PARANA STATE

LOCATION

• Strategic position in South America
• Easy access to Mercosur and to the major markets in Brazil
PARANA STATE

2nd MOST COMPETITIVE STATE OF BRAZIL

3rd MAJOR INDUSTRIAL CLUSTER IN THE COUNTRY

4th ECONOMY IN BRAZIL
PARANA STATE

ECONOMY

✓ GDP = US$ 133,43 BILLION (2013)
✓ 6,3% of NATIONAL GDP

ANNUAL GROWTH AVERAGE 2011-2014
2,7%

HIGHER THAN THE BRAZILIAN AVERAGE (2,2%) IN THE SAME PERIOD

MAJOR NATIONAL CHICKEN PRODUCER AND EXPORTER
2ND NATIONAL AUTOMOTIVE CLUSTER (ADDED VALUE)
2ND GRAIN PRODUCER OF THE COUNTRY

GDP COMPOSITION

Trade and Services 67,3%
Industry 22,3%
Agriculture 10,5%

Sources: IPARDES, IMF and IBGE. Made by IPARDES, 2013.
PARANA STATE

ADDED VALUE – INDUSTRIAL SECTOR

SOUTHERN BRAZIL

1ST AMONG THE STATES IN SOUTHERN BRAZIL

3RD MOST PRODUCTIVE STATE IN INDUSTRIAL MANUFACTURING IN THE COUNTRY

Source: APD/PIA IBGE
Main industrial sectors:
- Automotive
- Food & beverage
- Oil & gas
- Chemical products
- Paper and cellulose

Strategic industrial sectors for new projects:
- Automotive
- Aerospace and defense
- TIC
- Electrical and electronics
- Life Sciences
- Agro industry technologies
- Renewable energies
## ECONOMY – INTERNATIONAL TRADE

<table>
<thead>
<tr>
<th>DESTINATION COUNTRY</th>
<th>EXPORTS</th>
<th>US$ FOB (in million)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td>16,300</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>3,300</td>
<td>20.2%</td>
<td></td>
</tr>
<tr>
<td>Argentina</td>
<td>1,500</td>
<td>9.2%</td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>741</td>
<td>4.5%</td>
<td></td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>619</td>
<td>3.7%</td>
<td></td>
</tr>
<tr>
<td>Paraguay</td>
<td>563</td>
<td>3.4%</td>
<td></td>
</tr>
<tr>
<td>Netherlands</td>
<td>550</td>
<td>3.3%</td>
<td></td>
</tr>
</tbody>
</table>

### PRODUCTS

<table>
<thead>
<tr>
<th>Product</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Soy</td>
<td>20%</td>
</tr>
<tr>
<td>Poultry</td>
<td>13%</td>
</tr>
<tr>
<td>Soy bran</td>
<td>9.9%</td>
</tr>
<tr>
<td>Sugar</td>
<td>6.4%</td>
</tr>
<tr>
<td>Corn</td>
<td>3.6%</td>
</tr>
<tr>
<td>Cars</td>
<td>2.6%</td>
</tr>
</tbody>
</table>
# IMPORTS

**ORIGIN COUNTRY** | **IMPORTS**
---|---
 | US$ FOB (in million) | %
**TOTAL** | 17,300 | 100%
China | 2,940 | 15.2%
Argentina | 1,810 | 10.4%
Nigeria | 1,130 | 6.5%
USA | 1,130 | 6.5%
Germany | 992 | 5.7%
France | 860 | 4.9%

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**PRODUCTS** | %
---|---
Crude oil | 7.8%
Fertilizers | 7.6%
Autoparts | 7%
Cars | 5.4%
Refined oil | 3.4%
Trucks | 3%
PARANA STATE

INDUSTRIAL STRENGTH

National ranking – based on industrial transformation value generation Source: IBGE/PIA, 2012

1st

Manufacturing of:
- Food products
- Paper and cellulose products
- Cars, vans and utilities
- Medical and dental tools

2nd

In wood splitting

Manufacturing of:
- Furniture
- Home appliances
- Pharmaceutical and chemical products
- Petroleum products

3rd
National ranking – based on 2012/2013 production (ton/liters)
Source: DERAL/CONAB, 2013
• Literacy rate = 94% (Brazilian average = 91%)

• International and bilingual schools in major cities of the State

• Institutions of Technical Education in 35 municipalities

• 2 federal universities, 7 state universities and 174 private superior educational institutions

• 79 municipalities with public of private superior educational institutions
PARANA STATE

WORLD CLASS LABOR

- Available labor = 5.2%
- Proportion of people with superior education is higher in Paraná (12.7%) than in the rest of the country (11.3%)
- More than 8,000 students in Master courses and 4,000 in PhD courses
- Around 30 technological incubators distributed in 15 cities
PARANA STATE

WORLD CLASS LABOR

WORKERS 2.5 TIMES MORE PRODUCTIVE THAN THE ONES FROM OTHER STATES

PRODUCTIVITY IN PARANA IS HIGHER COMPARED TO THE NATIONAL AVERAGE IN MANY SECTORS OF THE TRANSFORMATION INDUSTRY

Source: IBGE, 2011
PARANA STATE

LOGISTICAL ADVANTAGE

Quick and direct access to the main consumer markets of the country

Access to the consumer markets of Mercosur/LA

Access to 4 strategical Ports and Warehouses

Access to the consumer markets of South Brazil
PARANA STATE

POWER ADVANTAGES AND UTILITIES

Efficient and competitive industrial water supply guaranteed

Industrial gas covered all of the state: best gas supply in South Brazil

• Electricity
• Investor support
• Quick installations and co-investments in substations and access to industrial gas

Tax incentives on industrial electricity costs

COPEL Paraná Power Company: the best power distributor of Brazil
Parana State

Quality of Life

Rich and exuberant nature
That attracts tourists, produces food and gives its inhabitants an excellent quality of life

Cultural and religious diversity
Resulting from the immigration of different people to the state

Efficient urban planning
Which has rendered the state many international awards
PARANA DEVELOPMENT AGENCY

MISSION
Attraction of national and international investments
Economic development of the state

VISION
Parana: the South American hub for business and investments

SUPPORT
Support to companies already established in Parana aimed at further developing the state
PARTNERS NETWORK

UNIVERSITIES

LABORATORIES

ASSOCIATIONS

INDUSTRIAL RESEARCH & DEVELOPMENT INSTITUTIONS

INDUSTRIES

GOVERNMENTS
OUR SERVICES

- **Strategic information about Parana**
  Development and coordination of strategic projects for the state and its municipalities

- Advisory services and site location for new companies

- Information about financing and human resources

- Support to investors with the federal, state and local governments

- **Tax systems and benefits demonstration**

- Connection with institutions and business associations
“PARANÁ COMPETITIVE” PROGRAM

Tax incentive program for the attraction of investments in the state of Paraná
- State Decree Nr 630/2011 and 7291/2013

Objective
To encourage the attraction of new investments and the expansion of industrial activities already established in the state.

Benefits
Deferral of the incremental ICMS
Deferral of the ICMS on electricity supplied by energy companies located in Paraná and on natural gas supplied by Compagás
“PARANÁ COMPETITIVE” PROGRAM

Tax incentive program for the attraction of investments in the state of Paraná
- State Decree Nr 630/2011 and 7291/2013

Postponement of payment of the generated ICMS (from 10% to 90%)

Postponement period: from 2 to 8 years

Investments made in the 24 months prior to the form request
Investments under implementation and future investments (projected)
THANK YOU.