



INVEST
IN BRASIL

SEMINÁRIO FRANCO- BRASILEIRO DE ENERGIA SOLAR

Parceria Estratégica Brasil-França
25/08/2016

AGENDA

- APEX-BRASIL
- MACROECONOMIC INFORMATION
- FRENCH INVESTMENTS IN BRAZIL
- OPPORTUNITIES IN SOLAR ENERGY

APEX-BRASIL

BRAZILIAN TRADE AND INVESTMENT PROMOTION AGENCY

CREATED IN 2003

SUPERVISION OF THE MINISTRY OF EXTERNAL AFFAIRS

THAT AIMS TO:

- *Promote Brazilian products and services abroad*
- *Support internationalization of Brazilian enterprises*
 - *Strengthen Brasil's brand overseas*
- ***Attract foreign direct investments to the Brazilian Economy***



10 Business Offices Around the World

HAVANA



SAN FRANCISCO



MIAMI



LUANDA



BRUSSELS



BOGOTA



BEIJING



SHANGHAI



MOSCOW

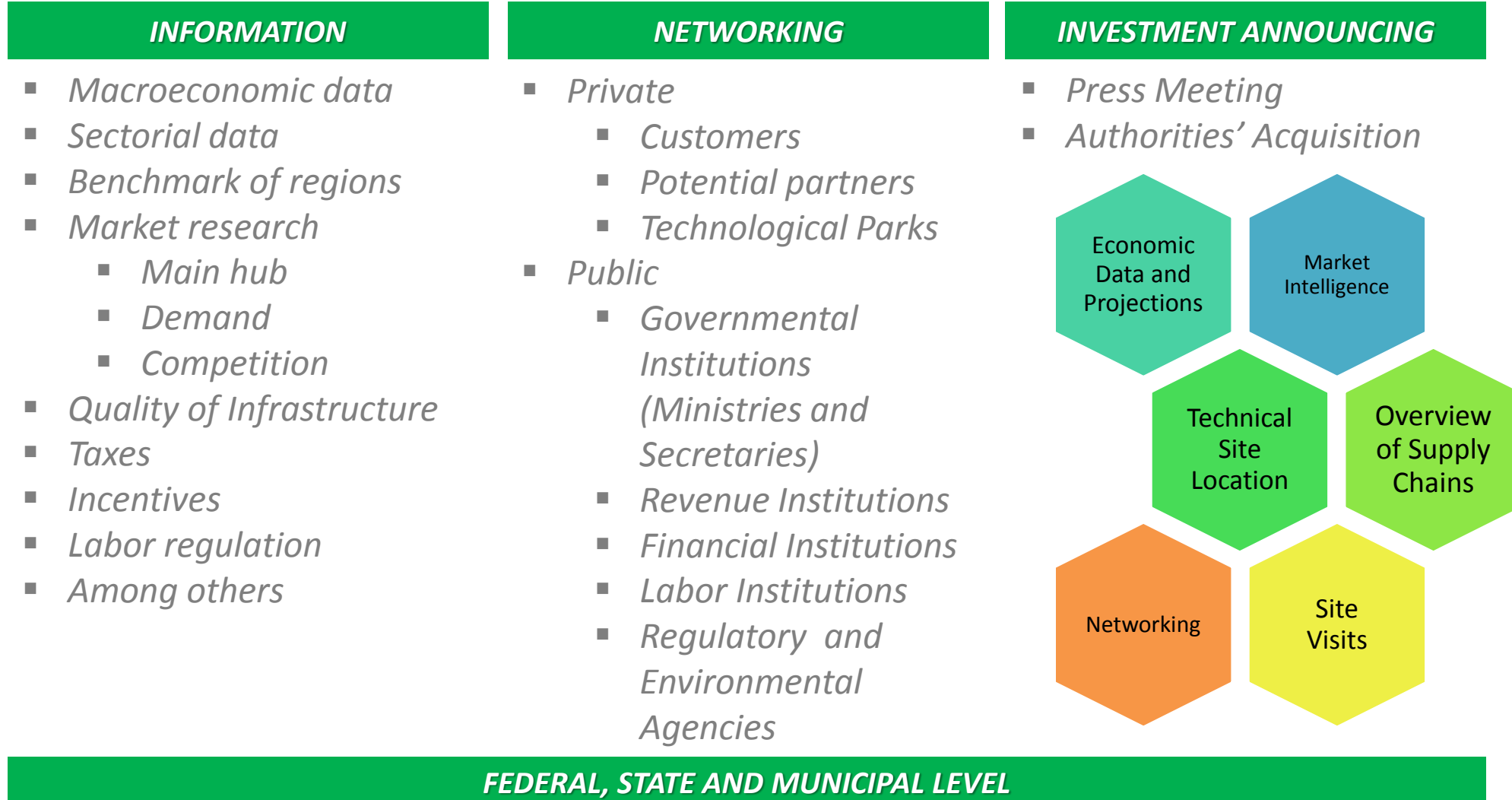


DUBAI

Main focus

	PRODUCTIVE FDI PROJECTS	VENTURE CAPITAL AND PRIVATE EQUITY PROJECTS
TYPES	<ul style="list-style-type: none"> Greenfield investments: <ul style="list-style-type: none"> Individual projects Joint ventures Reinvestments of foreign companies already operating in Brazil. 	<ul style="list-style-type: none"> Foreign Investment to Brazilian Funds (LPs to GPs) FDI to Brazilian Companies and Startups Co-investment between local and foreign funds (GPs) Corporate venture
ACTIVITIES	<ul style="list-style-type: none"> Manufacturing plants; R&D centers and projects; Other initiatives. 	
PRIORITY SECTORS	<ul style="list-style-type: none"> Agribusiness Automotive Renewable Energies Oil and Gas Life sciences and medical devices Any other sector reactively 	<ul style="list-style-type: none"> Multi-sector approach

How we can help foreign investors



Brazil ranks among the world top

2nd producer of biodiesel

3rd largest renewable energy market in the world.

4th main aircraft manufacturer

7th largest market for pharma products

8th largest IT market in the world

3rd largest telecom industry in the world

10th largest market for medical equipment

Home to the world's **15th** largest oil reserves

10th largest industrial producer

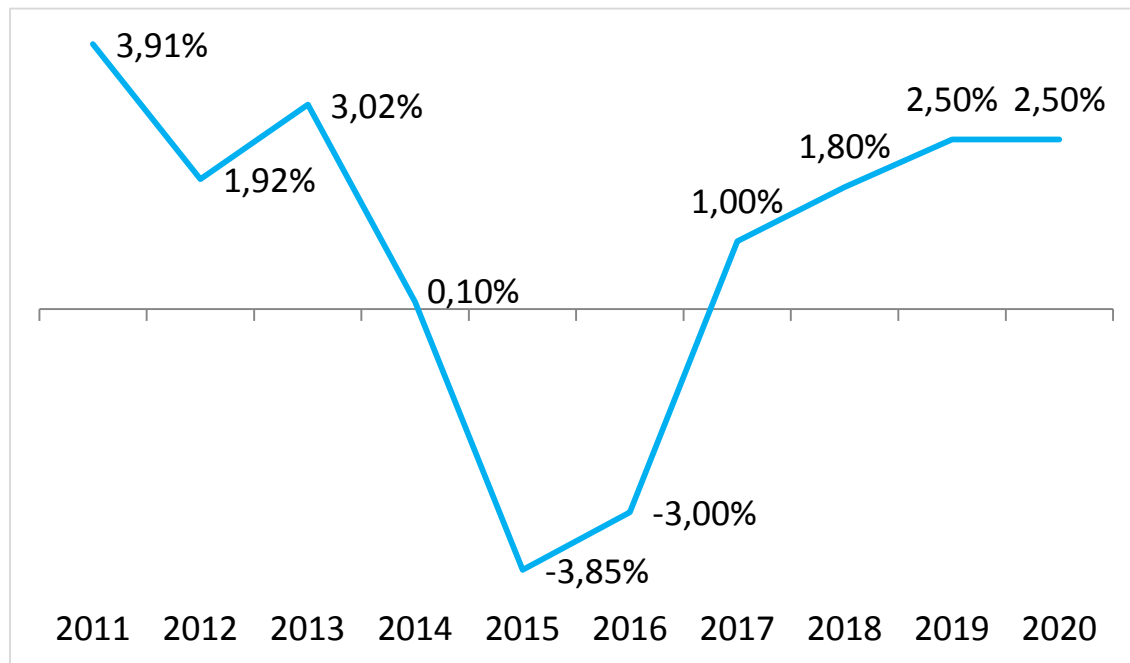
7th largest market for automobiles in the world

13th largest producer of scientific articles

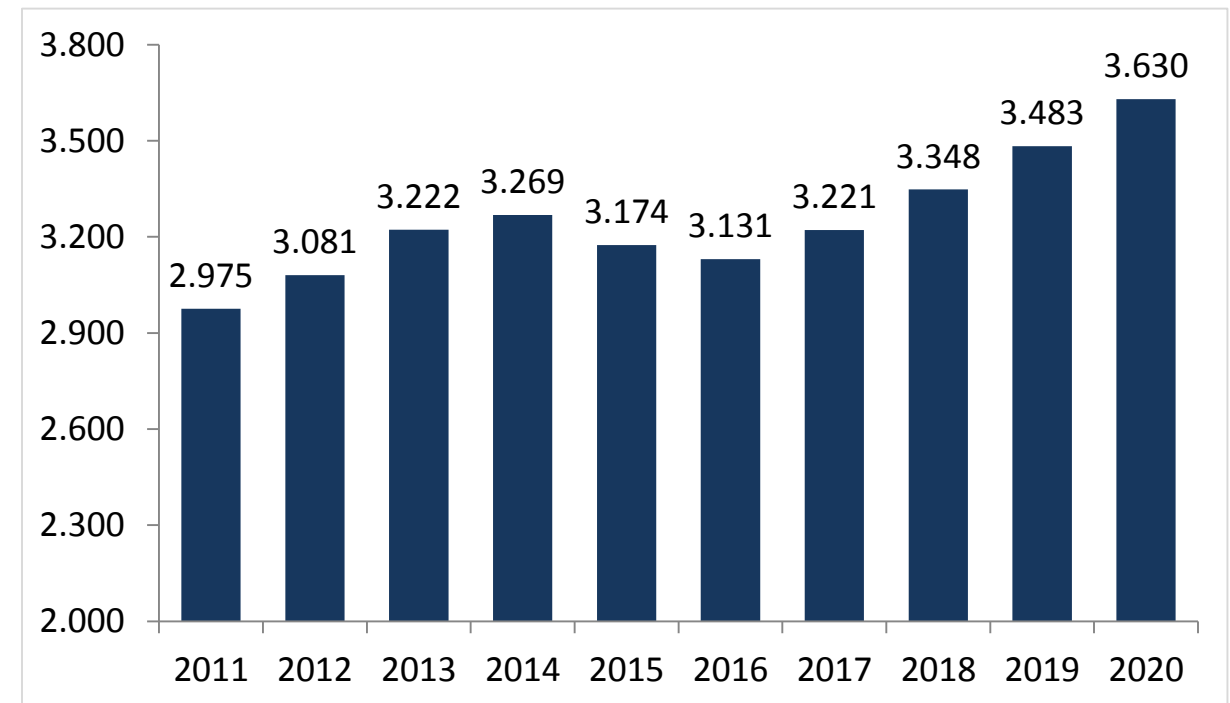


Macroeconomic Environment

Percentage change in real GDP, over previous year



Gross domestic product (GDP) based in PPP (USD Billion)



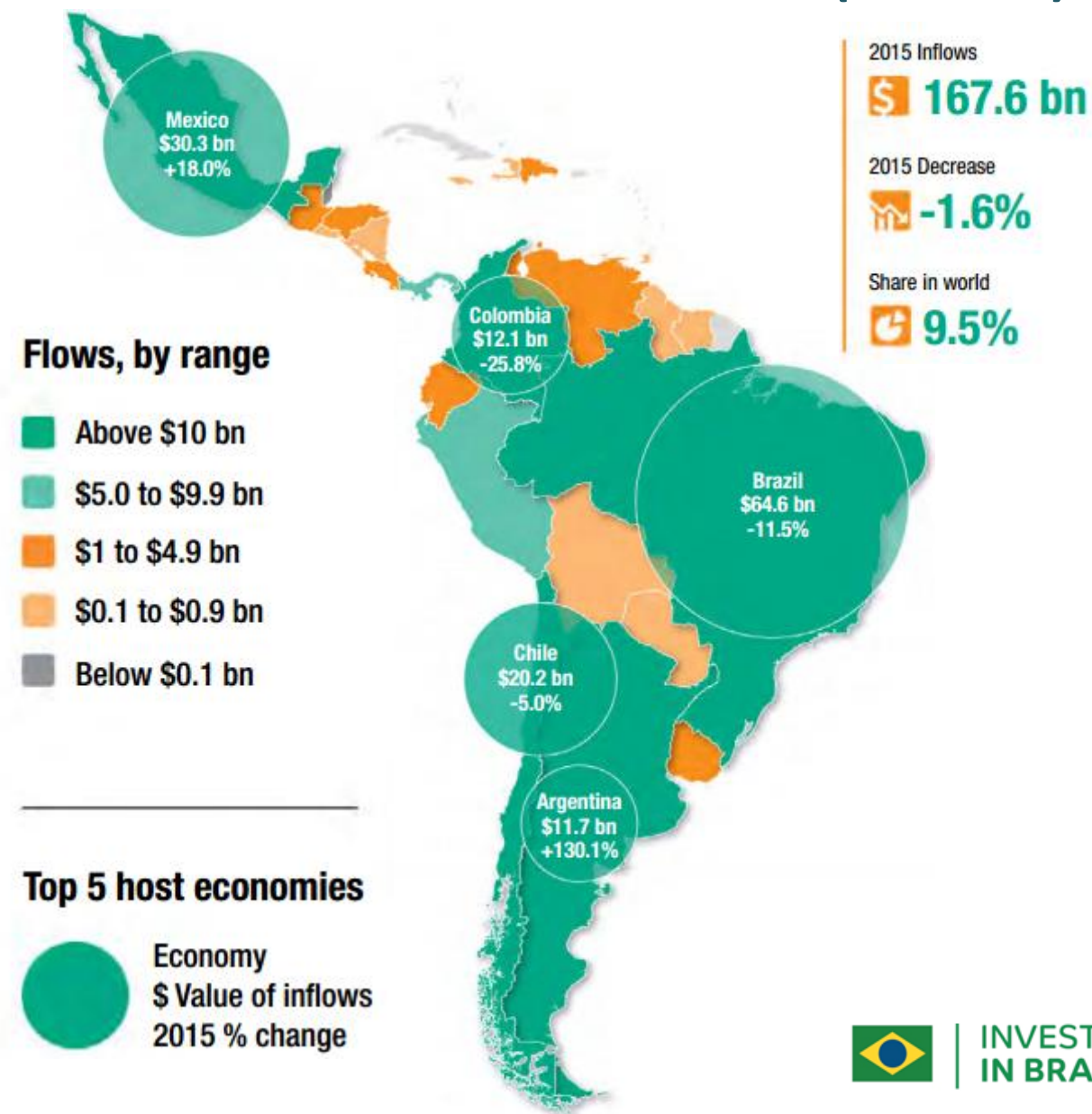
Brazilian economy is expected to begin recovering in 2017
Growth will pick up in 2019-20

Source: The Economist Intelligence Unit (EIU)

Note: *Forecasts

Brazil - Foreign Direct Investment-FDI (2015)

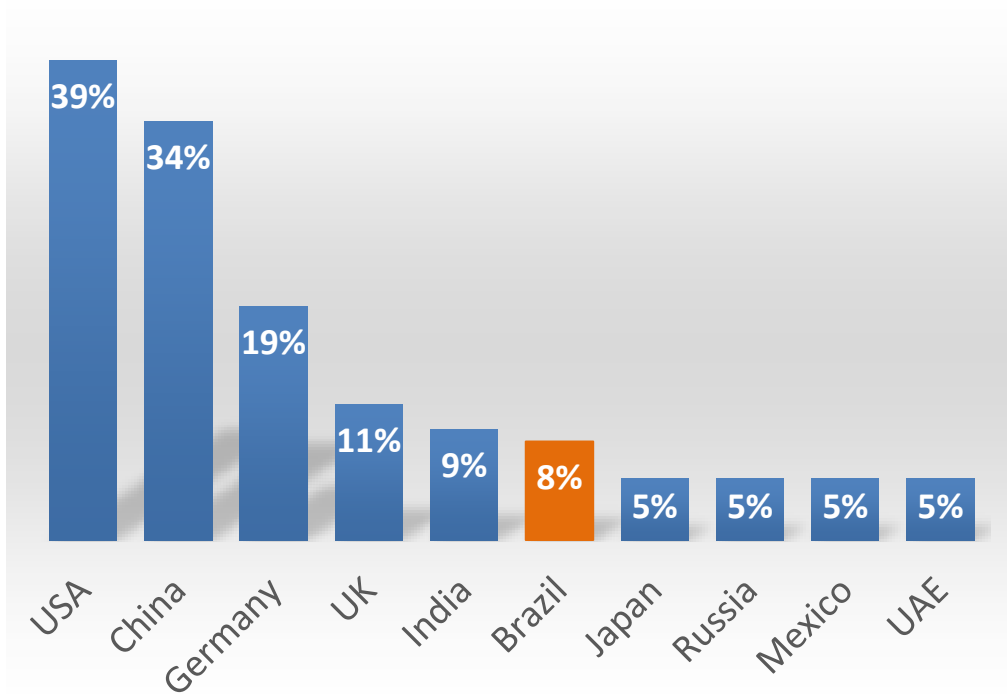
- 7th Destination of FDI
- US\$ 64.6 billions
- 40% of Latin America's FDI
- 5.1% of all productive FDI



Source: UNCTAD – World Investment Report 2016

Brazil - Business Environment

Expected Growth in BUSINESS



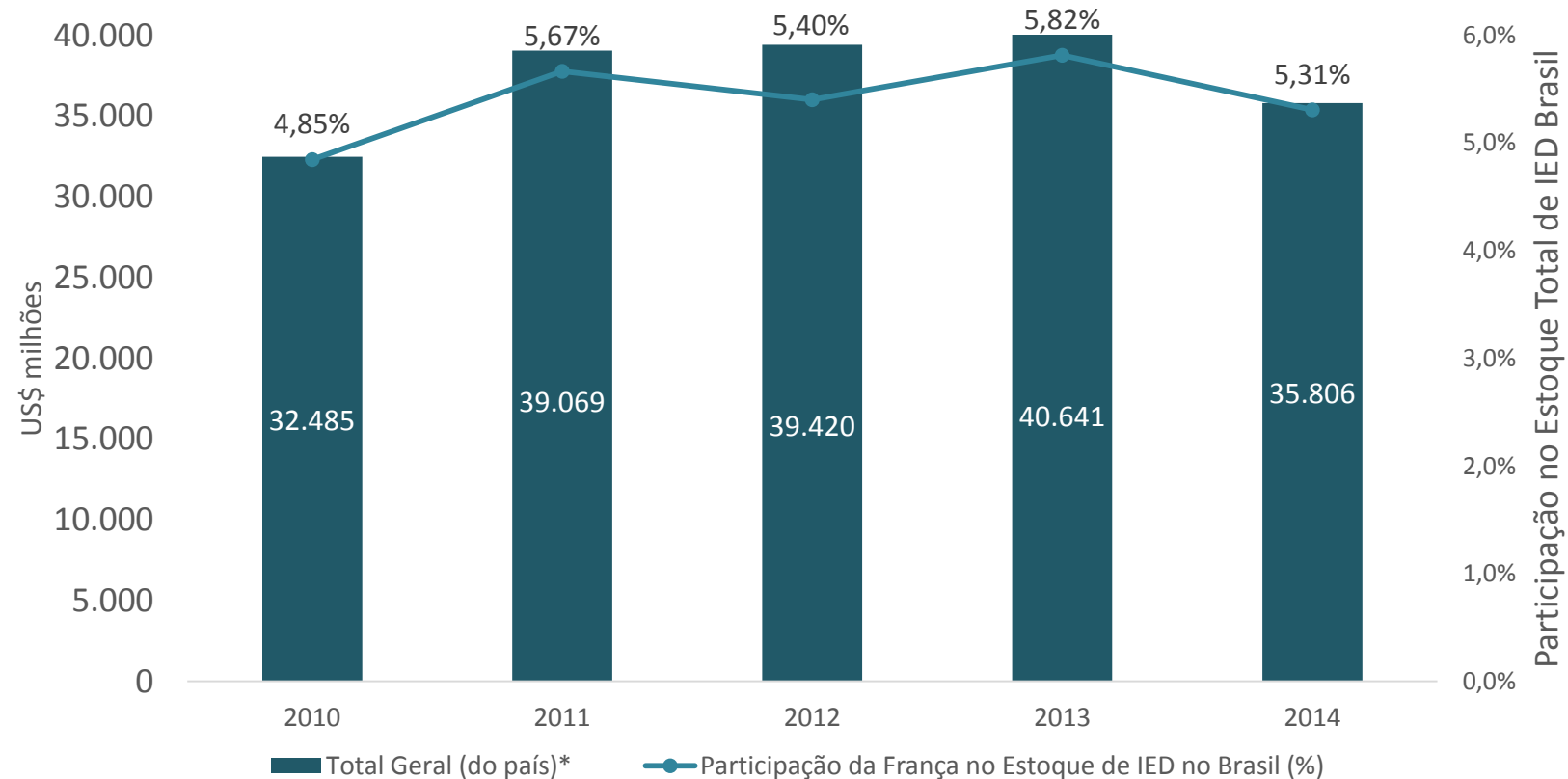
Source: PricewaterhouseCoopers (PwC) - 2016

More than **1,400 CEOs** indicated that **Brazil** is the **sixth** most often mentioned country as the one that the CEOs consider **most important** for their business.

Brazil remains an important market for multinationals

FRENCH INVESTMENTS IN BRAZIL

French FDI Stock in Brazil: 2010-2014 (US\$ million)



**Position as investor in
Brazil**

5th

5th

5th

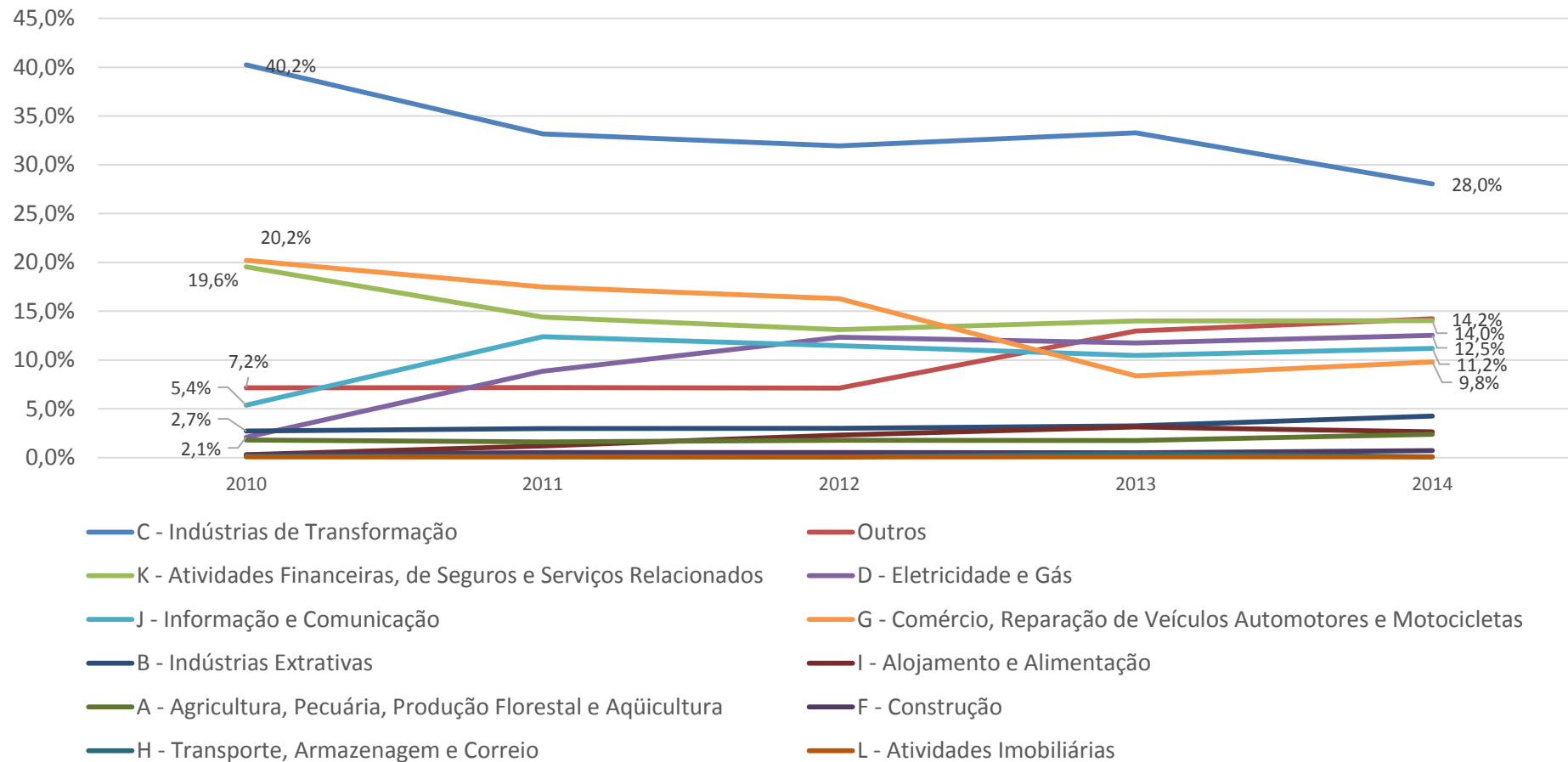
5th

5th

Source: Banco Central do Brasil, 2016

FRENCH INVESTMENTS IN BRAZIL

French FDI Stock in Brazil: 2010-2014 (US\$ million)



Source: Banco Central do Brasil, 2016

FRENCH INVESTMENTS IN BRAZIL

French Greenfield FDI in the World: Environmental Technology Cluster
2003-2016 (US\$ million)

Country	Greenfield Investment (US\$ million)
UK	6.922
United States	5.829
Romania	4.030
Brazil	3.581
Canada	2.330
India	2.174
Chile	2.047
Kuwait	1.800
China	1.757
Germany	1.646
Other	19.741

Country	Jobs Created
United States	3.455
China	3.385
Brazil	3.308
Russia	3.000
UK	2.633
India	1.864
Romania	1.858
Mexico	1.844
Kuwait	1.636
Philippines	1.555
Other	12.276

Country	Number of Projects
United States	43
UK	41
Spain	26
Brazil	24
China	22
India	18
Romania	16
Germany	14
Canada	13
South Africa	11
Other	152

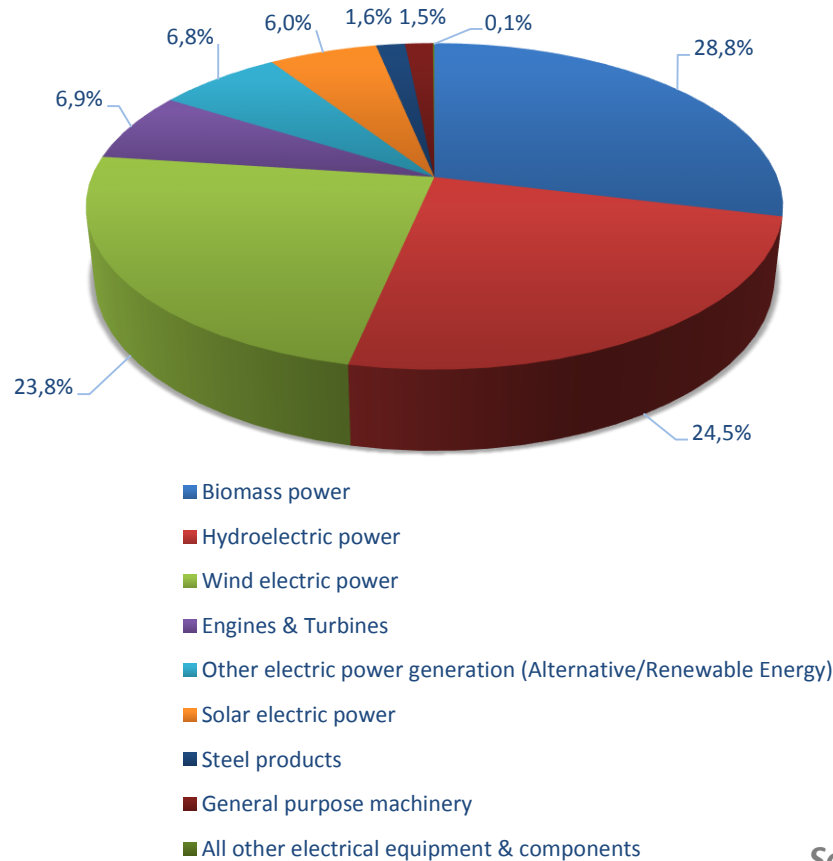
Brazil ranks as the 3rd main market for French investments in environmental technology

Source: Financial Times, 2016 (announced investments)

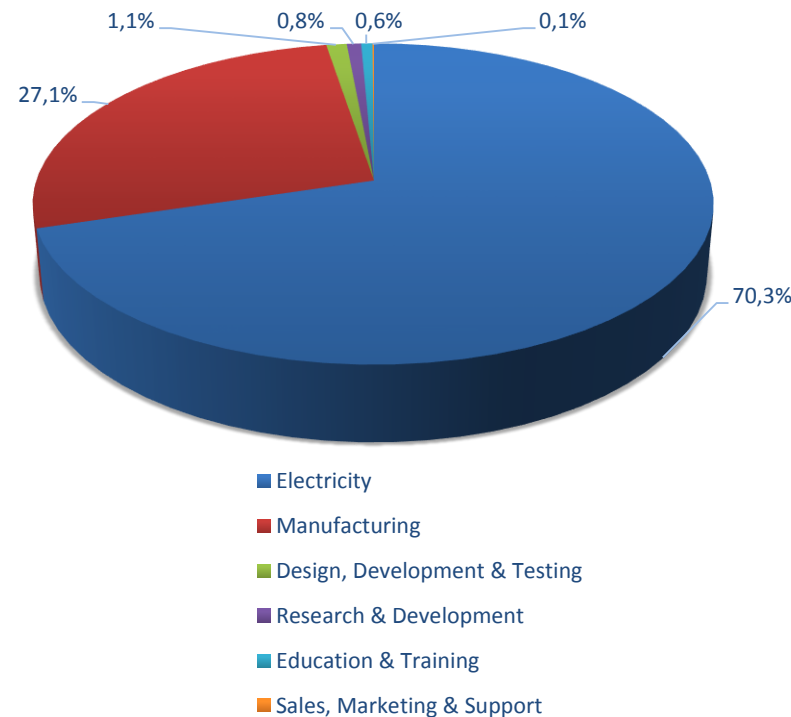
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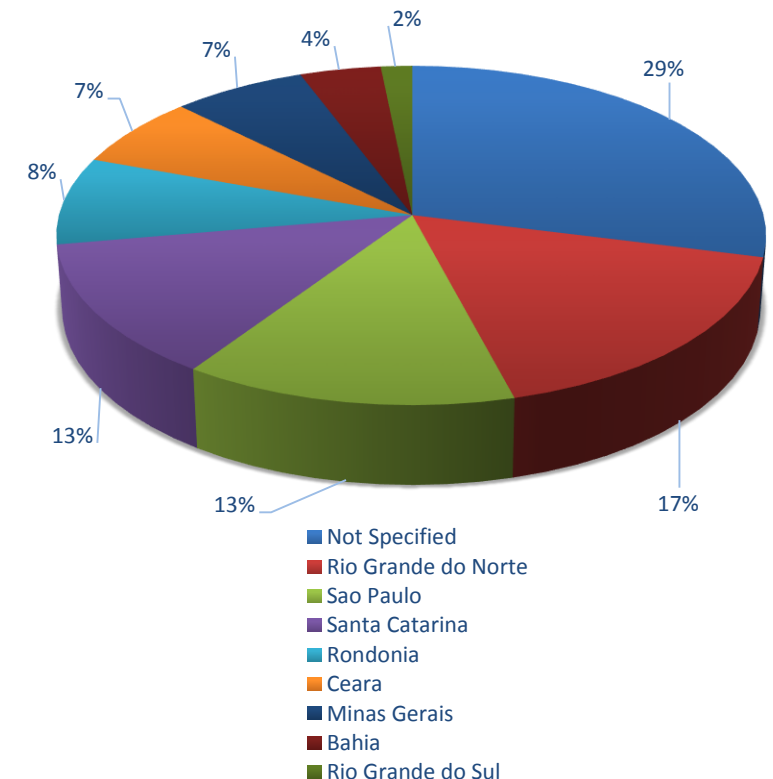
Subsectors



Industry Activities



Destination States



Source: Financial Times, 2016 (announced investments)

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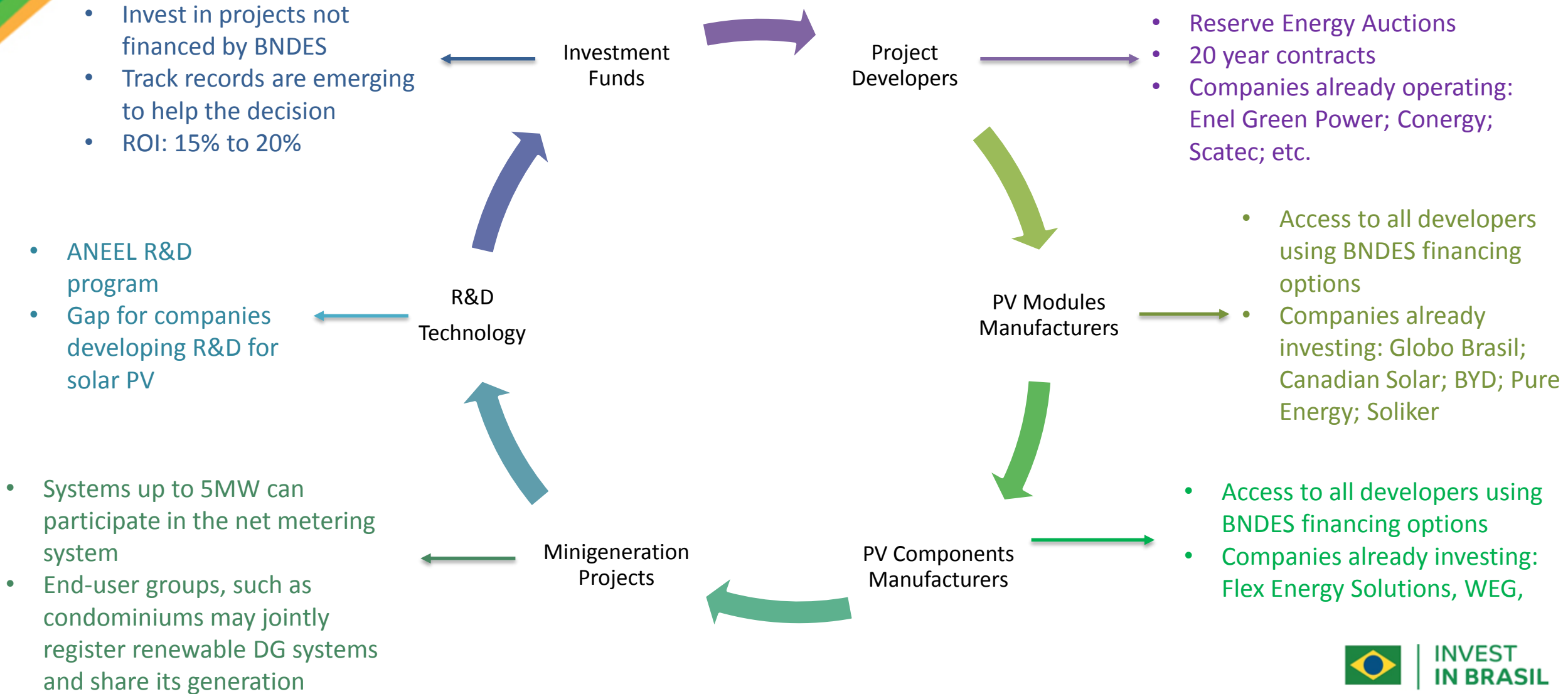
French Company	Greenfield Investment (US\$ million)	Number of Projects
Engie (GDF SUEZ) (Gaz de France)	1.580	6
Voltalia	851	4
Alstom	358	9
Rhodia	338	1
Tereos	338	1
Suez	86	1
Eco-Carbone	28	1
Exosun	3	1
Total Geral	3.581	24

Source: Financial Times, 2016 (announced investments)

MAIN OPPORTUNITIES IN SOLAR ENERGY

POTENTIAL	REALITY	PROJECTIONS
BRAZIL RANKS AS THE 5 th BEST COUNTRY IN THE WORLD FOR SOLAR POTENTIAL	THERE IS AROUND 50 MW OF PV CAPACITY INSTALLED IN BRAZIL. BETWEEN 2017-2018 ANOTHER 3300MW IS EXPECTED TO COME ONLINE	7 GW OF UTILITY SCALE PROJECTS BY 2024: US\$ 11 BILLION MARKET
HIGH CAPACITY FACTOR FOR SOLAR PHOTOVOLTAIC (PV) INSTALLATIONS OF BETWEEN 19-24 %	RESERVE ENERGY AUCTIONS (LER) ESTABLISH A RELIABLE PIPELINE FOR UTILITY-SCALE PV PROJECTS	5 GW OF DISTRIBUTED GENERATION PROJECTS BY 2024: US\$ 10 BILLION MARKET
RISING AND INCREASINGLY WEALTHY POPULATION	FAVORABLE FINANCING CONDITIONS ARE AVAILABLE THROUGH THE BRAZILIAN DEVELOPMENT BANK (BNDES) AND FROM FOREIGN CAPITAL SOURCES	SOLAR PV INSTALLED CAPACITY'S SHARE IN BRAZIL WILL INCREASE FROM 0.01% IN 2015 TO MORE THAN 30% BY 2040
FUTURE GROWTH PERSPECTIVES WILL INCREASE DEMAND FOR ENERGY	NUMEROUS TAX BREAKS AND STATEWIDE INCENTIVES WERE ESTABLISHED TO ATTRACT GLOBAL EQUIPMENT MANUFACTURERS, AS WELL AS PV PROJECT DEVELOPERS TO THE COUNTRY	
COP 21 DEAL WILL DRIVE INVESTMENTS TO SOLAR, WIND AND BIOMASS ENERGIES	THE REVISION OF THE BRAZILIAN ELECTRICITY REGULATION AGENCY'S (ANEEL) NET-METERING POLICY, THROUGH THE RESOLUTION Nº 687/2015 HAS ALSO BEEN KEY IN SUPPORTING THE PV MARKET IN BRAZIL	

MAIN OPPORTUNITIES IN SOLAR ENERGY





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THANK YOU