

Minas

GUIDE

 Brazil

Minas Gerais Business Guide 2015/2016



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NURTURING INTERNATIONAL TRADE AND INVESTMENTS

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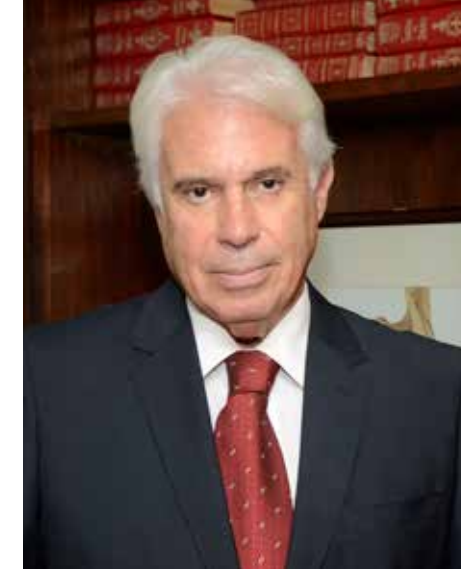
We are proud to present our Minas Gerais Business Guide, published yearly by ACMinas - the Commercial and Entrepreneurial Association of Minas Gerais —with the contribution of partner institutions and sponsors since 2010. From the positive feedback of various international organizations, diplomatic missions and foreign investors who recognize the important contribution of its contents for several international missions of entrepreneurs who frequently visit our state we are pleased to launch our 2015/2016 edition. We hope the Guide continues to assist entrepreneurs and contribute for the insertion of Minas Gerais as a relevant center of economic and cultural activities for the world.

In this respect, the Minas Guide also plays the important role of a catalyst for the project “Internationalize BH”, led by ACMinas, which aims to include Belo Horizonte (and, by extension, Minas Gerais) in the global scenario. The initiative launched in 2015, is held in partnership with Fundação Dom Cabral, a business school which is a worldwide reference in training entrepreneurs and executives, and with the Municipality of Belo Horizonte. The main objective of this project is to stimulate behavioral and cultural change among the population resulting in benefits such as the increase of business activities and tourism, and also the improvement of urban infrastructure and job creation.

This 2015/2016 edition of Minas Guide is even more comprehensive and with data and articles of great interest. It maintains its original purpose of this initiative of ACMinas back in 2010: to offer foreign investors, exporters and importers, sound and updated information about Minas Gerais and the business environment of our State.

In its pages, the reader will find an overview of the economy, which highlights not only its diversification, the privileged geographical position of Minas Gerais in relation to the main markets, the logistics structure but, especially the opportunities the state offers to productive investment and international trade.

We hope that this guide, organized by the International Relations Council of ACMinas, continues to be useful for foreign and Brazilian businessmen looking for new business and partnerships. ♦



LINDOLFO PAOLIELLO

ACMinas President



**SHERBAN LEONARDO
CRETOIU**

*ACMinas Foreign
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ROMEO AND JULIET (MINAS CHEESE + GUAVA CANDY)

ACMinas, Where Tradition Meets Long Term Vision to Create The Future



PRAÇA DO PAPA
BELO HORIZONTE/MG

ACMinas, the Commercial and Entrepreneurial Association of Minas, was created in 1901 when the city of Belo Horizonte, the new planned capital of the state of Minas Gerais, was only 4 years old. In those days the entrepreneurs in trade and services, which were booming since the construction of the city had started years before, resented not having their interests represented in society and in their relations with governmental authorities. Our institution was created with this aim and, throughout the years, ACMinas became the hub where new ideas to promote the economic development of our Belo Horizonte and Minas Gerais would be born and nurtured. Membership is open and volunteer for companies from various economic sectors, entrepreneurs and professionals in liberal arts. Always pursuing innovation, our activities and political standpoints represent the vision and strategic goals of the business community for a better future in terms of social and economic development for Minas Gerais.

Ahead of its time, ACMinas was the cradle of various initiatives to diversify and promote social development and economic growth in Minas Gerais and Brazil. Some milestones include attraction and support for the investments of Fiat and Açominas (currently Aperam), the expansion of Usiminas and of Petrobras' Gabriel Passos Refinery; support to major infra-structure projects such as roads, railways and the Tancredo Neves International Airport of Belo Horizonte.

We also played an important role in the involvement of the community and the debate of relevant issues in social and political arenas. "Citizenship Movement" and "Citizen Vote" were campaigns led by ACMinas to motivate political and electoral participa-

tion of the people of Minas Gerais. We supported many philanthropic causes such as the reform and institutional strengthening of the Santa Casa de Misericórdia Hospital in Belo Horizonte. Political causes were also subject to our participation and we highlighted the active role in protecting Minas Gerais territory when legislative proposals to create Triangle of Minas state threatened to divide our state.

The current administration of ACMinas leads the institution to enhance its role as a developmental catalyst for the state under the vision of "Going Forward, Outward and to the Future". Our strategy comprises five main pillars of Knowledge, Development, Internationalization, Innovation and Productivity. These are the paths for our activities and contribution for the debate in which the business communities engage with excellence towards the sustainable development of Minas Gerais and Brazil. ♦

Ahead of its time, ACMinas was the cradle of various initiatives to diversify and promote social development and economic growth in Minas Gerais and Brazil.

We hope it will be the best place to invest in Brazil.

Minas Gerais in the 21st Century

FERNANDO PIMENTEL:
GOVERNOR OF MINAS GERAIS

The gold mines and precious rocks that gave the name to our state and fed the Portuguese Crown in the Brazil colonial are still spinning the economy of Minas Gerais. The gold became scarce, but the iron ore that we take from our lands are still the main engine of the state's exports, next to the coffee beans.

It is true that since the 70's innumerable governors have been putting effort in trying to diversify the state's economy and attract investments. The coming of the fabric of automobiles FIAT was a turning point for Minas. Nowadays, FIAT, its units and its suppliers are responsible for an important portion of our economy, as well as the agribusiness and manufacturing hubs. But now we want more. It's time to put definitively Minas Gerais in the 21st century. And the keywords of the 21st century are innovation, high technology and research, allied to total transparency and juridical security for private enterprises. Those will be the focus of the new management of the State of Minas Gerais that assumed the administration in January - without, evidently, neglects the traditional sectors that made and still make our wealth.

To advance this goal, we are acting on several interlinked fronts. We've launched, recently, the Minas Digital, an audacious program which its goal is to attract around R\$1 billion in public and private investments on technological companies with a deadline of 10 years. We are going to qualified 100 thousand young entrepreneurs in the technological sector, in all the 17 developments areas that we crate in the state. Those entrepreneurs will have courses of graduation, post-graduation and technical on the technological fields, as well as the necessary support to create and launch their own companies in the market.

The Minas Digital represents the democratization of technology and strengthens of start-ups, and we want it to mean, to our economy, a leap in quality and our passport for the 21st century. It is important to emphasize - and this is our other front of action - that the Minas Digi-

tal will keep a constant and frequent dialogue with the universities of the state, centers of excellence and knowledge that until today have been underestimated by the state public power.

Our entering in the 21st century also predicts other entrance doors. We want to create in Minas an environment favorable for business, in a way that our state will be the best place to invest in Brazil. In order for that to occur, we are reformulating and consolidating programs of public and private partnerships, known as PPPs, and looking over the state tributary legislation, considered archaic and a real barrier for the entrance of investments. We are likewise modernizing our model of environmental licensing - today, a monument for the bureaucracy, which in the past years has chased billions of new enterprises in the state. Without the enterprises, it also goes away millions of jobs and income for the habitants of Minas.

An example of how we plan to modernize the PPPs' legislation is in the recent launching of a consulting plan for the concession of 26 thousand kilometers of state roads. We've created a new model, in which the interested company chooses the fragment of the road they intend to manage. It's about a logic inversion: the government is not the one that decides which fragments of the roads will be offered for the private initiative anymore. The companies are the ones that, from now on, will present to the state the proposals to manage portions of the roads which they find attractive. We've changed the logic but the objectives are the same: offer to the habitants of Minas secure and modern roads, improving also their quality of life, and offer for the entrepreneurs an efficient infrastructure, reducing the so called "Custo Brasil" (Brazil cost - costs originated by heavy taxes and lack of infrastructure).

The new government of Minas Gerais is committed to shape a new Minas Gerais, which knows how to dialog with the 21st century and its new actors. Those new actors are multiple and multifaceted, they have communication

channels and they want to be listen.

The 21st century is also the century of the social inclusion. We want a Minas Gerais alive, pulsing, in which everyone has the opportunity to grow personally and professionally, bringing the growth of the own state. A small farmer that's able to sell its product moves the economy, heats the market, and generates jobs. A small entrepreneur that creates its company, no matter what sector is it on, turn the wheel of business.

We've launched in August a program consistent with strengthen the creativity economy, with the support of the Development Company of Minas Gerais (Codemig). With it, we are planning on encourage various sectors, such as gastronomy, audiovisual activities, culture, fashion, music, design, and handicraft. With it, we will be giving another step to enter the 21st century with our heads up and with the door open to those that believe in Minas Gerais and want to invest in it. It is with those strategies that we want to advance socially and economically, increasing the state's GDP, currently around R\$405 billion.

We want that, when investors and entrepreneurs look at Minas Gerais, they see a strong, proud and thriving state, with a rising consumer market, a modern infrastructure, a simplified tributary legislation and environmental and people always solidary, hard-workers and affectionate. A safe place to live, work, grown, and endeavor.

We hope it will be the best place to invest in Brazil. ♦

FERNANDO PIMENTEL
Governor of the state of Minas Gerais



Estimated Population in 2015

Minas Gerais by Planned Regions

Planned Regions – Nominal GDP by sectors

Alto Paranaíba		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	1,790.20	25.67
Industry	1,387.17	19.89
Services	3,231.53	46.34
Taxes	564.87	8.10
GDP Total	6,973.78	100.00

Center		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	1,089.74	1.39
Industry	24,101.80	30.72
Services	41,749.05	53.22
Taxes	11,512.28	14.67
GDP Total	78,452.86	100.00

Midwest		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	923.54	11.63
Industry	1,680.67	21.17
Services	4,503.79	56.73
Taxes	830.72	10.46
GDP Total	7,938.72	100.00

Jequinhonha / Mucuri		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	500.67	14.89
Industry	477.20	14.20
Services	2,221.44	66.08
Taxes	162.19	4.83
GDP Total	3,361.51	100.00

Mata		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	1,025.33	7.96
Industry	2,401.07	18.63
Services	8,005.52	62.12
Taxes	1,455.65	11.29
GDP Total	12,887.56	100.00

Northwest		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	1,096.44	31.42
Industry	692.52	19.84
Services	1,495.99	42.87
Taxes	204.92	5.87
GDP Total	3,489.86	100.00

North		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	988.67	14.09
Industry	1,269.33	18.09
Services	4,185.88	59.67
Taxes	571.53	8.15
GDP Total	7,015.40	100.00

*Nominal GDP has a two-year lag

Belo Horizonte

Total Population: 20,869.101 (100.00%)

Region's Share of Nominal GDP State (in%)

Alto Paranaíba	3.63
Center	18.52
Midwest	6.57
Jequitinhonha/Mucuri	7.74
Mata	16.65
Northwest	2.23
North	10.43
Vale do Rio Doce	11.96
South	18.17
Triângulo Mineiro	4.10

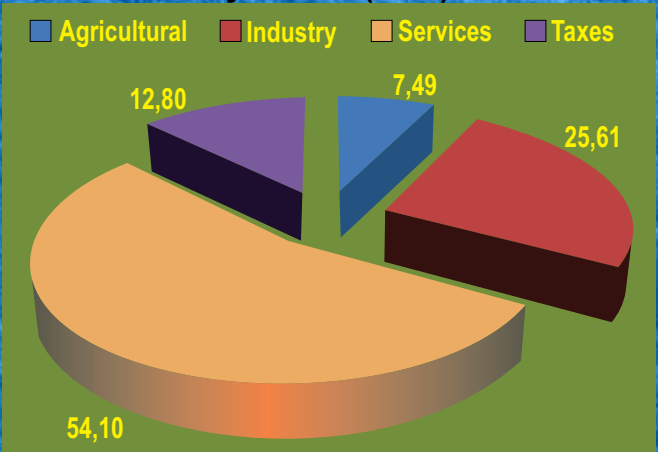
Minas Gerais – Nominal GDP by Sector

Sectors	GDP (US\$ million)
Agricultural	12,880.92
Industry	44,061.10
Services	93,078.84
Taxes	22,018.58
GDP Total	172,039.45

Vale do Rio Doce		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	584.95	6.12
Industry	2,558.55	26.75
Services	5,478.74	57.28
Taxes	943.37	9.86
GDP Total	9,565.62	100.00

South		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	2,732.03	12.28
Industry	4,444.46	19.97
Services	12,581.32	56.54
Taxes	2,496.05	11.22
GDP Total	22,253.85	100.00

Minas Gerais – Nominal GDP by Sector (in %)



Triângulo Mineiro		
Sectors	GDP (US\$ million)	% (in region)
Agricultural	2,149.36	10.69
Industry	5,048.33	25.12
Services	9,625.59	47.89
Taxes	3,277.01	16.30
GDP Total	20,100.29	100.00



Minas Gerais

- Area:** 558,384 km2
- Geography:** Mountainous
- Capital:** Belo Horizonte
- Annual Average Temperature:** 21°C / 69°F
- Highways:** 269,545.5 km
- Railroads:** 5,322 km
- Airports:** 6
- Dry Ports:** 5
- Estimated Active Companies (2015):** 1,615,674
- GDP per capita 2012:** US\$ 10,130.80
- Minas Gerais Share in the Brazilian GDP 2012 (in %):** 9.2
- Minas Gerais Share of Brazilian Exports 2014 (in %):** 13.0
- Exports 2014 - goods and services (in US\$ billion FOB):** 29.3
- Imports 2014 - goods and services (in US\$ billion FOB):** 11.0
- Trade Surplus 2014 (in US\$ billion FOB):** 18.3
- Inflation Rate 2014 Belo Horizonte Metropolitan Area (IPCA / in %):** 5.8
- Unemployment Rate 2014 (in %) Belo Horizonte Metropolitan Area:** 3.7

Source: IBGE / Fundação João Pinheiro / Ministry of Development, Industry and Foreign Trade (MDIC) / Instituto Brasileiro de Planejamento e Tributação (IBPT) / ACMinas Economic Department

Minas Gerais by Planned Regions
Population (2015), Cities, Nominal GDP (2012) and GDP Per Capita (2012)

Planned Regions	Population	%	Cities	%	GDP(US\$ million)	%	GDP per capita (US\$)
Alto Paranaíba	701,104	3.36	31	3.63	6,973.78	4.05	10,482.80
Center	7,455,994	35.73	158	18.52	78,452.86	45.60	11,087.74
Midwest	1,206,215	5.78	56	6.57	7,938.72	4.61	6,962.40
Jequitinhonha/Mucuri	1,043,176	5.00	66	7.74	3,361.51	1.95	3,342.03
Mata	2,296,617	11.00	142	16.65	12,887.56	7.49	5,871.43
Northwest	390,204	1.87	19	2.23	3,489.86	2.03	9,400.40
North	1,706,355	8.18	89	10.43	7,015.40	4.08	4,308.61
Vale do Rio Doce	1,705,451	8.17	102	11.96	9,565.62	5.56	5,853.61
South	2,747,907	13.17	155	18.17	22,253.85	12.94	8,496.84
Triângulo Mineiro	1,616,078	7.74	35	4.10	20,100.29	11.68	13,217.61
Total	20,869,101	100.00	853	100.00	172,039.45	100.00	-

¹Population 2015 – forecast.

² Nominal GDP and GDP Per Capita – referring to 2012. Because these data have two-year lag.
Source: IBGE / Fundação João Pinheiro (FJP) / ACMinas Economic Department

Minas Gerais by Planned Regions
Cities Highlights
(Population, Nominal GDP and GDP Per Capita)

Planned Regions	M+P	Population (Cities)	GDP 2012 (US\$ million)	GDP 2012 per capita (US\$)
Alto Paranaíba	Patos de Minas	148,762	1,063.96	7,458.52
Center	Belo Horizonte	2,502,557	24,885.68	10,387.27
Midwest	Divinópolis	230,848	1,699.49	7,817.20
Jequitinhonha/Mucuri	Teófilo Ottoni	141,046	631.01	4,655.25
Mata	Juiz de Fora	555,284	4,296.59	8,180.42
Northwest	Paracatu	91,027	973.56	11,300.36
North	Montes Claros	394,350	2,274.40	6,143.45
Vale do Rio Doce	Governador Valadares	278,363	1,609.91	6,047.96
South	Poços de Caldas	163,677	1,961.65	12,657.96
Triângulo Mineiro	Uberlândia	662,362	9,131.91	14,739.92

¹Population 2015 – forecast.

² Nominal GDP and GDP Per Capita – referring to 2012. Because these data have two-year lag.
Source: IBGE / Fundação João Pinheiro (FJP) / ACMinas Economic Department

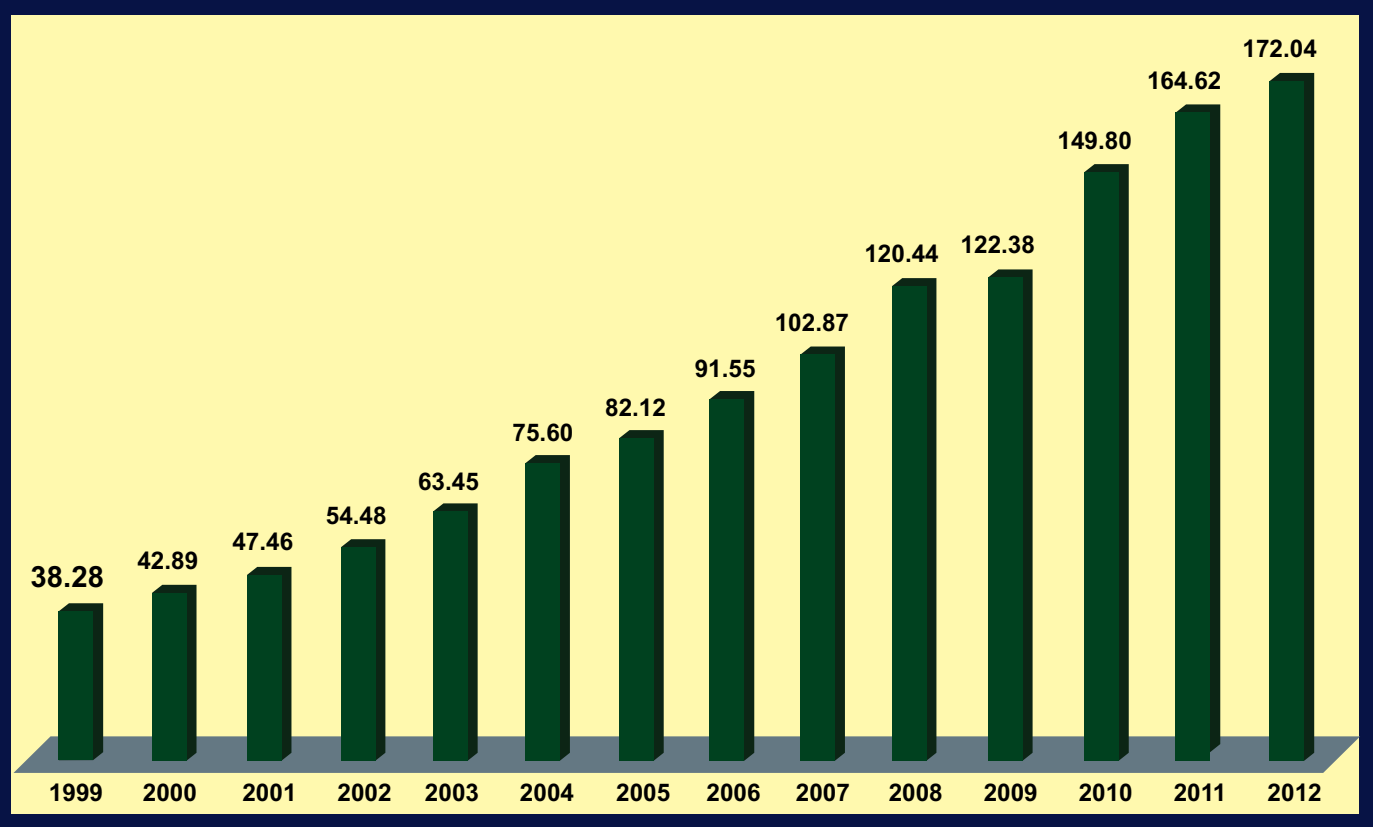
Descriptive Statistic

Descriptive Statistic – Population 2015

Average number of inhabitants per city in Minas Gerais - 24,466;
Lowest Populated City: Serra da Saudade - 818 inhabitants;
Most Populated City: Belo Horizonte - 2,502,557 inhabitants;
25% of cities have up to 4,912 inhabitants;
75% of cities have up to 17,998 inhabitants;

Source: IBGE / ACMinas Economic Department

Minas Gerais – Nominal GDP Evolution
1999 to 2012
(in US\$ billion)



¹Nominal GDP has two-year lag.
Source: Fundação João Pinheiro (FJP) / ACMinas Economic Department

Trade Balance – Brazil X Minas Gerais

Brazil

• 2014

Exports - goods and services (in US\$ billion FOB): 225.10;
Imports - goods and services (in US\$ billion FOB): 229.06;
Trade Deficit (in US\$ billion FOB): -3.96;

• 2015 (until october)

Exports - goods and services (in US\$ billion FOB): 160.54;
Imports - goods and services (in US\$ billion FOB): 148.30;
Trade Surplus (in US\$ billion FOB): 12.24;
Trade Surplus 2015 - forecast (in US\$ billion FOB): 14.95;

Minas Gerais

•2014

Exports - goods and services (in US\$ billion FOB): 29.32;
Imports - goods and services (in US\$ billion FOB): 11.00;
Trade Surplus (in US\$ billion FOB): 18.32;
Minas Gerais Share of Brazilian Exports 2014 (in %): 13.03;

• 2015 (until october)

Exports - goods and services (in US\$ billion FOB): 18.66;
Imports - goods and services (in US\$ billion FOB): 7.50;
Trade Surplus (in US\$ billion FOB): 11.16;
Minas Gerais Share of Brazilian Exports 2015 (in %): 11.63;

Source: Ministry of Development, Industry and Foreign Trade (MDIC)
/ Brazilian Central Bank / ACMinas Economic Department

Minas Gerais – Exports 2014 - By Country (Top Ten – in US\$ FOB)

Rank.	Country	Value	%
1 st	China	8,824,094,793	30.10%
2 nd	United States	2,524,891,433	8.61%
3 rd	Japan	1,927,922,557	6.58%
4 th	Netherlands	1,620,896,120	5.53%
5 th	Argentina	1,493,474,982	5.09%
6 th	Germany	1,341,222,082	4.57%
7 th	United Kingdom	943,924,277	3.22%
8 th	Italy	807,113,273	2.75%
9 th	Oman	640,007,952	2.18%
10 th	Belgium	518,311,627	1.77%

Minas Gerais Exports (total): US\$ 29,320,645,006.
Source: Ministry of Development, Industry and Foreign Trade (MDIC)
/ ACMinas Economic Department

Minas Gerais – Imports 2014 - By Country (Top Ten – in US\$ FOB)

Rank.	Country	Value	%
1 st	United States	1,730,502,204	15.73%
2 nd	Argentina	1,726,513,579	15.69%
3 rd	China	1,717,874,981	15.61%
4 th	Italy	985,897,527	8.96%
5 th	Germany	677,682,591	6.16%
6 th	Russia	366,360,206	3.33%
7 th	Mexico	337,435,733	3.07%
8 th	Canada	276,827,384	2.52%
9 th	France	257,480,8222	2.34%
10 th	Japan	52,229,157	2.29%

Minas Gerais Imports (total): 11,001,867,161 .
Source: Ministry of Development, Industry and Foreign Trade (MDIC)
/ ACMinas Economic Department

Minas Gerais Main Products Exported 2014 (Top Ten – in US\$ FOB)

Rank.	Main Products	Value	%
1 st	Iron Ore	11.760.255.598	40.11%
2 nd	Coffee (beans)	4.111.866.089	14.02%
3 rd	Ferroniobium	1.557.668.912	5.31%
4 th	Cane Sugar	861.289.417	2.94%
5 th	Gold (in bars and wire)	761.345.476	2.60%
6 th	Soy	720.853.283	2.46%
7 th	Chemical Wood Pulp	569.409.743	1.94%
8 th	Gold Bouillon (Metal)	532.922.925	1.82%
9 th	Cast Iron Unalloye	394.442.038	1.35%
10 th	Other Tubes and Alloy Steel	356.416.077	1.22%

Minas Gerais Exports (total): US\$ 29,320,645,006.
Source: Ministry of Development, Industry and Foreign Trade (MDIC)
/ ACMinas Economic Department

Minas Gerais – Exports 2014 Main Exporting Companies

Rank.	Companies	Value (US\$ FOB)	%
1 st	Vale S/A	9,752,530,732	33.26
2 nd	Companhia Brasileira de Metalurgia e Mineração	1,718,468,010	5.86
3 rd	Companhia Siderúrgica Nacional	1,388,816,457	4.74
4 th	Fiat Automóveis Ltda	855,958,328	2.92
5 th	Kinross Brasil Mineração S/A	643,082,092	2.19
6 th	Nacional Minérios S/A	607,472,460	2.07
7 th	Celulose Nipo Brasileira S/A Cenibra	569,411,020	1.94
8 th	Cooperativa Regional de Cafeicultores em Guaxupé	557,830,495	1.90
9 th	Gerdau Açominas S/A	540,653,026	1.84
10 th	Vallourec & Sumitomo Tubos do Brasil Ltda	528,554,328	1.80
11 th	Anglogold Ashanti Córrego do Sítio Mineração	475,185,449	1.62
12 th	JBS S/A	434,451,094	1.48
13 th	Novo Nordisk Produção Farmacêutica Do Brasil	433,931,646	1.48
14 th	Terra Forte Exportação e Importação De Café	387,470,861	1.32
15 th	Louis Dreyfus Commodities Brasil S/A	364,802,467	1.24
16 th	BRF S/A	307,989,922	1.05
17 th	Stockler Comercial e Exportadora Ltda	285,109,479	0.97
18 th	S/A Usina Coruripe Açúcar e Álcool	244,842,683	0.84
19 th	Eisa - Empresa Interagrícola S/A	237,201,854	0.81
20 th	ADM do Brasil Ltda	225,988,773	0.77
21 st	Usinas Siderúrgicas de Minas Gerais S/A Usiminas	211,673,357	0.72
22 nd	Vallourec Tubos do Brasil S/A	206,341,411	0.70
23 rd	Unicafé Companhia de Comercio Exterior	205,866,839	0.70
24 th	Usina Delta S/A	200,123,400	0.68
25 th	Exportadora de Café Guaxupé Ltda	184,693,099	0.63
26 th	Magnesita Refratários S/A	184,477,600	0.63
27 th	Gardingo Trade Importação e Exportação Ltda	181,279,746	0.62
28 th	Atlântica Exportação e Importação Ltda	164,998,152	0.56
29 th	Acesita S/A	153,601,770	0.52
30 th	Arcelormittal Brasil S/A	151,862,721	0.52
31 st	Mataboi Alimentos S/A	147,435,725	0.50
32 nd	Café Três Corações S/A	144,324,347	0.49
33 rd	Seara Alimentos Ltda	132,327,338	0.45
34 th	Rima Industrial S/A	127,283,556	0.43
35 th	Bunge Alimentos S/A	117,968,499	0.40
36 th	Mineração Curimbaba Ltda	117,953,930	0.40
37 th	Iveco Latin America Ltda	114,744,018	0.39
38 th	Noble Brasil S/A	110,613,366	0.38
39 th	Tristão Companhia de Comércio Exterior	101,791,093	0.35
40 th	Dow Corning Silício do Brasil Indústria e Comércio	93,014,880	0.32
Total		29,320,647,020	100.00

Source: Ministry of Development, Industry and Foreign Trade (MDIC) / ACMinas Economic Department

Minas Gerais – Imports 2014 Main Importing Companies

Rank.	Companies	Value (US\$ FOB)	%
1 st	Fiat Automóveis Ltda	1,173,261,023	10.66
2 nd	Mercedes-Benz do Brasil Ltda	502,531,709	4.57
3 rd	Iveco Latin América Ltda	486,705,064	4.42
4 th	Usinas Siderúrgicas de Minas Gerais S/A. Usiminas	372,769,716	3.39
5 th	Gerdau Açominas S/A	366,931,773	3.34
6 th	FMC Química do Brasil Ltda	337,765,309	3.07
7 th	Fertilizantes Heringer S/A	310,459,113	2.82
8 th	Yara Brasil Fertilizantes S/A	224,654,595	2.04
9 th	Vale S/A	212,071,087	1.93
10 th	Vale Fertilizantes S/A	197,531,115	1.80
11 th	Unilever Brasil Industrial Ltda	191,426,731	1.74
12 th	CNH Industrial Latin America Ltda	191,181,285	1.74
13 th	Cisa Trading S/A	185,423,543	1.69
14 th	Arcelormittal Brasil S/A	163,217,734	1.48
15 th	Ferrero do Brasil Indústria Doceira e Alimentar	153,544,107	1.40
16 th	Votorantim Metais Zinco S/A	144,719,058	1.32
17 th	VRG Linhas Aéreas S/A	144,116,760	1.31
18 th	Novo Nordisk Produção Farmacêutica do Brasil Ltda	140,658,088	1.28
19 th	Multilaser Industrial S/A	118,039,479	1.07
20 th	Jabil do Brasil Indústria Eletroeletrônica Ltda	117,956,307	1.07
21 st	Fundação Ezequiel Dias	108,242,683	0.98
22 nd	Philips do Brasil Ltda	106,617,661	0.97
23 rd	Samarco Mineração S/A	104,957,562	0.95
24 th	Helicópteros do Brasil S/A	96,378,166	0.88
25 th	Mosaic Fertilizantes do Brasil Ltda	91,258,432	0.83
26 th	Black & Decker do Brasil Ltda	89,223,332	0.81
27 th	Alcoa Alumínio S/A	88,062,621	0.80
28 th	GE Transportes Ferroviários S/A	87,435,224	0.79
29 th	Vallourec & Sumitomo Tubos do Brasil Ltda	78,867,416	0.72
30 th	Anglo Ferrous Minas-Rio Mineração S/A	76,937,801	0.70
31 st	Ouro Fino Química Ltda	68,783,761	0.63
32 nd	Fertipar Sudeste Adubos e Corretivos Agrícolas	67,702,461	0.62
33 rd	GE Healthcare do Brasil Comércio e Serviços	64,291,122	0.58
34 th	Sipcam Nichino Brasil S/A	63,730,317	0.58
35 th	Unifi do Brasil Ltda	63,482,227	0.58
36 th	Kinross Brasil Mineração S/A	61,112,383	0.56
37 th	Philips Medical Systems Ltda	59,965,230	0.55
38 th	Fertigran Fertilizantes Vale do Rio Grande Ltda	58,390,061	0.53
39 th	DL Comércio e Indústria de Produtos Eletrônicos	55,483,612	0.50
40 th	Rima Industrial S/A	54,231,865	0.49
Total		11,001,869,175	100.00

Source: Ministry of Development, Industry and Foreign Trade (MDIC) / ACMinas Economic Department

Belo Horizonte for Investors

By Belo Horizonte City Hall

The 117 years old city offers an interesting platform and many opportunities in the sectors of business tourism, health services, biotechnology and IT. Also in the already traditional sectors of the Creative Economy such as fashion, design, architecture and gastronomy.

Belo Horizonte, city with approximately 2.5 million inhabitants, 5th biggest GDP among the Brazilian capitals (IBGE 2011), was, during the year of 2014, one of the hosts of FIFA's World Cup and it had the highest level of international exposition of its history. In 2015 and 2016, it will be the training base of the Olympics and Paralympics UK delegations. The Pampulha Modern Architectural Set,

located in the city since 1943, will compete as the only Brazilian candidate for the title of World Heritage conceded by the United Nations Educational, Scientific and Cultural Organization (UNESCO). The city has lived a moment of transition that qualifies it to actually appreciate all the international visibility. With a strategic location in Brazil, BH has attracted increasingly attention of entrepre-

neurs that desire to invest in the city. The reasons for that choice are diverse. It goes from the economic and social vies until the public management model embraced. The current management of the Belo Horizonte City Hall started an administration towards efficiency and modernity, developing a strategic planning for the city that we want in the future. To reach this vision of the future, which is trans-

forming Belo Horizonte in a city of opportunities, sustainable and with quality of life, the City Hall works permanently to integrate the urban and social politics, combining economic prosperity, population's well-being and environmental responsibility.

Planning up to be a city of opportunities in 2030, the capital of Minas Gerais has created an environment propitious to innovation and

development of companies, taking advantage of their economic potential. The 117 years old city offers an interesting platform and many opportunities in the sectors of business tourism, health services, biotechnology and IT. Also in the already traditional sectors of the Creative Economy such as fashion, design, architecture and gastronomy.

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Belo Horizonte & Metropolitan Region

Area:
330,2 km²

Annual temperature (average):
21°C / 70°F

Population (2015):
2.50 million

Estimated Population BHMA (2015):
5.24 million

Estimated Active Companies (2015):
298.568

Distance by road:
Brasília – 740 Km
Rio de Janeiro – 435 Km
São Paulo – 586 Km
Vitória – 540 Km

Distance by Railroads:
Rio de Janeiro – 561 km
São Paulo – 845 km
Vitória – 705 km

Nominal GDP (2012):
US\$ 24.89 billion

GDP per capita (2012):
US\$ 10,387.27

Nominal GDP BHMA (2012):
US\$ 57.84 billion

Unemployment Rate BHMA (2014)
Annual Mean:
3.7%

Economically active population
BHMA (2014):
2.61 million

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Twitter: @internacionalbh

Global Competitiveness

By Belo Horizonte City Hall

In a recent study by the Ministry of tourism, Sebrae and FGV, BH was above national average in 6 requisites measure in the Competitiveness Index: entrepreneur ability, local economy, marketing and promotion of the destination, general infrastructure, access and services, and touristic equipment's.

According with an study pointed by the magazine "Exame" (April, 2014), the main characteristics the cities need to have to be

competitive in the global scenery it is the presence of universities capable of forming specialized labor and researches of excellence. BH has been a highlight when it comes to those features. With labor more and more specialized, BH has a wide net of executive education, with institutions of great national recognition, such as Getulio Vargas Foundation (FGV), IBMEC and Dom Cabral Foundation. Considered the second best university in

the country, the Minas Gerais Federal University (UFMG) graduates around 1,260 masters and 500 doctoral students each year.

Moreover, the city has an excellent Human Development Index score, which is also a relevant item in the entrepreneurs' choice. Nowadays this index is 0.810 (25% above national average), with a comparable score as Japan's, which HDI is 0.884.



Copyright: Fábio Ortolan

BRT MOVE
BELO HORIZONTE/MG

IMPROVEMENTS IN URBAN INFRASTRUCTURE

With the rising of attractiveness and enhancement of quality of life of the habitants, the city has grown fast. One of the greatest challenges of the City Hall is manage this growth, ensuring quality of life for each regions of the city and also for the future generations.

In the past few years, the City Hall has invested a lot in improving the urban infrastruc-

ture. Among the several projects are the duplication of the main roads in the city, the implantation of BRT (Bus Rapid Transport) and the expansion of cycle paths. The City Hall has also proposed the plan of urban requalification, with will promote the orderly and sustainable growth of BH, allowing modernity to coexist with public spaces, preserving the important green areas for the county.

According to a research done by IBGE, released in the year of 2012, Belo Horizonte was considered the city with a population above 1 million habitants with the best urban infrastructure in Brazil. Based on the data of the 2010 census, the research considered indicators such as urban cleanliness, public illumination, sanitation and water supply, among others.



GOAL BELO!

Program of Investments Attraction and Commercial Promotion of Belo Horizonte

By Belo Horizonte City Hall

BARRAGEM SANTA LÚCIA
BELO HORIZONTE/MG

Droposed by the Municipal Secretary of Development through the Municipal Assistant Secretary of International Relations, the Program Goal Belo! Is the program of investments attraction, commercial promotion and international projection of the City Hall of Belo Horizonte.

The proposal of Goal Belo! is to benefit from the times that the city is in evidence due to the realization of great events (e.g.: World Cup), shows, conferences and fairs, to bring executives, journalists and influencers of sectors in which the city has great vocation to introduce Belo Horizonte as an attractive

destiny for business and to promote the city internationally. The guests participate of an agenda composed by institutional, social and business moments, having the opportunity to experience Belo Horizonte from different perspectives.

The Goal Belo! 2014 was executed during the World Cup and it had as its center the sectors of IT, ecosystem of startups and biotechnology, involving in total around 40 international companies, represented by 15 countries and with more than R\$75,000,000.00 generated business. ♦

The proposal of Goal Belo! is to benefit from the times that the city is in evidence due to the realization of great events (e.g.: World Cup), shows, conferences and fairs, to bring executives, journalists and influencers of sectors in which the city has great vocation...

MINAS GERAIS. AN ENTIRE WORLD OF OPPORTUNITIES FOR YOUR BUSINESS.

In Minas Gerais, you have so many reasons to invest on what you want. The Government maintains a solid support system for investors, making the State more competitive and safe for your Company. Moreover, Minas Gerais offers a suitable business environment to your needs, whether in the public sector or the private sector.



Strategic position in the Southeast Region, the biggest producer and consumer market of the country.



The 2nd most industrialized State in Brazil



Tradition of seriousness and commitment to comply with all sectors.



National reference in Institutions of Science and Technology (ICTs)



Strong performance in the creative economy and regional development.

MINAS GERAIS. UN MUNDO DE OPORTUNIDADES PARA SU NEGOCIO.

En Minas Gerais, lo que no falta son buenos motivos para invertir. El Gobierno mantiene un sólido sistema de soporte a inversores, haciendo que el Estado sea cada vez más competitivo y seguro para su empresa. Además, Minas ofrece un ambiente de negocios adecuado a sus necesidades, sea tanto en el sector público como el privado.



Posición estratégica en la región sureste, el mercado productor y consumidor más grande del país.



2º Estado más industrializado de Brasil



Tradición de seriedad y cumplimiento de los compromisos en todos los sectores.



Referencia nacional en Instituciones de Ciencia y Tecnología (ICTs)



Fuerte actuación en la economía creativa y en el desarrollo regional.

Contact | Contato:

State Secretary for Economic Development of Minas Gerais
Secretaría de Estado de Desarrollo Económico de Minas Gerais

www.desenvolvimento.mg.gov.br

SECRETARIA DE
DESENVOLVIMENTO
ECONÓMICO

**MINAS
GERAIS**
GOVERNO DE TODOS



BH TO THE WORLD

**BH is B of Belo and H of Horizonte.
And B of Berlim and H of Helsinki.
B of Bristol and H of Hiroshima
B of Braga and H of Havana.**

A new project to enhance our city and promote trade in gastronomy, culture, tourism, events, business and research.

BH to the world. The world in BH.



ACMinas 1901
ASSOCIAÇÃO COMERCIAL E EMPRESARIAL DE MINAS
DESENVOLVIMENTO COM JUSTIÇA SOCIAL

ACCESS: WWW.ACMINAS.COM.BR

Internationalize BH: We are The World and We Welcome The World Here!

There is a global and irreversible trend of cities internationalization which provides to the ones best fit significant gains - and brings economic and social development - associated to better life quality standards for its inhabitants.

Internationalization has also been one of the strategic goals of ACMinas Board of Directors, following other important subjects like knowledge, development, innovation and productivity.

The project "Internacionaliza BH" developed by ACMinas in partnership with the Municipal Government of Belo Horizonte and Fundação Dom Cabral(FDC), aims to raise local people and businessmen awareness of the internationalization process.

The process involves an understanding of the benefits resulting from a growing international insertion of the city - and, by extension, of the state of Minas

Gerais - that already relies upon History, People and International Organizations.

The project is based on the belief that the effective awareness from over 20 Mil-

nized with local values.

This perception will be consolidated by the implementation of an interesting program of diversified activities, among them thematic business festivals built with the support of all the different international communities present in the City of Belo Horizonte. It is expected that the tailor made events to connect people will contribute to develop significant relationships and allow the generation of new business and opportunities.

The project "Internacionaliza BH" has a significant network of sponsoring institutions and support to its various actions, and this is the reason why we expect nothing less than reaching important results. Hopefully, these results will be reference to other cities

all over Minas Gerais and also Brazil. ♦

GET TO KNOW IT AND ENGAGE YOURSELF.



ESTÁDIO MINEIRÃO
BELO HORIZONTE/MG

CONTACTS

www.acminas.com.br/internacionalizabh

internacionalizabh@acminas.com.br

Business Environment of Minas Gerais

By Minas Gerais State Investment Promotion Agency (INDI)

Human Capital

The state of Minas Gerais is the second most populated of Brazil, concentrating around 10% of the country's population in its territory. It's a state with a high Human Development Report score (0,731) and with indicators above the national average.

Focused on qualified education, Minas Gerais is the Brazilian state with the highest number of public universities, 14 in total. Of those, 12 are federal ones and 2 are state

ones. Four of them rank within the top 10 universities in the country. Two state universities and more than 350 private institutions of superior education compose the board of educational institutions of Minas Gerais.

Among the education institutions present in the state, the Federal University of Minas Gerais (UFMG), the Federal University of Lavras (UFLA), the Federal University of the Triângulo Mineiro (UFTM), the Federal

University of Viçosa (UFV), the Federal University of Itajubá (UNIFEI) and the Pontific Catholic University of Minas Gerais (PUC-MG) stand out.

According to the results of ENEM (National Exam of High School – it has the same principle of the SATs) 7 schools of Minas Gerais within the rank of the 20 best schools in Brazil in 2013.



INDI



UFMG CAMPUS
BELO HORIZONTE/MG

R&D and Innovation

Currently, the Brazilian scientific production is 8 times bigger than it was 25 years ago. Brazil ranks 15th in the list of countries wich publish scientific articles, being responsible for around 2% of the world´s intelection production. The UFMG (Federal University of Minas Gerais State) is the third biggest patent holder among the Brazilian universities, according to the National Institute of Intellectual Property (Inpi).

Minas Gerais counts with planned infrastructure to attract investments in sectors of the New Economy. The state has been putting in some hard work to implant the first “aerotrópole” (a city that has its focus in the airport and the building of an infrastructure around – industries, commerce, hospitals, educational centers, etc.) of South America, and the first state to constitute an industrial airport operating under a taxes suspension regime. Inside the state there are important technological hubs that, acting in synergy, make it easier the development of technical innovations and

processes. It´s also worth saying that Minas Gerais is the biggest Brazilian hub in biotechnology and life sciences, being a national reference in education and research in biological science, and a worldwide reference in zebu´s cattle genetics. Minas Gerais also stands out nationally in the IT area, as well as in alternative energy sources and electronics.

In Minas Gerais one can find important research centers of excellence, also there is a specific legislation to financing technological innovation, such as the Minas Gerais Law of Innovation (Lei Mineira de Inovação). In 2008 this law was endorsed, and it allows researchers who work in science and technology institutions of the state to work with other companies in the search of innovative technological solutions. ♦

Brazil ranks 15th in the list of countries wich publish scientific articles, being responsible for around 2% of the world´s intelection production.



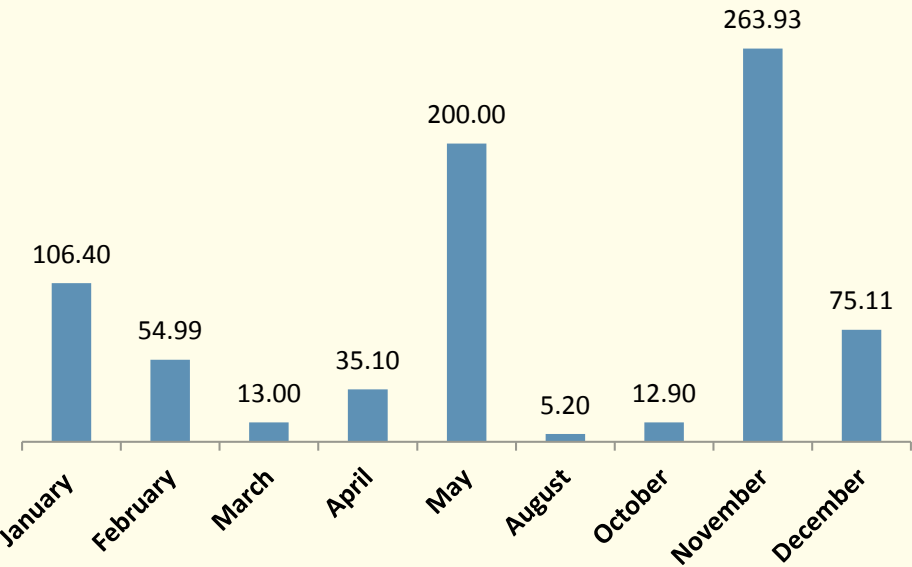
Announced Foreign Investment 2014

Announced Foreign Investment 2014 – by months

Month	Investment (US\$ million)	%
January	106.40	13.88
February	54.99	7.17
March	13.00	1.70
April	35.10	4.58
May	200.00	26.09
August	5.20	0.68
October	12.90	1.68
November	263.93	34.43
December	75.11	9.80
Total	766.63	100.00

Source: INDI / ACMinas Economic Department

Announced Foreign Investment 2014 – by months
(US\$ million)



Source: INDI / ACMinas Economic Department



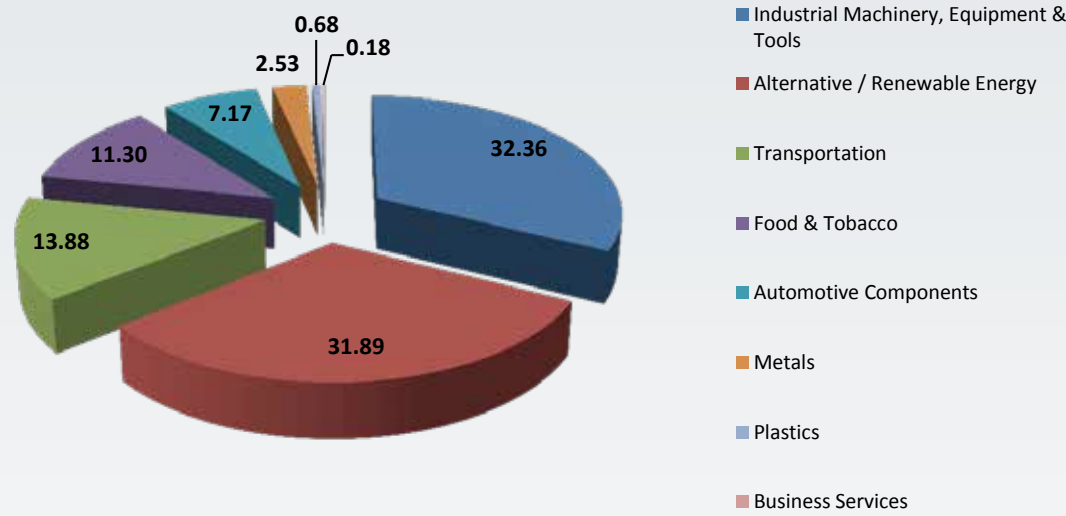
Announced Foreign Investment 2014

Announced Foreign Investment 2014 – by Sectors

RANK.	Sector	Investment (US\$ million)	%
1º	Industrial Machinery, Equipment & Tools	248.1	32.36
2º	Alternative / Renewable Energy	244.5	31.89
3º	Transportation	106.4	13.88
4º	Food & Tobacco	86.61	11.30
5º	Automotive Components	54.99	7.17
6º	Metals	19.43	2.53
7º	Plastics	5.2	0.68
8º	Business Services	1.4	0.18
-	Total	766.63	100.00

Source: INDI / ACMinas Economic Department

Announced Foreign Investment 2014 – by Sectors
(in %)



Source: INDI / ACMinas Economic Department

Minas Gerais Potentialities for Foreign Investment Attraction

By Minas Gerais State Investment
Promotion Agency (INDI)



Minas Gerais is a state of great dimensions, considering it has a territorial extension similar or greater than a lot of important countries, such as France and Spain. As a result of that, the state has distinguishing features in demography, social, economic and climatic terms within its different regions, being considered a synthesis of the Brazilian territory.

In economic terms, the state administration works in the sense of taking advantage of wealth and diverse culture, and it uses its qualified labor to enhance the international competitiveness of the state's companies, increase the state's international visibility, strength the traditional productive chains and develop new economic segments, which the main input is the knowledge.

Traditionally, mining has a significant participation in the state's economy. But, de-

spite its importance, the search for economic diversification and the consolidation of other segments is fundamental for the development of Minas. In this perspective, Minas Gerais introduces itself as a considerable alternative for the various productive sectors, since it is the 3rd country's economy, it has a market with more than 20 million people and it is centrally located in Brazil, what favors the installation of distribution centers to other regions of the country. Its location stands out by representing a link between the Southeast, the Northeast and the Midwest of Brazil.

The agribusiness is one of the most relevant productive chains in Minas Gerais, being a great producer of grains – coffee, corn, beans – milk, fruits, among others. Some of the companies in the food industry and agribusiness currently in Minas Gerais

are Danone, Barry Callebaut, Ferrero of Brazil, Pepsico, Ambev, Coca-Cola, Pif Paf, BR Foods, Monsanto and Cargill. Those significant operations contribute for the state's agribusiness GDP to represent around 13% of the total of the national agribusiness. The rise in international demand for foods promotes the development of this sector in Minas, which, despite of being already consolidated, it presents opportunities of productive gains and growth market, such as generation of bioenergy.

The relevant institutional support existent in the state's agribusiness segment also deserves a highlight, coming from the great expertise of education and research institutions, such as Instituto de Laticínios Cândido Tostes (ILCT), Embrapa Gado de Leite, Embrapa Milho e Sorgo, UFV, UFMG, UFLA,

The aerospace segment finds itself in the process of consolidation in Minas Gerais.

UFJF, among others. The increase of services of rural extension and technical assistance, especially the performance of those institutions tend to collaborate to raise the average productivity of the agribusiness in several regions, what will contribute to generate opportunities for agribusiness enterprises. Other sectors considered priority for the productive and technological development of the State are: aerospace, sciences of life, renewable energy, ITC/electronic and smart grids, other than and also competitiveness improvements of traditional sectors such as mechanical engineering and automotive.

The aerospace segment finds itself in the process of consolidation in Minas Gerais, mainly through, the performance of companies such as Helibras, Embrae, IAS, Gol and Lider Aviação, among other suppliers and service providers. It is also installed in Minas aircrafts maintenance centers for civil aviation (Gol and Azul/Trip) and military aviation (Aeronautical Park of Lagoa Santa), besides of the Instruction and Aeronautic Adaptation Center (CIAAR). The expansion of the Tancredo Neves International Airport (AITN) in Confins

– fifth biggest in the country considering numbers of passengers – and in its surroundings will also contribute for the investments attraction for those sectors. This happens because the expansion of this airport combined with the development of the called “Vetor Norte” (North Vector) of the Metropolitan Region of Belo Horizonte (RMBH) favors the business environment over better access conditions to the region.



Minas Gerais has been consolidating itself as one of the main Brazilian hubs of life sciences. In this perspective, it stands out the hub of excellence in bovine genetics – zebu specially – in the region of Triângulo, with several companies in the field of animal health, like Geneal, Miltigen and Progenie, among others. The Central region is also a hub with great potential for consolidation of this chain, because it already counts with a significant presence of companies in this segment, such as GE Healthcare, Philips VMI, St. Jude Medical, Inova Biotecnologia and Linhagen. Companies of this sector are also present in other regions, like Vallée and Novo Nordisk in the North of Minas, ACG Worldwide in the South, and BD in the region of Mata. The

state also counts with the activities of Fundação Ezequiel Dias (Funed), linked to the State Department of Health of Minas Gerais (SES/MG), for the promotion and protection of the state's public health. In this way, there is space for entrepreneurs in the segments of human and animal health and of medical equipment aimed at the consolidation of this chain in the state, both in providing services and various productive activities.

Another segment with great attraction of investments and in expansion process in Minas is the one in renewable energy, especially in photovoltaic, biomass and wind power. In this regard, it is relevant the potential of installation of photovoltaic solar plants in the territories

of North, Metropolitan, North triangle, South triangle, West and Northwest, because of the high incidence of solar radiation which they are submitted. This characteristic was researched by the Atlas Solametric of the state – result of a research and development program of ANEEL and Cemig – which detected high levels of solar radiation on those regions. It reinforces the demand for photovoltaic solar energy the realization of energy reserve auctions by the federal government that hired, in the first auction of 2015, the capacity of more than 1,000 megawatts-pick (MWp) of this source of energy. Moreover, there are great planted forest reserves in Minas that are underutilized, which represents a potential to be used to generate biomass.



The state also aims to strengthen the sector of Communication and information technology (ITC) notably already represented by Google, SAP, Microsoft, Infosys, Unisys, Algar, Ativas, among others that find themselves established in the state. The presence of those companies and various others, combined with the performance of universities, especially UFMG, and other research and education centers – such as the Microsoft Innovation Center BH and the Instituto Nacional de Telecomunicações (National Institute of Telecommunications – INATEL) certainly support the development of this value chain in Minas Gerais. The electronics chain – related directly with IT, because it uses new information technology each time – has grown in the state, especially in the south, where it is located the productive hub of electronics in Minas Gerais. However, there is still potential for densification of the chain and improvements of the productive efficiency, not only on the mentioned region.

Another sector that the state dedicates efforts to attract investments is the Creative Economy one. Based on the strategic guidelines and innovative public politics of the state's government, the Companhia de Desenvolvimento Econômico de Minas Gerais (Codemig – Economic Development Company of Minas Gerais) launched, on August 2015, the Codemig Program of Incentive for the Creative Industry, an unprecedented action that can help to foment the development of new business that can generate employment, profits and wealth for Minas Gerais. Until the end of 2018, it will be invested more than R\$ 20 million in initiatives of various segments, such as gastronomy, audiovisual, design, fashion, music and new medias. The program has identified strategic areas inside the wide range within the Creative Economy and it has already launched 2 calls in august: incentive to audiovisual and incentive to gastronomy. Those initiatives include others that are al-



ready in progress. In 2014, for example, the Minas Gerais' Gastronomic Front was created, which aims to develop and promote the state's cuisine in several areas. This action counts with the support of numerous institutions like Fecomércio, Belotur, CDL/BH, State Department of Tourism, State Department of Culture and other public and private agencies.

Still in this context, a correlated activity that also deserves a highlight for its great potential of expansion is tourism, being historical, cultural, religious, towards adventure, or for business. No matter the tourists' main objective, the state has conditions to offer correlated services, such as its typical cuisine in different regions. A potentiality that could be more explored in this scenario is to better promote the infrastructure of services to the visitors of state parks in different regions of Minas, as well as to improve promotion as a tourism location.

Other possibilities of investment and evolution of what already exists in the state are: greater value aggregation and generation of competitiveness for the state's products related to the automobile and mineral-metallurgical sectors – such as produce for the agribusiness and the energy segment for the mechanical engineering segment; promotion of synergies among the products and services of the sectors of biotechnology and agribusiness, this last one with a relevant presence in the territories of North triangle and South triangle; in addition to consolidation and productivity improvements of several other production chains, such as the processing of fruits and vegetables, grains and coffee in some territories, like South, North Triangle and South Triangle. It still sees as potential for projects, the development of suppliers to the anchor companies established in various regions of Minas. This work has been carried out by INDI and some partners, together with corporate entities.



INDI

INDI is the most traditional investment promotion agency in South America, with 45 years of activities, and a model for the creation of similar institutions in other Brazilian states. INDI is tied to the State Secretariat for Economic Development (SEDE) and is maintained by the State Electrical Company (CEMIG) and the Minas Gerais Development Bank (BDMG). INDI provides assistance to investors interested in establishing production units in Minas Gerais and also supports projects that are already installed in the state, helping them expand their businesses and increase competitiveness. All the work developed by INDI is carried out at no cost to investors.

MINAS GERAIS STATE INVESTMENT PROMOTION AGENCY - (INDI)

Rod. Prefeito Américo René Giannetti, 2º Floor • Building "Minas" Cidade Administrativa Presidente Tancredo Neves • Serra Verde • Belo Horizonte/MG • Brazil
ZIP-Code: 31790-160
Tel.: +55 31 3915-2866

Aiming to reach this diversification, and, simultaneously respect the territorial differences, Minas Gerais, through its developing ecosystem – in which act INDI, BDMG, Cemig, Codemig, state departments of government, business entities as FIEMG, FAEMG, Sebrae and ACMinas – and counting in other partners have been acting considering that investment attraction is a continuous process of building investors trust in the fundamentals of the territories where they decide to do business with.

No matter what segment your corporation is thinking of investing or the size of your company, count with the Institute of Integrated Development of Minas Gerais (INDI). Created and maintained by the Energy Company of Minas Gerais (CEMIG) and by the Bank of Development of Minas Gerais (BDMG) for 50 years now, INDI, the most traditional agency of promotion of investments of South America provides assistance at no cost to the investor who wants to settle in the state or who wants to expand its production plant installed here. We await your visit. ♦

IN ORDER TO FLY MORE AND MORE A NEW AIRPORT IS COMING UP.

NEW360

Minas Gerais is getting ready to have an airport up to its standards. With the new terminal, Belo Horizonte International Airport will have 17 more boarding bridges as well as new check-in, boarding and landing areas. An expansion that will increase its capacity to 22 million passengers per year and will offer more convenience to receive whoever passes by.

Minas Gerais opens its doors to the world.

NOVA LIMA IN FIRST PLACE AGAIN

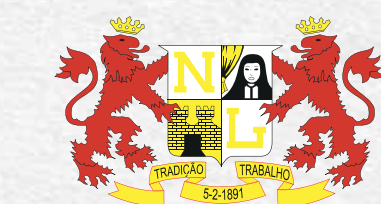
**ELECTED THE CITY WITH THE GREATEST
POTENTIAL OF DEVELOPMENT IN BRAZIL.**

Nova Lima has the best development Human index in Minas Gerais State, the best Basic education in its Metropolitan Region and It was elected the 1st best Brazilian city to live with less than 100 000 inhabitants in its area.

Now, our city won the 1st place of the Connected Smart Cities ranking, indicating Brazilian cities with up to 100,000 inhabitants of greatest potential for development.

In the overall ranking, Nova Lima is now ahead of large cities all over the country and occupies the 15th place, with emphasis in the areas of education and health.

**THIS IS A RESULT OF THE MUNICIPALITY
WORK THAT TAKES CARE FROM NOW,
THINKING THE OF FUTURE OF NOVA LIMA
BEING ALWAYS BETTER.**



**PREFEITURA
NOVA LIMA**

Managing Responsibly



Font: Ranking Connected Smart Cities

Nova Lima has received in August in São Paulo, the Award Connected Smart Cities - Cities of the Future of Brazil. The Indicator indexes were obtained from institutions such as SEBRAE, IBGE, DNIT, MINISTRY OF HEALTH, ANEEL, RAIS (Annual Information Social Ministry of Labour) ANATEL, ENEM, among others.

The evaluations were based on priority sectors for the population such as: Environment, Urban Planning, Mobility and Accessibility, Health, Education, Security, Governance, Economy, Entrepreneurship, Energy, Technology and Innovation.

Nova Lima, within the national context, reached the 15th place in front of important cities such as Niterói (RJ), Campinas (SP), Fortaleza (CE) and Uberaba (MG). In Minas Gerais State, Nova Lima occupies now the 3rd place, behind only of Belo Horizonte (MG) and Uberlândia (MG).

In between cities with less than 100,000 inhabitants, Nova Lima has excelled in 1st place, ahead of several cities located in the states of São Paulo, Paraná and Goiás. For specific sectors such as education and health, Nova Lima stood out in the national ranking as the 7th best city in quality of education and health.





Project of Internationalization Takes Minas Gerais to The World

By Exportaminas

Brazil's third largest economy and second biggest exporter.

STATE SEEKS BREAKTHROUGHS IN FOREIGN TRADE BY PUTTING INTO ACTION PLANS THAT LEVERAGE THE INTERNATIONAL TRADE.

Brazil's third largest economy and second biggest exporter, Minas Gerais sum efforts to put together an internationalization project towards all the regions of the state. The initiative is conducted in two fronts: with Exportaminas – unity of foreign trade of the State Secretariat for Economic Development – and with the International Relations Office of the state government. The intention is to take Minas Gerais to every corner of the world by internationalizing its products and services.

The “jeito mineiro” (or “Minas’ way”) has conquered the world. The sector of International Commercial Intelligence of Exportaminas found that in 2014 new regions started to consume products and services of the state, emphasizing regions such as Chad, Mongolia, Botswana and Bosnia-Herzegovina. “To conquer new markets is very important to Minas Gerais. The exported values still have a lot of space to grow, and that’s why the state is watchful to the market windows with other countries and regions”, said the State Secretary of Economic Development, Altamir Rôso.

In 2014, more than 1,400 companies of Minas Gerais exported. The state's products – like pão de queijo (cheese bread), engines, pharmaceutical products and chemicals, other than the traditional iron ore – were sold by 265 municipalities in the state, which 23 of them just debuted in the export market of 2014.

From the imports' point of view, 2,814 companies of Minas Gerais bought from other countries in the past year. In total, 231 municipalities of Minas Gerais imported, being 15 of them starters in this trade arrangement.

Thinking about strengthening the state's foreign trade, the Minas Gerais' internationalization project connects directly with two national plans released this year – the National Plan of Export Culture (PNCE) and the National Export Plan (PNE).

The first one will reunite around 20 national, state and local institutions around the dissemination of an export culture by the entrepreneur. The coordination of all the work will be done by a committee that will count on a direct intervention of Exportaminas e with the support of important institutions for instance ACMinas, Fiemg, Fecomercio Minas, Jucemg, Correios (Mail), Banco do Brazil (Bank of Brazil) and many more institutions and entities related to the international market.

The second one (PNE) searches for alter-

natives, such as better conditions of financing and access to markets for companies with potential to be exporters. The focus is not only to create opportunities, but also to make exportation to be viewed as a way to improve the national products in a world with globalized markets. "Minas Gerais has been collaborating to the development of an export culture and in enhancing the foreign trade environment. We have united the main entities in the national, state and local levels so they can articulate around the international commerce", said Rôso.

Through the International Relations Office, Minas Gerais has developed a diplomatic agenda in different areas like economy, education, health and social development. Coordinated by the chief-office of the area, Rodrigo Perpétuo, the challenge imposed is to internationalize all the 17 development areas of Minas Gerais by means of municipalities' collaboration. "The idea is that, with strengthen of the international and diplomatic actions in the economic, technical and institutional aspects, the government is going to be able to create new entrepreneurial opportunities for the population. The result of this interaction will be a stronger and more competitive state", explained Perpétuo. In the year of 2015 the state has already received delegations of the United States, Germany, Spain, Portugal, China, Japan, among others.

The idea is that, with strengthen of the international and diplomatic actions in the economic, technical and institutional aspects, the government is going to be able to create new entrepreneurial opportunities for the population. The result of this interaction will be a stronger and more competitive state.



SYSTEM FIEMG BUILDING
BELO HORIZONTE/MG

Copyright: Foca Lisboa



Exportaminas, for over a decade, helps companies from Minas Gerais that have potential to be internationalized. With free service, it also offer access to the main data of foreign trade listed monthly at the Commercial Balance – product of the unit that presents the main results of Minas Gerais' foreign trade.

It also offers an annual publication called "Panorama of Foreign Trade", which gathers data about importation, exportation, main sectors and commercialized products in the state. Nowadays, the Exportaminas count with the support of important institutions such as Fiemg (Federation of Industries of Minas Gerais), collaborating with missions and in-

ternational events, as well as Fecomercio-MG, Correios, Senac, among others entities acting with foreign trade.

If the entrepreneur has any doubts about how or to where export, the patch is quick and easy. One just needs to schedule a one-to-one appointment via website: www.exportaminas.mg.gov.br, or even through the Talk To Us, available at the domain. At the unit, the Minas Gerais' entrepreneurs will have access to all the needed information to understand the process of insertion in the international market. Other information can be acquired by calling: +55 (31) 3915-3000 or on Facebook: www.facebook.cm.br/exportaminas. ♦

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The Power of Minas Gerais Agribusiness

By Federation of Agriculture
and Livestock of the State
Minas Gerais (FAEMG)

If we had to choose one word to define Minas Gerais, a good choice would be diversity. In its territory – a little bigger than France and the 4th biggest in Brazil – draws attention the variety of vegetation, climate and topography.

This multiplicity is reflected in the agribusiness sector. The state is a leader of important products for the national economy, such as coffee and milk, besides it excel in beef cattle, forestry and equine, among other activities, developed in approximately 552 thousand rural properties, spread within the 853 municipalities of the state.

Even in this moment when Brazil is caught in one of the worst crises of the past few years, the agribusiness sector keeps holding the state's economy. With 0.20% of growth in May (2015), the GDP generated by the sector in 2015 is estimated in R\$162.5 billion. In 2014, the agribusiness represented 42% of the state's GDP.

“Our mission is to engage as players for what the world expects from us: the growth of our food production of at least 40% until year 2020, so we can attend the population rising. Our watchwords are management, productivity, innovation, quality and sustainability”, said the president of the Federation of Agribusiness and Livestock of the State of Minas Gerais (Faemg), Roberto Simões.

Among those priorities, the sustainable development is one of the goals of Faemg. One of the most important programs of our entity is the *Nosso Ambiente* (Our Environment), initiative that has been streamlined, with the objective of increase the actions to improve the environmental management, contributing for the sustainability of the rural enterprises of Minas Gerais.



Quantity with quality

One of the most important products of the state's agribusiness is coffee. With a production of 23.3 million of bags, the state responds for half of the Brazilian harvest, sold to more than 60 countries.

All this greatness can be seen, annually, in the International Coffee Week, event that has Faemg and its performers. In each edition it reunites more than 10 thousand visitors at Expominas, in Belo Horizonte, generating direct business around R\$25 million.

Among the grains, highlights the corn and soy, which together represents 88.5% of the production, and the remaining are cotton and sorghum (4.8%) and three harvests of beans (4.41%). The harvest of wheat has been outstanding in the state and it grew 17.3% comparing with the year of 2014, reaching 239.5 thousand tons. In the first harvest of corn, the state's production became first nationwide. Beans are in second place, with 529 thousand tons. The area and the production of grains in Minas have remained practically stable in the past 10 years, respectively, between 3 and 3.2 million hectares, and 10 to 12 million tons.

Minas also shows good performance in the sugar cane and alcohol sector. With 37 installed plants, it is the second biggest producer of cane in Brazil, only behind São Paulo. The state's production in the harvest of 2015/2016, according to the National Supply Company (Conab) it will probably reach 53.3 million tons.

The fruit production is another highlight, and our fruits are starting to cross borders. The Antonio Ernesto de Salvo Institute (Inaes), research and farming innovation center of Faemg, developed a protocol to export bananas. The result was the export in 2014, of the first experimental container to Portugal, with 5.7 tons, direct from the region of Jaíba, north of Minas Gerais.

Minas is also leader in forestry, with 1.53 million hectares of planted forests. Faemg acts to strengthen the sector, with projects aimed at training rural labor, support for the producers and identification of multiple uses of wood.



Advances in Cattle Breeding

The state has other good results, like the leadership at dairy cattle, with 9.3 billion liters annually. The state's production is the responsible by putting Brazil among the 3 biggest milk producers in the world, behind only India and the United States.

Faemg takes several actions to support the milk producers. One of them is the Programa Balde Cheio (Full Bucket Program), which promotes the development of the sec-

tor, through the use of techniques in pasture management, livestock control and property management. It is already more than 2.3 thousand benefits ranchers, in 315 state's municipalities.

In the beef cattle segment, one of the initiatives is the inclusion of Faemg in the Work Group on Sustainable Livestock (GTPS), association that congregates the several segments of the Brazilian productive chain. The

adherence is part of the strategy to enhance the competitiveness and sustainability of the sector in Minas Gerais, that has the second largest herd of cattle in Brazil, with 24.2 million heads, just behind Mato Grosso State.

In creation of equines, Minas Gerais is first with 760 thousand heads. It has also a good production of birds and swine, and watches now the strengthening of sheep and goat farming.



Focus on people

The development of agribusiness requires preparation of human resources and this is one of the Faemg's guidelines, through the National Service of Rural Learning (Senar Minas). In its 22 years of existence, the entity has been through an ascending trajectory. In 2014, it benefits more than 180 thousand people, and it had an increase around 8.29% in the realization of courses compared to 2013.

Along more than 2 decades, the Senar Minas has already trained for free around 1.5 million of professional in courses in the areas of agribusiness, agriculture, food and nutrition, support to rural communities,

aquaculture, handicraft, agroforestry support activities, activities related to service, education, community organizations, livestock, health and forestry, always focusing on the concerns of the rural labor market and the needs of the agribusiness and the rural communities.

In addition to more than 300 traditional courses, the entity invests permanently in new projects. One of the Senar Minas' goals is precisely expanding the portfolio of training, courses and programs, attending to the new demands arising from agribusiness modernization and from the support of the quality of life of the rural families. ♦



IMPORTANT FIGURES

INDICATOR	BRAZIL	MINAS GERAIS	PARTICIPATION MG/BR (%)
GDP	US\$ 2,353.78 billion	US\$ 162.75 billion	6.91
AGROBUSINESS GDP	US\$ 503.37 billion (21.39% BR'S GDP)	US\$ 69.46 billion (42.68% MG'S GDP)	13.80
AGRICULTURE GDP	US\$ 148.45 billion (6.31% BR'S GDP)	US\$ 36.48 billion (22.41% MG's GDP)	24.57
EXPORTS	US\$ 95.96 billion	US\$ 12.50 billion	13.03
AGRIBUSINESS EXPORTS	US\$ 41.24 billion (42.98% BR's exports)	US\$ 3.45 billion (27.6% of MG's exports)	8.37
AGRICULTURAL EMPLOYMENT	27% of the EAP	20% OF THE EAP	-

*EAP: economically active population.
SOURCE: FAEMG (2014)

MINAS GERAIS AGRIBUSINESS RANKINGS

PRODUCT	MINAS GERAIS	RANK/BRAZIL
Coffee	23.3 million of bags	1 st
Milk	9.3 billion of liters	1 st
Potato	1.17 million tons	1 st
Planted forests	1.53 million hectares	1 st
Equine	760 thousand heads	1 st
Cattle	24.2 million of heads	2 nd
Garlic	22.8 thousand tons	2 nd
Beans	529.2 thousand tons	2 nd
Sugar cane	53.3 million tons	2 nd
Orange	995.3 thousand tons	2 nd
Sorghum	487.8 thousand tons	2 nd
Tomato	665.5 thousand tons	2 nd
Pineapple	269.7 million of fruits	2 nd
Banana	815.8 thousand tons	2 nd

Source: IBGE/LSPA April (2015)



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Amcham-Brasil was founded in 1919 and has always played an active role in the country's business environment. The role performed by the organization has attracted virtually all American companies with operations in Brazil, as well as multinationals from over 40 countries and a great number of large size Brazilian companies. As a result, Amcham-Brasil is now the biggest among the 104 American Chambers there are in the world.

Throughout these more than 90 years of existence Amcham-Brasil has made major con-

tributions for the improvement of the business environment both in Brazil and in the U.S.A., working to support important principles, such as respect towards the society and the environment, democracy, free initiative, freedom of speech, intellectual property, entrepreneurship, innovation and strengthening of national institutions.

The key main purpose of Amcham is to strongly support the free enterprise system ("For a better business environment") as well as to promote the strengthening of Brazil / U.S. economic and commercial relationship.

Amcham-Brasil has approximately five thousand member companies and has offices in 14 Brazilian cities - Porto Alegre, Curitiba, Joinville, Campinas, São Paulo, Ribeirão Preto, Belo Horizonte, Uberlândia, Goiânia, Brasília, Fortaleza, Campo Grande, Salvador and Recife -, having a nationwide level of representativeness.

All those regional centers promote a variety of non-stop activities, mobilizing around 150 thousand businessmen yearly for as much as 2 thousand different meetings, fairs, task forces and fora.

International Affairs

The main purpose of the department of International Affairs is to promote trade through the analysis of information and assistance to our associates, as well as to foreign companies that wish to operate in Brazil.

Our focus is to increase the trade flow between Brazil, the U.S. and other major players worldwide using our products and services as tools for understanding all aspects of international relations and trade.

Differential

Amcham Brazil's differential is the set of services provided for Brazilian and foreign companies which intend to improve their relations on trade and investment. Based on many years of experience and with the support of the US Chamber, the Brazilian and the American Diplomacies as well as the American Chambers of Commerce around the world, Our services are:

- **Trade Intelligence**
 - **Trade Missions**
 - **Publications**
- **The AMCHAM Brazil Foreign Partnership Program**

American Chamber of Commerce

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FOR A BETTER BUSINESS ENVIRONMENT - AMCHAM IN NUMBERS (2014)

BUSINESS CENTER CONTENT GENERATION BUSINESS NETWORK

Largest Amcham outside U.S. out of the 104 in the world

SCOPE
14 Branches
All sectors of the economy

85% of Brazilian Companies
Companies from 40 countries 100% of American companies in Brazil

5.000 member companies
8 million direct and indirect Jobs

72 of the 100 most valuable brands are members

SOCIAL MEDIA
512.000 pageviews per month
157.000 website users per month
2.000 press presence (interviews, information per year)

1.800 activities
2.000 key-note speakers
150 theme committees
100.000 professionals

FOREIGN TRADE
Brazil-USA and other Markets
Trade and Investment
Promotion
Research projects



Brazil-China



Brazil and China are the two most important developing countries in the world. The strategic partnership between the two countries has been in place for 21 years and their convergence in politics, diplomacy, finance and commerce is notable. Minas Gerais is the second largest Brazilian state in relation to trade with China and there is great potential for this commercial relationship to grow.

Brazil and China established diplomatic relations in 1974 and after this event their mutual trade has grown quickly. In 1993 the Chinese Prime Minister helped transform the Brazil-China association into a strategic partnership. It is important to notice that Brazil was the first developing country that had such a solid relationship with China. In the

21st century, under the presidency of Lula, Brazil-China relations were consolidated in the scope of the increasing south-south cooperation. Today, China is Brazil's largest commercial partner in the world: it is the biggest buyer of Brazilian goods and holds second position in sales to Brazil. Nevertheless, Brazil has deficit in relation to external

trade with China, Brazilian exports to China are based on iron ore and soy beans which have less value than its imports based on high technology. Therefore, there is space in this relationship for the diversification of commerce and for larger mutual investments in logistics, infrastructure and technology.





The increasing possibilities of commerce between Minas Gerais and China

IGREJA DE SÃO FRANCISCO DE PAULA
TIRADENTES/MG



The state of Minas Gerais has great significance in terms of land area and economy in Brazil. The province is bigger than countries like France, Germany, Spain and Japan and has a larger economy than Denmark, Portugal, Venezuela and Chile. With a GDP that exceeds 210 Billion Dollars; representing 10.8% of Brazil's GDP, Minas Gerais is a promoter and facilitator of the Brazilian economy and has a serious public administration and entrepreneurship. Located in southeastern Brazil, with a population that exceeds 20 million, the state has a fortunate geographical position, situated close to 80% of the Brazilian consumer market. In the

capital, Belo Horizonte, the population is 2.49 million and the city's GDP accounts for 40% of total generation of the state. Minas Gerais is also the second largest exporter among Brazilian states, totaling 12.3% of the country's exports and was responsible for 56% of the trade balance of Brazil in 2012. Among the highlights of its economy are coffee (accounting for 35% of Arabica coffee production in the world), iron ore and its derivatives (highest producing region of the iron ore in the world), sugar cane, chemical and automobile industries, having the third largest industrial park in these sectors in the country.

Brazil-China Chamber

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MINAS-CHINA ASSOCIATION

Trade between Minas Gerais and China has clear possibilities to develop in the near future. The state of Minas Gerais is the second largest sugar cane producer in Brazil. Sugar cane is the main raw material used in the production of biofuels, the use of which has no impact on the environment. China has a great need for fuels due to its enormous economic growth and at the same time, it needs renewable fuels because of the impacts petroleum has on the environment. Remembering: China responds for the second largest greenhouse gas emission in the world. As Minas Gerais is the largest iron ore exporter in Brazil and China needs this product to accelerate its economic growth, investments in logistics such as in ports and railways should be considered to decrease the costs of external trade to the Chinese market. Minas Gerais is also one of the main honey and propolis producers in Brazil, products that are very expensive in China and, hence, currently underused for individual consumption (honey) or for the production of cosmetics (propolis). Perhaps coffee is potentially the main product that could be bought by the Chinese market from Minas Gerais. Minas Gerais is by far, the largest coffee producer in Brazil and in the world, and the Chinese Chamber of Commerce in Brazil has made important missions to China to promote this product.

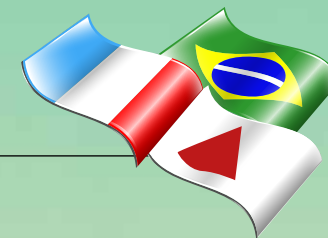


CONCLUSION

The Chinese Chamber of Commerce in Brazil – CCB is available to help all Chinese investors who are interested in importing or

exporting products between Minas Gerais and China. The Institution has in-depth knowledge of the Brazilian and Chinese markets. The increased production and consumption of several sectors such as iron ore, propolis

and honey, sugar cane and coffee have created new opportunities for investments and, therefore, have increased international trade between Minas Gerais and China. ♦



French Chamber of Commerce

The Chamber of France is a non-profit association that aims to develop the economic, financial, commercial, industrial, technical, cultural and social relations between France and Brazil.

Its goal is to optimize the relations between its associates and official French agencies in Brazil such as embassies, consulates, economic mission and foreign trade councils. It is additionally a privileged interlocutor of French agencies in the business world for Association des Chambres Françaises de Commerce et d'Industrie (ACFCI), Business France and Mouvement des Entreprises de France (MEDEF). It is also part of an important net of regional French chambers of commerce and industries worldwide.

On the commercial side, the Chamber of France provides economic and general marketable information, and it supports French and Brazilian companies stimulating bilateral partnerships and supporting the French companies on their "first steps" in Brazil.

The Chamber operates on several fronts aiming the development of business volume, through the obtaining of information and ideas exchange with all the responsible of the associated companies, promoting effective networking between the Chamber's members.

In this year of 2015, despite of many experts assert that it will be a year of recession for the Brazilian economy, certainly many markets will grow. The opportunities might arise starting at new tendencies from people's behavior change, as an example there is a strong tendency towards the companies that delivered services directed to health and well-being. In the next year the Chamber of France will be focusing its attention concerning this sector of business.

The technological segment and the digital games segment are strongly developing in the market likewise. The startups of IT (information technology) have been showing themselves as really interested on internationalizing, and the recent mission of Fumsoft to CAP Digital in Paris comes with the potential of bringing significant results.

Besides that, the mission of Minas Gerais' entrepreneurs that went to France in May of 2015 expects R\$500 million of investments in the productive sector and in sustainable development politics for the state of Minas. According to the state's governor Pimentel, France is "a strategic partner of Minas and we (Minas Gerais) have the perspective of developing a profitable relationship coming both ways, involving the private sector and focusing on innovation, social inclusion and sustainability". The agenda involved meeting with the French Agency of Development (AFD) and the Public Bank for Investments (BPI). During the visit a business breakfast was promoted at the Industrial Confederation of France and it was also upheld a meeting with French companies interested on increasing or performing investments in Minas Gerais.

In addition to presenting the development program in the IT sector called "Minas Digital", the Minas Gerais' government presented as well a proposal to the Public Bank of Investments (BPI) to create an investment fund to technology-based companies, aiming on the stimulation of partnerships between French and Minas' entrepreneurs. The objective is the internationalization and enlargement of the market, and high-tech trade, favoring sectors such as aero special, semiconductors and biotechnology.

"The proposal is that the Development Company of Minas Gerais (Codemig) will invest 50 million euros and the BPI another 50 million, generating a "mirror trust", anchored by the Development Bank of Minas Gerais (BDMG), focusing on the development and internationalization of small and medium companies within the agreement between the Brazilian government and the French government in the field of innovation", explained the president of Codemig, Marco Antônio Castello Branco. According to him, the trust could initiate its operations in the beginning of 2016.

Still on the matter of good news and bilateral relations, the Ministry of Development, Industry and Foreign Affairs (MDIC) has just launched a

partnership with the Ministry of Economy, Industry and Digital Sector of France named First Call to Presenting Joint Projects of Research and Development.

The Call invites Brazilian and French companies to former a partnership to present joint projects in research, development and innovation towards introducing new products, processes and services to the market. Projects approved for the Call are going to be able to be financed by the investment bank Bpifrance on the French side and by the BNDES and other promotion agencies on the Brazilian side. The projects can be on the following sectors: ITC (information technology and communication), integrated urban development (e.g.: smart cities), biotechnology, green chemistry, biofuel, health, petroleum and gas (including topside, submarines, downhole and reservoirs technologies), energy (including solar photovoltaic and wind power) and cosmetics.

Thus, certain that Brazil and the future are potentially greater than the immediate present, the Chamber of France keeps working with enthusiasm so the commercial relations with France diversify and prosper in the state of Minas Gerais.

It praises the initiative and participates along with ACMinas on the project Internationalize BH (Internacionaliza BH), which it believes will drive this irreversible trend and certainly enrich the economic outlook of Belo Horizonte and the state of Minas Gerais. ♦

French Chamber of Commerce

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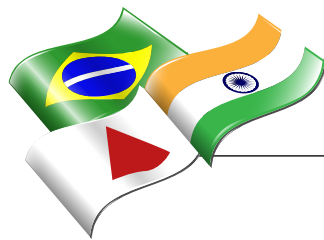
MINAS GERAIS and INDIA, Cases of success and main activities

The India Brazil Chamber of Commerce (IBCC) has a strong tradition of the interlocation between the Indian and the Brazilian markets. Established in 2003 and having its headquarters in the A.H. Consulate of India in Minas Gerais, IBCC has assisted companies from Minas Gerais and from Brazil as a whole to search new projects in India through market researches and direct follow-ups with the entrepreneurs, whether they are in Brazil or in India. IBCC also carries out corporate missions to India since 2004, with a special highlight to the follow-up of the Official Delegations of

Presidents Lula in 2004 and Dilma Rousseff in 2012 during the BRICS Summit. The Chamber also organized the Official Delegation of Minas Gerais' Government to India, in October 2011, in which the former Governor of the state of Minas Gerais, Antonio Anastasia, and a delegation of important entrepreneurs from Minas Gerais related to ACMinas and FIEMG, have visited great Indian companies and have been able to establish a series of contacts and new international connections, which has been generating strategic investments to the state of Minas Gerais.

IBCC has assisted companies from Minas Gerais and from Brazil as a whole to search new projects in India...





Since its foundation, IBCC seeks to assist the entry of Indian companies in Brazil, especially in Minas Gerais, and also helps on the exports of Brazilian's products to India. It is worth to mention some cases of success over the 12 years, as the partnership between Tata and Marcopolo for the manufacturing of buses in India (2004); market and exports studying of Cachaça Diva for the Indian market (2006), being that the first Brazilian cachaça (typical beverage) to enter in the Indian market; establishment of the Information Technology company Infosys in Minas Gerais (2009); exportation of Havaianas for the Indian market (2011); establishment of the Indian BPO company Genpact in Uberlândia (2012); plant establishment for the Indian pharmaceutical company AGC Worldwide in Pouso Alegre – MG (2013-14), after negotiating with the Government of Minas Gerais, among other businesses.

Another important strategy for the relation between the two countries is the participation in international fairs. In 2014 and 2015, IBCC led two delegations of entrepreneurs from the pharmaceutical sector to take part in IPHEX, the sector's biggest fair in India, organized by the Pharmaceuticals Export Promotion Council of India (PHARMEXCIL). Both delegations have counted with important businessmen and businesswomen from the Brazilian pharmaceutical segment and good business have been generated in both years. On 2015's edition, we had a stand on the fair to introduce the opportunities within the Brazilian market. In that opportunity we have launched the Pharma Office, which will be directed to the promotion of business between Brazil and India on the pharmaceutical sector.

The year of 2015 is a very auspicious year for IBCC due to the reopening of our branch in India, in partnership with Mr. Ashutosh Gupta, a businessman from the Indian pharmaceutical sector. The office, located in the central area of New Delhi, India's capital city, has a team of professionals who are fluent in Por-



tuguese and Spanish, seeking to assist our associates and partners even better.

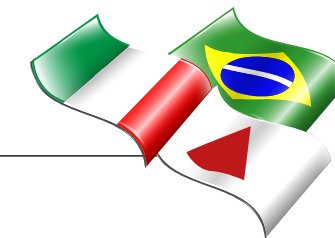
The India Brazil Chamber of Commerce is proud to be a reference on the relationship between two important members of the BRICS and is available to assist Brazilian and Indian companies to build and consolidate this relation. ♦

“ Since its foundation, IBCC seeks to assist the entry of Indian companies in Brazil, and also helps on the exports of Brazilian's products to India. ”

India-Brazil Chamber of Commerce

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**CÂMARA ÍTALO-BRASILEIRA DE COMÉRCIO,
INDÚSTRIA E ARTESANATO DE MINAS GERAIS**

**Italian-Brazilian
Chamber of Commerce**

A business environment towards the promotion of commercial exchanges in the global scenario, that's how the Chamber of Italy defines itself. It is a chamber that fosters the bilateral relation between Italy and Brazil, as well as the relations between all the big markets. Founded in 1995, it was officially recognized by the Italian government in 1998.

The Chamber is part of a net of more than 80 Italian commercial chambers in the world, which gives support to nearly 25,000 associates in 55 countries. To promote products and services worldwide, this net is essential in the process of companies' internationalization.

The Chamber has a portfolio of products and services aiming at expanding the opportunities that generate results to its associates, clients and partners. Its main services are: organizations of rounds of business with companies around the world; participation in the best world fairs in Italy and management of technical visits; global broker with articulation of channels of promotion and global relationship to prospect the selling of companies and international partners, offering personalized advice to the realization of business.

The Chamber's mission is to consolidate itself as an influent and efficient reference in the promotion of commercial, political, institutional and academic cooperation between Minas Gerais and Italy, assisting Brazilian and Italian companies in their process of internationalization and in the development of strategic partnerships that generate benefits to both countries. Its vision it is to be perceived for the excellence of its services and recognized by its associates, by the government and by the Brazilian and Italians entrepreneurs as an entity of promotion and enhancement of

the relations between Brazil and Italy. Its values are: ethnics in its relations; transparency in the results; compromising on offering high quality services; respect to people; promotion of a favorable environment to the development of new business; compromising with an innovative and sustainable development; globalized vision to understand the business environment as an ensemble of interdependent relations.

For being a strategic connection between Brazilian companies, Italy and the worldwide commerce, the Chamber conceived the area Expo Milan 2015 during the 9th Italian Festiv-

Minas Gerais is considered the 3rd biggest economy in Brazil, the biggest hub of biotechnology and life sciences and 2nd largest automotive hub in the country. It is also the main producer of coffee, gold, steel and iron ore in Brazil.

Milan 2015, in Italy, during October.

Minas Gerais is considered the 3rd biggest economy in Brazil, the biggest hub of biotechnology and life sciences and 2nd largest automotive hub in the country. It is also the main producer of coffee, gold, steel and iron ore in Brazil. Head office of the only company that produces helicopters in Latin America, the state of Minas Gerais holds a large amount of companies in the information technology (IT) segment. Pioneer in the digital entrepreneurship, Belo Horizonte has a hub called San Pedro Valley, a community of companies and projects that compose the capital's ecosystem of startups. It is within this context that it was released in 2014 the Prêmio Mineiro de Inovação (Minas Gerais Prize for innovation), an initiative from the Chamber of Italy with institutional support from the Government of the State of Minas Gerais and FIEMG, which it purposes is to recognize and gratify those who their ideas effectively contributed to the advancement of knowledge in the State, generating projects and transforming solutions, with a positive environmental and economic impact. ♦

**Italian-Brazilian Chamber of Commerce,
Industry and Craftwork of Minas Gerais**

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ity in Belo Horizonte in May, 2015. Under the central theme of the expo "Nursing the planet, energy for the life", more than 100 thousand visitors where able to know better about this important worldwide manifestation in the capital of Minas Gerais, set as the third biggest event in the planet. With the goal of offering an efficient response to the demand of the Minas Gerais' entrepreneurs interested in the great opportunities offered by the Universal Exposition, the Chamber has organized a commercial mission and technical visits to the Expo



Câmara Portuguesa
de Comércio no Brasil
Minas Gerais

**Portuguese Chamber
of Commerce in Brazil
Minas Gerais**

The Portuguese Chamber of Commerce in Brazil – Minas Gerais, established in 1996, is an association dedicated to the growth of commercial, technological, social, and cultural relations between Minas Gerais, Portugal and Portuguese-speaking countries.

The Chamber is responsible for strengthening economic relations between Minas Gerais, Portugal and all businesses of Portuguese origin looking for a competitive position on the global stage. The common elements that unite the two countries, especially the language, culture and history, clearly favor the success of new business opportunities and generate promising opportunities.

The geographical location of Portugal is also very strategic. Located at the West Coast of Europe, Portugal is close to time zones of distant countries like Russia and the US facilitating business whether you go West or East. It is also a gateway to a market of about 250 million people in the Portuguese speaking countries and also to the European Union countries.

The Portuguese Chamber of Commerce in Brazil – Minas Gerais, along with 12 other Portuguese Chambers, composes the Federation of Portuguese Chambers in Brazil. The Federation enables the integration and development of network between the Chambers and their respective associates.

Among the objectives of the Chamber, there are the promotion and strengthening of trade and cultural exchange

between the two countries and creating business opportunities in various industries: exports, imports, technology, food, transportation, infrastructure, construction, financial inspection, tourism and health.

The Chamber has a portfolio of products and services that focuses in the expansion of opportunities and generation of results for our associates and customers. Among our main products and services are: organization of events, courses and lectures; studies and analyzes of business intelligence; organization of commercial and business missions; international and national match-making and support to start a company in Brazil or in Portugal.

Our main mission is to promote in Minas Gerais a network able to launch opportunities to the new entrepreneurs or to the already established enterprises of the Portuguese-speaking countries.

**PORTUGUESE CHAMBER OF
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MINAS GERAIS AND PORTUGAL: new opportunities of business

Located in the southwestern of Europe, on the tip of the Iberian Peninsula, Portugal is a country with an estimated 10.6 million inhabitants and whose GDP in 2013 was US\$ 219,29 billion, positioning the country as the 49th economy in the world. The main field of activity in the country is the service sector which corresponded to 75,4% of the GDP last year, followed by the industrial sector with 22,1% and thirdly, the agricultural sector with 2,5%.

In 2013, the foreign trade of the

country grew by 21,8% compared to 2009, from US\$ 113,4 billion to US\$ 138,1 billion. About the exports of Portugal in the same year, fuels (oil and refined petroleum gas) were the main products exported, followed by automobiles, electrical and mechanical machinery, plastics, footwear, paper, knitted garments, iron/steel articles and furniture. The fuels were also the main item of imports followed by vehicles, mechanical and electrical machinery, plastics and pharmaceuticals products.

In the last years, despite the crisis in the country, it is possible to highlight two factors that are contributing to Portugal to exit from the financial recession: growth in the exports and prosperity of tourism in Portugal. Tourism is a strategic sector for the national economy due to the direct and indirect incomes that it generates, since it has been contributing to 46% of the exports in services and in 10% of the national GDP.



Portugal, hoping to boost its economic growth, aims to invest more in the country's infrastructure. In January 2014, a group led by José Eduardo Carvalho, president of the Portuguese Industrial Association (AIP) announced that until 2020, thirty infrastructure projects will be seen as priorities. Among the planned infrastructures is the creation of a deep-water

terminal in Lisbon, the conclusion of the rail link between Sines and Spain and a new cargo terminal at the Lisbon Airport.

Regarding to Brazil, the country is considered the fourth main destiny of Portuguese direct investment abroad. There is an estimate that currently about 600 Portuguese firms or companies of Portuguese capitals are working

in Brazil. Over the past 10 years, Brazilian's investments in Portugal grew more than 250%. In addition, bilateral trade in 2013 generated US\$ 1,9 billion. From 2009-2013 this trade grew by 13,5%, from US\$ 1,9 billion to US\$ 1,94 billion.

For Portuguese investors who seek Brazil as a market, Minas Gerais is the perfect place for your business. In recent years, the govern-

ment of Minas Gerais has developed and invested in various projects linked to trade, having as main objective "to be the best state for business with the foreign", thus contributing to the diversification, value aggregation and sustainable growth of the state and national economy.

In this regard, since 2008, relations between Portugal and Minas Gerais were much benefited by the establishment of a direct flight from Lisbon to Belo Horizonte by TAP. The flight not only contributed to the increase in the number of foreign tourists and business between Minas Gerais and Europe, but also in the trade relations between the state and Portugal.

Minas Gerais is considered the largest mining state in Brazil and the second largest software producer in the country. Moreover, it is home to over one third of biotech companies in Brazil, the largest producer of coffee, head-quarter of five of the top 10 Brazilian universities, and it also has the best primary education in the country. The capital, Belo Horizonte, has a community of startup known as the "Valley of São Pedro", consisting of approximately 100 local businesses which have attracted international attention for its innovations.

In March 2014, the industrial airport of Confins was inaugurated, the first in the country, located on the site of the Tancredo Neves International Airport in Belo Horizonte.

two factors
that are contributing
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in Portugal.

This customs enclosure, facing the realization of industrial activities, will host non-polluting enterprises, oriented mainly for export and whose production will use intensively air transportation in order to ensure speed, agility and

accessibility to both suppliers and consumers. There is a forecast that this venture will attract nearly US\$ 100 million in investments. So it is a great opportunity for those who are thinking of Minas Gerais as a place to invest.

The Portuguese Chamber of Commerce in Brazil – Minas Gerais has also contributed to improve the trade relations between the state of Minas Gerais, Portugal and others Portuguese speaking countries.

In 2013, for example, the Federation of Portuguese Chambers of Commerce in Brazil and the Portuguese Chamber of Minas Gerais organized the 7th Business Meeting in Portuguese Language in Belo Horizonte. With the intention of expanding ties between entrepreneurs, public and private entities in Angola, Brazil, Cabo Verde, Guinea Bissau, Mozambique, Portugal, São Tome and Principe and East Timor, a thousand entrepreneurs participated in the event. Topics such as renewable energy, real estate, infrastructure, tourism, agribusiness and information technology were discussed. The expectation of business between the companies reached R\$ 1,7 billion (US\$ 85 million). ♦



Investing in Brazil

By Manucci Law Firm



HOW TO INVEST IN BRAZIL

Brazil is the world's second largest emerging economy, second only to China, with a PPP GDP of USD\$ 3.2 trillion. It is the world's 7th largest economy (expected to become the 5th in the next decade) and it is the largest economy in Latin America. By continuously building upon the solid macroeconomic stability, which began in the early 2000's, by 2012, it had become the world's 3rd largest foreign direct investment recipient and the 1st in Latin America.

Major companies are headquartered in Brazil, such as Embraer, Vale, Petrobras, among others. With more than 200 million inhabitants and a large middle-class population,

the country also has a huge and growing domestic market. Since 2003, 40 million people have joined the middle-class as a result of successful economic and social investment policies to fight poverty. Additionally, the country possesses many large industrial and major infrastructure projects (resulting from the "Accelerated Growth Program" and the "Logistics Investment Program"), which combine technology, high productivity and sustainability.

Therefore, Brazil is one of the world's greatest investment opportunities, a gateway to Latin America, and is looked upon as a model for growth for other developing countries.



BRAZILIAN DEFINITION OF FOREIGN CAPITAL

Under Federal Law nº. 4131, of 1962, foreign capital can be defined as goods, machinery or equipment brought into Brazil without initial payment, for use in the production of goods and services, as well as financial or monetary resources brought into the country for use

in economic activities. In both cases, foreign capital must belong to companies or individuals with permanent residence or headquarters in foreign countries.

Foreign capital is afforded the same legal treatment as national capital.

MANUCCI
ADVOGADOS

Manucci Law Firm provides specialized legal services through smart strategies aimed at achieving results and savings for its clients.

Through a multidisciplinary team of skilled professionals, the law firm offers the structure and support required to meet the demands of its clients in Brazil and abroad.

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FOREIGN DIRECT INVESTMENT MODALITIES

Foreign investment in Brazil can be carried out as a direct investment or through an investment portfolio. If the investor holds 10% or more of ordinary shares or the right to vote in a Brazilian Company, it will be considered a Foreign Direct Investment (FDI). If the percentage is less than 10%, the investment will be considered a Foreign Portfolio

Investment (FPI). Portfolio investments refer to foreign investments in the Brazilian financial and stock Markets in the form of share acquisitions or fixed-income or securities, traded in Brazil or abroad.

Foreign Direct Investment is divided into two main modalities, which are (i) capital participation and (ii) intercompany loans.

MOST COMMON LEGAL ENTITIES

The most common entities chosen by foreigners in Brazil to set up businesses are the Sociedade Anônima (similar to a Corporation) and the Sociedade Limitada (similar to a Limited Liability Company).

The Sociedade Limitada (Ltda) is regulated by the Brazilian Civil Law Code, and is organized through its articles of incorporation and its Operating Agreement. Its members have limited liability.

- The liability of members is limited to their investment (otherwise known in Brazil as “quotas”), provided that the member’s capital contribution has been paid.
- The capital is divided into units that represent the amount of money, credits, rights or assets which the shareholder has contributed to the company’s capital.
- There is no minimum capital required to set up this type of company.
- A minimum of two members (Brazilians or foreigners) is required.

The Sociedade Anônima (S/A) is regulated by Federal Law No. 6404, of 1976, and is organized according to its bylaws. It is a business corporation by legal definition, with the objective of earning profits to be distributed among its shareholders. Its capital is represented by the value of all issued and outstanding shares.

- A minimum of two shareholders (Brazilians or foreigners) is required.
 - Generally, there is no minimum capital required, except for some specific activities, such as financial service firms, banks etc.
- There are two types of Sociedades Anônimas: (i) a publicly-held company, which obtains funds through public offers and subscriptions and is supervised by the Brazilian Securities Commission (CVM); and (ii) a privately-held company, which obtains capital from its own shareholders or subscribers.

HOW TO SET UP A COMPANY IN BRAZIL

FORMAL PROCEDURES

- Foreign shareholders must appoint and be represented by a local attorney-in-fact, granted specific powers to act on their behalf in any administrative and judicial proceedings;
- Foreign citizens and companies must be registered with the Federal Revenue Service to obtain the Company’s Tax Registration Number (CNPJ) or Individual Tax Registration Number (CPF);
- Bylaws or articles of incorporation of the investors’ foreign companies and power of attorney shall be legally recognized at the nearest Brazilian Consulate in the foreign country before their respective translation for legal equivalence;
- The manner in which the capital stock will be subscribed to in the Brazilian companies (goods, cash, and rights) is described in the bylaws or articles of incorporation;
- After the translation for legal equivalence, the bylaws or articles of incorporation must be duly filed with the Brazilian Local Trade Register (a lawyer must review and sign the bylaws or articles of incorporation);
- After filing the company’s deeds, the investors must register the foreign capital (cash, rights, goods, equipment) with the Brazilian Central Bank Information System (SISBACEN) using the RDE-IED (Electronic Registration) software program. The capital registration in RDE-IED is also necessary to ensure the remittance of profits, profits reinvestment and capital repatriation in the future;
- Before beginning its operations, the company must be registered with the appropriate State Revenue Agency, Municipal Revenue Agency and Social Security Agency (INSS).

PERMANENT VISA

- Foreigners can be Directors or Managers of Brazilian Companies, however, they must have a permanent Brazilian Visa;
- The permanent visa is contingent on registration of the company’s bylaws or articles of incorporation and must be approved by the Ministry of Labor, the Ministry of Foreign Relations and the Federal Police;
- The visa is also contingent on the carrying out of the work for which the work license was required;
- To apply for a permanent visa for its Directors, the foreign company must have at least, R\$ 600,000.00 Brazilian Reais (around USD\$

250,000.00 on 04.02.2014) invested in Brazil for each Director, provided that such investment is registered with the Central Bank of Brazil;

- It is also possible to obtain the permanent visa for its Directors if the foreign company invests, at least, R\$ 150,000.00 Brazilian Reais (around USD\$ 65,000.00 on 04.02.2014) and the company will produce a relevant social impact in Brazil. Examples of relevant social impact are: creation of jobs for Brazilians, transfer of knowledge to local companies in Brazil, environmental benefits and empowerment of local communities;

- The permanent visa may also be granted to individuals who invest, at least, R\$ 150,000.00 Brazilian Reais (around USD\$ 65,000.00 on 04.02.2014) in a Brazilian company, either existing or recently set up.



CAPITAL ADMISSION – CATEGORIES

- 1) Money; chines, equipment) or intangible (rights);
- 2) Importation of goods without exchange coverage. The goods may be tangible (ma-
- 3) Reinvestment of profits, “interest on own capital” or future profits reserve.

BRAZILIAN TAX SYSTEM OVERVIEW

The Brazilian Taxation System has 3 (three) tiers of taxation:

- **FEDERAL;**
- **STATE;**
- **MUNICIPAL.**

- Taxation will vary depending on the activity of the company and the location where it operates (City and State);
- Brazilian companies constituted or controlled by foreign capital, in general, have no special

tax benefits in relation to companies constituted or controlled by Brazilians; However, Cities and States generally offer tax benefits and concessions of land for substantial and relevant foreign investments.

TAXATION

- The profits/dividends distributed by Brazilian companies to partners based or resident in foreign countries have not been subject to income tax since 1996;
- Capital gains (which are the result of the positive difference between the acquisition value of goods and rights and their sale value) are taxed as income tax at the rate of 15% on the gains;

- Services provided by foreigners, residents or domiciled abroad, to individuals or companies in Brazil are subject to income tax at the rate of 15% (25% on software and technology acquisition or to companies based in tax havens), plus Municipal taxes on services, depending on the service and location where it is rendered;
- Royalties paid to controlling companies based in foreign countries are subject to a total taxation at the rate of: 15% of income tax and 10% of CIDE tax (nondeductible under double taxation agreements).

DOUBLE TAXATION AGREEMENTS

Brazil has entered into Agreements to avoid double taxation of income with the following countries: Argentina, Austria, Belgium, Canada, Chile, China, Czech Republic, Denmark, Ecuador, Finland, France, Netherlands, Hungary, India, Israel, Italy, Japan, Korea, Luxemburg, Mexico, Netherlands, Norway, Peru, Philippines, Portugal, Slovak Republic, South Africa, Spain, Sweden, Turkey and Ukraine.



HOW TO HIRE EMPLOYEES IN BRAZIL

Employment-Related Regulations And Obligations



The popular Brazilian saying that “Brazil is the country of the future” has been showing greater signs of veracity these days due to the country’s long-lasting financial stability, and also because of its abundance of natural resources and labor.

These qualities, in addition to several other assets, have increasingly lured foreign investors.

However, before foreign investors start to operate and hire personnel in Brazil, they must first:

- register the company with the Ministry of Labor and Employment;
 - register the company with the Mandatory Fund for Unemployment Benefit (locally known as FGTS) for the payment of mandatory contributions that will benefit the employees if they are dismissed;
 - register the company with the National Institute for Social Security (locally known as INSS) for the payment of social security contributions to be made by the company and by the employees;
- Like similar employment-related laws in much of Europe, these laws governing employment relationships in Brazil are protective to the employee,

which is why all companies must ensure the following rights to their employees, regardless of the company’s business or nationality:

- A 13th annual salary, the payment of which can be divided into two installments as follows: half between the beginning of February and the last day of November, and the other half by December 20th;
- 30 days’ paid vacation, plus an additional 1/3 of the employee’s salary;
- Weekly shift of 44 hours maximum and 8 hours daily, with the possibility of an additional 2 hours overtime daily;
- Overtime to be paid at time and a half (minimum);
- Reduction in the length of night-shift hours (one hour is reduced to 52 minutes and 30 seconds);
- The night-shift premium is for work between 8 p.m. and 6 a.m.;
- Payment of danger money for work in un-

healthy or hazardous conditions;

- Paid Weekly Rest (locally known as DSR);
- Limitation as to the type of work that can be done by underage workers, such as in hazardous or unhealthy activities, on night shifts and/or in places or jobs that may be harmful to their morality;
- Transportation costs between the workers’ home and their place of work;

Besides ensuring these rights, companies must also comply with regulations concerning work health and medicine, as well as with quotas for disabled employees and for young apprentices, in addition to paying all taxes, contributions and other levies on payroll.

In addition to these requirements and regulations, it must be mentioned that other specific requirements may also apply, depending on the type of business the company wants to operate in. There are not, however, specific legal requirements applicable to employees hired by foreign companies.



LEGAL GUIDE – BRAZILIAN VISAS

Brazil has seven different types of visas, which allows the entry and sojourn in National Territory if the foreign citizen fulfills the requirements presented in the immigration legislation (Federal Decree No. 86715 of 1981).

The granting of a visa is only an expectation of a right, not a right itself, since the entry and sojourn of the foreigner in Brazil can be controlled by the competent authorities at any time. The concession of the visa is an

administrative act of the Ministry of Foreign Relations.

To sum up, Brazil has the following types of visa:

VISA TYPE	INFORMATION
Transit	For foreigners who need to pass through Brazil during a trip before arriving at their final destination. This visa allows the foreigner to walk outside the transit area of the airport. Maximum stay of ten days, non extendible.
Tourist	For those visiting the country without any migratory intention. Maximum stay of 90 days, extendable only once if requested before the end of the validity of a visa granted abroad. The sojourn of a foreigner bearer of the tourism visa cannot exceed 180 days per year.
Temporary	It's divided into seven other categories (cultural travel or study mission, business travel, artists and sportsmen, students, workers, journalists and religious mission); each with specific characteristics.
Permanent	For foreigners who intend to permanently live in Brazil. Some permanent visas require previous authorization from the Ministry of Labor.
Courtesy	For foreign employees of heads of official missions and consulate and diplomatic employees accredited by the Brazilian Government; for foreign authorities that have official or diplomatic visas unofficially visiting the country and their respective dependents. Children over 18 years old or up to 24 years old must prove economical dependence and the condition of student. Valid for 90 months and are extendable.
Official	For employees of international bodies on official missions and the employees of embassies and consulates who do not have diplomatic status and/or their dependents (children under 18 years old). Valid up to 2 years, or the period of the mission, depending on the diplomatic reciprocity.
Diplomatic	For diplomats and employees with diplomatic status, and the heads of offices representing international bodies and their dependents (children under 18 years old).

BRAZILIAN TEMPORARY VISAS

There are two types of temporary visas that foreigners can obtain in Brazil to do business: 1) a business visa and 2) a work visa.

The main difference between the two is that to obtain a business visa, the foreigner cannot receive any payment (wages or salary) to work in Brazil. It is possible to receive payments related to business contracts in Brazil (for example: import and export payments), but they cannot be hired to work in Brazil.

The Brazilian business visa can be obtained for business meetings, fairs, congresses, interviews, to analyze investment opportunities, to do market evaluation in Brazil, etc. This Visa is valid for 90 days, and may be renewed for a further 90 days, with a maximum length of 180 days.

The work visa, on the other hand, is obtained if a Brazilian company hires the foreigner for a job. This visa allows the holder to receive a payment or a wage in Brazil, and the foreigner may live in Brazil for two years. After two years, they can either extend the work visa or convert it to a Brazilian permanent visa (in the event of the labor contract not having a determined deadline).

Regarding the work visa, a bachelor or graduate diploma makes the granting of the visa more probable. Furthermore, the Brazilian company must have 2 Brazilian employees in similar functions to every foreigner it hires for that function.



BRAZILIAN PERMANENT VISA: THE INVESTOR VISA

The Brazilian investor visa is a type of Brazilian permanent visa. Only the foreigner bearer of a permanent visa can reside permanently in the country, either to assume the function of manager or administrator, or to become the director of a local company.

The condition for granting the visa is the amount invested in Brazil:

- 1) Direct foreign investment of R\$ 600,000 (six hundred thousand Brazilian Reals),
- 2) Direct foreign investment of R\$150,000 (one hundred and fifty thousand Brazilian Reals), if the company will produce a relevant social impact in Brazil.

Note that this is the necessary value for each investor visa. If the Company needs, for example, two visas for two directors, it will need to invest at least R\$ 1,200,000 (one million two hundred thousand Brazilian Reals).

Examples of relevant social impact are: creation of jobs for Brazilians, know-how transfer to local companies in Brazil, environmental benefits, empowerment of local communities. The company will have to prove this impact with a business plan.

Therefore, the legal path for a foreign investor to obtain the investor visa in Brazil can be outlined as follows:

VISA APPLICATION

To apply for a Brazilian visa, the foreigner must submit the Visa Application Form duly completed, a valid travel document, the proof of payment of consular fees, an International Certificate of Vaccination, when necessary, and other

documents specific to the type of visa requested.

The visa application for foreigners under 18 years old must be accompanied by a written travel authorization from both parents, legal guardians or a competent judicial authority.

BRAZILIAN IMPORT REGULATIONS

Brazil has three different types of regulations over import operations: 1) the administrative control or administrative stage (by the Brazilian public administration in general: import licenses, health surveillance, quality control, etc.); 2) the customs control or customs clearance stage (by the Brazilian Federal Internal

Revenue); and 3) the financial control or currency stage (by the Brazilian Central Bank). All these types of regulations are controlled under a unified computerized system, known by its acronym, SISCOMEX.

Only Brazilian companies can obtain the import registration through the SISCOMEX –

also known as “RADAR” certification, the tracking register for stakeholders of international trade operations. Therefore, if foreigners want to import to Brazil, they must either incorporate a Brazilian company or assign a local partner (or a trading company) to be responsible for the import process. ♦

TO SUM UP, THE STEPS TO IMPORT GOODS IN BRAZIL ARE:

1) Incorporation of an Import Company and the obtaining of the RADAR certification (or the assigning of a local Brazilian company that will perform the import operation);

2) Negotiation between exporter and importer and the drafting of the contract for the international sale of goods between both parties. There are some restrictions for this kind of contract. For example, the DDP (Delivery Duty Paid) Incoterm is prohibited in Brazil;

3) Drafting of the Pro Forma Invoice

and other commercial documents by the exporter. These will have to be sent to the importer in Brazil;

4) Obtaining the Import License by the importer in Brazil (this may require special approval from Brazilian regulatory agencies such as ANVISA (health related products) or ANATEL (telecommunications);

5) Drafting of the Foreign Exchange Operation Contract (if the payment will be made in foreign currency);

6) Shipment of the goods in the country

of origin. The exporter will have to send all necessary documentation to the Brazilian importer (for example: shipping information, commercial invoice, certificate of origin);

7) Customs clearance in Brazil and the payment of all taxes. The importer will be responsible to prepare the Import Declaration (DI). At the end of the operation, the importer will receive a document from SISCOMEX called “Proof of import”, that proves that the goods have been nationalized in Brazil.



IMPORT TAXES

At the time of the customs clearance, the party in the contract responsible for the customs clearance (usually the purchaser) will have to pay all the Brazilian taxes:

IMPORT DUTY: a Federal Tax which rate varies according to classification of the goods in the Mercosul (Southern Common Market) Common Nomenclature (NCM), similar to the HS Codes;

IPI: a Federal Tax on industrialized products, a kind of VAT (value added tax);

ICMS: a State Tax on the circulation of products and services, which is also a VAT;

PIS AND COFINS: social contributions intended to finance social security;

CIDE: another type of contribution for certain economic segments (for example: fuels);

AFRMM: a tax on goods imported to Brazil by sea, intended for the renewal of the Brazilian Merchant Fleet.

These taxes will not be due on all import operations in Brazil. Many products, for example, are exempt from the IPI Tax. It is necessary to analyze each product's NCM codes to define more precisely all the taxes that will be due. Another example are products originated from the Mercosul (Southern Common Market) Customs Union and Free Trade Zone in South America, which will be exempt from the AFRMM tax. more precisely all the taxes that will be due.

IMPORT LICENSES

The import license is a type of administrative control in Brazil. There are two types of import licenses in Brazil: the Automatic license: (granted to most products imported to Brazil) and the non-automatic license. In the second case, authorization from a Brazilian Agency will be necessary, depending on the product, for example:

- The Brazilian Health Surveillance Agency (ANVISA);
- The Brazilian Telecommunications Agency (ANATEL);
- The Brazilian Institute of Environment (IBAMA);
- The National Petroleum Agency (ANP).

Importing to Brazil without an import license when it is necessary can result in several penalties for the importer, including the confiscation of the goods and governmental fines.

TYPES OF PAYMENTS

Besides the three import modalities in Brazil, there are many ways to perform the payment of the operation.

- **Payment in advance;**
- **Remittance without draft;**
- **Payment in full upon delivery;**
- **Deferred payment;**
- **Letter of credit;**
- **Financial transfer.**

The modality of payment will have to be specified on the contract for the sale of goods between the exporter and the importer.

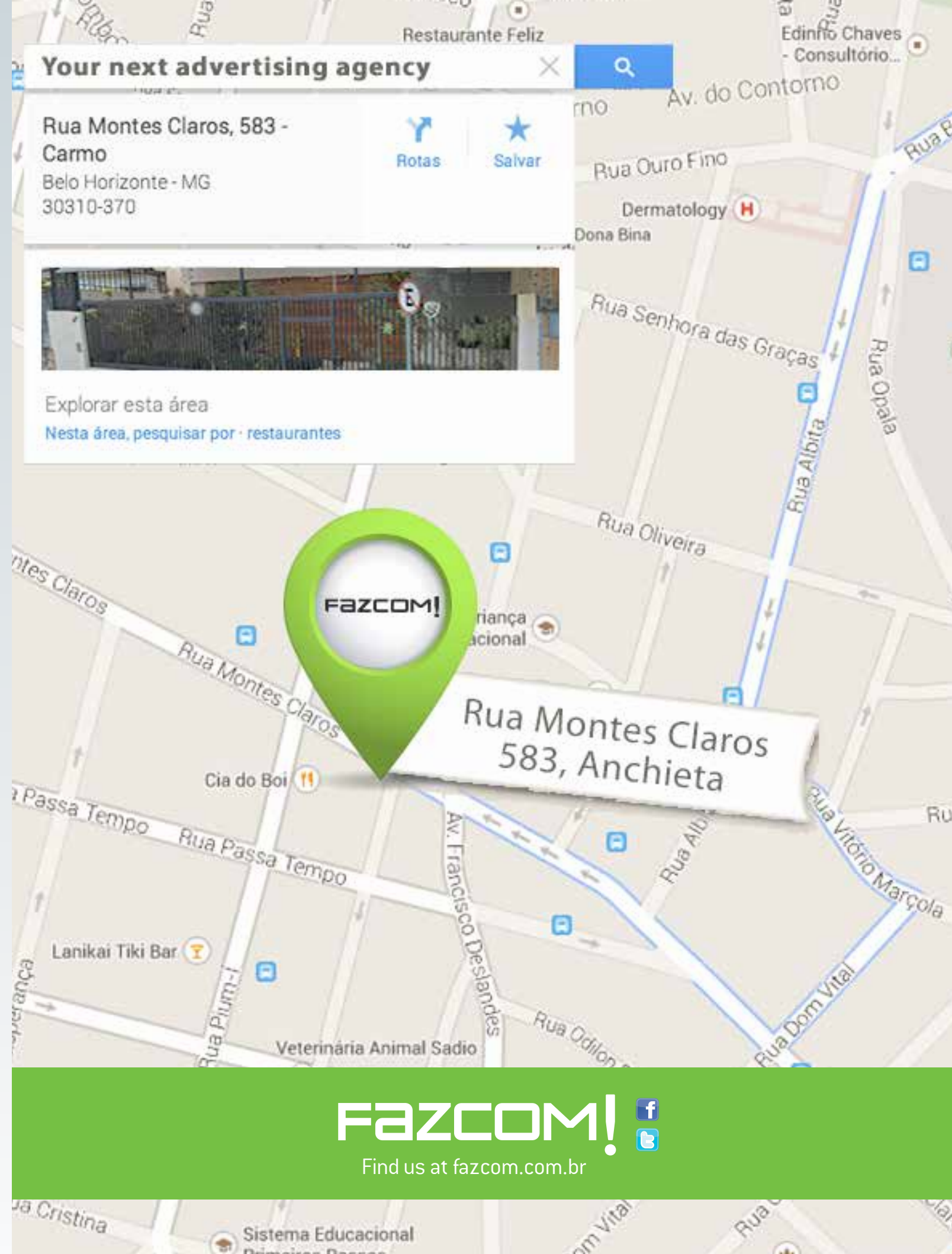
IMPORT MODALITIES

There are three import categories or procedures in Brazil:

On the "Direct Import", the importer will purchase the goods with its own resources and will be responsible for the customs clearance of the goods.

The "Import on Behalf of Others" is regulated by the Normative Instructions of the Brazilian Federal Internal Revenue Nº. 225 and 247, both from 2002. In this case, the import service will be provided by a Company (the importer) that will be responsible for the customs clearance of the goods, but the purchaser will have ownership of the goods. One should notice that this operation will only be considered legal if there is a contract between the importer and the final purchaser. Both importer and purchaser must be registered on SISCOMEX.

The "Import under Order" is regulated by the National Act of the Brazilian Federal Internal Revenue Nº. 11281 of 2006 and the Normative Instruction No. 634 of 2006. In this case, the importer will purchase the goods under its own name and resell them to the final purchaser. There will be an ownership transfer operation. While "Import on Behalf" is considered a service operation, the "Import under Order" is considered a purchase operation. In this case, a contract is also necessary between the parties and both must be registered on SISCOMEX, but the final purchaser can be registered under the simplified registry.



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BRUMADINHO/MG



COSMOCOCAS

Open to the public on 2006, the Inhotim Institute is a space that puts together, in a unique way, contemporary art, a botanic garden and human development. Located in Brumadinho, Minas Gerais, 60 kilometers from the capital Belo Horizonte, it is an innovative and creative environment that invites the visitors to relate with the world with an approach more sustainable, conscious and transformative.

The structure and the organization of the space ensure a place to be revisited constantly. Other than break with the architecture and the exposition mode associated with the conventional museums, the contact with the culture and the beauty of the landscapes propose a distinctive experience for the public. It is this singularity that has already taken more than 2 million people to know Inhotim since its opening.

In a fast expansion, the Institute has currently 140 hectares for visitation, where there are 23 art galleries, 22 external art pieces, more than 5 thousand botanical species, 10 food spots, 2 stores, a theatre, a library and a research center. One of the most popular destinations of the state, Inhotim is also concerned with the community in which it is place in. In Brumadinho and in the region around, the Institute carries out social-educative projects, that value the local culture, the economic development, and also it rescues the memory of the county.

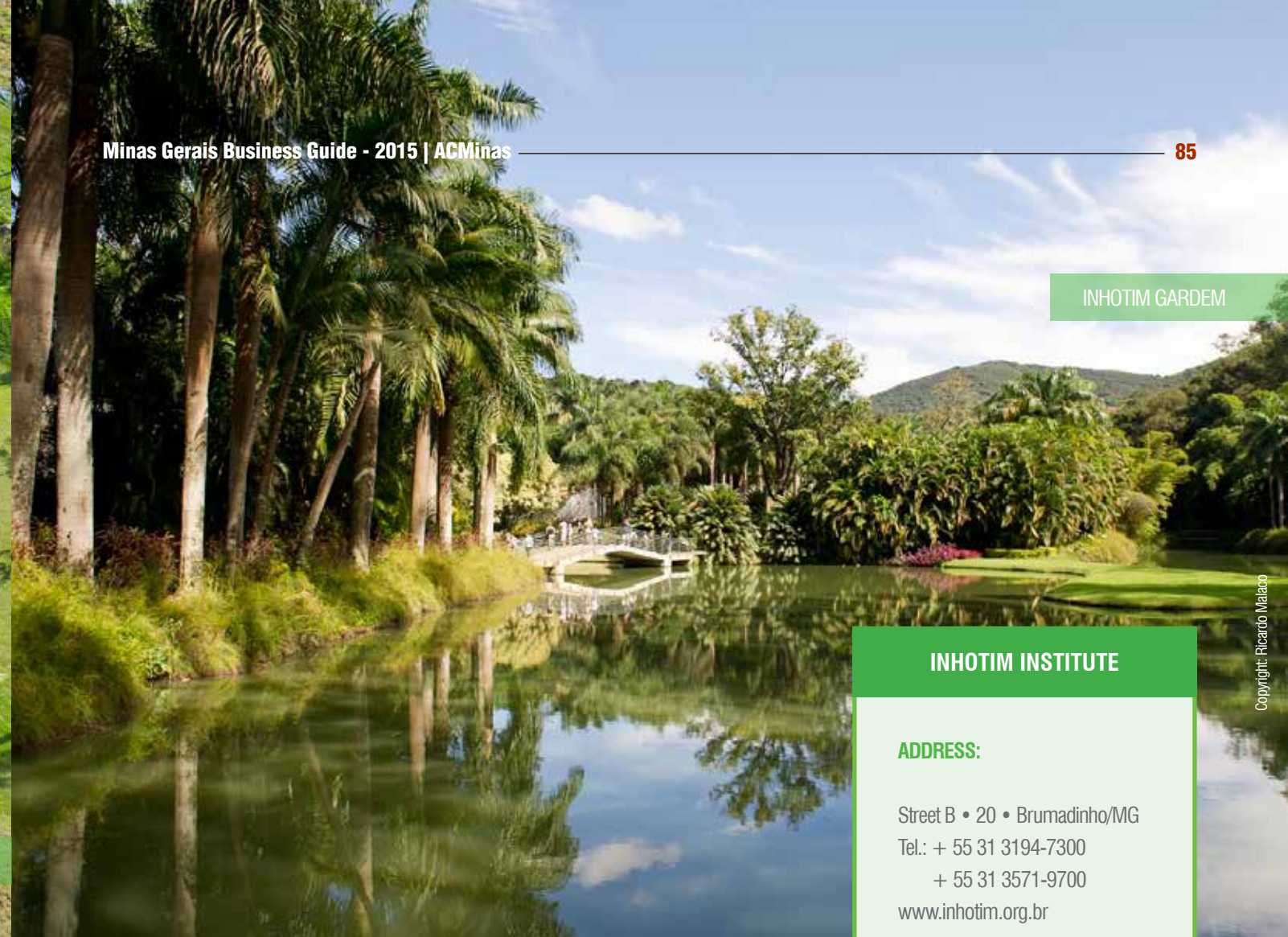


SONIC PAVILION



HELIO OITICICA – MAGIC SQUARE

INHOTIM GARDEM



INHOTIM INSTITUTE

ADDRESS:

Street B • 20 • Brumadinho/MG
Tel.: + 55 31 3194-7300
+ 55 31 3571-9700
www.inhotim.org.br

Opening hours: Tuesday to Friday,
from 9:30 a.m. to 4:30 p.m.; Sat-
urdays, Sundays and holidays,
from 9:30 a.m. to 5:30 p.m.

Entrance: free on Wednesdays;
Tuesdays to Thursdays, R\$25;
Fridays, Saturdays, Sundays and
holidays, R\$40. It has the right to
half-price on the tickets children
from 6 to 12 years old, elderly over
60 years old, identified students,
public and private school teachers
bearing proof of employment, and
employees of partner companies.

INHOTIM

From the total area of visitation, 42 hectares are gardens, which started to be created around the 80's. Over time it has been acquired innumerable palm tree species, Brazilian native trees and exotic ones, from around the world that adapted very well to the local. The gardens value the exuberance of the flora, getting integrated in a spontaneous and harmonically manner with the sceneries and lakes that compose the paths.

In 2010, the expressive botanic collection of the Institute was recognized as Botanic Garden. Composed by approximately 5 thousand species, 2 families stand out: the palms (Arecaceae), with around a thousand species and varieties, and the imbés, anthuriums and glass-of-milk (Araceae), with more the 400 species and shapes – considered one of the biggest in the world. The extensive botanical collection, combined with the extensive structure of the

Vivarium Inhotim, makes it possible to conduct researches and educational activities.

The Institute also plays an important part in the recent development of the region of Brumadinho. Nowadays, the Institution is the second largest employer in the city, causing the local population to have new job opportunities that go beyond the mining vocation of the city. The rising of the quantity of beds in the region is one of the reflexes of this impact. From 2007 to 2015, this numbers passed from 300 to 1.300, with an average occupation of 90%.

The Inhotim Institute is a private and non-profit entity, recognized by the Federal Government and by the Government of the State of Minas Gerais as a Public Interest Civil Society Organization (Oscip). The actions of Inhotim are supported by the Federal Law for the Encouragement of Culture through the Ministry of Culture. ♦

BELO HORIZONTE CONVENTION & VISITORS BUREAU



CONHEÇA O BHCVB

Fundada na data comemorativa dos Cem anos de Belo Horizonte, a Fundação Belo Horizonte Turismo e Eventos, conhecida como Belo Horizonte Convention & Visitors Bureau, instituição não governamental sem fins lucrativos, atua, através de articulações e parcerias, no sentido de mais negócios para a cadeia produtiva do turismo – meios de hospedagem (hotéis, pousadas, flats, albergues, hostels), meios de transporte (aéreos, rodoviários, ferroviários, aluguel de veículos, taxis, vans), organizadores de eventos, produtores culturais, operadoras e agências de viagens, centros de convenções, shoppings centers, alimentação fora do lar (bares, restaurantes, buffets), comércio em geral, fornecedores - favorecendo o desenvolvimento econômico e social na Grande Belo Horizonte. Nestes 18 anos, apoiamos a captação e realização de 487 eventos, sendo 79 internacionais, que trouxeram ao destino 2.492.866 pessoas, que permaneceram em média 3,5 dias, impactando o mercado com gastos da ordem de R\$ 2,5 bilhões.

Founded when Belo Horizonte celebrated its 100th anniversary, Belo Horizonte Tourism and events Foundation, known as Belo Horizonte Convention & Visitors Bureau, non-governmental and not-for-profit institution, acts, through joints and partnerships, at attracting more business to the tourism supply chain – accommodation (hotels, hostels, flats), transportation (air, road, rail, vehicle rental, taxis, vans), event planners, cultural producers, tour operators and travel agencies, convention centers, shopping malls, food service (bars, restaurants, buffets), trade in general and suppliers - favouring the social and economic development in Belo Horizonte and its metropolitan region.. Over the past eighteen years, we have helped to bring and hold 487 events in Belo Horizonte, 79 of which international ones. These actions have brought 2,492,866 people to the city, who, on average, have stayed in for three and a half days, having an impact of 2.5 billion of Reals on the market..

Fundada en el día conmemorativo de los cien años de Belo Horizonte, la Fundación Belo Horizonte de turismo y eventos, conocida como Belo Horizonte Convención & visitantes Bureau, institución sin fines de lucro no gubernamental, actúa, a través de las juntas y asociaciones, en la dirección de más negocio para la cadena productiva del turismo - medios de alojamiento (hoteles, Hostales, apartamentos), medios de transporte (aire, carretera, ferroviario, alquiler de vehículos, taxis, camionetas), organizadores de eventos, productores culturales, operadores y agencias de viajes, centros de convenciones, centros comerciales, comida fuera del hogar (bares, restaurantes, buffets), comercio general, proveedores -, favorecer el desarrollo económico y social en el gran Belo Horizonte. En estos 18 años, apoyamos la captura y ejecución de 487 eventos, siendo 79 internacionales, llevó a destino 2.492.866 personas, que permanecieron en promedio 3,5 días, impactando el mercado con los gastos de R\$ 2,5 billones.



VENHA REALIZAR SEU EVENTO NA NOVA E SURPREENDENTE BELO HORIZONTE!

HOLD YOUR EVENT IN NEW AND AMAZING BELO HORIZONTE, CAPITAL OF MINAS GERAIS.

VEN HACER TU EVENTO EN NUEVA Y SORPRENDENTE BELO HORIZONTE, CAPITAL DE MINAS GERAIS



SETORES COM VANTAGENS COMPETITIVAS:

Industries with competitive advantages - Industrias con ventajas competitivas:

• Agronegócios (café, leite, cachaça, leilões de animais)

Agribusiness (coffee, dairy products, cachaça, livestock auction) - Agroindustrial (café, leche, cachaça, subastas de animales)

• Automotivo

Automotive Industry - Automotriz

• Ciências dos Esportes

Sports Science - Ciencias del deporte

• Conhecimento e Educação

Knowledge and Education - Conocimiento y Educación

• Economia Criativa (Moda, Audiovisual, Design, Gastronomia, Turismo)

Creative Economy (Fashion, Design, Audiovisual, Gastronomy, Tourism) - Economía Creativa (Moda, Diseño, Audiovisual, Turismo, Gastronomía)

• Energia e Combustíveis

Energy and Fuel - Power y Combustible

• Inovação

Innovation - Innovación

• Metal-mecânico

Metal-mechanical - Metal-mecánico

• Minero-metalúrgico

Mining and metallurgical - Minero-metalúrgica

• Saúde e Ciências da Vida

Health and Life Sciences - Salud y Ciencias de la Vida

• Tecnologia da Informação e Comunicação

Information and Communication Technology - Información y la Comunicación Tecnología



EXPEDIENTE

Belo Horizonte Convention & Visitors Bureau
ADDRESS: Avenida Brasil, 1666, 15º andar
Funcionários - Belo Horizonte
Minas Gerais | Brazil
Zip-code: 30.140-003

Tel.: 55 31 3261-2547
E-mail: bhcvb@bhcvb.com.br
Website: www.bhcvb.com.br



**SOCCER:
INTERNATIONAL
AND NATIONAL
PROJECTION
OF MINAS
GERAIS**



AMÉRICA FUTEBOL CLUBE

10 times Champion
Mineiro (Decacampeão)

www.americamineiro.com.br



Founded in April 30th, 1912, by 13 and 14 years-old boys, mostly students of the “Gymnásio Anglo-Mineiro”, it became the first club of Minas Gerais to have its own stadium, built at Avenida Augusto de Lime where today is the Central Market of Belo Horizonte. Afterwards, its professional activities were at the Alameda Stadium and at Vale Verde, until it was concentrated at Estádio Independência (Independence Stadium).

Main championship titles

- 2014 – Champion Mineiro Juvenil (Sub-17)
- 2014 – Champion of the Taça BH of junior soccer, champion mineiro juvenile
- 2014 – Vice-champion of Mineiro Feminine
- 2011 – Brazilian Champion Sub-20
- 2009 – Brazilian Champion of the C League
- 2001 – Champion Mineiro professional
- 2000 – Champion of the South Minas Cup
- 2000 – Champion of the Taça BH of junior soccer
- 1997 – Brazilian Champion of the B league
- 1993 – Champion Mineiro professional
- 1971 – Champion Mineiro professional (unbeaten)
- 1916 to 1925 – 10 times Champion Mineiro
- Champion of prestigious international tournaments (Netherlands, Suisse, Germany, and etc.)

INDEPENDÊNCIA STADIUM



• SEDE ADMINISTRATIVA `AFONSO CELSO RASO` (HEADQUARTER)

It is a modern area of a thousand square meters at the Boulevard Shopping, in the neighborhood of Santa Efigênia, noble region of the state’s capital, where it works all the club’s administration.

• PARCEIRO (PARTNERS)

Boulevard Shopping, located at Avenida dos Andrades 3000, in the neighborhood of Santa Efigênia in Belo Horizonte. It has 225 stores (Carrefour, Renner, C&A, Centauro, Cinema Multiplex, etc), besides a Commercial Tower, where it works the Headquarter of América Soccer Club. There are 2,400 parking spots (15 million people/year).

• TRAINED PLAYERS OF AMÉRICA SOCCER CLUB

Tostão, Amauri Horta, Zuca, Dirceu Alves, Wilson Santos, Eder Aleixo, Ronaldo Luiz, Euler, Palhinha, Gilberto Silva, Evanilson, Álvaro, Fred, Denis, Nakasawa, Wagner, Alex Mineiro, Danilo, Richarlison and many others.

• CATEGORIES

The America Soccer Club has the following categories and sports:

- Professional (masculine and feminine)
- Sub-20 Sub-15 Sub- 12 Sub-10
- Sub-17 Sub-13 Sub-11

The Club also counts with feminine soccer teams, a hockey team and a fut-7 team.

Structure and Heritage

• ESTÁDIO INDEPENDÊNCIA (INDEPENDENCE STADIUM)

It is a modern arena multiuse, with capacity for 25 thousand fans and 860 parking spots. It has comfort and universal accessibility.

• CT SANTA LUZIA (TRAINING CENTER)

It has infrastructure for training of the base categories, with an area of 230 thousand square meters.

• TERRENO TRÊS BARRAS

Located in the metropolitan region of Belo Horizonte, in the municipality of Contagem. It has 73 thousand square meters.

• TERRENO NO OURO PRETO

It is an area of around 27 thousand square meters, located in the neighborhood of Ouro Preto, on Belo Horizonte.

• CT LANNA DRUMMOND (TRAINING CENTER)

It is a modern infrastructure for the training of professional and junior teams. It has an area of 154 thousand square meters, with a complete weight room, with high technological equipment; four official fields, being one specific for the training of goalkeepers; complete rehabilitation center and physiotherapy; auditorium for 80 people. ♦



CT LANNA DRUMMOND
BELO HORIZONTE/MG



Copyright: Bruno Canitini

BRAZIL'S CUP 2014

Belo Horizonte: The City of Galo

www.atletico.com.br



LIBERTADORES CUP 2013

The history of Atlético is mixed with Belo Horizonte's own history, the city had been founded little over 10 years before the club's foundation, in 03/25/1908. At the time, a group of students gathered at the City's Municipal Park gazebo and created of the world's biggest football clubs. Atlético and Belo Horizonte grew large, expanded and started to have a remarkable presence in the international scene.

Strengthened by the recent titles of the Libertadores Cup in 2013, South-American Recopa in 2014 and the Cup of Brazil also in 2014, Atlético is the biggest champion of Minas Gerais and has been playing Libertadores Cup, the major South American competition, for the fourth straight season. Throughout its existence, Galo has been known as a team of the people, which boosted its growth and made the Club the most traditional in the State.

Among the best in the world - In the World Ranking of Clubs published on March 2014, by the International Federation of Football History and Statistics (IFFHS), Galo was the best South-American club and the sixth in the world. With 238 points, Atlético was only behind, Bayern-Germany (370 points), Real

Madrid-Spain (301), Barcelona-Spain (267), Chelsea-England (262) and Atlético Madrid-Spain (239).

The Best Training Center in Brazil - Renowned as being one of the most complete training facilities in the world, the City of Galo was the headquarters for the Argentinian National Team during the FIFA 2014 World Cup.

In 2010, after a detailed study, the sports-

channel Sportv, in a partnership with the University of Viçosa (UFV), named the City of Galo the best training center in Brazil.

In 2014, the City of Galo was elected by the European broadcaster Eurosport as one of the five best training facilities in the world, alongside Cobham Training Centre, from Chelsea; Ciudad Real Madrid; St. George's Park, from the English National Team; and Kirsch Training Center, from Shakhtar Donetsk.

CIDADE DO GALO
VESPASIANO/MGCIDADE DO GALO
VESPASIANO/MG

ENVIROMENT

Galo was the first club in Brazil to adopt clean energy resources with Solar Panels and Natural Gas. The system covers all of the showers and swimming pools of the professional football department and Young squads. Another interesting environmental asset is the automated irrigation system.

CLUB'S PROPERTY

Atlético also owns two large country clubs, Labareda and Vila Olímpica, the club's headquarters, Galo Store and the Diamond Mall, all located in very noble and upscale areas in Belo Horizonte.

YOUTH SQUAD

With a complete structure for athlete development and the club's philosophy of forming not only players, but citizens, the project for the Youth Teams in Atlético is a role model and an international benchmark.

FANS

Our greatest asset. The relationship between Galo and its fans go way beyond entertainment. Atlético is a cultural trace, a symbol of identification and unity. Being a Galo fan is a family tradition, it's something that is passed from generation to generation.

Galo holds the highest average attendance in ten editions of the Brazilian National Championship and has many attendance records.

We are the largest club in Minas Gerais! We're 10 million Atleticanos, a nation where everyone is welcome, with no race, social class or religious distinctions.

The club has, as today, around fifty thousand associates, divided in three categories in its fan's membership program, witch called Galo na Veia. ♦



RECOPA CUP 2014



CRUZEIRO ESPORTE CLUBE

**The Best Brazilian
Soccer Club of the
20th Century (IFFHS)**

www.cruzeiro.com.br

BRAZILIAN CHAMPIONSHIP 2014

Established in 1921 under the name of Società Sportiva Palestra Itália, in the city of Belo Horizonte MG. Cruzeiro Esporte Clube became known like this in the year of 1942 when a decree from the Brazilian Government prevented all entities and institutions from using terms of nations that were enemies during world war 2. So Palestra Itália changed into Cruzeiro Esporte Clube. The green and red gave away to the white and blue, along with the five stars standing for the Southern Cross.

MAIN INTERNATIONAL ACHIEVEMENTS

- South America Cup (Libertadores): 1976 & 1997
- SuperCup: 1991 and 1992
- Recopa of South America: 1998
- Gold Cup: 1995
- Master SuperCup: 1995

MAIN NATIONAL ACHIEVEMENTS

- National Champion (1966; 2003; 2013 and 2014) – being the current National Champion the last two years.
- Brazilian Cup: 1993; 1996; 2000 and 2003
- State Champion: 37 times
- South-Minas Cup: 2001 and 2002



BRAZILIAN CHAMPIONSHIP 2013



TOCA DA RAPOSA II
BELO HORIZONTE/MG

CLUB'S STRUCTURE

Cruzeiro has one of the most modern football structures of Latin America. It has 2 training centers, 2 leisure clubs for the associates and one modern administrative headquarters.

TOCA DA RAPOSA I - YOUTH TRAINING CENTER

Inaugurated in 1973, it was the first modern training center in Brazil and Tele Santana's Brazil National Football Team chose it during preparations for the 1982 and 1986 World Cups. Today, it is exclusively used for the development of athletes between the ages of 14 and 20. It currently has approximately 120 players in its facilities. It has an exclusive hotel for international players, with capacity for 60 people, four pitches, among them a synthetic pitch, gym, medical, dentistry and nutritional departments, physiotherapy room, auditorium, restaurant and swimming pool.

A world example in the development of Top Footballers, Toca da Raposa I boasts the best in relation of facilities, staff and work structure for young athletes. Cruzeiro has one of the best football Academies in Brazil, being the only Brazilian club to win three times the U20 National League. Another accomplishment of the club, which was the pioneer in Brazil, was to make available a school and library for athletes to study inside its Academy, demonstrating the club's concern with not simply creating successful footballers, but also true citizens.

TOCA DA RAPOSA II – TEAM TRAINING CENTER

Toca da Raposa II was built to be Cruzeiro Esporte Clube first Team training center and it was inaugurated in 2002. In 2014, during the Brazil World Cup, Toca da Raposa was chosen to be the House of the National Team of Chile. The complex has an area of 86 thousand feet squared, there are four official training fields, three locker rooms, hotel, restaurant, movie theater, game room, and an advanced center of Rehabilitation C. A. R. E..

CRUZEIRO'S TOP PLAYERS

Several soccer players, now renowned, all over the world began their careers at Toca da Raposa I, among them there were: Ronaldo, Maicon, Luisão, Maxwell, Gomes, Wendell, Jussie and Belletti.

INTERNATIONAL BUSINESS DEPARTMENT

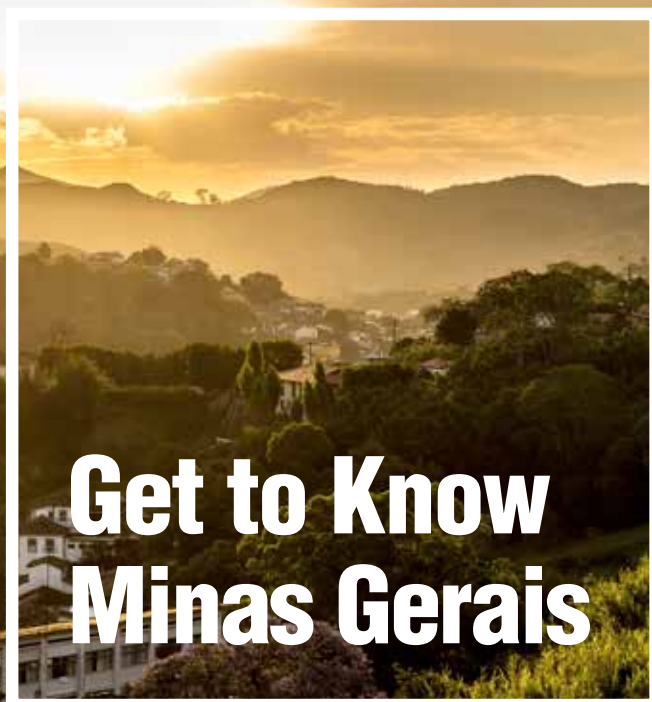
Created four years ago in another pioneering initiative of Cruzeiro Esporte Clube, the Department of International Business aims to develop the Cruzeiro brand abroad and disseminate the Club's methodology around the world, as well as adding to the knowledge of our players and professionals, through the exchange of knowhow between International staff and athletes.

SUPPORTERS

With more than eight million fans, Cruzeiro's supporters is one of the biggest in Brazil. This supporters are responsible for outstanding facts like the biggest audience in Mineirão Stadium in 1997 with 132.834 people who watched the final game of Mineiro's Championship. In 1992 for the Super Cup of Libertadores Champions, Cruzeiro achieved an average of 73 thousand people per game. ♦



TOCA DA RAPOSA I
BELO HORIZONTE/MG



Get to Know Minas Gerais

OURO PRETO/MG



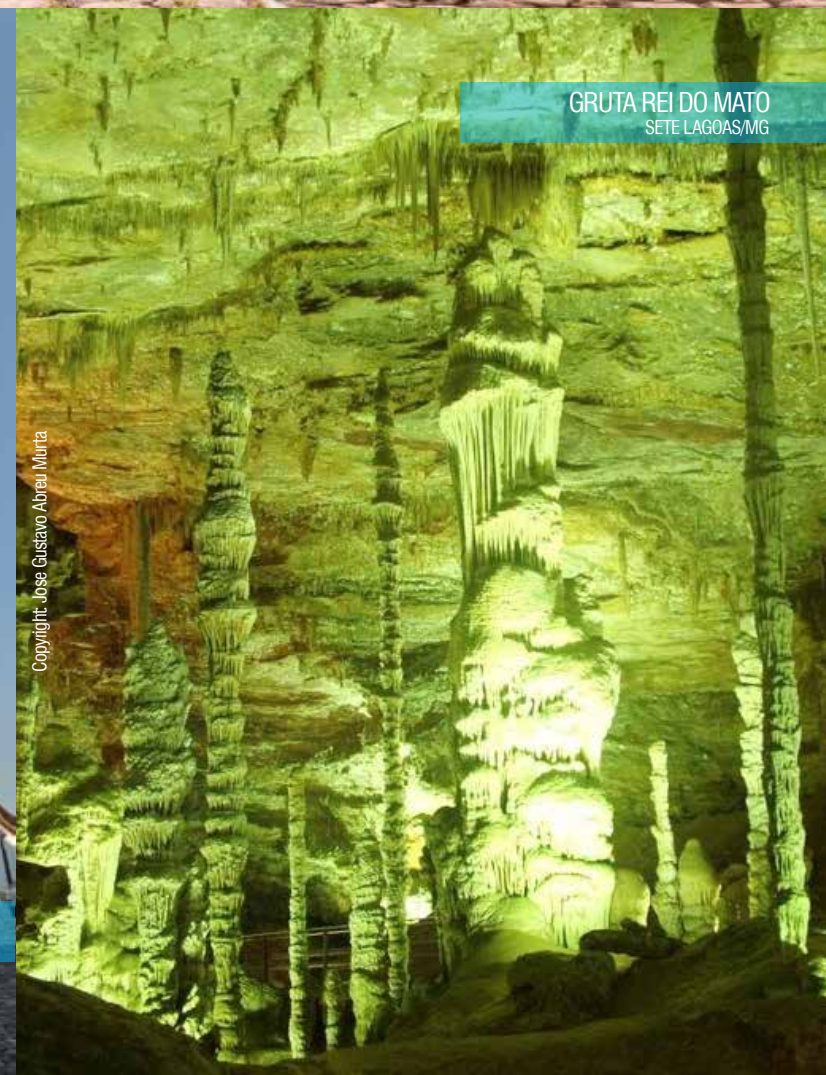
SANTUÁRIO DO BOM JESUS
CONGONHAS/MG



PARQUE NACIONAL DA SERRA DA CANASTRA
SÃO ROQUE DE MINAS/MG



IGREJA DE SÃO FRANCISCO DE ASSIS E IGREJA DO CARMO
MARIANA/MG



GRUTA REI DO MATO
SETE LAGOAS/MG

HELPFUL FACILITIES FOR FOREIGN INVESTORS IN BELO HORIZONTE AND MINAS GERAIS

Executive Branches

ADMINISTRATIVE CITY PRESIDENT TANCREDO NEVES

Rodovia Prefeito Américo Gianetti, s/n
Serra Verde - Belo Horizonte – MG - BRAZIL
Zip-code: 31.630-900
Tel.: +55 (31) 3915-0635
www.cidadeadministrativa.mg.gov.br

FEDERAL POLICE

Rua Nascimento Gurgel, 30, Gutierrez
Belo Horizonte – MG - BRAZIL
Zip-code: 30.430-340
Tel.: +55 (31) 3330-5200
Website: www.dpf.gov.br

FEDERAL REVENUE - IRS

Rua Levindo Lopes, 357, Funcionários
Belo Horizonte – MG - BRAZIL
Zip-code: 30.140-170
Tel.: +55 (31) 3546-9000
Website: www.receita.fazenda.gov.br

Research and Education

DOM CABRAL FOUNDATION

Avenida Princesa Diana, 760, Alphaville,
Lagoa dos Ingleses - Nova Lima – MG
Zip-code: 34.000-000

Tel.: +55 (31) 3589-7300
Website: www.fdc.org.br

FAPEMIG: FOUNDATION FOR RESEARCH OF THE STATE OF MINAS GERAIS

Rua Raul Pompéia, nº 101, São Pedro -
Belo Horizonte – MG - BRAZIL
Zip-code: 30.330-080
Website: www.fapemig.br

PUC MINAS: PONTIFICAL CATHOLIC UNIVERSITY OF MINAS GERAIS

Avenida Dom José Gaspar, 500, Coração
Eucarístico - Belo Horizonte – MG – BRAZIL
Zip-code: 30.535-901
Tel.: +55 (31) 3319-4444
Website: www.pucminas.br

UFMG: FEDERAL UNIVERSITY OF MINAS GERAIS STATE

Avenida Antônio Carlos, 6627, Pampulha -
Belo Horizonte – MG - BRAZIL
Zip-code: 31.270-901
Tel.: +55 (31) 3409-5000
Website: www.ufmg.br

Trade, Industry & Investment

ACMINAS: COMMERCIAL AND ENTREPRENEUR ASSOCIATION OF MINAS GERAIS

Avenida Afonso Pena, 372, Centro - Belo
Horizonte – MG - BRAZIL

Zip-code: 30.130-001
Tel.: +55 (31) 3048-9566

BOARD OF TRADE OF THE STATE OF MINAS GERAIS

Rua Sergipe, 64 - Centro, Belo Horizonte –
MG - BRAZIL
Zip-code: 30.130-170
Tel.: +55 (31) 3219-7900
Website: www.jucemg.mg.gov.br

CODEMIG: ECONOMIC DEVELOPMENT COMPANY OF MINAS GERAIS

Rua Manaus, 467, Santa Efigênia - Belo
Horizonte – MG - BRAZIL
Zip-code: 30.150-350
Tel.: +55 (31) 3207-8800
Website: www.codemig.com.br

FAEMG: FEDERATION OF AGRICULTURE AND LIVESTOCK OF THE STATE OF MINAS GERAIS

Av. Contorno, 1771, Floresta
Belo Horizonte – MG – BRAZIL
Zip-Code: 30.110-005
Tel.: +55 31 3074-3000
Website: www.sistemafaemg.org.br/

FEDERAMINAS: FEDERATION OF COMMERCIAL AND BUSINESS ASSOCIATIONS OF THE STATE OF MINAS GERAIS

Avenida Afonso Pena, 726, 15º floor,
Centro - Belo Horizonte – MG - BRAZIL
Zip-code: 30.130-003

Tel.: +55 (31) 3078-7000
Website: www.federaminas.org.br

FIEMG: FEDERATION OF INDUSTRIES OF THE STATE OF MINAS GERAIS

Avenida Contorno, 4520, Funcionários -
Belo Horizonte – MG - BRAZIL
Zip-code: 30.110-090
Tel.: +55 (31) 3263-4200
Website: www7.fiemg.com.br

INDI: MINAS GERAIS STATE INVESTMENT PROMOTION AGENCY

Rodovia Prefeito Américo Gianetti, s/n 2º
floor, Serra Verde - Cidade Administrativa -
Edif. Minas - Belo Horizonte – MG - BRAZIL
Zip-code: 31.630-900
Tel.: +55 (31) 3915-2866
Website: www.indi.mg.gov.br

Convention Centers

AUDITÓRIO JK: ADMINISTRATIVE CITY PRESIDENT TANCREDO NEVES

Rodovia Prefeito Américo Gianetti, s/n
Serra Verde - Belo Horizonte – MG - BRAZIL
Tel.: +55 (31) 3915-0635

EXPOMINAS

Avenida Amazonas, 6.030, Gameleira -
Belo Horizonte – MG - BRAZIL
Tel.: +55 (31) 3334-5145
Website: www.expominas.com.br

MINASCENTRO

Rua Curitiba, 1.264, Centro - Belo
Horizonte – MG - BRAZIL
Tel.: +55 (31) 3217-7900

Website: www.minascentro.com.br
e-mail: comercial@minascentro.com.br

SERRARIA SOUZA PINTO

Avenida Assis Chateaubriand, 809, Centro -
Belo Horizonte – MG - BRAZIL
Tel.: +55 (31) 3213-3434
Website: www.fcs.mg.gov.br
e-mail: serraria@palaciodasartes.com.br

Hotels

BELO HORIZONTE OTHON PALACE

Av. Afonso Pena, 1050, Centro - Belo
Horizonte – MG - BRAZIL
Zip-code: 30.130-000
Tel.: +55 (31) 2126-0000
Website: www.othon.com.br
belohorizonte@othon.com.br

BRISTOL METROPOLITAN APART HOTEL

Avenida Getúlio Vargas, 286, Funcionários
Belo Horizonte – MG - BRAZIL
Zip-code: 30.112-020
Tel.: +55 (31) 2057-1200
Website: www.redebristol.com.br
metropolitan@redebristol.com.br

CAESAR BUSINESS BELO HORIZONTE

Avenida Luis Paulo Franco, 421, Belvedere
Belo Horizonte – MG - BRAZIL
Zip-code: 30.320-570
Tel.: +55 (31) 2123-9898
Website: www.caesarbusiness.com
vendas.cbh@caesarpark.com.br

FINANCIAL

Avenida Afonso Pena, 571, Centro - Belo
Horizonte – MG - BRAZIL

AIRPORTS

Tancredo Neves Internacional Airport - Confins, MG - BRAZIL

Distance from the airport to downtown:40km
Track Length: 3.000m
Track Width: 45m
Address:
Rodovia MG-10 Km 39, Confins – MG – BRAZIL
Zip-code: 33.500-900
Tel.: +55 (31) 3689-2240
Fax: +55 (31) 3689-2245
Area: m² 15,010,000,00
Passenger Terminal
Pax / year: 5,000,000
Area (m²): 53.950
Parking Capacity: 2.560 vacancies

Pampulha Airport - Belo Horizonte, MG - BRAZIL

Distance from the airport to down-town: 9km
Track Length: 2.540m
Track Width: 45m
Address:
Praça Bagatelle, s/nº, Bairro Aeroporto Belo Horizonte - MG - BRAZIL
Zip-code: 31.270-705
Tel.: +55 (31) 3490-2296
Area: 1,827,584.00 m²
Parking Capacity: 226 vacancies

Zip-code: 30130-000
Tel.: +55 (31) 3270-4000
Website: www.hotelfinancial.com.br

MERCURE

Avenida do Contorno, 7315, Lourdes - Belo Horizonte – MG - BRAZIL
Zip-code: 30.110-017
Tel.: +55 (31) 3298-4100
Website: www.mercure.com.br
reservas.mercurebh@accor.com.br

OURO MINAS PALACE HOTEL

Avenida Cristiano Machado, 4001, Ipiranga Belo Horizonte – MG - BRAZIL
Zip-code: 31.910-810
Tel.: +55 (31) 3429-4001
Website: www.ourominas.com.br
eventos@ourominas.com.br

ROYAL GOLDEN HOTEL

Rua Rio Grande do Norte, 1015, Savassi - Belo Horizonte – MG - BRAZIL
Zip-code: 30.130-131
Tel.: +55 (31) 2101-0000
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Foreign Exchange Agencies

BANCO DO BRASIL 1

Rua Rio de Janeiro, 750, Centro - Belo Horizonte – MG - BRAZIL
Zip-code: 30.160-041
Belo Horizonte – MG – BRAZIL
Tel.: +55 (31) 3284-1400

BANCO DO BRASIL 2

Agência Praça da Liberdade Rua Sergipe, 1062, Funcionários - Belo Horizonte – MG
Zip-code: 30.130-171
Tel.: +55 (31) 3271-3000

CONFIDENCE CÂMBIO

BR-356, 3049, Belvedere - BH Shopping - Piso OP – Store 083 - Belo Horizonte – MG - BRAZIL
Zip-code: 30.320-900
Tel.: +55 (31) 3264-0079

MINAS CÂMBIO

Avenida Amazonas, 507, Store 08 - Belo Horizonte – MG - BRAZIL
Zip-code: 30.180-001
Tel.: +55 (31) 3272-0545

Consulates in Belo Horizonte

AUSTRIA REPUBLIC

Rua José Américo Cançado Bahia, 199, Cidade Industrial - Contagem – MG - BRAZIL
Zip-code: 32.210-130
Tel. / fax: +55 (31) 3333-5363

FEDERAL REPUBLIC OF GERMANY

Avenida Protásio de Oliveira Penna, 366, floor 101, Bairro Buritis - Belo Horizonte – MG - BRAZIL
Zip-code: 30.575-360
Tel. / fax: +55 (31) 3213-1568

FEDERATION OF MALAYSIA

Avenida Prudente de Moraes, 621, conj. 701, Cidade Jardim - Belo Horizonte – MG
Zip-code: 30.350-143
Tel.: +55 (31) 3284-7627
fax: +55 (31) 2512-1607

FRENCH REPUBLIC

Avenida do Contorno, 5417, floor 2, Cruzeiro - Belo Horizonte – MG - BRAZIL
Zip-code: 30.110-100Tel.: +55 (31) 4501-3649

GRAND DUCHY OF LUXEMBOURG

Rua dos Guajajaras, 40, floor 10, room 03, Centro - Belo Horizonte – MG – BRAZIL

Zip-code: 30.180-100
Tel.: +55 (31) 3226-5374

HONORARY CONSULATE OF CANADA

Rua da Paisagem, 220, floor 03, Vila da Serra – Nova Lima – MG - BRAZIL
Zip-code: 30.161-970
Tel.: +55 (31) 3047-1225
fax: +55 (31) 3289-2150

HONORARY CONSULATE OF JAPAN

Rua Paraiba, 1352, room 1401, Funcionários - Belo Horizonte – MG
Zip-code: 31.130-141
Tel.: +55 (31) 3657 4811 /+55 (31) 3657 4813

ITALIAN REPUBLIC

Rua dos Inconfidentes, 600, Funcionários Belo Horizonte – MG - BRAZIL
Zip-code: 30.140-120
Tel.: +55 (31) 3524-1000 – Fax: +55 (31) 3524-1010

KINGDOM OF BELGIUM

Rua dos Guajajaras, 40, floor 10, room 03, Centro - Belo Horizonte – MG - BRAZIL
Zip-code: 30.180-100
Tel.: +55 (31) 3226-5374

KINGDOM OF DENMARK

Rua Paraíba, 1122, floor 10, Savassi - Belo Horizonte – MG - BRAZIL
Zip-code: 30.130-918
Tel.: +55 (31) 3269-8626
fax: +55 (31) 3269-8785

KINGDOM OF MARROCOS

Rua Marquês de Maricá, 377, Santo Antônio - Belo Horizonte – MG - BRAZIL
Zip-code: 30.350-070
Tel.: +55 (31) 3342-1510

KINGDOM OF SPAIN

Av. Olegário Maciel , 454, room 01 - Belo Horizonte – MG - BRAZIL
Zip-code/C.P.: 30.180.110
Tel.: +55 (31) 3213-0763

KINGDOM OF SWEDEN

Rua Timbiras, 2670, Santo Agostinho - Belo Horizonte – MG – BRAZIL
Zip-code/C.P.: 30.140-061
Tel.: +55 (31) 3245-5747

KINGDOM OF THE NETHERLANDS

Rua Sergipe, 1167, room 1102, Funcionários - Belo Horizonte – MG
Zip-code/C.P.: 30.130-171
Tel.: +55 (31) 3221-7377
Fax: +55 (31) 3227-5275

MEXICAN UNITED STATES

Rua Marquês de Maricá, 377, Santo Antônio - Belo Horizonte – MG – BRAZIL
Zip-code/C.P.: 30.350-070
Tel.: +55 (31) 3342-1510
Fax : +55 (31) 3297-3066

ORIENTAL REPUBLIC OF URUGUAY

Avenida do Contorno, 6777, conj. 1301, Santo Antônio - Belo Horizonte – MG
Zip-code: 30.110-110
Tel.: +55 (31) 3296-7527

REPUBLIC OF ARGENTINA

Rua Ceará, 1566, floor 06, Funcionários - Belo Horizonte – MG – BRAZIL
Zip-code: 30.150-311
Tel. / fax: +55 (31) 3047-5490

REPUBLIC OF CHILE

Avenida Raja Gabaglia, 1578, room 01, Luxemburgo - Belo Horizonte – MG – BRAZIL
Zip-code: 30.350-540
Tel. / fax: +55 (31) 3286-7249

REPUBLIC OF EQUATOR

Avenida Barbacena, 836, Santo Agostinho Belo Horizonte – MG - BRAZIL
Tel. / fax: +55 (31) 3337-1455

REPUBLIC OF FINLAND

Rua Timbiras, 2670, Santo Agostinho - Belo Horizonte – MG - BRAZIL
Zip-code: 30.140-061 Tel.: +55 (31) 3245-5747

REPUBLIC OF GUATEMALA

Alameda dos Jacarandás, 1145, São Luiz Belo Horizonte – MG - BRAZIL
Zip-code: 31.275-060
Tel.: +55 (31) 3311-4997
Fax: +55 (31) 3491-4961

REPUBLIC OF HONDURAS

Avenida do Contorno, 4747, floor 12, Serra - Belo Horizonte – MG - BRAZIL
Zip-code: 30.110-090
Tel.: +55 (31) 3280-1800
Fax: +55 (31) 3280-1802

REPUBLIC OF HUNGARY

Rua Tenente Anastácio de Moura, 676, Santa Efigênia - Belo Horizonte – MG
Zip-code: 30.240-390
Tel.: +55 (31) 3465-0101

REPUBLIC OF INDIA

Rua Paraiba, 523, Funcionários - Belo Horizonte – MG - BRAZIL
Zip-code/C.P.: 30.130-140
Tel.: +55 (31) 3264-5444
Fax: +55 (31) 3055-3836

REPUBLIC OF INDONESIA

Rua Sapucaí, 383, floor 04, Floresta – Belo Horizonte – MG – BRAZIL
Zip-code: 30150-904
Tel.: +55 (31) 3279-4473

REPUBLIC OF POLAND

Avenida do Contorno, 6594, floor 07, Edifício Amadeus - Belo Horizonte – MG
Zip-code: 30.110-044
Tel.: +55 (31) 3555-3329

REPUBLIC OF PORTUGAL

Avenida Alvares Cabral, 1366, floor 09, Centro - Belo Horizonte – MG - BRAZIL
Zip-code: 30.170-001
Tel.: +55 (31) 3348-5750

REPUBLIC OF TRINIDAD & TOBAGO

Rua Curral Del Rey, 581, Padre Eustáquio

Belo Horizonte – MG - BRAZIL
Zip-code: 30.720-220
Tel.: (31) 3411-4970
Fax: +55 (31) 3413-5350

REPUBLIC OF TURKEY

Rua Alvarenga Peixoto, 295, floor 03, Lourdes - Belo Horizonte – MG - BRAZIL
Zip-code: 30.180-120
Tel.: (31) 2122-6700
Fax: +55 (31) 2122-6701

ROMANIA

Avenida Barão Homem de Melo, 4350, Estoril - Belo Horizonte – MG – BRAZIL
Zip-code: 30.450-250
Tel.: +55 (31) 3298-2200

STATE OF ISRAEL

Rua Padre Rolim, 375, Santa Efigênia - Belo Horizonte – MG – BRAZIL
Zip-code: 30.130-090
Tel.: +55 (31) 9970-6691

SWISS CONFEDERATION

Rua Tomé de Souza, 350, apto. 901, Funcionários - Belo Horizonte – MG – BRAZIL • Zip-code/C.P.: 30.140-130
Tel.: +55 (31) 3225-1461

SYRIAN ARAB REPUBLIC

Rua Santa Rita Durão, 1030, Savassi - Belo Horizonte – MG - BRAZIL
Zip-code/C.P.: 30.140-111
Tel.: +55 (31) 3261-1015
Fax: +55 (31) 3261-6934

UNITED KINGDOM OF GREAT BRITAIN AND NORTH IRELAND

Rua Rio Grande do Sul, 1332, room 1101, Santo Agostinho - Belo Horizonte – MG
Zip-code: 30.170-111
Tel.: +55 (31) 3504-6603
Tel.: +55 (11) 3094-2700 (Consular)

UNITED STATES OF AMERICA

Rua Maranhão, 310, store 01, Sta. Efigênia Belo Horizonte – MG - BRAZIL
Zip-code: 30.150-330 Tel.: +55 (31) 3958-0556

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An abstract background featuring a complex, three-dimensional pattern of red triangles. The triangles are arranged in a way that creates a sense of depth and movement, with some pointing towards the viewer and others receding. The overall effect is a dynamic, geometric composition in shades of red.

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DEVELOPMENT WITH SOCIAL JUSTICE