docking port for deep-draft bulk carriers consolidates, with lower transport costs.

Regarding the supply of technology and skilled personnel, Bahía Blanca displays potential for resources to gain competitiveness, through two local universities which have attained world recognition due to the achievements of outstanding alumni.

In connection with the availability of financial capital, the city has a significant saving capacity, evidenced in the private deposit rates per capita, placing Bahía Blanca at the same level of other major cities in the country.

Investment Opportunities in the Regional Economy

The main investment opportunities relate to the port of Bahía Blanca, representing one of the most important cargo concentration areas in the country. The volume of shipments of the Ingeniero White Port is estimated at about 13.5 million tons per year.

The leading role of the port will continue to consolidate in the next few years due to the following reasons:

1. New terminal settlements for storage and shipment of vegetable oils and minerals, together with greater activity in the container terminal.

2. A similar perspective on growth for those loads from the broad region neighboring the port, mainly primary productions oriented to foreign markets in rapid expansion. This region comprises the Pampa, Cuyo Sur and Patagonia Norte zones.The regional exports with strong probabilities for growth could be: in the Pampa region, grain and byproducts, in the north Patagonian region, fuels, minerals and fruit; and in the Cuyo region, fruit and vegetables.

3. Besides the cargo to the port, the land transport network in the port area handles cargo from and

to the city of Bahía Blanca, as well as other goods in transit from the north to the south.

The data regarding the mass concentration of loads raises the possibility of positioning the area of the Bahía Blanca port as one of the main zones for the settlement of a new wave of investments in the country. The principal generators of investment opportunities supporting the project are: a perspective of solid growth in the demand of primary products, an increasing trend of bulk cargo requiring the use of port facilities, extensivedevelopment opportunities for primary goods processing industries available in the region, availability of locations for the settlement of industries, competitive advantage in accessing lower freight rates due to the difference in draft when compared to its main competing ports in the country.

These elements, together with the ones listed below, represent attracting features for enterprises:

1- Deepening of the access channel project in the ports of the Bahía Blanca estuary by the Management Consortium of the Port of B. Blanca.

2- Marked relevance and potential for development of the agricultural production in the broad surrounding area of the Port of Bahía Blanca.

3- Rising importance of bulk trade with China, and therefore, of the advantage in costs for exporters to operate with larger vessels.

4- Investment projection for the port area regarding electricity and gas infrastructure.

5- Availability of locations in the proximity of port terminals and the possibility of building new docking sites from filling works.

6- Expedition of cargo in transit in the proximities of the port due to the construction of a dual carriageway road linking sections North and South of route n°3.

7- The high potential for growth in the participation of the railroad in the admission of cargo through the free access to the docks and the wide coverage of the territory by the existing branch lines.

8- Gradual consolidation of the container maritime transport service in the multipurpose harbor leased to “Patagonia Norte” enterprise, which could greatly enhance its competitiveness with the development of regular incoming flow of container cargo.

9- Diversification of the port profile, and hence, of the demand of related services such as naval repair and container logistics.

10- Launching of the Bahía Blanca-Coronel Rosales Free Trade Zone activities.

11- Growth potential of low risk productions due to the possibility of extension of irrigated areas close to Bahía Blanca (Río Colorado and Río Negro Valleys) so as to optimize the use of the significant volume of water available.

The listed factors allow projecting the Bahía Blanca port area as a future logistics center, with high possibilities of becoming the most important one in the region and in the southern part of the country.

Exporting base

The exporting base of the local economic activity is supported by two large sectors: agro-industrial and petrochemical. The high share of export volumes registered in the city over the national total highlights the local relevance as a logistics center specialized in the transportation of bulk, both solid(grain) and liquid (oil, gas and fuel).

By measuring the degree of regional specialization in the share of local exports over the total of each activity in the national scope, the petrochemical industry (polyethylene, polyvinyl chloride, urea, ammonia) stands out with 80% of representation in the total of foreign sales from the sector at national level. Other products with significant shares although smaller are: malt, malting barley, soybeans, sunflower oil, and wheat.

As regards the cargo in containers, the main products correspond to the following groups: wheat (flour), fruit(apples, pears), vegetable (onion), chemical (caustic soda), and petrochemical (polyethylene, PVC). Most of these products exit through the local port.

Possibility of industrializing raw materials

The prospects for the development of industries in Bahía Blanca and its surrounding region are strictly related to the availability of raw materials. Among the main raw materials available in the region the following should be mentioned: wheat, oilseeds, barley, honey, beef, gas and oil, PVC, polyethylene and salt.

The following list is not exhaustive and its main purpose is to display the potential “downstream” activities related to the existing production in the region. In each case, an economic feasibility analysis will be necessary according to the characteristics of more specific proposals:

- biofuels
- energy generated from waste of the vegetable oil industry
- liquid fertilizers
- packing and fragmentation of fertilizers
- packing and fragmentation of butane and propane gas
- packing and fragmentation of caustic soda
- dehydrated fruit and vegetables
- beer
- fragmented honey

- refined vegetable oils for human consumption
- chemical industries derived from vegetable oil (adhesives, solvents, lubricants)
- plastic plates and sheets
- plastic packaging items
- plastic tubes, pipes, cables, insulation and profiles
- toys
- synthetic products

Local investment trends

The profile of the investments announced and/or developed in the region over the past few years is a clear and revealing indication of the business opportunities in Bahía Blanca. The state funded projects are directed to construction and improvement of housing and transport infrastructure. In the private sector, the investment proposals mainly relate to activities linked to the agro-industrial and petrochemical complex, such as the production of electricity and wind power, urea-based liquid fertilizers, bales of alfalfa, storage and construction of docks for the shipment of potassium chloride, oilseed storage and milling, biodiesel and regasification plants, and manufacture of agricultural machinery.

In the wide range of potential investments, there is a group of recent ventures either in execution or under study, which could be regarded as strategic due to the strong economic impact of their implementation. Among these:

- Deepening in the draft of the port access channel to 50 feet, which would strengthen the main competitive advantage of the region for bulk sea freights due to the ability to operate larger vessels.

- Leasing of the multipurpose harbor / container service. This represents a key necessary factor for the projection of a logistics area close to the port facilities, and for the promotion of exports by the manufacturing industries in the region.

- Storage terminal and potassium chloride shipping. The project is currently in progress. It will contribute with over a million tons of minerals annually, with an expected increase in the level of operations for the subsequent years. This will have a great impact over the infrastructure and transport services in the port area.

- Construction of the terminal for the shipment of grain and byproducts. It increases the shipment capacity of grains and byproducts at the local port. In a second stage, there is the possibility to open a vegetable oil manufacturing plant.

- Reconditioning of the rail system and road accesses to the port. It is in the final stage of analysis. Given the projection of a significant growth in the cargo, this becomes a priority investment in the medium-term to avoid cost overruns related to the congestion or saturation of the transport capacity.

- Widening of the access road to port and route n° 3 south. It consolidates Bahía Blanca and the port area in particular as an obliged way for any cargo circulating from or to the south of the country. The first stage of the project, which is of 10 km, is now finished. Officials from Highway Administration state that the execution of the project is scheduled for 2012.

- New sources of water supply. The studies and investments in this regard are of extreme importance, not only in themselves, but because if the sustainability in the provision of drinking water remains unaddressed, the viability of any industrial project becomes uncertain.

- Expansion of the petrochemical complex. The petrochemical plants have publicly announced their interest in enlarging their facilities, provided the provision of its basic raw material (gas) returns to normal and is guaranteed.

- Regasification plant. The size and estimated figures of the venture would turn this project into one of the most significant in the national scope. In particular, two probable ventures are considered: one in the vicinity of Puerto Rosales, with state funding, and another, more recent, with private funding in the proximity of the city of General Daniel Cerri. The latter is in the preliminary stage of analysis. If the idea progresses, it would have significant implications for the development of the port area through increasing the number of spaces for the construction of new docks in the stretch between Puerto Galván and General Cerri.

- Bahía Blanca-Coronel Rosales Free Trade Zone. Recently inaugurated, it contributes to enhance the development opportunities of the future logistics zone.

- South Trans Andean Corridor. This project would consolidate the city as head of a development axis along with the cities of Neuquén and Concepción. The port of Bahía Blanca could become an alternative for Chilean products to reach markets on the Atlantic and vice versa.

Manufacturing in the port hinterland

The main regional economies comprised in the broad hinterland of the port of Ing White are the Río Negro Valley (apples, pears and wine), the Río Colorado Valley (onion, garlic, fruit), and South Cuyo (vegetables, garlic, onion, export wines). The new activities which display potential for development in the port industrial area would be related to processing, conditioning and fragmentation of these regional productions, as step prior to shipping them by sea to foreign markets.

Investment opportunities related the importing of goods in containers

An additional possibility to explore new business developments in the region relates to the importation of goods. There is a clear potential for the generation of businesses related to imports, due to the modification of cargo logistics from Buenos Aires by sea, where the Ingeniero White port becomes an alternative. Moreover, there is also the possibility for the reception of cargo in transit from markets in the Atlantic, mainly Europe and Brazil, on its way to Chile.

Potential for regional development: Investment opportunity guide

The previous general description of investment opportunities is complemented with the identification of concrete projects which could be undertaken in the medium term. Among these, the following:

- LNG Importation and regasification
- Production of electricity
- Potassium Chloride reception, storage, compacting and shipping
- Sunflower and soy milling plants
- Biofuels
- Tank park for the storage of liquid bulk
- Plastics processing for export from PVC and polyethylene
- Production of liquid fertilizers
- Fragmentation of bulk products: gas, fertilizers
- Energy production from waste of the vegetable oil industry
- Wind power production

Investment facilities in Bahía Blanca

Availability of human resources

There are two universities in Bahía Blanca: Universidad Nacional del Sur and Universidad Tecnológica Nacional. Both offer a wide and diverse range of academic programs that allow students to access intermediate and university degrees.

Availability of energy resources

Water. The water supply, both for human consumption as well as for industrial use, mainly comes from the Paso de lasPiedras Dam through a system that integrates the reservoir 60 km from the city to the aqueduct carrying the liquid to the treatment plants. Both plants distribute the water to Bahía Blanca, Ingeniero White, General Cerri, **Punta Alta and the Puerto Belgrano Navy Base.** The processing capacity of the treatment plants is 215 thousand m3 per day. Currently, a complementary provisioning source is under development, with new drillings which could altogether supply about 40% of the total consumption of water at the present time. Additionally, a project for the construction of a sewage treatment plant is under analysis, an alternative presented from within the business sector so as to obtain about 2300 m3/h of water for industrial use.

Electricity. Ever since the 1990s the distribution of electricity in the south of the Buenos Aires Province has been in charge of EDES S.A. The distributing companies have a fixed rate and OCEBA sets the rates for the kWh regarding the price of the energy and the cost of distribution and according to the type of service provided: residential, commercial or industrial.

Gas. In the Bahía Blanca district, the distribution is handled by Camuzzi Gas Pampeana S.A. buying the gas directly from its producers and hiring the transportation service from Transportadora de Gas del Sur for the Bahía Blanca area. It thengoes into the distribution networks for residential and commercial customers. The segment rate is regulated by the National State. Most large industries are directly supplied by Transportadora de Gas del Sur, which has its separation plant in Bahía Blanca, and Compañía Mega. Both provide the raw material to the companies in the local petrochemical pole. According to the information published by the Secretaría de Energía de la Nación (National Department of Energy) in the district of Bahía Blanca,Camuzzi distributes gas to over 130 thousand users, including 124 thousand homes, 6.700 businesses and nearly 300 industries. In May 2008 the regasification vessel was set up in the port of Bahía Blanca, processing methane gas to be suitable for injection into the distribution grid hence increasing its offer. The domestic market perspectives for gas change substantially after the confirmation of the discovery of unconventional gas deposits in Neuquén. Although its net effect could only be established in the medium term, a promising perspective opens for the sector.

Availability of transport and logistics infrastructure

Bahía Blanca is one of the main logistics nodes in the country since it is a place where large cargo flows converge, supported by a wide and varied transport network. The factors supporting this feature of the city are the following: a) the port, one of the most important in the country, dominated by shipments of liquid and solid bulk; b) the petrochemical complex, one of the largest in South America, representing 60% of the productive capacity of the industrial sector in the country; c)its strategic location, with routes 3 and 22 connecting the city with Buenos Aires and its main production and consumption center in the Patagonian region; d) an intense commercial activity which deals with the needs of the local market and its surrounding region.

The possibility for connections and accesses the city offers can be summarized in the following way:

- Port of Bahía Blanca (deep waters, fit for the operation of large vessels)

- National Routes 3 north and 51 (to Buenos Aires), 3 south (to Viedma and the south), 22 (to the Río Negro Valley and Neuquén), 35 (to La Pampa and Córdoba) and 33 (to Rosario).

- Railway lines: Bahía Blanca-Rosario (leased to FerroespresoPampeano S.A.), Bahía Blanca-Neuquén and Bahía Blanca-Buenos Aires (leased to Ferrosur Roca S.A.)

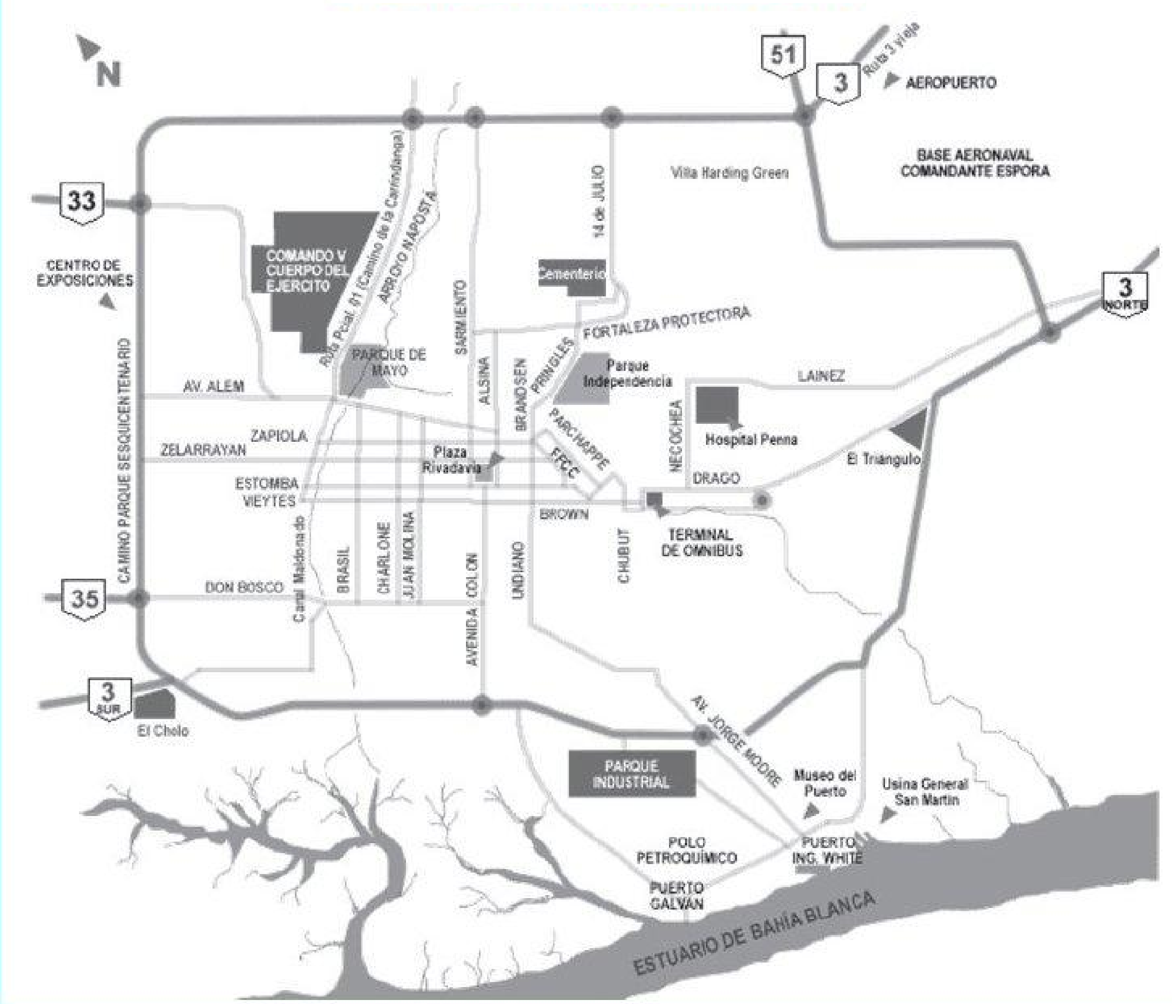
The road infrastructure mobilizes over 11 million tons of goods per year, dominated by the transport of grain at harvest time into the terminals of the local port. The magnitude is variable mainly due to the cop yields of each crop year.

Maritime transport

The port complex extends over 25 km over the north coast of the Bahía Blanca estuary and is comprised by the ports of Rosales, Ingeniero White and Galván. The area also comprises the facilities at Belgrano Port, the most important in the country, although not part of the port jurisdiction.

The administration of the port of Bahía Blanca is handled by the Management Consortium created on November 1st 1993. It is a public non-state entity with legal, countable, financial and administrative identity. It has a board of directors with 9 members representing both the private sector (leasing companies, port service suppliers and unions) as well as the public one (municipality of Bahía Blanca and the province of Buenos Aires). Since its creation, the new managing entity has materialized significant investments in its jurisdiction related to the petrochemical and agro-industrial activity, resulting in a relevant increase in cargo flow and vessel traffic.

BAHÍA BLANCA CITY ACCESSES



The extension of the access channel is of 97 km, 190 meters wide and 50 feet deep, transforming it into one of the few ports in the country able to operate deep-draft vessels, and therefore, able to reduce the sea freight per ton transported substantially. On the other hand, the participation of rail transport in the cargo access is one of the highest among the ports in the country (35%) and with clear prospects for expansion.

It has suitable transport infrastructure for the access of cargo into the dock zone. The substantial increase in projected volumes will impose the need for new investments so as to increase the cargo circulation capacity in access roads and railway lines.

The investments from the last decade have demonstrated that locations for new company settlements with their own docks are not enough. However there are a number of expansion options from land filling and soil compaction investments.

Since 1994, under the current autonomous administration, the traffic of goods increased over 100%, while the entry of vessels surpassed 50%.

The main cargo mobilized through the port terminal includes grain and flammable products. Its share over the total of handled goods fluctuates between 80% and 85%.

The entry of vessels into the Bahía Blanca estuary reaches almost 1200 ships annually, i.e., approximately 23 per week on average. Of this total, most represents bulk carriers, tankers, and gas carriers.

Since the lease of the multipurpose harbor in 2008, there has been an increase in container ships, reaching its record in 2009, with 65 vessels and over 170 thousand tons transported in 28 thousand TEUs. The main cargo shipments include fruit, vegetables, flour, PVC, fish and organic wheat.

Rail transport

The two main railway lines reaching Bahía Blanca are leased to FerroexpresoPampeano S.A. and Ferrosur Roca S.A. There is a third line operated by the government of the province of Buenos Aires reaching the city of Vedma. FerroexpresoPampeano and Ferrosur represent almost 38% of the total cargo by railway. The average distance ranges between 370 and 470 km and the rates range between 12 and 14 cents/ton/km (data from 2010).

Road transportation

The road network links Bahía Blanca to the main cities in the country in sections with direct routes in most cases. The city displays a wide offer of land transportation, generated by its intense commercial activity with major goods distributors to cities both south and west of the country. This feature allows establishing connections throughout the country, although the journeys to and from Buenos Aires are predominant, and to a lesser extent, Rosario and Neuquén.

Air transportation

The ComandanteEspora Civil Air Terminal is located 12km east from the Bahía Blanca city center. It was enlarged, remodeled and reopened in 2009, offering comfort and essential services for domestic flights and cargo. Four companies operate at the airport offering a high frequency service which carries around 130 thousand passengers (both in arrivals and departures) per year, and between 200 and 250 tons of cargo. The companies providing their services are: AerolíneasArgentinas and Austral LíneasAéreas, with 12 weekly flights, LíneasAéreasdel Estado (LADE) with 2 weekly flights and LAN Airlines with 13 weekly flights. Theirmaindestinations are Buenos Aires, Mar del Plata, Neuquén, Bariloche, Esquel and Comodoro Rivadavia. ■

STATISTICS

Rail transport

Company	Ferrosur Roca	Ferro Expreso Pampeano
Main cargo	stone, lime and cement, chemicals and petrochemicals, grain and oilseeds, gypsum, coke, containers, drinks	oilseeds, fertilizers, general cargo, petrochemicals
Fee*	0,1417 $/tn/km	0,1348 $/tn/km
Cargo (tn)	5.200 tn	3.800 tn
Nº wagons	4.600	1.900
Operational lines	2.900 km	2.400 km
Gauge	1.676 mm	1.676 mm
Main distances	Neuquén: 575 km Buenos Aires: 640 km	Rosario: 925 km

*Average, depending on distance, frequency, seasonality and cargo type. December 2010

Source: Comisión Nacional de Regulación del Transporte (National Committee for Transport Regulation) and companies from the sector

Air Transport

Main data

Terminal: Comandante Espora Civil Air Terminal

Leasing Company: Aeropuerto Bahía Blanca S.A.

Runway: 2.630 x 60 metros - Asfalt

General Remodelling in 2009

Distance from the city center: 12 kilometers

Several services assisting domestic flights and cargo

Technical potential for the operation and service of aircraft of any size

Annual average number of passengers: 130 thousand

Annual shipped cargo: between 200 and 250 tonnes

Companies, Frequencies and Destinations: Bahía Blanca airport

Company	Lïneas Aéreas del Estado (LADE)	Aerolíneas Argentinas / Austral Líneas Aéreas	LAN Airlines
Flights	2 per week (Tuesdays and Wednesdays)	4 daily Saturdays and Sundays: 2 flights daily	4 daily Sundays: 2 flights
Destinations	Comodoro Rivadavia Esquel Bariloche Neuquén Mar del Plata	Buenos Aires	Buenos Aires

Source: Aeropuerto Bahía Blanca S.A.

Sea transport

Bahía Blanca Port Terminals

TERMINAL	City	Especialidad	Docks		Storage		Equipo de manipuleo		Rail reception
			Name	length/depth	type	capacity	type	capacity	
Cargill	Ingeniero White	grain byproducts oil sunflower barley malt	Cargill	280 m. x 45´	silo cell tank cell silo silo	100.000 tn 50.000 tn 29.500 tn 30.000 tn 75.000 tn 19.000 tn	conveyor belt pipeline conveyor belt	2.000 tn/h 500 tn/h 900 tn/h 1.800 tn/h	yes
Ministro Carranza Dock	Ingeniero White	general goods	Site 17 Site 18-19 Site 20	190 m. x 19' 260 m. x 19' 210 m. x 24'	under cover lot cold storage	3.550 m^3 14.000 m^3 30.000 m^3	2 electric winches 2 mobile cranes	3 tn and 2 tn 20 tn 5 tn	yes
Profertil Site	Ingeniero White	fertilizers ammonia	Profertil	270 m. x 45´	silo tank	150.000 tn 30.000 m^3	conveyor belt loading arm	1.250 tn/h 500 tn/h	yes
Bahía Blanca Terminal	Ingeniero White	grain oil seeds byproducts	Site 5/6 Site 7/8 Site 9	330 m. x 29´ 330 m. x 29´ 294 m. x 50´	silo	191.600 tn	cinta transportadora	1.500 tn/h 1.500 tn/h 1.800 tn/h	yes
Container Terminal	Ingeniero White	general goods containers	Site 21	270 m 270 m	lot lot reefer station Sala consolidado contenedores	1.800 containers llenos 2.000 contenedores vacios 360 tomas	mobile crane 3 reach stackers fork lifts	100 tn	yes
Toepfer	Ingeniero White	grain byproducts	Cte. Piedra Buena	365 m. x 42´	silo cell cell	25.000 tn 35.000 tn 50.000 tn	conveyor belt	1.400 tn/h	yes
Louis Dreyfus Commodities	Ingeniero White	grain oil seeds biofuels	Cangrejales	250 m. x 29´	silo	96.000 tn	conveyor belt	1.200 tn/h	yes
Mega	Puerto Galván	propane butane gasoline	Mega	270 m. x 45´	tank	105.000 m^3 30.000 m^3	5 loading arms	2.000 m^3/h 1.000 m^3/h	no
Moreno SA	Puerto Galván	grain byproducts oil	Site 1 Site 2-3 Site 4	140 m. x 25´ 270 m. x 38´ 69 m. x 25´	cell silo cell tank	30.000 tn 19.000 tn 80.000 tn 40.000 m^3	conveyor belt pipeline	2.000 tn/h 1.600 tn/h 1.600 tn/h 750 tn/h	yes
Flammable Post	Puerto Galván	liquid fuels and petrochemicals	Post 1 Post 2	372 m. x 40' 368 m. x 40'	tank	7.000 m^3	11 loading arms	variable depending the	no
Terminals 5, 6 y 7	Puerto Galván	general goods	Site 5 Site 6 Site 7	252 m x 29' 120 m x 27' 68 m x 20'	under cover open open	2.700 m^2 3.600 m^2 13.000 m^2	2 electric winches 2 mobile cranes	35 tn x 16m 20 tn 5 tn	yes

Source : Consorcio de Gestión del Puerto de Bahía Blanca

Sea transport

PORT OF BAHÍA BLANCA: GENERAL DATA

Geographical Location	Latitude 38º 47' 28" S - Longitude 62º 16' 25" W
Port Administration	Consorcio de Gestión del Puerto de Bahía Blanca
Administrative Entity	Consorcio de Gestión del Puerto de Bahía Blanca
Characteristics	Access channel: 100 km long, 190 m wide
Main cargo	Grain, oilseed, fuel, general cargo, chemicals, petrochemicals, fish, fruit and y hortalizas
Type of vessels	Bulk carriers, gas carriers, tanks, container carriers, fish processing vessels, passenger ships
Vessel activity	1.200 annually, on average
Services	Pilots, mooring, storage, towing, fuel delivery, water supply, electricity, markings, waste-collection, salvage, fire extinguisher service station, raft maintenance, suppliers
Companies	Cargill, Glencore Toepfer, Terminal Bahía Blanca, Oleaginosa Moreno, Satecna Costa Afuera, Empresa de Servicios Especiales Marítimos, Ashland Chemical, Naviera Sud Petrolera, Murchinson, Platestiba, Profertil, Compañía Mega, Bahía Petróleo, Louis Deyfus
Transport	Road and rail
Depth	45 feet (maximum)
Permitted Length for Vessels	270 meters (maximum)
Additional Infrastructure	Dock Sector Ministro Carranza. Flammable Sector. Multipurpose Dock (Patagonia Norte SA Port Terminal). Flammables wharf, for loading and unloading fuel, gases and petrochemical by-products. Container nad General Cargo Storage Lots. Potable water, Electricity and Fuel provision for Vessels.Naval mechanical, eletrical and electronic workshops. Dry dock vessel repairs. Large cold storage facilities. Reparación de buques en dique secos. Instalaciones frigoríficas de gran capacidad.Stevedoring companies, specialized in handling all types of cargo. Maritime Agencies and Purveyance Services. Broad telephone, radiolink and satellite communications network. Maritime Traffic Control System (VTS) with radar, unique in Latin America.

Fuentes: Prefectura naval Argentina (Argentinean Coast Guard) and Consorcio de Gestión del Puesrto de Bahía Blanca (Bahía Blanca Port Cosortium)

Financial services

Concept	Amount	Notes
Banks	16	Bank detail: 6 national private banks, 5 local banks of foreign capital, 2 provincial public banks, 1 cooperative private bank, 1 national public bank, y 1 branch of a foreign financial institution
Bank branches	35	
Total deposits (mill $ IV quarter 2010)	2.254	
Total deposits per capita (mill $ IV quarter 2010)	7.489	
Total loans (mill $ IV quarter 2010)	1.164	
Total loans per capita ($ IV quarter 2010)	3.866	
Insurance Companies	33	1 head office, 2 branches y 30 agencies
Insurance Brokers	214	

Source: Banco Central de la República Argentina (Central Bank of Argentina)and Asociación Bancos Privados Argentinos (Private Banking Association of Argentina)

Health

Institution	Management	N° of beds
Hospital Municipal Leónidas Lucero	public	360
Hospital Interzonal Penna	public	140
Hospital Privado del Sur	private	120
Hospital Felipe Glasman	private	70
Hosptial Español	private	s/d
Hospital Italiano	private	85
Centro de Salud Dr. Raúl Matera	private	70

Municipal Rates

Rates	Aliquot	Tax Base
Health and Safety Inspection Fee	General Industry 5,9‰ maximum 12,8 ‰ minimum 4,8‰	Gross Income
	Construction 8,6‰	Gross Income
	General wholesalers 8‰ maximum 45‰ minimum 3,2‰	Gross Income
	General retailers 8‰ maximum 24‰ minimum 3,6‰	Gross Income
	General transport and communications 9,6‰ maximum 12,8‰ minumum 8‰	Gross Income
	General Financial Institutions 50‰ minimum 18,6‰	Gross Income
	Locations 9,6‰	Gross Income
Opening license fee	5‰	Fixed assets, excluding buildings and vehicles
Street Lighting and Road Perservation Fee (Built Urban Areas)	Varies depending on its geographical location maximum 10,37‰ minimum 1,1‰	Property Tax Valuation
Building rights	Non-residential buildings 1,5% Residential Buildings: between 0,8% y 2,5%	Construction Cost