The 2019|2020 version of the Minas Gerais Business Guide is the result of intelligence and market research, as well as the analysis of our team, particularly the ACMinas International Relations Business Council, along with the prestigious supporters.

With up-to-date information on Minas Gerais, this guide is an important tool, especially for companies, executives and official government international representatives interested in gaining a better understanding of the state's potential, as well as the best way for Minas Gerais' companies to enter the abroad market.

Much more than hospitable, Minas Gerais is one of the best states in Brazil to promote business, invest and live in. The Business Guide makes it easier to identify and avail of the available opportunities.

Sílvio Soares Nazaré
Message from the President of the International Relations Business Council and Emeritus Director of the Commercial and Entrepreneurial Association of Minas - ACMinas
It is with great satisfaction that the Commercial and Entrepreneurial Association of Minas presents the new edition of the Minas Gerais Business Guide, for 2019 and 2020, a publication that cemented its position in the corporate sphere, especially between corporations active on the external market. This publication, now at eight consecutive editions, is an instrument – among various others – that ACMinas created to ensure active participation in favor of all the business segments and, in this case specifically, identifying and detailing the opportunities that the international market provides, while at the same time projecting the State on the global stage.

Minas Gerais is now much more than a state dedicated to agribusiness and mining, its traditional economic bases. There is a prosperous business environment in several segments, which is boosted by an ecosystem of innovation – it is the second largest hub in Brazil – with approximately 400 start-ups set up in Belo Horizonte alone, apart from the constant stimulus of the creative economy, increasingly connected to international references. This is reflected, for example, in the ranking for job creation, in which the State occupied second place nationally, in the first semester of 2019, with an increase of 22% in the number of formal jobs, according to the General Register for the Employed and Unemployed (Caged).

Furthermore, there is support for this already extremely positive business environment in the form of an internationally recognized system of third level, technical and business education. Apart from the Federal University of Minas Gerais and Pontifical Catholic University of Minas Gerais, which appear on the Times Higher Education (THE) ranking, Minas Gerais also boasts the best Best Executive Education School in Latin America, the Dom Cabral Foundation, according to the British newspaper, the Financial Times.

In the face of this promising scenario in some many aspects – economic, social, commercial, environmental and academic, among others –, the Minas Gerais Business Guide represents an important and reliable instrument for guiding and enabling the decisions of global investors. Through the Minas Guide, and in partnership with the Ministry of Foreign Affairs, the Commercial and Entrepreneurial Association of Minas aims to show that Minas Gerais is the gateway for investors worldwide. And there is a sign above the door, one which is quite common here in: “Welcome”. The Commercial and Entrepreneurial Association of Minas, ACMinas, will always be “open doors”.

Aguinaldo Diniz Filho
President of the Commercial and Entrepreneurial Association of Minas - ACMinas
It is important to remember Minas Gerais’ human capital, technological concentration – whose capital takes in the start-up hub – and the generation of solar power (Minas is the largest producer).

Those looking to invest can also see an improvement in our public safety numbers which show a reduction in the 12 indicators monitored. There has been a 30% drop in the number of robberies, for example.

All these initiatives coincide with the political and economic moment the country is passing through. With the approval of structural reforms, such as the Pension scheme, the reduction of interest rates, inflation under control and spending reined in, the environment exists for secure negotiations with high potential return.

For these reasons, Minas stands out on the national scene as an open and investor-friendly state. Come to Minas!

Romeu Zema
Governor of Minas Gerais

We now have the second biggest population in Brazil and the second largest consumer market. We also have an infinite diversity of opportunities to be explored. From culinary to agribusiness, and including industrial production, our products and services are of an unparalleled quality. More than 50% of Brazilian metallic mineral production comes out of Minas Gerais, which is the country’s largest coffee producing hub as well.

In generating new business, the State has the target of two guidelines: debureaucratization and an audacious decentralization plan. We put together a team of highly qualified professionals whose aim is to reduce and simplify our tax regulation and accelerate the opening of companies. The so-called accessory obligations are in the group’s focus. In tandem with the initiative, other work fronts deliver results to reduce bureaucracy by increasing the facility for setting up companies.

Making our economy more competitive means opening it in sectors where the State is dominant. To this end, we will negotiate a decentralization plan with the Legislative Assembly. We have two of the biggest energy companies in Brazil, Cemig, and a major basic sanitation company, Copasa. They are two state companies which will become more efficient when privatized. Similarly, there is potential to open up the gas sector.

In this context, collaboration with representatives from the national production sector, such as the Commercial and Entrepreneurial Association of Minas (ACMinas), is a priority in the work of the MRE. Therefore, I am pleased to present the new structure of Itamaraty (the Foreign Ministry) in this annual edition of the Minas Guide and, in particular, reiterate the Ministry’s commitment to being a reference for national and foreign investors.

The main challenge in the role of the economic area in the MRE’s new structure is to coordinate the negotiating branch with trade promotion actions. Under the guidance of President Bolsonaro and Minister Araújo, the Secretary of Foreign Trade and Economic Policy has been integrating the two fronts – negotiation and promotion – in the diverse themes that compose the list of responsibilities from the economic area. Thus, in the place of a single department to promote trade, all sectors (agriculture, science and technology, energy and infrastructure, industry, tourism and sport, as well as cooperation) are responsible for acting on the substantive part and the promotional aspect of the matter.

The substantive approach refers to the function of diplomacy as method of translating public policies into multilateral and bilateral forums. For example, it involves the construction of Brazil’s position in negotiations over investments or e-commerce, which should result in broad consultations with different players from the private sector, academia and government technical bodies. The promotional function entails the identification and disclosure of business opportunities, in which Itamaraty works as an ally of the national and foreign entrepreneur in order to attract investments that generate employment and income for Brazilian citizens.

In this manner, the MRE renews its willingness to cooperate with ACMinas, aiming to stimulate exports and investments based on the structuring axes of promoting trade, diversifying the work of ACMinas, encouraging the internationalization of Brazilian companies, building commercial intelligence and training. The work with ACMinas substantiates the priority given by the government to approximate the private sector, in order to directly represent their interests, both in the formulation of public policies and international negotiations.

The 2019 | 2020 Minas Gerais Business Guide that the reader holds is an important instrument in publicizing business opportunities in a new Brazil, which continues to work to achieve reform of the tax and pension systems, with the aim of creating a business environment that is more open, transparent and secure for the international movement of capital.

In the name of Minister Ernesto Araújo and the Ministry of Foreign Affairs, I again congratulate ACMinas for over a century of service to Minas Gerais’ entrepreneurs and companies. Certainly, the experience of the Association is very welcome in the implementation of diplomacy in favor of the Brazilian private sector’s practical interests.
Brazil is the 8th largest economy in the world, with a Gross Domestic Product - GDP (2018) of around R$ 6.8 trillion, equivalent to US$ 1.8 trillion. It is the largest economy in Latin America. In 2018, Brazilian GDP per capita was about US$ 8,700. In 2017, it was the 7th largest recipient country for foreign direct investment globally (UNCTAD, 2018), at US $61 billion. The Brazilian economy has been resuming growth trends. The agenda to implement social security and tax reforms made advances in 2019 and should be consolidated in 2020. The Government continues to work towards Brazil’s accession to the OECD and the negotiation and signing of new international agreements, such as the Free Trade Agreement with Chile and the Association Agreement between MERCOSUR and the European Union.

**Privatization, Divestment and Market**

In tandem with adjustments to fiscal policies, privatization and divestment are seen as relevant avenues.

Activities relating to the privatization, divestment and market program presented by the Brazilian government include IPOs; minority interest sales in both state-owned and subsidiary companies; granting of concessions; sale of public real estate, equity interests; privatization of the state credit and state market; concessions in transportation and energy infrastructure. It is estimated that approximately R$ 303.2 billion will be collected for the public coffers, forecast for 2019 alone, with technical studies ongoing. As of July, 2019, it yielded $14 billion ($54 billion).

Get to know about the Investment Partnership Program (PPI) provides for the privatization of 17 public companies, including, at a later date, parks and prison complexes on www.ppi.gov.br.

It is important to mention the recovery of the main state-owned companies, from December 2015 to December 2018, showing R$ 70 billion profit.

DIPLOMACY AT THE SERVICE OF A BRAZIL WITH NEW OPPORTUNITIES

Brazil can rely on its Ministry of Foreign Relations (MRE) for initiatives to support international business, integrated with other ministries and agencies that promote foreign trade, foreign investment, as well as tourism.

PROMOTION OF SERVICES AND INDUSTRY

The promotion of services is handled by Itamaraty’s Department for the Promotion of Services and Industry. It involves, on the one hand, the negotiation of agreements in the areas of services (transport, postal, professional), investments and e-commerce and, on the other, the disclosure of export and investment opportunities in the tertiary sector of the economy.

Regarding investments, the Brazilian Government, based on subsidies from international organizations and, above all, from extensive consultations with the Brazilian private sector, has developed its own investment agreement model, called the Investment Cooperation and Facilitation Agreement (ACFI). Brazil has already signed such an instrument with Angola, Chile, Colombia, the United Arab Emirates, Ethiopia, Malawi, Morocco, Mexico, Mozambique, Peru, Suriname and Guyana, as well as an Investment Cooperation and Facilitation Protocol with Mercosur’s founding partners (Argentina, Paraguay and Uruguay).

The agreement offers legal protection to foreign investors and investments: national and most favored nation treatment obligation; regulation of the direct expropriation of assets and compulsory compensation; and freedom to transfer financial assets abroad, among other measures. It innovates by establishing cooperation between governments and in providing constant and practical support to investors (facilitation) as key elements of fostering investment. As such, the ACFI creates the Joint Agreement Management Committee, which is responsible for enabling ongoing consultations between the Parties. The Brazilian model also institutes the National Focal Point “Ombudsperson”, which promotes facilitation, understood as transparency on accessing information and bureaucratic procedures related to the realization of foreign direct investments (FDI).

Notwithstanding the protection mentioned above, the ACFI does not contain any clauses in the traditional Investment Promotion and Protection Agreements (IPPPAs). Examples of such clauses are the investor-state dispute settlement mechanism (ISDS), indirect expropriation and portfolio investment coverage (ACFI only covers FDI).

The topic of e-commerce has been prominent on the international stage, especially in matters related to privacy protection, prevention of transnational illicit acts, cyber-security, taxation and consumer rights. In this context, the World Trade Organization (WTO) discussions gained momentum and encompassed topics such as data flow for commercial purposes, electronic signature, participation of small and medium enterprises (SMEs), processing of digital products, facilitation of e-commerce, package commerce, inter-operability and regulatory transparency.

For Brazil, the search for the balance between high ambition levels and greater participation is the main challenge of the new phase of discussions about e-commerce. The country is committed to defending the freedom of the internet and the free flow of data, safeguarding the protection of consumer privacy and concerns about intellectual property and cybersecurity issues.

In relation to industry promotion, MRE’s activities are divided into three major blocks: (i) competitive intelligence, attraction of industrial and infrastructure investments and internationalization of Brazilian industries; (ii) promotion of industrial product exports, including representation on various Federal Government economic-trade committees dealing with financing and guarantees; and (iii) coordination of mechanisms for external economic-trade institutional dialogues, infrastructure cooperation working groups and business councils.

In the field of competitive intelligence, attraction of industrial and infrastructure investments, as well as the internationalization of Brazilian industries, qualified studies and information are prepared to guide the decision-making of foreign policy players regarding Brazil’s international investment position. In coordination with Apex-Brasil, we seek to support the participation of Brazilian companies at international fairs and events that present opportunities for both foreign investment in Brazil and internationalization for our industries. For the infrastructure sector particularly, MRE supports the realization of foreign investment attraction missions for the Investment Partnership Program (PPI) from its inception. Embassies and Consulates provide important services in publicizing, contacting potential investors and following up on demands from foreign companies that have already become PPI project partners.

THE DIRECT INVESTMENT OMBUDSMAN (DIO)

In Brazil, the Direct Investment Ombudsman (DIO) was established by Decree No. 8.863 of 2016 and is part of the CAMEX Executive Secretariat. The DIO has the assistance of an Advisory Group, composed of representatives of the ministries that make up CAMEX, and a Network of Focal Points, with members from various government bodies and entities whose activities have an impact on foreign direct investment. In 2019, its functions were expanded by Decree 9.770/2019, which allows for consultations (general questions about bureaucratic legislation and procedures necessary for FDI) and inquiries (concrete cases) of all foreign investors, regardless of whether they are from countries with which Brazil has signed an ACFI.

Site: www.oid.economia.gov.br/pt
In the promotion of industrial product exports, the network of Commercial Sectors (SECOMs) of Brazilian Embassies and Consulates abroad, coordinated by the Secretariat of State, acts in partnership with Apex Brasil to create a solid and coordinated presence of Brazilian companies at trade fairs and expos. The 120 SECOMs have, among other tasks, the role of privileged dialogue with the business community of the country or region where they are located, serving as an indispensable point of contact for Brazilian exporters. In Brazil, Itamaraty’s activities within the Export Financing and Guarantees Committee (Cofig) aim to support important and strategic operations for Brazil, with significant impacts on relevant industrial sectors, such as aeronautics and defense.

Coordination of external economic-trade institutional dialogue mechanisms, infrastructure cooperation working groups and business councils is an important channel for institutional and business dialogue to discuss background issues that affect the industrial sector. At these junctures, regulatory improvements, advances in the business environment, and other variables that define industry investment strategies are discussed. Some examples of dialogue in which Itamaraty assists are in coordinating joint economic-trade commissions, business meetings, such as CNI-Keidanren (Brazil-Japan), the Brazil-France Economic Forum, the Brazil-United States CEO Forum and the Brazil-Germany Economic Meet.

To achieve its trade promotion goals, DPAGRO employs Itamaraty’s extensive network of trade promotion sectors, with offices in 120 posts abroad. The SECOMs set up in coordination with offices in 120 posts abroad. The SECOMs set up in coordination with offices in 120 posts abroad. The SECOMs set up in coordination with offices in 120 posts abroad. The SECOMs set up in coordination with offices in 120 posts abroad. The SECOMs set up in coordination with offices in 120 posts abroad.

PROMOTION OF AGRICULTURE

In recent decades, Brazil has developed a highly competitive and sustainable tropical agriculture. Currently, the sector accounts for over 40% of national exports, contributing significantly to the balancing of external accounts. The importance assumed by the sector led the Ministry of Foreign Affairs to improve its trade promotion system, increasing the level of attention given to Brazilian agriculture through the creation of the Agribusiness Promotion Department (DPAGRO) in January 2019.

Despite the good performance of Brazilian agribusiness in foreign trade, there are several obstacles to national exports. Market access for agricultural products is complex, as it involves not only tariff issues, but also sanitary and phyto-sanitary barriers and, increasingly, aspects related to image. Faced with these challenges, DPAGRO incorporates three lines of action for the promotion of Brazilian agribusiness products.

The first line of action concerns agricultural trade policy and aims to eliminate tariff and nontariff trade barriers. The second line, associated with promoting the image of Brazilian agribusiness, aims to identify and combat unfounded information that may undermine consumers’ perceptions of Brazilian products. In turn, trade promotion aims to gather information on target markets and promote the exportation of Brazilian products.

One of the main examples of Itamaraty’s work in promoting Brazilian agribusiness products is associated with a typical Mina Gerais product: coffee. In 2018, in the context of International Coffee Day (October 1st) Celebrations, events held in Berlin, Dubai, London, Los Angeles, Miami, Moscow, New York, Paris, Seoul, Sydney, Tokyo and Shanghai brought together buyers, distributors, journalists and consumers in all these cities to try out the diversity and quality that Brazilian coffee offers. In 2019, the initiative will be replicated to promote other products, such as sugarcane liquor and national wines.

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PROMOTION OF TECHNOLOGY AND INNOVATION: “INNOVATION ROOM”

Brazil brings together a large consumer market, skilled human resources and innovation incentive instruments that provide favorable conditions for the expansion of technology businesses. Attracting investments in the technology sector makes it possible to use more solutions for Brazilian economic agents, which increases the competitiveness of the Brazilian economy as a whole. In addition, the interaction of research centers of foreign companies with agents from our innovation ecosystems brings new knowledge and strengthens the diffusion of innovation culture, as well as ensuring opportunities for the co-creation of local technologies.

Based on this diagnosis, the “Innovation Room” was created, which aims to avoid the duplication of efforts within the Federal Government and reduce costs for the attraction of foreign research and development (R&D) centers in Brazil, by creating a single door, Apex Brasil, to assist investors and develop a “customized” package of government incentives at the federal, state and municipal levels. Itamaraty is part of the Steering Committee of the initiative along with the Ministry of Science, Technology, Innovations and Communications (MCTIC), Ministry of Economy (ME), National Bank for Economic and Social Development (BNDES), Studies...
and Projects Financier (FINEP), National Council for Scientific and Technological Development (CNPq), the Brazilian Industrial Research and Innovation Company (EMBRAPRI). The initiative meets the express demand of the National Industry Confederation (CNI), based on the diagnosis that, before making a decision about opening businesses in Brazil, foreign companies should seek information from various government entities, which made the country less attractive.

Itamaraty and Apex work together to prospect international investors for the Innovation room in the three priority areas: information and communication technologies, energy (oil, gas and renewable energy) and agribusiness. Most of the 14 companies already served by the mechanism are from the United States, China, and Germany, already producing concrete results.

The “Innovation Room” mechanism seeks to take advantage of the opportunity created by expanding the R&D centers of large companies to countries other than their origin. Between 2012 and 2018, there were more than 800 projects to install R&D centers under these conditions worldwide. Brazil hopes to establish itself as a relevant destination for these investments.

Promotion of specific actions: the network of foreign embassies and consulates regularly conducts trade promotion and investment activities in the areas of nonrenewable energy and mining. These are seminars, roadshows, business round-tables, among other formats, for selected local audiences, aimed at presenting to potential stakeholders the characteristics of the Brazilian oil and gas and mining markets and opportunities for trade and investment.

In addition, the promotion of bio-energy is subject to various actions. Foreign delegations are received on missions involving the government and the private sector to foster trade relations, through providing support in the design, structuring and implementation of public policies that facilitate the development of a bio-fuels market. Events are also promoted to support private sector entry into countries interested in introducing or expanding the participation of bio-fuels in their energy matrix.

PROMOTION OF ENERGY AND INFRASTRUCTURE

In the area of non-renewable energy, such as oil and natural gas, and mining, the foreign ministry, Itamaraty, carries out trade promotion and investment attraction actions abroad, always with the support of the Brazilian embassy and consulate network to convey information to strategic interlocutors and organize events that foster business opportunities for Brazilian companies and foreign direct investment in the country.

Itamaraty’s commercial promotion activities take different forms, including:

- Regulatory updates: The purpose of this front is to inform foreign stakeholders of regulatory developments in the energy and mining sectors, so that the potential investor can understand the role of Brazilian institutions and the set of rules, laws and guidelines governing the operation of the sectors. By maintaining transparency with foreign stakeholders about the regulatory framework and its updates, it seeks to foster legal certainty and predictability.

- Disclosure of investment opportunities: sharing information about current or future bids to be held in Brazil in the non-renewable energy and mining areas. Dissemination actions performed with foreign investors increase the visibility of the event and have the potential to foster participation interest.

In the area of non-renewable energy, such as oil and natural gas, and mining, the foreign ministry, Itamaraty, carries out trade promotion and investment attraction actions abroad, always with the support of the Brazilian embassy and consulate network to convey information to strategic interlocutors and organize events that foster business opportunities for Brazilian companies and foreign direct investment in the country.

In the area of renewable energy promotion, events are held to publicize investment opportunities in the electricity sector, in particular the wind and solar photovoltaic segments, which are often attended by leaders of sector associations, such as the Brazilian Association of Photovoltaic Solar Energy (ABSOLAR) and the Brazilian Wind Energy Association (ABEEólica).
PROMOTION OF SPORT AND TOURISM

Sport

In recent decades, foreign clubs and teams - notably in Africa, the Middle East and Asia - have hired the coaches and other technical committee staff of soccer teams from countries considered world powers in this sport. In this context, Brazilian football, admired for its particular style, the so-called “soccer art”, has an unparalleled competitive advantage due to the prestige of our coaches, staff and players. While the most popular hires in the press are internationally respected coaches, countless others unknown to the general public, including Brazilians, have also benefited from the growing demand for highly skilled labor.

In addition, several countries have shown an increasing interest in sending full-time amateur and professional football players or teams to Brazil on exchanges and training camps of varying duration.

It is important to highlight that, in Brazil, there was never been a structured commercial promotion policy for football services dedicated to opening new markets or expanding into existing ones, despite the high quality of Brazilian professionals. This absence certainly limits the potential for income generation and jobs for the providers of those services.

Currently, the General Coordination of Tourism and Sport (CGTE) of the Ministry of Foreign Affairs is working, in partnership with APEX, on the formulation and implementation of a policy for the commercial promotion of sports services, especially soccer.

Tourism

In the field of tourism, CGTE, in coordination with the Ministry of Tourism and other relevant bodies, guides the official Brazilian position in meetings, conferences, agencies, negotiations and global, regional and bilateral forums under its remit.

CGTE also acts in proposing guidelines and coordinating, possibly along with the Brazilian Cooperation Agency (BAC), cooperation activities and international exchange in the areas of tourism and sport.

In addition, CGTE participates in the coordination, organization and preparation, with the Ministry of Tourism, EMBRATUR, Apex-Brasil and a network of overseas posts, of trade missions for government representatives, companies and entities in exhibitions, fairs and other events promoting commercial tourism.

MEMORANDUM OF UNDERSTANDING BETWEEN ACMINAS & THE MINISTRY OF FOREIGN AFFAIRS

The partnership between ACMinas and the Ministry of Foreign Affairs was made formal in August 2016, through a Memorandum of Understanding covering the areas of promotion, commercial intelligence, investment attraction and stimulation of Brazilian Foreign Trade. As such, it is possible to identify and capture business opportunities for Brazilian companies, as well as define markets and priority sectors for the international performance of the business class present in the state of Minas Gerais.

Since then, the participation of Itamaraty’s technical staff in Brasilia has been highlighted in the elaboration of market studies to assist mining companies participating in the international business round-tables promoted by ACMinas and SECONS in the United Arab Emirates (Dubai) and China (Shanghai), on the occasion of the launching of the Minas Gerais Business Guide 2018 | 2019 in their respective international cities.

In the coming years, this fruitful partnership should intensify, given the actions of the Brazilian government in favor of opening up the economy to international trade, especially in the signing and implementation of measures relating to trade agreements already signed and those under negotiation. Thus, it is necessary to prepare the business class to adapt to the established requirements in order to drive the growth of their businesses.

It is worth mentioning that CGTE proposes and negotiates, in coordination with other governmental areas, agreements with other nations in the areas of tourism. Brazil and China, the latter being the country that has the most international tourists today, are negotiating the signing of a Memorandum of Understanding on Tourism. The Memorandum is expected to contribute to the increased flow of Chinese visitors to Brazil.

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E-mail: cgte@itamaraty.gov.br

Aerial view of the São Francisco de Assis Church, part of the Pampulha Cultural Circuit which is recognized as a Cultural Heritage of Humanity by UNESCO.
MINAS GERAIS, THE GATEWAY TO BRAZIL

GET TO KNOW MINAS GERAIS

Minas Gerais in Numbers

<table>
<thead>
<tr>
<th>Area</th>
<th>586,519.7 km² - 7% of Brazil’s territory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Geography</td>
<td>mountainous</td>
</tr>
<tr>
<td>Average annual temperature:</td>
<td>21°C / 69°F</td>
</tr>
<tr>
<td>Capital</td>
<td>Belo Horizonte</td>
</tr>
<tr>
<td>Number of cities</td>
<td>853</td>
</tr>
<tr>
<td>Urbanization rate</td>
<td>84% (2017)</td>
</tr>
<tr>
<td>HDI (2010)</td>
<td>0.731, higher than Brazil’s (0.727)</td>
</tr>
</tbody>
</table>

Number of Companies

| With employment contract (2017) | 500,496 - 12.87% of Brazilian |
| Without employment contract (2017) | 426,599 - 9.92% of Brazilian |
| Total of companies              | 927,095 - corresponds to 11.32% of the country’s |

Population 2018

| Population* (2018) | 21.04 million inhabitants, 10.14% of the Brazilian |
| Population average * by city (2018) | 24,667 |
| A quarter of the state’s municipalities have a population of up to 4,840 |
| 75% of the state’s municipalities have a population of up to 17,799 inhabitants (640 cities) |
| Number of municipalities with population over 100,000 inhabitants | 32 |

*Forecast.

Source: Ministry of the Economy (RAIS Annual).

Source: IBGE.
<table>
<thead>
<tr>
<th>Year</th>
<th>Brazil</th>
<th>Minas</th>
<th>World</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1,061,707</td>
<td>95,935</td>
<td>9.04%</td>
</tr>
<tr>
<td>2011</td>
<td>1,195,733</td>
<td>109,324</td>
<td>9.14%</td>
</tr>
<tr>
<td>2012</td>
<td>1,315,508</td>
<td>120,842</td>
<td>9.19%</td>
</tr>
<tr>
<td>2013</td>
<td>1,456,727</td>
<td>133,335</td>
<td>9.15%</td>
</tr>
<tr>
<td>2014</td>
<td>1,578,949</td>
<td>141,157</td>
<td>8.94%</td>
</tr>
<tr>
<td>2015</td>
<td>1,638,193</td>
<td>141,894</td>
<td>8.66%</td>
</tr>
<tr>
<td>2016</td>
<td>1,712,351</td>
<td>148,807</td>
<td>8.69%</td>
</tr>
<tr>
<td>2017</td>
<td>1,790,667</td>
<td>155,312</td>
<td>8.67%</td>
</tr>
<tr>
<td>2018</td>
<td>1,865,461</td>
<td>163,461</td>
<td>8.76%</td>
</tr>
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Source: IBGE / João Pinheiro Foundation (JPF) / IMF / ACMinas Economic Department

<table>
<thead>
<tr>
<th>Year</th>
<th>Brazil</th>
<th>Minas</th>
<th>World</th>
</tr>
</thead>
<tbody>
<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>4.3</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>
</tr>
<tr>
<td>2014</td>
<td>0.5</td>
<td>-0.7</td>
<td>3.6</td>
</tr>
<tr>
<td>2015</td>
<td>-3.5</td>
<td>-4.3</td>
<td>3.4</td>
</tr>
<tr>
<td>2016</td>
<td>-3.3</td>
<td>-2.0</td>
<td>3.4</td>
</tr>
<tr>
<td>2017</td>
<td>1.1</td>
<td>0.7</td>
<td>3.8</td>
</tr>
<tr>
<td>2018</td>
<td>1.1</td>
<td>1.2</td>
<td>3.6</td>
</tr>
</tbody>
</table>

Source: IBGE / João Pinheiro Foundation (JPF) / IMF / ACMinas Economic Department

The House of Representatives of the State of Minas Gerais (ALMG) has been striving to find ways to help the State overcome the crisis.

The Federal government owes to the people of Minas Gerais *135 billion reais.

Once this payment is made, the State of Minas Gerais will tackle debts amounting to **972 billion reais and will be entitled to 478 billion reais, out of which 33.6 billion will go to the municipalities.

Now, the Courts of Law have decided that the Federal Government will have to settle their debts with the State of Minas Gerais and redress the losses incurred by the State and its municipalities as a result of the Kandir Law.

This decision is of vital importance for our State to resume its development.

**This is Minas Gerais. This is Minas with a plus.**

* Estimate by the Executive Power/ALMG of the values that failed to be transferred to the State between 1997 and 2015 as a result of the enforcement of Kandir Law.

The toponym “Minas” is directly linked to the history and socioeconomic construction of the state, founded in 1720, coming from the identification of metals and precious stones in official expeditions initiated by the trail-blazing Bandeirantes in the 16th century. The search intensified on the discovery of abundant gold in the riverbeds and in the city of Ouro Preto, a region where there were large deposits in the 17th century. Diamonds were later discovered in the mid-18th century.

Although initially rudimentary, mining activity has evolved and modernized over time, becoming a crucial economic sector in the projection of Minas Gerais onto the national and international scenario, considering the presence of this type of raw material in the manufacture of materials used in the sectors of energy, transport, innovation, civil construction, among others, indispensable to daily modern life.

Economy of Minas Gerais

Nominal GDP (2018) | US$ 163.46 billion (8.8% of Brazil’s)
Per Capita GDP (2018) | US$ 7,769
Formal Employment (2017) | 4.7 million - corresponds to 10.18% of total formal employment in Brazil
1st semester (2019) | 88,238 - second best result in the country, just behind the state of São Paulo
Average Salary 2019 (1st quarter) | US$ 534.70 (Brazil, US$ 625.96)
Economically active population 2019 (1st quarter) | 11.07 million people
Unemployment Rate 2019 (1st quarter) | 11.2% (Brazil, 12.7%)

Source: IBGE (PNAD) / João Pinheiro Foundation (FJP) / GAGED

Minas Gerais & Brazil

Highlights

3rd largest economy in Brazil
2nd biggest population | 21 million inhabitants
3rd largest exporting state (1st semester 2019) | US$ 12.15 billion (11.06% of Brazilian exports).
1st producer and exporter of iron ore
1st producer and exporter of ferroniobium
1st producer of cement
1st producer of steel
1st producer and exporter of coffee
1st producer of potato
1st producer of milk

Source: IBGE / João Pinheiro Foundation (FJP) / MET (RAIS Annual)

THE MANY ‘MINES’ AND NATURAL RESOURCES OF MINAS GERAIS

The toponym “Minas” is directly linked to the history and socioeconomic construction of the state, founded in 1720, coming from the identification of metals and precious stones in official expeditions initiated by the trail-blazing Bandeirantes in the 16th century. The search intensified on the discovery of abundant gold in the riverbeds and in the city of Ouro Preto, a region where there were large deposits in the 17th century. Diamonds were later discovered in the mid-18th century.

For distribution to inhabitants and proper sanitation of the state’s water resources, Minas Gerais has two of the main public water supply, sewage and solid waste companies in Brazil. The provision of these services is mostly the responsibility of the Minas Gerais Sanitation Company (COPASA), and COPASA’s Integrated North and Northeast Minas Gerais Sanitation Services (COPANOR), which together supply more than 620 municipalities, among the state’s 853 municipalities. The other cities not covered by COPASA and COPANOR have their own companies and municipal authorities for basic sanitation.

It is worth mentioning the Guarani Aquifer, one of the largest reserves of groundwater on the planet.

BRAZILIAN HYDRO POWER

Water is a strategic natural resource in Minas Gerais, which directs attention to the management of watersheds and the multiple uses of water resources, with policies for the preservation of its springs, based on the State Water Resources Policy (Law 13.199 / 1999).

In the Cerrado of Minas Gerais, five of the eight main non-Amazonian river basins are born; 70% of the water of the São Francisco River, the river of national integration, as well as 50% of the water of the Rio de la Plata river. In addition, 55% of the Brazilian energy matrix belongs to hydroelectricity from the state’s basins.

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Minas Gerais & Brazil
A pioneer in receiving the first hydroelectric dam in South America (Marmelos plant in Juiz de Fora in 1889), Minas Gerais is a prominent state in the country’s energy supply.

Currently, the CEMIG Group is Brazil’s main distributor, serving over 11 million consumer units and about 30 million Brazilians. It is also one of the top 5 generators and has a strong presence in the electricity transmission and trading segments.

In national terms, Minas Gerais is the third largest state in terms of installed generation capacity with 14,810 MW in 2016. In front of the state were São Paulo, with 19,531 MW, and Paraná, with 17,758 MW, in that same year.

The significant and recent expansion of photovoltaic plants is noteworthy. Besides the potential energy of Uberlândia e Belo Horizonte, the municipalities such as Francisco Sá, Guimarânia, Jalé, Januária, Paracatu, Pirapora and Várzea da Palma are worth mentioning as they already have relevant production or projects planned or under construction.

Minas Gerais leads the Brazilian ranking with several large projects being implemented, in addition to the significant expansion of small Distributed Generation (DG) projects. Many companies announced investments in photovoltaic generation in Minas Gerais, especially in the northern region.

### INVESTMENTS ANNOUNCED IN SOLAR ENERGY IN MINAS GERAIS (IN R$ MILLION)

<table>
<thead>
<tr>
<th>Company</th>
<th>City</th>
<th>Investment amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDF Energies Nouvelles e Canadian Solar</td>
<td>Pirapora</td>
<td>2,000</td>
</tr>
<tr>
<td>Faro Energy</td>
<td>Pirapora</td>
<td>12.00</td>
</tr>
<tr>
<td>Claro Brasil</td>
<td>Várzea da Palma e Buritizeiro</td>
<td>NI</td>
</tr>
<tr>
<td>EDP (contract with Banco do Brasil)</td>
<td>Januária</td>
<td>NI</td>
</tr>
<tr>
<td>EDP (contract with Multiplan)</td>
<td>Itacarambi</td>
<td>30.00</td>
</tr>
<tr>
<td>ENGIE (contract with Ale)</td>
<td>Pompeu</td>
<td>12.00</td>
</tr>
<tr>
<td>AMBEV</td>
<td>Uberlândia</td>
<td>15.00</td>
</tr>
<tr>
<td>Alos</td>
<td>Uberlândia</td>
<td>40.00</td>
</tr>
<tr>
<td>Solatio Energia</td>
<td>Paracatu; Buritizeiro; Jalá;</td>
<td>2,100</td>
</tr>
<tr>
<td></td>
<td>Arinos; Januária; Francisco Sá; Coromandel; Guimarânia; Araxá</td>
<td></td>
</tr>
</tbody>
</table>

*NI - Not informed.

Due to the large and rapid growth of solar energy, several new companies have entered this market, such as CEMIG which, in 2018, created a wholly-owned subsidiary with the objective of deploying, installing, operating, maintaining and leasing projects and equipment for micro and mini distributed generation, CEMIG Generation Distributed.

The largest stadium in Minas Gerais, Mineirão, has a photovoltaic solar plant installed on its roof, with a generation capacity of 1,800 MWh / year.
As a result of this climate of growing investments and huge potential yet to be explored, Minas Gerais stands out in the Brazilian scenario as the federal unit that most develops photovoltaic generation, whether through large projects or distributed micro and mini generation.

Brazil had over 2,100 MW of installed capacity in solar plants at the end of May 2019. Of this total, more than 520 MW were installed in Minas Gerais, about 25% of the national total.

Regarding such investments, the potential to receive new funds is significant, considering some of the competitive differentials, such as:

- High solar irradiation in the state;
- Growing need for electrical power;
- The small share of this Source in Brazil's power grid, at less than 1%;
- Minas Gerais is the first state to grant ICMS exemption on self-producing energy. Since 2013, the state has had a policy of stimulating the use of solar energy (Law 20.849, and Decree 46.296, both from that year), which includes the Renewable Energy Mining Program and provides for tax incentives and differentiated tax treatment to renewable energy generating ventures.

Get to know the partnership between ACMinas, CEMIG and Mori Energia Solar that stimulate the use of photovoltaic generation on www.acminas.com.br.

The Minas Gerais Gas Company, GASMIG, has exclusivity in the distribution of piped natural gas in the state, by concession or grant, to the commercial, industrial, residential and thermoelectric segments, through compressed natural gas (CNG), liquefied natural gas (LNG) and automotive (VNG).

It serves 36 municipalities, with a network of approximately 1,184 km. In this scenario, the governor of Minas Gerais state, Romeu Zema, has signed decree 47.652, exempting from the Motor Vehicle Ownership Tax (IPVA) vehicles powered by vehicular natural gas, although only for cars purchased from May 23, 2019.

For regions without a direct connection to GASMIG's distribution network, there is a virtual pipeline system (truck transport) to supply Liquefied Natural Gas (LNG) and Compressed Natural Gas (CNG).

In September 2019, the National Institute of Telecommunications (Inatel) inaugurated Minas Gerais’ first 5G space in Santa Rita do Sapucaí. The enterprise aims to develop the solutions and experimentation ecosystem of the region. The 5G network was enabled in partnership with institutions of learning to promote knowledge and demonstrate the transformative power of the next technological wave in an atmosphere of innovating exchange.

Due to its size and even geographical location, Minas Gerais has a strategic position in the development and implementation of Information Technology and Telecommunications. The state is a pioneer when it comes to the implantation of TDMA Technology in the 1990s, with installation in Minas Gerais territory, the technology hub of one of the most important companies in the telecommunications segment in Brazil.

4G Technology already serves 4503 municipalities where 95.8% of the Brazilian population live. Its expansion nationwide is at the speed of 25.4 million new 4G chips per 12 months between 2018 and 2019.

3G Technology also consolidated during this period reaching 5413 municipalities in Minas Gerais, the 4G network uses LTE technology, as well as advancing in the process of digitizing open TV, which helps in the release of the 700MHz band for 4G expansion.

The state has 4G + Technology (LTE Advanced). In May 2019, more than 270 municipalities already had services in LTE Advanced Technology. This allows mobile internet access at speeds of over 100MBps.
The Internet of Things (IoT) technology is being developed in a significant number of start-ups. The definition of legal aspects related to frequency is done by the National Telecommunications Agency (ANATEL).

In the application of Information Technology, within the territory of Minas Gerais, there are currently more than 5,000 companies in the segment, mainly in the Metropolitan District of Belo Horizonte (RMBH).

In the segment of telecommunications equipment manufacturing, the state has an industrial hub, located to the south, including the cities of Santa Rita do Sapucaí, Itajubá and Pouso Alegre. Known as Vale da Eletrônica (Electronic Valley), this region continually produces talent and start-ups in this area.

Minas Gerais has a significant number of companies in the Telemetry segment, large companies that develop and produce vehicle and cargo tracking systems serving Brazil and other countries. In Backhaul Technology, there are still great opportunities in Minas Gerais and Brazil.

It is important to mention the talent-generating hubs of Information Technology and Telecommunications. The Department of Computer Science of the Federal University of Minas Gerais (UFMG) has several lines of research, including Software Engineering, Bioinformatics, Digital Security, as well as advances in research in the field of Telemetry. To the south, is the National Telecommunications Institute (INATEL), with a focus on hardware and software research with experience as a business incubator for companies the sector. The Federal University of Itajubá (UNIFEI) also conducts research in the areas of Information Technology, Computer Systems and Computational Intelligence.

Besides being the main telephone operators in Brazil, some stand out in Minas Gerais by offering connectivity to companies in various segments and investing in fiber optic solutions, such as Algar Telecom and American Tower, responsible for the acquisition of CEMIG Telecom, previously part of CEMIG Group.

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

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

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With this incredible biodiversity, the state has the potential to develop community-based ecotourism in each of these biomes as a tool to reduce poverty and protect nature, an additional sustainable element to the state that would become an international model for sustainable development.
Minas Gerais is a pioneer in the placement of children in school at six years of age, guaranteeing an additional year of elementary school in the public education network, which also serves high school.

The quality can also be seen in the private institutions, some of which are considered the best in the country, including by international consensus. They follow the American, Italian, Spanish and Canadian curriculum methods.

The Federations of Agriculture, Commerce, Industry and Transport have schools and technology centers for the training and specialist studies of high-level technical human capital. Besides these important institutions, there is also a wide network of technical schools, particularly the Minas Gerais Federal Center for Technological Education (CEFET-MG), the Foundation of Education for Work (UTRAMIG), and federal institutions in the areas of Education, Science and Technology in the regional sphere.

An outstanding academic power with international recognition, Minas Gerais has a tradition in applied research dating back to the 19th century.

Due to this historical academic vocation, the state has approximately 300 higher education institutions, being the federal entity with the most public higher education institutions.

The distribution of higher education in the state in all its aspects, whether in terms of enrollment number or institutional presence, both in public and private spheres, is still linked to the economic development of the regions that compose it. Therefore, the south-central portion of Minas Gerais, which has the highest rates of economic growth and development, in addition to its productive capacity in industrial and commercial terms, hosts the majority of higher education institutions.

Because of this feature, some of these public higher education institutions, including institutes and universities, have developed in academic, scientific and research terms in close alignment with the economic context of the region in which they are concentrated. That is, there is a good synergy between academia and industry or production chain in these regions.

In the Metropolitan District of Belo Horizonte, academic institutions, public and private, have very broad fields of knowledge, highlighting research and scientific development in the areas of Life Science, Biotechnology, and Innovation. In the humanities, the Federal University of Minas Gerais (UFMG), the Pontifical Catholic University of Minas Gerais, the State University of Minas Gerais (UEMG) and the Federal University of Ouro Preto (UFOP) are noteworthy.

The quality of Minas Gerais higher education institutions is internationally recognized. According to the Latin American University Rankings 2019, the institutions of UFMG, Federal University of Viçosa (UFV), Federal University of Lavras (UFLA), UFOP and Federal University of Itajubá (UNIFEI) occupy the following positions: 8th, 17th, 34, 71 and 91, in the ranking of Latin America’s best universities.

In the area of training managers for the public sector, the João Pinheiro Foundation School of Government (JPF) deserves mention, while the Dom Cabral Foundation (DCF) is an important institution which offers the best graduate courses in business in Brazil, and has been ranked for 14 years among the top 20 business schools in the world by the English newspaper Financial Times. In 2019, it ranked 10th - two places above its 2018 placing - and as the best institution in Latin America (a ranking it has held for over a decade) as well as best in terms of infrastructure.

"FDC is always attentive to the demands that are constantly increasing in the executive education market. We have developed innovative methodologies that ensure our clients and participants achieve the management excellence that our diverse courses and programs deliver."

Aldemir Drummond,
Executive Vice-President of the Dom Cabral Foundation
“We cannot take a singular approach to technology. I believe we should use technology to transform society into something sustainable. The path is to associate technological advancement with humanity”

Alice Guilhon, Global Dean of SKEMA Business School

SKEMA has 3 international accreditations (EQUIS, AACSB, AMBA) – among the 1% of business schools in the world that hold the Triple Crown. SKEMA’s School’s Master program in International Business was ranked 3rd best worldwide by The Economist Magazine ranking. And Master in Management Program was ranked 12th worldwide (and 4th among the French schools represented) by The Financial Times 2019 ranking.

HEALTH INFRASTRUCTURE

Minas Gerais has over 36,000 healthcare establishments, of which around 15% are in Belo Horizonte - making the city one of the 5 most important Brazilian hospital centers.

At the major state hospitals, mostly located in Belo Horizonte, it is possible to find notable clinical specialties and procedures, with certification granted by international agencies. To serve the population in specific cases, public-private partnerships, including the Unified Health System (SUS) are also provided. Local patients from other states, and even from abroad, can find centers of excellence for health-care in the state capital.

There is also SKEMA Business School (School of Knowledge Economy and Management), a French Business School Institution, with campuses in the United States, China, Brazil, France and from 2020 in South Africa. The first Brazilian campus was set in the city of Belo Horizonte in 2015. The school, which already offers masters’ and graduate programs focused on business, started its first undergraduate degree in Brazil: the BBA in Administration with emphasis in Global Business course, in addition to offering the Augmented Intelligence Laboratory, with the aim of contributing to the educational development and innovation ecosystem at municipal, state and national levels.

The Dr. Célio de Castro Metropolitan Hospital, or Barreiro Hospital, has undergone recent expansions in its service capacity. Has today 460 beds.

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The João XXIII hospital, belonging to the Minas Gerais State Hospital Foundation (Fhemig) is known nationally for the treatment of polytraumatized patients and severe cases of intoxications and burns. Vila da Serra, a private hospital, is a reference in neonatology, and has started to adopt robotic surgery, in partnership with the Hospital das Clínicas, of the Federal University of Minas Gerais (UFMG).

Unimed-BH, one of the largest medical cooperatives in Brazil, has more than 1.4 million clients and 5,600 affiliated doctors. It has 351 health care units, including its own accredited hospitals, clinics and laboratories.

In the interior of the state, in Ipatinga, Vale do Aço, the Márcio Cunha hospital (HMC) is a benchmark for quality in the East of Minas. The Hospital was also recognized through hospital accreditation certification from Det Norske Veritas and Germanischer Lloyd (DNV-GL), and formal awards from the U.S. Department of Health, the National Integrated Accreditation for Health-care Organizations (NIAHO). This recognition was reinforced by ratification from the International Healthcare Committee of the DNV-GL, in the company’s headquarters in Norway.

Many of these institutions stand out in the Qualification Program for Health Service Providers (Qualiss), of the National Supplementary Health Agency (ANS), which features almost 90 health facilities based in Minas Gerais.

In the area of public health research, it is worth mentioning the Ezequiel Dias Foundation (Funed), a model institution for its studies and production of medication and laboratory analysis of public health problems. The official state laboratory is part of the Brazilian Association of Official Pharmaceutical Laboratories (ALFOB).

Minas Gerais has expanded the availability of treatments in the Integrated Cancer Hospital (HIC), Mater Dei Health network - opened in 1980 - which extends medical services to Salvador, Bahia, in the construction of another unit. It uses a pioneering and advanced system for identifying and treating prostate cancer, supported by images that evaluate metabolic changes in the organism.

The Biocor Institute is an international reference in the diagnosis and treatment of cardiovascular disease. As a general hospital, it is recognized for its excellence in complex procedures and individual patient care.

The Santa Casa Group, at 119 years of age, serves 80% of Minas Gerais municipalities and 100% by the Unified Health Service (SUS). It is the first health institution installed in Belo Horizonte and is among the best in the country. It is also a reference in transparent philanthropy, sustainable food techniques and environmental preservation.

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THE WORLD IN MINAS GERAIS

FOREIGN TRADE DATA

The state occupies third position among the 27 federative units of Brazil, accounting for about 11.06% of the country’s foreign sales.

In the first half of 2019, Minas Gerais exports totaled US$ 12.15 billion, an increase of 4.3% over the same period for the previous year (US$ 11.65 billion).

Minas Gerais imports totaled US$ 4.22 billion in the period, representing a decrease of 1.3% compared to 2018 (US$ 4.28 billion). In the ranking of Brazilian states, Minas holds seventh position and contributes to 5.04% of purchases from the international market.

The balance of trade for Minas Gerais ended the first half of 2019 with a surplus of US$ 7.93 billion, an increase of 7.45% compared to the same period for 2018 (US$ 7.38 billion).

<table>
<thead>
<tr>
<th>Trade Balance Brazil x Minas Gerais</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st semester 2019 (US$ billion)</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td><strong>Exports</strong></td>
</tr>
<tr>
<td>Brazil: 109.84</td>
</tr>
<tr>
<td>Minas Gerais: 12.15</td>
</tr>
<tr>
<td><strong>Imports</strong></td>
</tr>
<tr>
<td>Brazil: 83.77</td>
</tr>
<tr>
<td>Minas Gerais: 4.22</td>
</tr>
<tr>
<td><strong>Trade Surplus</strong></td>
</tr>
<tr>
<td>Brazil: 26.08</td>
</tr>
<tr>
<td>Minas Gerais: 7.93</td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)
### Balance of trade for Federative Units

#### Exports Federative Units - 1st Semester 2019

<table>
<thead>
<tr>
<th>Rank</th>
<th>Product State</th>
<th>Value (US$ billion)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>São Paulo</td>
<td>23.84</td>
<td>21.70%</td>
</tr>
<tr>
<td>2nd</td>
<td>Rio de Janeiro</td>
<td>13.91</td>
<td>12.66%</td>
</tr>
<tr>
<td>3rd</td>
<td>Minas Gerais</td>
<td>12.15</td>
<td>11.06%</td>
</tr>
<tr>
<td>4th</td>
<td>Rio Grande do Sul</td>
<td>9.09</td>
<td>8.27%</td>
</tr>
<tr>
<td>5th</td>
<td>Mato Grosso</td>
<td>8.53</td>
<td>7.77%</td>
</tr>
<tr>
<td>6th</td>
<td>Paraná</td>
<td>7.80</td>
<td>7.10%</td>
</tr>
<tr>
<td>7th</td>
<td>Pará</td>
<td>7.24</td>
<td>6.59%</td>
</tr>
<tr>
<td>8th</td>
<td>Santa Catarina</td>
<td>4.51</td>
<td>4.11%</td>
</tr>
<tr>
<td>9th</td>
<td>Bahia</td>
<td>3.77</td>
<td>3.43%</td>
</tr>
<tr>
<td>10th</td>
<td>Espírito Santo</td>
<td>3.69</td>
<td>3.36%</td>
</tr>
<tr>
<td>-</td>
<td>Other States</td>
<td>5.32</td>
<td>13.94%</td>
</tr>
<tr>
<td>Total Brazil</td>
<td>109.84</td>
<td>100.00%</td>
<td></td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)

### Balance of Trade for Minas Gerais

#### Exports - Main Destinations

<table>
<thead>
<tr>
<th>Rank</th>
<th>Countries</th>
<th>Value (US$)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>China</td>
<td>3,413,790,666</td>
<td>21.70%</td>
</tr>
<tr>
<td>2nd</td>
<td>United States</td>
<td>1,117,912,652</td>
<td>12.66%</td>
</tr>
<tr>
<td>3rd</td>
<td>Netherlands (Holland)</td>
<td>612,870,493</td>
<td>11.06%</td>
</tr>
<tr>
<td>4th</td>
<td>Japan</td>
<td>597,073,732</td>
<td>8.27%</td>
</tr>
<tr>
<td>5th</td>
<td>UK</td>
<td>523,270,063</td>
<td>7.77%</td>
</tr>
<tr>
<td>6th</td>
<td>Germany</td>
<td>477,593,631</td>
<td>7.10%</td>
</tr>
<tr>
<td>7th</td>
<td>Argentina</td>
<td>467,961,162</td>
<td>6.59%</td>
</tr>
<tr>
<td>8th</td>
<td>Bahrain</td>
<td>356,137,006</td>
<td>4.11%</td>
</tr>
<tr>
<td>9th</td>
<td>Malaysia</td>
<td>316,578,315</td>
<td>3.43%</td>
</tr>
<tr>
<td>10th</td>
<td>Italy</td>
<td>307,747,652</td>
<td>3.36%</td>
</tr>
<tr>
<td>-</td>
<td>Other countries</td>
<td>3,960,447,432</td>
<td>13.94%</td>
</tr>
<tr>
<td>Total Brazil</td>
<td>12,151,382,804</td>
<td>100.00%</td>
<td></td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)

#### Import - Top Suppliers

<table>
<thead>
<tr>
<th>Rank</th>
<th>Countries</th>
<th>Value (US$)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>China</td>
<td>813,844,744</td>
<td>19.27%</td>
</tr>
<tr>
<td>2nd</td>
<td>United States</td>
<td>692,199,617</td>
<td>16.39%</td>
</tr>
<tr>
<td>3rd</td>
<td>Argentina</td>
<td>439,797,748</td>
<td>10.41%</td>
</tr>
<tr>
<td>4th</td>
<td>Germany</td>
<td>228,795,613</td>
<td>5.42%</td>
</tr>
<tr>
<td>5th</td>
<td>Italy</td>
<td>205,070,341</td>
<td>4.86%</td>
</tr>
<tr>
<td>6th</td>
<td>Mexico</td>
<td>165,854,802</td>
<td>3.93%</td>
</tr>
<tr>
<td>7th</td>
<td>Russia</td>
<td>134,820,538</td>
<td>3.15%</td>
</tr>
<tr>
<td>8th</td>
<td>Peru</td>
<td>121,720,625</td>
<td>2.88%</td>
</tr>
<tr>
<td>9th</td>
<td>India</td>
<td>121,453,514</td>
<td>2.88%</td>
</tr>
<tr>
<td>10th</td>
<td>Australia</td>
<td>96,186,298</td>
<td>2.28%</td>
</tr>
<tr>
<td>-</td>
<td>Other countries</td>
<td>1,203,718,483</td>
<td>28.50%</td>
</tr>
<tr>
<td>Total Brazil</td>
<td>4,223,462,323</td>
<td>100.00%</td>
<td></td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)

#### Imports Federative Units - 1st Semester 2019

<table>
<thead>
<tr>
<th>Rank</th>
<th>Product State</th>
<th>Value (US$ billion)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>São Paulo</td>
<td>29.24</td>
<td>34.91%</td>
</tr>
<tr>
<td>2nd</td>
<td>Rio de Janeiro</td>
<td>8.23</td>
<td>9.82%</td>
</tr>
<tr>
<td>3rd</td>
<td>Santa Catarina</td>
<td>8.12</td>
<td>9.69%</td>
</tr>
<tr>
<td>4th</td>
<td>Paraná</td>
<td>6.08</td>
<td>7.26%</td>
</tr>
<tr>
<td>5th</td>
<td>Amazonas</td>
<td>5.14</td>
<td>6.13%</td>
</tr>
<tr>
<td>6th</td>
<td>Rio Grande do Sul</td>
<td>4.33</td>
<td>5.18%</td>
</tr>
<tr>
<td>7th</td>
<td>Minas Gerais</td>
<td>4.22</td>
<td>5.04%</td>
</tr>
<tr>
<td>8th</td>
<td>Bahia</td>
<td>3.44</td>
<td>4.11%</td>
</tr>
<tr>
<td>9th</td>
<td>Espírito Santo</td>
<td>2.90</td>
<td>3.46%</td>
</tr>
<tr>
<td>10th</td>
<td>Pernambuco</td>
<td>2.46</td>
<td>2.93%</td>
</tr>
<tr>
<td>-</td>
<td>Other States</td>
<td>9.60</td>
<td>11.46%</td>
</tr>
<tr>
<td>Total Brazil</td>
<td>83.77</td>
<td>100.00%</td>
<td></td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)
### Exports - Main Traded Products

<table>
<thead>
<tr>
<th>Rank</th>
<th>Products</th>
<th>Amount (US$)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>Iron ores</td>
<td>3,865,388,403</td>
<td>31.81%</td>
</tr>
<tr>
<td>2nd</td>
<td>Coffee</td>
<td>1,761,413,552</td>
<td>14.50%</td>
</tr>
<tr>
<td>3rd</td>
<td>Iron garters</td>
<td>1,072,299,061</td>
<td>8.82%</td>
</tr>
<tr>
<td>4th</td>
<td>Gold (including platinum gold)</td>
<td>727,477,822</td>
<td>5.99%</td>
</tr>
<tr>
<td>5th</td>
<td>Soybeans, crushed or not</td>
<td>586,157,646</td>
<td>4.82%</td>
</tr>
<tr>
<td>6th</td>
<td>Chemical wood pulp</td>
<td>359,404,565</td>
<td>2.96%</td>
</tr>
<tr>
<td>7th</td>
<td>Raw cast iron and spiegel iron (specular)</td>
<td>314,083,578</td>
<td>2.58%</td>
</tr>
<tr>
<td>8th</td>
<td>Seamless hollow iron or steel pipes and profiles</td>
<td>281,607,564</td>
<td>2.32%</td>
</tr>
<tr>
<td>9th</td>
<td>Frozen meat of bovine animals</td>
<td>269,911,676</td>
<td>2.22%</td>
</tr>
<tr>
<td>10th</td>
<td>Sugar cane or beet</td>
<td>263,446,062</td>
<td>2.17%</td>
</tr>
<tr>
<td></td>
<td>Other Products</td>
<td>2,650,192,875</td>
<td>21.81%</td>
</tr>
<tr>
<td></td>
<td>Total Minas Gerais</td>
<td>12,151,382,804</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)

### Imports - Main Products Purchased

<table>
<thead>
<tr>
<th>Rank</th>
<th>Products</th>
<th>Amount (US$)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>Hard coal; briquettes, balls and similar solid fuels</td>
<td>399,190,695</td>
<td>9.45%</td>
</tr>
<tr>
<td>2nd</td>
<td>Passenger cars</td>
<td>160,856,873</td>
<td>3.81%</td>
</tr>
<tr>
<td>3rd</td>
<td>Motor vehicles for the transport of goods</td>
<td>159,316,219</td>
<td>3.77%</td>
</tr>
<tr>
<td>4th</td>
<td>Nitrogenous mineral or chemical fertilizers</td>
<td>109,007,339</td>
<td>2.58%</td>
</tr>
<tr>
<td>5th</td>
<td>Mineral or chemical manure (fertilizers)</td>
<td>107,233,671</td>
<td>2.54%</td>
</tr>
<tr>
<td>6th</td>
<td>Turbo-jets, Turbo-propellers and Other Gas Turbines</td>
<td>101,796,421</td>
<td>2.41%</td>
</tr>
<tr>
<td>7th</td>
<td>Zinc ores and concentrates 96,436,354 2.28</td>
<td>96,436,354</td>
<td>2.28%</td>
</tr>
<tr>
<td>8th</td>
<td>Motor vehicle parts and accessories</td>
<td>93,431,582</td>
<td>2.21%</td>
</tr>
<tr>
<td>9th</td>
<td>Heterocyclic Compounds</td>
<td>86,866,999</td>
<td>2.06%</td>
</tr>
<tr>
<td>10th</td>
<td>Integrated Circuits and Electronic Micro-sets</td>
<td>86,555,566</td>
<td>2.05%</td>
</tr>
<tr>
<td></td>
<td>Other Products</td>
<td>2,822,770,604</td>
<td>66.84%</td>
</tr>
<tr>
<td></td>
<td>Total Minas Gerais</td>
<td>4,223,462,323</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

Source: Comex Stat (MDIC)
THE WHOLE WORLD FITS HERE

An example of international integration, Belo Horizonte - the global and avant-garde metropolis of the movements for the internationalization of cities - integrates international commitments and networks for development, business and innovation. The city is one of the founders of the AL-LAs network; Member of CGLU, Metropolis, Mercocities, ICLEI; Fab-City; Cities4Forests and also signed up for the Sustainable Development Goals, the Paris Agreement and the New Urban Agenda. Through the global operations of the capital and the state, organizations are continually attracted to foster international business with other countries.

ACMINAS AS INTERNATIONAL CONNECTION CORE

To the same extent that sub-national governments use decentralized international cooperation directed at existing public policies, private enterprise joins forces with government agencies to leverage business globally.

In order to stimulate the internationalization of small and medium enterprises, the Minas Gerais Commercial and Business Association establishes partnerships to facilitate access and expansion of the business class to international markets:

- Protocol for Collaboration with the Business Association of the Santarém Region (NERSANT): It promotes commercial, industrial, tourism, investment and cooperation links between Brazil and Portugal, specifically Belo Horizonte and Santarém region, geared towards businesses that want to access the European market.

- Technical Cooperation Agreement with United Kingdom Trade & Investment (UKTI)
  Promote commercial and educational relations between Minas Gerais and the United Kingdom.

FOREIGN REPRESENTATION

The flow of foreign human capital to operate in sectors such as agribusiness, mining and steel has increased the importance of Minas Gerais state on the scene of international relations maintained by the Brazilian Government and has played out in the implementation of foreign diplomatic representations.

These international bodies offer strategic services, including fundamental legal guidelines on setting up entities in Brazil or the countries they represent, and the promotion of business and cultural events and meetings.

Minas Gerais has seen significant growth in consular representations, as well as a strong presence in Chambers of Commerce and commercial offices.

CONSULATES

In the Association of Consular Corps Members in the State of Minas Gerais (AMCC-MG) there are 6 countries represented by diplomatic consulates, located in Belo Horizonte: Argentina, United States, Italy, Portugal, United Kingdom and Uruguay. At these consulates, diplomats from their home countries continually pursue policies of commercial, cultural, tourism, and visa assistance besides providing other pertinent guidance to Brazilian and foreign citizens in Minas Gerais.

In addition there are 32 Honorary Consulates (Austria, Belgium, Bulgaria, Canada, Chile, Denmark, Slovakia, Spain, Finland, France, Guatemala, Netherlands, Honduras, Hungary, India, Israel, Japan, Lebanon, Luxembourg, Malaysia, Morocco, Nicaragua, Peru, Poland, Czech Republic, Romania, Russia, Syria, Switzerland, Trinidad and Tobago, and Turkey which are generally run by Brazilians with family or business ties with the country they represent.

Discover the work of the Consulates in AMCC-MG at www.corpoconsular.com.br

OFFICES AND CHAMBERS OF COMMERCE

The Chambers of Commerce in Minas Gerais provide relevant services to their associates, creating a favorable environment for companies both companies from Minas and the respective countries to do business.

They support companies in business prospecting, secure partner identification, and in foreign trade support. They promote relevant institutional actions and integration between cultures, among other prominent actions.
In 2019, at the request of the British Ambassador in Brazil, Britcham focused on expanding its reach by launching new branches, to collaborate with the very active ones already established in Rio de Janeiro and São Paulo. Belo Horizonte, a prominent capital with huge business opportunities, will have its Branch soft opening in early August as part of the successful strategies drawn by the Chamber’s Board of Directors, focused on its mission of fostering trade relations, investments and services, through advocacy and networking.

I hope that this guide will encourage you to get to know the Chamber and the great opportunities available by becoming a member! To share experience, technology and networking as part of a long-term plan to influence policy decisions affecting bilateral relations is the Britcham core.

www.britcham.com.br/

BELGALUX - BELGIAN-LUXEMBOURG BRAZILIAN CHAMBER OF COMMERCE AND INDUSTRY

BELGALUX, the Belgian-Luxembourg-Brazilian Chamber of Commerce and Industry in Brazil is a non-profit organization, founded in São Paulo in 1938. The BELGALUX representation in Belo Horizonte was launched in November 2017, with the support of the Federation of Industries of Minas Gerais State (FIEMG). The Minas Gerais branch concentrates on the commodities, engineering, environmental and mineral technologies, trade and services, food and beverage segments of major importance to the state.

BELGALUX associates can avail of targeted networking and strategic services ranging from legal advice on setting up entities in Brazil, Belgium and Luxembourg, and on the promotion of business and cultural events and meetings.

Belgium and Luxembourg have a strong economic presence in the state and in Brazil, with investments in services, engineering, energy, logistics, aeronautics, technology, chemistry, industrial minerals and derivatives, maritime works, ports, food and beverage, trading, among others.

www.belgalux.com.br

AMCHAM - AMERICAN CHAMBER OF COMMERCE IN BRAZIL | BELO HORIZONTE

With a staff of 430 companies, 100 years of history and presence in 15 Brazilian cities, Amcham Brasil, the largest of the 104 American Chambers in the world, has been operating in Belo Horizonte for 20 years, leading global insertion actions and training of Minas Gerais entrepreneurs. The Chamber integrates Brazilian and international companies in an environment that crosses frontiers in content generation, while also providing a complete and active range of business products and services. Amcham can be described in three words: networking, content and foreign trade.

Contacts: +55 31 2126-9750 | bh@amchambrasil.com.br
www.amcham.com.br/belo-horizonte

FRANCE-BRAZIL CHAMBER OF COMMERCE AND INDUSTRY - MINAS GERAIS REGIONAL OFFICE

Founded 115 years ago and bringing together more than 900 associates, between French and Brazilian companies, representing the most diverse sectors of activity, the France-Brazil CCI promotes the development of economic, financial, commercial, industrial, scientific and cultural relations between France and Brazil.

The service portfolio and activities promoted by the events department enable members to broaden their contacts, gain access to insider information and benefit from promotions and business advantages thanks to the differentiated cost of services.

Minas Gerais continues to attract French investors. France has a strong and diversified economic presence in the state, with investments in strategic areas: heavy industry, aerospace, food and energy, working with large companies such as Helibras (Airbus Helicopters), Vallourec, Lafarge-Holcim, Engie Energies, Saint-Gobain, Snel, Vinci, Systra, Danone, Aperam, Skema Business School, and the newly opened Venalia, in Jacutinga (Southern Minas Gerais).

www.ccfb.com.br/regionais/minas-gerais

Contacts: +55 31 3213-1576 | ccfbmg@ccfbr.com.br
www.ccfb.com.br/regionais/minas-gerais
India-Brazil Chamber of Commerce (IBCC)

In 2018, IBCC, part of the Dutch Economic Network in Brazil, publicized and participated in events and activities aimed at facilitating trade negotiations between both countries, as well as exchanging technologies, methodologies, and knowledge. IBCC brought together Dutch mining companies to discuss new mining policies and introduce new technologies for national companies. Through the office, the Minas Gerais government connected with the start-up ecosystem in Amsterdam and supported the arrival of the first edition of the Startup City Summit in Latin America to Belo Horizonte. In addition, cooperation began to connect the state government with Dutch developers to jointly elaborate the first Blockchain project in the charcoal area.

Contacts: +55 31 3504-3381 | info@indiabrazilchamber.org.br
www.indiabrazilchamber.org/

MINAS GERAIS-ISRAEL CHAMBER OF COMMERCE AND INDUSTRY

The Minas Gerais-Israel Chamber of Commerce and Industry upholds the values of entrepreneurship, innovation, free enterprise and democracy, which underpin the Jewish concept of "Tikun Olam", meaning to contribute to making the world a better place.

Inaugurated in August 2016, the Minas Gerais-Israel Chamber of Commerce and Industry seeks to increase trade relations between two, which represent only 5% of bilateral trade between Brazil and Israel, leaving plenty of room for growth. Creating opportunities in sectors such as water management, agriculture, start-ups, health, education, clean energy and security is a priority.

Contact: camaramgisrael@gmail.com

ITALIAN-BRAZILIAN CHAMBER OF COMMERCE, INDUSTRY AND AGRICULTURE OF MINAS GERAIS

For over two decades, the Italian Chamber of Commerce of Minas Gerais has been working in favor of bilateral business between Minas and Italy. A business environment aimed at promoting trade and industry, integrated into an international network of relationships, consisting of 78 Italian chambers present in 54 countries, and 100 chambers of commerce in Italy.

Among its more than 190 associates, there are major multinational players, leaders in the automotive, logistics, ICT, information technology, energy, pharmaceutical, construction sectors and many others. Together they make up a business group that favors the development of new businesses and the creation of new opportunities. In its portfolio, the Chamber offers various services in the areas of commercial assistance, the search for commercial and productive partners, communication and marketing, relationship, among others.

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

NETHERLANDS BUSINESS SUPPORT OFFICES – NBSO BRAZIL

The Netherlands Business Support Offices (NBSO Brazil) comprises a network of 25 offices in 10 countries, set up by the Dutch government to provide business support to Dutch companies in their international activities, specifically small and medium-sized enterprises (SMEs).

In 2018, NBSO, part of the Dutch Economic Network in Brazil, publicized and participated in events and activities aimed at facilitating trade negotiations between both countries, as well as exchanging technologies, methodologies, and knowledge. NBSO brought together Dutch mining companies to discuss new mining policies and introduce new technologies for national companies. Through the office, the Minas Gerais government connected with the start-up ecosystem in Amsterdam and supported the arrival of the first edition of the Startup City Summit in Latin America to Belo Horizonte. In addition, cooperation began to connect the state government with Dutch developers to jointly elaborate the first Blockchain project in the charcoal area.

Contacts: +55 31 3504-3381 | info@nlbrazil.com.br
www.nlbrasil.com.br/

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Among the new features in 2019, IBCC has already conducted four business missions to India, each targeting a specific sector of relevance to the India-Brazil relationship, such as Information Technology and Pharmaceuticals, and signed a Memorandum of Understanding (MoU) with Invest India, the Indian national agency for the promotion and facilitation of foreign investment in the country. In addition, the Chamber organized events in parallel with the BRICS meeting in Brazil and inaugurated a new branch in São Paulo.

Contacts: +55 31 3505-3836 | +55 31 98481-3694 | +55 21 2514-7629 | +55 21 97405-0285
ibccteam@indiabrazilchamber.org.br
www.indiabrazilchamber.org/
The Portuguese Chamber of Minas Gerais, founded in 1996, is an association focused on increasing commercial, technological, social and cultural relations between Minas Gerais, Portugal and the Portuguese-speaking countries. As such, it takes on a growing and preponderant role in strengthening bilateral economic relations. Its work includes the provision of market studies, national and international matchmaking, and business missions in which topics such as renewable energy, real estate market, infrastructure, tourism, agribusiness and information technology are discussed, as well as support in opening companies both in Brazil and in Portugal, business events and lectures, among others.

Since its foundation, the Portuguese Chamber of Minas Gerais has participated in the main decisions of internationalization of Minas Gerais and Portuguese companies. Among these, it is worth noting the viability of the BH-Lisbon direct link via TAP.

The Lebanese have decisively influenced the economy of Minas Gerais, whether in commerce, industry or services, generating employment and income. They are born entrepreneurs and stand out in the car rental, parking, supermarkets, construction, textile and apparel sectors. The chamber has strategic partners in Beirut, translators, foreign trade specialists and a colony willing to do business in Minas Gerais and the Middle East.

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Established on November 21, 2005, in the Commercial and Entrepreneurial Association of Minas, the Lebanon-Brazilian Chamber of Commerce of Minas Gerais, coordinated by Charles Loftti, aims to promote the development of trade, social and cultural relations between Brazil, Minas Gerais and Lebanon, since approximately 2 million Lebanese and descendants reside here.

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The common elements that bring Brazil and Portugal closer together, especially language, culture and history, clearly favor the creation of new businesses and the generation of promising opportunities.

The International Chamber of Business is a nonprofit entity that acts locally, nationally and internationally to promote business development in Brazil and abroad. As globalization intensified, new opportunities and challenges emerged. It is therefore necessary to map them so that the business is prepared to adapt to the foreign market and achieve success.

CINBR offers conditions to develop the competitive potential of businesses and insert them in the international market. The main role of the Chamber is to expand the network of connections, in order to generate effective opportunities and contribute to the development of trade and international integration.

In order to offer the best Europe-Belo Horizonte connection, TAP has first connected with you.

Flying directly to Minas Gerais for over 10 years.
The Official Brazil-Australia Chamber of Commerce celebrated 31 years of operation and during this period it has gained major importance in relations between the two giants of the Southern Hemisphere. Completing more than a quarter of a century as a serious and competent organization is of great value to both countries, which have greatly benefited from the Chamber’s work, not only from an economic perspective, but also in the social and cultural spheres.

In 2014, COCBA had its headquarters officially moved from São Paulo to Belo Horizonte. At the time, Hélio Júlio Marchi, who has chaired the Chamber for 11 years - a key player in its success since 1997 - transferred the presidency to Dr. Ezequiel de Melo Campos Netto. The Official Brazil-Australia Chamber of Commerce has as its main objective to encourage the development of trade relations between Brazil and Australia and to promote networking between Brazilian and Australian companies.

**BRAZIL AUSTRALIA OFFICIAL CHAMBER OF COMMERCE (COCBA)**

**Contacts:** +55 31 3289-2108 | +55 31 2532-9645 | atendimento@cinbr.com.br | www.australia.org.br

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The Chinese Chamber of Commerce of Brazil (CCB) is a non-profit institution formally recognized by the Brazilian government and the Chinese government. Its head office is located in Brazil (Belo Horizonte) and it has an office in China (Shanghai).

Brazil has been China’s largest trading partner in Latin America, with China being the first destination for Brazil’s exports and imports totaling $48 billion and $27 billion, respectively, according to a recent survey by the Ministry of Industry, Foreign Trade and Services.

The Chinese Chamber of Commerce in Brazil aims to foster trade and business between the two countries by promoting Business Missions in various sectors, as well as a diverse portfolio of services.

**CHINESE CHAMBER OF COMMERCE OF BRAZIL (CCB)**

**Contacts:** +55 31 3262-2801 | camarachinesa@camarachinesa.com | www.camarachinesa.com.br

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The linguistic heritage of Portuguese colonization and the cultural proximity between Brazil and Mozambique create a favorable environment for business development between the both countries. As such, the Brazil-Mozambique Chamber of Commerce, Industry and Agriculture (CCIABM) has been operating for over 10 years to help Brazilian companies enter the Mozambican market.

To this end, CCIABM has headquarters in Brazil, operated by the International Business Chamber, and in Mozambique, ensuring our partner companies greater security during the internationalization process. In addition to marketing research, which provides pertinent information on the viability of the company’s entry into the target market, we also work with business missions to Mozambique, placing our clients in direct contact with key players in the selected sector and potential partners.

**CCIABM – BRAZIL-MOZAMBIQUE CHAMBER OF COMMERCE, INDUSTRY, AGRICULTURE**

**Contacts:** +55 31 3262-2801 | contato@cciabm.com | www.cciabm.com

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**CHINESE CHAMBER OF COMMERCE OF BRAZIL (CCB)**

**Contacts:** +55 31 3262-2801 | camarachinesa@camarachinesa.com | www.camarachinesa.com.br

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Working to promote economic and cultural relations between Brazil and Russia, the Brazil- Russia Chamber of Commerce, Industry and Tourism (CBR) was founded in 1982. CBR has, among its associates, Brazilian and Russian companies and entities of varying characteristics from all over the world. Through its close relationship with both the Brazilian and Russian governments, CBR provides a wide range of services for the development of bilateral business. Since October 2017, CBR has been present in Belo Horizonte under the management of the International Chamber of Business and represented by Honorary Consul of Russia, Carolina Bernardes.

**BRAZIL-RUSSIA CHAMBER OF COMMERCE, INDUSTRY AND TOURISM (CBR)**

**Contacts:** + 55 31 3289-2108 | camarabrasilrussia@cinbr.com.br | www.brasil-russia.org.br/pt-br

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As a relatively new market, Mozambique offers opportunities for Brazilian companies, particularly in the oil and gas, public works and construction, energy, industry, agribusiness, mining, logistics, services, vocational training and IT, telecommunications, pharmaceuticals, health, fashion, perfumery and food and beverage sectors.

**CCIABM – BRAZIL-MOZAMBIQUE CHAMBER OF COMMERCE, INDUSTRY, AGRICULTURE**

**Contacts:** +55 31 3262-2801 | contato@cciabm.com | www.cciabm.com

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The Chamber also has official representations in Bahia, Paraná, Rio de Janeiro, Rio Grande do Sul, Santa Catarina, São Paulo and the Russian capital Moscow.
INTERNATIONALIZA BH PROJECT: WELCOMING AND REFERENCE BEHAVIORS FOR THE INTERNATIONAL CULTURES

In order to make Minas Gerais and its business community aware of the process to internationalize Belo Horizonte, ACMinas - along with Belo Horizonte City Hall and the Dom Cabral Foundation - came up with the Internationalize BH project, launched in February 2016, to share experiences and promote the international cultures resident in "Minas Gerais' capital".

On different fronts, the benefits of internationalization for citizens and business environments stand out, working to make Belo Horizonte and, consequently, Minas Gerais, a differentiated ground for welcoming and providing quality interaction with international communities.

Internationalize BH is active on different projects, particularly the archive of BH and Minas Gerais Worldwide, Global Memories in BH, International Dialogues (culture of business and for business) and the I PARTICIPATE network seal.

Participate in the construction of a more internationalized Minas Gerais society, which is advancing in terms of welcoming, knowledge and interaction with the various international communities.

www.internacionalizabh.com.br
Instagram and Facebook: @internacionalizabh

“EU PARTICIPO” (I TAKE PART) INTERNATIONALIZA BH PROJECT NETWORK

Network of establishments - hotels, restaurants, language schools, educational institutions, festivals and companies - known for their international activities and involvement with foreign communities in Belo Horizonte.

Coworking
Innovation Hub

Restaurants

International Art Festivals

Institutions

Hotels

Companies
DISCOVER THE PRODUCTION SECTORS OF MINAS GERAIS AND ITS MAIN ECONOMIC PLAYERS:

1. Innovation and Entrepreneurial Environment
2. Creative Economy
3. Textiles and Clothing
4. New Economy
4.1. Information and Communication Technology
4.2. Electro-electronics
4.3. Biotechnology and Life Science - Vocation for Health
4.4. Aeronautical
5. Transport and Automobiles
6. Mining and Metallurgy
7. Civil Construction
8. Agribusiness
9. Food and Beverages
10. Sugar and alcohol
11. Paper and Cellulose
12. Trade and Services

The state has the second largest Brazilian consumer market, with a 10.4% share, just behind the state of São Paulo. Given its privileged geographical position, Minas Gerais companies have easy access to 49% of the Brazilian consumer market, with estimated consumption potential of R$ 1,826 trillion in 2016.
Belo Horizonte Innovation Ecosystem

Agriculture
Nominal GDP (2018)  US$ 7.68 billion (9.4% of Brazil’s) Value Added (VA)
Formal jobs (2017)  256,000 (5.45% of the state’s)

Industry
Nominal GDP (2018)  US$ 36.93 billion (10.7% of Brazil’s)
Formal jobs (2017)  1.06 million (22.46% of the state’s)

Services
Nominal GDP (2018)  US$ 98.56 billion (8.4% of Brazil’s)
Formal jobs (2017)  3.40 million (72.09% of the state’s)

Source: IBGE / João Pinheiro Foundation (FJP) / MET (RAIS Annual)

INNOVATION AND ENTREPRENEURIAL ENVIRONMENT

With its accelerators, research and innovation centers, start-up communities, innovation promotion agencies, incubators, open laboratories and technology parks, Minas Gerais has a privileged position on the national R&D, innovation and entrepreneurship scene.

Minas Gerais has the only Google R&D center of Latin America, the Coordination for Technological Innovation and Transfer-CITI, the R&D center of Embraer, Helibras, among others.

Minas Gerais currently has 1083 start-ups, second only to the state of São Paulo. In addition to the renowned San Pedro Valley, Minas has important start-up communities throughout the state: Zero40 (Juiz de Fora), ZebuValley (Uberaba), Uberhub (Uberlândia), Vale da Eletrônica (Santa Rita do Sapucaí), Vale do Conhecimento (Itabira), Santa Helena Valley (Sete Lagoas), Libertas Valley (Itaúna) e Vale dos Inconfidentes (Ouro Preto).

It is worth mentioning FIEMG Lab, Seed, a Acelera MGTI and the Founder Institute. Prominent technology parks are BHTec and Tecnoparq, in Viçosa. Prodabel, SENAI, Fab Lab Newton and In Forma 3D are open Laboratories that collaboratively encourage the creation and experimentation of products and processes by inventors, entrepreneurs and start-ups.

Development agencies such as the Minas Gerais Investment and Foreign Trade Promotion Agency (INDI), Minas Gerais Development Bank (BDMG), Minas Gerais Economic Development Company (CODEMGE), P7 Creative and State Research Support Foundation Minas Gerais (FAPEMIG) support innovative initiatives and contribute to the state’s innovative clout on the national scene. It is noteworthy that 11% of all edtechs (start-ups in the education segment) in Brazil are concentrated in Minas Gerais.

As a result, projects such as Hub Digital, start-ups from the Raja Valley region, Fierng Lab, Café Atmosfera, Sistema Mineiro de Inovação (SIMI) and Start-ups and Entrepreneurship Ecosystem Development (SEED). In addition, Belo Horizonte hosts a major innovation meeting - the International Business, Innovation and Technology Fair - FINIT.

SAN PEDRO VALLEY OF BELO HORIZONTE

Twice elected the best start-up community in Brazil by Spark Awards and among the top ten most significant initiatives in the country, the San Pedro Valley is an ecosystem located in the São Pedro neighborhood, a south-central region of Belo Horizonte.

More than 580 technology-based companies, including accelerators, incubators, shared workspaces and venture capital companies; make up the mix. Sambatech, Hotmart, Mélizu, Rock Content, Sympla are some of those established in the ecosystem.

TORO INVESTIMENTOS

Founded in 2010, Toro Investimentos is Brazil's first fintech to launch its own brokerage firm. With over 200 employees, the institution was selected as one of the 12 most promising investment fintechs in the world by CB Insights. Having the mission to connect people with the best investments, Toro was a pioneer in launching the first variable income investment platform which replaced Home Broker, enabling the client to make an investment with just one click. This model led to its recognition as the 2nd most innovative company in the financial sector at the Whow innovation festival.

“Toro Investimentos is driving a unique movement. We are part of Brazil’s second largest innovation ecosystem: Minas Gerais.”

Gabriel Kallas, founding member of Toro Investimentos...

Members on the launching of Toro Investimentos at B3
According to a study conducted by the Minas Gerais Creative Industry Development Agency, the creative economy is responsible for the generation of more than 457,000 formal jobs and about R$ 788 million of monthly income from work, which corresponds to 9.89% of total state employment. In the national ranking, Minas Gerais is in third place, with about 10% of Brazil's total creative jobs. Of these, 54% belong to the culture sector, 30.3% to functional creations, 9.7% to the technology and innovation sector, and 6% to the media sector.

The creative economy of Minas Gerais is made up of over 63,000 companies, equivalent to 12% of Brazil's creative companies, most of which are micro and small. Although scattered throughout the regions of the state, creative activities are concentrated in the poles of Belo Horizonte, Juiz de Fora, Uberlândia and Contagem.

An example of an initiative that operates in Belo Horizonte is the Creative Economy House for the formation and dissemination of the concept and space for cooperation between entrepreneurs in this segment. The space is part of the Praça da Liberdade Cultural Circuit.

It is worth mentioning the importance of P7 Criativo, an independent association and development agency, supported by the state government and several entities, which aims to transform the state of Minas Gerais into a creative industry hub. The agency's remit, in its first experimental phase, is to unite creative economic development. The agency's first phase is responsible for 13% of the country's textile sector production, behind only São Paulo and Santa Catarina.

The main destinations for its textile exports are to neighboring Argentina, Colombia, Ecuador, Bolivia and Peru. The Minas Gerais fashion industry mainly exports to the United States, Argentina, Vietnam, Hong Kong and Colombia.

The state, a trail-blazer for national fashion, has hosted 25 editions of the largest fashion business event in Latin America, the Minas Trend Preview, promoted by the Federation of Industries of Minas Gerais State (FIEMG). In two annual editions, the meeting brings together the entire chain of the fashion industry, represented by exhibitors of clothing, shoes and accessories. One of the main pre-launch events, it predicts Brazilian fashion trends and is one of the main business generation platforms in the sector.

**NEW MINAS GERAIS ECONOMY**

**INFORMATION AND COMMUNICATION TECHNOLOGY**

The second largest concentration and third largest GDP of companies in the Information and Communication Technology (ICT) sector in the country is in Minas Gerais. The state has Technology Parks, Industrial Districts and Industrial Technology Condominiums, which produce hardware and software for the aerospace industry, embedded software and IoT for the automotive industry, sensors and software for mining, electronics for appliances, among others. There are more than 6,000 companies that employ more than 134,000 professionals and generate about $ 2.5 billion per year.

Within the ICT ecosystem, Minas Gerais is home to Google's R&D centers (the only one in South America), Embraer, Erikson and Fiat, as well as companies such as Accenture, Infosys, Axxiom, Hexagon Mining, Algar Technology, Tovs and Cadence. Belo Horizonte stands out in the Mining Information Technology scenario, with more than 5,300 companies, 20,875 employees in IT activities, of which 1,800 are software developers, and employ 8,100 professionals.

**ELECTRO-ELECTRONICS**

Santa Rita do Sapucaí is the Brazilian Silicon Valley

Compared to Silicon Valley in California (USA), Minas Gerais is proud of its Electronics Valley, located in Santa Rita do Sapucaí, a municipality with 43,000 inhabitants, 387 kilometers from Belo Horizonte. The first city in Latin America to have a technical electronics school and the first college of telecommunications engineering in Brazil, Santa Rita today houses 153 technology-based companies, 60 R&D labs and more than 30 start-ups.

The list of more than 14,000 items manufactured by a contingent of 14,700 professionals, includes digital TV transmitters, electronic ballot boxes and technological games, also for autistic children. Revenue from local technology companies is around R$ 3.2 billion annually.

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**TEXTILES AND CLOTHING**

The Minas Gerais textile industry employs nearly 130,000 people and is among the three largest in Brazil, according to data from the Brazilian Association of Textile and Clothing Industry (ABIT). Minas Gerais is responsible for 13% of the country's textile sector production, behind only São Paulo and Santa Catarina.

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BIOTECHNOLOGY AND LIFE SCIENCE - VOCATION FOR HEALTH

Multidisciplinarity, with the creation of high quality jobs, and a need for a better qualified workforce, leads to higher average pay. This is the basic profile of biotechnology, a sector that adds value and is boosting Minas’ economy, not only due to the economic activity itself, but also for its impact on social well-being. Biotechnology, defined as the application of biological organisms, systems or processes is also known as “Life Sciences”. It has a relevant role in increasing agricultural productivity; in the health area (new medicine, vaccines and diagnostic kits); energy (biofuels).

Minas Gerais has one of the national biotechnology innovation hubs, accounting for 11.2% of all innovative initiatives in the sector.

Belo Horizonte is home to one of Latin America’s leading life sciences clusters, comprised of more than 310 companies that generate more than 4,100 jobs in the industry. It is the third city in Brazil that most generates patents, of which about 70% are from the biotechnology area.

In the state’s main production centers, located in the central region (Belo Horizonte and the Metropolitan Region), Triângulo, Zona da Mata (Vicosa) and North (Montes Claros) it is worth noting companies such as Hermes Pardini, Fundação Henominas, Fundação Ezequiel Dias (Fumed), Novo Nordisk, Fiocruz Minas, GE Healthcare, Biomm Technology, Philips and Biominas Brasil. In addition, there is the scientific contribution from a contingent of 160 PhD researchers from the Federal University of Minas Gerais, as well as the support of other public institutions.

In July 2018, the first private center for accelerating biotechnology and life sciences business in Latin America was inaugurated in the Clean Development Zone (2LD) in Nova Lima. This is BiotechTown (biotechtown.com).

AERONAUTICAL

Strategic for the national economy and promising for Minas Gerais, the air segment has been the subject of studies to identify and enable opportunities in several other economic areas of the state. Minas Gerais has 86 aerodromes and airports and three important axes comprised of more than 310 companies that generate more than 4,100 jobs in the industry. It is the third city in Brazil that most generates patents, of which about 70% are from the biotechnology area.

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TRANSPORT AND AUTOMOBILES

The production of motor vehicles in the state is responsible for about 16% of jobs generated, which are concentrated in the Central and South mesoregions. It is the fourth largest export sector in Minas Gerais, behind mining, metallurgy, and machinery and equipment.

Brazil’s second largest automotive hub, Minas Gerais has Fiat Chrysler Automobilies (FCA) as the industry’s key player in the state. The surrounding area of the factory in Betim, in the Belo Horizonte Metropolitan Region (RMBH), has hundreds of auto parts industries serving the Italian automaker, installed in Brazil since the mid-1970s. The history of the factory in the state has contributed huge investments since its implantation and for establishing its presence in Minas through the production of an exclusive car for Brazil. FCA’s industrial unit is the group’s largest manufacturing plant in the world and has an annual production capacity of 800,000 vehicles.

In May 2019, the company announced that it will invest $8.5 billion in the Betim plant and launch 15 new models by 2024. According to Governor Romeno Zema, a species of palm tree native to the Zona da Mata region, is an option for the sector, given its environmentally friendly characteristics, high production and alternative for small and large producers.

The project is currently under consideration by the Legislative Assembly (ALMG) and, if approved, it is expected that by 2023, the Zona da Mata will be producing around 230 million liters of aviation biokerosene from the initial planting of 66,000 hectares with Macauba.

MINAS GERAIS BIOKEROSENE AND RENEWABLES PLATFORM PROJECT: GREEN FUEL FOR CIVIL AVIATION

A project that seeks to develop the entire biomass production chain to meet the aerospace industry’s demand for a more sustainable fuel in gradual replacement of fossil fuel. The idea is to implement a value chain to obtain sustainable biomass and use agricultural waste and urban waste for hydrocarbon production. The platform has the participation of airlines, research centers and universities, producers and investors.

In addition to biokerosene, this chain may meet the demand for green diesel, oleochemicals, animal and human feed, drugs and cosmetics, among others. Macauba, the American - are the only manufacturers of freight train locomotives in Brazil.
The state is responsible for 33% of metallic mineral extraction and 23.6% of non-metallic minerals in the country. In Minas Gerais, iron ore, bauxite, phosphate, manganese, aluminum, potassium, zinc, gold and others are produced.

Source: Minas Gerais State Secretariat for Economic Development, Superintendence of Mining, Energy and Logistics

Percentage distribution of the main substances explored in the State of Minas Gerais, synthesized by classes, according to the number of mining processes considering all regimes.

Source: Mining Geographic Information System (SIGMINE) of National Mining Agency (ANM) / April, 2018

The most exported item by Minas Gerais in 2018 was iron ore, with 30.6% share of all foreign transactions and 71% of the state’s mineral exports.

The rupture of the Samarco SA mining tailings dam in November 2015 in Mariana (MG) and Vale S.A in Brumadinho (MG) were watershed moments in the mining world and alerted the global community of engineers, designers, builders and dam operators. The impacts of this episode have left lessons for the whole mining sector, not just in Brazil. The most tangible result after the breach is the expansion of investments to improve the safety systems and techniques for operations and not just the dams. Companies have improved safety monitoring and inspection routines, installed more state-of-the-art equipment, and warning sirens. They adopted new contingency plans and began to train communities near the mineral enterprises with greater emphasis on potential risks.

However, there are still challenges to be overcome, among which the improved management of the waste generated by mining stands out. In this regard, the development of new technologies should help both to reduce their generation and to identify new destinations for the waste produced.

CIVIL CONSTRUCTION

The civil construction sector in Minas Gerais is the driving force behind the state’s economy, as it is an important generator of jobs, as well as constantly evolving and innovating. Along its production chain are large-scale companies that develop everything from raw materials and inputs to the final product: properties for the real estate market and large public works to improve the state’s infrastructure.

By contributing socially to a decrease in the Brazilian housing deficit of 6 million houses, the sector’s dynamism also spurs on the chain of financial services, commerce, technology, transportation, consulting, training among many others. In this scenario, some companies stand out both in Minas and beyond.

In the niche of popular constructions, the construction company Emccamp is notable for its performance in important national rankings. Similarly, MRV, is focused on classes C, D and E, where it serves one client in every 200 Brazilians.

Precon Engenharia is the first in the industry to obtain a certificate of competitiveness, SIAC PBQP-H-2017 certification. Solução Habitacional Precon, or SHP, is also by the company and involves a technical innovation that applied the concepts of automotive assembly to civil construction.

Other important companies located in Minas include: Andrade Gutierrez Engenharia, Direcional Engenharia, Grupo ARG, Construtora Barbosa Melo, Construtora Caparão, Empresa Construtora Brasil, Construtora Atepa, Construtora Cowan and PHV Engenharia.
SUSTAINABLE BUILDINGS ADVANCE IN MINAS GERAIS

New concepts in civil construction focusing on sustainability, innovation and social responsibility are emerging in the world as a response to environmental impacts caused by humans over time, and show that more than being a trend, concern for the environment and natural resources is a necessity.

The LEED (Leadership in Energy and Environmental Design) and AQUA (High Environmental Quality) certifications, the adapted Brazilian version of the HQE (Haute Qualité Environnementale), present parameters to be considered in the construction of works with better environmental management. It is argued that benefits to the projects are not only social and environmental, but also economic, as there is a reduction of costs during construction and the project’s life cycle.

Minas Gerais also has the largest cement producing park in Brazil, with 9 factories representing the main brands operating on the market. The national cement industry has an installed capacity of 100 million tons and produces 57 million tons annually.

AGROBUSINESS

In 2018, the commodities registered the largest volume shipped, demonstrating the greatest dynamism in the historical series. Revenues in this sector reached US$ 101 billion in exports, while the Brazilian trade surplus was US$ 58.3 billion. Minas Gerais followed the national scenario and Minas’ agribusiness contributed to 48.9% of the trade balance, highlighting the importance of the sector for the national and state economy. Agribusiness represents one third of Minas Gerais’ Gross Domestic Product. The expansion of agribusiness exports in recent years is mainly due to the trade relationship established with China. Within a decade, there was 80.9% growth in trade between the two countries.

The Aqua-HQE certification process arrived in Brazil in 2008. It is applied exclusively by the Vanzolini Foundation, which adapted the French process to the Brazilian culture, climate and legislation. One of Odebrecht’s newest developments was the first to win the Aqua seal in Minas Gerais. It is the Parque Avenida Shopping Complex, located on Avenida Raja Gabaglia in Belo Horizonte. Currently, Minas Gerais already has 13 Aqua-certified buildings.

CEMENT

Minas Gerais once again showed its pioneering spirit by having the first building in Brazil to receive the Leed v4 seal. Located in Governador Valadares, the building houses an architectural office and environmental consultancy. The certification of more “green buildings” in Minas, however, did not stop there. One of BH’s postcard images, the Mineirão Stadium, is currently the only stadium in Brazil to receive LEED Platinum classification, as it contains the largest roof photovoltaic plant in the country, and has reduced drinking water consumption by over 70%.

Alongside these projects are the Coca-Cola factories, the Forluz Building, CEMIG’s new headquarters, Boulevard Corporate Tower, a corporate center integrated with Boulevard Shopping, among others. There are already 52 projects registered and 18 certified, according to the Green Building Council Brazil.

EXPORTS

In 2018, total exports from Minas Gerais totaled US$ 23.97 billion and went to 193 trading partners. Foreign sales of agribusiness products totaled US$ 7.94 billion, a decrease of 0.2% when compared to the previous year. Agribusiness products went to 167 international destinations.

Imports

Agribusiness purchases totaled US$ 660.57 million, an increase of 17.4%. This expense represented a 7.3% share of state purchases. The “cereals” group was the main demand of Minas Gerais, at 2.8% of all purchases. Agribusiness products were imported from 80 countries.
COFFEE

Minas Gerais is a national leader in coffee production, with 56.4% of the country’s planted and processed crop and continues to be one of the world’s leading coffee suppliers. The amount obtained in 2018 was $1.7 billion higher than the other seven major competing states. The result was US$ 7.5 billion in 2018, a 2.9% increase over 2017.

The grain is grown in 607 of 853 Minas Gerais’ municipalities and is the main activity in 340 of them. Minas Gerais coffee is produced mainly in the South and Southwest, followed by the Zona da Mata, Triângulo and West.

The top ten exporting municipalities in 2018 were Varginha, Belo Oriente, Uberlandia, Guaxupé, Três Marias, Araguari, Patrocínio, Afênas, Manhuacu and Poços de Caldas, whose revenues totaled US$ 4.99 billion, that is, 66.5% of sales came from these municipalities.

### Main Minas Gerais exporting municipalities

<table>
<thead>
<tr>
<th>Municipality</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Varginha</td>
<td>1,444</td>
<td>1,227</td>
</tr>
<tr>
<td>Belo Oriente</td>
<td>46</td>
<td>50</td>
</tr>
<tr>
<td>Uberlandia</td>
<td>48</td>
<td>63</td>
</tr>
<tr>
<td>Guaxupé</td>
<td>263</td>
<td>268</td>
</tr>
<tr>
<td>Três Marias</td>
<td>30</td>
<td>29</td>
</tr>
<tr>
<td>Araguari</td>
<td>24</td>
<td>46</td>
</tr>
<tr>
<td>Patrocínio</td>
<td>28</td>
<td>29</td>
</tr>
<tr>
<td>Afênas</td>
<td>19</td>
<td>21</td>
</tr>
<tr>
<td>Manhuacu</td>
<td>20</td>
<td>21</td>
</tr>
<tr>
<td>Poços de Caldas</td>
<td>15</td>
<td>16</td>
</tr>
</tbody>
</table>

Source: Minas Gerais State Secretary for Agriculture, Livestock and Supplies (SEAPA)
Coffee production attracts important projects, such as the Dolce Gusto Nestlé capsule factory in the municipality of Montes Claros, set up in 2015, showing the consolidation of differentiated value-added coffees on the foreign market.

On the list of agribusiness products exported by the state, coffee occupies first place, representing 13.5% of the total exports of Minas Gerais. In 2018, the main commodity of Minas Gerais' agribusiness accounted for foreign sales of US$ 3.22 billion. Regarding quantity, 21.89 million bags were shipped, the highest value since the beginning of records.

Surveys indicated that there was a significant improvement in the quality of coffee from Minas Gerais, when analyzing the attributes of aroma, flavor, body, acidity, bitterness and fragrance.

Germany resumed its position as main trading partner in 2018. Purchases totaled US$ 625.96 million, from 4.5 million bags. 11 countries began a new trade partnership with Minas Gerais, among them: Norfolk Island, Philippines, Ecuador and Belarus. In all, coffee from Minas Gerais was sent to 87 international destinations.

Over the last 10 years, China has shown a strong interest in Minas Gerais coffee. At the beginning of the decade, the Asian country bought US$ 2.1 million from the state. In 2018, Chinese imports totaled more than US$ 18 million, an increase of 764%.

The coffee market stands out for its added value and has received support and incentives in its development. One of them is the International Coffee Week, the largest meeting of the sector's production chain in Brazil, and one of the main coffee events in the world.

Brazil reinforces its presence on the international coffee scene, moving from commodity vendor to selling the coffee drinking experience.

Afonso Rocha, superintendent of SEBRAE-MG.

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Milk

Most of the milk produced in Brazil belongs to Minas Gerais, responsible for the production of 8.9 billion liters of milk, which is equivalent to 26.6% of national production. The dairy herd consists of about 22 million head. Several processing plants of dairy companies settled in the state, attracted by the large supply of raw materials. Among them are Nestlé's largest milk powder factory, Danone's largest yogurt and nutritional care plant and Brazil's largest milk cooperative, Itambé, in addition to the Jussara, Porto Alegre, Embaré and Cemil brands.

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Minas Gerais has the 2nd largest Brazilian cattle herd and in 2018 managed to achieve the largest shipment of meat to the foreign market. The revenue generated was US$ 604.97 million, derived mainly from the in natura modality.

China accounted for 59%, with its US$ 356.98 million purchase. Hong Kong ranked 2nd in the ranking due to purchases of US$ 90.27 million. Beef was sent to 106 different countries.

Strong Asian demand boosted sales and the result was not even better due to the truckers strike in the first half of 2018. Compared to the beginning of the series, revenue variation was 97.8% at an annual growth rate of 7.87%.

Beef Exports and imports

Source: Minas Gerais State Secretary for Agriculture, Livestock and Supplies (SEAPA)
GRAINS

Exports of the “soy complex” broke records for the fifth consecutive year. Revenue reached US$ 1.87 billion. Total volume was 4.5 million tons.

Soybeans were the main item in the segment, which contributed to a revenue of US$ 1.69 billion and 4.2 million tons, demonstrating that the vast majority of exports are in grain form.

China continued to lead the ranking with revenues of US$ 1.22 billion, equivalent to 65.3%. The other ranking positions were occupied by new trading partners, such as Russia (US$ 282.47 million), Iran (US$ 55.24 million), South Korea (US$ 49.25 million) and Thailand (US$ 44.66 million). In all, 32 destination countries were accounted for.

Soybeans accounted for 7.3% of the total exported by Minas Gerais to the world in 2018, especially to China. As the 7th largest national producer, the contribution of Minas Gerais totaled 5,042.9 million tons, a 4.5% share of the total produced in the country.

FRUITS

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

ANIMAL FEED

Over the past three years, sales in the animal feed group have been steadily growing. Minas Gerais is the third state in the national export ranking, accounting for 2.2% of the country’s sales. In 2018, sales recorded their highest value in the historical series, with US$ 59.89 million.

The main destinations are Thailand, Uruguay and Taiwan, representing 14%, 12% and 10% of Minas’ production, respectively. Negotiations with five newcomers expanded in 2018: Vietnam, Jamaica, Kuwait, Croatia and the United Arab Emirates.
FOOD AND BEVERAGES

The food and beverage industries account for 20% of Minas Gerais’ Gross Domestic Product (GDP). Including the inputs for the typical local dishes and the accompanying beverages, there is a whole chain generated from agribusiness (meat, poultry, chicken, milk and derivatives, coffee, fruit), industry and the food and beverage trade.

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

In Minas Gerais, there are 337 beverage manufacturers, of 2,656 in Brazil. 12.7% of the companies producing alcoholic and non-alcoholic beverages in Brazil are in Minas Gerais. In the state, there are industries of local, national and international brands, producing beverages such as Ambev, Baker, Barry Calebot, Coca Cola Femsa, Falke Bier, Kopenhagen, Krug Bier, Uberlândia Refrescos, Vale Verde, and Walls.

In food production, there are 7,611 companies and 170,794 employees in Minas Gerais, representing 15.9% and 11.2% of the national total, respectively. Here you can find names like Faleiro Food Service, Forno de Minas, Pif Paf, Vilma, Aymoré, BRFoods, Bauducco. The chocolate industries are well represented through Ferrero Rocher, Barry Callebaut, Kopenhagen (CRM group). Sugarcane liquor has a prominent position in traditional brands such as Salinas, Havana, Canarinha, Seleta, Vale Verde, Germana Heritage and Bozinha.

CRAFT BEERS

With growing production and presence in various regions of the state, such as Belo Horizonte, the metropolitan region of the capital and the Zona da Mata, the craft beer market is responsible for a high value-added product, becoming a phenomenon among thousands of connoisseurs.

As the third largest producer of craft beer in the country, Minas Gerais already has 90 establishments that produce about 2 million liters of the beverage per month. Minas’ breweries are increasingly recognized for their quality and flavor on the national and international scene. In 2018, the World Beer Awards, the most important award for brewers around the world, awarded seven Minas Gerais breweries. Labels from Wals, Capa Preta, Backer, Albanos, Verace, Vinil and Dos Caras were recognized, winning 40 prizes for Minas Gerais.

And, to stimulate further market expansion, guarantee the product to the end consumer, and increase the visibility of Minas Gerais brands, the Minas Gerais Beer and Beverage Industry Union (Sindbebidas-MG) with the support of the Federation of Minas Gerais State Industries (FIEMG) and Sebrae Minas, launched the stamp of origin “Beers of Minas - Free by Tradition”.

XEQUE MATE (CHECK MATE)

Young, innovative, original and from Belo Horizonte. This is how you could define the drink Xeque Mate, a tasty mix of mate tea, rum, guarana and lime which has won over the people of Minas Gerais through its presence on the cultural circuit of Belo Horizonte.

Its uniqueness is the result of the right combination of the selected ingredients; the rum is produced in the interior of Minas Gerais as per the tradition of spirits from the state, the mate tea is premium, produced in the south of Brazil and extracted from the herb leaves only, and to finish, the Xeque Mate drink is sweetened with pure guarana extract from the Amazon.

With this infallible recipe, Xeque Mate is gaining ground in Brazil and, shortly, the world, bringing with it the unmistakable mark of Belo Horizonte and Minas Gerais.

SUGAR AND ALCOHOL

As the 2nd largest sugar producer in Brazil and 4th largest ethanol producer, Minas Gerais guarantees a harvest of 63.5 million tons of sugarcane, from which 3.98 million tons of sugar and 2.65 billion liters of ethanol originate. The main producing regions of the state are the Triângulo, Zona da Mata, Central and North.

In 2018, the Sugar-Alcohol Complex (sugar, alcohol and other sugars) generated US$ 775.67 million for the state. Sugar is the most representative component of the complex: 95.3% and accounted for US$ 740.28 million.

Bangladesh, a traditional trading partner, continued to be the main buyer of Minas Gerais sugar, at 11.2% of all exports, totaling US$ 83.14 million.

Saudi Arabia jumped from 9th to 4th place among the largest buyers in 2018. Sales to that country totaled US$ 65.95 million. The list of trading partners in 2018 accounted for 49 international destinations, 9 of which were newcomers.
Minas Gerais accounts for 24.5% of the area planted with eucalyptus in Brazil. The state has three cellulose companies, 14 of paper and 345 of packaging and paper products.

Exports of Minas Gerais cellulose set new records in 2018, both in value and volume at US$ 766.32 million. Compared with the start of the decade, growth was 93.9%.

<table>
<thead>
<tr>
<th>Year</th>
<th>Export</th>
<th>Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>395</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>663</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>602</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>619</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>569</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>525</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>503</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>630</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>766</td>
<td></td>
</tr>
</tbody>
</table>

Source: Minas Gerais State Secretary for Agriculture, Livestock and Supplies (SEAPA)

The sector invests in sustainability and performance, as the Chinese market shows constant interest in this segment and stands out as the main buyer of mining pulp. Revenue was US$ 223.73 million, which represented 29.2% of product sales to overseas markets.

The municipality of Belo Oriente, located in the Rio Doce Valley and headquarters of Cenibra, has been the main outlet of the Minas product. The company achieved a record production of 1.2 million tons of pulp and an investment of US$ 50 million to modernize one of its industrial plant lines.

Keeping pace with the global trend for more sustainable products, Klabin, a producer of paper for packaging and cellulose, has also set up an industrial unit in Minas Gerais and has intensified research to develop viable alternatives to plastics. To this end, in 2018, it announced a contribution of R$ 32 million in its research and development (R&D) program.

Minas Gerais boasts high-level law firms, with professionals specialized in the various international interfaces and who provide quality in the delivery of legal services.

The full list of these offices can be found at www.minasguide.com/blog

Most value-added production comes from the service sector, which accounts for over 65% of the state’s Gross Domestic Product (GDP). It is worth mentioning those related to health, education and commerce. Approximately 71.5% of formal workers work in some public or private organization that belongs to the tertiary sector of the economy.

Among the segments of the services sector, the car rental industry is a reference in Minas Gerais. Belo Horizonte is home to the largest car rental company in Latin America, Localiza, which has a 33.7% share of the Brazilian market.

The state is home to the largest national and international insurers - it is the second largest insurance guarantee market in Brazil.

The Belo Horizonte Metropolitan Region (RMBH) is also consolidated as a center for specialized business consulting services, with Falconi Consultores de Resultado and Instituto Aquila.

MINAS GERAIS HAS A TRADITION OF LAW FIRMS WITH INTERNATIONAL EXPERTISE.

As companies see attracting international partners as an opportunity for growth, and, on the other hand, Minas Gerais companies mature in their international operations, specialized law firms become indispensable to settle disputes and to assist in the planning, execution and support of operations.

Minas Gerais boasts high-level law firms, with professionals specialized in the various international interfaces and who provide quality in the delivery of legal services.

The full list of these offices can be found at www.minasguide.com/blog
TRADE IN MINAS GERAIS

In 2018, the trade segment increased by 2.3% compared to 2017 and accounts for over 12% of Minas Gerais GDP. The main retailers and wholesalers of Minas Gerais are: Supermercados BH, Mart Minas Distribuição Ltda, DMA Distribuidora S/A, Martins Comércio e Serviços de Distribuição, Super Nosso, Vila Nova, Tonin Superatacado, Supermercado Bahamas and Drogaria Araújo.

E-COMMERCE

The online sales sector shows signs of warming, with a 12.5% growth in sales. This expansion has revealed that traditional retail and e-commerce are actually complementary. Traditional stores that have entered e-commerce hold 51% of total sales, highlighting the strength of retailers’ brands, as it is a competitive factor over digital ones.

INTERNATIONAL AWARDS FOR MINAS GERAIS PRODUCTION SECTORS

World Cup of Cheese
- Santuário do Mergulhão - Minas Craft Cheese of Serra da Canastra
- Vale da Gurita - Minas Craft Cheese of Serra da Canastra
- Queijo do Ivaí - Minas Craft Cheese of Serra da Canastra

London Spirits Competition
- Whiskey 3 Lobos Backer - Bronze Medal

UTZ Rainforest Alliance
- Barinas Agronegócio (agribusiness)

Entrepreneur Hero
- Teclado Inteligente Multifuncional TiX (Multifunctional Smart Keyboard)

For Women in Science - 2018 Edition
- Biologist Angélica Thomaz Vieira

Decanter World Wine Awards 2017
- Maria Bel Sauvignon Blanc 2015 wine, bronze category winner, is from Três Pontas
Minas Gerais Mesoregions

- Nominal GDP 2018 (US$ million)
- Population 2018
- GDP Per capita 2018 (US$)

Minas Gerais - Main Cities

<table>
<thead>
<tr>
<th>Cities</th>
<th>GDP Nominal (US$ million)</th>
<th>%</th>
<th>Population (2018)</th>
<th>%</th>
<th>GDP Per Capita (US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belo Horizonte</td>
<td>27,284</td>
<td>16.69%</td>
<td>2,507,576</td>
<td>11.89%</td>
<td>10,907</td>
</tr>
<tr>
<td>Uberlândia</td>
<td>9,307</td>
<td>5.69%</td>
<td>681,247</td>
<td>3.25%</td>
<td>13,622</td>
</tr>
<tr>
<td>Contagem</td>
<td>8,193</td>
<td>5.01%</td>
<td>659,070</td>
<td>3.13%</td>
<td>12,431</td>
</tr>
<tr>
<td>Betim</td>
<td>7,399</td>
<td>4.53%</td>
<td>432,575</td>
<td>2.06%</td>
<td>11,103</td>
</tr>
<tr>
<td>Juiz de Fora</td>
<td>4,453</td>
<td>2.72%</td>
<td>564,310</td>
<td>2.68%</td>
<td>7,900</td>
</tr>
<tr>
<td>Uberaba</td>
<td>3,862</td>
<td>2.36%</td>
<td>330,361</td>
<td>1.57%</td>
<td>11,690</td>
</tr>
<tr>
<td>Other cities</td>
<td>102,964</td>
<td>62.99%</td>
<td>15,865,523</td>
<td>75.42%</td>
<td>-</td>
</tr>
<tr>
<td>Minas Gerais</td>
<td>163,461</td>
<td>100.00%</td>
<td>21,040,662</td>
<td>100.00%</td>
<td>7,769</td>
</tr>
</tbody>
</table>

Source: IBGE / João Pinheiro Foundation / ACMinas Economic Department
THE MANY REGIONS OF MINAS GERAIAS

Due to its territorial extension (586,520 km²) and number of municipalities (853), Minas Gerais is divided into 12 mesoregions, with diverse cultural, climatic and geographical characteristics. Specific companies and productive sectors developed in each of them, as well as important prominent companies:

1. CENTRAL REGION

1. Central Region;
2. Metropolitan district of Belo Horizonte;
3. West of Minas;
4. Triângulo and Alto Paranaíba;
5. Northwest of Minas;
6. North of Minas;
7. Zona da Mata;
8. Rio Doce Valley;
9. Jequitinhonha Valley;
10. Mucuri Valley;
11. Campos das Vertentes and;
12. South of Minas.

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

Some of the main metallurgical companies operating in the Central Region of Minas Gerais are Gerdau-Açominas, ArcelorMittal, Vallourec, Teksid, Metsäber, Magotteaux 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.

2. METROPOLITAN DISTRICT OF BELO HORIZONTE

Metropolitan District 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 (2018)</td>
<td>5.31 million*</td>
</tr>
<tr>
<td>Formal Jobs 2017 (Quantity)</td>
<td>1,717,658</td>
</tr>
</tbody>
</table>

Source: FNEM / RAIS - Ministry of Economy / ACMinas Economic Department
* The main municipalities of the region are considered.
The Belo Horizonte Metropolitan Region (BHMR) accounts for 42.03% of Gross Domestic Product (GDP), especially the service sector. The importance of this sector stems from the fact that Belo Horizonte is the state capital and the largest commercial, financial, educational and medical center of the state.

The abundance of raw materials in the area, as well as in the Central Region, enabled the emergence and growth of an expressive metallurgical park around Belo Horizonte, with many industries focused on the production of ferroalloys, castings, steel, capital goods, sundry products and the second largest automotive pole in Brazil.

Other major industrial branches for the Central Region are: food (Coca-Cola, Ambev, Café Três Corações, Pepsico, Tropeira Alimentos, Itambé, Vilma Alimentos, Plena Alimentos, Seven Boys and Frigorifico Alvorada), electrical equipment and electronics (Suggar, Toshiba do Brasil, Jabil do Brasil, Oertel, Engietron and ABB), oil refining (Petrobrás), textiles (Cedro S/A and Fiação e Tecelagem São Geraldo Ltda.), cosmetics (SNC Kanechon) and cleaning products (Cera Ingleza).

It is worth mentioning that the Biotechnology and Life Sciences cluster in BHMR is one of the two largest in the country in number of companies. Although most of the companies in this cluster are small, some stand out on a national level in their segments, such as Laboratório Hermes Pardini, St. Jude Medical, Belfar Indústria Farmacêutica, Hyporfarma, Hipolabor and Ceva Brasil.

The proposed development plan for the North Vector is anchored in the Belo Horizonte International Airport expansion project, based on a proactive study developed by the Government of Minas Gerais, aimed at creating an ideal territory for the development of high-quality services and goods of high added value, attracting investments to the region.

At this airport, the Gol Maintenance Center was installed, which is, in terms of the number of tasks performed simultaneously, the largest in Latin America.

Other technology-based companies are located in the area: Embraer’s Engineering and Technology Center, St. Jude Medical Brazil, GE Healthcare and the semiconductor manufacturer Unitec.

The region already has major companies and high level enterprises in different economic sectors, and there is huge potential to develop.

### VETOR NORTE AREA (NORTH VECTOR)

The area known as “Vetor Norte” is located in the northern part of the Belo Horizonte Metropolitan Region and includes the north of the capital, which also includes nine other municipalities: Ribeirão das Neves, Pedro Leopoldo, Confins, São José da Lapa, Vespasiano, Lagoa Santa, Santa Luzia, Jaboticatubas, and Matozinhos.

The proposed development plan for the North Vector is anchored in the Belo Horizonte International Airport expansion project, based on a proactive study developed by the Government of Minas Gerais, aimed at creating an ideal territory for the development of high-quality services and goods of high added value, attracting investments to the region.

### THE “CAPITAL OF MINAS GERAIS”: BELO HORIZONTE SURPRISES

<table>
<thead>
<tr>
<th>Metropolitan District of Belo Horizonte</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sectors</strong></td>
</tr>
<tr>
<td>Agriculture</td>
</tr>
<tr>
<td>Industry</td>
</tr>
<tr>
<td>Services</td>
</tr>
<tr>
<td><strong>Value Added</strong></td>
</tr>
<tr>
<td>Value Added</td>
</tr>
<tr>
<td>Taxes</td>
</tr>
<tr>
<td>Nominal GDP 2018</td>
</tr>
</tbody>
</table>

*Forecast
* João Pinheiro Foundation (F JP) / ACMinas Economic Department.

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Belo Horizonte’s Central Market brings together typical foods, handicrafts, culture and has been, since 1929, a tourist spot and meeting point for locals.
With its strategically strong location, a new and surprising Belo Horizonte stands out having been one of the host cities of the 2014 FIFA World Cup and hosting football games in the 2016 Olympics. Belo Horizonte is the fifth largest potential Brazilian market in the ranking of Brazilian municipalities.

According to Bloomberg (2017), Belo Horizonte is defined as one of the cities in the world that will be part of the epicenter for global growth in the coming decades. Surveys conducted with thousands of foreign visitors to the city show their enchantment with the capital of Minas Gerais, its hospitality, joy and unique cuisine as well as the rich beauty of its natural and cultural attractions.

Belo Horizonte has varied and quality attractions. It is a creative city, a center where culture, arts, gastronomy, scientific knowledge and technology pervade the daily life of the city, stimulating its permanent renewal. An urban space that produces a continuous interrelation between business and culture through the events it receives and promotes.

As a result, Belo Horizonte provides its inhabitants with diverse business and employment opportunities, generating value for various groups in the production chain, related sectors and the local community.

3. WEST OF MINAS

West of Minas has several important Local Productive Arrangements (LPAs). The most important of these is footwear, which developed around Nova Serrana and is made up of about 800 companies established in this municipality, in addition to the other 300 located in the surrounding municipalities. The Nova Serrana LPA is the state’s main footwear hub and one of the top three in Brazil and basically comprises micro and small companies. However, some industries are rated as large companies, depending on the number of jobs generated. This is the case of Calçados Addan Ltda., Henso Industrial Ltda, Nadia Talita Indústria de Calçados Ltda., Randall Indústria de Calçados Ltda., Vip Vip Calçados, Black Free Calçados Ltda. and Indústria de Calçados Betty Ltda.

Other LPAs worth mentioning are: Carmo do Cajuru furniture (the main company is Líder Interiores) and fireworks in Santo Antônio do Monte. Some of the largest companies in the west of Minas Gerais belong to the foundry LPA - located in Divinópolis, Itaúna and Claudio - and other sectors of the metallurgical industry, among which are: Intercast, Fundições e Siderurgia, BMB – Belgo Mineira-Bekaert Artefatos de Areme Ltda, Gerdau Açôs Longos and Siderúrgica Santo Antônio Ltda.

The textile segment has a significant share of the industrial sector because it is traditional in the region and includes companies such as Cia. de Tecidos Santanense, São Gonçalo Industrial Têxtil Ltda., Cia. Fiação e Tecelagem Divinópolis, Peripan Industrial, Inconfal – Indústria e Comércio de Fraldas Ltda., and Tecelagem Minas Rey Ltda., which stand out in Minas Gerais.

West of Minas has other industry sector facilities: food (Balas Santa Rita, Avivar Alimentos), plastic processing (Copobrás S/A, Plasdil – Plástico Divinópolis S/A), auto parts (Magneti Marelli, Kromberg & Schubert do Brasil Ltda.), leather processing (Curtidora Itaúna Ltda.) and bioenergy (Bambuí Bionergia). In the surrounding municipalities of Arcos, the mineral extraction industry is mainly geared towards limestone exploration, which is of great importance to the regional economy.

In terms of agricultural production, the region has a significant herds of cattle and there are coffee and sugar cane crops, among other products, especially Canastra cheese, produced in the mountain of the same name.

An economic activity that is being continuously developed in West of Minas is tourism, with major improvements in the offing. West of Minas has two major natural attractions: Serra da Canastra and Furnas Lake.

In a beautiful national park located in the Serra da Canastra, in the municipality of São Roque de Minas, there is the source of the Rio São Francisco, one of the most important rivers in Brazil and vital for the supply of water and electricity to the Northeast region.

Furnas Lake, located on the border between the West of Minas and South of Minas regions, is considered “the Sea of Minas” due to its large extension and the use of this potential for nautical activities.
In economic terms, the Triângulo and Alto Paranaíba mesoregion stands out for being the state’s main cereal producer, having the largest cattle herd and being the second most important coffee harvester. Due to the large supply of agricultural products, the food industry is the area’s main industrial segment. In the region, there are the state’s main grain processors (Cargill, ADM do Brasil, ABC Inco), as well as important beverage producers (AMBEV, Uberlândia Refrescos, Britvic – Empresa Brasileira de Bebidas e Alimentos), dairy products (CEMIL), refrigerators (JBS and Mataboi); preserves and tomato products (Minas Mais Alimentos), potato processing (Bem Brasil Alimentos) and rations (Indústria de Rações Patense).

The sugar and alcohol sector stands out. The Triângulo and Alto Parnaíba region accounts for about 75% of Minas Gerais’ sugar and alcohol production, which is processed by large mills such as Bunge Frutal, Santo Ângelo, Vale do Tijuco, Bunge Santa Juliana, Bunge Itapagipe, Delta (three units), Laginha Canapólis, Laginha Capiño, Santa Vitória, Cerradão, Uberaba, Araporá Bioenergia, Ituiutaba Bioenergia and the four production units of Coruripe. The main producing hub for phosphate fertilizers in Brazil is also located in the Triângulo, especially in Uberaba. The production of this commodity is primarily carried out by the US company Mosaic with operations in Uberaba, Tapira, Patrocínio and Araxá. In addition to fertilizers, Uberaba has several plants that produce agrochemicals, such as FMC Química do Brasil Ltda.

Other large companies operating in various industrial segments are: Souza Cruz (cigarette production); StartQuímica (cleaning products); Vulcallex (rubber artifacts); INPA – Indústria de Embalagens Santana S/A (packaging); Duratec (wood processing), Lunasa (metallurgy) and Black Free (footwear).

Apart from those mentioned, there is also Companhia Brasileira de Metalurgia e Mineração (CBMM), a company responsible for supplying about 85% of global niobium demand. This raw material is used in the production of superconducting materials and by the aeronautical, nuclear, electronic and optical industries, among others.

In the tertiary sector, the strongest economic segments in the Triângulo and Alto Paranaíba region are in telecommunications services, wholesale trade and tourism.

Uberlândia hosts Algar Telecom, an important Brazilian telecommunications company. This city also has important wholesalers that are among the largest in Brazil such as Martins, União and Peixoto. Uberlandia is the largest logistics hub in the interior of Brazil due to its central geographical position between the main producing and consuming centers.

Tourism is an increasingly important economic activity in the Mesoregion. The main tourist center is Araxá with its famous hot springs. From July 2020 onwards, the area will be the base of the largest beer factory of the Petrópolis Group (with 100% national capital), to be installed in Uberaba, generating employment and income for the region, and strengthening the economy since the mesoregion accounts for more than 15% of Minas Gerais’ Gross Domestic Product (GDP).
5. NORTHWEST OF MINAS

Farming is the economic base of Northwest of Minas. Even with the strength of agribusiness in the region, the Northwest still has greater potential for expanding agricultural and livestock activities in Minas Gerais. With regard to the industrial sector, the main companies are in agribusiness (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 (Kinross Gold) and zinc (Nexa Resources) deposits.

<table>
<thead>
<tr>
<th>Sectors</th>
<th>Amount (US$ millions)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>695</td>
<td>23.93%</td>
</tr>
<tr>
<td>Industry</td>
<td>608</td>
<td>20.92%</td>
</tr>
<tr>
<td>Services</td>
<td>1,602</td>
<td>55.14%</td>
</tr>
<tr>
<td>Value Added</td>
<td>2,905</td>
<td>100.00%</td>
</tr>
<tr>
<td>Taxes</td>
<td>228</td>
<td></td>
</tr>
<tr>
<td>Nominal GDP 2018</td>
<td>3,133</td>
<td></td>
</tr>
</tbody>
</table>

6. NORTH OF MINAS

The mesoregion contributes 4.2% to the Gross Domestic Product (GDP) of Minas Gerais. In agriculture, the North has extensive areas covered by pastures for cattle raising and planted forests geared towards charcoal production. The region is dissected by the São Francisco River and its tributaries. Its basin contains some large irrigation projects such as in Jaiba and Gorutuba, which stand out as important fruit-producing centers.

In relation to secondary activities, the main industrial parks in the north of Minas Gerais are located in the municipalities of Montes Claros, Várzea da Palma, Pirapora and Bocaiuva, where important ferroalloys and metallurgical companies are established (Rima Industrial S/A, Sada Siderurgia Ltda.; Ligas de Aluminio S/A, Inomibrás and Minasligas), food (Nestlé), pharmaceuticals (Novo Nordisk and MSD Saúde Animal), cement (Lafarge), textiles and clothing (Coteminas and Cedro), biofuel producers (Sada Bioenergia Ltda.; Petrobrás Biocombustível S/A) and footwear manufacturers (Alpargatas). North Minas Gerais has become a leader in enterprises focused on photovoltaic renewable energy production. The installation of 32 plants has begun in 17 municipalities in the region, through an agreement signed between the state government and Mori Energia Holding SA, with investment of R$ 523 million.

North of Minas also has important ceramic and craft clusters, in the production of sugarcane liquor, fruit, meat, and textile.
Zona da Mata

Company (Codevasf) works on territorial development, structuring local productive arrangements to revitalize the São Francisco basin and infrastructure to foster sustainable agribusiness, such as the Jequitai (projejequitai.wordpress.com).

The National Health Foundation also provided about R$ 140 million in funds for investment in basic sanitation and water supply to the municipalities of North of Minas Gerais.

Modernization of production processes in Minas Gerais’ agribusiness is noteworthy, as per the investment of approximately R$500,000 in the region’s main milk producing basin, and the implantation of cooling tanks to exclude the use of tins in product storage and transportation.

In parallel with the actions described, and those coordinated by the government of Minas Gerais, Honbrige Holdings’ subsidiary, Sul Americana de Metais (SAM), announced a US$ 2.1 billion investment in North of Minas, in a project dedicated to iron ore and has already contributed US$ 160 million to the start of works.

The Zona da Mata main agricultural activities are coffee production, especially in the neighboring municipalities of Manhuaçu, and the raising of dairy cattle and pigs, concentrated near Ponte Nova.

The most representative industrial segments in the region are in metallurgy, textiles and clothing, furniture and food.

The Local Productive Arrangement (LPA) of furniture, centralized in Ubá, covering the municipalities of São Geraldo, Visconde do Rio Branco, Rodeiro, Tocantins, Piraiúba, Guirival and Rio Pomba is the largest furniture hub of Minas Gerais and one of Brazil’s three largest. The LPA is made up of over 300 companies generating approximately 16,000 direct jobs, the biggest of which 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), Itaitiaia Móveis S/A, Carolina Baby, Valdemóveis and Parma Móveis.

Industry in the Zona da Mata developed from the installation of spinning and weaving factories. Today, the textile and clothing chain continues to be important to many municipalities in the region. Clothing, knitwear and apparel LPAs are active 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, Itaitiaia Móveis S/A, Carolina Baby, Valdemóveis and Parma Móveis.

Other industrial activity in the region includes the companies Medquímica Industria Farmaceutica S/A and BD Brasil, in the pharmaceutical industry; Grupo Bauminas, in mineral extraction; Esdeva, an important printing industry; INPA – Indústria de Embalagens Santana S/A, a biodegradable packaging industry; and Indústria Cataguases de Papel, the biggest paper industry in Minas Gerais, as well as Hiperroll Embalagens, in the area of plastic packaging.
Spatial concentration in the municipalities of Ipatinga, Coronel Fabriciano, Timóteo and Santana do Paraíso, which form the Metropolitan Region of the Vale do Aço (RMVA), is largely justified by the productive structure that characterizes the mesoregion. In the RMVA and its metropolitan ring, the main companies in the state are set up, such as Emalto Estruturas Metálicas Ltda., Lumar Metals South America, Cipalam Indústria e Comércio de Laminados S/A and Usiminas Mecânica S/A.

Governador Valadares’s economic dynamism is explained by the fact that it is a trading post, intersected by the BR-116 highways (Rio-Bahia Highway), the main link between the South and Southeast, and the Brazilian Northeast; on the BR-381 and Vitória-Minas Railway.

The large availability of steel inputs is an important factor in the reinforcement of the metallurgy production chain and this context facilitates great advances, improving the sector. Despite this, most of the large companies in the Rio Doce Valley belong to this production chain, such as Emalto Estruturas Metálicas Ltda., Lumar Metals South America, Cipalam Indústria e Comércio de Laminados S/A and Usiminas Mecânica S/A.

It is important to mention the cluster of stainless steel processing companies operating in Timóteo, which use raw material supplied by Aperam South America, the only integrated producer of stainless and silicon flat steels in Latin America.

Other important industries in the region belong to the following sectors: food, such as Petisco and Mara S/A, focused on pasta production; the Barbosa and Marques dairy producer; Mafrial Matadouro e Freleira Ltda; Interacement cement company and other textile and apparel companies.
Minas Gerais is the second largest reference in concentration of family farms, with Jequitinhonha Valley responsible for 9% of the state’s production, with approximately 78,000 farmers.

Jequitinhonha Valley presents a growing number of business and development opportunities in the region, as per the investment of R$ 500 million by the company Sigma Mineração, which saw the possibility of producing lithium oxide, a material used in electric car batteries. The industry, located in Itinga, will generate 300 direct jobs.

Graphite deposits are explored by the National Graphite and Lithium Company through the Brazilian Lithium Company (CBL). Although CBL is already taking advantage of the lithium, existing mineral reserves in the area reveal potential for better exploitation.

Like the Sigma mining company, Café Jequitinhonha, headquartered in Capelinha, is investing $10 million in the construction of another factory in the city, to modernize infrastructure, triple product capacity, increase the portfolio and expand the market. Construction began in 2019, with completion scheduled for the first half of 2021.

The territory of Mucuri occupies an area of 23,200 km², with 27 municipalities and population of 370,000 people. To the south, it borders with Rio Doce Valley; to the east, are the states of Espírito Santo and Bahia, and the Jequitinhonha Valley to the west. The Mucuri river is part of the Doce, São Mateus, Itanhém, Jequitinhonha, Peruíbe, Itaúnas river basins and reaches 60% of the region’s municipalities.

### Jequitinhonha Valley

<table>
<thead>
<tr>
<th>Sectors</th>
<th>Amount (US$ millions)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farming</td>
<td>252</td>
<td>12.54%</td>
</tr>
<tr>
<td>Industry</td>
<td>162</td>
<td>8.07%</td>
</tr>
<tr>
<td>Services</td>
<td>1,592</td>
<td>79.39%</td>
</tr>
<tr>
<td>Total</td>
<td>2,005</td>
<td>100.00%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Sectors</th>
<th>Amount (US$ millions)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farming</td>
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<td>154</td>
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<tr>
<td>Services</td>
<td>1,117</td>
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</tr>
<tr>
<td>Total</td>
<td>1,389</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

*Forecast *João Pinheiro Foundation (FJP) / ACMinas Economic Department

City of Pedra Azul, in Minas Gerais.
11. CAMPO DAS VERTENTES

THE CULTURAL ROOTS OF MINAS GERAIS BASED ON THE JEQUITINHONHA AND MUCURI VALLEYS

In the Jequitinhonha and Mucuri valleys, significant amounts of granite and other ornamental rocks and precious and semi-precious stones are extracted. It should be noted that both regions are located in the Eastern Pegmatitic Province of Brazil, considered the richest area of gemological concentration in the country.

The Jequitinhonha and Mucuri valleys have great potential for tourism development due to their natural beauty and historical richness. The city that most synthesizes this rich combination is Diamantina, considered a cultural heritage site by UNESCO.

The main local dishes include ingredients such as sun-dried meat, greens and manioc prepared in different ways, accompanied by the famous sugarcane liquor rum drink.

Farming, especially livestock, is the economic base of the small municipalities in the Campo das Vertentes region. In some of them there is also significant coffee production.

Regarding industrial activities concentrated in Barbacena and Lavras, the main companies belong to the cement and non-metallic minerals segments (Holcim S/A, Intercement and Saint Gobain do Brasil Materiais Cerânicos); auto parts (Magneti Marelli); food (Barbosa e Cia and Irmãos Rivelli) and footwear (Marluvas Calçados de Segurança).

Tourism is an economic activity that has been growing significantly in the Campos das Vertentes region. The cities of São João Del Rei and Tiradentes are the most important tourist destinations and receive increasing numbers of visitors, attracted by the great historical and architectural wealth of the Brazilian colonial period, combined with a calendar full of cultural attractions and ecotourism.

The following table presents the economic activities in the region.

<table>
<thead>
<tr>
<th>Sector</th>
<th>Amount (US$ millions)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farming</td>
<td>261</td>
<td>8.82%</td>
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<tr>
<td>Industry</td>
<td>543</td>
<td>18.37%</td>
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<tr>
<td>Services</td>
<td>2,311</td>
<td>72.81%</td>
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<tr>
<td>Value Added</td>
<td>2,355</td>
<td>100.00%</td>
</tr>
<tr>
<td>Taxes</td>
<td>315</td>
<td></td>
</tr>
<tr>
<td>Nominal GDP 2018</td>
<td>3,270</td>
<td></td>
</tr>
</tbody>
</table>

*Forecast *João Pinheiro Foundation (FJP) / ACMinas Economic Department
In addition to its large coffee production, South of Minas is very important in the production of milk, corn, eggs, potatoes and strawberries. It also has a significant herd of cattle and poultry.

The economic segments that contribute directly to the service sector in South of Minas are health, education and tourism. Regarding medical services, the municipalities of Varginha, Poços de Caldas and Pouso Alegre stand out among the main centers of the state’s interior.

It is worth mentioning the contribution of South of Minas to the industrial GDP of Minas Gerais. This region is the third most significant in industrial terms, accounting for 10% of the total secondary sector in the state.

The region benefited from the spatial decentralization of São Paulo’s industry, migrating from the São Paulo Metropolitan Region to other surrounding areas that offered lower production costs.

The South of Minas industrial park is quite diversified, with major companies in the following areas:

- **Food**: chocolates (Barry Callebaut, CRM Chocolates Kopenhagen and Ferrero Rocher), dairy products (Danone, Lactalis, Italc and Vigor Alimentos), pasta (Santa Amália), cereal processing (Unilever) and Animal Feed industrialization (Total Alimentos, MGSul);
- **Manufacture of parts and accessories for automotive vehicles**: Mangels Industrial, Delphi Automotive, Mahle Metal Leve, Indústria Metalúrgica Frum Ltda, Automotiva Usiminas, Pikablebs do Brasil, Paramotos, Fania Com. Indústria, Metagal, Cooper Standard Automotive and MGSul;
- **Manufacture of electrical appliances and materials**: São Marco Indústria e Comércio, Balteau Produtos Elétricos Ltda, Alstom Grid Energia and GComp;
- **I.T. equipment and electronic products of Minas Gerais**: MCM Controle Eletrônicos, Qualitrafo Industrial Ltda, Colete e Hitachi Kokusai Linear Equipamentos Eletrônicos;
- **Others**: Medabil (metallurgical), Linharyl Paraguacu, Têxtil Nova Fiação Ltda and Unihi do Brasil (textiles), Cimed and Sanobiol (medicine), Fieri and Icasa (ceramic articles);
- **Automotive and construction machinery**: XCMG Brasil.

In relation to the environmental issue, there is preservation of the remaining Atlantic Forest to the south of Minas due to its unique biodiversity and great importance in the maintenance of springs and aquifers. This preservation ensures the recovery of the water tables that supply the sources of the hydromineral resorts and the countless springs of the Serra da Mantiqueira, the famous “weeping mountain” as aptly defined by the people who inhabited that region, the Tupis Guarani. This is also the location of the springs for some of the rivers that form the Paraná River Basin, which produces the most hydroelectric power in Brazil.

Discover the 12 regions of Minas Gerais and their tourist attractions on www.minasguide.com/blog.
LOGISTICS AND TRANSPORT INFRASTRUCTURE

CHAPTER 6

THE STRATEGIC LOCATION OF MINAS GERAIS

The state of Minas Gerais is located in the Southeast, the most developed and largest market region in the country (responsible for more than 50% of Brazilian GDP).

Its geographical position makes the state a corridor connecting various regions of the country, as it borders the states of São Paulo, Rio Janeiro, Espírito Santo, Bahia, Goiás, the Federal District (Brasília) and Mato Grosso do Sul. Minas Gerais’ material and immaterial riches, as well as its enormous economic potential, demand that it take an increasingly strong strategic approach in terms of logistics structure, in order to be a catalyst for good business.

LAND TRANSPORTATION

HIGHWAYS

Minas Gerais has the largest road network in Brazil, equivalent to 16% of Brazil’s existing road network. In the state, there are 273,000 km of roads. There are currently two state road concessions granted in Minas Gerais, the MG 050, at 371 km in length, and the BR 135, at a total of 364 km.
The main highways that cross Minas Gerais are:

- **Fernão Dias Highway (BR 381):** connects the metropolitan regions of Belo Horizonte and São Paulo and is one of the most important freight transport axes in all of Brazil. This highway crosses the South of Minas, the main coffee producing region in the world and has important industrial parks.

- **BR-040 – Rio de Janeiro - Belo Horizonte - Brasília:** 1,148 km long, with 716 km in Minas Gerais, this important national highway runs through important industrial and agricultural hubs, as well as areas of mineral extraction. It includes the main access road to the state’s historical cities.

- **Rio-Bahia (BR 116):** connects the Northeastern regions to the South and Southeast of the country. In Minas, it runs through the Zona da Mata and the valleys of the Doce, Mucuri and Jequitinhonha rivers.

- **BR 262:** connects the Espírito Santo port complex to the Midwest region of the country, Brazil’s main grain producing area.

- **MG-050:** State highway, with a total length of 406.7 km, connecting the Metropolitan District of Belo Horizonte to São Sebastião do Paraíso, a municipality near the border with the state of São Paulo.

- **BR-050:** connects São Paulo to Brasília (Federal District) and traverses the Triângulo region of Minas Gerais.

- **MG-050:** State highway, with a total length of 406.7 km, connecting the Metropolitan District of Belo Horizonte to São Sebastião do Paraíso, a municipality near the border with the state of São Paulo.

The program is one of several actions from a forward-looking agenda that is being implemented in the state. We have to look at economic development. That is why we are working with the partnership agenda, which will allow us to find new resources in Minas Gerais and make it possible for us to meet previous public demands in the short term, even in the crisis scenario.

**Marco Aurélio Barcelos, Secretary of State for Infrastructure and Mobility.**

### RAILWAYS

Brazil has more than 30,000 km of active railways of which 2,500 km belong to Minas Gerais.

The railroads that traverse Minas Gerais are operated by companies with an equity interest in VALE S/A, a world leader in iron ore, pellet and nickel production: MRS Logística S/A, Ferrovia Centro-Atlântica S/A and Valor Logística - VLI.
MRS is a logistics operator, utility company, which runs the Southeast Network of the now extinct Federal Railway Network (RFFSA).

The railway network run by the company has strategic relevance for the national and state economies, considering:

- Geographic layout: 1,643 km in the states of Minas Gerais, Rio de Janeiro and Sao Paulo, connecting regions producing mineral and agricultural commodities, industrial parks, major consumption centers and five of the largest ports in the country, as well as transporting one third of all production and half of Brazilian GDP;

- Exports: almost 20% of national production and a third of the cargo transported by rail in Brazil;

- Diversification of cargo: containers, finished steel products, cement, bauxite, agricultural products, coke, coal and iron ore.

**Valor Logística Integrada – VLI**, provides logistical services to third parties and operate longdistance trains to support Vale S/A operations in the state.

The 905 km Vitória-Minas Railroad connects iron ore operations from the interior of Minas Gerais to the port of Tubarão, in the state of Espírito Santo. Cargoes transported are Vale’s iron ore and general cargo to third parties (coal and agricultural products).

It also operates a passenger train service, used annually by 1 million people.

The Centro Atlântica Railway - FCA, constituted by Vale, is a group of institutional investors in consortium that holds a controlling interest in Brazil’s largest 7,080 km railway, which serves the states of Minas Gerais, Goiás, Rio de Janeiro, Bahia, Sergipe and Distrito Federal, connecting them to the seaports of Rio de Janeiro, Vitória, Angra dos Reis and Salvador.

The FCA also connects MRS Logística to the Ferro Vitória - Minas Railway in Minas Gerais, through two lines: the Cerrado, Goiânia, Brasília and Belo Horizonte line serving the ports of Vitória, Tubarão and Barra do Riacho, for the transportation of agricultural products; and the Iron Ore Line, which connects the cities near Belo Horizonte to the states of Rio de Janeiro and Espírito Santo, used to transport minerals, limestone and steel products, oil, cement, pig iron and grain.

**AIR TRANSPORTATION**

**AIR CONNECTIVITY**

Belo Horizonte International Airport is the most important airport in Minas Gerais, located on the Sao Paulo - Rio de Janeiro - Belo Horizonte axis, the main consumer centers in Brazil, capacity of over 20 million passengers per year and full service environment, operating with more than 40 national and international destinations. It connects with manufacturing industries, hotels, commercial and residential development.

Managed by the concessionaire BH Airport and expanded in 2016, it is located in the municipality of Confins, 40 km from downtown Belo Horizonte. From Belo Horizonte International Airport, you can reach the main tourist attractions of Minas Gerais, such as Inhotim, Ouro Preto, Mariana, Congonhas, Sao Joao del Rei and Tiradentes (about 200 km).

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

**AIRPORT-INDUSTRY**

For Brazilian companies to reach the highly competitive international market, the installation of industrial complexes in airports facilitates customs procedures and reduces the costs of processes.

Minas Gerais has an airport-industry, located in Confins, with about 8,000 m² of built area, of which 4,456m² contain warehouse depots and 3,619m² of manoeuvring area. The project, also run by the concessionaire BH Airport, could attract up to R $ 1.5 billion in investments.
INHOTIM AERODROME

The city of Betim, in the Belo Horizonte Metropolitan Region, will have an aerodrome capable of receiving commercial and private flights. The space to be occupied by Inhotim Aerodrome is 4 km from Betim Center, 29 km from the central region of Minas Gerais' capital and 15 km from Inhotim Institute, which will have direct access to one of the world's largest contemporary art centers.

The runway is approved to host Boeing 737 aircraft, with capacity for 85 passengers and crew. The Inhotim Aerodrome will act as support for 40,000 takeoffs and landings. The project also includes the construction of 24 privately owned hangars and pilot schools.

AIRPORTS IN THE INTERIOR OF MINAS GERAIS

The airports in the cities of Montes Claros (Norte), Uberlândia, Uberaba, Araxá, Patos de Minas (Triângulo), Poços de Caldas, Varghina, Pouso Alegre (South), Divinópolis, Juiz de Fora, São João del Rei, Ipatinga, Governador Valadares and Diamantina operate regular air transport lines in the interior of the state.

Minas Gerais Airports

WHAT THE WORLD WANTS IS SPEED.
WHAT THE WORLD WANTS IS CONNECTION.

WITH THE INTEGRATED LOGISTICS SOLUTIONS PROVIDED BY BELO HORIZONTE INTERNATIONAL AIRPORT, YOUR COMPANY WILL SPREAD ITS WINGS.

The cargo terminal at Belo Horizonte International Airport has a storage area of 12,000 m² and 11 slots just for cargo aircraft.

- Privileged location: an hour’s flight away from the cities that together generate 86% of Brazil’s GDP - São Paulo, Rio de Janeiro, Brasilia and more;
- Integration with key highway routes and road links;
- Customs clearance service for sea freight;
- Customs warehousing storage service, free of import tax and with temporary admission;
- More than 3,000 m³ of cold storage, ranging from -20°C to 25°C certified temperatures for products requiring climate control.

Aeroporto Internacional de Belo Horizonte
PRONTO PARA O MUNDO
CUSTOMS STRUCTURES

The privately operated “dry ports” with significant volume, located in the cities of Betim (Belo Horizonte Metropolitan Region), Juiz de Fora (Zona da Mata), Pouso Alegre (South), Uberaba, Uberlândia (Triângulo Mineiro) and Varghina (South), accelerate customs clearance processes, along with units of the Customs Logistic and Industrial Center (CLIA) and the Special Export Customs Clearance Enclosure (REDEX), as follows:

MINAS’ CONNECTION TO SEAPORTS

Logistics operations in Minas Gerais are integrated to the seaports in São Paulo - Santos Port, Rio de Janeiro - Açu Port and Espírito Santo - Tubarão Complex.

The Port of Santos, the largest port complex in Latin America, accounts for the movement of almost one third of Brazilian trade. Managed by the São Paulo State Dock Company (CODESP), it is located 70 km from the largest consumer market and producer in Brazil, São Paulo.

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 pellet plants are installed, which jointly produce more than 20 million tons per year.

Cargo from MRS Logistica and Ferrovia Centro Atlântica S/A (FCA) branches is transported by rail to the complex, which is the largest exporter of coffee beans, soybeans, corn, automobiles and industrialized products in general.
Açu Port, a modern port-industry complex located in São João da Barra, north of Rio de Janeiro state and 123 km from the center of Campos Basin, has ample potential to optimize the logistics operations of companies in Minas Gerais, both as production outlet, and for the importation of inputs and resources.

In operation since 2014, it has a 90 km² port complex and two offshore and onshore terminals, housing the units of world leading companies in the maritime and industrial sectors. It is the only 100% private port in Brazil, with no waiting line for mooring. In the first half of 2017, the Açu Port reached an important milestone: 4th private terminal in terms of export cargo, according to the National Waterway Transportation Agency (ANTAQ) data.

In addition, Açu Port has the latest Export Processing Zone with port access under development in Southeast Brazil. It has an ideal profile to serve industries such as metalmechanics, mining, petrochemicals, ornamental stones and agro-industry, with infrastructure to add value to exports, in a solid production chain from Minas Gerais to the world.

It is a partner of Port of Antwerp International (PAI) - a subsidiary of the Antwerp Port Authority, Europe’s second largest port. In addition, Açu has entered into business partnerships with the Port of Houston (USA) and the Port of Guangzhou (China), consolidating itself as a world-class port, connected to strategic international partners and following the latest global trends and innovations.

PORT OF AÇÚ:
GATEWAY FOR MINAS GERAIS

Port of Acu is the largest private port-industry complex in Brazil. Strategically located in the North of Rio de Janeiro State, it holds 90km² of industrial area and 40km² of an environmental reserve. Açu’s business is marked by operational efficiency and safety as well as by complete infrastructure with international standards, providing key solutions to optimize logistic operations for Minas Gerais industries.

- The only 100% private port complex in Brazil, which cuts red tapes and optimizes costs
- Operational since 2014
- Multicargo Terminal (T-MULT) has a growing portfolio with an increasing variety of clients and types of cargo handled such as dry bulk (bauxite, coal, coke, gypsum, pig iron), general and project cargo
- Distinct Infrastructure: 14.5 m in depth (13.1 m draft), 500 quayside length, 182,000m² of bonded area, large storage yard up to 1 million m² to support transshipment and feeder services and soil bearing capacity of 10 tons/m²
- Integrated door-to-door solutions
- 24/7 safe operations
- Terminal without waiting time to berth
- Access to congestion-free highways
- Experience of global partners:
  Port of Açu counts on Port of Antwerp as a shareholder and Ports of Houston and Guangzhou as strategic commercial partners

Learn more about Port of Açu on www.portoacu.com.br
Contact us business@portoacu.com.br
+55 21 3715-8000

Facebook: portoacuofficial  Instagram: porto-do-acu  Instagram: porto_do_acu  Instagram: porto_acu
Minas Gerais. The state brings together two key elements for those who want to discover it, its people and its business environment: tradition and innovation.

SUPPORT INSTITUTIONS

ACMINAS – COMMERCIAL AND ENTREPRENEURIAL ASSOCIATION OF MINAS

It has been operating for over a century as a representative of the business class, fostering progress and economic development. It offers its members the services of economic advice, legal consultancy, business mediation chamber, digital certification, registration consultation, exclusive statement to request waiver bidding, ACMinas Business School, business events, assistance in obtaining financing from the Minas Gerais Bank Development (BDMG), ACMinas’ Newspaper, advertising spaces, incentives to use renewable energy and the Minas Guide, as well as projects to raise awareness of the internationalization of Belo Horizonte. Site: www.acminas.com.br
**BDMG – MINAS GERAIS BANK DEVELOPMENT**

The Bank operates in regional development, supporting both the public and private sectors. It offers credit lines to companies of all sizes, innovative companies, agribusiness and sustainability projects. It is the official administrator of public, common and PPP model concession operations. Site: [www.bdmg.mg.gov.br](http://www.bdmg.mg.gov.br).

**INDI – MINAS GERAIS INVESTMENT AND FOREIGN TRADE PROMOTION AGENCY**

The agency works to attract production investments to the state and to promote Minas Gerais exports to the world. It has intelligence systems such as DataViva, INDI Maps and Best of Minas, and investment promotion teams.

In its 51 years of existence, INDI has assisted 4,000 companies seeking to implement or expand their business in Minas Gerais. Discover the companies served by INDI on [www.indi.mg.gov.br](http://www.indi.mg.gov.br).

Between January 2015 and May 2019, 164 projects were announced in Minas Gerais through INDI. The total value of investments is R$ 33 billion, with 24,458 direct jobs generated. INDI is negotiating 39 projects, with estimated investments of R$15 billion and about 16,000 direct jobs.

**CODEMGE - MINAS GERAIS DEVELOPMENT COMPANY**

CODEMGE’s successor for projects and actions fostering state development, CODEMGE runs projects in the mining sector, creative industry, high-tech, business tourism and leisure. It holds the granting of mineral water springs, is responsible for the renovation and maintenance of Governador Israel Pinheiro Bus Terminal, supports logistics and oversees the reforestation project ‘Planting the Future’ and the Minas Gerais regional integration project (Fly Minas Gerais), which aims to interconnect Minas Gerais’ cities with the capital by air. Site: [www.codemge.com.br](http://www.codemge.com.br).

**FIEMG - FEDERATION OF MINAS GERAIS INDUSTRIES**

FIEMG’s mission is to promote the mining industry through free enterprise and entrepreneurship. As for foreign trade, FIEMG provides advice and consultancy regarding customs’ schemes, price setting for export, transport arrangements, documentation flow, technical regulations and currency exchange. It also acts in the opposite direction by attracting investments, supporting industries and R&D centers throughout the investment process in the state of Minas Gerais. Site: [www7.fiemg.com.br](http://www7.fiemg.com.br).
CALENDAR OF EVENTS

JANUARY 2020
- Femur 2020: 14th edition of the Minas Gerais Furniture Fair
  Horto Florestal Exposition Park, Ubá

MARCH 2020
- FENova - 25th Footwear Fair of Nova Serrana
  Nova Serrana Convention Center, Nova Serrana

APRIL 2020
- 86th Expozebu
  Fernando Costa Exposition Park – Uberaba
- 15th FLIPOÇOS – Poços de Caldas National Book Fair
  Theme: Women and Literature: from poetry to power.
  Praça Getúlio Vargas, Poços de Caldas
- 25th edition of Minas Trend Preview
  Expominas, Belo Horizonte

MAY 2020
- EXPO CURVELO - 77th Agricultural and Industrial Exhibition of Curvelo
  Antônio Ernesto de Salvo Park, Curvelo
- Fenamilho (Corn Fair)
  Exhibition Park, Patos de Minas

JUNE 2020
- 4th National Poços de Caldas Congress on Education
  Espaço Cultural da Urca, Getúlio Vargas, Centro, Poços de Caldas
- EXPOCACHAÇA E BRASILBIER
  Expominas, Belo Horizonte
- MEGALEITE (milk) 2020
  Gameleira Park, Belo Horizonte

JULY 2020
- Mother and Baby Fair/Children's Fashion
  Expominas, Belo Horizonte
- EXPO USIPA - Minas Gerais Industry, Commerce and Provision of Services
  32nd Industrial Commercial and Provision of Services Exhibition
  Sporting and Recreational Association - USIPA, Ipatinga

JULY 2020
- 4th edition of Minas Craft Cheese Festival
  Serraria Souza Pinto, Belo Horizonte
- PROFESSIONAL FAIR – Beauty Professional Fair
  July 2020 (probable date) - Expominas, Belo Horizonte
- 38th National Mangalarga Marchador Horse Exhibition
  July 2020 (probable date) - Gameleira Exhibition Park, Belo Horizonte

AUGUST 2020
- MINAS GERAI S FURNITURE AND DECORATION FAIR
  Expominas, Belo Horizonte
- 13th EXPOGENÉTICA (Genetics)
  Fernando Costa Park, Uberaba
- EXPOCASÓRIO (weddings)
  Expominas, Belo Horizonte
- ENAF - Congress and Fair for Sport, Fitness and Health
  Expominas, Belo Horizonte

SEPTEMBER 2020
- 17th ENVIRONMENT CONGRESS
  Espaço Cultural da Urca, Poços de Caldas
- EXPOSIBRAM
  Expominas, Belo Horizonte

OCTOBER 2020
- SUPERMINAS - Supermarket and Bakery Fair
  Expominas, Belo Horizonte
- MINAS TREND PREVIEW
  Expominas, Belo Horizonte

NOVEMBER 2020
- MAX Minas Gerais Audiovisual Expo
  Serraria Souza Pinto and Museum of Arts and Crafts, Belo Horizonte
- Franchising Fair Belo Horizonte
  Serraria Souza Pinto and Museum of Arts and Crafts, Belo Horizonte
- International Coffee Week
  Expominas, Belo Horizonte
- FINIT - International Business, Innovation and Technology Fair
  Expominas, Belo Horizonte
Calendar for National Holidays of Belo Horizonte City 2020

<table>
<thead>
<tr>
<th>Date</th>
<th>Holiday</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/1/2020</td>
<td>Universal Get-together</td>
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<tr>
<td>1/6/2020</td>
<td>Kings' Day</td>
</tr>
<tr>
<td>2/25/2020</td>
<td>Carnival</td>
</tr>
<tr>
<td>2/26/2020</td>
<td>Ash Wednesday (optional day off)</td>
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<tr>
<td>3/8/2020</td>
<td>International Women’s Day</td>
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<tr>
<td>4/5/2020</td>
<td>Palm Sunday (Holy Week)</td>
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<tr>
<td>4/12/2020</td>
<td>Easter</td>
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<tr>
<td>4/19/2020</td>
<td>Day of the Native Indian</td>
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<tr>
<td>4/21/2020</td>
<td>Tiradentes Day</td>
</tr>
<tr>
<td>5/1/2020</td>
<td>Labor Day</td>
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<tr>
<td>5/10/2020</td>
<td>Mother’s Day</td>
</tr>
<tr>
<td>6/11/2020</td>
<td>Corpus Christi</td>
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<tr>
<td>8/9/2020</td>
<td>Father’s Day</td>
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<td>8/7/2020</td>
<td>Brazilian Independence Day</td>
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<tr>
<td>10/2/2020</td>
<td>Children’s Day</td>
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<tr>
<td>10/15/2020</td>
<td>Teachers’ Day</td>
</tr>
<tr>
<td>11/2/2020</td>
<td>All Souls’ Day</td>
</tr>
<tr>
<td>11/15/2020</td>
<td>Declaration of the Republic</td>
</tr>
<tr>
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</tr>
</tbody>
</table>

OPENING HOURS OF PUBLIC AND PRIVATE INSTITUTIONS

Belo Horizonte’s minimum trading hours are from 8 am to 7 pm, Monday to Friday, and from 8 am to 2 pm on Saturdays. Banking service to the public is uninterrupted from 9 am to 4 pm, Monday to Friday.

HOW TO DO BUSINESS WITH BRAZILIAN (WHAT YOU NEED TO KNOW)

Due to the cultural miscegenation that forms their identity, Brazilian people are considered a flexible, creative people, strongly adaptable to new situations, tending towards interpersonal and collectivist relationships.

If, on the one hand, success and material goods are valued by Brazilians and there is also a growing concern with the systematization of processes. On the other, there is a natural concern for building trust, with belonging to groups, and with the duration and quality of relationships arising out of negotiations.

The personal and familiarity form the basis of negotiation. This means that in the process of relationship building it is normal for random issues to arise. Time management is done in a flexible way.

Brazilian culture makes extensive use of non-verbal elements in communication such as body language, tone of voice and posture. Therefore, language is not always explicit. By being averse to conflicts and being concerned with maintaining good relations, Brazilians tend to avoid confrontation and have affable and friendly behavior.

The spatial proximity between people is a striking feature of Brazilians and contrasts with the physical distance maintained by different cultures. As for speech, Brazilian negotiators make little use of quiet periods and are very gestural. Expressiveness and spontaneity are intrinsic characteristics.

In short, Brazilians are extremely creative people who can adapt to events, improvise and find unconventional solutions to difficulties. They relate well, even in the face of cultural obstacles that may arise. They are open to foreigners and concepts or customs developed abroad. They typically view negotiations as a collaborative process and integrate the needs of the other party. Those who negotiate with a Brazilian can be sure of openness in the construction of a lasting and fruitful relationship.

Being conservative gives the Minas Gerais native a keen critical faculty, allowing him to distinguish between fad and substance. Moreover, it is well known that the Minas native does not waste opportunities, being used to managing his interests well, mastering the art of negotiation and patience. In Minas, there is no immediacy, which offers greater stability in the midst of economic and social turmoil around the world.

Not afraid to dare, the Minas native has solid foundations to take on business activities. Without the anxiety of going too fast, this is a people who cultivate effective time management by taking into account all aspects of human existence.

With one of the lowest rates of absenteeism and collective labor disputes in Brazil, they are recognized for seeking harmony and well-being through dialogue. When faced with their most cherished principles, however, they always show determination and firmness of purpose, and have contributed greatly to national evolution.
COWORKING SPACES IN BELO HORIZONTE

Aimed at saving resources and sharing experiences, shared work spaces have emerged as a viable option for professionals and entrepreneurs dissatisfied with the isolation of the Home Office. The sharing of expenses enables for a better and more comfortable work structure. By sharing their environment with professionals from different fields and companies, coworkers also enjoy the possibilities of expanding their networking.

According to a study by the Census Coworking Brazil, at the end of 2017 there were 67 known co-working spaces in the state of Minas Gerais, being used by more than 23,000 people monthly for work, events and meetings. As a hub of innovation, Belo Horizonte has not been left behind either. The capital is already third in the ranking of Brazilian capitals with the largest number of spaces.

Among the incubators and co-working spaces in Belo Horizonte are:

- Guaja Café Coworking
- P7 Criativo
- Órbi Conecta
- SEED
- Wework
- Impact Hub
- BHEspaço SouBh
- BMG UpTech
- 1510 Coworking

HOW TO OPEN FOREIGN COMPANIES IN MINAS GERAIS

1st Step: define legal status;

Most common legal types

- Micro-entrepreneur
- EIRELI - Individual Limited Liability Company
- General Partnership
- Corporation
- Joint stock company

2nd Step: Consular legalization of Foreign Members’ Documentation;

3rd Step: Sworn translation of foreign documentation;

4th Step: Corporate registration with Trade Board;

5th Step: Registration on National Legal Entities’ Register (CNPJ)

6th Step: Municipal registration;

7th Step: Location Permit;

8th Step: State Registration (depending on the activity);
FOREIGN CAPITAL

Brazilian law classifies as “foreign capital”:

1. the financial or monetary resources brought into the country for investment in economic activities;

2. the goods, machinery and equipment that enter Brazil with no initial disbursement of money, for the production of goods or services;

In both cases, the funds and assets must belong to individuals or legal entities resident, domiciled or headquartered abroad.

Foreign capital may freely enter Brazil without prior government approval or restrictions on the amount invested. There are, however, legal prohibitions and restrictions on investment in certain activities, which the law defines as exclusive to Brazilians.

REGISTRATION OF FOREIGN CAPITAL

Foreign capital must be registered up to 30 days from being brought into the country. Registration must be done by the receiving company and the foreign investor’s representative directly on the internet to be repatriated and have profits and dividends remitted abroad.

TAXATION OF FOREIGN CAPITAL

ON ENTRY:

Foreign capital that enters Brazil as a foreign direct investment (FDI) is not subject to any taxation upon its entry into the country. However, the investment as a loan is subject to IOF (Tax on Financial Transactions).

ON REMITTANCE ABROAD:

The remittance of profits and dividends and the repatriation of foreign capital abroad are exempt from income tax (IR7) upon leaving Brazil if the amount is equal to that registered with the Central Bank of Brazil.

The portion of the amount to be repatriated that exceeds that registered will be considered capital gain and will be subject to income tax, the rate of which varies between 15% and 25%, unless there are applicable tax agreements between Brazil and the recipient country.

FOREIGN INVESTMENT MODALITIES

Visas are classified according to the nature of the trip and foreigner’s status in Brazil.

- **Visitor’s Visa**: Visitor’s visas will be granted for stays of up to ninety days, without immigration status or the practice of paid activity;

Visa application guidelines: Complete the Visa Application Form on the Ministry of Foreign Affairs website (www.formulario-mere.serpro.gov.br) and submission of original documents required by the Brazilian Consulate, where the visa request will be processed in up to 90 days after completion.

With the intention of promoting tourism in the country, the Brazilian government exempted citizens of the US, Japan, Australia and Canada from the need for tourist visas. The exemption applies to holders of valid passports who visit Brazil for tourism, business, transit, performing artistic or sporting activities, without the intention of establishing residence. Stays of up to 90 days are allowed, renewable for the same period, provided that the stay does not exceed 180 days per year from the first entry into the country.

Brazil has signed agreements with several countries to avoid double taxation and prevent tax evasion. They are: South Africa, Germany, Argentina, Austria, Belgium, Canada, Chile, China, South Korea, Denmark, Ecuador, Slovakia, Spain, the Philippines, Finland, France, Hungary, India, Israel, Italy, Japan, Luxembourg, Mexico, Norway, the Low Countries, Peru, Portugal, Czech Republic, Russia, Sweden, Trinidad and Tobago, Turkey, Ukraine and Venezuela.

Profits from foreign investment may be reinvested in Brazil. However, it must also be registered as foreign capital with the Central Bank of Brazil, and thereafter will become part of the tax base for future capital divisions.
• **Diplomatic Visa**: granted to officials and employees who travel to Brazil on an official mission;

• **Official Visa**: granted to foreign administrative staff who travel to Brazil on an official mission, either transitory or permanent, representing a foreign government or international organization recognized by the Brazilian Government; or foreigners traveling to Brazil under the official seal of their States;

• **Courtesy Visa**: granted to foreign personalities and authorities on unofficial trips to Brazil; companions, regardless of gender, dependents and other family members who do not benefit from a Diplomatic or Official Visa as family; domestic workers for a foreign mission based in Brazil or from the Ministry of Foreign Affairs; foreign artists and sportsmen traveling to Brazil for a free and eminently cultural event.

• **Temporary Brazilian Visas**: Granted to foreigners in the following situations: academic research, humanitarian grounds, medical treatment, work, investment, etc. A temporary visa may be issued for a period of up to one year and will allow multiple entries into the country while the visa is valid.

**INVESTOR’S VISA**

The immigrant - individual - who invests his/her own resources (of foreign origin) in legal entities in Brazil, which has the potential to generate jobs or income in the country, may apply for a temporary investor’s visa (Art. 42, Decree 9.199/2017).

The granting of a temporary investor’s visa is subject to a residence permit issued by the Ministry of Labor and may be granted to an immigrant administrator, manager, director or executive with management powers who comes to the country to represent the investor company.

• **Mercosul Citizens**: Nationals from Mercosul Residency Agreement signatory states (Argentina, Bolivia, Chile, Colombia, Ecuador, Paraguay, Peru and Uruguay) may avail of temporary residency in Brazil for up to 2 years. After this period, the temporary residency may be changed to an open-ended stay, a procedure that should be completed through the Federal Police.

**WOMEN BEYOND BORDERS**

On May 27th and 28th, 2019, the vice president of ACMinas and Chairperson of the Women Entrepreneurs’ Council, Alessandra Alkmim, attended the seminar “Gender and Trade in Regional Blocks” in the city of Buenos Aires, an event that brought together 300 women entrepreneurs from Brazil, Argentina, Paraguay, Uruguay and Chile, in order to discuss the female presence in global trade.

Argentine Vice President Gabriela Michetti stressed that gender equality as a social and economic necessity and governments need to be more aware of the importance of the role of women and to present emergency measures to combat gender inequality in the world.

ACMinas believes that sustainable growth involves the search for equality and greater participation of women in society, especially as entrepreneurs, bringing benefits to all society. The feminine side has values and specificities capable of transforming for good. Women’s ability is their added value.
THE PRECIOUSNESS OF MINAS GERAIS AND ITS HOSPITALITY

STORY TO TELL ABOUT THE “PEOPLE OF MINAS”

The Minas Gerais household is hospitable and all are welcome.

Within the broad spectrum that goes from traditional to contemporary, Minas Gerais reigns sovereign. It is no coincidence that the state is popularly known as the synthesis of Brazil, since in no other Brazilian state do cultural diversity, gastronomic richness and economic development occur so naturally.

From the cooking variety to the natural parks, from the cultural scene to adventure tourism, in Minas Gerais it is possible to combine work and leisure, pleasure and profession, learning and business.

There is so much to discover, unique experiences to live.

RELEVANCE OF LITERATURE IN THE CONSTRUCTION OF MINAS GERAIS SOCIETY AND INTERNATIONAL IMAGE

In the eighteenth century, Ouro Preto attracted writers who formed the first literary generation of Minas Gerais. Writers such as Tomás Antonio Gonzaga, Alvarenga Peixoto and Claudio Manuel da Costa used Minas’ landscapes and pure ideals for inspiration—striking features at that moment.

The Inconfidência Mineira, which portrayed principles similar to the French Enlightenment in contesting Portuguese rule during the “Gold Cycle”, also served as the context for another movement that emerged in Brazil in the early nineteenth century, Romanticism. During this movement, there was a gradual decolonization of the country and the generation of novelists had strong nationalistic content in their artistic productions, either by Gonçalves Dias and his exaltation of national beauty or the retrieval of national icons with José de Alencar.
The abandonment of classical forms is one of the characteristic traits of Romanticism, which were reformulated and criticized by a movement that valued the freedom of creation and feelings.

The twentieth century marked the projection of Minas Gerais on the national literary scene. One of the main authors was Carlos Drummond de Andrade, who joined others to declare modernism in Brazil. The main theme of this author was his homeland, Itabira, a municipality located in the Metropolitan District of Belo Horizonte.

It is essential to mention the writer, doctor and diplomat João Guimarães Rosa, one of the greatest writers of Brazil, who revolutionized Brazilian literature with his publication, the collection called “Sagarana” (1946), as well as “O Grande Sertão: Veredas” (1956), one of his best known works. His linguistic experimentation, technical innovations and symbolism found in the oral traditions and speech of the sertanejo, the inspiration for his writing, made him a unique artist in national literature.

**HAVE AN ADVENTURE THROUGH MINAS TOURISM**

Land of mineral riches, mountains, waterfalls and cheese bread, Minas Gerais is increasingly consolidating itself as an international destination in adventure, business, events and religious tourism.

**FOREIGN TOURISTS (2018)**

The chart on the left points to 44.9% growth in the number of foreigners who entered the country through the Belo Horizonte International Airport between 2017-2018. The number exceeds 81,000, the highest value of the historical series.

**Main countries represented (2018)**

- **Argentina**: 46,023
- **USA**: 12,792
- **Portugal**: 6,874
- **Germany**: 2,916
- **Italy**: 1,942
- **England**: 1,146
- **France**: 1,126
- **Spain**: 1,103
- **Switzerland**: 1,053
- **Colombia**: 981

Source: Minas Gerais State Secretary for Culture and Tourism

**BELO HORIZONTE: A YOUNG CAPITAL OF CULTURE, ARTISTIC MOVEMENTS AND THE FUTURE**

World capital of bars, it attracts visitors from around the world with its joy and spontaneity: a unique identity that offers a complete tourist experience. Cosmopolitan and plural, the city has the second largest LGBTQIA+ circuit in Brazil, according to the Guiya Communication Network ranking, ahead of destinations such as Rio de Janeiro. In July, the LGBTQIA+ Pride Parade colors the streets with thousands of people.

Belo Horizonte currently features one of Brazil’s biggest and best street carnivals - a Google survey conducted in 2017 identified the party as the second best in Brazil, behind Salvador (Bahia), ahead of Rio de Janeiro and Sao Paulo. In 2018, during the 23-day official period, the streets received about 4.3 million revelers, with high investment. It totaled R$ 4.5 million in direct funding, plus R$ 8 million in structures and services, for all types of public profiles, in all regions of the city.

It also has the biggest June festivities in the Southeast, offering a spectacle to the eyes and taste buds with the “Arraial de Belo”. A reference in fashion, the incubator of start-ups, the stage of great shows and popular events, this is the city to delight in dishes created by some of Brazil’s most talented and innovative chefs, discover the incredible work of local artisans, forgetting the typical international celebrations such as the Syrian Lebanese Food and Culture Festival, Italian and Portuguese Festival, Israeli Festival, Oktoberfest, Chilean Festival, Argentine Festival, Japan Festival, among others.

Designed to revolve around parks, squares and gardens, it is the Brazilian capital with the largest access to culture. Home to tens of thousands of visitors from around the world, it offers a complete tourist experience. Cosmopolitan and plural, the city has the second largest LGBTQIA+ circuit in Brazil, according to the Guiya Communication Network ranking, ahead of destinations such as Rio de Janeiro. In July, the LGBTQIA+ Pride Parade colors the streets with thousands of people.

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The Central Market is one of the main tourist attractions in the city, considered the 3rd best market in the world by LATAM Airlines. In addition to the exhibition and sales of products, typical dishes and handicrafts, it offers, through the Nestlé School Kitchen, training courses for various groups, especially women, young people and the low-income population.

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The music scene is vibrant in the capital of Minas Gerais. The state has one of the best concert halls - the Sala Minas Gerais - and one of the main Philharmonic Orchestrans on the whole continent. The city is also home to Clube da Esquina, popular music, and national pop rock. With quality infrastructure, the city has modern equipment to host events of all sizes.

Discover the best of the municipality in the app “BH Surpreendente”, available on Google Play and the App Store.
Currently, the capital has 132 active hotels, with more than 31,000 beds available, 47 of them having event spaces of varying size and design. With a competitive average daily rate, it favors business and event tourism, as well as leisure tourism. All this represents about R$10 billion in private initiative investments.

The Belo Horizonte Convention & Visitors Bureau, with 21 years of experience, supported the production of 551 events, 98 of them international, which contributed about R$2.9 billion to the local economy, with 2.6 million visitors participating.

Discover the work of the Belo Horizonte Convention & Visitors Bureau, the business events established in the “capital of Minas Gerais” and the apps VISITNOW and EVNT, which facilitate the tourist experience in the city.


Minas Gerais has the largest religious tourism route in Brazil: the Religious Path of the Royal Road (CRER), influenced by the Camino de Santiago de Compostela, which runs from France to Spain. CRER aims to develop and structure the religious tourism segment in the state. The main stretches are:

1. Religious Path of the Royal Road - Water Region
   Takes in one of the largest water resources in the state and includes a landscape of rolling mountains in the Serra da Mantiqueira.

2. Religious Path of the Royal Road - Life of Nhá Chica
   A 173 km route, where you can see the small villages and city where Nhá Chica lived and left a legacy of faith and love for others, demonstrated in life of compassion for the less fortunate. A place to practice charity and preserve the Christian faith.

3. Religious Path of the Royal Road - Angels’ Path
   231 km of Atlantic Forest and historical cities. Considered the most beautiful route, it is brimming with nature that can be touched and felt.

4. Pilgrimage 550
   It links the Nossa Senhora da Piedade State Sanctuary, located in Caeté, Minas Gerais, to the Aparecida National Sanctuary, in São Paulo, through 32 municipalities in Minas Gerais and 6 in São Paulo, along a 1,000 km route. The Portuguese name “Romaria 550” refers to the 250 years of pilgrimage to Piedade and 300 years of pilgrimage to Aparecida.

In Serra do Espinhaço, which extends north-south, and considered a Biosphere Reserve by UNESCO, about 30 municipalities subsist from the collection of evergreen flowers - a native species of the Cerrado - maintaining the ancestral cultivation of crops and animal husbandry. This traditional agriculture system could guarantee Minas Gerais the title of World Agricultural Heritage granted by FAO/UN, in exchange for the preservation of the old production and flower collection system. Evergreens are genuinely native flowers that have cultural and economic importance for the communities.
In the Iron Quadrangle, there is the Geopark, an initiative that aims to highlight the mountains, enhance the cultural heritage of local communities, water, fauna and flora in all their beauty. It is an instrument of tourism and environmental education.

Adventurers can find numerous adventure tourism options, such as paragliding over the Serra da Moeda, considered an experience with a mix of adrenaline and freedom. In Serra do Cipó you can go trekking, canoeing and abseiling, or even take balloon rides. Mountain ranges, rivers, caves, lakes and many parks make up over 19 million hectares of green area. There are 39 state and five national nature parks with excellent options for ecotourism and adventure tourism.

Visit [www.minasguide.com/blog](http://www.minasguide.com/blog) and find out more about natural monuments and state parks with the infrastructure to receive visitors.

MINAS GERAIS OF VISUAL ARTS AND MANY MUSEUMS

Minas Gerais brings together one of the most important Brazilian architectural and artistic collections of Baroque works, created by artists such as Antônio Francisco Lisboa (Aleijadinho) and Mestre Athaíde. The cultural heritage of the state is characterized by its extension and integrity of its urban complexes that cover various moments of Brazilian history.

Moreover, it is the third Brazilian state in number of museums, housing 11% of Brazilian museums. There are museums of different themes: art, history, science, technology, which support the production chain of Minas Gerais’ creative industry, stimulate local commerce and the sale of products that reflect the cultural, artistic and visual elements of the city.

**Praca da Liberdade Cultural Circuit:** consists of 15 public and private institutions, including museums, cultural and training centers, which map different aspects of the cultural and artistic universe ([www.circuitoliberdade.mg.gov.br](http://www.circuitoliberdade.mg.gov.br)).

**Inhotim Museum:** land of ancient iron mining whose springs were recovered, with reforestation of native species, and is now a large botanical garden. A place of unparalleled beauty, with spaces for the exhibition of selected collections of contemporary art ([www.inhotim.org.br](http://www.inhotim.org.br)).

**Mining Museum:** Through gold and diamond mining in the eighteenth century, colonization advanced through the hinterlands, occupying territory and establishing towns and cities. Learn more about Adriano Nascimento’s initiative, which uses Morro Velho’s infrastructure ([www.bit.ly/2K912ZQ](http://www.bit.ly/2K912ZQ)).

THE ARTISTIC SCENE OF MINAS GERAIS

Regarding theater, the state is considered one of the greatest exponents on the Brazilian scene, with famous groups such as Oficina Multimédia, Ponto de Partida, Giramundo Teatro de Bonecos and Espanca! De Teatro. Another important factor in the success of Minas Gerais in the area are the spaces for these events, such as the Palácio das Artes, Teatro Alterosa, Sesi Minas and Dom Silvério in Belo Horizonte, the Manoel Franzen de Lima in Nova Lima and the Cine Teatro Central in Juiz de Fora.

In dance, Minas Gerais boasts very important groups that carry the image of the state internationally. This is the case of Grupo Corpo, which since 1975 has put on more than 30 shows, always renewing its choreography. Another big name group is the Palácio das Artes Dance Company, founded in 1971 and maintained by the Clovis Salgado Foundation, focusing on the production of pieces from the Belo Horizonte Palácio das Artes’ own repertoire.

**MINAS GERAIS THROUGH FOLKLORE**

Minas Gerais’ folkloric demonstrations are a consequence of colonization, bringing together the influences of Portuguese, indigenous and African culture, manifested through music, crafts, cooking, regional dances, literature, oral language and festivities with traditional popular connotations.

Highlights include Congado; Folia de Reis; Pastorinhas; Bumba Meu Boi; Festa do Divino; Cavalhada; Mulinha de Ouro; Dança de São Gonçalo; Caixambu and Quadrilha.

The Community of Arturos - a quilombola group - is an example of the preservation of African culture through the folkloric expressions of the state, considered as intangible cultural heritage of Minas Gerais by the Institute of National Historical and Artistic Heritage (IPHAN) and the State Institute of Historical and Artistic Heritage of Minas Gerais (IEPHA).

**THE ESSENCE OF MINAS GERAIS THROUGH FOLKLORE**

Visit [www.minasguide.com/blog](http://www.minasguide.com/blog) and find out more about natural monuments and state parks with the infrastructure to receive visitors.
LUND ROUTE

Named after the Danish researcher Peter Wilhelm Lund, this Tourist Route runs through a region of karst relief and unique beauty that inspired Guimarães Rosa.

The Lund Route is the result of a public-private partnership that runs through 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 (PUC Minas), the tomb of Peter Lund, the Annette Laming Emperaire Archeology Center, the Sumidouro State Park, the Rei do Mato Cave, the Maquiné Cave, and the Casa Guimarães Rosa Museum.

Rich in elements for the study of paleontology, archeology and caving, the Rota Lund is an initiative that aims to promote environmental education, culture, sustainable development and tourism in the region, in addition to preserving important state ecological sites.

To unveil the riches of Minas Gerais, you can count on the best in the business:

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MINAS GERAIS CRAFTWORK THAT ENCHANTS

In the regions of Ouro Preto, Congonhas, Mariana and Serro, it is quite common to work with soapstones, which are produced and then sold at fairs in the cities. These products are mainly all-purpose and representative as are the ceramic ones.

Wood is also a raw material for local Minas Gerais handicrafts, generally used in the images of city patron saints or historical characters.

Output in metalwork, weaving and silver are characteristics of Minas Gerais. Copper, tinplate and other metal pieces are found in Ouro Preto and Viçosa, while tin works come from São João Del Rei, and silver from the cities of Tiradentes, Diamantina and Serro.

MUSIC, PART OF THE SOCIAL CONSTRUCTION OF MINAS GERAIS

Minas Gerais is one of the most privileged states in Brazil in terms of music, with groups influencing the history of Brazilian music, such as Bossa Nova and Samba. The geography, theabsence of the sea, the Jequitinhonha Valley and the São Francisco River gave the musicians of Minas Gerais their own sound enriched by verses that reflect the true feeling of being a Minas Gerais native.

The Clube da Esquina, the most important musical group in the history of the state, which has had influences from Bossa Nova to elements of Jazz and Rock, including the folk songs of black descendants of slaves.

Minas also has erudite music: the Philharmonic Orchestra puts on more than 60 international level annual concerts at the Sala Minas Gerais (www.filarmonica.art.br), the Symphonic Orchestra and Choral Group of the Palácio das Artes (www.fcs.mg.gov.br), as well as the UFMG Conservatory (www.ufmg.br/conservatorio), which showcase Minas Gerais’ musical gifts to the world.

Minas Gerais’ violas, of great importance in the interior due to their construction and musical expression, are recognized as cultural heritage of the state.

INTERNATIONALLY RENOWNED GASTRONOMY

A strong point in the perception of tourists, Minas Gerais’ cuisine is a cultural expression of its people. Food traditions, product diversity, the presence of leading producers and professionals are all aspects of an opportunity for generating and developing the state’s economic sector. Gastronomy engages with tourism, research, innovation, technology, territorial development, job and income generation, cultural preservation and enhancement, health, well-being, quality of life, public policies and development.

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The Minas Gerais table - where there is always room for one more - is the hallmark of the people’s hospitality, which, with its “way of being,” welcomes the most different palates, tastes, interests and desires, of an adventurous visitor, from old to young, rural to urban. You have to try it, taste it and enjoy it.

Dishes such as tropeiro beans, chicken in brown sauce, pork loin, pork rinds, chicken with orapnorob, jams, guava with cheese, pé de moleque, dulce de leche, pudding and rice pudding. In addition, there are drinks such as neat sugarcane liquor, caipirinha or local craft beers. At lunch or dinner, freshly brewed coffee accompanies the famous Minas cheese bread.

WORLD HERITAGE IN MINAS GERAIS, ACCORDING TO UNESCO

1980 - The Historical City of Ouro Preto
1985 - Senhor Bom Jesus de Matosinhos Sanctuary, in Congonhas do Campo
1999 - The Historical City of Diamantina
2016 - Pampulha Architectural Ensemble
MINAS GERAIS GASTRONOMY FESTIVALS

<table>
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<th>FESTIVAL</th>
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<td>Main cities in Minas Gerais</td>
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<td>Expocachaça</td>
<td>Belo Horizonte</td>
<td>June</td>
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<tr>
<td>Wine Festival</td>
<td>Andradas</td>
<td>July</td>
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MINAS GERAIS SPORTS

Since the eighteenth century, Brazil has been a reference in the practice and dispute of different sports, far beyond the popularity of men’s soccer, as well as in the hosting of international mega-events in recent decades. Similarly, Minas Gerais invests in the infrastructure of the best training centers and, progressively, introduces new sports into the daily life of Minas Gerais residents. The state government, along with other municipal, federal, and private sector public agencies, offers programs to transform the sports environment, opening doors for investment, encouraging physical activity and open-air gym construction.

THE SPORTS MOST PRACTICED IN MINAS GERAIS ARE:

- **Men’s and Women’s soccer**: the national passion: the main state teams are América Futebol Clube, Clube Atlético Mineiro and Cruzeiro Esporte Clube; Brazilian representatives in the continent’s principal tournaments and listed in the ranking of Brazil’s best training centers;

- **American football**: this sport and the championships, both national and state, have shown positive results and are wide open for enhancement and investment;

- **Golf**: On the outskirts of Belo Horizonte you can find good quality golf courses for those who play or are new to the sport. The Morro do Chapéu Golf Club, located in Nova Lima, has 18 holes in an area with a privileged landscape. There is also the Thermas Executive Golf, a complex with 6 golf courses among ornamental gardens;

- **Equestrian sports**: The Equestrian Federation of Minas Gerais has 15 affiliated entities and promotes championships and competitions annually in horse jumping, endurance and training;

- **Volleyball**: The state is a reference in national volleyball. It has important clubs, which annually show off young talents and constantly host national and international events and tournaments. Noteworthy examples are Minas Tennis Club; Sada Cruzeiro and Praia Clube, from the city of Uberlândia.

- **Rugby**: The Minas Gerais Rugby Federation organizes a competition, played by men’s and women’s adult teams.

- **Boxing**: As a form of entertainment, brings together many people, especially in Rio de Janeiro.

- **Golf**: On the outskirts of Belo Horizonte you can find good quality golf courses for those who play or are new to the sport. The Morro do Chapéu Golf Club, located in Nova Lima, has 18 holes in an area with a privileged landscape. There is also the Thermas Executive Golf, a complex with 6 golf courses among ornamental gardens;

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MINAS GERAIS WELCOME

Minas Gerais is a state that Minas Gerais is a state that combines culture, history, tradition, nature, pioneering spirit and the avant-garde, as mentioned. It is impossible to describe in a nutshell the welcoming nature of the people of Minas, the renowned gastronomy and the hospitality that charms all its visitors.

“This is the great secret of this land. Whoever arrives here doesn’t want to leave!”
**GLOSSARY**

**ACMinas**  
Commercial and Entrepreneurial Association of Minas

**ACFI**  
Investment Cooperation and Facilitation Agreement

**APPPi**  
Investment Promotion and Protection Agreements

**BHMA**  
Belo Horizonte Metropolitan Region

**CAGED**  
General Register of Employed and Unemployed

**CAMEX**  
Foreign Chamber of Commerce

**CEMIG**  
Energy Company of Minas Gerais

**CGTE**  
General Coordination of Tourism and Sport

**CPNPJ**  
National Register of Legal Entities

**CODEMGE**  
Minas Gerais Development Company

**DataViva**  
Open and free platform for viewing social, economic and foreign trade data of Brazil

**DPAGRO**  
Agribusiness Promotion Department

**EMBRATUR**  
Brazilian Tourism Company

**FINAP**  
Studies and Projects Financier

**JPC**  
João Pinheiro Foundation

**FNEM**  
National Forum of Metropolitan Entities

**GDP**  
Gross Domestic Product

**GSN**  
Global Site Networking

**HSDPA**  
High-Speed Downlink Packet Access

**IBGE**  
Brazilian Institute of Geography and Statistics

**IBRAM**  
Brazilian Institute of Mining

**ICLEI**  
Local Governments for Sustainability

**ICT**  
Information and Communications Technology

**ICU**  
Intensive care unit

**IDH**  
Human development Index

**IED**  
Foreign Direct Investment

**INPE**  
National Institute of Space Research

**IOF**  
Financial Transaction Tax

**IoT**  
Internet of Things Technology

**IR**  
Income tax

**KM**  
Kilometers

**kW**  
Kilowatt

**LTE**  
Long-term evolution

**MCTIC**  
Ministry of Science, Technology, Innovations and Communications

**MDIC**  
Ministry of Industry, Trade and Services

**ME**  
Ministry of Economy

**MRE**  
Ministry of Foreign Affairs

**MTPS**  
Ministry of Labor and Social Welfare

**MW**  
Megawatt

**OIO**  
Direct Investment Ombudsman

**PME**  
Small and Medium Businesses

**PNAD**  
National Household Sample Survey

**PPI**  
Partnership and Investment Program

**PPP**  
Public private partnerships

**RAs - MTE**  
Annual Social Information List of the Ministry of Labor and Employment

**RMHB**  
Belo Horizonte Metropolitan Region

**RMVA**  
Steel Valley Metropolitan Region

**SECOM**  
Trade Promotion Sector (MRE)

**SEED**  
Start-ups and Entrepreneurship Ecosystem Development

**SERPRO**  
Federal Data Processing Service

**TEC**  
Common External Tariff

**TDMA**  
Time Division Multiple Access

**TI**  
Information Technology

**UMTS**  
Universal Mobile Telecommunication System

**UNESCO**  
United Nations Educational, Scientific and Cultural Organization

**UTRAMIG**  
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Brazilian Association of Minas Gerais Hotels Industry (ABIH-MG)

Belo Horizonte Convention & Visitors Bureau (BHV&CB)
Braver Corporation
Department for the Promotion of Services and Industry of the Ministry for Foreign Affairs
Minas Gerais State Secretary for Agriculture, Livestock and Supplies (SEAPA)
Minas Gerais State Secretariat for Economic Development:
Superintendence of Mining, Energy and Logistics
Foreign Trade Board
Minas Gerais Investment and Trade Promotion Exports Directorate
Minas Gerais State Secretary for Mobility and Infrastructure
Minas Gerais State Secretary of Culture and Tourism
Minas Gerais State Undersecretary of Social Communication
Belo Horizonte City Hall (PBH)
Municipal Tourism Company of Belo Horizonte (Belotur)
Municipal International Affairs Department
The Philharmonic Orchestra
Toro Investimentos
We Work
Xeque-Mate

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