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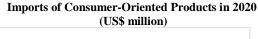
# **Report Highlights:**

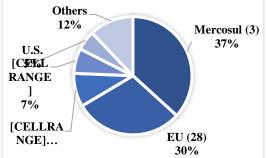
Brazil's economy was forecasted to suffer a sharp drop in 2020; however, the decline was far less than expected. Gross Domestic Product (GDP) declined 4.1 percent, reaching \$1.4 trillion. Looser quarantine measures and fiscal transfers implemented by the federal government contributed to this result. In 2020, the depreciation of the Brazilian currency, of approximately 30 percent, was expected to provoke a significant decrease in imports of agricultural goods. However, the drop in imports of consumer-oriented products was relatively mild, 4.3 percent. On the other hand, imports of intermediate products expanded by 12 percent, driven by the high demand of domestic and foreign markets.

#### **Executive Summary**

In 2020, Brazil's gross domestic product (GDP) declined by 4.1 percent compared to the previous year, amounting to \$1.4 trillion. The Brazilian currency remained weak, and government spending continued to be a significant concern. The effects of the COVID-19 crisis were partially restrained by the cash transfer programs implemented by the federal government. Economic activity still is below the 2014 level, by 4.4 percent, according to the Brazilian Institute of Geography and Statistics (IBGE). For 2021, the Brazilian Central Bank estimates the economy to grow 4.6 percent.

In 2020, exports of consumer-oriented products to Brazil decreased 4.3 percent, while exports from the United States to Brazil shrank 10 percent compared to the previous year. Despite the volatile scenario caused by the pandemic, which led the Brazilian Real to depreciate approximately 30 percent, imports were not affected as expected. In 2021, imports of consumer-oriented products by Brazil are forecast to grow 5 percent.





Source: Trade Data Monitor (TDM) / Brazilian Foreign Trade Secretariat (SECEX)

#### Food Processing Industry

In 2020, annual sales of the food processing industry reached \$153 billion, with food and beverage sales representing 81 percent and 19 percent, respectively. The food processing industry encompasses approximately 37,700 companies. Although a fragmented sector, with most companies formed by small-medium size establishments, most multinational companies have a presence in the country.

#### **Food Retail Industry**

In 2020, the retail industry accounted for US\$145 billion. This figure includes the cash-and-carry format, which continued to show an upward trajectory. Brazil's retail sector includes 91,351 stores and is responsible for 80 percent of the country's food and beverage distribution. Although not considered a concentrated industry, the top ten chains respond for 35.7 percent of total supermarket gross sales.

#### Quick Facts CY 2020

#### **Imports of Consumer-Oriented Products: US\$4 billion**

#### Top 10 Growth Ag Products in Brazil in 2020

1. Prepared/Preserved Beef	6. Condiments
2. Tomato sauces	7. Dog/Cat food
3. Condensed Milk	8. Baby food
4. Wine	9. Maple Syrup
5. Frozen/Dried vegetables	10. Cheese

Source: Trade Data Monitor (TDM) / Brazilian Foreign Trade Secretariat (SECEX)

#### Food Industry by the Numbers (US\$ Billion) in 2020

Food Processing Industry Output	153
Food Exports	38
Food Imports	5
Domestic Consumption	110
Source: Brazilian Food Processors' Association (ABIA)	

Source: Brazilian Food Processors' Association (ABIA)

#### Top 10 Retailers in 2020

Top to Retailers in 2020					
1. Carrefour	6. Supermercados BH				
2. Grupo Pao de Acucar	7. Companhia Zaffari				
3. Cencosud Brasil	8. DMA Distribuidora				
4. Irmaos Muffato	9. Sonda Supermercados				
5. SDB Com. Alimentos	10. Mart Minas Distrib.				
Source: Brazilian Supermarket Association (ABRAS)					

#### **GDP/Population**

Population (million): 211 GDP (US\$ trillion): 1.43 GDP per capita (US\$): 6,983

Source: Brazilian Institute of Geography and Statistics (IBGE) Note: Exchange rate US\$1=R\$5.16 (2020)

Strengths	Weakness				
U.S. suppliers can respond to	Brazilian importers tend to buy				
market demands, regardless of	small quantities to test the				
the segment.	market. U.S. companies are				
	usually not willing to operate				
	with small volumes.				
U.S. suppliers are willing to	Exclusive contract is a				
maximize sales opportunities	common demand for Brazilian				
and are inclined to work with	companies.				
different partners.					
Opportunities	Challenges				
Food processing industry	Sluggish economy continues to				
demands gain in efficiency	hamper buying power.				
and innovation.					
Importers of high-value	The United States faces stiff				
products are constantly	competition in the premium				
searching for unique items.	food and beverage category.				

#### Strengths/Weakness – Opportunities/Challenges

# Section I. Market Overview

In 2020, COVID-19 had an adverse effect on the Brazilian economy but not as expected by the World Bank and International Monetary Fund that estimated a contraction of 8 percent and 9.1 percent, respectively. According to the Brazilian Institute of Geography and Statistics (IBGE), the economic activity closed 2020 at 4.4 percent below the 2014 level. Gross Domestic Product (GDP) shrank 4.1 percent, compared to the previous year, amounting to \$1.4 trillion. The cash transfer program implemented by the federal government injected approximately \$6.5 billion into the economy, leading the GDP to expand in the fourth quarter of the year, safeguarding Brazil from a deeper fall of economic activity.

GDP is estimated to grow 4.6 percent in 2021, while the forecast for 2022 remains at 0.5 percent growth. Despite the economic and political crisis in 2020, Brazil's agriculture had a positive result due to global robust demand for commodities and the Brazilian Real depreciation. In the years to come, Brazil will see more pressure from global players willing to access the Brazilian market. Within the federal government, actions are being taken to anticipate market access discussions, facilitate foreign trade, and bring more transparency. By 2022, Brazil plans to review and consolidate all normative acts under federal decrees.

# Section II. Exporter Business Tips

### A. Market Research

First, U.S. exporters must determine if their product has access to the Brazilian market. In terms of legislation enforcement, Brazil follows the principle of "positive legislation". That is, only that which is expressly established can be practiced or that which is not expressly addressed is prohibited. The U.S. Agricultural Trade Office (ATO) is the primary contact to clarify this issue. U.S. companies can test the market through ATO's marketing activities and benefit from its market intelligence services. Companies should also consider various activities developed by the State Regional Trade Groups (SRTGs) and trade associations. The ATO also recommends that the U.S. exporters create direct dialogues with potential buyers as they are best equipped to discuss key topics such as product feasibility, market size, prices, distribution, and marketing tools.

# **B.** Local Business Customs and Trends

The Brazilian food industry is well developed, and the presence of major multinational companies makes the sector very competitive. U.S. products do not compete with domestically produced goods or Mercosul origin products in terms of price. When a product imported from the United States (and other non-Mercosul members) reaches the Brazilian market, it will most likely fit in the premium price category due to the exchange rate and the applied import tariff.

# **C. General Consumer Tastes and Trends**

In the consumer-oriented products category, purchase decisions are driven by trends and consumers' lifestyles. Since imported food items are perceived as luxury goods, premium characteristics are critical in purchasing decisions.

# Section III. Import Food Standards & Regulations and Import Procedures

### **A. Customs Clearance**

The import process has three major phases: pre-shipment, shipment, and customs clearance. The number of required procedures within each phase may vary, depending on the product category. To fulfill local requirements, the exporter must work together with the importer, particularly in the initial phase, when the documents for shipment are prepared. The Ministry of Agriculture, Livestock and Food Supply (MAPA) and the National Agency of Sanitary Surveillance (ANVISA) share the primary responsibility for imported food and

beverages. These two government bodies ensure the safety of the food supply and enforce regulations related to agricultural goods throughout the supply chain.

МАРА	ANVISA
Consumer-Oriented Products	Consumer-Oriented Products
. Animal products: red meat and by-products,	. Food: all consumer-ready or processed products,
poultry meat and by-products, fish, seafood	(except those under MAPA's authority)
products, dairy products, eggs, and honey.	. Beverages: energy drinks, non-dairy beverages
. Beverages: alcoholic and nonalcoholic	such as soy, almond, etc.
(except energy drinks, non-dairy beverages	
such as soy, almond, etc.).	
. Fruits and vegetables: dried and fresh.	
Intermediate Products	Intermediate Products
. Wheat flour, planting seeds, etc.	. Sugar, sweeteners, mineral water, flavored
. Vegetable oils (soy, cotton, canola, corn,	waters, additives, and other ingredients (excluding
sunflowers)	those under MAPA's authority)
Bulk Commodities	. Oils (excluding those under MAPA's authority)
. Wheat, grains, rice, soybean, cotton, tobacco,	
pulses, peanuts, flour, etc.	
Others	
. Pet food, feeds, and fodders	
. Plants and seeds	
. Animals, semen, and embryos	

Before shipping agricultural goods, please refer to <u>FAIRS Report 2021</u>, which outlines specific regulations such as plant and product registration, labeling, and other specific requirements. The Brazilian government is currently reviewing and consolidating the overall set of regulations that establishes technical and administrative procedures to the country's legal system. Government bodies such as ANVISA and MAPA are working to conclude this task by 2022. In 2021, both government bodies released updated versions and reviews of their regulatory framework. Brazilian may work closely with importers as requirements are being modified to avoid non-compliance and clearance burdens.

# **Pre-Shipment**

# 1. Formula Study (Ingredients Evaluation/Compliance)

Under the Brazilian legislation, regulators must maintain "positive" lists of ingredients approved for consumption. In addition, all food or beverage ingredients must meet government specifications and tolerance levels. The "Technical Regulation" provides the "Identity and Quality Standard" (PIQ) for any given product. This means that only specifically authorized products (including additives, colorings, preservatives, etc.) are allowed to enter the market.

According to ANVISA regulations, food products containing new ingredients and foods containing approved ingredients with higher than pre-specified tolerance levels are considered "new foods." These products must be submitted to ANVISA for analysis and approval prior to importation. As such, the importer should perform a compliance study on product composition, additive limits, and food safety criteria.

# 2. Label Development

Labeling for consumer-oriented goods must be in accordance with the general legislation on labeling and warnings, as well as with the regulations applicable to the specific food and beverage product category. The requirements are outlined in the Technical Regulation and the Consumer Protection Code. In 2020, ANVISA published new regulations on nutritional labeling.

The Brazilian legislation does not require labeling on products meant for further processing. However, the exporter must supply the importer with all the necessary information. The information provided by the exporter does not necessarily need to be on the product package (foodservice and industrial use packages) but should be included in the documents that accompany the good such as the invoice or a technical description sheet.

### 3. Product Registration

Some products under ANVISA and MAPA jurisdiction are subject to registration. Please refer to <u>FAIRS Report</u> 2021, which outlines the set of requirements prescribed by the government of Brazil.

### 4. Exporters' Pro Forma

Before shipment, it is recommended that a copy of the *pro forma* invoice be shared with the importer. Delays are very common because of inadequate information reported on the invoice. To avoid this, importers often request a copy of the invoice to check the information prior shipment.

### 5. Issuance of an Import License (LI)

All import operations occur through an automated system called Integrated Foreign Trade System (SISCOMEX). The importer requests the Import License (LI), which must be obtained ideally before shipment. The LI is mandatory for products in the "non-automatic clearance" category, which is the case for all food and beverages under MAPA. The information provided in the invoice must match the information provided in the LI. At this point, the importer must provide the Brazilian authority with proper information on the product that will be shipped, including its classification under the Mercosul Common Nomenclature (NCM), which is based on the international Harmonized System (HS).

# Shipment

### 6. Shipping Instructions

Shipping Instructions consist of a document containing all the information related to the sale and the merchandise's condition upon shipment, such as the quantity of product, form of payment, transport temperature, packaging, pallet used, etc. The Shipping Instructions should further contain all the documents to be sent to the importer.

Note: Before shipping goods to Brazil, exporters should be aware of wood pallets and wood packaging regulations. Pallets should comply with International Standards for Phytosanitary Measures N° 15 (ISPM 15) and have the International Plant Protection Convention (IPPC) stamp. For countries that have not adopted the ISPM 15 standards, the phytosanitary certificate may be substituted for the IPPC stamp, with an additional declaration on treatment records or the certificate of treatment stamped by the National Plant Protection Organization (NPPO). Wood pallets, both treated and untreated, are always inspected by MAPA. Inspectors will check for the presence of pests and may or may not release the cargo. Costs related to phytosanitary treatment or returning pallets/cargo to the country of origin will be the exporter/importers' responsibility.

# 7. Load/Shipment Clearance

With the Shipping Instructions provided by the exporter, the shipping company will be able to issue the bill of lading (B/L) or the air waybill (AWB). This is the proof of loading issued by the shipping company, containing the entire description of shipping.

# Clearance

# 8. Arrival of Merchandise at the Port

Upon arrival, the cargo must be sent to the Customs Terminal (storage). Once the goods are duly placed, the "Presence of Cargo" must be created. This must be done through the SISCOMEX system and prior to registering the Import Declaration (DI).

# 9. Registering the Import Declaration

Once goods arrive, the importer must prepare the DI. At this point, all taxes must be paid. The amount of taxes to be paid is defined based on NCM. The NCM is formed by eight digits, with the first six digits equivalent to the HS codes, while the seventh and eighth digits correspond to Mercosul specifications.

# 10. Physical Review by MAPA/ANVISA Authority

Before going through Customs, the importer must present the LI to MAPA or ANVISA officials. Officials will verify whether the cargo was duly authorized and if the documents are accurate.

# 11. MAPA/ANVISA Product Clearance

MAPA and ANVISA inspectors must perform a re-inspection before admissibility. The admissibility will depend on: documents review, physical examination; and lab analysis/sample collection (to be conducted *in loco*, if requested by authorities). During the import process, a series of documents will be requested and generated by government agencies. Certificate of Origin and Certificate of Analysis are generally the two documents issued at the country of origin that create delays due to missing/erroneous information.

# 12. Federal Revenue Parameterized System

The importer initiates the clearance process when the product arrives in Brazil. Customs officials will authorize the release of the goods after the verification of product classification and tax payments. After the submission of the documents, the system will automatically select one of the inspection/verification methods below:

- Customs clearance authorization is automatically issued (immediate release).
- Imandatory inspection of documentation is required and, if no evidence of irregularities is found, customs clearance is issued (3-5 business days).
- mandatory inspection of documentation and goods is required before customs clearance authorization is issued (5-7 business days).
- mandatory inspection of documents, merchandise, and recalculation of import taxes applied (Undetermined, by law it has a maximum period of 180 days).

Any correction to the information submitted must be carried out in accordance with SISCOMEX procedures. After registering customs clearance, the fiscal authority - the Secretariat of Federal Revenue - will release an import confirmation, approving customs clearance and the entry of goods into Brazil. According to data released by the Federal Revenues Office (RF), 97 percent of cargo falls under the green channel, 2.5 percent falls under yellow and red, while 0.5 are designated to the gray option.

The example below simulates costs to clear a cargo of U.S. origin wines. Before clearing goods, importers must pay taxes and tariffs upfront. By the time goods are at the importers' warehouse, costs doubled. According to importers, by the time a product arrives on supermarket shelves, it reaches around 5 times the FOB price, considering operational costs and mark up.

- Product: U.S. Wines
- NCM 2204.21.00
- Quantity: 11,000 bottles
- Container: 20"
- FOB price: US\$34,000
- Unit Price: US\$3.09

COSTS	REFERENCE	US\$
CARGO (FOB Price)		34,000.00
International Freight		1,350.00
Insurance	0.20% of Freight	70.00
Wharfage Tariff		187.95
CIF Value		35,607.95
TOTAL (1)		35,607.95
CLEARANCE COSTS AT PORT		
Customs Brokers		481.93
Union of Customs Brokers Fee		139.76
Merchant Marine Renewal Tax (AFRMM)	25% Freight + Wharfage Tariff	384.49
SISCARGA Fee		10.12
SISCOMEX Fee		66.27
Handling		30.12
Deconsolidation		92.77
Storage (15 days)		530.12
Lab Test Fee (MAPA Requirement)		206.20
Freight from Port to Importer's Warehouse		397.59
TOTAL (2)		2,339.37
TARIFFS and TAXES		
Import Tax (II)	27% of CIF	9,614.15
Industrialized Product Tax (IPI)	10% of CIF + II	4,522.21
Social Integration Program (PIS/PASEP)	2.10% of CIF	747.77
Social Security Financing Contribution	9.65% of CIF	3,436.41
Merchandise and Service Circulation Tax	25% of	11,078.59
TOTAL (3)		29,399.13
TOTAL (1)+(2)+(3)		67,346.45

# Section IV. Market Sector Structure and Trends

Within the various food distribution formats, imports of agricultural goods may occur directly or indirectly. Volume is the determining factor for all operators. If the volume is not significant, retailers, food service operators, or even the food processing industry typically prefer to purchase imported products locally from distributors. In general, distributors require from exporters an exclusive or semi-exclusive contract. In the latter case, the contract would impose limitations on distribution within geographic areas and/or restrictions on product lines. Brazilian importers tend to be risk-averse, which means that initial purchases tend to be small, few pallets, and then increase once there is market acceptance.

### **A. Food Processing Sector**

In 2020, the Brazilian Food Processors' Association (ABIA) reported food processing industry revenues at US\$153 billion, a 12.8 percent increase in nominal terms over 2019. The food processing industry is comprised of 37,700 companies, mostly small and medium operations. Food and beverages represent 80 percent and 20 percent of total sales, respectively. The major subsectors are:

- Meat products (24 percent).
- Beverages (20 percent).
- Tea/coffee/grains (11 percent).
- Dairy products (10 percent).
- Oils and fats (8 percent).
- Wheat products (8 percent).
- Processed fruits and vegetables (5 percent).
- Refined sugar (5 percent).
- Frozen and dehydrated products (3 percent).
- Chocolate and confectionery (2 percent), and fish products (1 percent).

For 2021, the Brazilian Food Processors' Association estimates the food processing industry to grow by 4.5 percent. Please refer to <u>Food Processing Ingredients Report 2021</u>.

# **B. Food Retail Sector**

The Brazilian food retail system captures about 80 percent of food distribution. According to the Brazilian Supermarket Association (ABRAS), the retail industry registered revenues of US\$107 billion in 2020. As an essential service industry, food retailers were not as affected by restrictions generated by the COVID-19 pandemic as other sectors. In 2020, sales increased an estimated 9.4 percent. The level of concentration has also increased. For instance, the top 50 retail supermarket chains responded for 52 percent of total sector's revenue. In contrast, the top ten were responsible for 35.7 percent of total gross sales, against 48 percent and 35 percent, respectively, in the previous year. Cash-and-carry format continued to play a critical role in 2020 due to shoppers' preference for more affordable goods. Moreover, e-commerce platforms have become a reality for 85 percent of top retail companies. Analysts anticipate retail sales to climb to 9 percent in 2021. Please refer to <u>Retail Report 2021</u>.

# **C. Food Service Sector**

The Brazilian food service sector is characterized by small-to-medium size, family-owned establishments, with chains representing 22 percent of overall sales and small-medium size (independent) operators accounting for 78 percent of expenditures. In 2020, the food service industry reached US\$70.8 billion, according to the Brazilian Food Processors' Association (ABIA). Social gathering restrictions, affecting establishments to open to the public and the subsequent decline of the economy contributed to a sharp decrease of 23.3 percent of the food service industry. Despite the pandemic, Brazilian consumers spend on average 34 percent of their food budget on food-away-from-home. Estimates for 2021 project the food service industry sales to grow 16 percent. Please refer to Food Service-HRI Report 2021.

#### Section V. Agricultural and Food Imports

In 2020 the pandemic brought extra challenges to import operations. Companies had to deal with the lack of containers and higher prices internationally. Brazil's imports of consumer-oriented food products amounted to US\$4 billion, showing a 4.3 percent decrease compared to the previous year, while imports of intermediate goods reached US\$3.1 billion, a 12 percent increase compared to 2019. Considering the Real depreciation of approximately 30 percent in 2020, these figures were above expected, especially for the intermediate category that pushed by the higher demand from the food processing industry, presented an outstanding result.

Mercosul members benefit from duty-free treatment, therefore, it maintained its position as Brazil's primary exporter. In the premium price category, European countries and the United States tend to face more difficulties. Both players lost one percentage point of market share in the consumer-oriented category. On the other hand, Chile and China gained ground, as both countries were able to supply the market at the lower price range. In 2020, the EU's sales of consumer-oriented products to Brazil were six times greater than U.S. exports, showing that U.S. companies can certainly expand in the Brazilian market by implementing a more structured entry strategy and strengthening relationships with major Brazilian players.

Country	2017	%	2018	%	2019	%	2020	%	Country	2020*	2021*
World	4,358	100	4,213	100	4,246	100	4,063	100	World	3,728	3,950
Mercosul (3)	1,597	37	1,489	35	1,508	36	1,493	37	Mercosul (3)	1,373	1,434
EU (15)	1,191	27	1,257	30	1,301	31	1,207	30	EU (15)	1,067	1,238
Chile	395	9	382	9	347	8	373	9	Chile	347	327
China	278	6	233	6	251	6	278	7	China	256	198
U.S.	281	6	250	6	244	6	219	5	U.S.	207	195
Others	616	14	602	14	594	14	493	13	Others	478	558

#### **BRAZIL IMPORTS OF CONSUMER-ORIENTED PRODUCTS (US\$ MILLION)**

### **BRAZIL IMPORTS OF INTERMEDIATE PRODUCTS (US\$ MILLION)**

Country	2017	%	2018	%	2019	%	2020	%	Country	2020**	2021**
World	2,731	100	2,834	100	2,780	100	2,780	100	World	3,073	3,553
Argentina	493	18	480	16	534	19	534	18	Argentina	525	534
U.S.	261	10	311	10	281	10	281	9	U.S.	562	374
Portugal	213	8	265	10	267	9	267	9	Portugal	257	257
Uruguay	265	10	230	8	261	9	261	8	Uruguay	237	269
Indonesia	306	11	250	9	188	7	188	8	Indonesia	226	505
Others	1,194	43	1,296	47	1,249	46	1,249	48	Others	1,267	1,614

Source: Trade Data Monitor (TDM) based on the Brazilian Secretariat of Foreign Trade (SECEX)

Note (1): Mercosul (3): Argentina, Uruguay, and Paraguay; EU (28): Austria, Belgium, Denmark, Finland, France, Germany, Greece,

Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, United Kingdom, Cyprus, Czech Republic, Estonia, Hungary, Latvia,

Lithuania. Note (2): TDM adjusted values for consumer-oriented products.

Note (3): \* Jan-Nov

Note (4): \*\* Jan-Nov, historical data includes HS codes not previously considered in the intermediate products category.

	Imports - World (US\$ Million)	Imports - U.S. (US\$ Million)	Market Share (% U.S.)	Ranking (U.S.)	Import Tariff (%)	
CONSUMER-ORIENTED PROD	UCTS		•			
Dairy Products	759,860	45,068	6	5	8-28	
Food Preparations	251,085	39,721	16	2	16-18	
Eggs & Products	43,997	36,547	83	1	0-10	
Distilled Spirits	113,193	24,482	22	2	12-20	
Tree Nuts	118,286	22,344	19	3	10-16	
Chocolate & Cocoa Products	187,550	10,237	5	8	18-20	
Condiments & Sauces	41,339	7,525	18	3	16-18	
Meat Products	169,973	7,392	4	6	10	
Processed Vegetables	568,316	7,048	1	12	10-14	
Processed Fruit	142,593	5,470	4	5	10-14	
Fresh Fruit	336,014	4,588	1	5	10	
Wine & Related Products	423,889	2,629	1	8	20	
Bakery Goods, Cereals, & Pasta	108,535	2,394	2	9	14-18	
OTHER AG RELATED PRODU	CTS					
Fish and Seafood	916,685	3,863	0	14	10	
INTERMEDIATE PRODUCTS						
Other Feeds & Fodders	324,706	48,137	15	2	2-14	
Essential Oils	157,780	45,846	29	1	2-14	
Dextrins, Peptones, & Proteins	49,813	17,281	35	1	2-14	
Industrial Alcohols & Fatty Acids	115,298	16,910	15	2	12-20	
Planting Seeds	114,911	16,099	14	1	2-12	
Animal Fats	72,117	15,908	22	2	6-12	
Vegetable Oils NESOI	648,035	12,245	2	9	4-12	
BULK PRODUCTS						
Wheat	1,342,727	163,041	12	2	10	
Rice	376,532	38,765	10	4	10-12	
Pulses	112,801	1,267	1	5	6	
Rapeseed	1,880	888	47	2	8	

# **BRAZIL IMPORTS OF AGRICULTURAL PRODUCTS (2020)**

Source: Trade Data Monitor (TDM) based on the Brazilian Secretariat of Foreign Trade (SECEX)

Note: FAS BICO Report with statistics for the last 5-year period is found at https://apps.fas.usda.gov/GATS/BicoReport.aspx?type=country

# Section VI. Contacts and Further Information

Please contact the offices below for further assistance in export of U.S. agricultural products to Brazil:

### **U.S.** Agricultural Trade Office (ATO)

U.S. Consulate General Rua Thomas Deloney, 381 04709-110 São Paulo, SP Tel: (55-11) 3250-5400 E-mail: <u>atosaopaulo@fas.usda.gov</u> **Office of Agricultural Affairs (OAA)** U.S. Embassy Av. das Nacoes, quadra 801, lote 3 70403-900 Brasilia, DF Tel: (55-61) 3312-7000

E-mail: agbrasilia@fas.usda.gov

# **Attachments:**

No Attachments