







BRAZILIAN ECONOMY: STATE OF PLAY

Renato da Fonseca Executive Manager of Research and Competitiveness (GPC) National Confederation of Industry – Brazil (CNI) rfonseca@cni.org.br

Brasilia
June 9th, 2014



BRAZILIAN ECONOMY: STATE OF PLAY

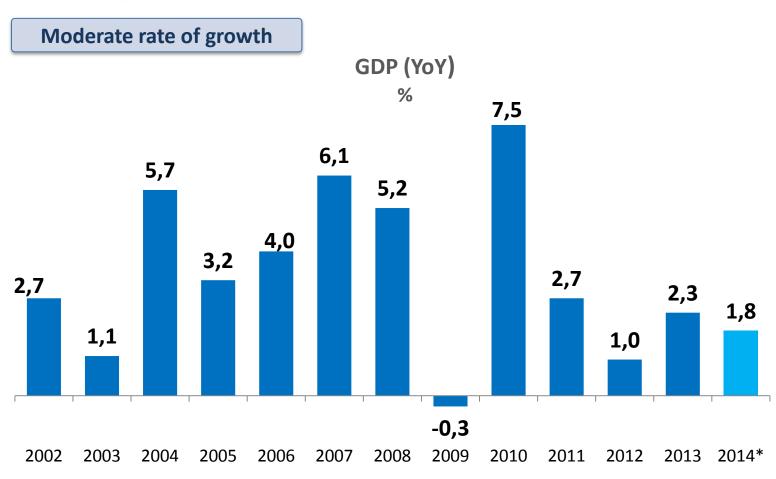


- **❖** THE BRAZILIAN ECONOMY IN 2014
- **❖** BRAZIL'S CHALLENGES
- **❖** POSITIVE TRENDS
- ❖ STRATEGIC MAP OF THE INDUSTRY 2013-2022
- ❖ 2014 ELECTIONS: CNI'S PROPOSALS TO INCREASE COMPETITIVENESS

BRAZILIAN ECONOMY IN 2014







CNI Forecast 2014

GDP: 1.8%

Industrial GDP: 1.7%

Inflation: 6.4%

Interest rate (Selic): 11.25%

Trade balance: US\$ 1.5 bi

Forecasted on April 29th

Source: IBGE. * CNI estimative.

POINTS OF ATTENTION





Inflation rate is at the target's upper limit

Consumption is slowing down

Business and consumers confidence are low

Government expenditures keep growing

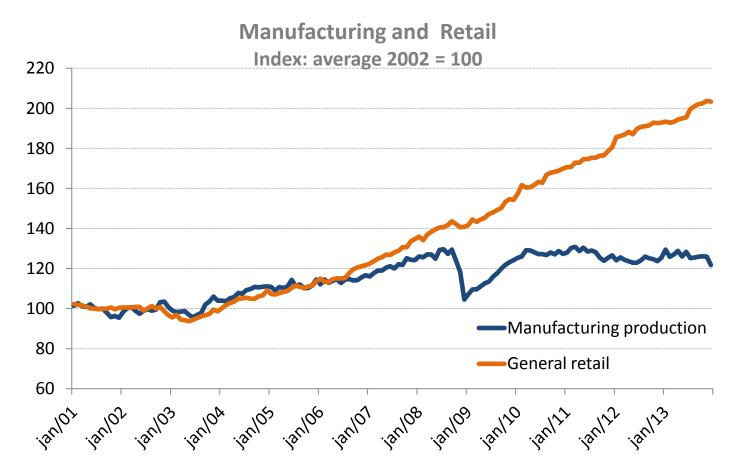
The level of the reservoirs of hydroelectric plants is low

Current account deficit is high



INDUSTRY FACES DIFFICULTIES TO GROWTH





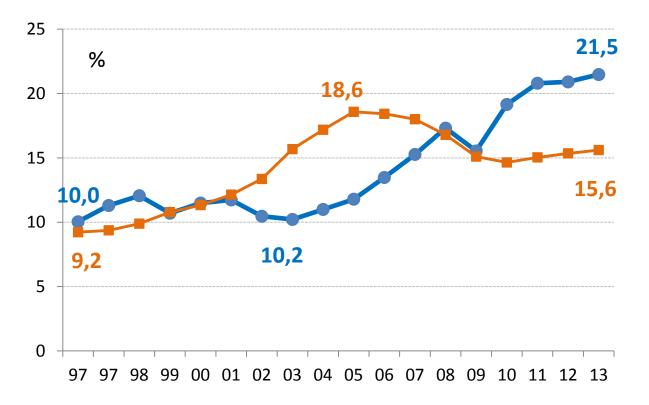
LOST OF COMPETITIVINESS





Import Penetration and Export to Output Ratios Manufacturing Industry Constant value

- Import Penetration Ratio
- Export to Output Ratio

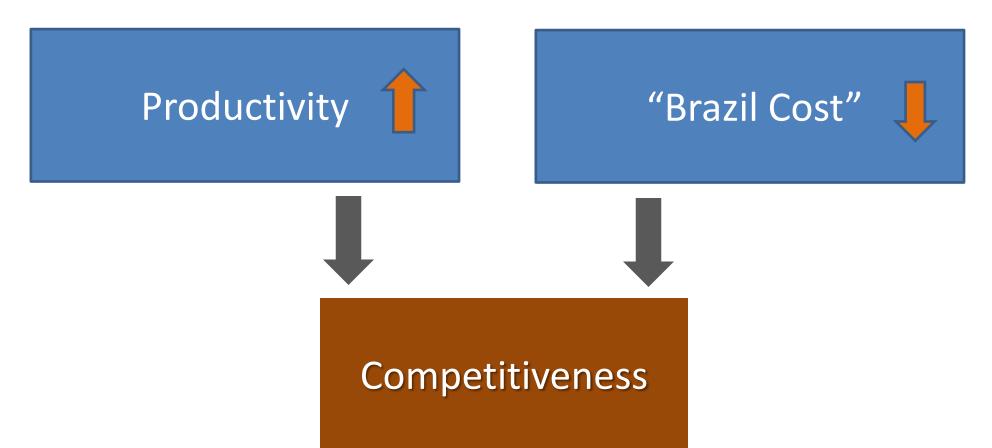


Source: CNI/FUNCEX.

BRAZIL'S CHALLENGES



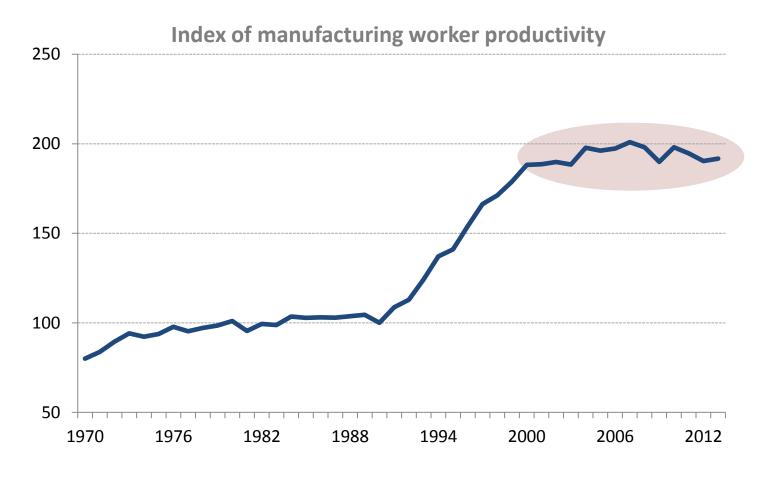






LOW PRODUCTIVITY GROWTH

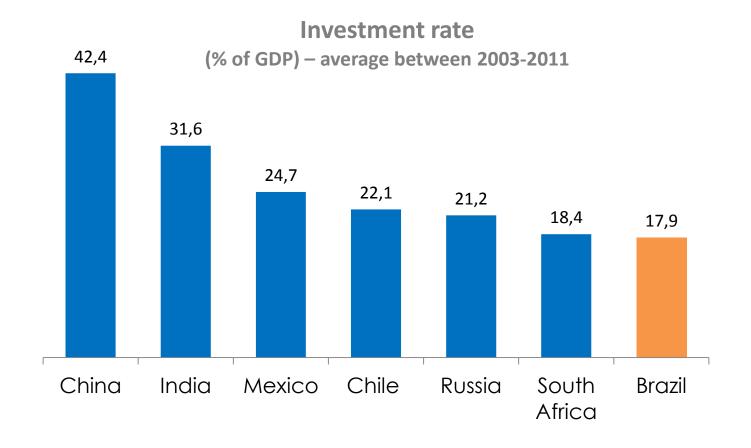






BRAZIL NEEDS TO INCREASE THE INVESTMENT RATE





2014: POSITIVE TRENDS





Improvement in the export profitability

Progressive advances in infrastructure (logistic)

High FDI Inflow: 7th host economy (over US\$ 63 bi)

Moderate investment, but focused on productivity and innovation



STRATEGIC MAP OF INDUSTRY 2013-2022



COMPETITIVENESS WITH SUSTAINABILITY

MACROECONOMIC ENVIRONMENT

- Stability and predictability
- Investment rate

GOVERNMENT EFFICIENCY

 Management of public spending

INNOVATION AND PRODUCTIVITY

- Institutional environment and incentives for innovation
- Technol. consulting services
- Business management

LABOR RELATIONS

- Modernization of labor relations
- Labor costs

INFRASTRUCTURE

- Transportation logistics
- Energy
- Telecommunications
- Sanitation

FINANCING

- Bank credit
- Stock market
- Micro, small and medium enterprises

TAXATION

- Tax load
- Elimination of burdens on investments and exports
- Simplification and transparency

MARKET DEVELOPMENT

- · Access to markets
- Internationalization
- Global value chains
- Sectoral policies
- Regional development

LEGAL CERTAINTY AND RED TAPE

- Predictability of rules
- Court efficiency
- Red Tape reduction
- Environmental licensing

EDUCATION

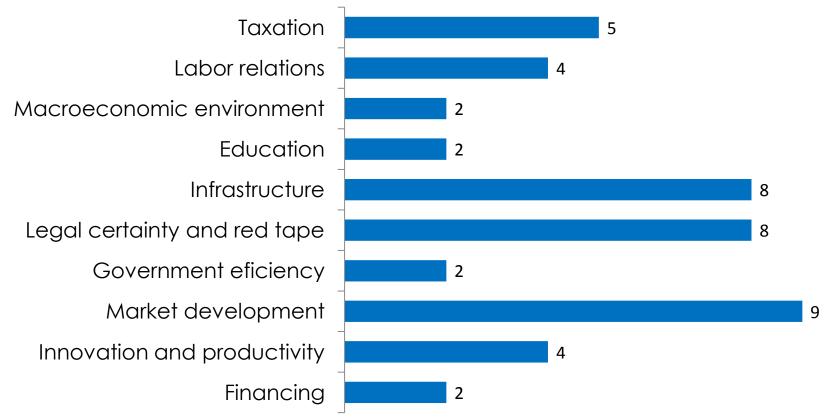
- Basic education
- Technical and vocational education and training (TVET)
- Technology and engineering education



2014 ELECTIONS: CNI PROPOSALS TO INCREASE COMPETITIVENESS



Proposals by Key Factor





2014 ELECTIONS: CNI PROPOSALS TO INCREASE COMPETITIVENESS



EXAMPLES

Tax strategy Elimination of cumulative taxes Modernization and red tape reduction on labor legislation Labor cost and productivity Fiscal rules for balanced budget Education to the world of work Logistics systems Legal certainty Governance for competitiveness Trade agreements agenda Red tape reduction on trade legislation



2014 ELECTIONS: CNI PROPOSALS TO INCREASE COMPETITIVENESS



- A pragmatic approach
- ☐ Comprehensive and timely reforms
- ☐ Laws, decrees and acts ready for the Government to sign







WWW.CNI.ORG.BR