

Amman Chamber of Commerce

From: Amin Zaidan Neto <amin.zaidan@itamaraty.gov.br>
Sent: Monday, October 23, 2023 2:07 PM
To: Amman Chamber of Commerce
Cc: Amman Chamber of Commerce; Embaixada - Amã - Promoção Comercial
Subject: Brazil-Jordan Business. Minas Business Connection Platform
Attachments: Minas Business Connection - International Trade of Minas Gerais_compressed.pdf

Mr. Hisham Dweik, Director General of Amman Chamber of Commerce

Dear Sir,

Hope this e-mail finds you well.

We have the pleasure to introduce to you the "**Minas Business Connection**" platform (<https://mbc.mg.gov.br/>), an initiative of the Government of the State of Minas Gerais, which aims to create a virtual business environment for Minas Gerais companies involved in international trade.

This platform offers a space that acts as an international "virtual showroom" for companies to do business and connect with each other, serving both exporting companies and foreign trade service providers.

With a simple "Join us" registration, which is free of charge, a company can access this platform.

To get an idea of the economic/commercial situation of the State of Minas Gerais, please find attached herewith a presentation that contains the international trade data for Minas Gerais 2021/2022, as well as presentation for their export promotion policy.

We would be very grateful if this esteemed Chamber could promote Minas Business Connection platform to the Jordanian business community, particularly among its members.

We take this opportunity to express our deepest appreciation for your continued support to the Brazil-Jordan business relationship.

Best regards,

Amin Zaidan Neto/Commercial Officer
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State Secretariat for Economic Development (SEDE-MG)
Subsecretariat for Investment Promotion and Production Chains (SUBINVEST)
Superintendence for Investment Attraction and Export Promotion (SINVEX)
Export Promotion Department (DIPEX)

INTERNATIONAL TRADE OF MINAS GERAIS



**MINAS
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GOVERNO
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ESTADO
EFICIENTE.

STATE SECRETARIAT FOR ECONOMIC DEVELOPMENT

UNDERSECRETARIAT FOR INVESTMENT PROMOTION, PRODUCTION CHAINS AND FOREIGN TRADE

OVERSIGHT OF INVESTMENT ATTRACTION AND EXPORT PROMOTION - SINVEX

EXPORT PROMOTION PROMOTION - DIPEX

BOARD OF ATTRACTION AND INVESTMENT ECONOMIC DIVERSIFICATION

INTERNATIONAL COOPERATION ADVISORY

STRATEGIC SUPERINTENDENCE FOR THE DEVELOPMENT OF PRODUCTIVE SECTORS

STRATEGIC ENERGY DIRECTORATE

STRATEGIC MINING DIRECTORATE

STRATEGIC DIRECTORATE FOR LOGISTICS AND PRODUCTION SECTORS

DESENVOLVIMENTO ECONÔMICO



MINAS GERAIS

GOVERNO DIFERENTE. ESTADO EFICIENTE.



OVERVIEW OF INTERNATIONAL TRADE IN MINAS GERAIS (2021/2022)

US\$38.3 BILLION

EXPORTS 2021

US\$40 BILLION

EXPORTS 2022

US\$ 1.6 BILLION

(4.4%)

INCREASE IN 2022 COMPARED
TO 2021

US\$13 BILLION

IMPORTS 2021

US\$17.5 BILLION

IMPORTS 2022

US\$4.5 BILLION

(34.5%)

INCREASE IN 2022 COMPARED
TO 2021

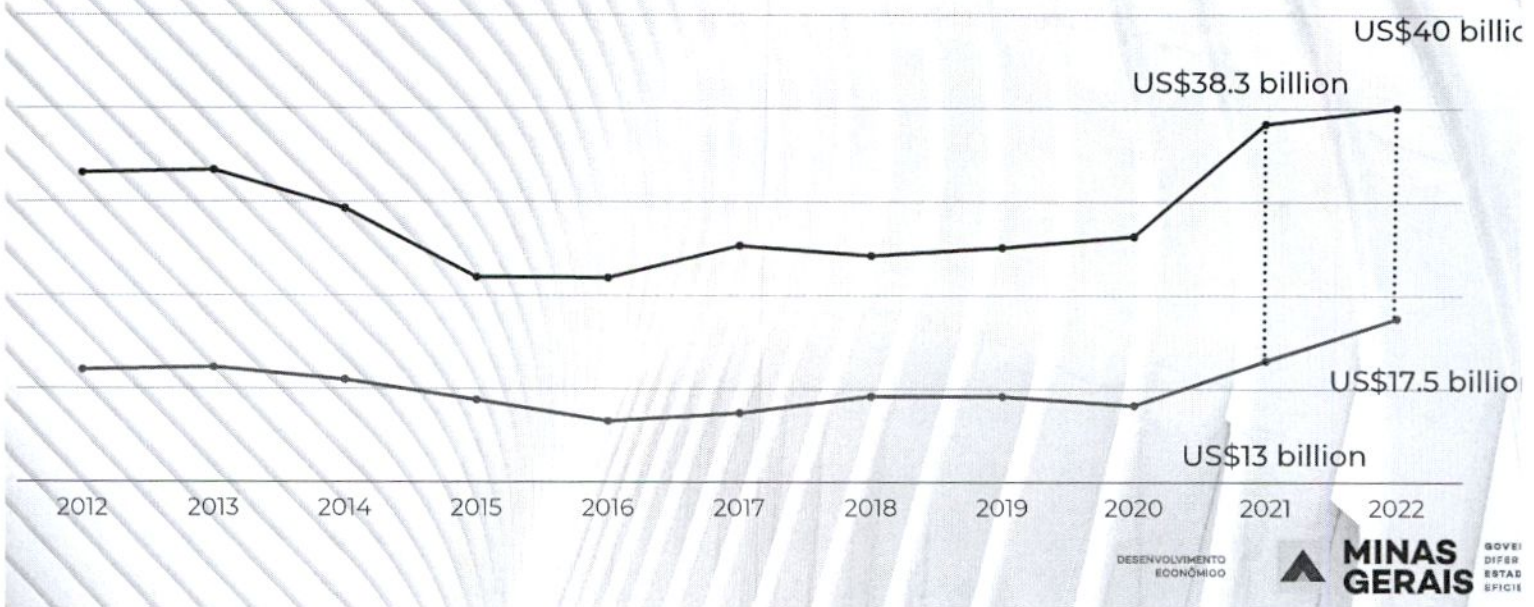
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DIFERENÇA
EFICÁCIA

HISTORICAL SERIES OF EXPORTS AND IMPORTS OF MINAS GERAIS (2012/2022)

2022: HIGHEST VALUE OF EXPORTS FROM MINAS GERAIS IN 10 YEARS
HIGHEST VALUE OF IMPORTS FROM MINAS GERAIS IN 20 YEARS
TRADE FLOW: 12% INCREASE IN 2022 COMPARED TO 2021

■ Export ■ Import

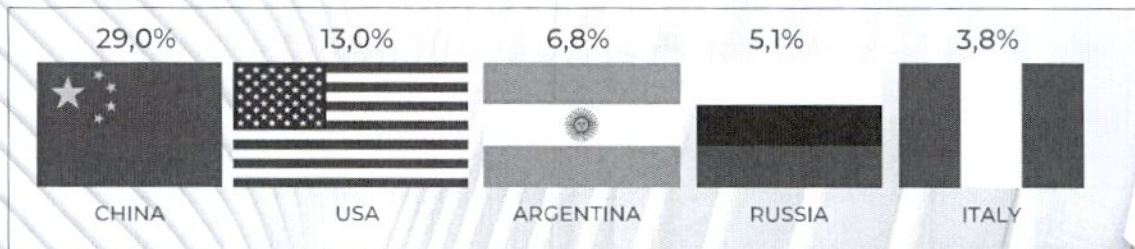


MAIN TRADE PARTNERS

EXPORT DESTINATION MARKETS (2022)



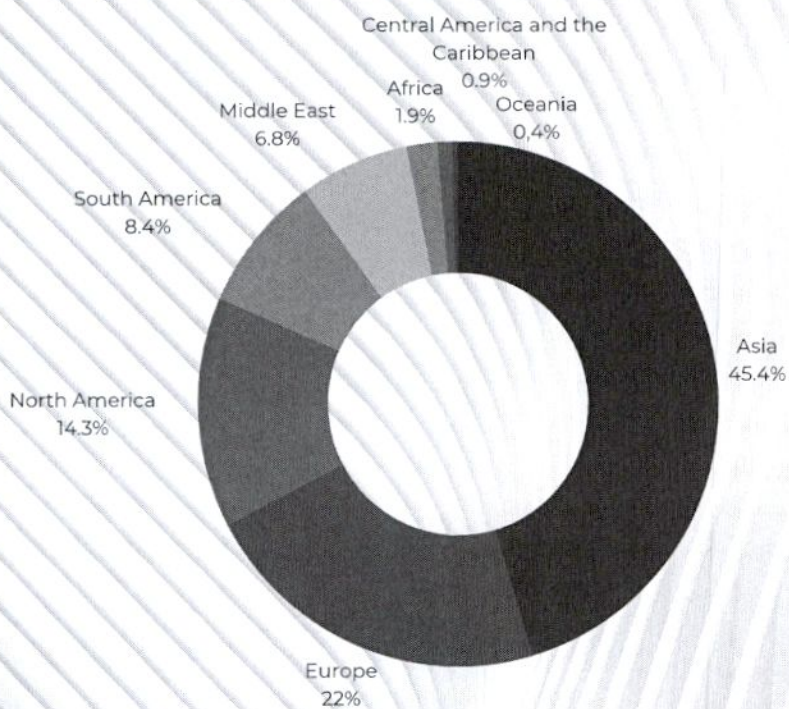
IMPORTS MARKETS (2022)



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MINAS GERAIS EXPORT DESTINATIONS BY REGION (2022)



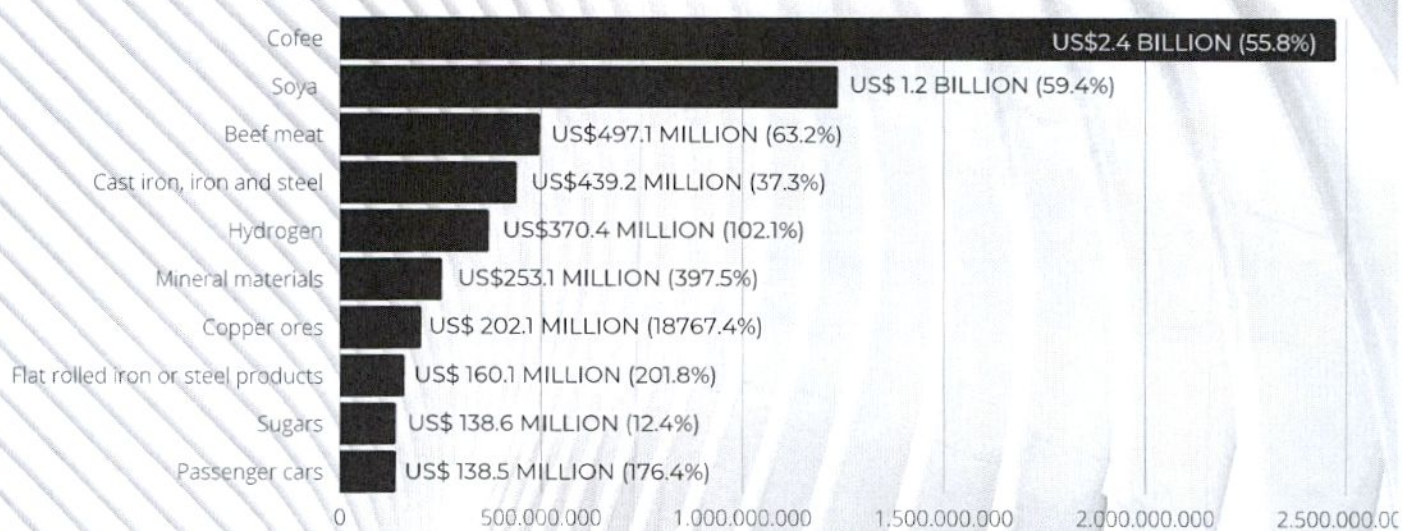
CONTINENTS	VARIATION (US\$)	VARIATION (2021/2022)
NORTH AMERICA	US\$ 1.6 BILLION	↑ 42,1%
SOUTH AMERICA	US\$ 1.1 BILLION	↑ 54,2%
EUROPE	US\$894.5 MILLION	↑ 11,3%
CENTRAL AMERICA AND THE CARIBBEAN AFRICA	US\$191.3 MILLION	↑ 116%
OCEANIA	US\$45.9 MILLION	↑ 48,1%
MIDDLE EAST	- US\$497.5 MILLION	↓ - 15,4%
ASIA	- US\$ 1.7 BILLION	↓ - 8,9%

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MINAS GERAIS
GOVERNO DO ESTADO DE MINAS GERAIS

MINAS GERAIS EXPORT TARGET (2021/2022)

10 MAIN PRODUCTS* IN MINAS GERAIS EXPORTS - CHANGE US\$ (2021/2022)



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PANORAMA EXPORTING CITIES OF MINAS GERAIS (2021)

362 EXPORTING
CITIES

SHARE OF
42.4%



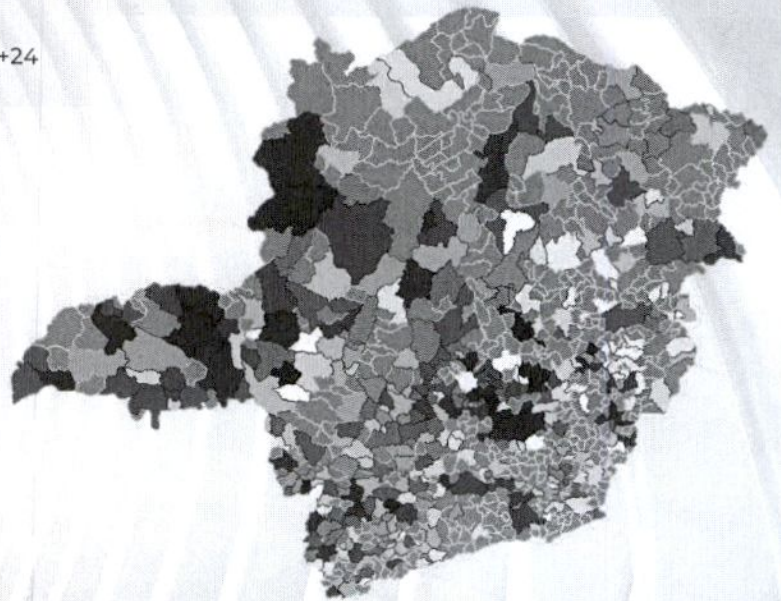
GROWTH OF
7.1%

+24

10 MAIN EXPORTING CITIES:

NOVA LIMA - (6.5%)
CONCEIÇÃO DO MATO DENTRO - (6.1%)
VARGINHA - (5.6%)
ARAXÁ - (5.4%)
SÃO GONÇALO DO RIO ABAIXO - (4.4%)
GUAXUPÉ - (3.9%)
ITABIRITO - (3.6%)
BETIM - (3.5%)
UBERLÂNDIA - (3.2%)
OURO PRETO - (3%)

240 CITIES IN MINAS GERAIS INCREASED
THEIR EXPORTS COMPARED TO 2021



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EFICAZ

PANORAMA IMPORTING CITIES OF MINAS GERAIS (2021)

313 IMPORTING
CITIES

SHARE OF
36.7%



DECREASE OF
0.3%

-2

10 MAIN IMPORTING CITIES:

UBERABA - (15.9%)
BETIM - (9.0%) IPATINGA - (6.9%)
EXTREMA - (6.0%)
POUSO ALEGRE - (5.4%)
BELO HORIZONTE - (4.6%)
JUIZ DE FORA - (4.6%)
CONTAGEM - (4.5%)
OURO BRANCO - (4.0%)
VARGINHA - (3.2%)

201 CITIES IN MINAS GERAIS INCREASED
THEIR IMPORTS COMPARED TO 2021



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EXPORT PROMOTION AND FOREIGN TRADE POLICY

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EXPORT PROMOTION AND FOREIGN TRADE POLICY

MARKET
DIVERSIFICATION

ADDING VALUE TO
EXPORTS



IDENTIFICATION OF
INTERNATIONAL
OPPORTUNITIES

INTERNATIONAL
INSERTION OF
PRODUCTION SECTORS

QUALIFIED SUPPORT
FOR EXPORTS



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EFICIENTE

WHAT HAVE WE ACHIEVED?



16 PRODUCTIVE SECTORS QUALIFIED



19 EXPORT TRAINING SEMINARS FOR
NEW MARKETS



+700 MINAS GERAIS COMPANIES
QUALIFIED



TECHNICAL COOPERATION AGREEMENTS:



+80 ANALYSIS AND STUDIES OF
MARKET INTELLIGENCE



State Secretariat for Agriculture, Livestock and Supply
SEAPA

Minas Gerais-Israel Chamber of Commerce and Industry
Arab-Brazilian Chamber of Commerce
Inter-American Development Bank - IDB



3 COMMERCIAL MISSIONS:
US\$ 15.6 MILLION



28 MARKETS WITH COMMERCIAL
PROMOTION OR QUALIFICATION
FOR MARKET ACCESS

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 **MINAS
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OUR CHALLENGES IN INTERNATIONAL TRADE POLICY:

- INTEGRATION OF THE MINAS GERAIS FOREIGN TRADE "SYSTEM"
(EXPORTERS/IMPORTERS; FOREIGN TRADE SERVICE PROVIDERS; INSTITUTIONS)
- MASSIVE AND QUALIFIED PROMOTION OF MINAS GERAIS SUPPLY TO
INTERNATIONAL MARKETS ("SHOWCASE OF POTENTIAL")
- EASE OF CONNECTION BETWEEN MINAS GERAIS COMPANIES AND INTERNATIONAL
COMMERCIAL PARTNERS
- UNIFIED SOURCE OF INFORMATION FOR QUALIFYING COMPANIES FOR FOREIGN
TRADE
- OPPORTUNITIES FOR MEDIUM AND SMALL COMPANIES

DEPARTAMENTO
ECONOMIA

 **MINAS
GERAIS**

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EST
FISC

COOPERATION AGREEMENT WITH THE INTER-AMERICAN DEVELOPMENT BANK - IDB



BID

Banco Interamericano
de Desenvolvimento

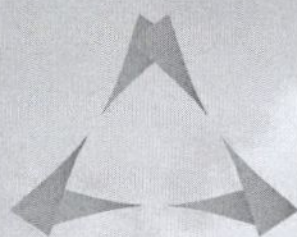
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americas

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MINAS BUSINESS CONNECTION



 **MINAS
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HOW MINAS BUSINESS CONNECTION IS PART OF THE ACTION:

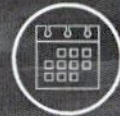
INTERNATIONAL
INSERTION OF
PRODUCTIVE SECTORS



Virtual Showcase for companies and institutions



International business reference for Brazilian Embassies Abroad, APEX Offices, Chambers of Commerce and Foreign Diplomatic Services



Calendar of national and international events

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HOW MINAS BUSINESS CONNECTION IS PART OF THE ACTION:

IDENTIFICATION OF
INTERNATIONAL
OPPORTUNITIES



Catalog of 270 thousand foreign companies,
distributed in 180 markets



Updated content on international trade, market
studies, analysis of international trade in Minas
Gerais.



Custom communities by industry and
country



International Purchasing Opportunities

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HOW MINAS BUSINESS CONNECTION IS PART OF THE ACTION:

QUALIFIED SUPPORT FOR EXPORTS



Business support service



Registration of institutions and their services



Registration of companies providing foreign trade services.
Strengthening the foreign trade system.

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SUBSECRETARIAT FOR INVESTMENT PROMOTION AND PRODUCTION CHAINS (SUBINVEST)
SUPERINTENDENCE FOR INVESTMENT ATTRACTION AND EXPORT STIMULATION (SINVEX)
EXPORT PROMOTION DEPARTMENT (DIPEX)

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