



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

Union

3° European 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



















KEY FACTS ABOUT BRAZIL

Predominant Industries by market

São Paulo



















Rio Grande do Sul









Paraná & Santa Catarina







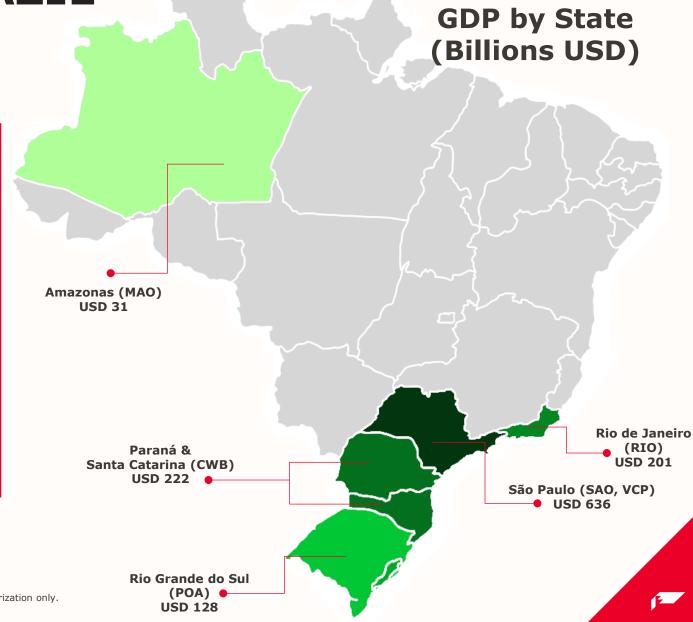


Amazonas









EUROPEAN GAM ACCOUNTS PRESENT IN BRAZIL ⁶

Ă BA<u>Y</u>ER 100 Schneider Electric GAM ACCOUNTS WITH BUSINESS IN BRAZIL AND **EUROPE** 27 **U** NOVARTIS **SANOFI GAM ACCOUNTS** JABIL EUROPEAN ACCOUNTS WITH BUSINESS IN BRAZIL

CAM ACCOUNTS





MAIN AIRPORTS AND PORTS

BRAZIL MAIN AIRPORTS



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



Cargo Area Size ~10,500 m² **Annual Handling Capacity**

100,000 tonnes

Porto Alegre Airport



Cargo Area Size ~77,000 m² VIRACOPOS **Annual Handling Capacity** Aeroportos Brasil 1,000,000 tonnes



Cargo Area Size **CURITIBA** ~12,500 m² **CCR AEROPORTOS Annual Handling Capacity**

150,000 tonnes



Cargo Area Size Riogaleão ~55,000 m² **Annual Handling Capacity**

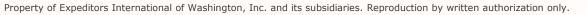
78,000 tonnes



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







CRUAIRPORT

BRAZIL MAIN PORTS



Total Area
7,800,000 m²
Annual Handling Capacity
173,300,000 tonnes





Total Area 800,000 m² Annual Handling Capacity



~40,000,000 tonnes



Total Area

4,130,000 m²

Annual Handling Capacity

1,500,000 TEUs



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 Area785,000 m² **Annual Handling Capacity**24,800,000 tonnes





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



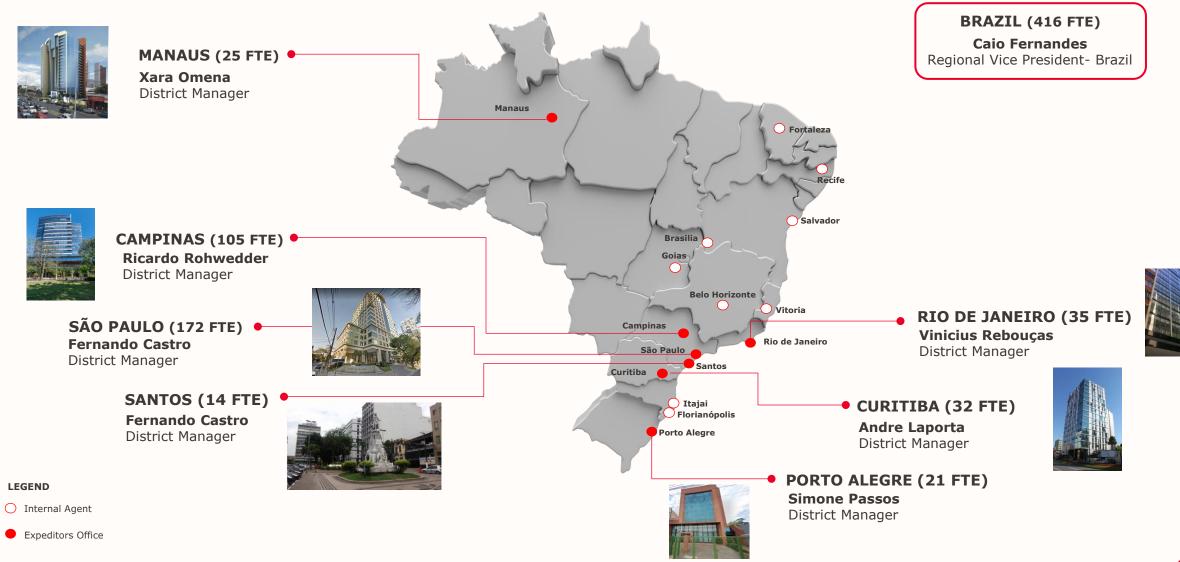


Total Area
94,500 m²
Annual Handling Capacity
~3,300,000 tonnes



EXPEDITORS BRAZIL STRUCTURE

EXPEDITORS BRAZIL STRUCTURE





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

September 2025



105 Total FTE

Ricardo Rohwedder District Manager, VCP Carolina Povoa Tassia Ozaki **Daniel Borsatto Nabil Chahine Fernanda Karen Barrios** Administrative & Employee District Sales Manager **Customer Retention** District Trade Urbanetz Branch Manager, VCP Compliance, Security, Relations & Development Manager **Pricing Supervisor** H&S Rep

Daniel Costa Transcon Product Coordinator

Ocean Export & District **Business Operations** Manager

Osvaldo Junior

Fabio Pavan Transcon Product

Coordinator

Monica Paes

Ocean Import Manager

Ocean Import

Supervisor

Air Import Manager

Gustavo Messias

Talita Gritti

Fabio Junior Air Export

Supervisor

Supervisor

Paulo Perissinoto Customs Brokerage Supervisor

William Mori

Customs Brokerage

Manager

Tatiana Higa Air Import

Eduardo Lima

Airport Office Supervisor

CAMPINAS OFFICE













NOW THAT YOU'VE LEARNED MORE ABOUT BRAZIL,

LET'S DEMYSTIFY IT.

REGULAR IMPORT PROCESS



Instructions and documents received

Check all the documents
Create the draft of import declaration
(if needed)



Grounded at Terminal or Bonded Warehouse

Entry Filling & Customs Release

Final Delivery

Up to 48h before arrival

Clearance 12h to 48h

Storage

No Free Storage in Brazil.
Freight pays storage since day 1.
Each Port and Airport has its own methodology.
of the times the cost is calculated or

Most of the times the cost is calculated over CIF value x a period of time

Customs Channels

Green: Released without Customs intervention (up to 12hs after entry is filed)

Yellow: Online Documental Review (3 days)

Red: Virtual Physical Inspection (4 days)

OTHERS IMPORT PROGRAMS



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 taxfree for 2 years, with options for nationalization, re-export, or export to a third country.



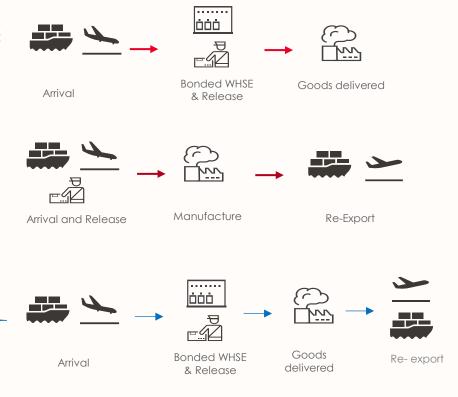
Tax suspension for importing raw materials for manufacturing and re-export.



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.



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

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



Recognized by Customs as low-risk operator



International Security Standards



Compliance, Cargo Security & Risk Management



Monitoring and Continuous Improvement



Global Security Framework & AEO

EXPEDITORS BRAZIL IS AEO (C-TPAT) CERTIFIED



CERTIFICATE Nº RFB - 747

In appreciation of the partnership formed to provide greater agility and predictability to the international trade flow, and based on the adoption of procedures consistent with the requirements of the Brazilian Authorized Economic Operator Program - AEO, the Special Secretariat of the Federal Revenue of Brazil is pleased to confirm accreditation, for an indefinite period of time, for:

EXPEDITORS INTERNATIONAL DO BRASIL LTDA

CNPJ: 00.711.083/0001-27 Freight forwarder - AEO-Security

Brasília, 07 December 2021

Special Secretariat of the Federal Revenue of Brazil

Status on 07/12/2021 - 12:36: Active

The authenticity of this certificate can be verified at:

http://pesquisa.in.gov.br/imprensa/jsp/visualiza/index.jsp?jornal=515&pagina=35&data=07/12/2021



CUSTOMS BROKERAGE COMPETITIVE ADVANTAGES



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).

TRANSCON BRAZIL



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-toend 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!