



Expeditors®

BRAZIL OVERVIEW

AGENDA

- Key Facts about Brazil
- Main Airports and Ports
- Expeditors Brazil Structure
- Gateways
- Demystify Brazil
- Competitive Advantages



KEY FACTS ABOUT BRAZIL



KEY FACTS ABOUT BRAZIL



Main Exports to Europe



Petroleum



Coffee



Soybeans



Soybean meal



Copper ore



Main Imports from Europe



Petroleum



Fertilizers



Pharmaceutical
and Medical
products



Other
medicines



Machinery



Largest Trading Partners



1° China



2° United
States



3° European
Union



4° Argentina



5° India

INTERESTING FACTS



9th largest Economy in the World



Hub for Technology and Innovation



Trade Agreements and Diversified Exports



Key Multinational Brazilian Companies:

Potential New Logo

CERVEJARIA
ambev

EMBRAER



Eurofarma



natura



TRAMONTINA

(JBS)



GERDAU



KEY FACTS ABOUT BRAZIL

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Predominant Industries by market

São Paulo



Rio de Janeiro



Rio Grande do Sul



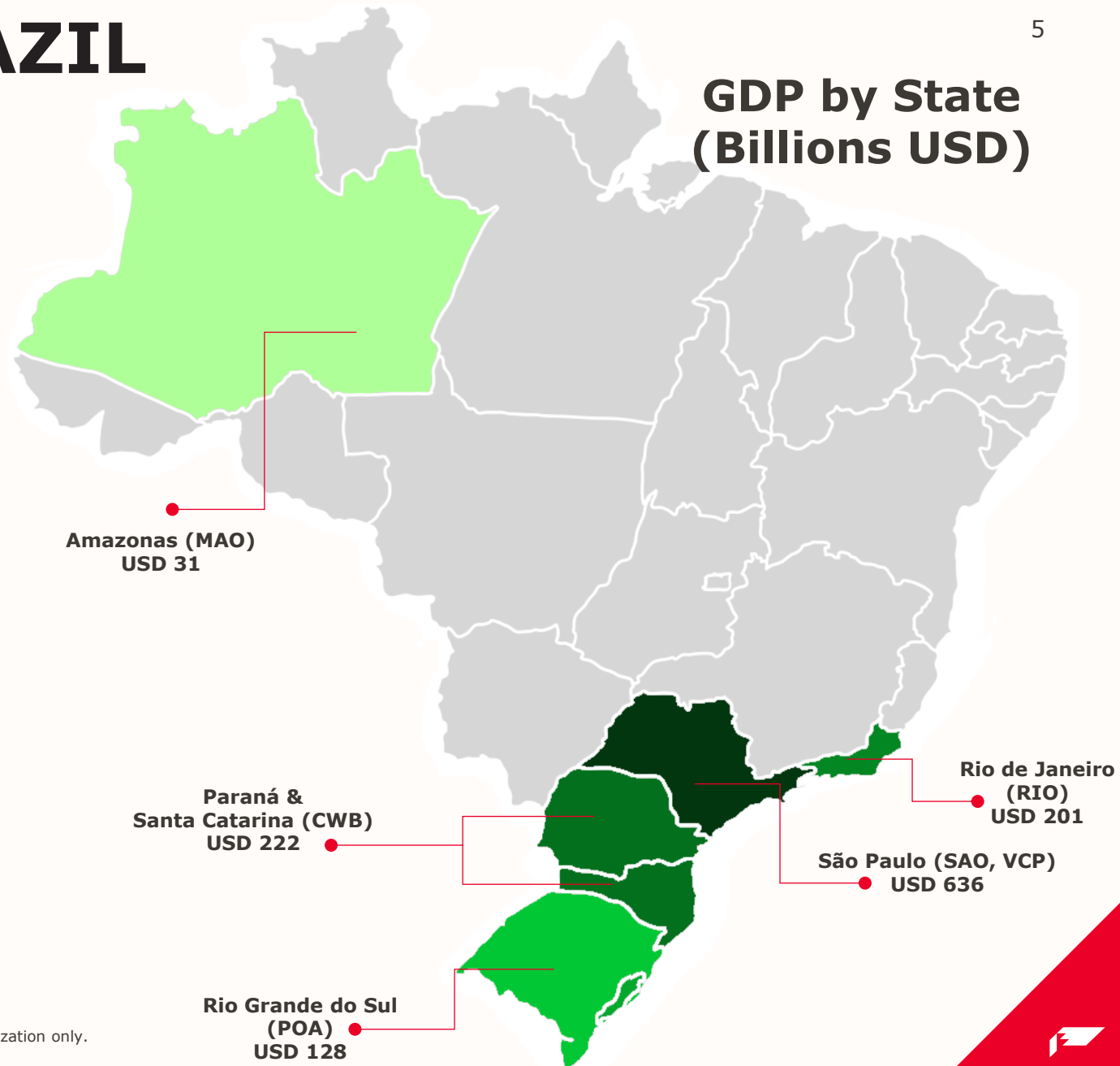
Paraná & Santa Catarina



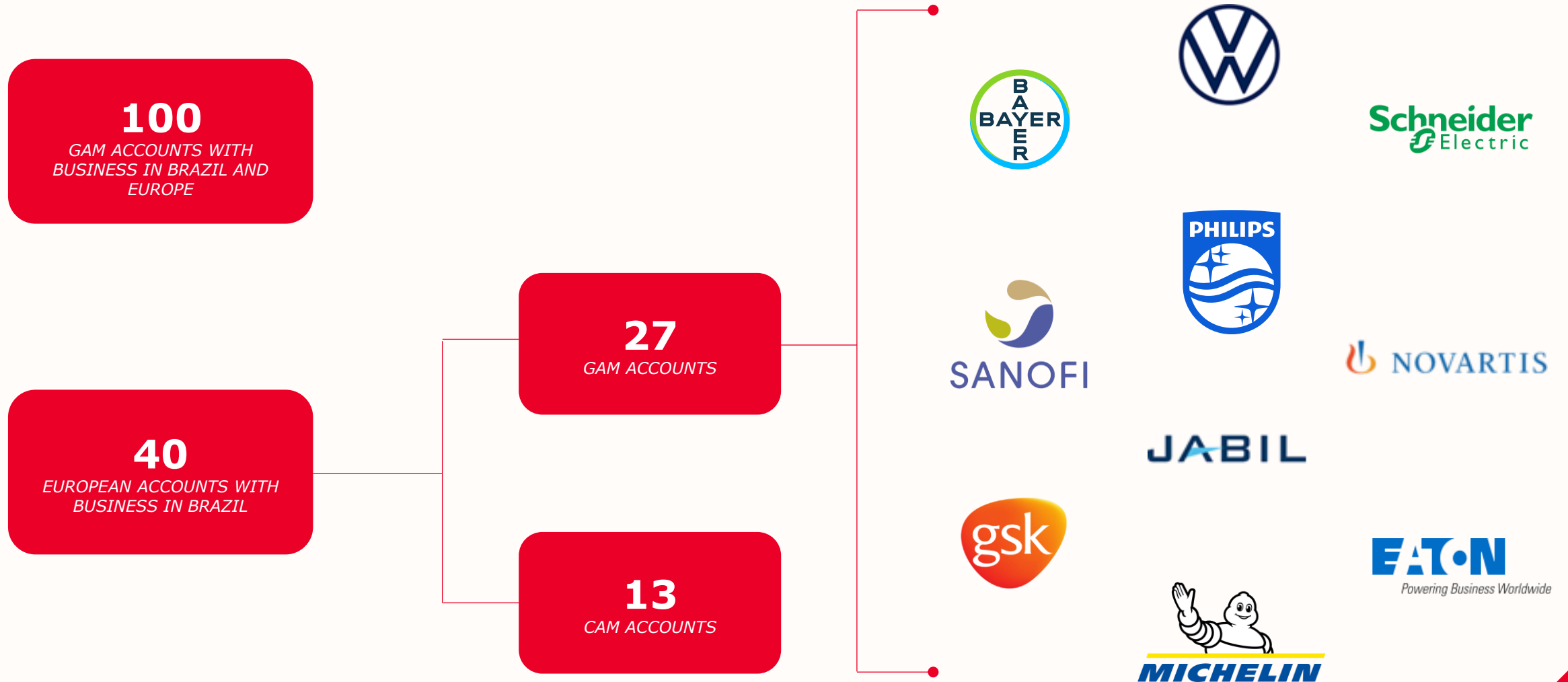
Amazonas



GDP by State (Billions USD)



EUROPEAN GAM ACCOUNTS PRESENT IN BRAZIL ⁶



MAIN AIRPORTS AND PORTS



BRAZIL MAIN AIRPORTS



Cargo Area Size
~99,000 m²
Annual Handling Capacity
1,500,000 tonnes

GRU AIRPORT



Cargo Area Size
~10,500 m²
Annual Handling Capacity
100,000 tonnes

Porto Alegre
Airport



Cargo Area Size
~77,000 m²
Annual Handling Capacity
1,000,000 tonnes

VIRACOPOS
Aeroportos Brasil



Cargo Area Size
~12,500 m²
Annual Handling Capacity
150,000 tonnes

CURITIBA
CCR AEROPORTOS



Cargo Area Size
~55,000 m²
Annual Handling Capacity
78,000 tonnes

RIOgaleão
cargo



Cargo Area Size
~49,000 m²
Annual Handling Capacity
300,000 tonnes

MANAUS
AIRPORT



BRAZIL MAIN PORTS



Total Area

7,800,000 m²

Annual Handling Capacity

173,300,000 tonnes



Total Area

4,130,000 m²

Annual Handling Capacity

1,500,000 TEUs



Total Area

800,000 m²

Annual Handling Capacity

~40,000,000 tonnes



Total Area

1,000,000 m²

Annual Handling Capacity

15,500,000 tonnes



BRAZIL MAIN PORTS



Total Area
455,000 m²
Annual Handling Capacity
1,200,000 TEUs



Total Area
400,000 m²
Annual Handling Capacity
1,500,000 TEUs



Total Area
785,000 m²
Annual Handling Capacity
24,800,000 tonnes



Total Area
94,500 m²
Annual Handling Capacity
~3,300,000 tonnes



EXPEDITORS BRAZIL STRUCTURE



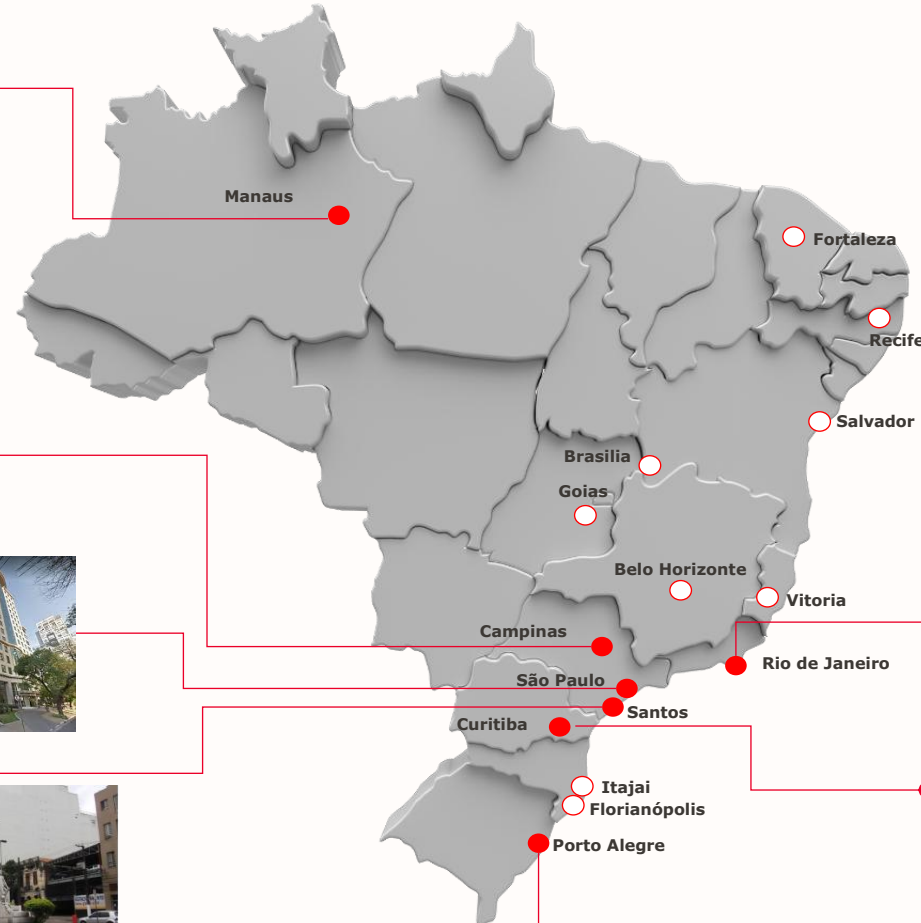
EXPEDITORS BRAZIL STRUCTURE

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MANAUS (25 FTE)

Xara Omena
District Manager



BRAZIL (416 FTE)

Caio Fernandes
Regional Vice President- Brazil



CAMPINAS (105 FTE)

Ricardo Rohwedder
District Manager



SÃO PAULO (172 FTE)

Fernando Castro
District Manager

SANTOS (14 FTE)

Fernando Castro
District Manager



RIO DE JANEIRO (35 FTE)

Vinicius Rebouças
District Manager



CURITIBA (32 FTE)

Andre Laporta
District Manager



PORTO ALEGRE (21 FTE)

Simone Passos
District Manager



LEGEND

- Internal Agent
- Expeditors Office

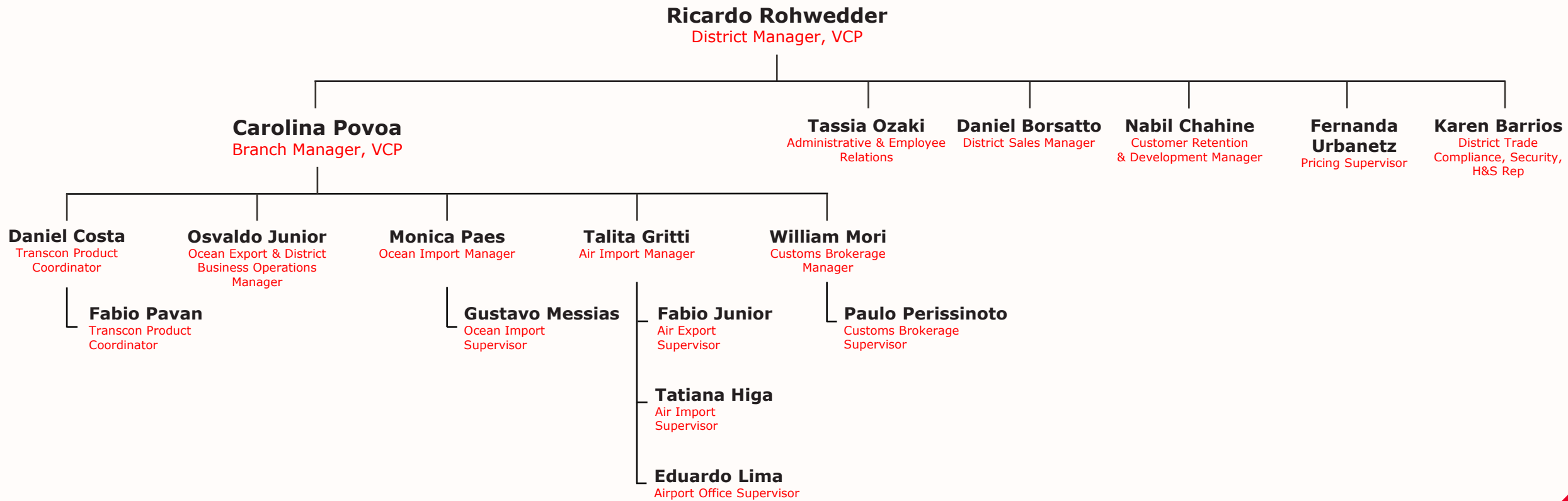




CAMPINAS

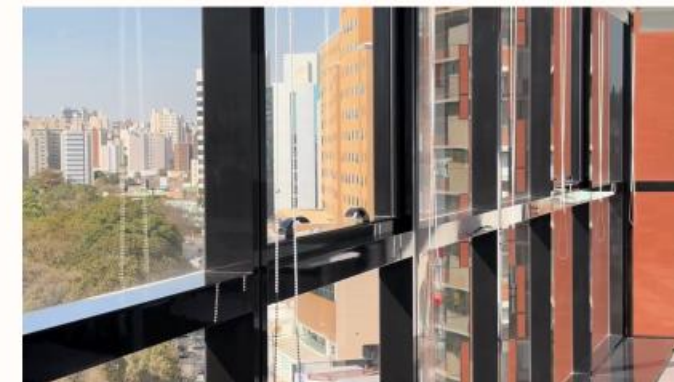
- Founded in August, 1995
- IATA, DGR, GDP, AEO Certificated
- Home to 105 Branch staff
- Main Services: Air, Ocean, Transcon, Customs
- Value Add Services: Project Cargo, Network Solutions, Delivery Management
- Digital Solutions: Cargo Signal, Supply Chain Solutions





CAMPINAS OFFICE

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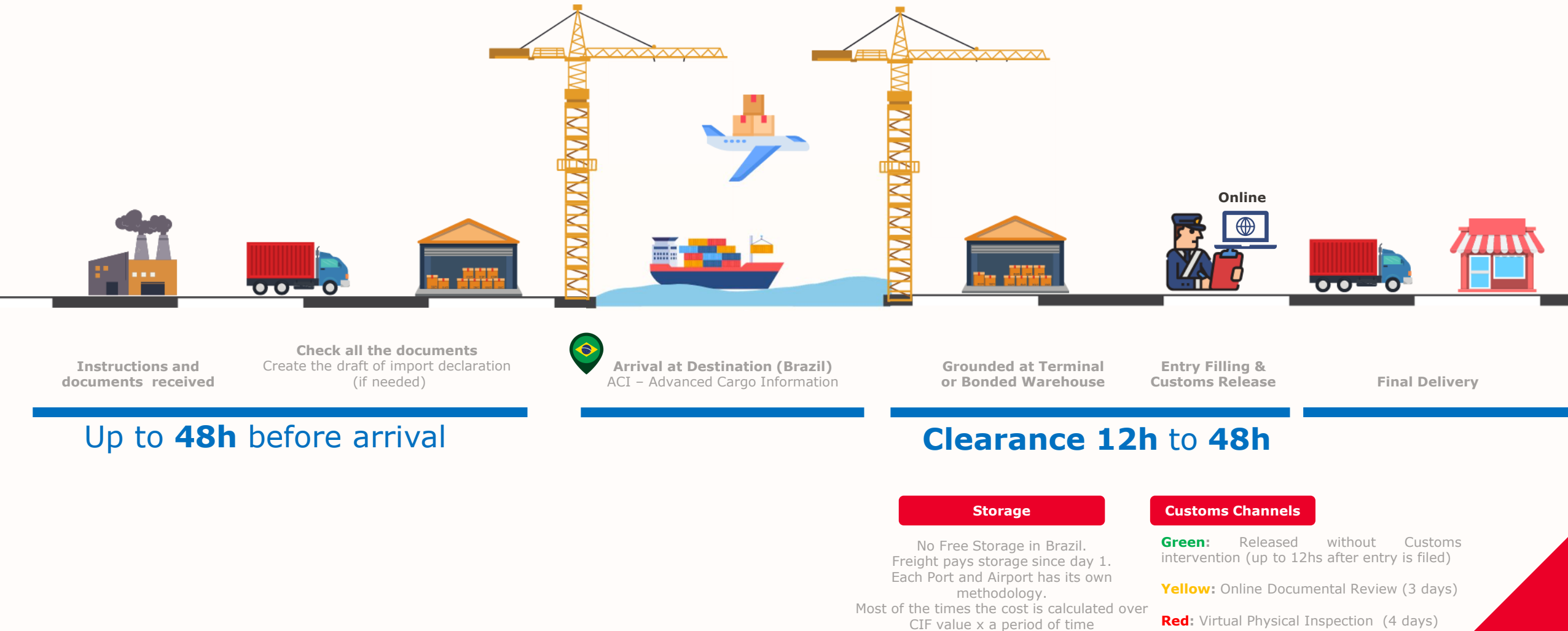


**NOW THAT YOU'VE LEARNED
MORE ABOUT BRAZIL,
LET'S DEMYSTIFY IT.**



REGULAR IMPORT PROCESS

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OTHERS IMPORT PROGRAMS

Bonded WHSE

The Bonded Warehouse program allows tax-suspended goods transport within Brazil, reducing storage costs and enabling customs clearance at the importer's chosen location. This program also allows goods to be stored in bonded warehouses tax-free for 2 years, with options for nationalization, re-export, or export to a third country.

Drawback

NOT THE SAME USA PROCESS

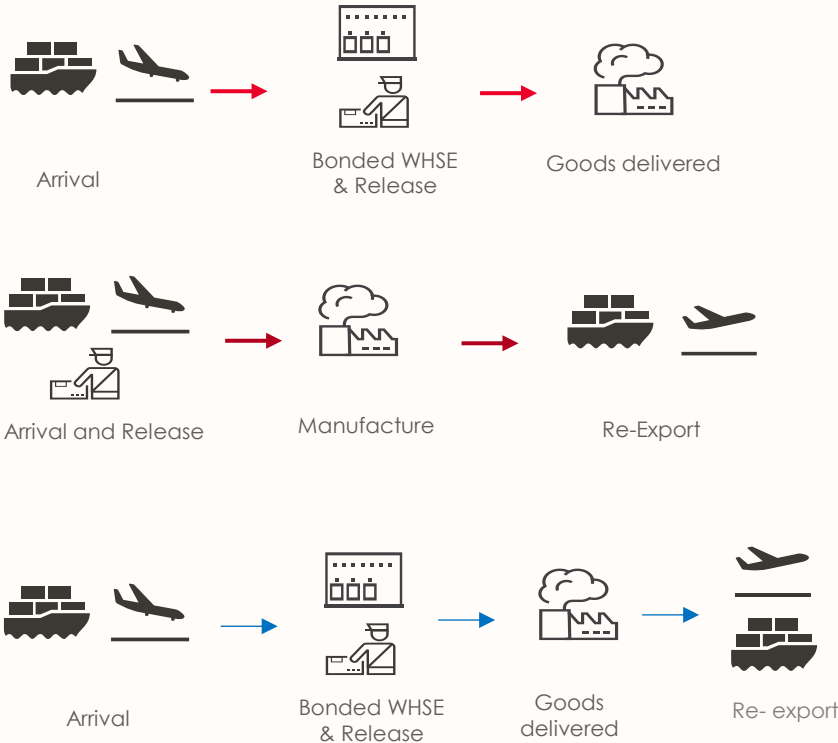
Tax suspension for importing raw materials for manufacturing and re-export.

Temporary Admission for tests or trade shows

Allows duty-free importation of goods for up to 1 year, commonly used for events, testing, promotions, and trade shows. Economic use is not permitted.

Temporary Admission for Economic Use

Allows importation for a specified period with tax payment proportionate to the duration of stay, i.e., 12% of taxes for 12 months to be paid upon export.





WHERE CAN IT GET COMPLICATED?

	SITUATION	PREVENTION	RISK
1	DDP is not allowed	LATAM Quality Certification	The importer will need to pay for the duties and taxes
2	Weight discrepancies is allowed up to 5% variation	All freight must be weighed at the origin and must match the documentation	Delay in the customs process and storage charges
3	Missing Documents Commercial Invoice, Packing List, Bill of Lading (B/L) or Airway Bill (AWB)	LATAM Quality Certification	Delay in the customs process and storage charges
4	Import license (if applicable) must be approved before shipping	LATAM Quality Certification	Delay in the customs process, storage charges, penalties, and legal abandonment



LATAM QUALITY CERTIFICATION

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1. WHAT CHANGED?	2. WHY DID THIS CHANGE?	3. IMPACT?
• LATAM checklist no longer required for shipments to LATAM. • Origins must verify LATAM Requirements on SharePoint page: LATAM Requirements (Air/Ocean Certification).	• Simplify process while remaining compliant. • Remove redundant steps and encourage SOP usage. • Ensure accuracy in LATAM specifications.	• Removed from OPS & OPA requirements. • Eliminates waste by removing checklist. • Clear and easy verification process.



OUR COMPETITIVE ADVANTAGES



EXPEDITORS BRAZIL IS AEO (C-TPAT) CERTIFIED



Recognized by Customs as low-risk operator



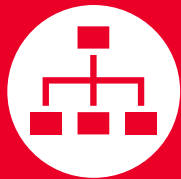
International Security Standards



Compliance, Cargo Security & Risk Management



Monitoring and Continuous Improvement



Global Security Framework & AEO



CUSTOMS BROKERAGE COMPETITIVE ADVANTAGES

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Own Employee

Expeditors Brazil has over than 40 licensed brokers with extensive experience and knowledge of customs regulations. A team of over 70 dedicated people, all employees of our own.

Regulatory Compliance

Data and analytics for use in compliance monitoring.

Technology

Brokerage systems integrates with Customs, ACI and Expo system. Leverage technology tools to automate and reuse data.

Customs & Other Government Agencies

The team has experience across regulatory agencies in various sectors. E.g., Healthcare Agency (FDA), Ministry of Agriculture, NIST (National Institute of Standards and Technology).





GROUND

Domestic FTL,
Specialized
Equipment
Non asset base
company, covering
all Brazil



DOMESTIC AIR

Speed to market to meet transits via commercial airline, all cargo and charter air options



CABOTAGE

Multimodal
domestic solution
+ Secure and
green option



CROSS BORDER

Local representation
on both sides of the
border integrating
transportation –
**Uruguay,
Paraguay, Bolivia,
Chile, Argentina
and Peru**



**TEMPERATURE
CONTROLLED**

Frozen, chilled,
ambient controlled
temp monitoring,
including armored
truck option



WHITE GLOVE

All inclusive end-to-end handling for high value medical devices, electronic & telecomm equipment & retail and tradeshow displays



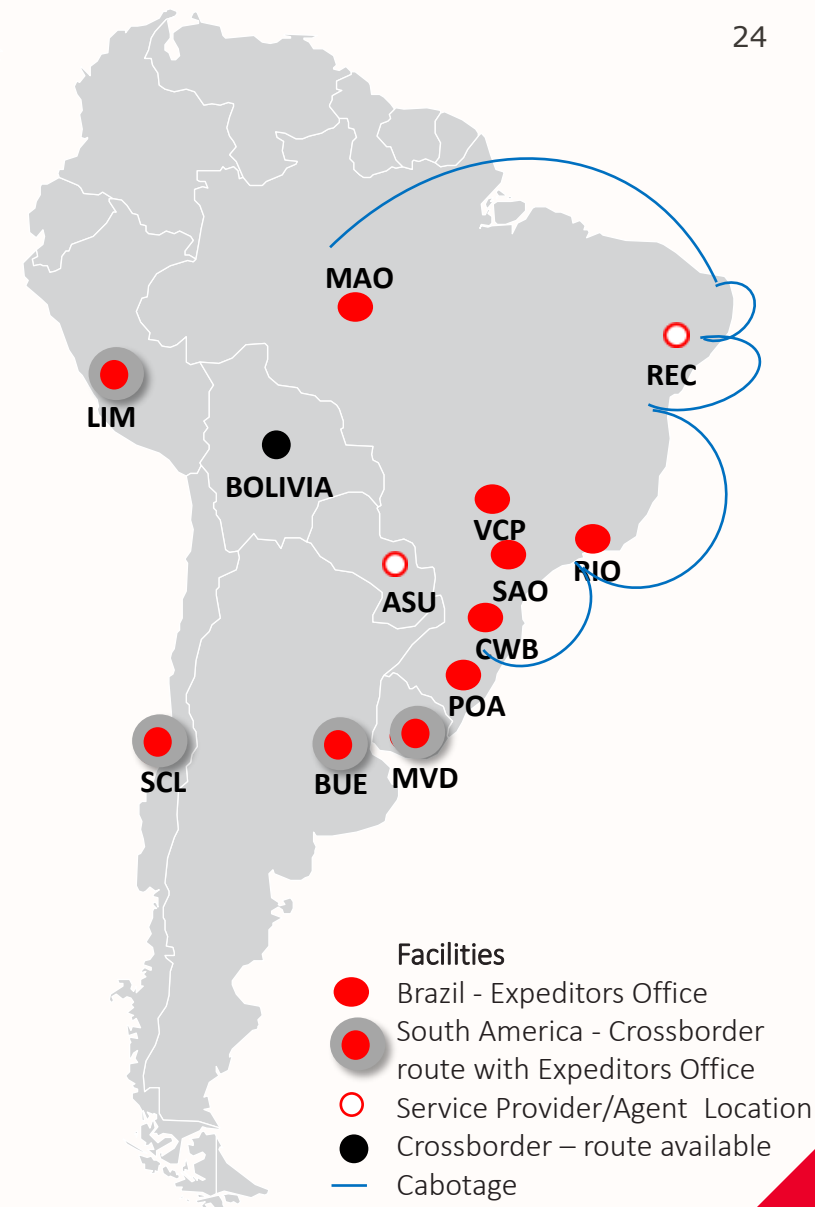
SECURITY

To security of people,
process, and
technology



PROJECT CARGO

For heavy, oversized
or project cargo.
Transportation
solution to support
our Expeditors
Project Cargo team





**COUNT ON US TO
SUPPORT YOU IN
SELLING BRAZIL**

Thank you!

