

# AGENDA FOR THE BRICS



*Brazilian National Confederation of Industry*  
**THE FUTURE OF INDUSTRY**



# AGENDA FOR THE BRICS

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# AGENDA FOR THE BRICS



Brasília, 2020



*Brazilian National Confederation of Industry*

**THE FUTURE OF INDUSTRY**

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CNI  
National Confederation of Industry  
**Headquarters**  
Setor Bancário Norte  
Quadra 1 – Bloco C  
Edifício Roberto Simonsen  
70040-903 – Brasília – DF  
Phone: +55 (61) 3317-9000  
Fax: +55 (61) 3317-9994  
<http://www.portaldaindustria.com.br/cni/>

**Customer Service - SAC**

Phones: +55 (61) 3317-9989 / 3317-9992  
[sac@cni.org.br](mailto:sac@cni.org.br)

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# MESSAGE FROM THE CHAIRMAN OF THE BRICS BUSINESS COUNCIL (BBC)

## INTRODUCTION

In 2019 Brazil hosted the 11th BRICS Summit, when the BRICS Business Council (BBC) had the opportunity to address the main demands from the private sector to the five heads of state and government, with the delivery of their annual report.

On the Brazilian side, there was exemplary commitment and coordination in the BBC working groups to negotiate recommendations of low complexity and with great potential to contribute to the improvement of the business environment.

Our challenge now is to maintain the engagement of the Brazilian members of the board, in a period where the COVID-19 pandemic is affecting nearly all sectors of our economy.

Although it is not yet possible to measure the results of this crisis in international trade and investments, the private sector believes that governments should contribute to businesses survival and the maintenance of jobs.

This is the Agenda for the BRICS a document that lists the main Brazilian demands for the agenda with Russia, India, China, and South Africa - the BBC collaboration for the resumption of growth.

### **Jackson Schneider**

CEO of Embraer Defesa e Segurança

Chairman of the Brazilian Section of the BRICS Business Council

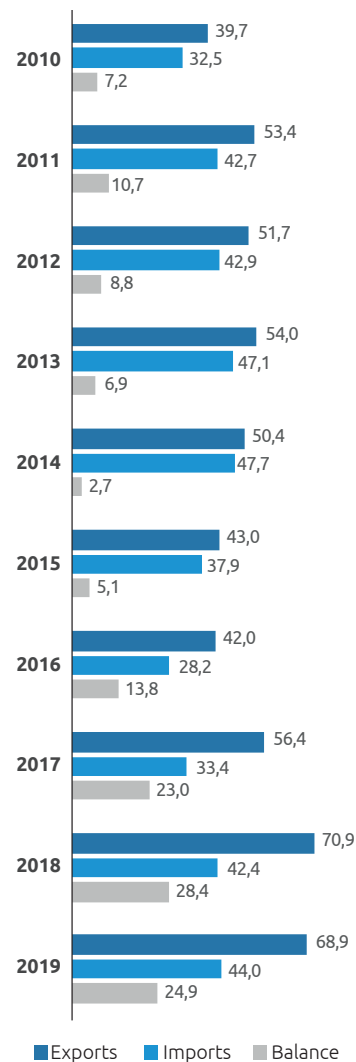


# 1 PROFILE OF TRADE RELATIONS

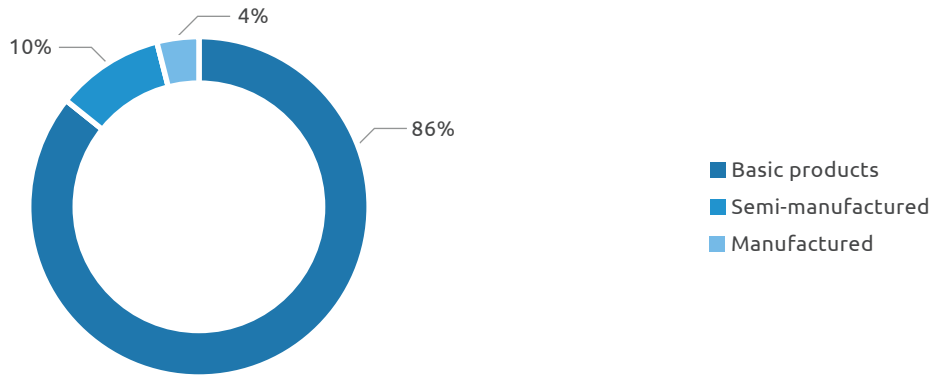
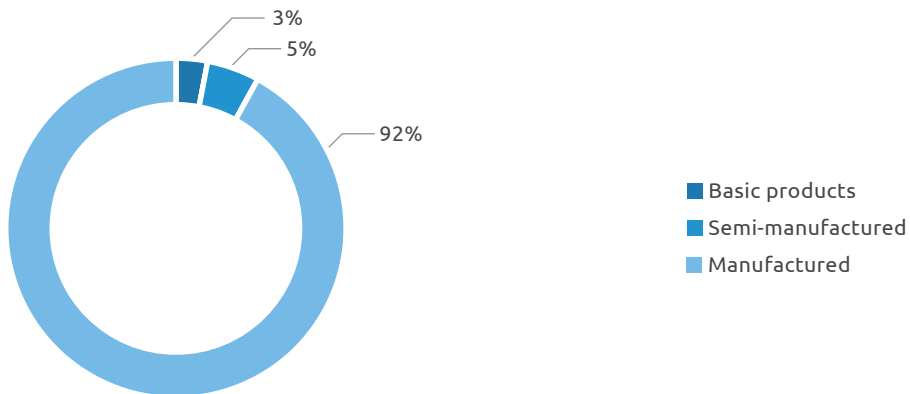


BRICS countries accounted for 28.0% of Brazil's total imports and exports in 2019.

**CHART 1 –** History of Brazil-BRICS trade balance (US\$ trillion)

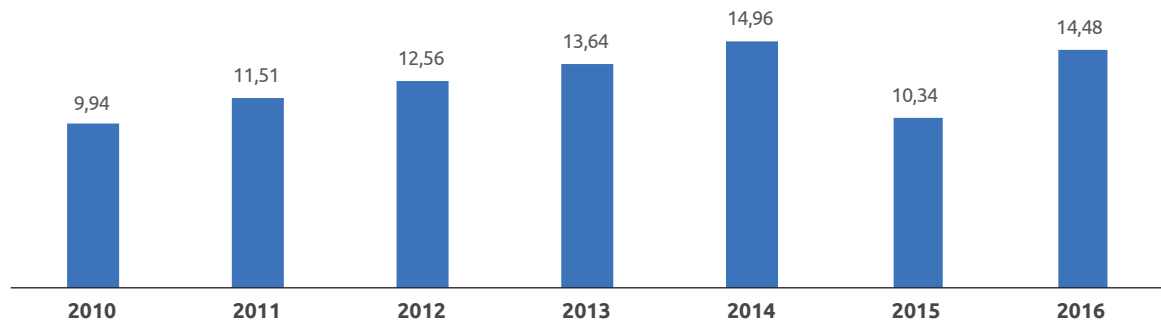


Source: ComexStat. Prepared by: CNI.

**CHART 2 – Trade Agenda****BRAZILIAN EXPORTS TO BRICS COUNTRIES - 2019 (ISIC FACTOR)****BRAZILIAN IMPORTS FROM BRICS COUNTRIES - 2019 (ISIC FACTOR)**

Source: FuncexData. Prepared by: CNI.

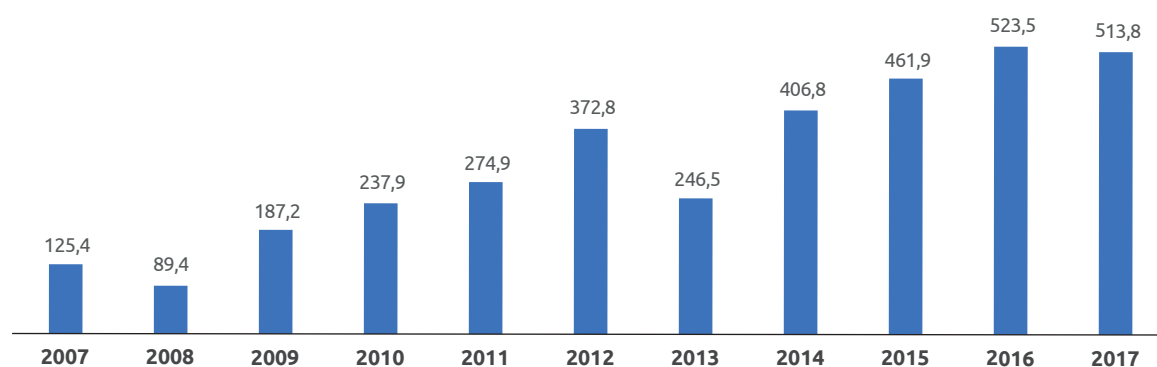
Between 2010 and 2016, BRICS countries invested US\$ 87.4 billion in Brazil.

**CHART 3 – Investments of BRICS countries in Brazil (US\$ billion)**

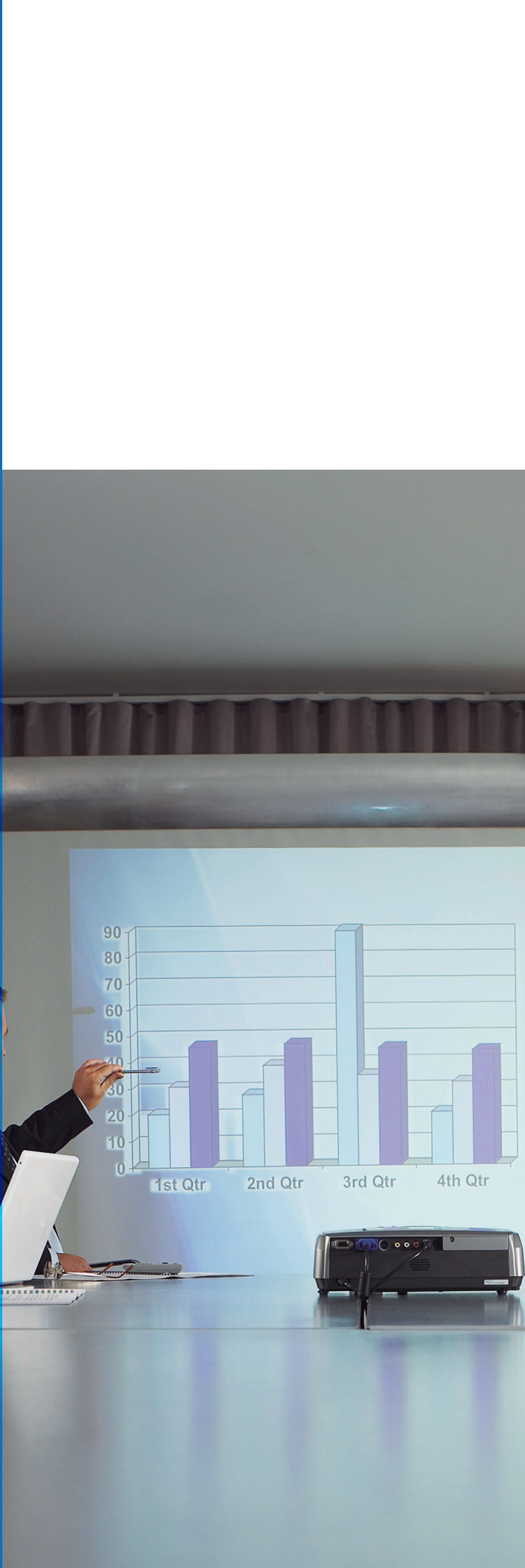
Source: Central Bank of Brazil. Prepared by: CNI.

The Brazilian investments in BRICS countries increased 475% between 2007 and 2017, the lastest year of official data available.

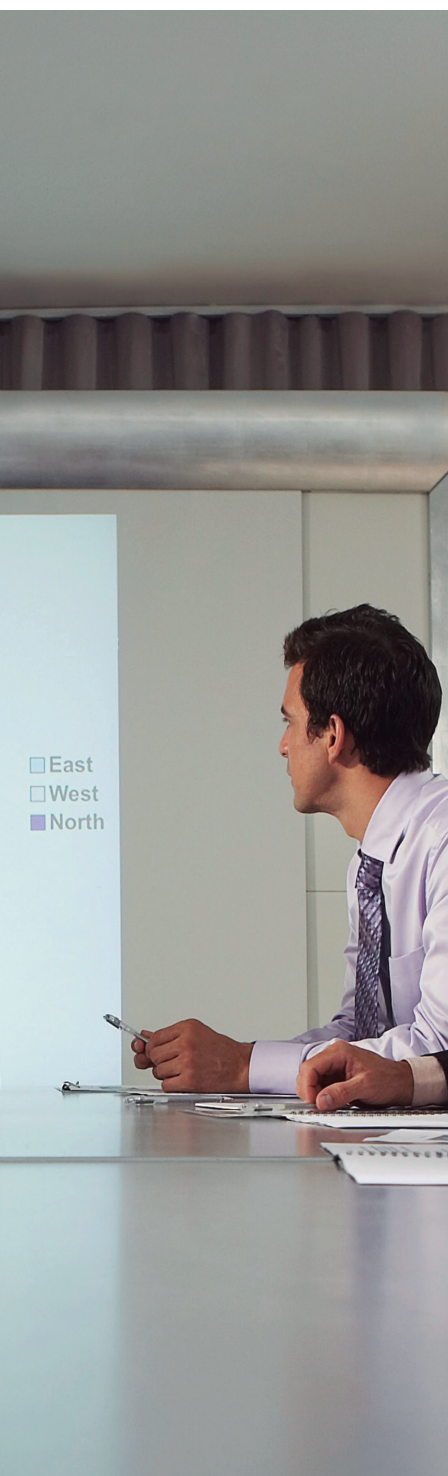
**CHART 4** – Brazilian investments in BRICS countries (US\$ million)



Source: Central Bank of Brazil. Prepared by: CNI.



## 2 2019-2020 RESULTS



**Intellectual Property:** entry into force of the new pilot project between the Brazilian Institute of Industrial Property (INPI) and China's National Intellectual Property Administration (CNIPA), valid for five years, covering patent applications with any International Patent Classification (2019).

**Mutual Recognition Agreement between Authorized Economic Operator programs:** Ratification of a Mutual Recognition Agreement (MRA) between Authorized Economic Operator (AEO) programs of Brazil and China (2019).

**Cooperation and Investment Facilitation Agreement:** Ratification of the Cooperation and Investment Facilitation Agreement between Brazil and India (2020).

**Social Security Agreement:** Ratification of the Social Security Agreement between Brazil and India (2020).

**Bioenergy:** Ratification of the Memorandum of Understanding on Bioenergy Cooperation between Brazil and India (2020).





# 3 DEMANDS OF THE BRAZILIAN PRIVATE SECTOR



CNI conducted consultations with members of the Brazilian Section of BBC, from February to May 2020, and put together a list of the main demands of the Brazilian private sector. As a result, 18 measures were identified with the potential to improve the business environment and increase trade and investment between Brazil and the BRICS countries.

## 3.1 MODERN BIOTECHNOLOGY



### OBJECTIVE

---

Strengthen cooperation in modern biotechnology.



### CONTEXT

---

The Ministers of Agriculture of the BRICS countries adopted the Bonito Declaration in 2019, which recognized the role that modern biotechnology can play in the improvement of agricultural efficiency and sustainability. In order to strengthen cooperation, the following initiatives are suggested:

- Negotiate an agreement for mutual recognition of regulatory studies reviewing and approving biotechnology products, safety assessment, among others.
- Promote an annual meeting of BRICS regulatory agencies to strengthen dialogue and consultations in areas such as biotech safety review and germplasm research and development, including private sector participation.



### BENEFITS

---

Improved agricultural efficiency and sustainability and increased access to innovation.



### GOVERNMENTAL BODY

---

Ministry of Agriculture, Livestock and Food Supply and Ministry of Science, Technology, Innovation and Communications.

## 3.2 REGULATION



### OBJECTIVE

---

Promote dialogue on regulatory issues in the trade between BRICS countries.



### CONTEXT

---

The agricultural trade and exchange among BRICS countries is excessively regulated regarding many products. For example, the Bilateral International Certification is negotiated under many individual sets of rules, making the documentation aspect a bottleneck to agricultural trade. To advance the harmonization process, the following initiatives are suggested:

- Create a task force to analyze and prioritize the products or groups of products that can be the object of such dialogue;
- Promote an annual meeting of the sanitary and phytosanitary bodies on regulatory issues, including private sector participation.



### BENEFITS

---

Reduced bureaucracy, increased agricultural trade and income generation by promoting local development.



### GOVERNMENTAL BODY

---

Ministry of Agriculture, Livestock and Food Supply and Ministry of Economy.

## 3.3 PHYTOSANITARY CERTIFICATES



### OBJECTIVE

---

Adopt electronic phytosanitary certificates in bilateral trade between BRICS countries.



### CONTEXT

---

The ePhyto is the electronic version of the phytosanitary certificate. The adoption of the ePhyto Hub, developed by the International Plant Protection Convention (IPPC), allows the exchange of electronic certificates with a standard format, in an expedite and accurate manner, and at a low cost. The IPPC has over 180 contracting parties, including all BRICS countries.



### BENEFITS

---

Efficient inspection of plants and plant product, fraud reduction, and reduced trade costs.



### GOVERNMENTAL BODY

---

Ministry of Agriculture, Livestock and Food Supply.

## 3.4 AUTHORIZED ECONOMIC OPERATOR



### OBJECTIVE

---

Establish and implement Mutual Recognition Agreements (MRA) between Authorized Economic Operator (AEO) programs



### CONTEXT

---

The bilateral establishment of MRAs allows the procedures adopted in AEO certification in Brazil to be recognized in the BRICS countries, and vice versa. Thus, authorized companies are automatically recognized as low risk in customs.

The Brazilian AEO model achieved a reduction of more than 70% in time for customs inspections. In exports, the average time for cargo clearing fell from 3.4 hours to less than 1 hour, and in imports, from 23.7 hours to 4.4 hours.

It is suggested the adoption of bilateral action plans between Brazil, Russia, India, and South Africa, as well as the implementation of the agreement signed in 2019 with China



### BENEFITS

---

Bureaucracy simplification, customs security enhancement, and time and costs reduction in the exchange of goods.



### GOVERNMENTAL BODY

---

Ministry of Economy.

## 3.5 INVESTMENTS



### OBJECTIVE

---

Define national focal points for BRICS investors.



### CONTEXT

---

The signing of Investment Agreements with China, Russia, and South Africa should be a priority for governments. However, the designation of national focal points to offer support to foreign investors, preferably accessed by electronic means, would contribute to boosting investment flows among BRICS countries.

This recommendation is in line with the Outlines for BRICS Investment Facilitation document, adopted by the BRICS in 2017, which encouraged the countries to explore the possibility of establishing or designating an ombudsman or a national focal point to handle inquiries and provide information related to investment.



### BENEFITS

---

Improved environment for mutual investment through transparency and access to information.



### GOVERNMENTAL BODY

---

Ministry of Economy.

## 3.6 DIGITAL INCLUSIVENESS



### OBJECTIVE

---

Increase connectivity in remote areas.



### CONTEXT

---

The BRICS countries share some common challenges that concern their extensive rural or remote areas. For business and citizens to be reached by broadband networks, there should be an expansion of the telecommunication infrastructure, which is the foundation of the digital economy.

While Russia and China are references in terms of connectivity and inclusiveness, to Brazil the challenge is to expand connectivity beyond the urban areas. To increase connectivity in Brazil, the following initiatives are suggested:

- Develop joint projects for the expansion of connectivity in remote areas with funding from the New Development Bank (NDB).
- Share experiences such as the Brazilian Agribusiness 4.0 Chamber and the development of digital infrastructure in the BRICS countries;
- Prioritize the discussion on 5G inside the BRICS Communications Ministers Group; and
- Share experiences on the current support and subsidy models in the respective countries to encourage broadband connectivity, including the deployment of fiber optic networks and 4G/5G/FTTH services in remote/low population density rural areas.



### BENEFITS

---

Increased access to public services and e-commerce and increased use of Industry 4.0 technologies such as the Internet of Things.



### GOVERNMENTAL BODY

---

Ministry of Science, Technology, Innovation and Communications.

## 3.7 INDUSTRY 4.0



### OBJECTIVE

---

Promote the adoption of Industry 4.0 solutions in small- and medium-sized enterprises (SMEs).



### CONTEXT

---

To gain competitiveness in the global market, companies, especially small- and medium-sized enterprises (SMEs), must digitalize their production processes to enhance their productivity. To raise awareness on the subject, the following initiatives are suggested:

- Establish a collaborative network, involving private and public sectors, to share best practices in the adoption of digital technologies by SMEs, including the experience with the Brazilian Chamber for Industry 4.0;
- Prioritize the discussion on Industry 4.0 in the BRICS Industries Ministers Forum.



### BENEFITS

---

Competitiveness and productivity gains.



### GOVERNMENTAL BODY

---

Ministry of Science, Technology, Innovation and Communications.



## 3.8 INFRASTRUCTURE FUNDING



### OBJECTIVE

---

Implement additional private equity funds to foster infrastructure projects.



### CONTEXT

---

Low investment in infrastructure hinders the international competitiveness of some sectors of the economy. Since governments are the largest financiers of infrastructure projects, with the complement of multilateral development banks, it is necessary to create an equity fund to enhance and foster greenfield investments.

The idea is for the fund to be composed of the NDB, in addition to two other national financial institutions, and to be managed by a private financial institution. The NDB would contribute with 1/3 of the total resources, while the others would contribute with 2/3, and the administrator would also contribute with 10% of this fund's equity resources.



### BENEFITS

---

Increased infrastructure investments, maximized private investments and approach between private and public sources.



### GOVERNMENTAL BODY

---

New Development Bank.

## 3.9 URBAN MOBILITY AND REDUCTION OF GREENHOUSE GAS EMISSIONS



### OBJECTIVE

---

Adopt a Well-to-Wheel methodology to evaluate energy efficiency performance towards electromobility solutions.



### CONTEXT

---

The countries of BRICS should look for cleaner and more efficient mobility alternatives in order to reduce greenhouse gas emissions and develop more sustainable economic activities. In the case of Brazil, hybrid and electric vehicles are a small portion of the total fleet, although there are public policies aimed at stimulating electromobility projects, especially at state and local levels. To implement an electromobility ecosystem, the following initiatives are suggested:

- Share experiences on technical and regulatory challenges as well as on the overall impacts on the national energy sector.
- Develop national mobility plans that promote new technologies in the automotive industry.
- Apply the Well-to-Wheel methodology, which proposes full-cycle energy efficiency evaluation criteria and considers each economy's different characteristics and stages of development, offering isonomic reference parameters.



### BENEFITS

---

Equality in the implementation of electromobility ecosystems in the BRICS countries and reduction of environmental impacts caused by CO<sub>2</sub> emissions.



### GOVERNMENTAL BODY

---

Ministry of Infrastructure.

## 3.10 AVIATION



### OBJECTIVE

---

Prepare an inventory of international best practices in aviation, products, and services.



### CONTEXT

---

Each BRICS country has experienced the expansion of air transport services in recent years with the potential to cooperate with other countries of the bloc, in particular on benchmark policies for the expansion of air connectivity for the benefit of passenger and cargo transportation between the BRICS countries.

It is suggested that governments draw up an inventory of best practices in aviation that establishes a basis for training and technical cooperation in the fields of airport infrastructure, air traffic management, aviation regulation, expansion of air route networks, environmental sustainability, as well as other relevant initiatives to improve connectivity.



### BENEFITS

---

Enhanced public policies, more affordable air transportation, and improved safety and sustainability in the sector.



### GOVERNMENTAL BODY

---

National Civil Aviation Agency of Brazil.

## 3.11 TECHNICAL AND VOCATIONAL EDUCATION



### OBJECTIVE

---

Assure financial means to promote technical cooperation projects among BRICS countries.



### CONTEXT

---

The transfer of knowledge and skills among BRICS institutions could help improve the quality of technical education, which is the cornerstone for industrial and technological development.

In order to enable joint technical cooperation projects it is vital that technical and vocational education institutions have access to funds, financial aid, and governmental investment for technical cooperation implementation.



### BENEFITS

---

Improved professional and technical level of the labor force and adequacy for Industry 4.0.



### GOVERNMENTAL BODY

---

Ministry of Education, Ministry of Foreign Affairs and Brazilian Cooperation Agency.

## 3.12 COMMON CURRICULAR BASIS



### OBJECTIVE

---

Adopt a common curricular basis for future skills development.



### CONTEXT

---

Since the connection between physical and digital environments will shape the work of the future, the supply of technical and vocational education must be updated in each country according to market needs and advanced manufacturing and industry 4.0 environments.

Therefore, developing human capacity, providing the necessary skills, and allowing the working age population to access the job market should be a policy priority for BRICS countries, which should also exchange best practices and lessons learned in the development of future skills curricula.



### BENEFITS

---

Adaptation of curricula to the future skills and adaptation of the labor force to the Industry 4.0.



### GOVERNMENTAL BODY

---

Ministry of Education.

## 3.13 PROMOTION OF BRICS SKILLS CHALLENGES



### OBJECTIVE

---

Assure financial means for the annual promotion of BRICS Challenges.



### CONTEXT

---

The BRICS Challenges is a technical and vocational education competition for the youth, which allows the development of skills and the adaptation of young people to the Industry 4.0 in BRICS countries.

For the competition to be held in a sustainable manner, there should be constant benchmarking of the skills needed for the professions of the future among the BRICS countries, and the competitions should have financial support.



### BENEFITS

---

Development of vocational skills according to market needs and updated technical and vocational education.



### GOVERNMENTAL BODY

---

Ministry of Education, Ministry of Foreign Affairs and Brazilian Cooperation Agency.

## 3.14 FLOW OF PEOPLE



### OBJECTIVE

---

Exemption of short-stay visas for tourism and business among BRICS countries.



### CONTEXT

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Brazil exempts South African and Russian nationals from short stay visas. However, the volume of Chinese and Indian investments in Brazil is considerably higher, which justifies the adoption of measures to facilitate travel for passengers from these countries.

In 2019, the Brazilian government announced its interest in granting unilateral visa exemption for China and India, but no concrete steps have been taken so far.

Facilitating travel between BRICS countries will help to make the business environment more favorable by intensifying the flow of trade and investment.



### BENEFITS

---

Increased trade and investment opportunities and business competitiveness.



### GOVERNMENTAL BODY

---

Ministry of Foreign Affairs.

## 3.15 PATENTS



### OBJECTIVE

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Enter into a Patent Sharing Review agreement with Russia, India, and South Africa and convert the pilot project with China into a permanent agreement.



### CONTEXT

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Although Brazil has 19 Patent Prosecution Highway Agreements, the only BRICS country contemplated is China. In 2019, Brazil began to adopt a new pilot project model, excluding the sector limitation existing in previous models.

The PPH helps to avoid redundant effort by examiners in partner countries by ensuring reciprocal access and voluntary use of the analysis to reduce the time for patent granting.



### BENEFITS

---

Reduced time to grant patents, greater legal security, and greater competitiveness.



### GOVERNMENTAL BODY

---

National Institute of Industrial Property.



## 3.16 AIR SERVICES



### OBJECTIVE

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Expansion of the “freedoms of the air” of the Air Transport Agreements with Russia, India, China, and South Africa.



### CONTEXT

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Brazil has entered into agreements with all BRICS countries that give access to the 5th “freedom of the air”, but since they are important air hubs in their continents, it is relevant to update the existing agreements to provide for the access to the “6th freedom of the air” for passenger transportation. The 6th freedom allows intermediate landing in the territory of registration of the aircraft during travel between a third State and the contracting State.

For cargo-only services, Ordinance No. 527, of August 5, 2019, of the Brazilian Ministry of Infrastructure, defined as a principle for negotiating agreements the granting of traffic rights up to the “7th freedom of air”, which allows cargo transportation between Brazilian airports and those of third countries without the need to return to the country of origin of the airline.



### BENEFITS

---

Increased offer of air services, reduced goods transportation costs, increased foreign trade competitiveness.



### GOVERNMENTAL BODY

---

Ministry of Infrastructure and National Civil Aviation Agency of Brazil.

## 3.17 NEW DEVELOPMENT BANK



### OBJECTIVE

---

Internalize the Agreement to establish the regional headquarters of the NDB in Brazil.



### CONTEXT

---

Until November 2019, Brazil ranked last among the New Development Bank (NDB) borrowing countries. After the start of operations of the regional office for the Americas in Brazil, the country overtook South Africa and is now second-to-last on that list.

However, the internalization of the agreement to establish the regional headquarters for the Americas in the country is still pending approval by the National Congress and subsequent promulgation.



### BENEFITS

---

Legal certainty for the operation of NDB in Brazil.



### GOVERNMENTAL BODY

---

National Congress.

## 3.18 BARRIERS



### OBJECTIVE

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Removal of trade barriers imposed for Brazilian products in Russia, India, China, and South Africa.



### CONTEXT

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Trade and investment barriers are increasingly sophisticated and difficult to identify. In this context, ongoing work with the private sector is needed to identify, monitor and overcome these barriers. For Russia, India, China, and South Africa, the Brazilian private sector has identified barriers for the following products:

### RUSSIA

- **Beef and pork:** ban on the entry of beef and pork of Brazilian origin into Russian territory, on the grounds that the Russian inspection authority has allegedly found traces of ractopamine in such products.
- **Chicken:** the following quotas are applied for poultry imports: intra-quota tariff of 25% and external quotas of 80%. The total volume of quotas is 364,000 tons allocated to the European Union, 20,000 to other countries, and 250,000 tons of meat on the bone allocated to all countries. However, not all codes can be imported within quotas, for example, whole boneless chicken (shawarma) is currently subject to 80% import tax, according to Russia's internal customs regulations.

### INDIA

- **Sugar:** since 2009, the Indian government has set a minimum remunerative price for sugar cane after inquiring state governments and sugar industry associations. The system guarantees profit margins for farmers, regardless of the individual performance of any sugar mill. The minimum price system contributes to the sugar price distortion on the world market.

- **Chicken:** India requires import licenses for Brazilian chicken, restricting access to the local market, despite being a “Lista Brasil” (Brazil List) or “Lista Geral” (General List) country, i.e., not needing a specific license for each producer unit. Moreover, India levies the following tariffs on Brazilian products: boneless chicken cuts: 100%; bone-in chicken cuts: 100%; whole chicken: 30%; processed products: 20%.

## CHINA

- **Coffee:** the Chinese Government promotes tariff escalation that inhibits the export of higher value-added products to China’s market. While the tariff for beans is 8%, it is 32% for coffee essence.
- **Cosmetics:** the Chinese government requires compulsory animal testing for administrative license applications for new imported cosmetic ingredients and products. As a result, Brazil has exported negligible volumes over the years. The Brazilian market share has always remained negligible (below 0.01%) between 2013 and 2018.
- **Hides and skins:** Decree no. 159 of 2014 established a new regulation for exports of non-edible animal products and thus increased the number of applications for health certificates for the export of hides.
- **Chicken:** In 2019, an anti-dumping investigation on Brazilian exports of whole chicken and chicken parts was concluded imposing minimum prices for exports to China. However, the first phase of the agreement to end the trade war between China and the United States authorized the sale of U.S. poultry, which had been suspended since 2015 due to the bird flu. In this sense, it is necessary to renegotiate the minimum prices applied to Brazilian poultry to mitigate loss in competitiveness.
- **Pet food:** although Brazil and China have bilateral International Health Certificate (IHC) for the export of pet food containing protein of ruminant origin, Brazil is banned from exporting this product to China since 2013 due to bovine spongiform encephalopathy (BSE) disease. The ban is an unjustified barrier, since Brazil is classified with “negligible” risk of BSE, the lowest risk classification, by the World Organisation for Animal Health (OIE).

- **Rocks:** the China Quality Certification Center, under the GB 6566-2001 standard, has set maximum radiation limits that may be present in building materials. The Chinese standard establishes much stricter radiation tolerance standards than internationally accepted standards.
- **Orange juice:** the most competitive Brazilian product – when exported in bulk (at temperatures between -8 °C and -10 °C) –, faces a barrier resulting from the definition of freezing temperature (-18 °C), which differs from the standard accepted by other relevant markets, such as the United States and European Union. The barrier is also due to the Chinese requirement that the product must be partly in a solid state, in the form of blocks of ice. Because the exported juice is concentrated, and thus has lower water content, even lower temperatures (between -46 °C and -50 °C) would be required for ice blocks to form on the product.

## SOUTH AFRICA

- **Pasta and biscuits:** South Africa applies Most Favored Nation tariffs on all imported products except those originating in countries with which it has trade agreements in force. The import of Brazilian products is subject to average tariffs of 20%, reaching 40% for pasta, despite the possibility of including them in the Mercosur-Sacu Preferential Trade Agreement.
- **Chicken:** In 2013, South Africa raised the import duty on chicken products from all countries except the European Union, due to a free trade agreement establishing zero tariffs for poultry products. In February 2020, the country raised tariffs on chicken imports from Brazil, applying the following rates: boneless chicken cuts: 42%; bone-in chicken: 62%; whole chicken: 82%; processed products: 40%; chicken giblets: 30%; and pork (specific cuts for processing): 20%.
- **Pork:** South Africa imposes technical limitations on the export of pork, as only a limited list of cuts may be imported from Brazil and should not be sold directly to the consumer.



# THE BRICS BUSINESS COUNCIL



BRICS Summit, bringing together members from the five countries: Brazil, Russia, India, China, and South Africa.

In Brazil, the Brazilian National Confederation of Industry (CNI) serves as the executive secretariat of the Council. Weg, Vale, BB, and BRF, led by Embraer Defesa e Segurança, comprise the Brazilian section of the BBC.

There are also nine working groups in this structure, which act as an advisory body to the Council, in the following areas: Agribusiness, Regional Aviation, Deregulation, Skills Development, Digital Economy, Energy and Green Economy, Infrastructure, Manufacturing, Financial Services.

## **BRAZILIAN SECTION**

---

**Chairman:** Jackson Schneider, President of Embraer Defesa e Segurança.

**Executive Secretariat:** Brazilian National Confederation of Industry.

## **RUSSIAN SECTION**

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**Chairman:** Sergey Katryn, President of the Industrial Development Corporation Chamber of Commerce and Industry of the Russian Federation.

**Executive Secretariat:** Industrial Development Corporation Chamber of Commerce and Industry of the Russian Federation.

#### INDIAN SECTION

---

**Chairman:** Onkar Kanwar, Chairman & Managing Director of Apollo Tires.

**Executive Secretariat:** Federation of Indian Chambers of Commerce & Industry.

#### CHINESE SECTION

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**Chairman:** Xu Lirong , Chairman of Cosco Shipping Corporation Limited.

**Executive Secretariat:** Cosco Shipping Corporation Limited.

#### SOUTH AFRICAN SECTION

---

**Chairman:** Busi Mabuza, Board Chairman of the Industrial Development Corporation.

**Executive Secretariat:** Industrial Development Corporation.

#### MEMBERS OF THE BRAZILIAN SECTION

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##### Representative Entities

- Brazilian Association of Animal Protein (ABPA)
- Brazilian Electrical and Electronics Industry Association (Abinee)
- Brazilian Association of Machinery and Equipment (Abimaq)
- Brazilian Association of Infrastructure and Basic Industries (Abdib)
- Brazilian Association of Citrus Exporters (CitrusBR)
- Chamber of Commerce of BRICS Countries (Brics-PED)
- Brazilian National Confederation of Industry (CNI)
- National Confederation of Financial Institutions (CNF)
- CropLife Brasil
- Brazilian Tree Industry (IBÁ)
- Brazilian Institute of International Business Relations Development (Ibrei)
- Brazilian Federation of Banks (FEBRABAN)
- Federation of Industries of the State of São Paulo (FIESP)



- Federation of Industries of the State of Rio de Janeiro (FIRJAN)
- National Service for Industrial Training (SENAI)
- Brazilian Sugarcane Industry Association (Unica)

### **Companies and Business Groups**

- BRF
- Banco do Brasil
- Embraer Defense and Security
- Siemens
- WEG
- Eletrobras
- Vale
- Engetec

**CNI**

*Robson Braga de Andrade*  
President

**INDUSTRIAL DEVELOPMENT OFFICE - DDI**

*Carlos Eduardo Abijaodi*  
Industrial Development Director

**International Affairs Unit**

*Diego Zancan Bonomo*  
Executive Manager of International Affairs

**Strategic Markets**

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Strategic Markets Manager

*Christine Pinto Ferreira*  
*Isabella Kamila da Silva Sousa*  
*Michelle Queiroz de Moura Pescara*  
*Ruth Mancuello Fernández*  
*Walter Paes Landim Ribeiro Filho*  
Technical Team

**COMMUNICATIONS OFFICE - DIRCOM**

*Ana Maria Curado Matta*  
Communications Director

**Advertising and Marketing Management**

*Armando Uema*  
Advertising and Marketing Manager

*Katia Rocha*  
Editorial Management Coordinator

*André Oliveira*  
Editorial Production

**CORPORATE SERVICES OFFICE - DSC**

*Fernando Augusto Trivellato*  
Corporate Services Director

**Administration Superintendence - SUPAD**

*Maurício Vasconcelos de Carvalho*  
Administrative Superintendent

*Alberto Nemoto Yamaguti*  
Normalization

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*Danúzia Queiroz*  
Grammar Review

*Editorar Multimídia*  
Graphic Design and Formatting



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