“A publication that has established itself as a reference for foreign investors and businessmen, providing quality information about the local economy, the business environment and investment opportunities in the State.”

Aloysio Ferreira
Ministry of Foreign Affairs

“Everyone is welcome in a *mineiro* house - their doors are always open. This is Minas Gerais: open doors!”

Octávio Elísio Alves de Brito
Former Minas Gerais State Secretary for Education, Science and Technology and Culture (in different periods)
Minas Gerais: Where the future has already come for business

In this environment, contemporaneity of knowledge anchored in new technologies and innovation finds fertile ground. Minas Gerais occupies a leading position in the creation and development of startups, it has the largest number of incubators of nascent companies and five technological parks in operation. Vale da Eletrônica (Electronics Valley), in Santa Rita do Sapucaí, is internationally recognized. A number of investment funds foster innovation, in addition to BDMG - Minas Gerais Development Bank - FAPEMIG - Minas Gerais Research Support Foundation - CRIATEC (BNDES) and PRIMATEC (FINEP) funds. The development of executives and companies to act in this dynamic environment find support of excellence in Dom Cabral Foundation, appointed in the international rankings as the best business school in Latin America. These are attributes that qualified this Brazilian state to be the headquarters of the first R & D center of Google outside the United States, as well as to receive Embracer’s Center of Engineering and Technology.

This is a picture that states that Minas Gerais presents a robust and very attractive ecosystem for global companies that opt for Latin America and Brazil in their quest to decide where to establish new business units.


Lindolfo Paoliello
ACMinas President

Brazil, just like any other continental country, tends to fall very easily into the temptation or the illusion of self-sufficiency. Our market is large, sophisticated and diverse. That is the very reason why it takes some effort to see the obvious: it is no longer possible or desirable to view our economy in isolation from the world, from the most dynamic value chains at the global level and from investment flows. In order to achieve sustained growth, prosperity and development, we must conceive Brazil as part of an increasingly competitive world, and act so that our participation in this environment is the most possibly beneficial to our interests.

It is therefore a special pleasure to present another annual edition of the Minas Gerais Business Guide. It is a publication that reflects this concern with the competitive insertion in the global economy. A publication that has established itself as a reference for foreign investors and businessmen, providing quality information about the local economy, the business environment and investment opportunities in the State. The initiative of the Commercial and Business Association of Minas Gerais (ACMinas) has proven to be valuable for the dissemination of the State as an investment destination and gained prominence inside and outside Brazil as an important planning tool for foreign investors interested in the country.

This year’s Minas Gerais Business Guide finds a new business environment in Brazil. Foreign investment flows have gained momentum, in line with the improvement that our country has been experiencing: macroeconomic stability, a clear determination to integrate Brazil into the world economy, inflation control, increase in our trade balances. These results are a direct reflection of the actions and commitment of the government and the private sector with our country.

The Ministry of Foreign Affairs has sought to take advantage of the convergence of objectives of the federal government, states and municipalities and the private sector to strengthen actions that contribute to boost the economic recovery of Brazil. The opening of new markets, commercial promotion and the attraction of investments are primary objectives in this context in which we struggle to resume the path of growth on a sustainable basis, consolidating the trust of investors and consumers.

The work of Itamaraty is facilitated and perfectly complemented by initiatives such as that of ACMinas, which, by disseminating information about economic reality and business opportunities in Minas Gerais, presents Brazil as a safe, modern and competitive partner, full of opportunities for the foreign investor. In addition to doing our homework, which we are doing with commitment and determination, we must also better publicize the opportunities that the new business environment offers, explaining in a didactic way how to invest and do business in our country.

The Minas Gerais Business Guide 2019 is an example of an initiative that produces results and contributes to the development of the country. I have no doubt that the 2019 edition will again fulfill its mission of attracting and facilitating direct foreign investment in the State’s economy, contributing to the economic progress of Minas Gerais and Brazil.

On Itamaraty and my own behalf, I congratulate ACMinas for the initiative!

Aloysio Nunes Ferreira
Ministry of Foreign Affairs
Brazil is the 8th largest economy in the world, with a Gross Domestic Product - GDP (2017) around R$ 6.6 trillion, equivalent to US$ 2 trillion (March, 2018 currency exchange rate). It is the largest economy in Latin America. In 2017, Brazilian GDP per capita was around US$ 9,700.

In 2016 it was the 7th largest recipient of foreign direct investment in the world (UNCTAD, 2017), receiving an amount of US$ 59 billion.

The Brazilian economy remains on a growth recovery path by having been implemented in 2017 the labor law reform. The implementation agenda to continue with the country’s tax and political reforms - fundamental to a new moment for the country is expected for 2019.

Important actions such as Brazil’s admission process as a member of the OECD as well as the new Migration Policy are examples of the new institutional phase expected for the country, which already participates in several international organizations.
New Brazilian Migration Law

Guided by the paradigm of human rights, the New Migration Law replaced the “Estatuto do Estrangeiro” (Foreigner Statute) (Law No. 6,815 / 1980) starting to be enforced on November 21st, 2017, materializing an important step in Brazil towards greater global connection and solidarity.

The new law modifies the previous conception of the migrant as a national security issue and creates a favorable context for a better Brazilian response to the opportunities of economic globalization, to the flows of international mobility and the construction of more cosmopolitan and developed territories.

According to a study carried out by the Getúlio Vargas Foundation ("Immigration as Strategic Vector of Socioeconomic and Institutional Development of Brazil"), the country can benefit greatly from immigration, especially in the face of a gradual decline in birth rates, population and the shortage of skilled labor in several segments of the national industry. It is worth mentioning that the majority of migrants have good educational and socioeconomic levels - not to mention the importance of the various migratory currents in Brazilian development history.

Structure and divisions for the treatment of migrants - which institution to look for?

MINISTRY OF FOREIGN AFFAIRS (MRE):
Grant of visas (http://www.portalconsular.itamaraty.gov.br/vistos)

MINISTRY OF LABOR:
Work Permits (http://trabalho.gov.br/trabalho-estrangeiro)

MINISTRY OF JUSTICE:
Nationality, naturalization, refuge, compulsory measures and conditions of permanence http://www justica.gov.br/your-rights/migrations

FEDERAL POLICE:
Control of permanence of foreigners in the country and the borders - Expedition of National Immigration Registry, request for residence, extension of term of stay, entry into the naturalization process http://www pf.gov.br/servicos pf/imigracao

NATIONAL IMMIGRATION COUNCIL:
Formulation of the national immigration policy (http://trabalho.gov.br/mais-informacoes/cni)

Brazil and International Organizations

Brazil has a tradition of working with International Organizations and the Brazilian foreign policy has always valued the country’s participation in international bodies, forums, conventions and other institutions.

Brazil was a founding member of the two main organizations responsible for maintaining international peace and order, the extinct League of Nations and its replacement United Nations Organization.

Brazil is also a founding member of the main organization responsible for organizing the multilateral trading system, the World Trade Organization (WTO). In addition, Brazil acts or is partner in other international organizations such as the IMF, World Bank, IBRD, IDB, as well as in specific regional organizations and interregional mechanisms such as the League of Arab States and the African Union.

Brazil is also a founding member of Mercosur, the main economic bloc of South America and the Organization of American States (OAS), and is a partner of other important organizations such as ALADI and UNASUR.

Brazil favors, in its international actions, the principles of international law. Human rights, environmental preservation and sustainable development, multilateralism and self-determination of peoples and the search for a peaceful solution to disputes and peace as a fundamental value. Brazil has representation in specific agencies of the UN System such as UNHCR, UNICEF and UNDP, as well as independent organizations such as the International Committee of the Red Cross.

Finally, the country has active participation in multilateral cooperation forums such as BRICS, IBAS, CPLP and the Latin America-East Asia Cooperation Forum, among others.

<table>
<thead>
<tr>
<th>What has changed with the New Brazilian Migration Law?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Use of the ‘foreign’ concept</td>
</tr>
<tr>
<td>Concern with national security, perception of the migrant as a threat.</td>
</tr>
<tr>
<td>Non-coded statelessness, with only provision for the possibility of granting passports to stateless persons.</td>
</tr>
<tr>
<td>Bureaucratic regularization</td>
</tr>
<tr>
<td>Fragmentation of migrant care in various government departments.</td>
</tr>
<tr>
<td>Linking migration regularization to formal employment.</td>
</tr>
<tr>
<td>It gives the State discretion in defining who can enter and remain in the country.</td>
</tr>
<tr>
<td>Obligatory payment of fees for foreign identity documents, visas, correction of settlements, naturalization, certificates.</td>
</tr>
<tr>
<td>Prohibition on the exercise of any activity of political nature by foreigners or involvement in public affairs in Brazil.</td>
</tr>
<tr>
<td>The humanitarian reception visa was granted since 2012, in an emergency, via Resolution.</td>
</tr>
</tbody>
</table>
Department of Commercial Promotion and Investments — DPR

The Department of Trade Promotion and Investments (DPR) and its Trade Promotion Sector Network (SECOMs), installed in 112 Brazilian Embassies and Consulates, form the axis of reference for the commercial promotion, attraction of investments and the internationalization of Brazilian companies, within the scope of the Ministry of Foreign Affairs.

The DPR consists of four divisions, namely:

DIVISION OF INVESTMENTS - DINV
(DINV@ITAMARATY.GOV.BR)
Responsible for defining the areas of foreign direct investment attraction into Brazil and supporting the internationalization of Brazilian companies.

DIVISION OF COMMERCIAL PROMOTION PROGRAMS - DPG
(DPG@ITAMARATY.GOV.BR)
Coordinates strategic planning and manages the network of SECOMs. Responsible for the management of the websites of the Department of Trade Promotion and Investment, among which “Invest & Export Brazil”, and the coordination of the strategic actions of integration of the MRE / DPR initiatives with the Brazilian Agency for the Promotion of Exports and Investments - Apex-Brazil.

DIVISION OF COMMERCIAL INTELLIGENCE - DIC
(DIC@ITAMARATY.GOV.BR)
Responsible for the collection and organization of information for the production of commercial intelligence reports, as well as the gathering of data on sectors, markets, countries and regions of interest for the trade promotion and investment attraction actions of the MRE.

DIVISION OF COMMERCIAL PROMOTION OPERATIONS - DOC
(DOC@ITAMARATY.GOV.BR)
Responsible for organizing the participation of the Brazilian business sector in trade missions, such as fairs, seminars and roadshows aimed at expanding exports of Brazilian goods and services. It coordinates actions to promote Brazilian tourism.

Brazilian Agency for the Promotion of Exports and Investments — APEX Brasil

The Brazilian Agency for the Promotion of Exports and Investments (Apex-Brasil) acts to promote Brazilian products and services abroad and attract foreign investment to strategic sectors of the Brazilian economy.

Apex-Brasil works in a variety of ways to promote the competitiveness of Brazilian companies in their internationalization processes. Of particular note is the international campaign “Be Brasil” which seeks to position the country as a business partner, unfolding “Be Brasil” in keywords related to the attributes of Brazilian products, services and productive sectors.
“Brazil: the country where the resources to exploit are superior to what the country consumes, a rare condition in the global scenario”

ACMinas has been a leading player in the development of the State of Minas Gerais and its capital, Belo Horizonte. Actions to that end include those aimed at internationalization, supporting and encouraging the presence of Minas-based companies and institutions in a globalized environment. To achieve that goal, ACMinas promotes multilateral business and the consolidation of relations between Minas Gerais and the world. By means of these initiatives, ACMinas seeks to raise public awareness of a huge and promising business channel: the world.
GET TO KNOW
MINAS

Minas Gerais in numbers

<table>
<thead>
<tr>
<th>General figures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area: 586,519.7 km² - 7% of the Brazilian territory</td>
</tr>
<tr>
<td>Geography: mountainous in a large part of its territory</td>
</tr>
<tr>
<td>Average annual temperature: 21°C / 69°F</td>
</tr>
<tr>
<td>Capital city: Belo Horizonte</td>
</tr>
<tr>
<td>Number of municipalities: 853</td>
</tr>
<tr>
<td>Level of Urbanization: 84% (2017)</td>
</tr>
<tr>
<td>HDI (2010): 0.731 (superior to Brazil’s HDI: 0.727)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>With employees (2016): 504,428 (12.86% of Brazilian companies)</td>
</tr>
<tr>
<td>Without employees (2016): 428,047 (10.92% of Brazilian companies)</td>
</tr>
<tr>
<td>Total of companies: 932,000 – corresponding to 23.7% of Brazilian enterprises.</td>
</tr>
</tbody>
</table>

Source: Ministry of Labor and Employment of Brazil (MTE-RAIS Yearbook).

<table>
<thead>
<tr>
<th>Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population* (2017): 21.1 million inhabitants, 10.2% of the Brazilian population</td>
</tr>
<tr>
<td>Population growth rate (2016): 0.62%</td>
</tr>
<tr>
<td>Number of municipalities with a population greater than 200 thousand inhabitants: 13</td>
</tr>
<tr>
<td>Number of municipalities with a population between 100 and 200 thousand inhabitants: 16</td>
</tr>
</tbody>
</table>

* Estimate

Source: IBGE

<table>
<thead>
<tr>
<th>Minas Gerais Economy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nominal GDP (2017): US $ 179.3 billion (8.7% of Brazil’s GDP)</td>
</tr>
<tr>
<td>GDP Per Capita (2017): US $ 8,488</td>
</tr>
<tr>
<td>Formal Employment (2016): 4.6 million</td>
</tr>
<tr>
<td>Monthly Average Salary 2018: US $ 598 (Brazil: US $ 678)</td>
</tr>
<tr>
<td>Economically Active Population (2018): 11.2 million people</td>
</tr>
<tr>
<td>Unemployment rate (2018): 12.6% (Brazil: 13.1%)</td>
</tr>
</tbody>
</table>

Source: IBGE (PNAO) / João Pinheiro Foundation (FJP)
Minas Gerais and Brazil

• 1st producer and exporter of iron ore.
• 1st producer and exporter of ferronibium.
• 1st cement producer.
• 1st coffee producer.
• 1st potato producer.
• 1st milk producer.

• 2nd largest producer.
• 2nd largest exporting state.
• 2nd steel producer.
• 2nd cattle producer.

• 3rd largest economy in the country.

### Gross Domestic Product - GDP (at current prices)

<table>
<thead>
<tr>
<th>Year</th>
<th>Brazil (US$ billions)</th>
<th>Minas Gerais (US$ billions)</th>
<th>% (Minas / Brazil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>1.4</td>
<td>124.5</td>
<td>8.84</td>
</tr>
<tr>
<td>2008</td>
<td>1.7</td>
<td>152.2</td>
<td>8.96</td>
</tr>
<tr>
<td>2009</td>
<td>1.7</td>
<td>144.4</td>
<td>8.62</td>
</tr>
<tr>
<td>2010</td>
<td>2.2</td>
<td>189.5</td>
<td>9.04</td>
</tr>
<tr>
<td>2011</td>
<td>3.6</td>
<td>209.6</td>
<td>9.14</td>
</tr>
<tr>
<td>2012</td>
<td>2.5</td>
<td>225.6</td>
<td>9.19</td>
</tr>
<tr>
<td>2013</td>
<td>2.5</td>
<td>224.9</td>
<td>9.15</td>
</tr>
<tr>
<td>2014</td>
<td>2.4</td>
<td>219.8</td>
<td>8.94</td>
</tr>
<tr>
<td>2015</td>
<td>1.7</td>
<td>153.2</td>
<td>8.66</td>
</tr>
<tr>
<td>2016</td>
<td>1.8</td>
<td>159.0</td>
<td>8.79</td>
</tr>
<tr>
<td>2017</td>
<td>2.0</td>
<td>193.3</td>
<td>8.74</td>
</tr>
</tbody>
</table>

Source: IBGE / João Pinheiro Foundation.

### Growth of the Gross Domestic Product

<table>
<thead>
<tr>
<th>Year</th>
<th>Brazil</th>
<th>Minas Gerais</th>
<th>World</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>6.1</td>
<td>5.3</td>
<td>5.7</td>
</tr>
<tr>
<td>2008</td>
<td>5.1</td>
<td>4.7</td>
<td>3.3</td>
</tr>
<tr>
<td>2009</td>
<td>-0.1</td>
<td>-3.9</td>
<td>-0.1</td>
</tr>
<tr>
<td>2010</td>
<td>7.5</td>
<td>9.1</td>
<td>5.4</td>
</tr>
<tr>
<td>2011</td>
<td>4.0</td>
<td>2.5</td>
<td>4.1</td>
</tr>
<tr>
<td>2012</td>
<td>1.9</td>
<td>3.3</td>
<td>3.5</td>
</tr>
<tr>
<td>2013</td>
<td>3.0</td>
<td>0.5</td>
<td>3.5</td>
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<tr>
<td>2014</td>
<td>0.5</td>
<td>-0.7</td>
<td>3.6</td>
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<tr>
<td>2015</td>
<td>3.5</td>
<td>-4.3</td>
<td>3.4</td>
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<tr>
<td>2016</td>
<td>3.5</td>
<td>-1.8</td>
<td>3.2</td>
</tr>
<tr>
<td>2017</td>
<td>1.0</td>
<td>0.6</td>
<td>3.7</td>
</tr>
</tbody>
</table>

Source: IBGE / João Pinheiro Foundation (FJP) / IMF (World Economic Outlook) / AC Minas Economic Department.

### Highlights

- 12.6% (Brazil: 13.1%).
- 11.2 million people.
- US $ 598 (Brazil: US $ 678).
- US $ 179.3 billion (8.7% of Brazil’s GDP). US $ 8,488.

### Diversity of Natural Resources

Why “Minas”? It all began in the last decade of the seventeenth century, when gold began to appear, easy and abundant, in the riverbeds. Soon after that, there came the discovery of diamonds.

After gold and diamonds, it was the turn of the search for precious stones. Iron ore was already known to exist in the Minas Gerais region during the gold period, and large deposits were soon discovered.

With the arrival of the Portuguese Royal Family to Brazil in 1808, scientific missions were encouraged to identify natural resources, fauna, flora, and mineral resources. A new picture of Brazil, as well as indigenous peoples, forests and wildlife.

With the fall in the production of alluvial gold, it was clear that there were still gold and precious stones, requiring personnel and technological competence. D. Pedro II, with the support of French scientists, created the School of Mines of Ouro Preto, teaching and researching for knowledge and exploration of mineral resources. Expansion with gold mines and many favorable geological indications for new discoveries. “Quadrilátero Ferrífero” (Iron Quadrangle), a large area in the State, rich of minerals), iron, manganese, gold and other minerals, close to where the gold rush had begun.

Research continued. Mineral Province of Vazante, Paracatu, zinc, lead, cadmium. Alkaline chimneys with the world’s largest niobium deposits, rare earths, lithium, phosphates for agriculture, limestone for cement and soil repair, marble and granite for construction. Mineral water wells, with mud for aesthetic and health use, encouraged local culture and regional tourism. Mineral production grew, with industrialization and exports.
Affordable freshwater accounts for less than 0.5% of all water on the planet, and Brazil has its largest reserves.

Water is a strategic natural resource in Minas Gerais, which focuses attention on the management of watersheds and the multiple uses of water resources, with policies to preserve its springs. In the Cerrado biome of Minas Gerais, 5 out of the 8 main non-Amazon basins are born; 70% of the water of the São Francisco River, the so-called 'river of national integration', and 50% of the water of the Prata River comes from there. Still, 95% of the Brazilian energy matrix is based on the hydroelectricity that comes from the Minas water basins. It is on the Guarani Aquifer, one of the largest reserves of groundwater on the planet.

Minas Gerais follows UN guidance in The Human Rights to Safe Drinking Water and Sanitation: “water management imposes a balance between the imperatives to its protection and the needs of an economic, sanitary and social order.”

Minas Gerais has its basic sanitation company (COPASA), a leading water, sewage, and solid waste service provider in Brazil, with a water supply network of 52,512 km (2017).

Renewable energies in Minas Gerais

Generated and consumed in the world, renewable energy sources: solar (photovoltaic), wind and biomass are also a reality in Minas Gerais. The State is the first in the country in photovoltaic energy use, with an installed capacity of 37.9 megawatts of distributed generation. In the cities of Uberlândia, Belo Horizonte, Sete Lagoinhas, Betim and Montes Claros it is where most of the systems are set. In Uberlândia alone, there are 460 consumer units.

According to data from the Minas Gerais Wind Atlas, the State has the capacity to generate 40 GW of wind energy at a height of 100 meters from the ground. It is estimated that the State's wind potential is 2.7 times higher than that generated by the Itaipu binational hydroelectric plant, on the border of Brazil and Paraguay. The Northern region of the State is indicated as promising for the production of this energy.

As for the generation of energy from sugarcane biomass, the State has 38 plants in operation, with an installed capacity of 938 MW.

Minas Gerais has an ambitious project to increase the generation of energy from renewable sources, especially in solar and wind energy opportunities.

Data related to these sources you can check at cemig.com.br
Natural gas

The distribution of piped natural gas in Minas Gerais is under the Gas Company of Minas Gerais (Gasmig), which distributes around 4 million m³/day.

Gasmig has worked to be one of the three largest natural gas distributors in the country and invested in the construction of underground distribution networks to significantly expand service to residential and commercial customers, especially in the Metropolitan Area of Belo Horizonte, in Juiz de Fora and in the South of Minas.

Minas Gerais has seven distinct life zones or biomes, and possibly the highest biodiversity among states, with at least 123 endemic bird species.

On the south and southeast borders of the state, there are two of the five highest peaks in Brazil. At the top, which reaches 9,000 feet (2,743 m), it can be found the Brazilian ‘alpine’, where snow and ice are not uncommon in winter.

Descending from there you find a forest at about 8,000 feet (2,438 m) of altitude, which turns into subtropical forest and then into lowland rainforest, as we approach 1,000 feet (304 m) of altitude.

There is a mountain range that runs from the north of Rio de Janeiro to Minas Gerais, where the upper reaches are not forests, but high altitude fields known as “Campos Rupestres”, which have biodiversity different from forested areas at the same altitude.

Minas Gerais has seven distinct life zones or biomes, and possibly the highest biodiversity among states, with at least 123 endemic bird species.

From the middle of the state, to the north of Belo Horizonte, we enter the Cerrado biome, similar to the savannas of central Africa (which were one day connected).

Further north, on the border with Bahia, we have the dry tropical forest, with trees that lose their leaves in the dry season, and gain new foliage when the rain starts again near the end of the year. Many of these biomes also have distinct ecosystems, further increasing habitats and therefore species.

With such incredible biodiversity, the state has the potential to develop community-based ecotourism in each of these biomes as a tool to reduce poverty and preserve nature, an additional sustainable element to the State, which would become an international model of sustainable development.

Minas Gerais Connected (Telecommunications)

The telecommunications service in Minas Gerais was the first to be universalized. This important goal was achieved in 2008 when all the municipalities of Minas Gerais started to rely on this service.

In addition to the main telephone and operators in Brazil, Minas Gerais has the services of Cemig Telecom (company acquired in 2018 by Algar and by American Tower do Brasil companies) - which offers solutions in fiber optics and connectivity for companies of different segments.

Sustainability and Environmental Scene

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The main examples of State environmental legislation are:

- State Law No. 21,972 / 2016, which provides for the State System of Environment and Water Resources and other measures. Provides for the environmental licensing system in the State.
- State Decree No. 44,844 / 2008, which establishes standards for environmental licensing and environmental authorization of operation, typifies and classifies infractions to the norms of protection to the environment and to water resources and establishes administrative procedures of inspection and application of penalties. This is the main rule that regulates the state environmental licensing.
- COPAM Normative Resolution No. 74, which establishes criteria for classification, according to pollutant size and potential, of environmentally modifying enterprises and activities that may be authorized or licensed at the State level, determines norms for indemnification of cost analysis requests for environmental authorization and licensing.
- COPAM Normative Resolution No. 213/2017, which establishes the typologies of undertakings and activities whose environmental licensing will be attributed to the Municipalities. In short, this standard regulates municipal environmental licensing in Minas Gerais.

Minas Gerais has a highly qualified workforce, with levels of excellence in several areas of knowledge. The State was a pioneer in the insertion of children in school at the age of six years, guaranteeing an additional year of elementary education in the public-school system, which also covers high school. Quality is also pursued by private institutions, some of which are considered the best in the country and by the international ones, which follow the American, Italian, Spanish and Canadian curricula.

The Agriculture, Trade, Industry and Transportation Federations maintain schools and technology centers for the training and specialization of high-level technical labor force. In addition to these important institutions, the State has a wide network of technical schools, standing out the Federal Center of Technological Education of Minas Gerais (CEFET-MG), the Education Foundation for Work (UTRAMIG) and several federal institutes in the areas of Education, Science and Technology.

The State hosts 400 higher education institutions, from which 14 are public universities, 12 of them are federal and two state universities. In the ranking prepared by the Ministry of Education, three out of the 10 best universities evaluated are based in the State: Federal University of Minas Gerais (UFMG), in Belo Horizonte, Federal University of Viçosa (UFV), Zona da Mata and Federal University of Lavras (UFL) in the south of the state.

In the scope of management training for the public sector, the João Pinheiro Foundation School of Government (FJP) deserves special mention. As for the training of corporate managers, Dom Cabral Foundation (FDC), the institution that offers the best post-graduate courses in business administration in Brazil, has been ranked among the top 20 business schools in the world for 13 years, by the English newspaper Financial Times (ranked 12th best in 2018 and the first in Latin America).
Skema Business School, a French international business institution with campuses in the United States and China, set up its first Brazilian campus in Belo Horizonte in 2015. By 2019 the school, which already provides a master’s degree and postgraduate degrees in several areas of the business world, will begin its first graduation in Brazil: the Global Business Management course (BBA in Global Business).

“Belo Horizonte was chosen to receive Skema Business School due to its high potential for scientific development and innovation, and for being a pole of the digital economy in the country.”

Geneviève Poulingue, Dean of Skema Brazil.

Renowned cultural centers and language schools, such as Alliance Française, Cultura Inglesa and Instituto Cervantes complement the educational options, with highlights for courses developed in the Portuguese language for foreigners.

UFMG is a highlight

Federal University of Minas Gerais is prominent in the ranking of patent depositors in Brazil, according to the National Institute of Industrial Property (INPI).

The University of Minas Gerais (UFMG) was founded in 1927 and currently has 20 academic units, 3,150 faculty members, more than 65,000 students, 75 undergraduate courses, 80 postgraduate programs and more than 750 research centers.

All the work of technology protection and innovation management of the University of Minas Gerais is developed through its Nucleus of Technological Innovation, the Coordination Sector of Technological Innovation and Transfer - CTIT.

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Minas Gerais has more than 36 thousand establishments in the health area, of which 15% are in Belo Horizonte - an agglomeration that makes Belo Horizonte one of the five most important Brazilian hospital centers.

In reference hospitals in the State, most of which are located in Belo Horizonte, it is possible to find clinical specialties and remarkable procedures, with certifications granted by international agencies. Local patients, from other states and even from outside the country, find centers of excellence in the capital to perform health care treatment. João XXIII Hospital, which belongs to the Hospital Foundation of the State of Minas Gerais (Fhemig) is known nationally for the treatment of polytraumatized patients and severe cases of intoxications and burns. Vila da Serra Hospital, a reference in neonatology, and burns. Vila da Serra Hospital, severe cases of intoxicationspolytraumatized patients and severe cases of intoxications and burns. Vila da Serra Hospital, a reference in neonatology, and burns. Vila da Serra Hospital, severe cases of intoxications and burns. Vila da Serra Hospital, severe cases of intoxications and burns. 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The State of Minas Gerais is the 2nd largest exporter among Brazilian states and the 7th largest importer. Besides that, the growth opportunities for commercial flows from Minas Gerais to the world are significant.

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**Brazil – Exports Ranking 2017**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Federated State</th>
<th>US$ Billions</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>São Paulo</td>
<td>50.662</td>
<td>23.77</td>
</tr>
<tr>
<td>2nd</td>
<td>Minas Gerais</td>
<td>25.350</td>
<td>11.64</td>
</tr>
<tr>
<td>3rd</td>
<td>Rio de Janeiro</td>
<td>21.712</td>
<td>9.97</td>
</tr>
<tr>
<td>4th</td>
<td>Paraná</td>
<td>18.082</td>
<td>8.30</td>
</tr>
<tr>
<td>5th</td>
<td>Rio Grande do Sul</td>
<td>17.788</td>
<td>8.17</td>
</tr>
<tr>
<td>6th</td>
<td>Mato Grosso</td>
<td>14.728</td>
<td>6.76</td>
</tr>
<tr>
<td>7th</td>
<td>Pará</td>
<td>14.484</td>
<td>6.65</td>
</tr>
<tr>
<td>8th</td>
<td>Santa Catarina</td>
<td>8.511</td>
<td>3.91</td>
</tr>
<tr>
<td>9th</td>
<td>Bahia</td>
<td>8.066</td>
<td>3.70</td>
</tr>
<tr>
<td>10th</td>
<td>Espírito Santo</td>
<td>8.039</td>
<td>3.69</td>
</tr>
</tbody>
</table>

Source: MDIC

---

**Brazil – Imports Ranking 2017**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Federated State</th>
<th>US$ Billions</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>São Paulo</td>
<td>55.295</td>
<td>36.68</td>
</tr>
<tr>
<td>2nd</td>
<td>Santa Catarina</td>
<td>12.585</td>
<td>8.35</td>
</tr>
<tr>
<td>3rd</td>
<td>Paraná</td>
<td>11.519</td>
<td>7.64</td>
</tr>
<tr>
<td>4th</td>
<td>Rio de Janeiro</td>
<td>11.087</td>
<td>7.35</td>
</tr>
<tr>
<td>5th</td>
<td>Rio Grande do Sul</td>
<td>9.923</td>
<td>6.58</td>
</tr>
<tr>
<td>6th</td>
<td>Amazonas</td>
<td>8.718</td>
<td>5.78</td>
</tr>
<tr>
<td>7th</td>
<td>Minas Gerais</td>
<td>7.347</td>
<td>4.87</td>
</tr>
<tr>
<td>8th</td>
<td>Bahia</td>
<td>7.199</td>
<td>4.78</td>
</tr>
<tr>
<td>9th</td>
<td>Pernambuco</td>
<td>5.704</td>
<td>3.78</td>
</tr>
<tr>
<td>10th</td>
<td>Espírito Santo</td>
<td>4.607</td>
<td>3.06</td>
</tr>
</tbody>
</table>

Source: MDIC
Minas Gerais Main Import Products - 2017

<table>
<thead>
<tr>
<th>Rank</th>
<th>Export Products</th>
<th>TOTAL (US$ millions)</th>
<th>PERCENTAGE (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>Bituminous Coal, Not Agglomerated</td>
<td>609</td>
<td>8.29%</td>
</tr>
<tr>
<td>2nd</td>
<td>Other Potassium Chlorides</td>
<td>200</td>
<td>2.72%</td>
</tr>
<tr>
<td>3rd</td>
<td>Zinc Drosses</td>
<td>192</td>
<td>2.62%</td>
</tr>
<tr>
<td>4th</td>
<td>Ammonium Dihydrogen-orthophosphate</td>
<td>189</td>
<td>2.58%</td>
</tr>
<tr>
<td>5th</td>
<td>Turbojets Or Turboprop Parts</td>
<td>182</td>
<td>2.48%</td>
</tr>
<tr>
<td>6th</td>
<td>Automotive Vehicles For &gt; = 10 People, With Diesel Engine</td>
<td>86</td>
<td>1.17%</td>
</tr>
<tr>
<td>7th</td>
<td>Sulfur In Bulk, Except Sublimated, Precipitated Or Colloidal</td>
<td>79</td>
<td>1.07%</td>
</tr>
<tr>
<td>8th</td>
<td>Ammonium Dihydrogen-orthophosphate</td>
<td>73</td>
<td>0.99%</td>
</tr>
<tr>
<td>9th</td>
<td>Other Automotive Vehicles, With Diesel Engine, For Cargo &lt;= 5 Tons</td>
<td>72</td>
<td>0.98%</td>
</tr>
<tr>
<td>10th</td>
<td>Anthracite Coal, Not Agglomerated</td>
<td>66</td>
<td>0.90%</td>
</tr>
<tr>
<td>Other Products</td>
<td>5,598</td>
<td>76.20%</td>
<td></td>
</tr>
<tr>
<td>Minas Gerais Total</td>
<td>7,347</td>
<td>100.00%</td>
<td></td>
</tr>
</tbody>
</table>

Source: MDIC

Minas Gerais Main Export Products - 2017

<table>
<thead>
<tr>
<th>Rank</th>
<th>Export Products</th>
<th>TOTAL (US$ millions)</th>
<th>PERCENTAGE (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>Raw Cast Iron Not Alloyed, Weight &lt;= 0.5% Of Phosphorus</td>
<td>471</td>
<td>1.86%</td>
</tr>
<tr>
<td>2nd</td>
<td>Other Agricultural Products</td>
<td>438</td>
<td>1.35%</td>
</tr>
<tr>
<td>3rd</td>
<td>Chemical Pulp Of Wood, Not Coniferous, Soda Or Sulfate, Bleached Or Semi Bleached</td>
<td>420</td>
<td>1.29%</td>
</tr>
<tr>
<td>4th</td>
<td>Other Vehicles</td>
<td>410</td>
<td>1.17%</td>
</tr>
<tr>
<td>5th</td>
<td>Frozen Boneless Cattle Meat</td>
<td>399</td>
<td>1.16%</td>
</tr>
<tr>
<td>6th</td>
<td>Other Agricultural Products</td>
<td>389</td>
<td>1.13%</td>
</tr>
<tr>
<td>7th</td>
<td>Other Agricultural Products</td>
<td>379</td>
<td>1.11%</td>
</tr>
<tr>
<td>8th</td>
<td>Other Agricultural Products</td>
<td>369</td>
<td>1.08%</td>
</tr>
<tr>
<td>9th</td>
<td>Other Agricultural Products</td>
<td>359</td>
<td>1.05%</td>
</tr>
<tr>
<td>10th</td>
<td>Other Agricultural Products</td>
<td>349</td>
<td>1.02%</td>
</tr>
<tr>
<td>Other Products</td>
<td>7,283</td>
<td>28.73%</td>
<td></td>
</tr>
<tr>
<td>Minas Gerais Total</td>
<td>25,350</td>
<td>100.00%</td>
<td></td>
</tr>
</tbody>
</table>

Source: MDIC

Minas Gerais / Agribusiness - Main Export Products (in %)
January to May, 2018

- Soy and Derivatives: 27%
- Meats: 10%
- Forestry Products: 11%
- Sugar and Ethanol: 9%
- Coffee: 39%
- Others: 5%

Source: SEAPA-MG
Consulates

There are six countries represented by diplomatic consulates in Belo Horizonte: Argentina, United States, Italy, Portugal, United Kingdom and Uruguay. In these consulates, diplomatic officials from their respective countries of origin carry out an important policy of commercial and cultural approximation, among other roles.

In addition, there are also numerous Honorary Consulates in Minas Gerais, which work along Career Consulates in the prestigious organization of Consular Corps. There are 34 honorary consulates (figures from 2018). They are lead, in general, by Brazilians with family or business ties with the country they represent.

The work of the Consular Corps present in Minas Gerais is noteworthy (www.corpoconsular.com.br).

The Chambers of Commerce present in Minas Gerais provide relevant services to their associates, creating a favorable environment for native state companies and companies from their respective countries to conduct business.

They support companies in business prospecting, in the safe identification of partners, in support of foreign trade. They promote relevant institutional actions and integration among cultures, as well as other outstanding actions.

FOREIGN REPRESENTATIONS

Foreign representations offer strategic services ranging from fundamental legal guidelines to establishing entities in Brazil or in the countries they represent, as well as the promotion of corporate and cultural events and meetings.

Minas Gerais counts on Chambers of Commerce with strong performance and has had significant growth of consular representations.
**CHINESE CHAMBER OF COMMERCE**  
The Chinese-Brazilian Chamber of Commerce (CCCB) is a non-profit institution with offices in Belo Horizonte and Shanghai.  
The Chinese-owned enterprises headquartered in Minas are: Xuzhou Construction Machinery Group (XCMG); CITIC Group; Hangzhou Cogeneration Import and Export Company Limited;  
Contact: +55 (31) 3262-2801 camarachinesa@camarachinesa.com

**BELGALUX**  
Belgian-Luxembourg-Brazilian Chamber of Commerce and Industry  
BELGALUX Belgian-Luxembourg-Brazilian Chamber of Commerce and Industry in Brazil is a non-profit entity, which was founded in São Paulo in 1938. The visit of King Albert I to Brazil in 1920 resulted in the investment in Companhia Siderúrgica Mineira, in 1921, forerunner of the successful Companhia Siderúrgica Belgo-Mineira.  
Belgium and Luxembourg have a strong economic presence in Brazil and Minas Gerais, with investments in services, technology, chemical industry, mining, industrial minerals and derivatives, maritime works, ports, food, international trading, aeronautics, among others.  
Examples of the companies associated with BELGALUX are BNP Paribas, Port of Antwerp, Port of Açú (Prumo Logística), Diário do Comércio (a newspaper), the chemical company Rhodia Solvay Group, among others.  
Contact: +33 (3) 284 9557 | 987774757 johan.stricht@belgalux.com.br

**CHAMBER OF COMMERCE AND INDUSTRY FRANCE-BRAZIL-MG**  
Founded 115 years ago and bringing together more than 900 members, among French and Brazilian companies, CCIFB has an important institutional presence in São Paulo, Rio de Janeiro, Minas Gerais and Paraná. It acts as interlocutor of several French agencies of the world of business, among which stand out the Assemblée des Chambres Françaises de Commerce et d’Industrie (ACFCI), Union des Chambres de Commerce Françaises à l’Etranger (UCCIFE), Conseil National du Patronat Français (CNPF), the Council of Chambers of Commerce of the European Union, and the 113 French chambers spread over 83 countries.  
Minas Gerais has attracted French investors because of its location, available areas, relevant market, high level of universities, and the high quality of reception. France has a strong presence in the State, with investments in strategic areas such as heavy industry, aeronautics, food and energy.  
Examples of companies of French origin operating in Minas Gerais are Aperam, Arcelor Mittal, Danone, Holíbras (Airbus Helicopters), Lafarge-Holcim, GDF-Suez (and its subsidiary Tractebel Engineering), Saint-Gobain, Sefin, Vinci, Systra, Skema Business School and Vallourec.  
Contact: +55 (31) 3213-1576 ccifmg@ccfib.com.br

**THE NETHERLANDS BUSINESS SUPPORT OFFICE - NBSO BRAZIL**  
The Netherlands Business Support Offices (NBSOs) comprise a network of 22 offices in 9 countries set up by the Ministry of Economic Affairs through the Dutch Business Agency (NEA) (RVO in Dutch), with the aim of supporting businesses in their international activities, specifically small and medium-sized enterprises (SMEs).  
The NBSOs have no diplomatic status and are exclusively dedicated to the promotion of Dutch trade and investment and their activities are coordinated by the Dutch Economic Network, which is made up of the Economic Departments of the Embassy of the Kingdom of the Netherlands in Brasilia, the Dutch Consulate General in São Paulo and the Dutch Consulate General in Rio de Janeiro.  
In Brazil, the Business Support Offices of the Netherlands are located in Belo Horizonte, in the state of Minas Gerais and in Porto Alegre, in the state of Rio Grande do Sul. Brazilian companies and entrepreneurs with an interest in investing in the Netherlands can contact them to request more information.  
Contact: +55 (31) 3504-3381 info@nbso-brazil.com.br

**INDIA BRAZIL CHAMBER OF COMMERCE (CCIB)**  
The India Brazil Chamber of Commerce (CCIB), which celebrates its 15th anniversary this year, was founded in 2003 and is located in the same building as the Consulate of India in Minas Gerais. Besides the base office in Belo Horizonte, it also has offices in Rio de Janeiro, São Paulo and New Delhi. The Chamber has Cooperation Agreements with organizations such as the Indian Federation of Chambers of Commerce (FICCI), the Trade Promotion Council of India (TPCI) and the Confederation of Indian Industries (CII), differentiating factors for business enablement.  
Bilateral relations between Brazil and India began in 1948, soon after Indian independence. The similarities and affinities between the two countries paved the 70 years of friendship, and today, Brazil is considered India’s main economic partner in Latin America.  
The India-Brazil agenda - covering topics such as economic growth, technological progress and sustainable development - is reflected in the important international forums in which both participate, such as BRICS, G4, G20, BASIC, IBAS and also in institutions such as UN, UNESCO, WTO and IMF.  
Currently, India’s investments in Minas Gerais are mainly in the sectors of information technology, mining, steel industry, pharmaceuticals and biotechnology.  
In Brazil there are renowned Indian companies such as Arcelor Mittal, Aditya Birla, Eigi Equipments, Glenmark, Havells, HCL Infosys, INOX CVA, Novellis do Brasil, Offshorent, ONGC Videsh, OVL, Pidilite, Polaris, Tata Consultancy Services, Ranbaxy, Sai Towers, Shoghi Communications, Shree Renuka Sugars, Sudarshan Chemical Industries, Taj Group.  
Contact: Contactindia@indiabrazilchamber.org.br
Brazil-Israel Chamber of Commerce and Industry

The Brazil-Israel Chamber of Commerce and Industry (CAMBICI) was founded more than 50 years ago and upholds the values of entrepreneurship, innovation, free enterprise and democracy - values that underpin the Jewish concept of “Tikun Olam”, which means contributing to change the world into a better place.

The Free Trade Agreement between Mercosur and Israel, signed in 2010, removed barriers for trade and facilitated cooperation in the areas of technology and R & D, as well as cultural, political and social exchange. Israel is a large importer, with a high purchasing power population, and offers good opportunities for business and for strategic partnerships, given the technology developed for the various industrial sectors.

Inaugurated in August 2016, CAMBICI of Minas Gerais seeks to deepen their relationship, which represents only 5% of bilateral trade between Brazil and Israel. Creating opportunities in sectors such as water management, agriculture, startups, health, education, clean energy, safety is the priority.

Contact: camaramisrael@gmail.com

Italian-Brazilian Chamber of Commerce, Industry and Agriculture of Minas Gerais

A strategic link between companies and both the national and international markets, the Italian-Brazilian Chamber provides personalized services for each business, carrying them out with solid know-how. In its portfolio, it offers several exclusive services in the areas of business assistance, communication and marketing, networking, business management, global broker solutions, among others.

With extensive experience in the promotion of international events, the Italian-Brazilian Chamber organizes business missions to the largest and international markets, the Italian-Brazilian Chamber conducts the Mentoring Project, with the aim of creating a network of Italian managers and/or entrepreneurs, who want to make their knowledge available to Italian companies interested in improving their position in the international market, the Italia Affari medal, a biennial award granted to Brazilian and Italian personalities who actively contribute to the strengthening of relations between Brazil and Italy, and the project “Ospitalità Italiana - Ristoranti Italiani nel Mondo”, which attests excellence of typical Italian restaurants in the world.

Some Italian companies operating in Minas Gerais: Adler, Almaviva do Brasil, Ask do Brasil, CNH Industrial (Case New Holland, Fiat Powertrain Technologies - FPT and Iveco), FCA Group (Fiat Powertrain Technologies - FPT and Iveco), FCA Group, Ferrero, Grupo Sada, Ibiritermo, Segafredo Zanetti, among others.

Contact: +55 (31) 3287-2211 info@italiabrasil.com.br

Lebanese-Brazilian Chamber of Commerce of Minas Gerais

Established in 1996, the Lebanese-Brazilian Chamber of Commerce of Minas Gerais is the only body in Minas Gerais and Brazil, which is in charge of strengthening the relations between the two countries, promoting investment projects, and providing services to the Lebanese community in the state. The Chamber is a non-profit association as defined by Law 9.610/1998.

The Chamber seeks to promote the economic and commercial development of Minas Gerais and Lebanon, through the organization of business missions and meetings, the representation of companies operating in Lebanon in Minas Gerais, the strengthening of trade relations between the two countries, and the promotion of the Lebanese and Minas Gerais businesses.

Contact: +55 (31) 3262-2801 contato@cciamg.com.br

Brazil-Mozambique Chamber of Commerce, Industry, and Agriculture (CCIABM)

The Brazil-Mozambique Chamber of Commerce, Industry, and Agriculture (CCIABM) is a non-profit association, founded in March 2008. It has its operational headquarters in Nova Lima (MG), plus an office in Maputo, Mozambique. It operates all over Brazil.

Relations between Brazil and this African country have intensified annually.

Contact: (31) 3262-2801 contato@cciabm.com

Portuguese Chamber of Commerce of Minas Gerais

Since 2008, relations between Portugal and Minas Gerais have benefited greatly from the establishment of direct flights by TAP from Lisbon to Belo Horizonte. These flights not only contributed to the increase in the number of foreign tourists and business between Minas Gerais and Europe, but also in the commercial relations between the State of Minas Gerais and Portugal.

Some Portuguese-owned companies operating in Minas Gerais: EMPA (Teixeira Duarte Group); Construtora Brasil (Grupo Mota - Engil); ISQ Brasil; TAP Portugal; SABSEG (Minas Corretora de Seguros); Cabelauto Brasil.

Contact: +55 (31) 3213-1557 secretaria@camarabrasilportugal.com.br www.camaraportuguesamg.com

Lebanese Club of Belo Horizonte.

The Lebanese strongly influenced the economy of Minas Gerais, whether in commerce, industry or the services sector, generating employment and income. They are natural-born entrepreneurs and stand out in the sectors of vehicle rental, parking services, supermarkets, civil construction, textiles and clothing.

Contact: (31) 3427 3911 cclbmg@cclbmg.com.br

Câmara Portuguesa de Comércio de Minas Gerais

Minas Gerais and Portugal have a strong economic and commercial relationship, based on the establishment of direct flights by TAP from Lisbon to Belo Horizonte. The Chamber promotes the development of bilateral commerce, the promotion of businesses operating in Minas Gerais, and the fostering of business relations between companies operating in Minas Gerais and Portugal.

Contact: +55 (31) 3427-2211 info@italiabrasil.com.br
The Projeto Internacionaliza BH (Internationalize Belo Horizonte Project), coordinated by ACMinas, was launched in February 2016 and since then has been gaining ground in Belo Horizonte. Its main objective is to sensitize state native citizens as well as the state business community to the internationalization process of Belo Horizonte, highlighting the benefits of internationalization for people and business environments, thus creating an environment in Belo Horizonte, and in Minas Gerais, a differentiated terrain for the welcoming and qualitative interaction with international communities.

In order to achieve this goal, the project has different work fronts, especially the work collection of “Projetos Memória da BH e dos Mineiros do Mundo” (Memory of Belo Horizonte and its citizens of the World Projects), “Projeto Memória do Mundo” (Memory of the World Project) in Belo Horizonte and “Circuito ACMinas” (ACMinas Circuit; ‘International Dialogues’) and the network of the “Eu Participo” Stamp. Take part in this construction of a more internationalized state society that advances in the reception, in the knowledge and in the conviviality with diverse international communities.

Network of establishments (hotels, restaurants, language schools, festivals, companies) which stand out in different ways for their international performance and socializing with foreign communities.

The moment of granting the Stamp is always a special occasion, in which contents of culture and culture for business, referring to many international communities, take place in a relaxed atmosphere of integration, information exchange and learning.

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Members of “EU PARTICIPO” Internacionaliza BH Project Network

Coworking
Inovation Hub

Restaurants

International Art Festivals

Institutions

Hotels

Companies
In Minas Gerais we find the 2nd largest potential Brazilian consumer market, estimated at R$444.4 billion (IPC estimate, 2018). Minas Gerais, for its diversity could not be any different in its economic possibilities. More than ever, inventing and reinventing itself is possible and necessary. The people of Minas Gerais have tradition, they offer quality in what they do and dare to go beyond and to do differently.

**Nominal GDP by Sectors 2017**

(US$ billions and percentages)

<table>
<thead>
<tr>
<th>Sector</th>
<th>Nominal GDP (US$ billions)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farming</td>
<td>9.2</td>
<td>6%</td>
</tr>
<tr>
<td>Industry</td>
<td>109.8</td>
<td>70%</td>
</tr>
<tr>
<td>Services</td>
<td>38.5</td>
<td>24%</td>
</tr>
</tbody>
</table>

Total Nominal GDP: US$ 179.3 billion.

**Formal Employment (2016)**

- **Farming**: 259 thousand (5.59% of the State).
- **Industry**: 1.06 million (22.87% of the State).
- **Services**: 3.31 million (71.54% of the State).

Source: Brazilian Institute of Geography and Statistics (IBGE) / João Pinheiro Foundation / ACMinas Department of Economy.
GET TO KNOW A LITTLE MORE ABOUT MINAS GERAIS ECONOMY BY ITS PRODUCTIVE SECTORS:

Innovation and Entrepreneurship Environment
Creative Economy
Textiles and Apparel
New Economy
  Information and Communication Technology
  Biotechnology and Life Sciences - Vocation in Health
  Aeronautical
Transportation and Automotive
Mining and Metallurgy
Civil Construction
Agribusiness
  Coffee
  Milk
  Meat
  Grains
  Fruits
  Food and Beverage
Sugar and alcohol industry - sugar and ethanol
Pulp and paper
Trade and Services

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Sebrae is the largest specialist in small businesses in Brazil. For more than 45 years, it has been training entrepreneurs and improving the competitiveness of companies in all segments. And it is by considering entrepreneurship paramount to transformation that Sebrae promotes the development of people, companies and the country.

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sebrae.com.br/minasgerais

Innovation and Entrepreneurship Environment

The State of Minas Gerais has a relevant set of National Institutes of Science and Technology (INCT). There are 13 altogether. In addition to technological parks, private research centers and public institutions, such as Fiocruz and Fundep, which elevate the state to a prominent category in the national scenario in Research and Development.

Minas Gerais is the second state of Brazil in number of startups, with 581 companies, according to data from the Brazilian Association of Startups (ABS). Minas Gerais community committed to developing innovative initiatives has been recognized, increasingly, nationally and internationally. In this scenario, initiatives for projects and events such as Digital Hub, the startups of the Raja Valley region, the Fiemg Lab and the Atmosfera Café stand out. In addition to these, Belo Horizonte hosts a major innovation meeting - the International Innovation and Technology Fair - FINIT.

SIMI
Through an initiative of the State Secretariat for Economic Development, Science, Technology and Higher Education (Sedectes) and Fapemig, the Minas Gerais Innovation System (SIMI) was created in 2006. The system works to promote innovation in a cooperative way in the State of Minas Gerais, integrating governmental, business and academic actions. A pioneer in the country, Simi articulates the players of the state’s innovation cycle through face-to-face and virtual actions such as forums, gatherings, business meetings, planning and through its website in which is kept all information about its updated actions.
IN BELO HORIZONTE
SAN PEDRO VALLEY

Appointed nationally as the best community of start-ups in Brazil and among the ten most expressive initiatives in the country, San Pedro Valley is an ecosystem located in the São Pedro neighborhood, in the Center-South region of Belo Horizonte. The cluster is considered to be articulated, efficient in mutual aid and regarded as a privilege for the state of Minas Gerais.

More than 200 technology-based companies, including accelerators, incubators, shared workspaces and venture capital companies make up the set. Agrosmart, Hotmart, Méliuz, Qranio, Sympla are some of those that are established in the ecosystem. Highlight for Sympla, an online platform that manages the sale of tickets and promotes the dissemination of events through social networks. Present in nearly 2,000 Brazilian cities, it has been voted the “best startup in Brazil”.

SEED

Factory of innovations. This is how Startups and Entrepreneurship Ecosystem Development (Seed), a program of the Government of Minas Gerais, defines itself. The only accelerator with public resources in Brazil, Seed aims to accelerate startups from any part of the world who wish to establish business in the State. The basis of the program is to support the interaction between entrepreneurs for the transfer of knowledge and skills.

FAPEMIG

The Minas Gerais State Foundation for Research Support (Fapemig) is an agency whose role is to finance scientific and technological research projects in the State. Through careful evaluation, Fapemig judges, by merit and importance for the development of Science in the State, projects proposed by researchers, universities and other research institutions.

DATAVIVA

Free and open access online platform containing public information cross-referenced that allows access to data on economic activities, markets, professions, education that interest industry, commerce, agriculture, services, other sectors and common citizens. Besides informing with quality and precision, it is a strategic tool for the development of public policies of the State. In 2017 data from the country’s health area were incorporated into DataViva.

Developed in a partnership between the Government of Minas Gerais and MIT MediaLab of the Massachusetts Institute of Technology, DataViva was secured with funding from Fapemig and supported by institutions such as João Pinheiro Foundation. The data provided by the Ministry of Labor and Social Security (MTPS), the Ministry of Development, Industry and Foreign Trade (MDIC), the Ministry of Education (MEC) and the Ministry of Health are structured in a large number of visualization possibilities.

P7 CRIATIVO

As an independent association, supported by the state government and various entities, P7 development agency aims to transform the state of Minas Gerais into a creative industry hub. The routine of the agency, in its first experimental phase, consists mainly of connecting investors to collectives, artists, cultural groups, companies of all sizes, creators, associations, and other holders of good ideas. In its permanent phase P7 will be installed in 7 Square, Belo Horizonte’s hyper center, in a 25-storey building, designed in 1953 by Oscar Niemeyer and listed by the Institute of Historic and Artistic Heritage of Minas Gerais (Iepha) in 2016. The building is and will always be entirely dedicated to the creative industry.

ARTS AND CRAFTS

Diverse, rich in detail, expression of talent and cultural quality. It is thus the artisanal production of Minas Gerais, which makes it possible to know, through its objects, the ways and the popular traditions of the State. Responsible for boosting the economy and moving more than R$ 2 billion annually, this strategic sector counts on more than 300 thousand State entrepreneurs living from their craft.

Draw world attention

The seven gemstones drawing attention of the world are Imperial Topaz, main occurrence in Ouro Preto, in orange and dark yellow colors; Aquamarine, sea blue color; Amethyst, quartz color between purple and violet; Turmaline, green and blue colors; Rubellite, red color tourmaline; Citrine, quartz between yellow and orange; Diamond, which Brazil was once the largest producer in the world.

Creative Economy

Four sectors make up creative economy, according to the 2010 United Nations Trade and Development Report (UNCTAD): Heritage, Arts, Media and Functional Creativity. A study by João Pinheiro Foundation (FJP), presented in 2018, identified in Minas Gerais, ten activities related to the segment: Performing Arts (theater, circus and dance); Visual and Digital Arts; Design, Book Edition; Gastronomy; Audiovisual Media; Fashion; Music; Software, Applications and Electronic games; Public Patrimony and Cultural Expressions. (source: Report of the Seminar of the State Plan of the Creative Economy in Minas Gerais, 2016).

Example of an initiative in Belo Horizonte is the House of Creative Economy for the formation and dissemination of the concept and space for cooperation among entrepreneurs in this segment. The space is part of the Liberdade Square Cultural Circuit.

SEVEN PRECIOUS STONES

The seven gemstones
The State’s textile industry employs almost 130 thousand people and is among the three largest in Brazil, according to the latest data from the Brazilian Association of the Textile and Apparel Industry (Abit).

The State, “avant-garde” of national fashion, has hosted the largest fashion business event in Latin America for 23 editions, Minas Trend Preview, promoted by the Federation of Industries of the State of Minas Gerais (FIEMG). In two annual editions, the meeting brings together the entire chain of the fashion industry, represented by exhibitors of clothing, footwear and accessories.

It is also important to highlight the originality and quality of luxury fashion factories present in Minas Gerais.

Highlights in the state economy, the footwear and bags sector is the target of constant research and strategic actions aimed at improving competitiveness, developing products with differentiated design and quality, as well as stimulating manufacturers and retailers. In the Center-West of the State, a productive center where Nova Serrana is a reference, a city that houses more than 800 footwear industries and produces more than 100 million pairs of shoes per year.

**Information and Communication Technology**

The second largest concentration and third largest GDP of companies in the country’s Information and Communication Technology (ICT) sector is in Minas Gerais territory. The State has Technological Parks, Industrial Districts and Industrial Technology Condors, which produce hardware and software for the aerospace sector, embedded software and IoT for the automotive sector, sensors and software for mining, electronic components for household appliances and several others. There are more than 6 thousand companies that inject into businesses around R$2.5 billion per year.

Within the ICT ecosystem, Minas Gerais is home to the R&D centers of Google (the only one in South America), Embraer, Erikson and FIAT, as well as international companies such as Infosys, Axxiom, Hexagon Mining, Algar technology and Cadence.

In terms of human capital training to attend to the diverse functions of the ICT branch, Minas Gerais has 67 educational institutions, representing 11% of the Brazilian offer, with more than 20 thousand enrolled students.

**Electrical and Electronics Industry:**

**Silicon Valley in Brazil is in Santa Rita do Sapucaí**

Compared to Silicon Valley in California, Minas Gerais is proud of its Valley of Electronics, located in Santa Rita do Sapucaí, a municipality with 43 thousand inhabitants, 387 kilometers from Belo Horizonte. First city in Latin America to have a technical school of electronics and the first college of Telecommunications Engineering of Brazil, Santa Rita houses 153 technology companies and more than 20 startups. Among the more than 15,000 items manufactured by a contingent of 14,700 directly hired professionals, we highlight the digital TV transmitter; electronic ballot box and a technological game for autistic children. Altogether, revenues from local technology companies are around R$ 3.2 billion annually.
Multidisciplinarity, with the generation of high quality jobs, demand for a better qualified workforce, and, consequently, a higher average remuneration. This is the basic profile of biotechnology, a sector that adds value and that is dynamizing the state economy, not only by the economic activity itself, but also by the impact on social welfare. In the State, there have been identified and mapped, by the State Department of Economic Development, 89 national private capital companies, including incubators Biominas, Centev, Ciaem and Inova. In addition, seven multinational companies and five public institutions are listed. The state is the second in Brazil in number of installed companies in the sector.

Biotechnology, defined as the application of biological organisms, systems or processes as the main activity within the company for purposes of both internal research and development, and for manufacturing and service provision, is also known as “Life Sciences”. It has a relevant role in increasing agricultural productivity; in the area of health (new medicines, vaccines and diagnostic kits); of energy (biofuels).

In the main productive centers of the State, located in the central region (Belo Horizonte and metropolitan area), Triângulo Mineiro, Zona da Mata (Viçosa) and North (Montes Claros), some companies stand out such as Hermes Pardini, Hemominas Foundation, Ezequiel Dias Foundation (Funed), Novo Nordisk, Fiocruz Minas, GE Healthcare, Blomm Technology, Philips and Biominas Brazil. Only in the Metropolitan Area of Belo Horizonte biotechnology employs five thousand professionals. Add to this the scientific contribution of the contingent of 160 PhD researchers from the Federal University of Minas Gerais.

In July 2018, the first private business acceleration center for biotechnology and life sciences in Latin America was inaugurated in the Clean Development Zone (ZLD) in Nova Lima. It is called BiotechTown, the only private and integrated Brazilian center for the development of bio-businesses - companies, products, services and research. Audacious and innovative, the project is the result of a partnership between Fundep Participações (Fundepar) and Codemig, with support from UFMG, Anbiotec(National Association of Biotech Companies) and CSul - Desenvolvimento Urbano.

ZLD was created in 2017 to attract business, including biotechnology ones. Several companies are preparing to occupy the area, among them Blomm, drug industry, one of the anchors of the venture.

Aeronautical

Strategic to the national economy and promising for Minas Gerais, the air industry segment has been the object of studies to identify and create viable opportunities for several other economic areas of the State. Minas Gerais has 86 aerodromes and airports and three important poles of the sector, in the Metropolitan Area of Belo Horizonte (BHMA), in Itajubá and in Santa Rita do Sapucai, in the South of Minas Gerais.

In addition, the State maintains a high standard of qualification in educational institutions that offer courses for the sector, such as airport engineering at PUC Minas. Important companies are present in the State: Embraer, with its R & D center in Belo Horizonte; Helibras, the only helicopter manufacturer in Latin America and GOL, which maintains an advanced maintenance center near the Belo Horizonte International Airport in Confins.

Biokerosene and Renewables Platform Project

Platform that counts on the participation of airlines, research centers and universities besides producers and investors. It seeks to develop the entire biomass production chain to meet the demand of the aerospace sector to have a new fuel in gradual replacement of the fossil fuel. In addition to biokerosene, this chain could meet the demand for green diesel, oleochemical, animal and human feed, pharmaceuticals and cosmetics, among others. The “macaúba” palm tree is an option for the sector, given its environmentally friendly, high production and alternative features for small and large producers.
The mining-steel segment is intrinsic in Minas Gerais economic history, substantially contributing to define the socioeconomic profile of the State. No wonder, it is even present in the name “Minas Gerais”. The sector represents 8% in the composition of the economic activity of the State and directly employs almost 50 thousand workers, throughout the extractive chain.

In Minas Gerais, iron ore, bauxite, phosphate, manganese, aluminum, potassium, zinc, gold and other minerals are produced. The main concentration is in the metallic minerals, evidencing the state’s role in the national scenario in the extraction of iron ore (66%), zinc (100%), gold (45%). In nonmetals, it leads nationally in phosphates (57%) and limestone (27%), according to the Minas Gerais Mining Outlook, a document from the Brazilian Mining Institute (Ibram) and the National Iron and Basic Metals Extraction Industry Union (Sinferbase).

Ornamental stones, gemstones and precious stones, as well as substances for the production of electronic components like lithium and niobium are found in Minas. Niobium, a corrosion-resistant element, rare on the planet, is abundant in the state. It is extracted, in Araxá, in the Triângulo Mineiro region, by CBMM, the most important producer in the world.

Second main automotive hub in Brazil, Minas Gerais has Fiat Chrysler Automobiles (FCA) as the key player in the sector in the state. The factory surroundings in Betim, in the Metropolitan Area of Belo Horizonte (BHMA), is populated by hundreds of auto parts industries that serve the Italian automaker, installed in Brazil in the mid-1970s. The history of the factory in the state stands out for promoting large investments since its implantation and for setting its origins in the State territory with the production of an exclusive car for Brazil. FCA’s industrial unit is the largest manufacturing plant in the world and has an annual production capacity of 800,000 vehicles.

In July 2018, on the occasion of the celebrations of the 42 years of the FCA unit in Betim, the automaker announced investments of around R$ 8 billion in the plant, to expand the facilities and attract suppliers with technology not yet available in the region.

In addition to passenger cars produced by FCA, the automotive industry in Minas Gerais manufactures engines and transmissions (FPT - Powertrain Technologies), iron and aluminum parts (Teksid do Brasil), trucks and utilities (Iveco and Mercedes Benz), armored defense vehicles (Iveco), agricultural and construction machinery (CNH), automotive components (Magneti Marelli) and industrial automation equipment (Comau). Several other companies with related activities, such as consulting, finance and insurance, also reinforce the economic range of the automotive sector.

Minas Gerais has gained national prominence by housing manufacturing plants of GE Transportation, EMD Equipamentos e Serviços Ferroviários (a Caterpillar subsidiary) for the production of locomotives. The two companies - both American - are the country’s only manufacturers of locomotives for freight trains.

In the city of Juiz de Fora, in Zona da Mata Mineira, the Mercedes Benz factory in Brazil produces Actros cabins and trucks. In 2018 the company inaugurated a new production process, the Industry 4.0, innovative technology that will be extended to all stages of production. The initiative is part of an investment of R$ 2.4 billion in progress by Mercedes in its operations in the country until 2022.
Large world steel industry groups - which consume predominantly metallic minerals - have units in Minas Gerais, where they invest heavily. Among them: ArcelorMittal, Usininas, Gerdau, Vallourec and VSB and Vale. In its global business, including operations in Brazil and Minas Gerais, Vale S.A. announced investments of US$ 12 billion between 2018 and 2020. Among the mining companies that contribute not only to GDP but also to the state value chain are Anglo American, Anglo Gold, Arcelor Mittal, BHP Billiton, CBL, CBMM, Jaguar Mining, Kinross, Vale and Yamana Gold.

In terms of exports, Minas Gerais accounts for about 15% of the Brazilian scenario, with iron ore in the first place, representing 92% of the amount. In the list of mining products for export, iron ore predominates, with almost 40%. In the country as a whole, Minas accounts for almost 100% of exports of lead, zinc, niobium, precious metals, graphite, slate and magnesite.

The State of Minas Gerais is today the 2nd most important state in steel production among Brazilian states. Some of the main production units in Minas Gerais belong to the largest global groups in the sector, such as Arcelor Mittal, Gerdau, Usininas, Vallourec and VSB (Vallourec and Sumitomo).

Mining, strategic instrument of development.

Commitment to sustainability.

By Octávio Elísio Alves de Brito

Mining has locational inflexibility: it occurs where there is a deposit, and is often a pioneering economic activity in the region; it generates investments in infrastructure, housing, transport and energy. It encourages local initiatives to provide services and goods demanded by the mineral activity. Every mine has a lifespan determined by the reserve of the deposit, which requires planning that considers the ending of its activities, with a special vision of the future, foreseeing the use of lower content mineral sites, higher prices or new technologies.

Each mine is different from others, albeit from the same ore, which requires research and development of appropriate technologies, from mining to ore beneficiation, adequate disposal of mine waste, control of the use of natural resources, recycling, waste use.

The mineral sector has been undergoing a period of adjustments, with falling international prices of commodities, while the costs of inputs and production continue to grow. And it is under pressure to become more socially and environmentally committed. It is a moment of reflection and inflection, of seizing opportunities to correct errors and face a new period of expansion, with the adoption of a proactive agenda in the management of social, environmental and economic challenges.

There is great scope for building improvements, seeking innovation in building pioneering practices. It is the opportunity to create a space for discussion, exchange of experiences, success stories, with the participation of specialists, national and international authorities, with strong leadership of the productive sector.

It is necessary to review the methods and principles adopted so far, to improve technological processes, to prepare for the socio-environmental risks and consequences of climate change, which require energy alternatives and the rational use of water resources.
Lithium Chain

In order to make the State an important pole of the lithium chain in the country in five to ten years, Minas Gerais Economic Development Company (Codemig) is investing in this productive chain, starting from the exploitation and beneficiation of this mineral, until its use by the modern industry, as in the manufacture of batteries for smartphones and electric cars. In 2018, Codepar (Codemig Participações) acquired 32% of Companhia Brasileira de Lithium (CBL), which operates in the exploration and processing of the mineral, in Araçuaí and Divisa Alegre, in the Jequitinhonha Valley.

The presence of Codepar in the capital of CBL ensures synergy with the contribution of the Aerotec Fund to the capital of the British company Oxis Energy, which will start producing lithium-sulfur battery cells in 2020. The unit will be installed in one of the cities of the Metropolitan Area of Belo Horizonte (BHMA).

In Minas Gerais, there are still several projects, in different phases of maturation, in the lithium area. One of them is Sigma Mineração, a Brazilian company with 80% of the capital in the hands of A10 Investimentos and 20% under guardianship of creditors. The company will invest R$ 230 million in the 2018/2019 biennium in the first phase of a project for exploration and production of lithium in Araçuaí and Itinga, in the Jequitinhonha Valley.

Another project is that of AMG Mineração, which is applying about US $ 175 million to build two lithium plants in Nazareno (Campo das Vertentes). From 2020, the company is expected to reach an annual output of 180,000 tons of lithium concentrate, enough to put the company among the world’s top ten producers of the ore.

About Lithium

Lithium is used in the production of cell phone batteries, laptops and electric vehicles. Its use as a component in electric batteries has been undergoing improvement in order to increase its time length of use and autonomy. In the case of its compounds, the consumption is distributed among the chemical industry (manufacturing of greases and lubricants), metallurgical (manufacturing of primary aluminum), ceramics industry and nuclear industry (manufacturing of reactors).

Ornamental Rocks

Ornamental rocks extracted from the State soil make up more than 180 commercial varieties and move about US $ 5 million annually. The state, which occupies second place in the national ranking, produces slate, granite, marble, soapstone, quartzite and serpentinite for flooring, cladding, columns, adornments and special pieces. In the export agenda the slate is one of the highlights.

CBMM is miles ahead when the subject is investment in technology. In the automotive industry, niobium is already being used to improve the performance and safety of cars. Important research is also being done to develop batteries and wireless charging. Because that’s how we build tomorrow: innovating today.
The civil construction sector in Minas Gerais expressively moves the economy of the State, as it is an important generator of jobs, besides being in constant evolution and innovation. In its productive chain there are large companies, which develop from raw materials and inputs to the final product: real estate for the real estate market and large public works for the improvement of the State infrastructure.

By contributing socially to the reduction of the Brazilian housing deficit of 6 million homes, the movement of the sector also boosts the chain of financial services, commerce, technology, transportation, consulting, training among several others. In this scenario, some companies stand out inside and outside the State territory.

In the niche of popular constructions, Emccamp, which has been receiving distinctions for its performance in important national rankings draws attention. Likewise, MRV, focused on classes C, D and E, has one out of every 200 Brazilians as a customer. Annually the company launches more than 40 thousand apartments and occupies the place of largest residential construction company in Latin America and the third in the world in volume of real estate built.

PHV Engenharia, one of the civil construction brands in Minas Gerais, known for its high-standard developments and that has maintained above-average growth, is also worth mentioning. Precon Engenharia is the first in the industry to obtain a certification of competitiveness, the SIAC certification PBQP-H-2017. Another initiative of the company is the Precon housing solution, or SHP, a technical innovation that brought to the civil construction field the concepts of the automotive assembly.

Other important companies located in Minas Gerais: Andrade Gutierrez Engenharia, Direcional Engenharia, Grupo ARG, Construtora Barbosa Mello, Empresa Construtora Brasil, Odebrecht Ambiental, AG Constructions and Services, Construtora Aterpa, Construtora Cowan, Torc Terraplenagem, Obras Rodoviárias, Construções Ltda.

Internationalization Business Case

The Martini Saback Group operates in Brazil and abroad in the infrastructure and metal structures segments. Since 2017 the group is based in Oman (as Martini Saback International), focused on the construction market and as a provider of maintenance services in oil companies in the country.

"... the gratification of having an internationally recognized brand and operate in different markets and segments, thus guaranteeing a billing sustainability, are the factors that most encourage international expansion and business continuance in distinct and foreign markets".

(Taynan Saback).

Learn more at minasguide.com/blog
BUILDINGS IN MINAS GERAIS ADVANCE IN LEED AND AQUA CERTIFICATIONS

New concepts in construction with a focus on sustainability, innovation and social responsibility arise in the world as a response to the environmental impacts caused by man over time, and show that more than a trend, concern for the environment and resources is a necessity.

LEED (Leadership in Energy and Environmental Design) and AQUA (High Environmental Quality) certifications, adapted from the French “Haute Qualité Environnementale” (HQE), present parameters to be considered in the construction of works with better environmental management.

It is maintained that the benefits for the enterprises are not only social and environmental, but also economic, since it is possible to reduce costs in construction and during the life cycle of the enterprise.

LEED

Minas Gerais once again showed its pioneering spirit by hosting the first building in Brazil to receive the label Leed v4. Located in Governador Valadares, the building houses an architectural office and environmental consulting that aims to disseminate in Brazil this new and sustainable way of building.

The certification of more “green buildings” in Minas Gerais, however, has not stopped there. The Mineirão stadium is currently the only stadium in Brazil to have received LEED Platinum rating, because it contains the largest photovoltaic roof plant in the country, and for having reduced more than 70% of the consumption of drinking water. Coca-Cola factories, the Forluz Building, Cemig’s new headquarters, Boulevard Corporate Tower, a corporate center integrated with Boulevard Shopping, among others, are also part of these projects. There are, in all, 14 Leed green buildings in the state and another 32 in the process of certification.

AQUA-HQE

The Aqua-HQE certification process arrived in Brazil in 2008. It is applied exclusively by the Vanzolini Foundation, which has adapted the French process to the culture, climate and Brazilian legislation.

One of Odebrecht’s newest ventures was the first to win the Aqua label in Minas Gerais. It is Parque Avenida Shopping Complex, located in the south-central region of Belo Horizonte. Currently, Minas Gerais already has 11 Aqua certified buildings.

CEMENT

In Minas Gerais lies the largest cement-producing park in the country, with nine factories of the main brands active in the market. The national cement industry has installed capacity for 100 million tons and annually produces 57 million tons.
The diversified production makes of Minas Gerais one of the largest agricultural producers of the Country, occupying the fifth general place in the national production. Companies established in the state as well as entities that serve the sector constantly invest in innovation, such as the use of drones to monitor crops, application of phytosanitary products and precision agriculture. The crops that stand out most are coffee, sugar cane, fruit farming and beans.

Minas Gerais is the national leader in coffee production, with 56.4% of the country’s planted and processed crop. The total State production in 2018 is estimated at about 30 million bags of 60 kilos. In the list of products exported by the state, coffee ranks second, with a value of US $ 3,455 billion.

Production increased in relation to the previous year due, among other factors, to the entrance of renovated coffee areas, with greater technological input, resulting in higher productivity. This market, in addition to growth, has emerged because of its greater added value and received support and various incentives for its development. One of them is the International Coffee Week, the largest meeting of the sector’s productive chain in Brazil, and one of the most important in the world. Since 2013, the last version of the event, held in the capital of Minas Gerais, in 2017, recorded a historic record of 17 thousand visitors, including 40 international buyers, from 16 different countries. R$ 30 million were started in business and 30 thousand coffee cups were tasted.

Other reasons for the strength of the sector are attributed to sustainable mechanisms programs; financing, pricing and innovation policies; research in technology and product improvement; good production and management practices; training of producers; the qualification of labor; among others.
Coffee is grown in 607 out of a total of 853 municipalities and is the main activity in 340 of them. Minas Gerais coffee is mainly produced in the south and southwest regions, followed by Zona da Mata, Triângulo and Oeste, in the State of Minas Gerais. (DC Analysis, Agribusiness, 2013).

Coffee production attracts important projects, such as the Dolce Gusto Nestlé capsule factory in the municipality of Montes Claros, installed in 2015, showing the consolidation of differentiated coffees with added value in the foreign market.

International Coffee Certification

The Instituto Mineiro de Agropecuária (Agriculture and Cattle Raising Institute) (IMA), in partnership with Epamig and Emater-MG, is responsible for certification of coffee growers in Minas Gerais. These producers have adhered to the State Seal of certification and who wins this local seal is automatically certified by the UTZ Dutch. This certification is related to the production of coffee within the criteria of environmental, social and economic sustainability, bringing value to coffee as an advantage and generating the consequent competitiveness in the international market. The producer with the UTZ Certified seal is more likely to sell and profit overseas. In 2017, 1,600 coffee growers received the certification of sustainable producers.

Milk

Most of the milk produced in Brazil comes from Minas Gerais, responsible for the production of 8.971 billion liters of milk consumed in the country. The herd is composed of 218,225,177 heads (considering beef cattle and milk), which gives the State the second place in the national ranking.

Several processing units of dairy companies settled in the State attracted by the great supply of raw material. Among them Nestle’s largest dairy plant, Danone’s largest yogurt and nutritional care plant, and Brazil’s largest milk cooperative, Itambé, in addition to Jussara, Porto Alegre, Embaré and Cemil brands.

Meat

The cattle herd in Minas Gerais has 218.2 million heads (beef cattle and milk), or 10.83% of the Brazilian total. The export volume of meat reaches almost US$ 600 million, equivalent to 147 thousand tons. In the last year, the State maintained growth in the slaughter of cattle, pigs and in egg production.

The State is home to large-scale meatpacking units such as JBS Friboi, the world’s largest animal protein producer, BRF Foods and Minerva.
Soybeans accounted for 16% of Brazil’s total exports to the world in the first half of 2018, especially for China.

As the 6th largest national producer, the contribution of Minas Gerais was 5,048 million tons.

The main items of the grain offer are soy and corn, which lead the State to occupy the sixth and fifth positions, respectively in the national ranking. The two products are planted on a larger scale in the municipality of Unaí, in the State’s Northwest.

In total, Minas produced 14.2 million tons of grain in the last year, 7.5 million of which were corn.

The major multinational companies engaged in the processing and marketing of soybeans and other types of grain are Cargill, ADM, Louis Dreyfus Commodities.

In the largest irrigated area of South America - Jaíba Project - lemon, mango and banana are produced. Since 1960, the project has transformed the socioeconomic reality of the northern region of Minas Gerais, where 25,000 hectares are now in full production. The irrigated area used by the project corresponds to 66,000 hectares.

Jaíba’s annual fruit yield is 86.3 thousand tons of lemon; almost 850 thousand tons of banana and 85.7 thousand tons of mango.

In the national ranking, the production of Minas Gerais corresponds to 10.8% of lemon (3rd place); 11.79% banana (3rd place). Production of mango occupies the fourth place in the national production. The expectation for the 2016/2026 decade is a significant expansion of 57.55% in banana production and 14.7% in the lemon harvest.
Food and Beverages

The food and beverage industries account for 20% of Minas Gerais Gross Domestic Product (GDP). From the inputs to the typical dishes to the beverages that accompany them, there is an entire chain generated from agribusiness (meat, poultry, chicken, milk and dairy products, coffee, fruit), food and beverage industry and trade.

There are 850 industries registered in the Union of Beer and General Beverage Industries of the State of Minas Gerais (Sindbebidas), of which 510 are producers of cachaça; 70 of beer; 125 of juices; 70 soft drinks and 75 other types of drinks, such as energy drinks. The sector collects R$ 1.5 billion in Tax on the Circulation of Goods and Services (ICMS) per year, or about 8% of all the collection of this industry tax in the State.

Another productive pole of beverages is craft beer, with increasing production and presence in various regions of the state, such as Belo Horizonte and its Metropolitan Area and Zona da Mata. It is a product of high added value, which has become a phenomenon among thousands of connoisseurs.

In 2018, the Federation of Industries of the State of Minas Gerais (Fiemg), the Union of Dairy Industries of the State of Minas Gerais (Silemg) and Sindbebidas signed a contract for the transfer of technology with UFMG to enable the insertion of new products and innovative solutions in the beverage market. Among them is a high fermentation process to isolate a yeast, exclusively from Minas Gerais, for the production of artisanal beer. The technology also provides for the development of an antioxidant yogurt, based on sun mushroom and a chocolate supplement for athletes and people with intense caloric expenditure.

In the State are found industries of local, national and international brands, producers of beverages like Ambev, Baker, Coca Cola Femsa, Falke Bier, Krug Bier, Uberlândia Refrescos, Vale Verde, Walls.

Food

Among the noteworthy productive sectors of food in Minas Gerais the poultry is found, with 28 chicken slaughterers and an egg processing industry, with units distributed in the Midwest, Triângulo, Zona da Mata, Campos das Vertentes and South of the State. According to the Association of Poultry Farmers of Minas Gerais (Avimig), the State employs around 400,000 people directly and indirectly.

Another contribution comes from the dairy sector, whose main producing regions are the Triângulo Mineiro and Alto Paranaiba, followed by the southern region of the State. The State has more than one thousand establishments, among dairies factories, processing plants and refrigeration stations, employing 34 thousand people.

Sugar and ethanol industry - sugar and ethanol

In the position of second largest sugar producer in Brazil and fourth largest producer of ethanol, Minas Gerais guarantees the harvest of 63.5 million tons of sugar cane, from which 3.98 million tons of sugar and 2.65 billion liters of ethanol are originated.

The main producing regions of the State are distributed among the Triangle - the largest - Zona da Mata, Central and North.

Reforestation

The main state in reforestation in Brazil, Minas Gerais has 1.53 million hectares planted, 25.5% of the reforested area of the country.
In Minas Gerais, there is 24.5% of the area planted with eucalyptus in Brazil. The State concentrates three pulp companies, 14 of paper and 345 of packaging and paper products. Data from 2015 show an approximate production of more than 8 million m$^3$ of wood for paper and cellulose, equivalent to 10.71% of Brazilian production. As for exports, in 2016 US$ 506 million were accounted for, representing just over 2% of the state’s exports. Two of the state’s largest companies maintain accelerated production and constant investments. Cenibra, located in Belo Oriente, in the Rio Doce Valley, for example, obtained a record production of 1.2 million tons of pulp and investment of US $ 50 million to modernize one of the lines of its industrial plant. The pulp and paper producer Klabin is studying the next investment cycle in the state.

The enterprises that are part of the secondary and tertiary sectors of the economy reinvent themselves every day, due to the dynamics of operation and the constant challenges of these segments, especially the advance of the online market.

Large generator of employment and income - responsible for about 65% of the state Gross Domestic Product (GDP) - the services sector in Minas Gerais has gradually increased its participation in the formation of wealth and jobs. Approximately 71.5% of formal employed people work in some public or private organization that belongs to the tertiary sector of the economy.

An intense movement was observed in the market in 2018, as large retail chains from Minas Gerais - Drogaria Araújo, DMA Distribuidora and Supermercados BH - invested in the opening of stores in the interior of the State. Rede BH acquired three Mais Você Group stores, reaching 180 sales points in operation in 48 cities in the state.

In shopping malls, consolidated as spaces that bring together diverse products and services in one place, with comfort, convenience and safety differentials, investments and innovations have been made to attract and maintain the loyalty of the public.

A survey of the Brazilian Association of Shopping Centers (Abrasce) points out 571 malls in the country with a concentration of more than 100 thousand stores. As this type of establishment continues to be invested by tenants, many new centers continue to be inaugurated.

Among other service segments which are references in Minas, there is also the car rental sector. Belo Horizonte is home to the largest car leasing company in Latin America, Localiza, with 33.7% of the Brazilian market.

In addition to these areas, Minas Gerais - where the largest national and international insurers are located - is Brazil’s second largest market for insurance business.

The Metropolitan Area of Belo Horizonte ( BHMA) is also consolidated as a service center specialized in business consulting, hosting Falconi Consulores de Resultados and the Instituto Aquila.

Trade in Minas Gerais

The Trade segment had the most important role in the 1.3% growth of the Services Sector in 2017. The segment itself grew up 2.5% in the same period, performing 12% of Minas Gerais GDP.
MINAS GERAIS
BY REGION

Belo Horizonte, capital that surprises

A new and surprising Belo Horizonte stands out after being one of the host cities of the 2014 Football World Cup and other football matches in the 2016 Olympics. Belo Horizonte is the 4th largest Brazilian potential market in the ranking of Brazilian municipalities (IPC MAPS, 2018).

Research carried out with thousands of foreigners who have been here has shown that everyone was charmed by the capital of the “mineiros” (the way people from Minas Gerais State are called), with their hospitality, their joy, their unique and diverse cuisine, and the beauty of its natural and cultural attractions.

Hundreds of athletes have been here, especially the British Olympic Delegations, which got prepared for two years in Belo Horizonte, with excellent results in all modalities.

Belo Horizonte surprises and the Productive Chains of Tourism and Culture work by providing outstanding experiences to be discovered by other locals, by other Brazilians and foreigners who visit Minas Gerais.

Belo Horizonte is currently in the TOP TEN among the Brazilian cities that receive the most international events. (Source: ICCA - International Congress and Convention Association).

With a strategic national location, Belo Horizonte has attracted more and more the attention of entrepreneurs who want to invest in the city that turns 121 years old in 2018 and offers quality of life to its residents.

BELO HORIZONTE CONVENTION & VISITORS BUREAU
Belo Horizonte Convention & Visitors Bureau, promotes (Belo Horizonte’s), image as an important business tourism destination. www.facebook.com/BeloHorizonteConventionVisitors-Bureau/
Belo Horizonte is known as the country's solar capital, with an average of 400m² of solar energy plates for each group of 1,000 inhabitants. In addition to the fully operational photovoltaic solar power plant at the Mineirão stadium, which supplies solar power to approximately 1,200 nearby homes, the city recently signed a Public-Private Partnership agreement for the exchange and maintenance of 180,000 public lighting points and the creation of 10,000 new points of light in the city, all generated by solar energy.

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**Belo Horizonte in Numbers**

<table>
<thead>
<tr>
<th>Area</th>
<th>331.4 km²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average annual temperature</td>
<td>23°C</td>
</tr>
<tr>
<td>Estimated Population (2017)</td>
<td>2.52 million</td>
</tr>
<tr>
<td>Development Index (2010)</td>
<td>HDI: 0.810</td>
</tr>
<tr>
<td>Nominal GDP (2017)</td>
<td>US$ 31 billion</td>
</tr>
<tr>
<td>GDP Per Capita (2017)</td>
<td>US$ 12,296</td>
</tr>
</tbody>
</table>

**Distance from Belo Horizonte to Brazilian capitals (by highways)**

- Brasília: 740 km
- Rio de Janeiro: 435 km
- São Paulo: 586 km
- Vitória: 540 km

Source: Brazilian Institute of Geography and Statistics (IBGE) / João Pinheiro Foundation (FJP) / Ministry of Labor and Employment (MTE)

**Metropolitan Area of Belo Horizonte**

<table>
<thead>
<tr>
<th>Area</th>
<th>9,468 km²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Cities</td>
<td>34</td>
</tr>
<tr>
<td>Estimated population (2017)</td>
<td>5.31 million</td>
</tr>
<tr>
<td>Formal Jobs 2016 (Total)</td>
<td>1,717,658</td>
</tr>
<tr>
<td>Average Monthly Salary (2018)</td>
<td>US$ 761</td>
</tr>
</tbody>
</table>

Source: Brazilian Institute of Geography and Statistics (IBGE) / João Pinheiro Foundation (FJP) / Ministry of Labor and Employment (MTE)
The respectable NGO Sustentar Institute, in Belo Horizonte, carries out sustainable projects in different parts of Brazil, in addition to Sustentar - International Forum on Sustainable Development, which is in its 11th annual edition.

The Municipal Tourism Company of Belo Horizonte (Belotur) is dedicated to the promotion, management and development of tourism in Belo Horizonte. www.belohorizonte.mg.gov.br/categorias/belotur

The gastronomy of Minas Gerais is a reference in Brazil and in other countries - it has a special place in Belo Horizonte to foment the sector and expand the productive chain.

Boulevard Shopping Center has the largest urban organic farm in Latin America: BeGreen, which includes an organic market, a restaurant and a café. BeGreen and Boulevard Shopping Center came together to create the first urban farm in Latin America as a space to cultivate experiences and a more sustainable life. By planting and harvesting within the city, they shorten the distance between food and consumers. Without the need to transport vegetables from distant sources to large urban centers, it is possible to eliminate the losses, both economic and in flavor, that occur during this journey. BeGreen won the highest award granted to Shopping Centers of the World - the Viva Awards!

See more at http://www.begreen.farm

Bela Horizonte is the first planned city of the Brazilian republican period - it attracts by its historical center, its diverse cultural scene, the Pampulha Modern Ensemble, the Liberdade Square Cultural Circuit, its surroundings (Inhotim is 60 km away) - among other featured attractions.

Belo Horizonte is considered the capital of bars and lively nightlife, full of good appetizers in its more than 12 thousand ‘botecos’ (small bars) scattered around the city. With qualified infrastructure, the city has the most modern facilities to host events of all sizes. Its hotel structure is formed by large international chains, offering about 18 thousand beds.

With more than 400 stores, Mercado Central is one of Belo Horizonte’s most popular shopping centers and receives every day of the week a public from all parts of Minas Gerais and the world, who can match shopping with pleasure and fun, going through the thematic corridors such as cheeses, sweets, handicrafts, herbs, roots, religious articles, as well as its ‘squares’, such as ‘feijoada’ and pineapple. Side by side with colorful stands of always fresh fruit and vegetables, the visitor has a complete inventory of the most varied typical products of Minas Gerais cuisine. Among the most sought after products are guava, countryside cachaça and the famous “Minas” cheese.

Address: 744 Augusto de Lima Avenue, - Downtown
The many regions of Minas Gerais

It is important to get to know a little more about each region of the State of Minas Gerais, a State of great territorial extension (586,520 km²), climatic diversity and with great number of municipalities (853).

Minas Gerais by region
State GDP participation (in %)

We present Minas Gerais in 10 mesoregions, each with distinct characteristics. These mesoregions are:

- Central and Metropolitan of Belo Horizonte; Central Region
- North of Minas
- Northwest of Minas
- Jequitinhonha/Mucuri
- Rio Doce
- Tràngulo and Alto Paranaíba
- West of Minas
- Campo das Vertentes
- South of Minas
- Zona da Mata

Since its construction, The Pampulha Modern Ensemble is a reference of modern architecture in Brazil. In the space there are artistic expressions of Cândido Portinari, Alfredo Ceschiatti, Augusto Zamoyski, Paulo Werneck and José Alves Pedrosa and the landscape artist Roberto Burle Marx. Architect Oscar Niemeyer conceived the ideas of the architectural project that includes the Yacht Tennis Club, the Casino (currently Pampulha Art Museum), the Ballroom and the Church of St. Francis of Assisi.

The architectural complex of the Pampulha Lagoon, a UNESCO World Heritage Site.

Hugo Cardoso
The Central Region of Minas Gerais is the most important one of the State in economic and demographic terms and comprises the Metropolitan Area of Belo Horizonte (BHMA). Geographically, it represents just over 12% of the territory of Minas Gerais (71,239 km²), however, 35% of the state population resides in this area.

The population of the area exceeds 7.3 million people and of that total, 75% (5.5 million residents) live in the 34 municipalities that make up the BHMA, the third most populous Metropolitan Area in Brazil. Despite this large population, these inhabitants are concentrated in a few municipalities. The 11 municipalities in the Central Region of Minas Gerais, which in 2017 had a population of more than 100 thousand residents, accounted for 68% of the total, and 8 belong to BHMA. As a whole, the Central Region of Minas Gerais is made up of 136 municipalities.

The municipalities with a population over 200 thousand inhabitants are: Belo Horizonte (2.5 million), Contagem (660 thousand), Betim (430 thousand), Ribeirão das Neves (330 thousand), Sete Lagoas (240 thousand) and Santa Luzia (220 thousand).

The Central Region of Minas Gerais accounts for 44% of the gross domestic product (GDP) of Minas Gerais, with about 40% coming from municipalities which belong to the BHMA.

The service sector and the industrial sector are the ones that most contribute to the formation of the GDP of the Central Region.

The importance of the services sector stems not only from the fact that Belo Horizonte is the state capital and the largest commercial, financial, educational and medical center in the State.

In the last decade, Belo Horizonte (BH) has become one of the main software and information technology centers in Brazil, thanks, in particular, to the wide supply of skilled labor. Some prominent companies have research centers in BH or in cities around them. Examples include Google, Tekrisa Software, Mastermaq Software, Tobis, and the San Pedro Valley community.

The San Pedro Valley is a community located in the South Zone of BH that congregates more than 200 startups of diverse sectors, besides spaces of coworking, accelerators and investors.

In the secondary sector, the mining-metallurgical chain and transportation material is the most relevant for the economy of the Central Region of Minas Gerais and for Minas Gerais.

Most of the iron ore mined in Minas Gerais comes from the Central Region and is operated by large companies such as Vale S.A. and CSN. In addition to iron ore, other metallic and non-metallic minerals are also extensively exploited and processed in this region. This group includes companies such as the AngloGold Ashanti, a gold producer, Brennand Cimentos, Cimentos Liz and Lafarge-Holcim, the producer of lime Mineração Lapa Vermelha and Magnesita, a refractory producer.

This abundance of raw materials allowed the emergence and growth of an expressive metallurgical park in the vicinity of Belo Horizonte with many industries focused on the production of ferro-alloys, casting parts, steel, capital goods and miscellaneous products. Some of the main metallurgical companies operating in the Central Region of Minas are Gerdau-Açominas, ArcelorMittal, Valeourec, Teksid, Metalsider, Magnete Aluminio do Brasil, Esab Indústria e Comércio Ltda., ThyssenKrupp, Tecnometal, Nemak Alumínio do Brasil, Plantar Siderurgia, Indústria Santa Clara, VDL Siderurgia, Delp Engenharia Mecânica, and Siderúrgica Alterosa.

Completing this productive chain are the factory plants of FCA company, whose largest production unit in the world is located in Betim, and Iveco, in Sete Lagoas. Around these automakers was created a belt of suppliers of auto parts that transformed Minas Gerais in the second largest automotive pole in Brazil. In this region, production units of Síla do Brasil, Lear do Brasil, Yazaki Automotive Products, Denso, Magneti Marelli, Aethra Sistemas Automotivos, Brembo, Stola do Brasil and Delphi Systems do Brasil are installed.

In addition to automakers, the region relies on GE Transportation locomotives manufacturers and EMD, a Caterpillar subsidiary.

Other industrial sectors very relevant to the Central Region are: food (Coca-Cola, Ambros, Café Três Corações, Pepsico, Tropeira Alimentos, Itambé, Vilma Alimentos, Plena Alimentos, Seven Boys and Frigorifico Alvorada), electronic and electrical equipment (Suggar, Toshiba Brazil, Jabil do Brasil, Ortet, Engenete and ABB), petroleum refining (Petrobras), textiles (Cedro S.A. and Spinning and Weaving São Geraldo Ltda.), Cosmetics (SNC Kanechon).

Finally, it is worth mentioning the Biotechnology and Life Sciences cluster set in the BHMA which is one of the two largest in the country in terms of number of companies. Although most of the companies in the cluster are small, some stand out in this scenario and stand out nationally in the segments in which they act, as is the case of Hermes Pardini Laboratory, St. Jude Medical, Belfar, Indústria Farmacêutica, Hyporfarma, Hipolabor and Ceva Brazil. The cluster has more than 120 companies.
North vector

The area known as “Vetor Norte” is located in the northern part of the Metropolitan Area of Belo Horizonte (BHMA), and includes the north portion of the State capital as well as 9 other municipalities: Ribeirão das Neves, Pedro Leopoldo, Conquins, São José da Lapa, Vespasiano, Santa Lagoa, Santa Luzia, Jaboticatubas, Matazinhos.

The proposed ‘Norte’ development plan is anchored in the Belo Horizonte International Airport expansion project, based on a proposal developed by the Government of Minas Gerais, aimed at creating an ideal territory for the development of services and assets of high value added, with attraction of investments for the region.

Significant works were carried out in this region: various road connections, the Green Line Road, making the new Airport closer and the “Administrative City” complex, new headquarters of the Government of Minas Gerais.

Large investments have been made at the Belo Horizonte International Airport, through the company BH Airport, a private concessionaire responsible for its management, aiming at the improvement in the quality of services and the increase of capacity.

At the Belo Horizonte International Airport, Gol Maintenance Center is installed, which is, in terms of the number of tasks that can be performed at the same time, the largest in Latin America. Gol Center Has 47,387m² of built area and capable of receiving up to seven aircraft simultaneously for maintenance, which are distributed in three hangars. Other technology-based companies housed in the area of influence of BH International Airport are: Embraer Engineering and Technology Center, St. Jude Medical Brazil, GE Healthcare and semiconductor manufacturer Unitec.

The potential for attracting new ventures to “Vetor Norte” is very large. The airport environment has adequate spaces for installation and development of companies, factories, residential areas, convention centers, hotels and logistics platforms, with all the network access to the international airport.

The region already has large corporations and high-level ventures in different economic sectors, and there is enormous potential to develop. “Vetor Norte” - worth investing!

The Belo Horizonte International Airport is the best option for the development of an Aerotropolis in the Southeastern Brazil. With an airport site of 15 million m², it is the only airport in the Southeast with physical space capable of carrying out the necessary expansion.
Region formed by the union of 44 municipalities that cover an area of 24,043 km², just over 4% of the state territory.

The resident population in the region surpasses the number of 945 thousand inhabitants, which represents 4.5% of the total of the State, and the most representative municipalities in population terms are Divinópolis, (230 thousand inhabitants), Itaúna (90 thousand inhabitants), Nova Serrana (75 thousand residents) and Formiga (65 thousand inhabitants). These four municipalities concentrate almost half of the entire resident population in the West of Minas.

In economic terms, the West of Minas counts on several important Clusters or Local Productive Arrangements - LPAs. The most relevant of these is that of footwear that developed around Nova Serrana and is composed of about 800 companies established in that municipality and another 300 located in the surrounding municipalities. The LPA (Local Productive Arrangements) of Nova Serrana is the main footwear state pole and one of the three main ones of the Country and is formed basically by micro and small companies. However, some industries can be classified as large in terms of the number of jobs they generate, such as Calçados Addan Ltda., Henso Industrial Ltda, Nadia Talita Indústria de Calçados Ltda., Randall Indústria de Calçados Ltda., Vip Vip Shoes, Black Free Calçados Ltda. and Footwear Industry Betty Ltda.

Other prominent LPAs are the furniture one of Carmo do Cajuru, whose main company is Lider Interiores, the foundry LPA set in several cities especially in Divinópolis, Itaúna and Cláudio and the fireworks LPA in Santo Antônio do Monte.

Some of the largest companies in the West of Minas belong to the Foundry LPA and to other branches that are part of the metallurgical industry, among which stand out: Intercast, Fundimig, Batista Metalurgia, Saint Gobain, Sideral, Fundição e Siderurgia, BMB - Belgo Mineira-Bekaert Artefatos de Arame Ltda., Gerdau Aços Longos and Siderúrgica Santo Antônio Ltda.

Besides these more expressive segments, the West Region counts on several prominent companies belonging to other industrial branches. The main secondary industrial branches are: food (Balas Santa Rita, Auzvar Alimentos), transformation of plastic (Copobrás S.A., Plasill – Plástico Divinópolis S.A.), auto parts (Magneti Marelli, Kromberg & Schubert do Brasil Ltda.), (Curtidora Itauína Ltda.) and bioenergy (Bambuí Bionergia). In the surrounding municipalities of Arcos the mineral extractive industry, mainly focused on the exploitation of limestone, is very important for the regional economy.

In the agricultural production, the West has an expressive herd of cattle and the main crops are focused on the production of coffee and sugar cane, among other less relevant products. Special mention should be made of the production of ‘Canasstra’ cheese, one of the best cheeses in Minas, in the municipalities located around Serra da Canastra.

An economic activity that is growing in importance in the region, but still has a lot of room for growth is tourism. The West of Minas has two great natural attractions: the Serra da Canastra and the Lake of Furnas.

In a beautiful national park located in the Serra da Canastra municipality of São Roque de Minas, lies the source of the São Francisco River, one of the most important in Brazil and indispensable for the supply of water and electricity in the Northeast Region.

Furnas Lake, located on the border between the West of Minas and the South of Minas Gerais, is considered “the sea of Minas” due to its great extension and to the use of this potential to practice nautical activities.

The participation of the West of Minas Gerais in the formation of the state GDP is estimated at 4.5%.
Mesoregion Triângulo and Alto Paranaíba has an estimated population of 2.4 million inhabitants (13% of the state total) in 2018, distributed in 66 municipalities.

The municipalities of the Region with more than 100 thousand inhabitants are Uberlândia (676 thousand); Uberaba (328 thousand); Patos de Minas (150 thousand); Ituiutaba (105 thousand); Araguari (118 thousand) and Araxá (104 thousand). These six municipalities concentrate approximately 60% of the entire regional population, evidencing the high degree of urbanization of the area.

In economic terms, Triângulo and Alto Paranaíba Mesoregion stands out as being the main cereal producing region of the State, having the largest cattle herd and being the second most important in the coffee harvest.

Due to the large supply of agricultural products, the food industry is the main industrial segment of the mesoregion, offering a wide variety of items. In the Triângulo and Alto Paranaíba, the main grain processors of the State (Cargill, ADM of Brazil, ABC Inco) are located and it also has important beverage producers (AMBEV, Uberlândia Refrescos, Britvic - Brazilian Beverage and Food Company), dairy products (CEMIL), slaughterhouses (JBS and Mataboi), canned and tomato-based products (Minas Mais Alimentos), processing of potatoes (Bem Brasil Alimentos) and animal feed (Rations Patense).

Special emphasis should be given to the sugar and alcohol industry. Triângulo and Alto Paranaíba account for about 75% of the sugar and alcohol production that is processed by large mills such as Bunge Frutal, Santo Ângelo, Vale do Tijuco, Bunge Santa Juliana, Bunge Itapagipe, Delta (3 units), Santa Vitória, Cerradão, Uberaba, Araporí Bioenergia, Ituiutaba Bioenergia e as quatro unidades produtivas da Corupipe.

The main producer of phosphate fertilizers in Brazil is also located in the Triângulo, especially in Uberaba. The production of this commodity is carried out primarily by the US company Mosaic with operations in Uberaba, Tapira, Patrocínio and Araxá. In addition to fertilizers, Uberaba has several agrochemical plants, such as FMC Química do Brasil Ltda.

Other large companies operating in several industrial segments are: Souza Cruz (production of cigarettes); StartQuímica (cleaning articles); Vulcaflex (rubber artifacts); INPA - Indústria de Embalagens Santana S.A. (packaging), Duratex (wood processing), Lunasa (metallurgy) and Black Free (shoes).
In addition to the above, the Companhia Brasileira de Metalurgia e Mineração (CBMM) stands out as the company responsible for supplying about 85% of the world’s niobium demand. This raw material is used in the production of superconducting materials and by the aeronautical, electronic, nuclear and optical industries, among others.

In the tertiary sector, the most evident economic segments in the Triângulo and Alto Paranaíba are telecommunications services, wholesale trade and tourism. It is also important to highlight that Zona Franca de Manaus (Manaus Free Zone) operates a warehouse in Uberlândia.

Algar Telecom, a major Brazilian telecommunications company, is headquartered in Uberlândia. This city also hosts important wholesalers who are among the largest in Brazil such as Martins, União and Peixoto. Uberlândia is the largest logistic center in the countryside due to its central geographical position between the main producing and consuming centers.

Finally, tourism cannot be forgotten, an economic activity of growing importance in the mesoregion. The main tourist attraction is Araxá with its famous thermal baths, besides several other attractions. Near Araxá, Serra da Canastra attracts for the beauty of its landscapes and its famous artisanal cheese.

In the mesoregion there are also several festivities of national and international relevance that attract large numbers of tourists, such as Fenamilho National Festival in Patos de Minas and Expozebu in Uberaba.

Due to the economic strength, Triângulo e Alto Paranaíba mesoregion contributes more than 15% to the formation of Minas Gerais Gross Domestic Product (GDP).

The North of Minas comprises 86 municipalities that occupy an area of 128 thousand km², about 22% of the State territory. In this region 1.7 million natives live (8% of the total population) and the most important municipalities in demographic terms are: Montes Claros (400 thousand inhabitants), Janaúba (71 thousand inhabitants) and Januária (68 thousand inhabitants).

The mesoregion contributes 4% to the formation of Minas Gerais Gross Domestic Product (GDP). In the agricultural sector, the North has extensive areas covered by pastures for cattle and charcoal and other products. The region is cut by the São Francisco River and its tributaries and in its basin are located some large irrigation projects such as Jaiaba and Gorutuba, which stand out as important fruit producing poles.

Regarding secondary activities, the main industrial parks in the North of Minas are located in the municipalities of Montes Claros, Várzea da Palma, Pirapora and Bocaíva, where important ferroalloy and metallurgical companies are located (Rima Industrial S.A., Sada Siderurgia Ltda.; Ligas de Alumínio S/A, Inonibras and Minasligas), in the food chain (Nestlé), pharmaceutical industry (Novo Nordisk and MSD Saúde Animal), cement industry (Lafarge), textiles and clothing industry (Coteminas e Cedro), producers of biofuels (Sada Bioenergia Ltda.; Petrobras Biocombustível S/A) e shoeware manufacturer (Alpargatas).

In addition to these large industrial plants, the North of Minas Gerais has important ceramist and clothing clusters, not to mention the artisanal production of cachaça, especially in Salinas, a city recognized internationally by the lovers of this drink for the high quality of its production. The North of Minas Gerais has estimated reserves of 12 billion tons of iron ore not yet being exploited, thus constituting an enormous economic potential to be better explored.

It is important to emphasize that the companies established in the municipalities of the North of Minas Gerais can count on the benefits granted by the Superintendency of the Development of the Northeast (Sudene) that reduce the Income Tax of Legal Entities and with loans provided by the Banco do Nordeste do Brasil.

Northwest of Minas

The Northwest of Minas comprises nineteen municipalities that occupy an area of 62,381 km², which represents 10.63% of the state territory.

This State region has the smallest population, about 400,000 inhabitants, less than 2% of the state total, which was over 21.1 million in 2017. The municipalities with the largest population are Paracatu (91,724) and Unai (83,448) and João Pinheiro (48,472), which together account for 56% of the regional population.

Agriculture is the economic basis of the Northwest of Minas. Currently, it contends with Triângulo for the position of the main grain producing area of the State. Unai and Paracatu stand out among the five municipalities of Minas Gerais with the highest production of grains.

Despite this strength of agribusiness, the Northwest is the State region that still presents the greatest potential for the expansion of agricultural and livestock activities in Minas Gerais.

Regarding the industrial sector, the main companies are from the agroindustry segments (WD Agroindustrial, Bioenergética Vale do Paracatu, Cooperativa Agropecuária de Unai Ltda. and Cooperativa Agropecuária Vale do Paracatu Ltda.), and mineral extraction, especially to explore gold deposits (Kinross Gold ) and zinc (Nexa Resources). The participation of the Northwest in the formation of the Gross Domestic Product (GDP) of Minas Gerais is 1.8%.

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In the food sector the largest employers in the region are: Laticínios Porto Alegre, Rio Branco Alimentos S.A. (Pif Paf Alimentos), Cia. Carne Alimentos (Frigolítico São Joaquim Ltda.) and Frigorífico Vale do Piranga S.A. Regarding the metallurgical chain, including transportation material, the region has large production units of the companies Votorantim Metais Zinco, ArcelorMittal Brasil, Codeme Engenharia S.A, Dow Corning Silicon do Brasil S.A., as well as the unit of the Mercedes Benz in Juiz de Fora.

Other industrial sectors, although less expressive in the making of regional industrial GDP have relevant production units. Mention should be made of the companies Medquímica Indústria Farmacêutica S.A. and BD Brasil, in the pharmaceutical sector; Grupo Bauminas, mineral extraction sector; Esdeva, an important graphic industry, INPA - Indústria de Embalagens Santana S.A. and Indústria Cataguases de Papel, which are among the largest paper industries in Minas Gerais, and Hiperroll Embalagens, in the field of plastic packaging.

Zona da Mata industry developed from the installation of spinning and weaving factories. Even today, the textile and clothing chain is very important for many municipalities in the region. LPAs of clothing, knitted and apparel are developed in São João Nepomuceno, Muriaé and Juiz de Fora. The main companies active in these branches of the fashion industry are: Convés Roupas, Cia. Industrial Cataguases S.A., Cia. Manufatura de Tecidos de Algodão, Alphabeto Confecções, Torp Indústria e Comércio de Malhas Ltda., APA Confecções, Malhas Keeper Ltda., S.A Fábrica de Tecidos São João Evangelista and Indústria e Comércio de Malhas Pinguim.

Zona da Mata occupies an area of 35,748 km², which represents 6% of the territory of Minas Gerais and is made up of 142 municipalities. The main municipalities, with more than 10 thousand inhabitants are: Juiz de Fora (963,769 inhabitants), Ubá (113,300 inhabitants) and Muriaé (108,537). Juiz de Fora, undoubtedly, is the regional capital of Zona da Mata, concentrating 26% of the total population of the region, which is 2,175,254 people, as well as being its economic center, while Zona da Mata is home to around 10% of the population of the State.

In economic terms, Zona da Mata participates with 7.6% for the formation of Minas Gerais Gross Domestic Product (GDP).

The main agricultural activities are the production of coffee, especially in the neighboring municipalities of Manhuaçu, and the dairy and pig farming, concentrated in the vicinity of Ponte Nova. The most representative industrial segments of the region are the metallurgical, textile and apparel, furniture and food industries.

The Local Productive Arrangement (LPA) of Furniture that is centralized in Ubá and which also includes the municipalities of São Geraldo, Visconde do Rio Branco, Rodeiro, Tocantins, Piraíba, Guaduá e Rio Pomba is the largest in Minas Gerais and one of the three largest in the country. The LPA comprises more than 300 companies that generate more than 16 thousand direct jobs. The largest companies of this LPA are: Móveis Lopas, Móveis Europa, TCIL Móveis, Sier Móveis Ltda., Rondomóveis Ltda., Imop – Indústria de Móveis Paschoalino Ltda., Indústria e Comércio Copas S.A. (Paropas), Itatiaia Móveis S.A., Carolina Baby, Valdemóveis and Parma Móveis.
The mesoregion of the Vale do Rio Doce (Doce River Valley) is formed by 102 municipalities that occupy an area of 41,809 km² (7.12% of the territory of Minas Gerais).

The population of the area is 1.7 million inhabitants, 8% of the total state. The most populous municipalities are: Governador Valadares (280 thousand inhabitants), Ipatinga (260 thousand inhabitants), Coronel Fabriciano (110 thousand inhabitants), Caratinga (91 thousand inhabitants) and Timóteo (88 thousand inhabitants). All other municipalities that are part of the mesoregion are of small size with less than 35 thousand inhabitants each.

The municipalities of Ipatinga, Coronel Fabriciano, Timóteo and Santana do Paraíso form the Metropolitan Area of the Vale do Aço (MRVA) that concentrates about 500 thousand inhabitants, 29% of the total mesoregion. If the population of Governador Valadares is added to these four, 46% of all inhabitants of the Mesoregion live in these five municipalities.

The spatial concentration in these two areas is largely explained by the productive structure that characterizes the mesoregion. In MRVA and in its surroundings, the main companies operating in the mesoregion are the steel mill Usiminas, Aperam South America and Celulose Nipo-Brasileira S.A. (Cenibra).

The economic dynamism of Governador Valadares is due to the fact that the municipality is the most important commercial distribution center because it is crossed by BR116 highway (Rio-Bahia Highway), the main link between the South and Southeast with the Brazilian Northeast, and the BR381, in addition to having the Vitória-Minas Railroad.

As a whole, Vale do Rio Doce Region contributed 6% to the formation of Minas Gerais Gross Domestic Product (GDP).

The large availability of steel inputs is an important factor for the densification of the metallurgical production chain and this is a great potentiality to be better utilized. In spite of this, most of the large companies in the region already belong to this productive chain, such as Emalto Estruturas Metálicas Ltda.; Lumar Metals South America; Cipalam Indústria e Comércio de Laminados S.A.; and Usiminas Mecânica S.A.

Also worthy of note is the cluster of stainless steel processing companies operating in Timóteo taking advantage of the raw material supplied by Aperam South America, the only integrated producer of flat stainless and siliceous steel in Latin America.

Other important industries in the region belong to the food industries - such as Petisco e Mara S.A. focused on pasta production, Barbosa e Marques (dairy products) and Mafrial Matadouro e Frigorífico Ltda. (slaughterhouse), Intercement (cement production), textiles and clothing.
The valleys of the Jequitinhonha and Mucuri rivers concentrate a population of 1.1 million inhabitants, about 5.2% of the total state, and occupy an area of 70,224 km², approximately 12% of the territory of Minas Gerais.

The mesoregion has 74 municipalities and the main ones are: Teófilo Otoni with 142 thousand inhabitants and Diamantina with almost 50 thousand residents.

In economic terms, Jequitinhonha and Mucuri Valleys contribute 2% in the formation of the state’s Gross Domestic Product (GDP).

Some of mesoregion’s main economic activities include: Mineral extractive industry: Graphite deposits are exploited by the National Graffiti through the Brazilian Copper Company. Despite the ongoing use of lithium by CBL, the mineral reserves in the area present an important potential to be explored.

In addition to the mentioned minerals, in this area significant quantities of granites and other ornamental stones and precious and semiprecious stones are still extracted. It should also be noted that the Jequitinhonha and Mucuri river valleys are part of the Eastern Pegmatitic Province of Brazil, which is considered to be the country’s richest area of gemological concentration.

Tourism: Jequitinhonha and Mucuri Valleys present great potential for the development of tourism due to its natural beauty, as well as historical wealth. The city that most synthesizes this rich combination is Diamantina, considered a cultural heritage of humanity by Unesco.

Regarding the industrial activities that are concentrated in Barbacena and Lavras, the main companies belong to the cement, nonmetallic and mineral segments (Holcim S.A., Interacement and Saint Gobain do Brasil Materiais Cerâmicos), auto parts (Magneti Marelli), food (Barbosa e Cia and Irmãos Rivelli) and footwear (Marluvas Safety Footwear).

Tourism is an economic activity that has been growing significantly in the region of Campos das Vertentes. The cities of São João Del Rei and Tiradentes are the most important tourist destinations and have been receiving increasing number of visitors attracted by the great historical and architectural richness of the Brazilian colonial period, combined with a calendar with many cultural attractions and ecotourism.
The South of Minas Gerais presents some specificities that differentiate it from other State regions. The most visible are those linked to climate and altitude. The Region has the mildest climate due to its southernmost geographical position and its highest average altitude in relation to the others that form the State of Minas Gerais. Besides these two edaphoclimatic variables, the South of Minas presents other characteristics less perceptible, but that are a reflection of its historical and economic evolution.

In demographic terms, the main differentiating factor of the South of Minas in relation to the other mesoregions of Minas Gerais is that the area does not have an urban center that polarize it in all its extension. The existence of regional “capitals” is clearly identifiable in the Zona da Mata, in the Midwest, North, Mucuri and Triângulo, where some municipalities concentrate economic, cultural and social activities, besides having the largest demographic contingent. In contrast, the South of Minas is not polarized by any municipality-pole. The main urban center in demographic terms is Poços de Caldas, which has 168 thousand inhabitants, followed by Pouso Alegre (147 thousand), Varginha (134 thousand), Passos (114 thousand) and Itajubá (97 thousand).

The South of Minas, although being the 2nd most populous region in the State with about 2.5 million inhabitants (12.4% of the total), behind only the Central Region in which the Metropolitan Area of Belo Horizonte is located (BHMA), has no municipality listed among the 10 that are prominent in population terms. The main city of the South of Minas, Poços de Caldas, occupies the 15th position among the largest of the State.

The fact that it does not have cities with more than 200 thousand inhabitants, however, contributes to the fact that the urban areas of the Region do not have problems due to high population density, so that they present some good life quality indicators. In general, the municipalities of Minas Gerais present better indicators than those of the average figures observed in other areas of the State. Of the 10 cities in Minas Gerais, in 2010, which had the best MHDI (Municipal Human Development Index), 4 were from the South of Minas Gerais (Itajubá, Poços de Caldas, Varginha and Itaú de Minas).
In geographic terms, the South of Minas Gerais benefits from the fact that it is located between the three main Brazilian metropolises. This fact influences the mesoregion’s economy that is polarized by the São Paulo megalopolis (SPMA), but also receives stimuli from the Metropolitan areas of Rio de Janeiro (RJMA) and Belo Horizonte (BHMA).

The contribution of the South of Minas to the formation of the state Gross Domestic Product (GDP) is similar to its demographic weight (12.4%), occupying the 3rd position among the most relevant regions from the economic point of view for the State, behind only Central and Triângulo, according to calculations of the João Pinheiro Foundation (FJP). Commercial and service activities contribute 60% to regional GDP formation, followed by industrial production with 26% and agriculture and livestock with the remaining 14%.

The South of Minas Gerais is the main producing region of agricultural goods of the State contributing with more than 20% for the generation of the GDP of this sector in Minas Gerais. Coffee production is the most important agricultural activity and the Region is responsible for about 25% of all Brazilian production of this commodity.

The extensive coffee production chain moves the economy of most of the southern municipalities in Minas Gerais. Coffee production includes agronomic research, production of seeds, fertilizers and pesticides, and classification, processing and marketing of grains. Among the various companies that operate in this important productive chain are two coffee growers’ cooperatives, which are also the two largest in Minas Gerais in terms of revenues, the Cooperativa Regional de Cafeicultores in Guaxupé Ltda. (Cooxupé) and the Cooperativa Regional dos Cafeicultores de São Sebastião do Paraíso (Cooparaíso).

In addition to the large coffee production, the South of Minas Gerais is very important in the production of milk, corn, eggs, potatoes, strawberries, and has an expressive cattle and poultry establishment.

Regarding education, the South of Minas Gerais counts on two of the twelve federal universities installed in Minas Gerais which are the universities of Alfenas (UNIFAL) and Itajubá (UNIFEI). These institutions of excellence and many other private ones contribute so that the South of Minas counts on excellent indicators of qualification of labor.

With regard to tourism, some of the best known and visited tourist routes of the State are located in the South of Minas Gerais. The main and most traditional is the Water Circuit which includes the hydromineral resorts of São Lourenço, Caxambu, Lambari and Cambuquirá and the municipality of Baependi, which in addition to its natural beauties attracts attention for religious tourism, as it is the place where there lived and passed away “Nhá Chica”, beatified and in process of canonization by the Vatican.

In addition to the Water Circuit, the Region also has the beauties of the Planalto region of Poços de Caldas and the circuits of Lake Furnas, the Serras Verdes where Monte Verde is located, the famous district of Camanducaia, and the Mantiqueira Highlands with its beautiful and bucolic landscapes, besides the delicious cheese produced in Alagoa. Nor can we forget the esotericism of São Tomé das Letras and the rich biodiversity preserved in the Itatiaia, Itamonte and Bocaina de Minas, Papagaio parks, located largely in the municipality of Aiuruoca, and Ibitipoca on the border between the South of Minas and Zona da Mata. But it is worth noting that, despite the development already achieved by the state southern tourist industry, its potential is so great that a lot of work still needs to be done.
Finally, it is worth mentioning the participation of the South of Minas Gerais to the industrial GDP of Minas Gerais. This region is the third most important in industrial terms, behind only the Central Region and Triângulo, contributing with 9.9% for the total of the secondary sector of the State.

The industrial area of the South of Minas Gerais is very diversified, presenting a greater concentration in the food, automotive parts and accessories manufacturing and in the electrical apparatus and materials. The Region benefited greatly from the spatial deconcentrating of the São Paulo industry that migrated from the Metropolitan Area of São Paulo to other surrounding areas with lower production costs.

In the food sector, the South of Minas counts on expressive industrial plants producing chocolate (Barry Callebaut, CRM Chocolates Kopenhagen and Ferrero), dairy products (Danone, Lactalis, Italc and Vigor Alimentos), pasta (Santa Amália), cereal processing (Unilever) and feed processing (Total Foods, Matsuda Minas), as well as many others for the production of a wide variety of products.

Regarding the manufacturing segment of parts and accessories for motor vehicles, we can highlight the manufacturing units of Mangels Industrial, Delphi Automotive, Mahle Metal Leve, Indústria Metalúrgica Frum Ltda., Automotiva Usinemas, PK Cables do Brasil, Paramotos, Fania Com. Indústria, Cooper Standard Automotive and MGSul. The South of Minas counts on the second industrial park of auto parts of Minas Gerais, behind only the BHMA.

Of particular note in the manufacturing of electrical appliances and materials are the São Marco Indústria e Comércio, Balteau Produtos Elétricos Ltda., Alstom Grid Energia and GComp.

In the South of Minas is located the main cluster focused on the production of computer equipment and electronic products of Minas Gerais. This cluster was irradiated from Santa Rita do Sapucaí and currently also includes the municipalities of Varginha, Pouso Alegre and Itajubá. Examples of important electro-electronic companies located in the southern part of the State are: MCM Controle Eletrônicos, Qualitrafo Industrial Ltda., Coletik and Hitachi Kokusai Linear Equipamentos Eletrônicos.

Other large industries located in the south of Minas Gerais and belonging to several branches are: Medabíl (metallurgical), Linharyl Paraguçu, Têxtil Nova Fiação.

Special mention should be made of the investments made by XCMG Brasil in Pouso Alegre. This Chinese company has established a large industrial park for the production of truck crane, loader, excavator, motor grader and roller compactor.

The economic strength of the South of Minas hides a paradox. The Region is made up of 146 municipalities, but only five concentrate 46% of the regional GDP, which shows a high degree of economic concentration and shows the great heterogeneity that characterizes it.

With regard to the environmental issue, the South of Minas must preserve the existing Atlantic Forest reserves due to their unique biodiversity and their great importance for the maintenance of water sources and aquifers. The preservation of the Atlantic Forest ensures the recharge of the water tables that supply the sources of the hydromineral resorts and the countless springs of the Mantiqueira Range, the famous “mountain range that cries” as well defined by the people who inhabited that region, the Tupi-Guarani. In the South of Minas are located the springs of some of the rivers forming the Paraná River Basin, which produce the largest amount of hydroelectric power in Brazil.

In short, a large State region: diverse and of great natural beauty.
The State of Minas Gerais is located in the southeastern region of Brazil, the most developed region and largest market in the country (more than 50% of the Brazilian GDP). Minas Gerais has borders with the States of São Paulo, Rio de Janeiro, Espírito Santo, Bahia, Goiás, Federal District (Brasília) and Mato Grosso do Sul. Its geographical position makes Minas Gerais a connecting corridor among the various regions of the country, a catalyst for good business - which also gives Minas Gerais a strategic place in the Brazilian logistics structure.
Some of the main highways crossing Minas Gerais are:

FERNÃO DIAS HIGHWAY (BR 381):
Main highway in Minas Gerais, it counts on 562 kilometers totally duplicated and connects the Metropolitan Areas of Belo Horizonte and São Paulo, being one of the most important axes of cargo transportation in Brazil. This highway crosses the South of Minas Gerais, the main coffee producing region of the world, with important industrial parks in municipalities such as Lavras, Vargem, Três Corações, Pouso Alegre and Extrema.

This highway is managed by Autopista Ferroviária, a company of the Arteris Group.

BR040 - RIO DE JANEIRO - BELO HORIZONTE - BRASILIA:
1,148 km long being 716 km within Minas Gerais territory, this important national highway crosses the regions of Zona da Mata, Campo das Vertentes, Metropolitan Area of Belo Horizonte and the Northwest of Minas Gerais. This highway crosses important industrial and agricultural poles, as well as areas of mineral extraction and serves as main access road to the Historical Cities of the State. BR040 is managed by two private companies: Via 040, responsible for managing 906.9 kilometers between Brasília (DF) and Juiz de Fora (MG), and the Companhia de Concessão Rodoviária Juiz de Fora-Rio (Concer) manages 180.4 kilometers of the highway, in the stretch between Juiz de Fora (MG) and Rio de Janeiro (RJ).

RIO-BAHIA (BR16):
The important integrating national highway joins the Northeast to the Southeast and South of the Country. In the territory of Minas Gerais, it crosses Zona da Mata and the valleys of Doce, Mucuri and Jequitinhonha rivers.

BR262:
Connects the Espírito Santo port complex to the Central-West region of the country, Brazil’s main grain producing area. In Minas Gerais, the BR262 crosses the regions of Vale do Rio Doce, Metropolitan Area de Belo Horizonte, Midwest of Minas Gerais, Alto Paranaiba and Triângulo. From Belo Horizonte to the region of Triângulo Mineiro it is operated by Triunfo.

MG050:
State highway with a total extension of 406.7 kilometers crossing the south-west of Minas Gerais connecting the Metropolitan Area of Belo Horizonte to São Sebastião do Paraíso, a municipality near the border with the state of São Paulo. The highway is administered by Nascente das Gerais Concessionária.

VLI MULTIMODAL (VALOR DA LOGISTICA INTEGRADA)
Operates long-distance trains to support Vale’s operations in the state.
The 905-kilometer Vitória-Minas Railroad connects the iron ore operations of the interior of Minas Gerais to the Port of Tubarão, in the State of Espírito Santo. The transported cargoes are Vale’s iron ore and general cargo for third parties (coal and agricultural products).

MRS LOGÍSTICA S/A - www.mrs.com.br
MRS is a logistic operator, public service concessionaire, which operates the so-called Southeast grid of the extinct Federal Railway Network (RFFSA). MBR (32.9%), CSN (18.6%), Congonhas Minérios (18.6%), UPL (11.1%), Vale (10.9%), Gerdau (1.3%) and a group of small investors (6.5%) are the shareholders of the company.
The railway network under management of the company has strategic relevance for the national and state economies, considering:
- Geographic distribution: 1,843 km in the states of Minas Gerais, Rio de Janeiro and São Paulo, connecting regions producing mineral and agricultural commodities, industrial parks, large consumption centers and five of the country’s largest ports, as well as transporting a third of the Brazilian GDP;
- Productive capacity gains, energy efficiency, transit time, availability and reliability thanks to the continuous expansion and renewal of the fleet and the intensive use of state-of-the-art technology in wagons and locomotives of high capacity and performance (250 km of railway line in duplication or expansion projects);
- Exports: almost 20% of domestic production and one-third of all cargo transported by trains in the country;
- Diversification of cargoes: containers, finished steel products, cement, bauxite, agricultural products, coke, coal and iron ore.

CENTRO ATLÂNTICA RAILROAD – FCA
Comprised by Vale and a group of institutional investors in a consortium (highlighting VALIA, employee pension fund of Vale and Mineração Tacumã, company of the Vale group) holding the controlling share of the country’s largest railroad, with 7,080 km of extension, which reaches the States of Minas Gerais, Goiás, Rio de Janeiro, Bahia, Sergipe and Distrito Federal (the Federal District), interconnecting them to the sea ports of Rio de Janeiro, Vitória, Angra dos Reis and Salvador.
FCA also joins MRS Logística and Vitória-Minas Railroad in Minas Gerais, through two lines: Cerrado Line, connecting Goiânia, Brasília and Belo Horizonte to the ports of Vitória, Tubarão and Barra do Rio, for the transport of agricultural products; and the Minério Line, which links the cities near Belo Horizonte to the States of Rio de Janeiro and Espiritu Santo, used to transport minerals, limestone and steel products. Other cargoes transported are petroleum, cement, pig iron and grains.
Air Transport

AIR CONNECTIVITY

Belo Horizonte International Airport is the most important airport in Minas Gerais, located in the São Paulo - Rio de Janeiro - Belo Horizonte axis, the main consumer centers in the country, with a capacity of over 20 million passengers per year and a complete service environment.

Managed by BH Airport concessionaire, it was expanded in 2016. Located in the municipality of Confins, 40 km far from the capital city of Belo Horizonte, from where the main tourist attractions of Minas Gerais, such as Inhotim Museum, the historical cities of Ouro Preto, Mariana, Congonhas, São João Del Rei and Tiradentes (about 200 km) are reached.

Belo Horizonte also has the Pampulha Airport, for regional flights and executive aviation.

PORT OF MINAS GERAIS

TORA Group is one of the largest logistics operators in the country, working 46 years in the transportation and cargo movement in Brazil and Mercosul.

In International Trade, serving importers and exporters of different segments, through the Dry Port of Belo Horizonte metropolitan region / Minas Gerais and the operation of road terminals authorized to export customs clearance (REDEX) in the states of Minas Gerais, Rio de Janeiro and Espírito Santo.

In joint action with the Minas Gerais state, we offer the Import Corridor (Corredor de Importação), which is a reduction in the ICMS Tax rate on imported products.

In import or export, we have the complete solution for your logistics, ensuring agility, safety and efficiency.
Connection from Minas Gerais to Seaports

The logistics operations in Minas Gerais are integrated to the sea ports in São Paulo - Port of Santos, Rio de Janeiro - Port of Açu and Espírito Santo - Complex of Tubarão.

The Port of Santos, the largest port complex in Latin America, accounts for the handling of almost a third of Brazilian international trade. Administered by the Docks Company of the State of São Paulo (Codesp), it is located 70 kilometers from the largest consumer and producer market in the country, Greater São Paulo.

The Santos Port complex connects to its primary area of influence, in which Minas Gerais is inserted, through a large network of railways and highways, which are part of the country’s main logistics chain.

The cargo flow from the branches of MRS Logística and Centro Atlântica Railway S/A (FCA) is carried out via rail modal to the complex, which stands out as the largest exporter of coffee beans, soybeans, corn, automobiles and industrialized products in general.

The Port of Vitória, in the state of Espírito Santo, is home to the largest pellet producer in the world, the Tubarão Complex, where the largest rail yard in Latin America and eight Vale S/A pelletizing plants are installed, which together produce more than 20 million tonnes per year.

Açu Port, a modern port-industry complex located in São João da Barra, north of the state of Rio de Janeiro and at 123 km from the center of the Campos Basin, has ample potential to optimize the logistic operations of Minas Gerais companies, both by the production outflow, as well as by the imports of inputs and resources.

In operation since 2014, it has a port complex of 90 km² and two terminals, an offshore and an onshore one, where it houses units of world leading companies in the maritime and industrial sectors.

The partnership with the Port of Antwerp International (PAI) - a subsidiary of the Port Authority of Antwerp and the second largest port in Europe – creates a significant differential: it brings together the experience of more than 200 years of the Port of Antwerp in the operation and development of port complexes industry, with the opportunities of a private, operational port facility with a retroport area available.
Tradition in welcoming and supporting investors

This is Minas Gerais. The state brings together two fundamental elements for those who want to get to know it, its people and its business environment: tradition and innovation.

One trait of the “mineiro” (what a state native is called) is not to be ashamed of associating the traditional to the modern. Being what it is, “neither taking something out, nor putting something in” (a local saying), understanding local identity is a fundamental task for those who wish to succeed in Minas Gerais. The State identity contains several national traits, but it has its own strong characteristics.

Unlike the one who does not own - or does not know - history, the “mineiro” is deeply proud of his architectural, culinary, religious and social traditions.

The fact of being conservative gives locals sharpened critical sense, allowing them to distinguish between fads and “the real thing”. Moreover, it is well known that “mineiros” do not like wasting, being accustomed to well manage their interests, mastering the art of negotiation and patience. In Minas there is no immediacy; sowing today and reaping in the future are activities that do not frighten them, hence offering greater stability in the midst of economic and social turmoil worldwide.

Without fear of daring, the “mineiro” has solid bases to dive into business activities. Without the anxiety of going too fast, this is a people who worship the effective management of time, considering all aspects of human existence.

With one of the lowest rates of absenteeism and collective labor conflicts in the country, “mineiros” are recognized for seeking harmony and well-being through dialogue. When faced against their most valued principles, however, “mineiros” always show determination and steadiness of purpose, having greatly contributed to national evolution.

“Yes, make no mistake: innovating also means valuing the traditional”

(Dan Kraft)
During its historical process of political and economic organization aiming at administrative autonomy, especially in the era of the “Coffee and Milk Policy” [a period of time in Brazilian Political History which was highly influenced by the States of Minas Gerais (historical great producer of “milk” and São Paulo (great producer of “coffee)], Minas Gerais launched milestones that enabled it to promote prosperity in diversity.

There are many examples of success that demonstrate the importance of a proactive Minas Gerais public power, marking Brazilian history. This is the case of the adoption of the first computer system by Brazilian financial institutions, which occurred on the initiative of the extinct Real Credit Bank of Minas Gerais - Credireal, created by an imperial decree and based in Juiz de Fora. Together with other institutions of the state financial system, Credireal promoted the popularization of credit, the training of skilled labor and the creation of technologies that contributed greatly to the national technological financing advance, recognized as cutting-edge worldwide.

The Minas Gerais Development Bank (BDMG), along with other members of the public development ecosystem, such as INDI (Minas Gerais Investment and Trade Promotion Agency), leads entrepreneurial and innovative initiatives, being the state financial arm subject to rigid federal governance, regulation and oversight.

INDI has a 50-year history in advising on the installation of enterprises in the state.

The State services sector, due its successful history in both private initiatives as well as in public management, has also flourished in the face of the enormous natural challenges for emerging economies.

Successful companies in the IT sector were created in Minas Gerais. In addition to the economic and cultural environment conspiring in favor of entrepreneurship, the state is recognized by the affability of its people and the relative rationality in public-private relations is a positive point. Foreign investors will not lack public and private local partners committed to long-term projects. They are always available to guide, welcome and help mapping the appropriate ways to increase the chances of success in negotiations and ventures.
Minas Gerais has been receiving investments over the years in strategic sectors for the economy. According to INDI, from 2015 to May 2018, 55 protocols of intent were signed between the State Government and companies who have decided to invest in the State, totaling R$14.9 billion.

With regard to credit, disbursements by the Minas Gerais Development Bank (BDMG) in the same period amount to R$ 5.1 billion.

The Metropolitan Area of Belo Horizonte (BHMA) has received the majority of investments in implementation (R$ 2.5 billion), followed by Triângulo (R$ 965 million) and the Northwest region of the State (R$ 864.7 million).

In Uberlândia, in the Triângulo Region, where it operates its largest plant in Brazil, the American company Cargill applied R$ 150 million in two new plants and a project to reuse wastewater. The complex gains a new factory for animal feed production and another for modified starches.

Another significant investment was the Pharlab, generic drugs industry based in Lagoa da Prata, in the Center-West. The R$50 million resource will be allocated to expand the industrial park in order to double the current production capacity in two years and reach 7 million boxes of medicine tablets with 30 units.

Close to Belo Horizonte, in Lagoa Santa, the operations of VMI Tecnologias, a company specialized in diagnostic imaging equipment, were resumed. In 2018 the company announced R$ 25 million in investments and a partnership with Belgian Agfa Health Care to manufacture X-ray devices specific for the Brazilian market.

In the city of Contagem, also in the Metropolitan Area of Belo Horizonte (BHMA), investments totaling R$ 18 million have been made, with the arrival and expansion of five companies: Dell Paper (paper and derivatives), GBPlast (parts for the automotive, furniture, electronic and hospital sectors), Localix (urban cleaning and residue management), Selt Engenharia and Expresso M2000 (freight transport and integrated logistics).

Get rid of stereotypes that don’t allow you to see real opportunities for your business.
The historical and cultural heritage cities, Ouro Preto and Mariana, are documents that tell the history of Minas and Brazil: the discovery of gold on the banks of Itacolomi, Ribeirão do Carmo, Tripui and Funil rivers.

The state economy was born of the Portuguese colonial dynamism, in the search of gold, silver and precious stones, with specific society and culture, expanding in the definition of the national territory.

Remembering this story reinforces pride of being heir of this past and commitment to its valorization and preservation.

In the mid-sixteenth century, news that Spaniards had found a silver-rich mountain in Cerro de Potosí, Peru, now Bolivia, provoked Portugal. On the other side of the continent, here in Brazil, there should also be a lot of precious metals, and the way to success would be to advance through the hinterland of Cataguás, based on the Vila de São Paulo de Piratininga, already past Serra do Mar (Sea Mountain Range).

The Portuguese strategy was to occupy lands and conquer Native Indians, with whom they learned to walk through the hinterland and gather information. The existence of great treasures to be discovered fed hopes of successive “Bandeiras” (an expedition in search of gold or slaves) by the “sertão” (inland territories).

The “Paulistas” (local people from São Paulo) traveled with the Native Indians for months, mostly barefoot, to gather and bring back information and legends. Being aware that many knew where the greater part of gold layed, King D. Pedro II of Portugal’s “Carta Régia” (a King’s document of 1694), guaranteed the discoverer full ownership of the plots, with the sole obligation of paying the fifth (a King’s tax).

And there came the gold rush, which began to appear - easy and abundant, in the beds of rivers and streams, gold of alluvium on the surface of the lands. The rhythm of the discoveries determined the population establishment in successive “arraiais” (small villages). Still in the 1690s, an impressive sequence of gold finds on the slopes of the Espinhaço Mountain Range, the main mountain chain, which passes through Ouro Preto.

Besides “Paulistas” and Portuguese, African slaves and Native Indians, soon there came more Portuguese and, mainly, more black enslaved people for the manual labor in the “bateia” (a process of finding gold in river beds) and gold production in the alluviums. The first “garimpeiros” (gold miners), merchants and artisans appeared.

Beginning in the 18th century, discoveries continued, at an accelerated pace, expanding the mining region in all directions. Gold race, the first great mining rush in Brazil, with discoveries in the region of Ouro Preto and Mariana, from there to Sabará, Caeté, São João Del Rei, Pitangui, Minas Novas do Araçuai, Serro, São José Del Rei. Beyond gold in profusion, diamonds in the region of Tijuco, in 1720, already in Jequitinhonha. “Nothing like this was ever seen again until the gold rush in California in 1894.” (Charles Boxer).
Accelerated settlement and expansion of gold production led colonial authorities to install political-administrative structure, greater power over the mining region, with the creation of the first villages, in 1711: Vila do Ribeirão do Carmo, Vila Rica, Vila da Conceição do Sabará. They also took control of the entrances and exits of the gold region, by São Paulo and São Francisco River, to avoid smuggling. A new road was opened from Vila Rica to Rio de Janeiro, transforming Rio into the main market supplying the mining region.

It was at the source of the Doce River basin that the “Capitania (a political division of the land at the time) of São Paulo and Minas do Ouro” had their first capital, the Vila do Ribeirão do Carmo. King João V elevated it to the category of City, under the name of Mariana, in 1745, to receive the bishopric, authorized by the papal bull of Pope Benedict XIV. As a Portuguese resistance to the religious orders, lay associations were important. Brotherhoods, more than association, were class organizations, places of citizenship, professional practice, support for its members, and, later, church building and urbanization of the villages.

A 1795 decision of the Senate of the Chamber of Mariana established norms of urban aesthetics, soil use and preservation of the properties in the urban plan, to maintain the “beauty of the earth”. It also recommended hydraulic network and sewage for population, aiming at life quality.

The “Capitania das Minas do Ouro” (a political division of the land at the time) was structured, with the metal as a propelling element of the settlement of the mining region, constituting a special area in Portuguese America.

“Paulistas” and Portuguese, black people and Native Indians entered the hinterland and created a great artistic cultural heritage, civil and religious architecture of recognized beauty that produced Aleijadinho, Athayde, Lobo de Mesquita, sculptors, painters, artists and craftsmen, writers and poets, musicians.

One can not understand the magnificent artistic and architectural movement of this period, especially in the second half of the eighteenth century, with the fall of gold production, without the participation of the multiplying black slave population, and the mulattoes who grew up in free labor. In this strongly stratified society, the mestizos ascended socially, due to their social and artistic skills, in an important social mobility.

The baroque, in the isolated environment of Minas, reached creative autonomy and animated the mining society with its religious festivals. Bells that toll to announce religious services and moments of joy or sadness. In 1924, the modernists from São Paulo, Mário de Andrade, met the “mineiros” Carlos Drummond de Andrade and others, and, under the inspiration of what they saw in Ouro Preto and Mariana, identified the roots of a genuinely Brazilian culture and provoked initiative to fight for a national policy of protection of Cultural Heritage.

At the end of the 18th century, Minas Gerais was the largest population center, the main economic and cultural center of the Colony. The ascensional phase of gold production lasted all the first half of the eighteenth century, and of great importance was also the production of diamonds.

As water was fundamental in the process of gold mining, in 1720, the Count of Assumar produced the “Provisão de Águas” (Water Provision), legislation that guaranteed priority use to the miners. So strong is the gold dependence of water, that the axiom became known: “Without water, a golden mountain range is worthless.” (Fernand, Paul.)

From Minas Gerais, the expansion of gold production went to Goiás, Mato Grosso, Maranhão, Bahia, consolidating the control of the Brazilian territory.
Iron ore occurrences were already known in the Minas Gerais region, but the Portuguese Crown only allowed small scale use to attend gold mining. Since the 19th century, studies began to verify regions with geological indications for iron ore deposits, with great demand at the international level. The great potential of iron ore deposits turned out a reality in this central region of Minas Gerais, north of Ouro Preto and Mariana, in the in the Iron Ore Quadrangle.

President Getúlio Vargas, in 1942, created Companhia Vale do Rio Doce to produce and export the ore through Vitória Minas Railroad, through the port in Espírito Santo. Itabira iron ore and other deposits along the Doce River Basin led to the emergence of the integrated steel industry up to steel production using charcoal. In 1937, Companhia Siderúrgica Belgo Mineira was installed, and, in 1953, Acesita, Companhia de Aços Especiais Itabira, was inaugurated on the banks of the Piracicaba River. And ten years later, a few kilometers below, Usiminas starts operations, with iron ore from Itabira and imported coal from Santa Catarina. Vale do Aço, Ipatinga, Coronel Fabriciano and Timóteo were formed in the Doce River Basin. The economy of Minas Gerais became dependent on the mineral and metallurgical extraction sectors.

Much of the economic, social and cultural history of Minas Gerais and Brazil, and much of the knowledge of the geology and exploitation of our mineral wealth, took place in the Doce River Basin. The date of foundation of Mariana - 16 of July (of 1696) became the Day of Minas Gerais. It was also in the mining region that an anticolonial movement flourished. Learned men, trained in Coimbra and Montpellier, artists and craftsmen, owners of gold mining areas and farms, servants of the administration and clergy, gathered around the “Conjuração Mineira”, one of the most important independence movements in colonial Brazil. “Libertas quae sera tamen” is Minas Gerais motto, currently on the State’s flag expresses the State’s dreams of freedom.

The state trajectory emphasizes the pioneering nature of the path from mineral extractive industry to metallurgy, leaving the heritage of a very special society.

José Murilo de Carvalho, in “Minas e os Fundamentos do Brasil Moderno, Ângela de C. Gomes, Org, 2005”, competently synthesizes it: “I will tune up three landmark voices of Minas throughout history. The voice of Gold speaks mainly of Freedom, the voice of Earth, of Tradition, the voice of Iron, of Progress. The first one was almost solitary until the middle of the nineteenth century; the second stood out in the following hundred years; the third composed a trio with the first two from the second half of the twentieth century. By the tonality, the voice of gold was a “very strong”, that of the earth, “low”, that of iron, strong but “not that much”.

In addition to revitalizing the voices of gold and iron, freedom and progress, Carvalho proposes as a strategy, listening to the many voices of modern Minas, because “the tradition of modernization has ancient origins in Minas.” “A common characteristic of the modernizing “mineiros”, all of them, came from the mining region, and linked to the urban world.”

“... the three landmark voices of Minas: the voice of Gold speaks mainly of Freedom, the voice of Earth, of Tradition, the voice of Iron, of Progress”.

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... the three landmark voices of Minas: the voice of Gold speaks mainly of Freedom, the voice of Earth, of Tradition, the voice of Iron, of Progress".
Everyone is welcome in a “mineiro” house - their doors are always open. This is Minas Gerais: open doors! Learning the importance of projects, everyone is committed, each one does their part. From Belo Horizonte, paths lead to all the attractions that reveal the natural beauty and rich history of Minas Gerais.

There is a lot to know, unique experiences to live.

There are many attractions to explore. The cultural heritage of Minas Gerais is, admittedly, one of the richest in Brazil. There are more than 125 municipalities in Minas Gerais with assets listed.

In brief, heritage and tradition are perpetuated from generation to generation, with priceless cultural and social value, which embody the entrepreneurial expression of the people of Minas Gerais.

The cultural heritage is protected by being listed at the local and state level by IEPHA (http://www.iepha.mg.gov.br/), and national by IPHAN (http://portal.iphan.gov.br/).


Urban sets of “Barroco Mineiro” (Baroque style version developed in Minas Gerais): Ouro Preto, Congonhas, Caeté, Mariana, Pitangui, Serro, Sabará, Santa Luzia and Minas Novas. Architectural ensembles, chapels, churches, monuments, farms.

It is important to insist on the originality of the Baroque Mineiro, the first manifestation of a genuinely Brazilian culture, in the closed environment of the gold mining, Eighteenth Century, with strong black culture influence, and because of that so different and original. Aleijadinho was a mulatto, son of a Portuguese man with a black slave.
Minas Gerais is the 3rd Brazilian state in number of museums, housing 11% of Brazilian museums. There are museums of different themes: art, history, science, technology. These museums foment the productive chain of the creative industry of Minas Gerais, stimulating the local commerce and the sale of souvenirs of the city.

MINAS GERAIS OF MANY MUSEUMS

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ALEIJADINHO

Renowned 18th century baroque artist from Minas Gerais, the son of a Portuguese architect and a slave, Aleijadinho produced sacred images for the colonial cities of Minas Gerais, Ouro Preto, Tiradentes, São João Del Rei, Mariana, Sabará and Congonhas do Campo.

In spite of having only attended elementary school and having been affected by illness that caused him to lose his fingers and deformed his feet, the master sculptor produced splendid works in a style that can be classified as a transition between the baroque and the rococo. The Sanctuary of Bom Jesus de Matozinhos, in Congonhas, is its greatest and most important work. The artist carved soapstone, a typical Brazilian raw material, the figure of 12 prophets, and 66 other figures in cedar that make up the Via Crucis. The ensemble was declared a UNESCO World Heritage Site in 1985.

INHOTIM MUSEUM:

Territory of old iron mines, that underwent a recovery of its springs and a process of reforestation with native species, today a great botanical garden. A place of incomparable beauty, with spaces for displaying selected collections of contemporary art.

(http://www.inhotim.org.br/)

MINING MUSEUM:

With the gold and diamond mining in the 18th century, colonization advanced through the hinterland, occupied territory and implanted towns and cities. Learn more at: Mining Museum, in Nova Lima, Adriano Nascimento’s initiative, taking advantage of Morro Velho infrastructure.


Archaeological, Paleontological and Landscape Collections of Lagoa Santa, Matozinhos, Pedro Leopoldo, a wealth of caves and cave paintings that extend north of Minas. Highlight for the National Park Caves of Peruaçu.

Named after the Danish researcher Peter Wilhelm Lund, the tourist route runs through a region of karst landforms (limestone rock, which, due to the infiltration of water, form caves and natural cavities) and of unique beauty, which inspired Guimarães Rosa (a great writer native from Minas Gerais).

The Lund Route is the result of a public-private partnership that crosses the municipalities of Belo Horizonte, Pedro Leopoldo, Sete Lagoas, Lagoa Santa and Cordisburgo. It includes the Peter Lund Museum, the Museum of Natural Sciences of the Pontifical Catholic University of Minas Gerais, the tomb of Peter Lund, the Archeology Center Annette Laming Emperaire, the Sumidouro State Park, the Rei do Mato Cave, the Maquiné Cave, and the Guimarães Rosa Museum House. Rich in elements for the study of paleontology, archeology and speleology, the Lund Route is an initiative that seeks not only to preserve important ecological sites of the state, but also to promote environmental education, culture, sustainable development and tourism in the region.

**LUND ROUTE**

**NATURAL MONUMENT**

**GRUTA DO REI DO MATO**

Located in Sete Lagoas, the Cave Rei do Mato is a natural underground cavity that houses archaeological and paleontological vestiges, such as cave paintings dating to six thousand years.

Learn more at: https://bit.ly/2IbFBC9

**HYDROMINERAL RESORTS NETWORK**


**MUSIC IN MINAS GERAIS**

From popular to erudite music, Clube da Esquina, Bands, Philharmonic Orchestra and the Sala Minas Gerais (http://www.filarmonica.art.br), Symphony Orchestra and Choir of the Palácio das Artes (http://www.fcs.mg.gov.br/); Conservatory of UFMG (https://www.ufmg.br/conservatorio/).

“Violas de Minas”, of great importance in the countryside, for its construction and musical expressions, in recognition as cultural heritage of the State.

Minas Gerais Philharmonic Orchestra, Sala Minas Gerais, of international level, with a set of more than 60 annual concerts, in an annual schedule announced in advance.

**DANCE AND THEATRE**

Grupo Corpo (http://www.grupocorpo.com.br/); Grupo Galpão

**PLASTIC ARTS**

Guignard, audio-visual; Popular Artists; GTO, Ceramics, Izabel and many others. Handicrafts in clay, wood, fabric, vegetable fibers, leather, paper, metal, quite differentiated products, reflections of the popular culture of the region. A few examples can present the beauty of local crafts.

**RELIGIOUS FESTIVALS**

“Folia de Reis” and “Festas do Rosario” in many municipalities of Minas Gerais. The sound of bells of the churches in Ouro Preto, Mariana, Sabará, São João Del Rei, Diamantina, Tiradentes, Serro... announcing celebrations, feasts of saints, marriages, deceases, etc. (https://bit.ly/2Id1MYD)

**COMMUNITY OF THE ARTUROS**


Reconstruction of the skull found in Pedro Leopoldo City’s Lapa Vermelha in the 1970s. It was called “Luzia”, named after a character in the book “Das Grutas à Luz”, by Cástor Cartelle.
With diverse and exuberant nature, Minas Gerais offers a variety of national, state and natural parks of ecological relevance, historical, cultural and archaeological value. Such conservation units, besides protecting the native fauna and flora, present both the visitor with countless options of ecotourism and scientists with rich content for research and environmental education.

On the outskirts of Belo Horizonte there is an exuberant nature, which encourages preservation effort. In Mutuca, the protection of nature offers in exchange water, springs and streams, clean air, wellness, diversity, beauty, life. Guará wolf, anteater, jaguar, ocelot, paca, armadillo, deer, monkeys, can be found here. A diversity of plants and flowers of the Atlantic Forest, endangered animals and species that are only found here. All this is present in an ecological corridor that extends from the Rola Moça Park to the forests of the slopes of the Gandarela and Moeda mountains, and Jambreiro Woods. And it goes from the ecosystem of the Paraopeba River basin to the ecosystem of the Velhas River basin. The connection between the two passes underneath the Mutuca viaduct in BR 040.

In Espinhaço Mountain Range, which extends north-south, and is considered as a Biosphere Reserve by UNESCO, in about 30 municipalities, the collection of Sempre-vivas (‘Evergreen’) flowers, a native species of the Cerrado, survives the ancestral crop cultivation and the creation of animals. This system of traditional agriculture can guarantee Minas Gerais the title of World Agricultural Heritage conferred by the FAO / ONU, with responsibility to enforce the preservation of the old system of production and collection of flowers. The “Sempre-vivas” are genuine Minas Gerais flowers, which have cultural and economic importance for the communities.

In the Quadrilátero Ferrífero (Iron Quadrangle), we highlight Geopark, an initiative that proposes to value the cultural heritage of local communities, mountains, water, fauna and flora in all its beauty. Instrument of tourism and environmental education.

For those who like adventure, the options are numerous. Paragliding flying over the Moeda Mountain Range is a mix of adrenaline and freedom. In Cipó Mountain Range, adventurers can enjoy the most varied activities, such as trekking, canoeing and rappelling or even balloon rides. There are mountain ranges, rivers, caves, lakes and many parks – altogether, more than 19 million hectares of green area.
NATIONAL PARK OF CIPÔ MOUNTAIN RANGE
Total area of 33,800 hectares of transition between the Atlantic and Cerrado biomes. It is a refuge for several species and is part of Espinhaço Mountain Range Biosphere, recognized by UNESCO as a Brazilian Biosphere Reserve.

CANASTRA MOUNTAIN RANGE
NATIONAL PARK
The park covers an area of 197,797 hectares, of which more than half is privately owned. The park has singular importance, as the place of the source of the San Francisco River, of the Araguari River and several tributaries that form the Paraná Basin. Given the rugged landform, in the park there are dozens of waterfalls and transitional vegetation between the Atlantic Forest and the Cerrado.

ROLA-MOÇA MOUNTAIN RANGE STATE PARK
The park covers 3,941.09 hectares and is one of the largest environmental preservation parks in urban areas of Brazil (it is located about 25km from the central region of Belo Horizonte). Its sources supply the Metropolitan Area of Belo Horizonte and shelter a diversity of species threatened with extinction.

MINAS GERAIS NATURAL MONUMENTS
Historical and natural landscape attractions. Learn more about at minasguide.com/blog.
América Futebol Clube
Founded on April 30th, 1912. It has the Independência Stadium, a multipurpose arena for 25,000 fans and 2 training centers in Santa Luzia (230,000 m²) and Lanna Drummond Training Center (154,000 m²).

Clube Atlético Mineiro
Founded on March 25th, 1908, the team is known as the “People’s Team”, which helped in its growth and consolidation as a traditional state team. Bolstered by the recent titles of Libertadores Cup of 2013, Recopa América in 2014 and Copa do Brasil also in 2014, Atlético is one of the great teams of Minas Gerais. It has the best training center in Brazil, “Cidade do Galo”, that hosted the Argentinian national team during the 2014 FIFA World Cup.

Cruzeiro Esporte Clube
Founded on January 2, 1921 by sportsmen of the Italian Colony of Belo Horizonte under the name of Societa Sportiva Palestra Itália, today, Cruzeiro Esporte Clube is recognized worldwide for its history of glories and achievements. The institution is the largest Brazilian Title Winner (94 in total) and also the “Best Brazilian Club of the 20th Century,” according to a survey conducted by the International Federation of Football History and Statistics (IFFHS), which based the study qualifying the clubs of South America that disputed international competitions in the last century. It has one of the most modern structures among the football clubs in Latin America. It has 2 training centers (Toca da Raposa 1 and 2), 2 leisure clubs for associates and a modern headquarters.

Uberlândia Esporte Clube
Founded on November 1st, 1922 under the name of Uberabinha Sport Clube, the club that later accompanied the change of name of the city to Uberlândia is one of the great teams of the countryside of Minas. Champion of the Minas Gerais Cup in 2003 and of the CBF Cup Series B.

Volleyball
Minas Gerais is also a reference in national volleyball. It has important clubs, which annually reveal young talents and constantly hosts national and international events and tournaments. The Minas Gerais Volleyball Federation, which aims to spread, promote and represent volleyball in Minas Gerais, was founded by Minas Tênis Clube, Cruzeiro Esporte Clube, Clube Atlético Mineiro, América Futebol Clube and Sport Clube Paysandu and has 15 affiliated clubs and 4 linked clubs, coming from all regions of the state.

Golf
On the outskirts of Belo Horizonte you can find good quality golf courses for players or beginners in the sport. Morro do Chapéu Golf Club, located within the condominium of the same name in Nova Lima has eighteen holes, in an area with a privileged landscape. In Esmeraldas, Metropolitan Area of Belo Horizonte, there is also Thermas Executive Golf, a complex that has six golf courses among ornamental gardens.

Horse-Riding
Horse-riding enthusiasts also find support in Minas Gerais for the practice of the sport. Founded on February 15th, 1946, the Federação Hipica de Minhas Gerais (Equestrian Federation of Minas Gerais) has 15 affiliated entities and promotes championships and competitions annually in the modalities jumping, endurance riding and dressage.
The “mineira” table (a local’s dining table) - where you can always fit one more person. It is the most important trait of its people hospitality. This particular way of living welcomes the most different tastes, flavors and desires, whether for an adventurous or relaxed traveller, from children to senior citizens, rural to urban profiles. For this, it is not enough just to hear, read or get informed. You have to experience, enjoy and savor it.

Dishes such as “tropeiro” beans (beans prepared the way historical expeditioners used to make), chicken “ao molho pardo” (a kind of blood gravy), pork loin, pork crackling, chicken with “ora-pro-nobis” (a delicious local vegetable), jams, guava jam with cheese, “pé-de-moleque” (a peanut based treat), dulce de leche “canudinho” (dulce de leche served in a large cone-like edible straw), pudding, sweet rice. All well accompanied with a pure “cachaça”, a “caipirinha” or a local craft beer.

Obviously, everything ends with special coffee, cooked on the spot, accompanied by the famous Minas Gerais “pão-de-queijo” (cheese bun).

It is worth getting to know the artisanal way of making “Mineiro” cheese, the region of Serro, the mountains of Canastra and Saltire and the Festival “Comida di Buteco” (Bar Food and Appetizers Festival) (http://www.comidadibuteco.com.br/).

Welcome to Minas Gerais

Minas Gerais is a unique state, allied to culture, history, tradition and nature. Pioneering and the avant-garde. It is impossible to describe in a few words Minas Gerais people’s way of welcoming, the gastronomy so well-known and the typical hospitality that enchants and conquers all visitors.

Some regions stand out for the peaceful rhythm of living, and it is worth visiting the “Circuito Turístico Vilas e Fazendas de Minas” (Tourist Route of Villas and Farms of Minas), which enchants for the beauty of well-preserved farms - some are already farm-hotels, encouraging historic rural tourism - and small districts with their typical houses, still stone paved streets, stone walls and well-preserved historical centers.

Hotels

Count on being friendly hosted in one of more than 2,800 hotels and feel at home. There are over 100,000 apartments and rooms for all tastes and budgets. From a 5-star resort hotel to a cozy hostel. Special places for a warm welcome to foreigners, check them out with the members of “EU PARTICIPO” NETWORK of Projeto Internacionaliza BH.