



# PRESS KIT

PRESS TRIP  
TO BRAZIL

ApexBrasil 

# List of Participants

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## **Newspapers:**

Al Ittihad – Reporter: Hala Fawzi Moh'D Al-Khayyat

Al Khaleej – Reporter: Ferhan Khan Mohammed Mazhar Khan

Al Roeya – Reporter: Firas Alali

Gulf News – Reporter: Jayachandran Sreedhara Kurup

Khaleej Times – Reporter: Nandini Sircar

## **Support:**

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In.Pacto journalist: Roberta Ribeiro

# Summary

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## TRAVEL AGENDA

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# TRAVEL AGENDA

From November  
1st. to 6th, 2021

- /// 11/01 – Departure from Dubai and Arrival in Brazil (Overnight in São Paulo)
- /// 11/02 – Departure from São Paulo to Foz do Iguaçu
- /// 11/02 – Arrival in Foz do Iguaçu
- /// 11/03 – Schedule in Foz do Iguaçu
- /// 11/04 – Schedule in Foz do Iguaçu and departure to Brasilia
- /// 11/05 – Schedule in Brasilia (Overnight in Brasilia)
- /// 11/06 – Departure to São Paulo / Departure to Dubai

## FOZ DO IGUAÇU ITAIPU – 11/03

- 08:00 – 09:00 - Foz do Iguaçu - Welcome DGB and institutional video – Executive Center (Contact: Flávio)
- 09:00 - 09:15 - Transfer from Executive Center to Canal da Piracema (Contacts: Irineu/Carol)
- 09:15 - 09:45 - Visit to the Piracema Channel
- 10:00 - 12:00 - Visit to the Bela Vista Biological Refuge: Forest Nursery, Fauna, Zoo and Portinho (Contacts: Liziane/Veridiana and Pedro/Irineu)
- 12:00 - 13:30 - Lunch at the Barrageiro Restaurant (Contact: Rebecca)
- 13:30 - 14:00 - UD CIBiogás (Contact: Rogério)
- 14:00 – 15:00 - Panoramic tour of the Itaipu Power Plant (Contact: Rebecca)
- 15:00 - 16:00 – Transfer to the Falls of Iguaçu (Contact: Romeu)
- 16:00 – 17:30 - Visit to the Falls – PNI
- 17:30 – 18:10 - Transfer to the Hotel

## FOZ DO IGUAÇU ITAIPU – 11/04

- 08:00 - 08:40 – Transfer to Santa Terezinha de Itaipu
- 08:40 - 09:10 - Santa Terezinha de Itaipu - Visit to Fishing Point 5 (Contact: Gilmar/Lucas and Jarbas/Celso)
- 09:30 - 10:20 - Santa Terezinha de Itaipu - Visit to ACARESTI - Solid Waste Management (Contact: Leilane)
- 10:20 - 11:20 - Transfer from Terezinha de Itaipu to Itaipulândia
- 11:20 - 12:00 - Itaipulândia - Hydrographic Basin Management / Protection Strip (Contacts: Seno/Jarbas)

- /// 12:00 - 13:00 - Itaipulândia - Lunch (Contact: Seno)
- /// 13:00 - 14:00 - Transfer from Itaipulândia to Diamante D'Oeste (Contact: Gilmar)
- /// 14:00 - 15:00 - Diamante D'Oeste - Visit to the Tekoha Añetete Indigenous Community
- /// 15:00 - 17:00 – Transfer from Diamond D'Oeste to Foz do Iguaçu
- /// 17:00 - 17:30 - Visit to a family farming agriculture's property (Contact: Ronaldo)
- /// 17:30 – 18:00 - Return to the Hotel
- /// 19:45 – Departure from Foz do Iguaçu to Brasília

## BRASÍLIA

### 11/05

#### Morning

- /// 08:30 – Shuttle to Apex-Brasil
- /// 09:00 - Opening – President of Apex-Brasil, Augusto Pestana
- /// 09:30 – 10:00 - Presentation - Investment Team – Apex-Brasil
- /// 10:00 – 10:30 – Coffee break
- /// 10:30 – 11:00 - Presentation - Agribusiness Team – Apex-Brasil
- /// 11:00 – 11:30 - Presentation with the Chief of Staff of the Business Board of Apex-Brasil, Maria Luisa Wittenberg
- /// 11:30 – 12:00 - Presentation - Internationalization Team – Apex-Brasil
- /// 12:00 – 12:30 - Presentation - Intelligence Team – Apex-Brasil

#### Afternoon

- /// 13:00 - Lunch at Manzuá Restaurant
- /// 14:30 to 16:30 – Tour of Brasília's touristic sights at the Esplanada dos Ministérios:
  - /// National Library

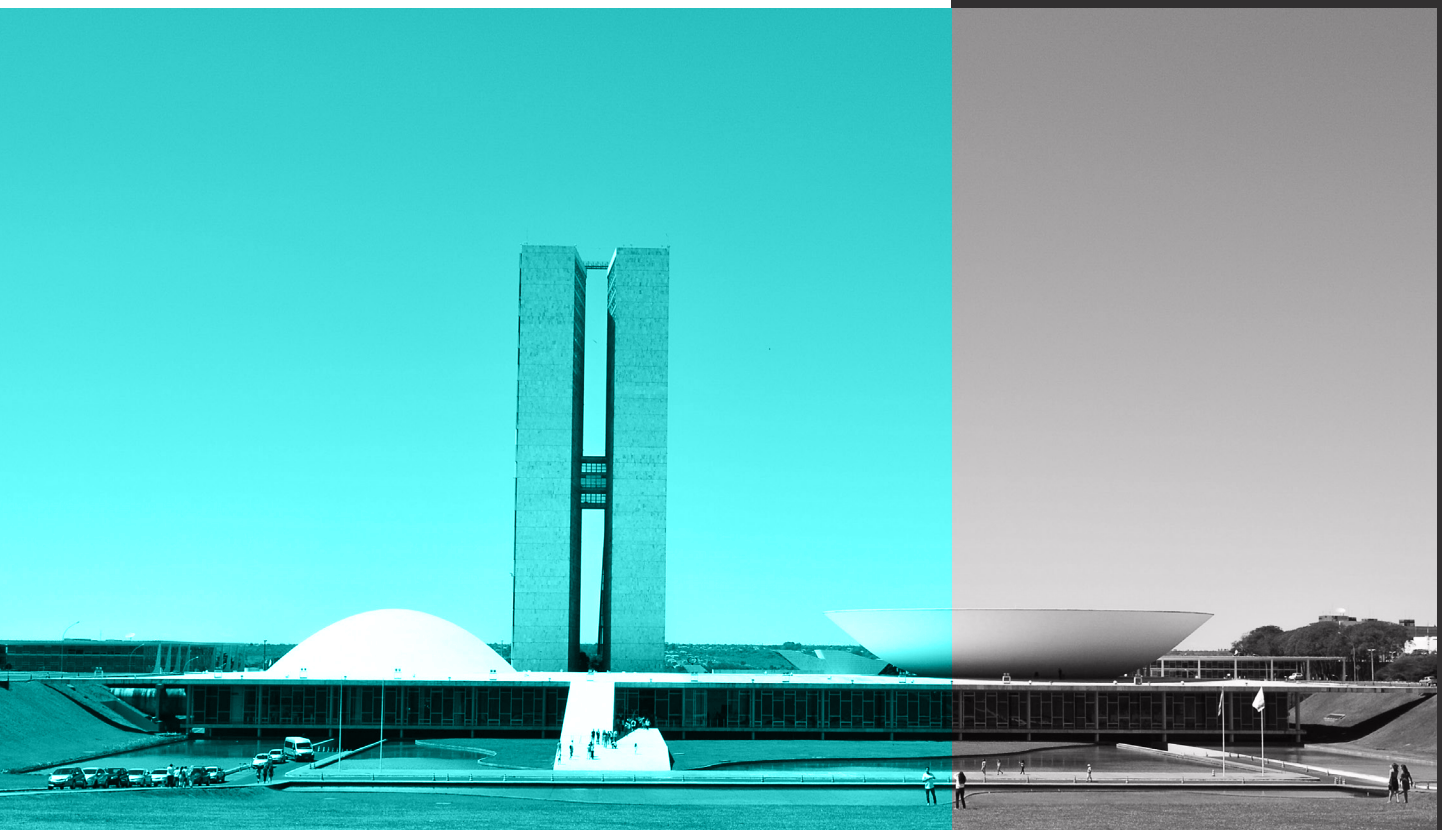
- /// Republic Museum - capoeira circle presentation
- /// Cathedral
- /// Praça dos Três Poderes
- /// 17:00 – Transfer to the hotel
- /// 21:00 – Dinner

## SÃO PAULO

### 11/06

#### Morning

- /// Departure from Brasília to São Paulo
- /// 12:30 - Lunch (in Guarulhos) – Base Steakhouse
- /// 23:00 - Departure to Dubai





# APEX-BRASIL

The Brazilian Trade and Investment Promotion Agency (Apex-Brasil) is the official institution responsible for export promotion, the internationalization of national companies, and also for attracting foreign direct investment to Brazil in support of national public policies and strategies, in order to contribute to the sustainable growth of the Brazilian economy.

Created in 2003, it is a non-profit entity, of private law, collective interest and public utility. The Agency seeks to attract investments that contribute to the development of technological innovations and new business models. It offers personalized services to foreign companies that want to establish productive operations in Brazil, providing information about the market and the business environment, bringing them closer to public and private institutions at the federal, state and municipal levels.

Quality foreign investment should be considered not only a vector for regional development, but also an instrument for job generation, incorporation of new technologies, and insertion of Brazil in global value chains.

Apex-Brasil works mainly with five different stakeholders: international buyers, international investors, Brazilian businessmen, opinion makers, and the internal public.

The Brazilian Agency has invested heavily in programs to empower Brazilian exporters, helping them to plan their business securely. By increasing access to training, courses and basic and qualified information on international business for small and medium-sized Brazilian companies, Apex enables Brazil to increase its international competitiveness. Furthermore, the Agency organizes the Brazilian participation in pavilions of major sectorial and multi-sectorial fairs held abroad, enabling the promotion of its image and business generation.

## Goals:

- ✓ Facilitate the access of Brazilian companies to international markets.
- ✓ Increase exports and insert more national companies in foreign markets (especially small and medium-sized ones).
- ✓ Diversify the export list and the destinations of Brazilian exports.
- ✓ Improve the international perception about Brazilian companies, products and services.
- ✓ Promote the competitiveness of Brazilian companies in their internationalization processes.
- ✓ Bring Brazilian entrepreneurs closer to international business partners.
- ✓ Attract international resources to Brasil and generate employment and income.

## Actions:

- ✓ It offers support services to international investors, helping them analyze opportunities to establish or expand units in Brazil, to establish a partnership with a Brazilian company, or to commit capital in Brazil through funds and companies.
- ✓ It qualifies, trains, offers consulting and advisory services with the objective of increasing competitiveness and promoting an exporting culture in companies, preparing them for the challenges of the international market.
- ✓ It organizes the coming of buyers to the country, to get to know the Brazilian productive structure and to participate in business meetings.
- ✓ It organizes the Brazilian participation in pavilions of large sectorial or multi-sectorial fairs held abroad, enabling image promotion and generation of business.
- ✓ It supports companies that are interested in opening units abroad, through its offices in nine global markets.

## APEX-BRASIL IN FIGURES

- ✓ 32 new investment projects in Brazil were carried out with the help of Apex-Brasil's services in 2020, resulting in US\$ 5.3 billion in investments and business, with an estimated generation of more than 12.3 thousand job vacancies.
- ✓ 71 events for investors were held by Apex-Brasil in 2020, involving sectors such as infrastructure and energy.
- ✓ 14,485 Brazilian companies received support from Apex-Brasil in 2020 – 1.4% more than in 2019.
- ✓ The accession of companies to programs and services offered by Apex-Brasil increased by 5.7% from 2018 to 2020 – a total of 6,133 new companies received support from Apex-Brasil for the first time in the last two years

# BRAZILIAN CONTEXT

## Investment Attraction

Brazil is recovering its attractive capacity for investments in 2021. The resumption of foreign investments can be seen in the Direct Investments in the Country indicator (IDP), released by the Brazilian Central Bank. From January to May 2021, funds from foreign investors in companies in Brazil reached US\$ 22.5 billion – 30% higher than in the same period in 2020, when the accumulated IDP was US\$ 17.3 billion. In addition, foreign investors placed more than R\$60 billion on the Brazilian stock market in the 1st semester of 2021 – the highest amount since 2016. It even exceeds the sum of all balances from 2016 to 2020 (source: B3).

Brazil is equipped with infrastructure, technological and scientific capacity, and qualified professionals ready to meet the highest demands for qualified investments.

The increase in exports is seen as a growth factor for the Brazilian economy. Brazil is a major global competitor: it has a solid investment environment and a huge domestic market; it is a hotbed of innovation; it has great infrastructure projects; it has great energy and agricultural potential; it is the leading economy in Latin America.

A stable financial system and a large domestic market make Brazil a safe investment destination and give the strength to withstand international crises.

Brazil is now the 11th largest recipient of Foreign Direct Investment (FDI) in the world, according to the United Nations Conference on Trade and Development (UNCTAD). The economic reforms of fiscal adjustment create the basis for the current macroeconomic realignment, ensuring the predictability and sustainability of foreign investments.

## Sustainable development

Leveraging the renewable energy sector is one of Apex-Brasil's priorities in attracting investments, since 2012. Brazil is one of the largest producers of wind energy in the world, with vice-leading investments in hydroelectric power. And it also boasts excellent conditions for the exploitation of solar energy.

Brazil is a global leader in tropical forest conservation, it has the cleanest and most diversified energy matrix, and is still the largest net exporter of food to the world, reaching more than 200 markets. Brazil has 45% of renewable sources, while in the nations of the Organization for Economic Cooperation and Development (OECD), only 10% of sources are renewable, and 14% in the world, according to the National Energy Balance 2019 (base year 2018), produced by the Energy Research Company of the Brazil's Ministry of Mines and Energy. The country has been able to preserve 66%

of its territory virtually untouched, and 83% of its electricity comes from clean, renewable sources. Moreover, in recent decades, Brazil has built one of the most robust sets of norms and laws in the world to ensure the sustainability of production and rational use of its natural resources. It also has private initiatives in the main production chains that reinforce this commitment. All private properties in the country are under the rules of the New Brazilian Forest Code (Law 12.651 - 2012), one of the most advanced environmental legislations in the world, according to the Brazilian Forest Institute. The Code addresses the preservation of native vegetation and revokes the Brazilian Forest Code of 1965, determining the responsibility of the owner of protected environments between the Permanent Preservation Area (APP) and the Legal Reserve (RL) to preserve and protect all ecosystems. In the case of the Amazon Biome, the Code determines the preservation of 80% of the native vegetation. Brazil also has the Environmental Crimes Law (Law 9.605 - 1998); the National Environmental Policy (Law 6.938 - 1981), the Fauna Law (Law 5.197 - 1967), the National Water Resources Policy (Law 9.433 - 1997) and the National System of Nature Conservation Units (Law 9.985 - 2000), among others. These laws are inspected by environmental agencies and define regulations and acts of infraction in cases of non-compliance. The laws are applicable to organizations of any kind and to the common citizen.

Brazil has participated in the main global ruling agreements in the environmental area since the 1960s. And it has already surpassed several targets before the proposed deadline, such as that of reducing emissions by 1.24 gigatonnes of CO<sub>2</sub> by 2020, established in the Copenhagen Accord (2009). The reduction of deforestation in the Amazon and Cerrado alone has already mitigated CO<sub>2</sub> emissions by 2.28 gigatons. Brazil has also exceeded the target of 28% of renewable energy sources in the energy matrix (except hydroelectric plants), set for 2030 in the Paris Agreement, reaching 32.7% in 2018. And it surpassed the target of reaching 45% renewables in the energy matrix, set for 2030 in the Paris Agreement, reaching 45.3% in 2018. It practically reached the target of 18% increase in the share of biofuels in the energy matrix, set for 2030 in the Paris Agreement, reaching 17.4% reduction.

Brazil is at the forefront of creating a new green economy of forest conservation. It has about 560 million hectares of native vegetation area, which corresponds to 66% of the total territory, representing enormous potential for the voluntary market of carbon credits, based on reduction of deforestation and degradation of native vegetation. Tropical forests play an important role in the global carbon cycle, storing about 55% of world stocks – and Brazil is the largest holder of this type of forest in the world. Brazil is one of the countries that most preserve and conserve its forests, with more than 300 million hectares of public forests. In private areas, preliminary data indicate a vegetation remnant of about 193 million hectares, of which 121 million are legally protected conservation areas, considering Legal Reserves and Permanent Preservation Areas. These territories have the potential to generate a significant volume of carbon credits through conservation.

Regarding the recovery of native vegetation, Brazil has a liability in private areas of approximately 35 million hectares. The National Plan for the Recovery of Native Vegetation foresees a contribution to the recovery of native vegetation of at least 12 million hectares by 2030. The Amazon is the largest

remaining tropical forest on the planet – it is equivalent to the area of 15 European countries combined, according to Brazilian Institute of Geography and Statistics (IBGE) and Brazilian Agricultural Research Company (Embrapa). In the Amazon Biome, 84% is covered with native vegetation, according to Embrapa Territorial. This is an area of 3.52 million km<sup>2</sup> of native forest.

Brazil has invested in and developed very sophisticated systems to monitor everything that happens in the Amazon area. Today, different agencies monitor the region, such as the National Institute for Space Research (INPE), Embrapa, IBGE, and the Management and Operational Center of the Amazon Protection System (Censipam). The official databases are capable of showing in detail everything that is happening. And these technologies advance every day. They will be more and more effective. The National Program of Payment for Environmental Services Floresta+ is an action of the Brazilian Ministry of the Environment whose objective is to create, promote, and consolidate the payment market for environmental services in all the biomes, in order to recognize and value activities, projects, and environmental service providers. It consists of the remuneration paid by individuals or organizations, public or private, nationally or internationally, to environmental service providers, directly or indirectly, monetarily or non-monetarily.

One of the most important ecosystem benefits of the Floresta+ Program is the increase and maintenance of forest carbon stocks, resulting from the conservation and recovery of forests. A carbon credit is the representation of a ton of carbon equivalent that is no longer emitted into the atmosphere, contributing to the reduction of the greenhouse effect. This ton of carbon can be traded in the market, in order to generate economic benefits that help the financial viability and sustainability of emission reduction projects. These credits also promote the protection of territories and wildlife, landscape conservation, and support for communities, among others.

With Floresta+ Carbon, the Brazilian federal government promotes a favorable and effective business environment for payment for environmental services, reaffirming its commitment to sustainable development and the conservation of its native vegetation.

Forest carbon projects are designed and developed by project managers, following internationally recognized methodologies that require compliance with strict global standards. One of the main ones is the establishment of safeguards, which consist of monitoring the positive and negative impacts on the territory. Another is the co-benefits, which consist of support to local communities and small farmers, biodiversity conservation, employment and income generation, etc.

## Startups

The legal framework for startups, approved by Brazil in June 2021, presents itself as a strong mechanism for attracting investments in research and innovation, products and services. It is the Complementary Law 182/2021, which seeks to create a favorable regulatory environment for innovative companies, offering greater legal security for investors in order to positively impact the economy, since they can take their innovative solutions to the world.

The framework allows these companies to participate in public bids, and also stipulates priority in the analysis of patent applications or trademark registrations with the National Institute of Industrial Property (INPI). In other words, the processes will become faster for these companies and, thus, they can work more efficiently and productively.

## Industries

The most prominent industries in the country today are: energy, metallurgy, agribusiness, food and beverages, automotive, consumer goods, chemicals, telecommunications, and retail. The provision of services also contributes in large part to the Brazilian Domestic Product (GDP).

# BRAZIL

## ARAB COUNTRIES RELATIONS

The United Arab Emirates and the other five Gulf Cooperation Council countries – Oman, Saudi Arabia, Qatar, Bahrain and Kuwait – have enormous global economic relevance, a solid relationship with Brazil and offer countless opportunities for new business. In 2020, Brazil's trade flow with GCC countries reached US\$ 8.8 billion, which makes the economic bloc our 5th largest trading partner, with Saudi Arabia and the United Arab Emirates (UAE) being the main destinations for Brazilian exports and origins of imports.

Even so, there is still plenty of room for growth in this relationship. In a decade, Brazil may generate additional flows of about US\$ 16 billion with GCC members, considering trade and investment, according to projections from Apex-Brasil Market Intelligence team.

From an increase of only 0.1 percentage point in the market share that Brazil has in the bloc and the countries there have in Brazil, the country would have a trade flow increase of virtually US\$ 6 billion in a decade.

With regard to attracting Foreign Direct Investment, Brazil today is the destination of 2.5% of the global FDI stock. If it can replicate this trend in relation to the total investments of this group of countries, it could project an additional investment close to US\$ 10 billion over the next 10 years.

Brazil is the largest destination for UAE products in the Latin America and Caribbean (LAC) region, with exports of \$595 million in 2019: two-thirds of these exports are petroleum; next come fertilizers (6%) and gaseous substances (6%).

Imports received by the UAE direct from Brazil reached \$2.3 billion in 2019: poultry and beef (35%), gold and other jewelry (11%), and raw sugar (8.5%). Despite being the UAE's largest regional trading partner, the country still has many export opportunities with potential to be exploited in various sectors: bottles, whole and frozen (export potential of \$394 million), wood sugar (\$360 million), aircraft (\$252 million), aluminum oxide (\$103).

Main companies investing in Brazil (source: Ministry of Economy of the United Arab Emirates - <https://www.economy.gov.ae/english/Knowledge-Section/TradeRelations/Pages/uae-investmentmap.aspx>):

- ✓ Emirates Global Aluminium (EGA)
- ✓ Aabar Investments
- ✓ Mubadala Development Company
- ✓ Abu Dhabi Investment Fund
- ✓ Etihad Airways
- ✓ Emirates Airways
- ✓ DP World
- ✓ Drydocks World

Main sectors of investment of United Arab Emirates companies in Brazil:

- ✓ Container loading and unloading operations
- ✓ Aluminum industry
- ✓ Port construction and management
- ✓ Shipbuilding
- ✓ Air transport of passengers and cargo
- ✓ Oil and natural gas exploration
- ✓ Financial and banking sector
- ✓ Real estate activities
- ✓ Power Generation
- ✓ Shipping and Warehousing
- ✓ Mining

- ✓ Sports Marketing
- ✓ Infrastructure Development

## Opportunities for Brazil

Defense and security materials represent a segment of interest for trade between Brazil and the United Arab Emirates. Authorities from both countries have shown interest in buying and selling, as well as creating common projects, technology gains and development of the production chain, on the occasion of the Brazilian Defense Day seminar, which brought together representatives of governments and the private sector from both nations in November 2020. In the previous year, Brazil had exported US\$ 195.2 million in defense and security materials to the Arab countries, of which 17% went to the United Arab Emirates. Together, the Arab nations were the third destination for the segment's products abroad.

There is emphasis on promoting investments in Brazilian agribusiness and in the infrastructure linked to the sector. The United Arab Emirates are very concerned about ensuring the supply of food to their markets, since the region's production is in deficit, and see Brazil as a major partner in this area. The UAE are a distribution hub for nuts for the surrounding region. Its imports of nuts have grown by more than 40% in recent years. Brazil's target products are Brazil nuts, cashew nuts, macadamias and pecans, as well as other similar products.

The livestock segment is also in focus between the two countries, which signed a partnership through Embrapa, in 2020, for a joint research program. This is a cooperation agreement with the International Center for Biosaline Agriculture (ICBA), an international agricultural research center established in the United Arab Emirates and focused on improving productivity and sustainability in marginal and saline areas, with a strong presence throughout the Middle East region and also in Africa. The agreement opens the opportunity to obtain financing, sell technology and services, perform technical cooperation, and support Brazilian companies abroad, including in Africa.

The UAE's construction and real estate sectors are expected to reach \$110.1 billion in 2021, which will represent a 4.2% growth over 2020. In 2019, the latest available data, the country imported \$309 million worth of natural stone. The study of Ornamental Rocks in the UAE encompasses the various types of natural rocks, namely: granite, marble, slate, and quartzite. It also sheds light on the competition posed to natural stone by ceramic products and artificial stone. In the search for opportunities, special attention was paid to granite, marble and slate.



## Brazil – United Arab Emirates trade balance

### Exports

Main Brazilian products exported to the United Arab Emirates in 2020:

- ✓ 21% Frozen poultry meat and edible offal
- ✓ 19% Gold, non-monetary (excluding gold ores and concentrates)
- ✓ 15% Sugar and molasses
- ✓ 7.5% Fresh, chilled or frozen beef
- ✓ 6.7% Cellulose

Brazilian exports to the United Arab Emirates represent 0.7% of total products exported abroad.

Brazil points a surplus of US\$ 512.2 million (Jan-Jun/2021) – More products were exported to the United Arab Emirates than imported from that country.

### Imports

Brazil is the 29th largest importer in the world. The main products that Brazil imports from the United Arab Emirates are:

- ✓ 73% Petroleum Fuel Oils
- ✓ 12% Aluminum
- ✓ 4.7% Other products - transformation industry
- ✓ 2.1% Sulfur
- ✓ 1.8% Ethylene polymers, in primary forms

In the first half of 2021, Brazil imported US\$426.9 million in products from the United Arab Emirates, a value 189.8% higher than the same period in 2020.

Sector opportunities for Brazil in the United Arab Emirates: airplanes and helicopters; metal, wood, and bamboo furniture; turbojets, turbo-propellers; pumps for liquids; trucks; air or vacuum pumps and compressors; new rubber tires; pipes and hollow profiles of iron or steel; oil platforms; flat-rolled products of iron or steel.

In all of 2020, the amount Brazil spent on buying products from the United Arab Emirates was \$734 million. In the import ranking, the UAE ranked 37th.

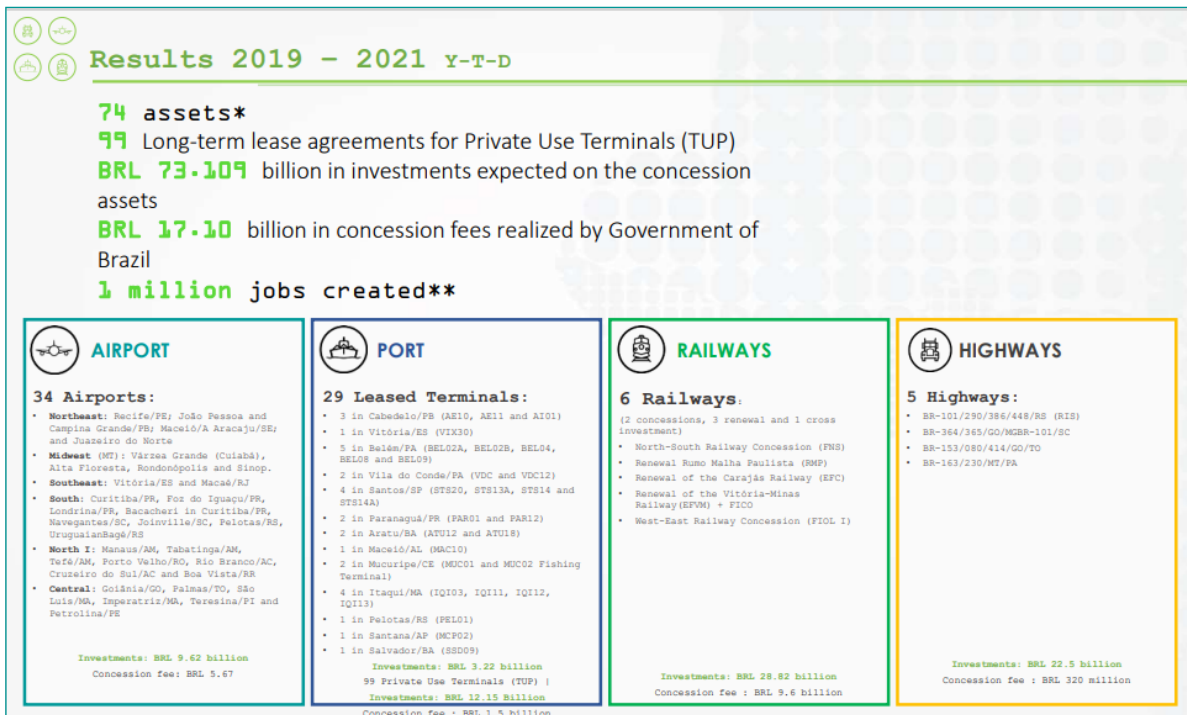
# BUSINESS OPPORTUNITIES FOR ARAB COUNTRIES IN BRAZIL

Because of its continental dimensions and diversity, Brazil is rich in investment opportunities. From agribusiness to forest management, from oil, natural gas and mining concessions to major road, rail, port and electricity infrastructure projects, the country has used partnerships with private companies to leverage its growth.

## INFRASTRUCTURE

The infrastructure of roads, highways, ports and airports is essential to ensure the production and its flow throughout the national and international territory. With this in mind, the Brazilian government launched the Investment Partnership Program (PPI) in 2016, which is aimed at expanding and strengthening the interaction between the state and private initiative by entering into partnership contracts and other privatization measures, offering various opportunities for foreign investment in the country.

According to the Ministry of Infrastructure, between 2019 and 2021, 74 partnership projects were formalized, in the modalities of concession, leasing, cross-investment and onerous concessions, 34 airports, 29 port terminals, 6 railways and 5 highways, a total of R\$73 billion in investments and R\$2.78 billion in concession fees.



(Ministry of Infrastructure)

By the end of 2021, 21 more partnership projects are planned, including 1 airport, 15 ports, 2 railroads, and 3 highways, totaling R\$ 74 billion in investments.

### Transactions Scheduled for remainder of 2021

**Total: 21 assets**  
**R\$ 74,31 billions in investments**  
**R\$ 2,78 billions in concession fee, est.**

AIRPORTS			PORTS		RAILWAYS			HIGHWAYS	
Project	Public Notice	Auction	Project	Auction	Project	Public Notice	Auction	Project	Auction
Re-bidding - São Gonçalo do Amarante Airport/RN (ASGA)	Q4 2021	Q1 2022	TERSAB, MAC13 MUC59	11/05/2021	Ferrogão	Q4 2021	Q1 2022	BR-116/101/SP/RJ (Dutra)	10/29/2021
			STS08, STS08A, ITG03, IMB05 AE14 e POA01	11/19/2021	Renewal MRS	Subscription of the addendum:	Q4 2021	BR-381/262/MG/ES	11/25/2021
			PAR32, PAR50, MAC11, MAC12, SUA07	Pubic Notice: Q4 2021 Auction: Q1 2022				BR-116/493/465/Rio-Valadares	Public Notice: Q4 2021 Auction: Q1 2022
			CODESA	Public Notice: Q4 2021 Auction: Q1 2022					
<b>Total: 1 airport</b>			<b>Total: 1 port and 14 leases</b>		<b>Total: 1 concession and 1 renewal</b>			<b>Total: 3 concessions</b>	
<b>Investments: BRL 308.9 million</b>			<b>Investments: BRL 2.86 billion, est.</b>		<b>Investments: BRL 41.97 billion</b>			<b>Investments: BRL 29.18 billion</b>	
<b>Concession fee: BRL 223.3 million</b>			<b>Concession fee: BRL 480 million, est.</b>		<b>Concession fee: BRL 2.07 billion</b>				

By 2022, 42 partnership projects are planned, with more than 12,000 kilometers of highways and about R\$160 billion in investments.

### PLANNED 2022

**42 assets**  
**12,929.5 km of highway**  
**BRL 160.9 bi in investments, est.**

AIRPORTS		PORTS		RAILWAYS		HIGHWAYS	
Project	Length	Project	Length	Project	Length	Project	Length
7th Round of Concessions		Terminal Leases		Renewal FCA	7,215 km	BR-116/493/Rio-Valadares	726.9 km
Blocos RJ-MG (5)		STS53, STS11, STS10, SUA07, PAR09, PAR14, PAR15, VDC10, RDJ06/RDJ06A, MUC03, ILHD1, SSD04, IQI14, MAC11/MAC12/PAR32/PAR50		Ferrogão	933 km	Paraná Highways lot 1	604.2 km
NORTE II (2)						Paraná Highways lot 2	561.3 km
SP-MS-PA (9)		Concessions	Port of São Sebastião/SP			Paraná Highways lot 3	627.9 km
			Port of Itajaí/SC and Canal of Paranaguá/PR			Paraná Highways lot 4	436.1 km
Re-bidding		Privatizations	Porto Organizado de Santos/SP and CODESA			Paraná Highways lot 5	659.3 km
Viracopos/SP						Paraná Highways lot 6	604.2 km
Sale of Infraero's ownership interests						BR-040/495/MG/RJ + BR-040/MG	473 km
Guarulhos – São Paulo International						Hiring BNDES	6,594 km
Galeão – Rio De Janeiro International						BR-040/DF/GO/MG	679.7 km
Confins- Belo Horizonte						BR-163/267/MS	1,094 km
Brasília – Brasília, DF							
<b>Total: 21 airports</b>		<b>Total: 4 ports, 1 canal and 18 Terminals</b>		<b>Total: 1 renewal and 1 concession 8,148 km</b>		<b>Total: 12,929.5 km</b>	
<b>Investments: BRL 13.0 bi, est.</b>		<b>Investments: BRL 14.11 bi, est.</b>		<b>Investments: BRL 39.02 bi, est.</b>		<b>Investments: BRL 97 bi, Est.</b>	

And for 2023, another 17 partnership projects are already planned.



(Ministry of Infrastructure)

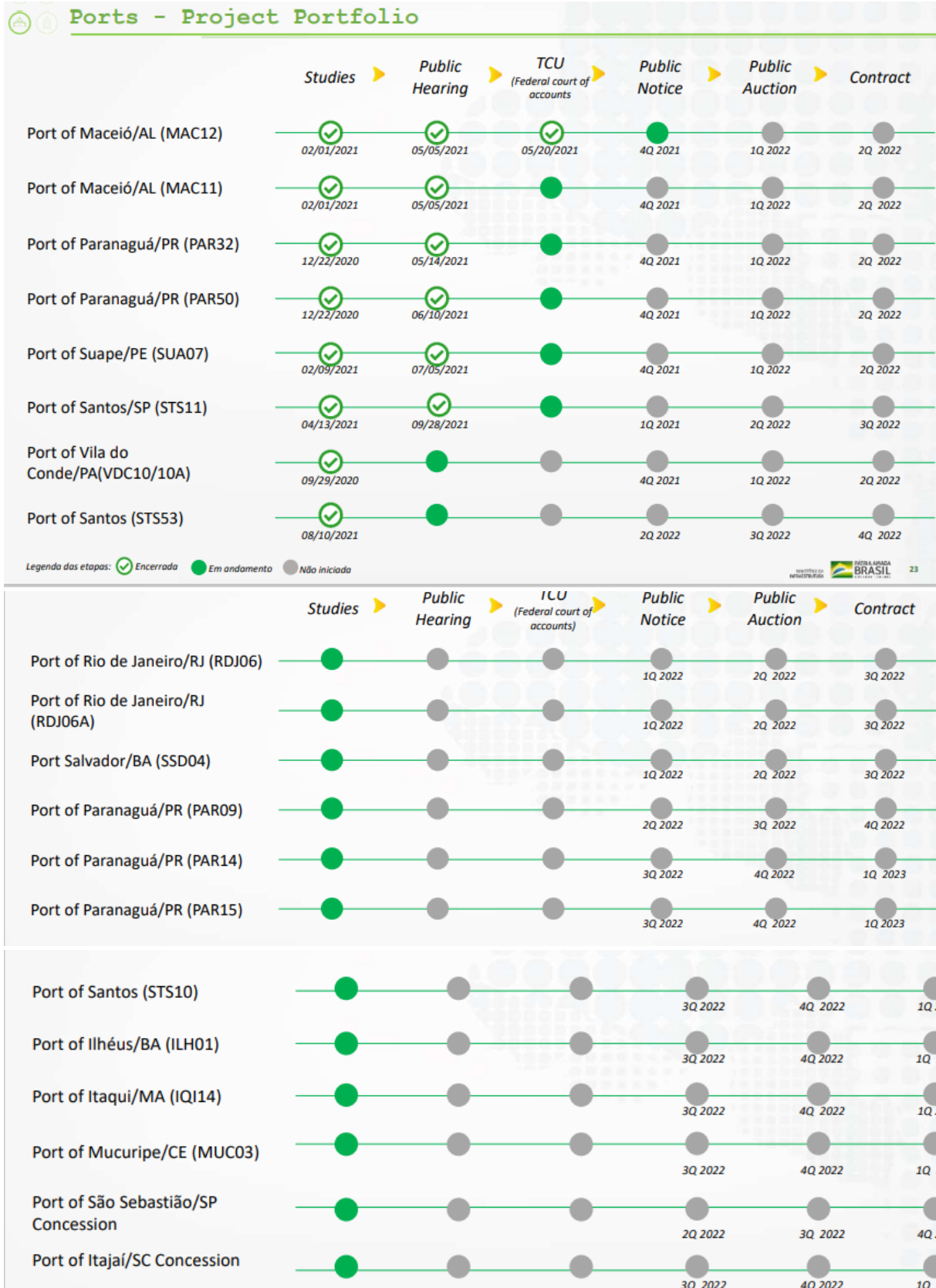
## INVESTMENT OPPORTUNITIES BY AREA

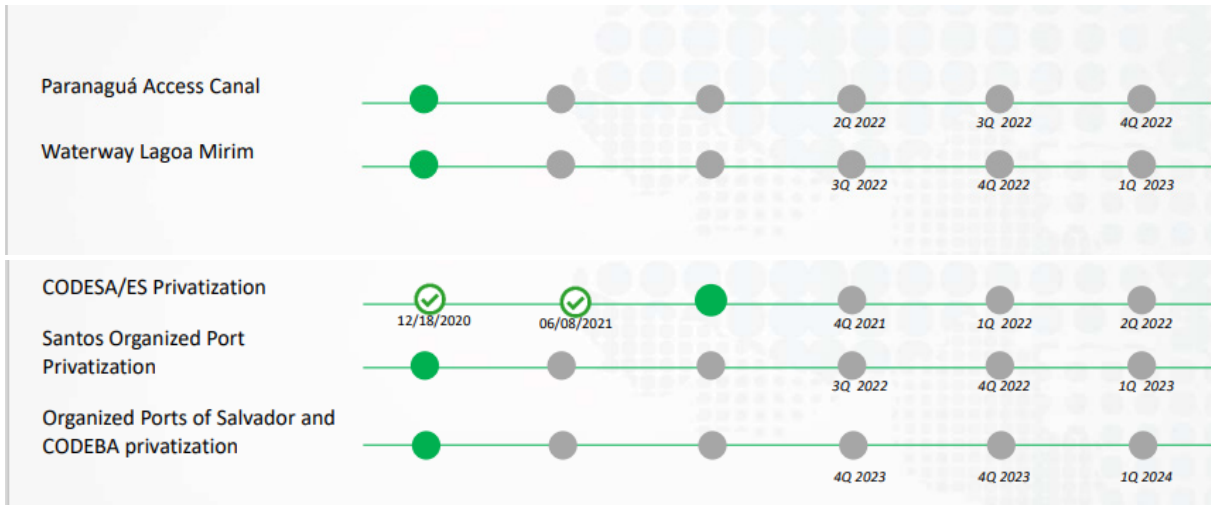
The following is a breakdown, by area, of the partnership projects, with a forecast date for the completion of studies to make the proposals viable, the public hearing, project analysis by the Federal Audit Court (TCU), public notification, auction, and signing of the contract.



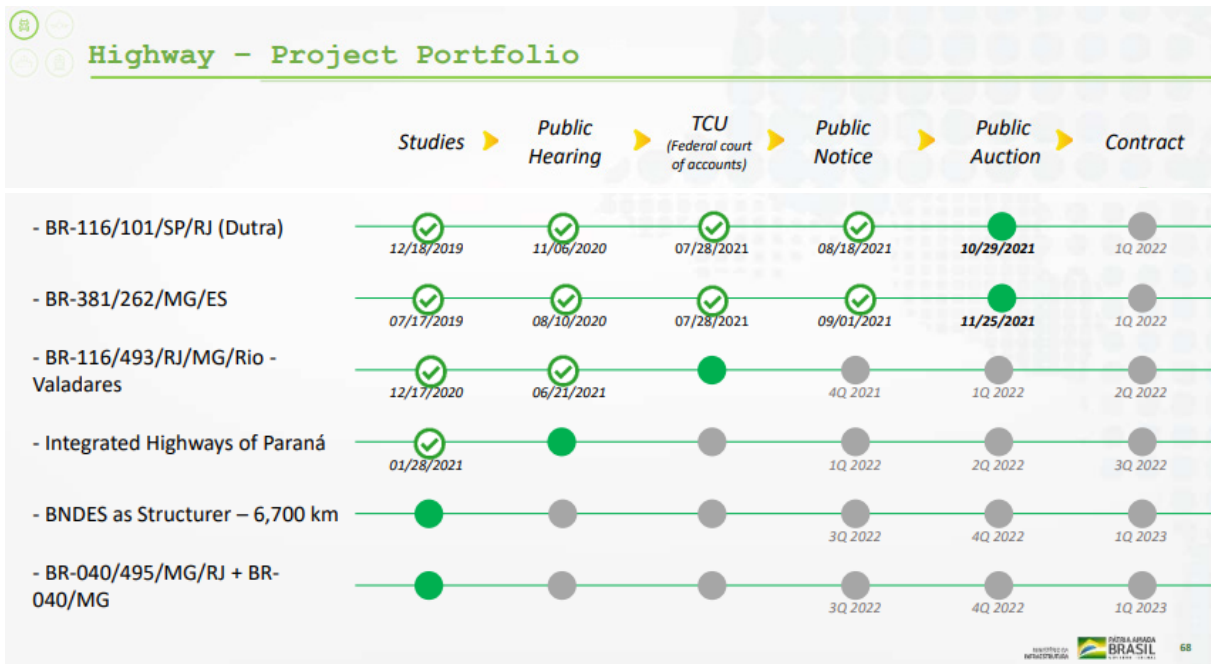


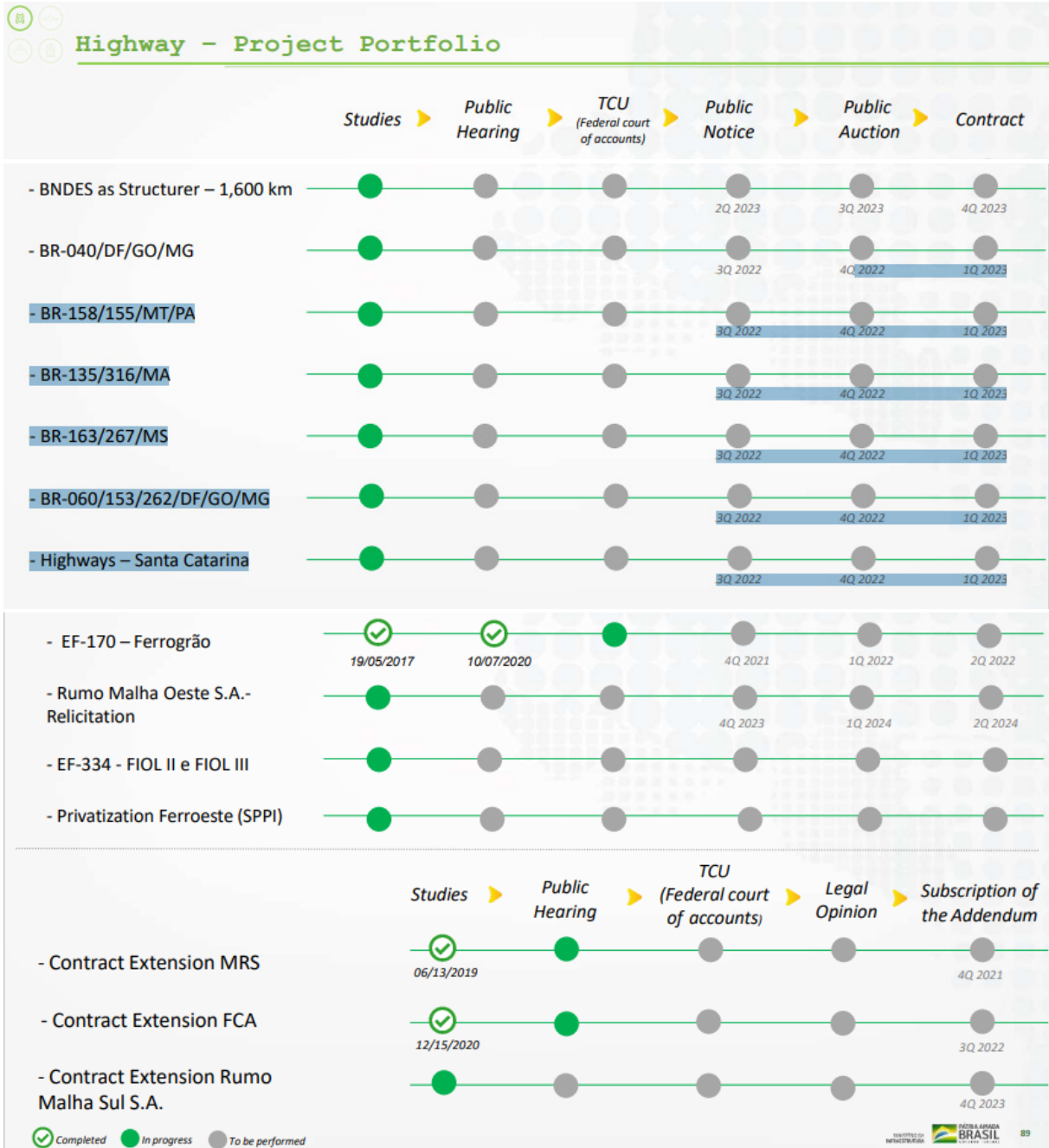
# Ports





## Highways

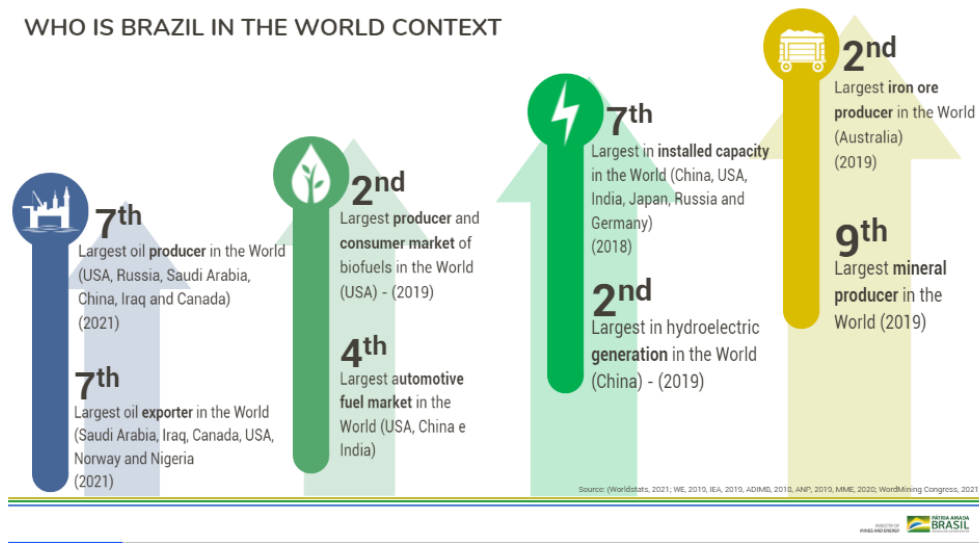






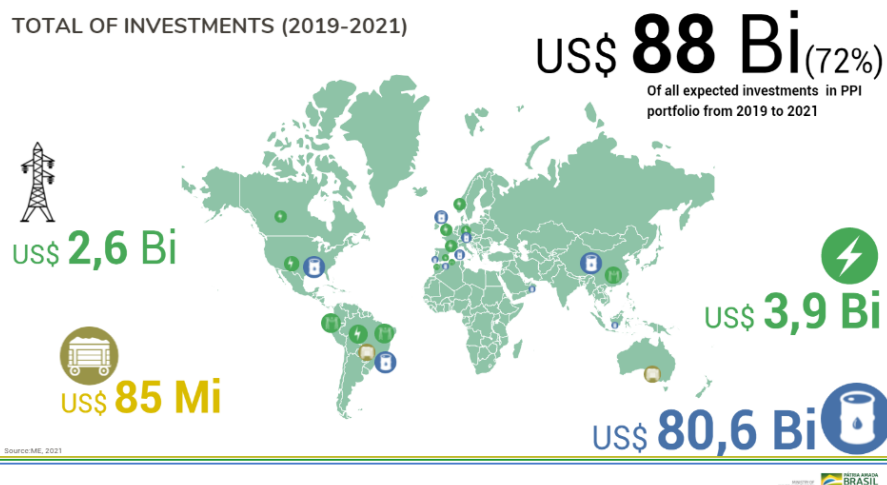
## Energy

Brazil is currently the 7th largest producer and exporter of oil in the world, the 2nd largest producer and global consumer market for biofuels, and the 4th largest fuel market in the world. In addition, it is the 7th country with the largest installed hydroelectric capacity and the 2nd in hydroelectric power generation. In the mineral sector, it is the 2nd largest producer of iron ore on the planet and has the 9th largest mineral production capacity.



(Ministry of Mines and Energy)

Between 2019 and 2021, Brazil received \$88 billion in Foreign Direct Investments (FDI) in the area of Mining and Energy, 72% of the total investments projected by the Partnerships and Investments Program (PPI).



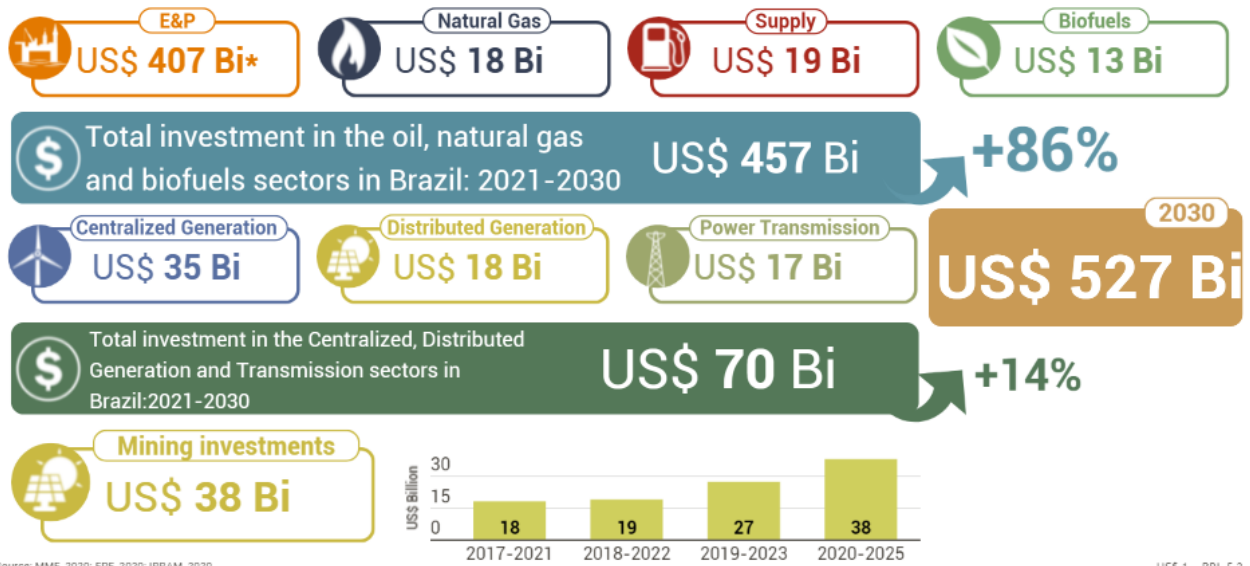
(Ministry of Mines and Energy)

Currently, 48% of the Brazilian energy matrix is composed of renewable sources, and the projections are that by 2025 it will reach 50%. And in 2030, 49% of the energy production will come from the hydroelectric matrix, 1% from nuclear, 12% from fossil matrices, 10% from bioenergy, 13% from solar energy, and 14% from wind energy, representing a growth of 88% and 148%, respectively, in wind and solar generation capacity.

By 2030, total generation capacity is expected to jump from 186 gigawatts (GW) to 236 GW, an increase of 27%. Investments are planned to expand the transmission network by 37,400 kilometers, an increase of 23%. In oil production, Brazil estimates that it will reach 5.3 million barrels per day, 83% more than the 2.9 million produced in 2020. This increase in production will make the country the 5th largest oil producer in the world. The projections for natural gas are even more optimistic, with an increase of 116% in production, reaching 275 m<sup>3</sup> a day.

For this, the investment opportunities are high, as illustrated in the chart below:

SECTOR INVESTMENTS IN BRAZIL – 2021-2030



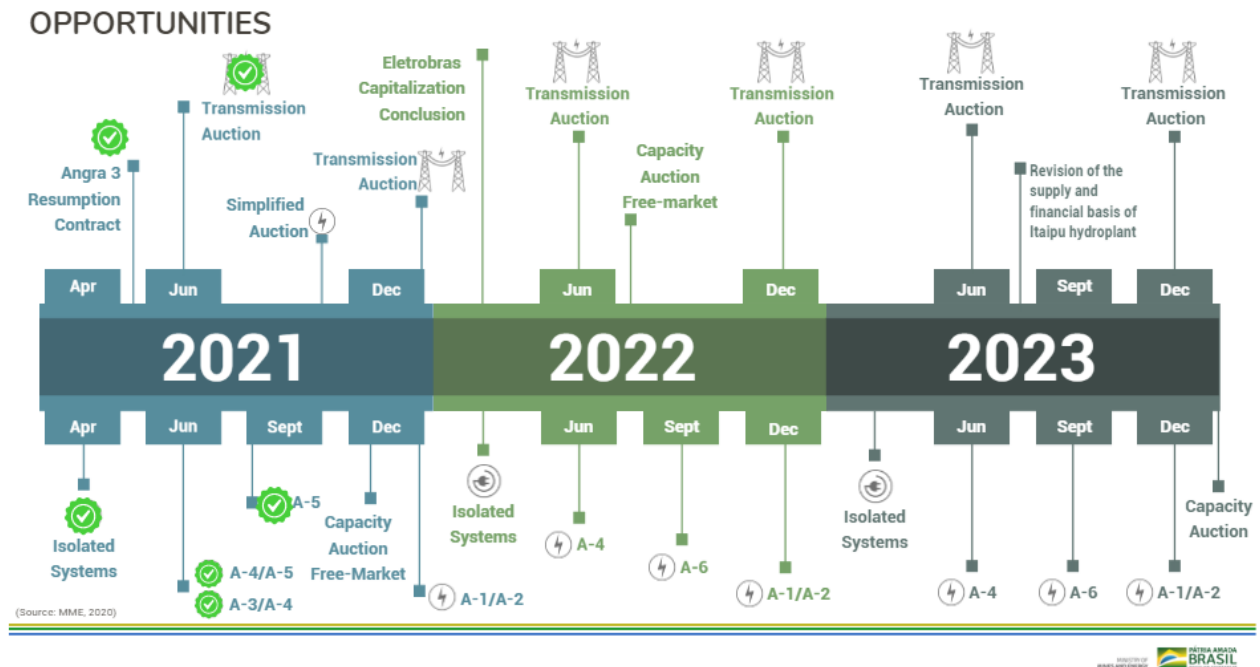
Source: MME, 2020; EPE, 2020; IBRAM, 2020

US\$ 1 = BRL 5,2



(Ministry of Mines and Energy)

Here is an infographic with the schedule for the next auctions in the sector:



(Ministry of Mines and Energy)

One of the most anticipated tenders is that of Eletrobrás, the largest electricity company in Latin America, whose majority shareholder is the Brazilian government. Eletrobrás currently operates about one-third of Brazil's electric generating capacity, with 90% of the installed capacity coming from low greenhouse gas emission sources. It is also a leader in transmission in the country, with about 50% of the transmission lines, in high and extra-high voltage. According to the government's schedule, the auction will take place in the first quarter of 2022.

Still in 2021, there are two tenders scheduled for December, the second round for the transfer of rights to the fields of Sépia and Atapu, for oil and natural gas exploration, in addition to the offer of 1068 blocks of open area onshore and offshore. The 7th and 8th Production Sharing Bidding Rounds are also being planned in the Pre-Salt, with exploration areas in the Santos and Campos Basins. In 2022, there will also be the 18th Bidding Round of Blocks, for the exploration of fields in the Ceará, Pelotas and Espírito Santo basins.

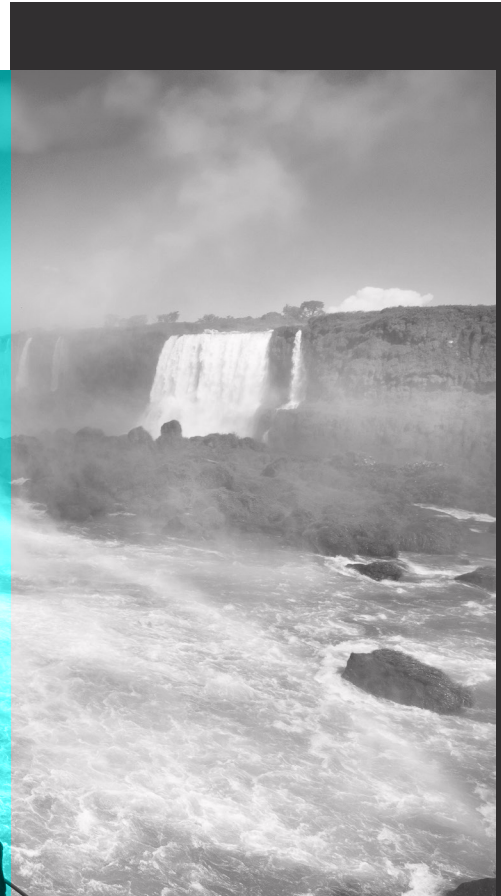
In the mineral area, next year there will be opportunities to explore diamond, limestone and gypsum, with 15 areas offered for each, as well as gold and nickel, with 25 offers each. There will also be the announcement of mineral exploration rights for 28,000 areas, free of environmental impediments.

## Agriculture

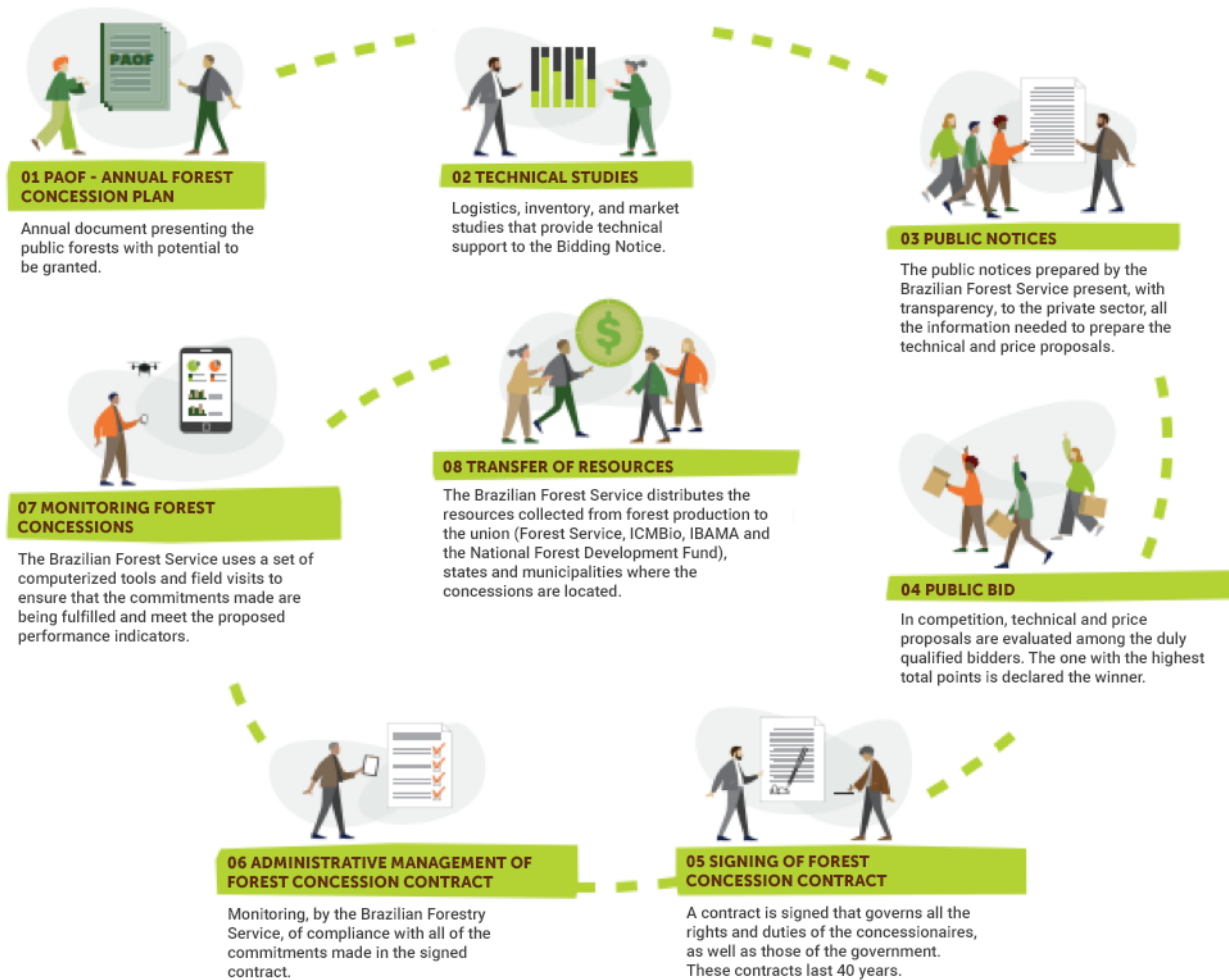
Agribusiness has consolidated itself as the most prominent sector among all the others in the country in the international market. In 2020, it was the segment that grew the most, ensuring the Brazilian trade balance surplus and accounting for 46.2% of the country's total exports. The agribusiness segment represents 23% of the GDP, and Brazil is a world champion in the export of soybeans, corn, coffee, and beef and chicken.

Among the opportunities in agribusiness, the area of agricultural technology is one of the most promising, since, according to a survey conducted by the Brazilian Commission on Precision Agriculture (CBAP), 67% of the farms in Brazil use some kind of technological innovation in their production processes for agricultural mechanization, through application of precision agriculture, mobile devices, drones, GPS, sensors and applications.

Another sector that presents opportunities for foreign investment is forest concessions. The project, developed by the Ministry of Agriculture, through the Brazilian Forestry Service, aims to conserve Brazil's public forests, promote sustainable production, stimulate regional economic development, and improve the quality of life for populations that live in the vicinity of these areas.



As in other sectors, the bidding for forest areas involves the study period, evaluation by the responsible agencies, public tender, signing of contract, supervision of the contract and activities carried out, as shown in the following image:



In 2022, the federal government plans public tenders for forest management of 11 areas, as shown in the following table:

Public Forest to be Granted	Expected Start of Bidding
Floresta Nacional do Amaná - PA	1st. quarter of 2022
Floresta Nacional de Humaitá - AM	1st. quarter of 2022
Floresta Nacional de Balata Tufari - AM	3rd. quarter of 2022
Floresta Nacional de Iquiri - AM	3rd. quarter of 2022
Floresta Nacional de Pau Rosa - AM	4th. quarter of 2022

Public Forest to be Granted	Expected Start of Bidding
Floresta Nacional de Jatuarana - AM	4th quarter of 2022
Gleba Castanho – AM	4th quarter of 2022
Floresta Nacional de Três Barras - SC	3rd quarter of 2022
Floresta Nacional de Irati – PR	3rd quarter of 2022
Floresta Nacional de Chapecó - PR	3rd quarter of 2022

The concessions are being developed by the Ministry of Agriculture, Livestock and Supply (Mapa) and the National Bank for Economic and Social Development (BNDES). The projections for the Balata-Tufari, Iquiri, Jatuarana, Pau-Rosa and Gleba Castanho areas are that 2.3 million hectares will be granted, with an estimated production of around 1.3 million cubic meters, generating 3.9 thousand direct jobs and 7.8 thousand indirect jobs.

## INFORMATION ON THE VISIT SITES

### FOZ DO IGUAÇU

Located in the southwest region of Paraná, Foz do Iguaçu was founded in 1881, with the settlement of farmers who went to explore mate herb. In 1889, a military colony was founded on the border, marking the beginning of the effective occupation of the place by Brazilians, in what would become the city of Foz do Iguaçu. The city is located on the banks of the Paraná River, bordering Paraguay and Argentina, which gives the region the name of Triple Border.

The National Park was founded in 1916 by Alberto Santos Dumont, the Father of Aviation. Since then, numerous government decrees from different periods have expanded it to its current area of 185,000 hectares. In 1965, the International Friendship Bridge (Brazil - Paraguay) was inaugurated, helping city development by intensifying trade with the Paraguayan city of Puerto Presidente Strossner (now Ciudad del Este). The greatest acceleration came in the 1970s, with the construction of Itaipu Power Plant. (Source: Foz do Iguaçu City Portal)

The natural conservation area, which houses Iguaçu Falls, is the main tourist attraction in the state of Paraná and one of the main ones in the country. Almost 30% of the city's economy is related to its visitation, which accounts for one thousand direct jobs and about 15 thousand indirect jobs. In 2011, the falls were elected as one of the Seven Natural Wonders of the World, besides being recognized as

a Natural World Heritage Site by the United Nations Educational, Scientific and Cultural Organization (UNESCO). (Source: Ministry of Tourism)

## ITAIPU

Located on the border of Paraná River, Itaipu hydroelectric power plant started being considered back in the 1960s, when the first cooperation agreements between Brazil and Paraguay were signed. The site chosen for the construction was a point on the river known as Itaipu, which in Tupi means “the rock that sings”. The enterprise was formalized with the signing of the 1973 treaty, which established the points for financing the work and the company operation in a binational society model, belonging to both nations in equal shares. According to the document, each country is entitled to 50% of the energy produced. If one of the parties does not use the entire quota, it must sell the surplus to its partner at cost price.

The dimensions of the project were also mapped out from the start: The area of the dam stretches from Foz do Iguaçu in Brazil and Ciudad del’Este in southern Paraguay to Guaira and Salto del Guairá in northern Paraguay. At the time of construction, Foz do Iguaçu was a city with only two paved streets and about 20,000 inhabitants. In 10 years, the population multiplied to 101,447 people. The numbers of the work, which took 10 years to complete, are impressive: it gathered about 40,000 workers; more than 50 million tons of earth and rock were excavated to change the course of the Paraná River, the seventh largest in the world; the amount of concrete used to build the plant would be enough to build 210 stadiums the size of Maracanã; it would be possible to make 380 Eiffel Towers with the total iron and steel used in the enterprise; more than 35,000 animals that lived in the area to be flooded by the plant’s lake were removed.

The construction work has also helped boost several sectors of the Brazilian economy. In the early 1980s transportation of materials for Itaipu Binacional mobilized 20,113 trucks and 6,648 railroad wagons, while the demand for labor caused huge queues at the consortia’s screening centers. The wheel of the first turbine, weighing 300 tons, left São Paulo on December 4, 1981 and arrived at the construction site on March 3, 1982. The first mechanical rotation of Itaipu occurred in December 1983, as a test. On May 5, 1984, the giant began operating with one power-generating unit out of a total of 20 planned in the project. The last two turbines were inaugurated in 2007, 33 years after construction began. Until 2006, the Brazilian-Paraguayan plant was considered the largest in the world, until the Three Gorges plant, located in China, began operating. (Source: Ipea)

The maintenance and preservation of biodiversity, waters and the local environment is one of Itaipu’s main lines of action. Among Itaipu’s sustainability and conservation actions, the following stand out:

- ✓ Preservation of more than 100 thousand hectares of protected areas.
- ✓ Regeneration of 30% of the Atlantic Forest in the state of Paraná in 30 years.

- ✓ Reproduction of 35 animal species in Bela Vista Biological Refuge.
- ✓ Itaipu's nursery is responsible for the annual average production of 347,000 seedlings of about 110 native Atlantic Forest species.
- ✓ In the last 10 years, nearly 3 million seedlings have been distributed to 43 cities in the region.
- ✓ With a length of 10 km, Canal da Piracema (the Spawning Channel) is used by 186 species of fish.
- ✓ Over 6,800 fish have already received electronic tags and been monitored along the Paraná River Basin.
- ✓ Itaipu supports fish farming in net-tanks. Annual production in the reservoir reaches 120 tons.
- ✓ Over 900 hectares of native forest are preserved in Santa Maria Biodiversity Corridor, allowing the connection between the Iguazu National Park and Itaipu's protected areas.
- ✓ Around 290 indigenous families are assisted in three villages in agricultural and livestock activities, cultural promotion, infrastructure, and food and nutritional security.
- ✓ The actions for soil conservation total almost 50 thousand hectares of agricultural areas.
- ✓ Almost 300 springs in the region's micro-basins are georeferenced and protected.
- ✓ The recovery and graveling of rural roads reach almost 4 thousand kilometers.

## BELA VISTA BIOLOGICAL SANCTUARY

With more than 36 years of history, completed on June 27, 2020, the Bela Vista Biological Sanctuary (RBV) is a reference in fauna and flora conservation, especially for other companies in the electricity sector. The conservation unit covers an area of 1,780 hectares and is recognized as an advanced post of the Atlantic Forest Biosphere Reserve (RBMA). The sanctuary also makes up the Paraná River Biodiversity Corridor, which connects Iguazu National Park to Itaipu protected areas and Ilha Grande National Park. Much of the vegetation that is now forest was recomposed from pasture and grassy areas.

Roberto Ribas Lange Zoo is home to 172 animals of 50 species, being 47 reptiles and amphibians, 65 birds, and 60 mammals. The animals come from Itaipu's own wild animal breeding facility, from other zoos or from environmental agencies. The RBV has the largest and most successful harpy breeding program in the world. Since 2009, 50 harpies have been born there. The unit has also been successful in breeding spotted jaguars, with the last two births occurring in June 2019. (Source: Itaipu)





## BIODIVERSITY CORRIDOR

Itaipu develops local and regional biodiversity conservation initiatives, especially the implementation of the Ecological Corridor and the formation of the Paraná River Biodiversity Corridor Network, organizing meetings, courses and symposiums along with project partners and promoting restoration in the corridor territory. The initiative aims to ensure the region's water security, consolidating the socio-environmental management process of the watersheds and preserving the environment and biological diversity, integrating the community.

## WATERSHED MANAGEMENT

Watershed Management is a way to plan environmental recovery actions, land use, conservation and soil management, respecting the way nature is configured around rivers and other watercourses in a watershed. In order to ensure the reservoir's water security and the sustainable regional development of the watershed, Itaipu develops actions for water and soil management, environmental education and preservation, fish farming, biodiversity, participatory monitoring, social and regional sustainability, selective collection with the participation of collectors, and the improvement of the rural community's quality of life in the cities of western Paraná.

Among the actions stipulated for the program, the following can be listed:

- ✓ Elaboration of Micro watersheds Environmental Diagnosis, pointing out the necessary collective actions (soil conservation mechanical practices, isolation of riparian forest areas, rural sanitation measures) and specific actions (correction of environmental liabilities in rural properties).

- ✓ Elaboration of the Environmental Control Plans (PCAs) for the micro watershed rural properties.
- ✓ Diagnose the production systems.
- ✓ Elaboration of Sustainable Development Plans for the family unit.
- ✓ Elaboration of legal instruments for physical and financial execution of activities.
- ✓ Execution of the collective actions.
- ✓ Prospecting of resources for execution of specific actions.

All activities are developed in partnership with the communities and farmers in the region.

## ITAMARÃ INDIGENOUS COMMUNITIES

For the construction of the Itaipu reservoir, an area of approximately 100,029 hectares was expropriated, including the cities of Foz do Iguaçu, São Miguel do Iguaçu, Medianeira, Santa Helena, Matelândia, Marechal Cândido Rondon, Terra Roxa, and Guaíra. In this process, 19 indigenous families were located and registered by the National Indian Foundation (Funai), totaling 71 people of the Ava Guarani ethnicity, who occupied an area of approximately 30 hectares. To accommodate these families, in 1982, with technical and financial support from Itaipu, the Ocoy Indian Reserve was created with an area of 250 hectares in São Miguel do Iguaçu.

In 1997, due to the vegetative and migratory growth of the Ocoy population, Itaipu and Funai signed an agreement to create the Tekoha Añetete village in Diamante D'Oeste, with an area of 1,744 hectares. Besides the Ocoy and Añatete Indian Reserves, the Indigenous Communities Sustainability program also supports the Tekoha Itamarã village, established in 2007, with an area of 242 hectares, bordering the Tekoha Añatete, acquired by Funai after negotiations between the Indians and the Foundation.

## SOLID WASTE MANAGEMENT PROGRAM

The program's objective is to act in the solid waste integrated management supported by the infrastructure of Recyclables Recovery Units (UVRs), providing training for collectors of recyclable materials, technicians and public managers and advising Municipal Selective Collection Programs. The initiative prioritizes the action axes of Water Security and Regional Sustainable Development, developing actions focused on the management and adequate destination of solid residues, as well as on responsible consumption and production, substantially reducing the generation of residues.

It advocates economic, social, and environmental balance by structuring the recycling chain, which includes the generation, selective collection, processing, commercialization, and industrialization of recyclable materials.

## BRASÍLIA

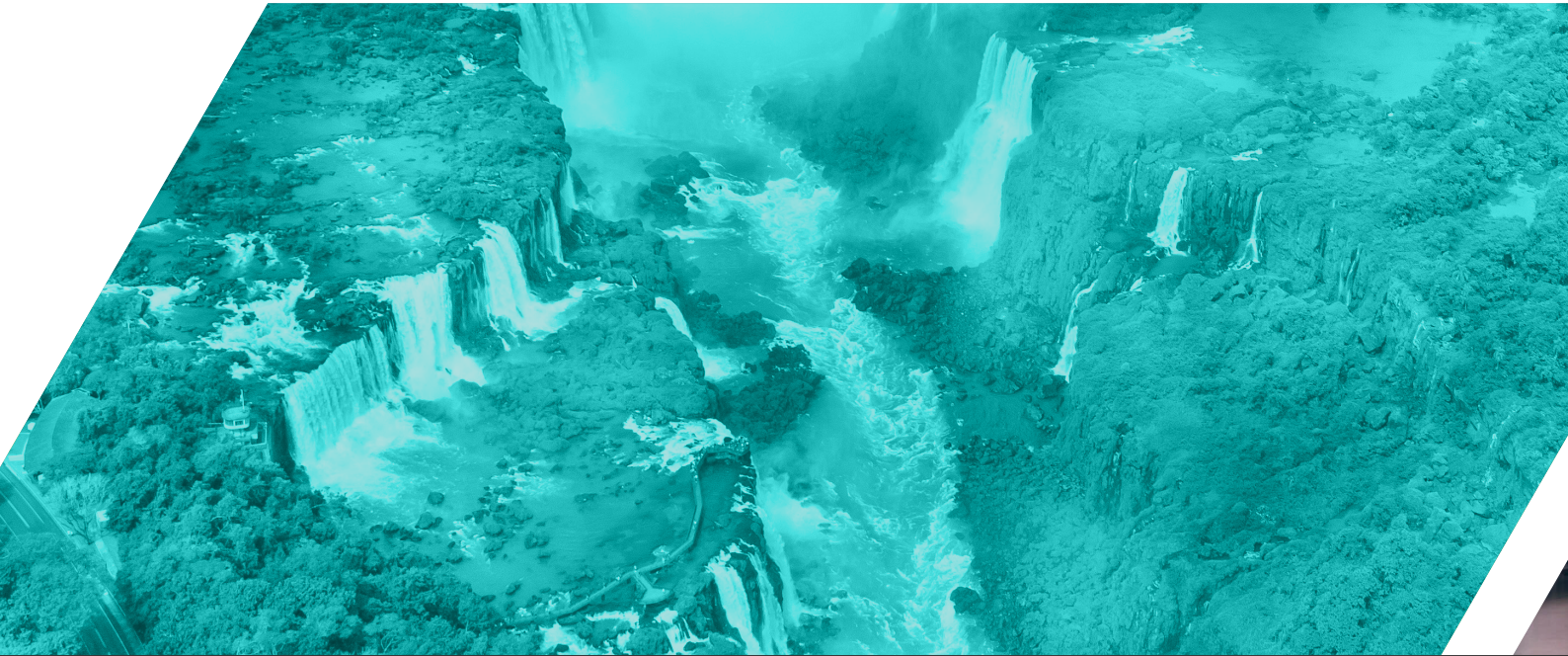
First urban complex of the 20th century to be recognized by UNESCO, in 1987, as a World Heritage Site. Its main characteristic is its monumental nature, determined by its four scales: monumental, residential, bucolic and gregarious, and by its innovative architecture.

Brasília was conceived, designed and built between 1957 and 1960. Its urban complex was produced in accordance with the urban and architectural principles of the modernist movement. Inserted in the national modernization project of the country, conducted by the then president Juscelino Kubitschek, its construction and consolidation as the capital of Brazil make up a geopolitical and social phenomenon of great unfolding for Brazilian history.

Soon after being elected president, Juscelino Kubitschek held, in 1957, the National Competition for the Pilot Plan of Brasília. The winner was the architect and urban planner Lucio Costa who, with the also architect and urban planner Oscar Niemeyer, conceived one of the greatest cultural achievements of the 20th century. Inaugurated on April 21st, 1960, Brasília fulfilled its historical mission to promote integration of the Brazilian territory and bring development to the country's inland region.

We highlight the exceptional correspondence between Lucio Costa's urban design and Oscar Niemeyer's architecture, whose strongest image results from the intersection between Eixo Monumental and Eixo Rodoviário (Monumental and Highway Axes), which defines its urban scheme and emphasizes the representative character of the public spaces of Praça dos Três Poderes (Three Powers Square) and the Ministry Esplanade, expressed in the forms of the National Congress building and the conceived way of living, defined by the Neighborhood Unit and its superblocks.

Currently, with about 2.5 million inhabitants (IBGE/2021), Brasília is one of the largest metropolises in Brazil. Besides hosting the federal government and being a large service providing center, it has an architectural, urbanistic and landscape collection of great beauty and uniqueness. It is a park city, densely forested, framed by Paranoá Lake. (Source: Iphan and IBGE)



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