

State of Sao Paulo Overview



DEREX

Department of Trade and Foreign Affairs

FIESP **CIESP**



FIESP

Represents **131 sector business associations** which stands for about 150,000 state and national firms



CIESP

43 regional offices throughout the state which represents about 10,000 associated firms



IRS

Think tank **specialized in industrial issues**. It's also responsible for the Coordination of Superior Council





240 basic schools and more than 355,000 children, youth, adults and elderly people

Provides industrial employee's families with **social services**, mainly education, culture, sports and health



166 technical schools and almost 1 million students registrations

Promotes **professional education** through technical schools providing qualified workforce to the industry

AGRIBUSINESS

COMPETITIVENESS AND TECHNOLOGY

CONSTRUCTION INDUSTRY

DEFENSE INDUSTRY

ENVIRONMENT

INFRASTRUCTURE AND ENERGY

LEGAL DIVISION

TRADE AND FOREIGN AFFAIRS

RESEARCH AND ECONOMIC STUDIES

SMALL AND MEDIUM COMPANIES

REGIONAL ACTION

UNION AND LABOR ISSUES



TRADE AND INVESTMENT PROMOTION



INTERNATIONAL NEGOTIATION



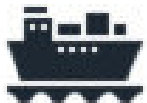
TRADE ECONOMIC RESEARCH



TRADE REMEDIES

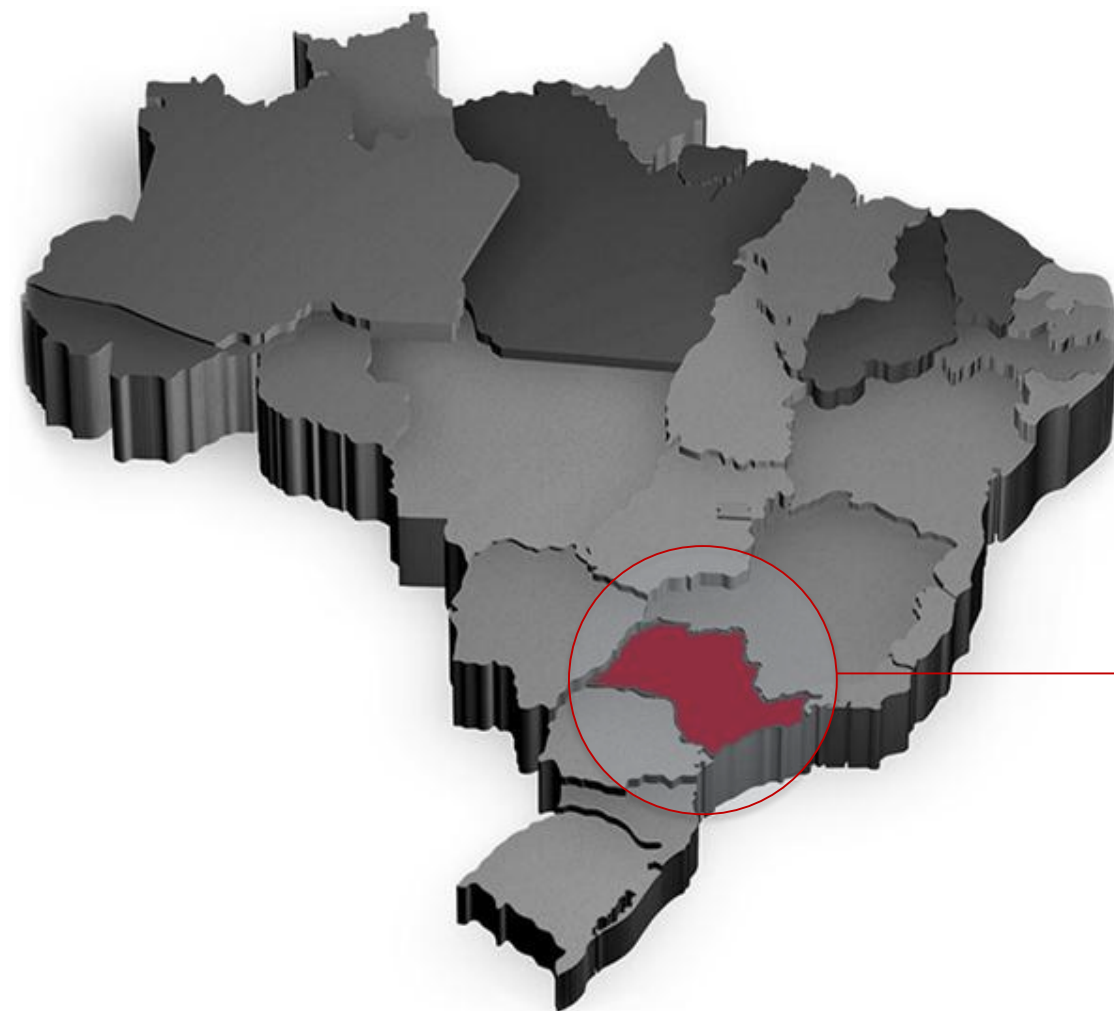


CERTIFICATE OF ORIGIN



TRADE FACILITATION





2012

Territory (1,000 km²) 248.0

Population (millions) 41.9

GDP nominal (USD bn) 750

GDP per capita (USD) 17,91



- ✓ 22% of the population
- ✓ 33% of GDP nominal
- ✓ 50% larger than GDP per capita



3st largest producer of commercial **aircraft** in the world



1st largest **financial center** in the Southern Hemisphere and **stock exchange** in Latin America



Sao Paulo is the 3st largest **consumer market** in Latin America, after Brazil and Mexico



1st largest **cargo airport** in South America



48% of domestic production of **vehicles**



35% of Brazilian vehicles (over 7 million registered vehicles)

AGRIBUSINESS



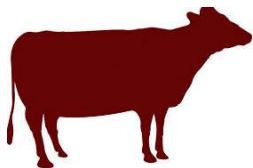
1st largest producer of **sugar cane ethanol** in the world



53% of orange juice world production



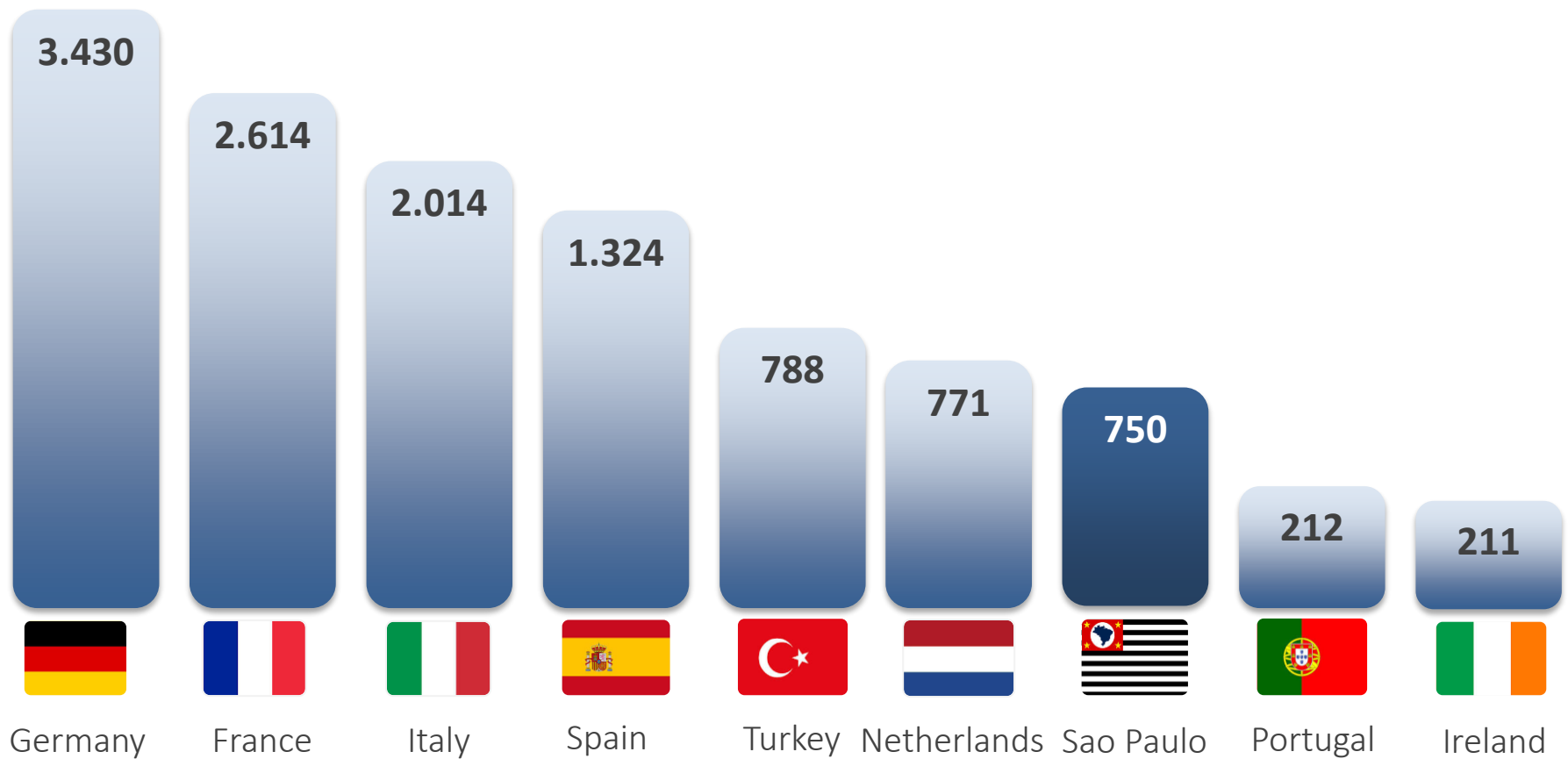
24 million tons/year in sugar exports



USD 2.4 billion in beef exports

The State of Sao Paulo has a Gross Domestic Product (GDP) equivalent to European countries such as Turkey and Netherlands.

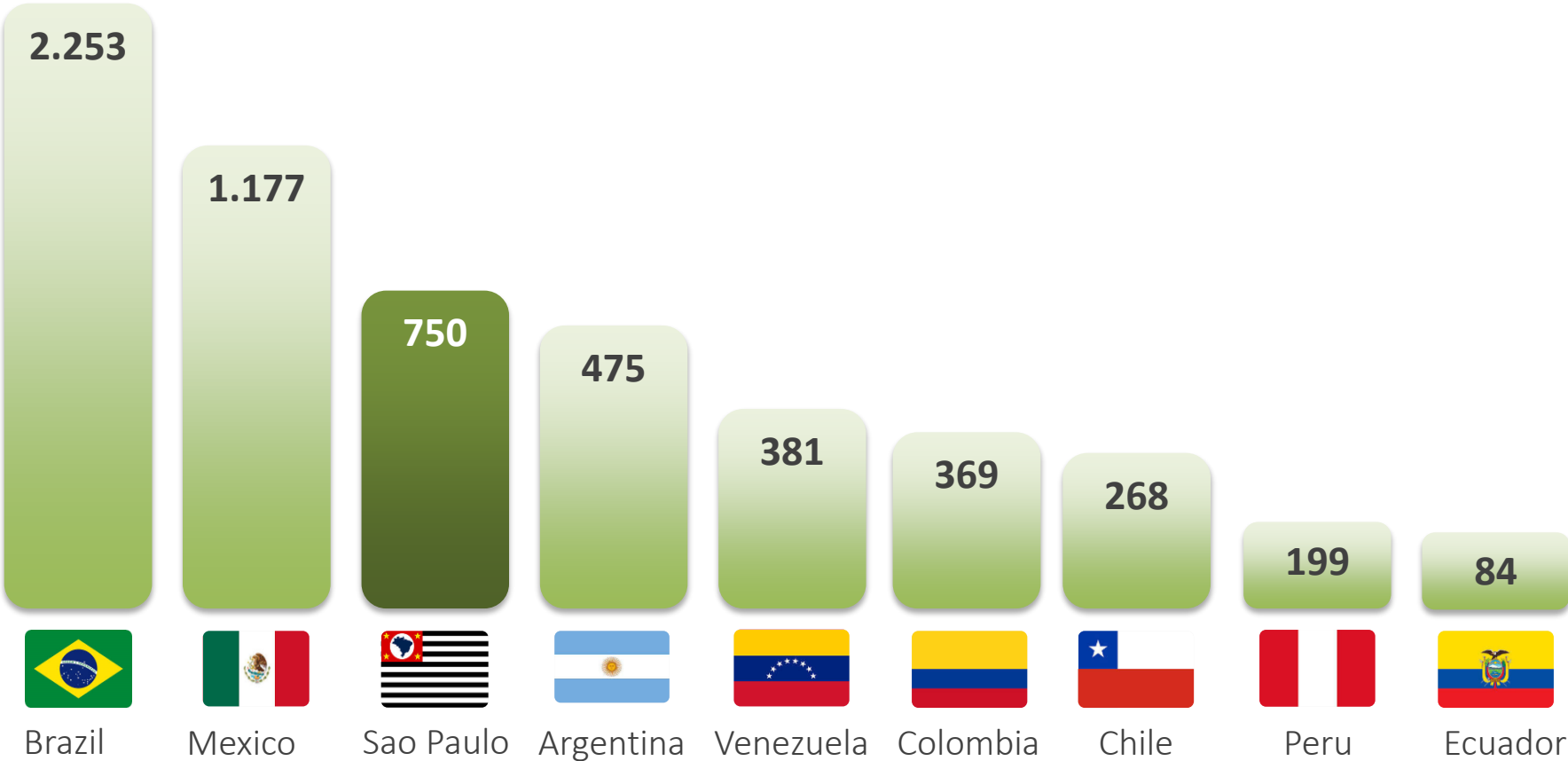
GDP current prices compared to selected EUROPEAN COUNTRIES 2012 USD billion



Source: SEADE; IMF – data for the year 2012

The State of Sao Paulo has a Gross Domestic Product (GDP) equivalent to European countries such as Turkey and Netherlands.

GDP current prices compared to selected LATIN AMERICA COUNTRIES 2012 USD billion



Source: IMF – data for the year 2010

HIGH QUALITY INFRASTRUCTURE

19 out of the 20 best highways in Brazil

Largest port in Latin America (Santos)

2,400 km of waterways

5,400 km of railways

6,000 km of gas pipeline

Around 50 million air passengers per year

Opportunities...

Investment in public transport (trains and subway)

Sao Paulo Highway Ring

Expansion of the ports of Santos and Sao Sebastiao

Expansion and modernization of 30 regional airports



ENVIRONMENTAL RESPONSIBILITY

ENERGY MATRIX WITH 55% RENEWABLES

Competitive advantages for energy production from biomass

17% State area is native vegetation

New opportunities in environmental technology markets

15% State area is nature protection reserves (full protection and sustainable use)

Brazil's most advanced structured conservation system

11% State area is rainforest



NUMBER 1 IN HUMAN CAPITAL

The best universities of Latin America are located in Sao Paulo. The State has also the largest education system for technical and professional qualification in Brazil and one of the best in Latin America

57 thousand students in post-graduate programs

Pioneer in distance education: Universidade Virtual do Estado de São Paulo (Univesp)

1,274 technical education institutions: 357,000 students enrolled

577 higher education institutions: 1.5 million students enrolled

Largest state program of technical education: Centro Paula Souza, with a budget of more than R\$ 1 billion for Etecs and Fatecs

3 of the best universities in Latin America: USP, Unesp, Unicamp

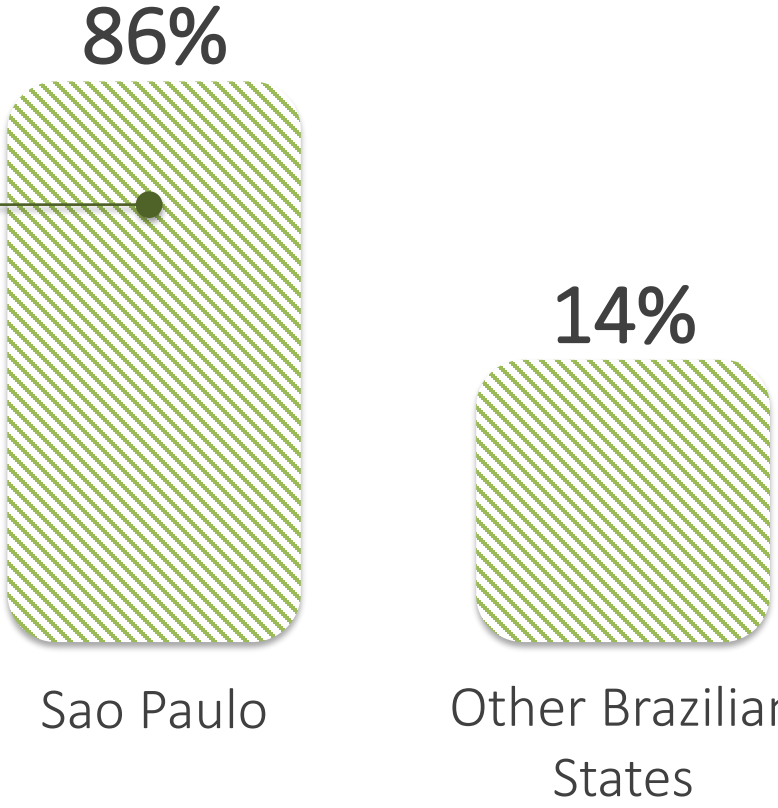


NUMBER 1 IN INNOVATION

The State of Sao Paulo is one of the best structures for research and development in Latin America

São Paulo accounts for 86% of all investments of Brazilian states in R&D

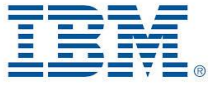
Sao Paulo is also the Brazilian state that most invests in R&D.
1.64%
OF THE GDP INVESTED IN R&D



Source: INVESTE SAO PAULO, FAPESP and MINISTRY OF SCIENCE AND TECHNOLOGY

R&D / INNOVATION

Some of the companies carrying out R&D projects in the State of Sao Paulo



R&D / INNOVATION

Some of the companies carrying out R&D projects in the State of Sao Paulo



Source: Exame Magazine – 2013, July

Thank you!

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