



RESET  
**21-22**  
SÃO PAULO  
BRAZIL



## SÃO PAULO: A COUNTRY WITHIN A COUNTRY



**3rd Largest Economy and consumer market in Latin America**



**32% of the Brazilian GDP**



**The world's largest producer of sugar, ethanol, and orange juice**



**19 of the 20 best highways in Brazil**



**South America's largest port and airport**



**Headquarters of 60% of companies of Fortune 100 Latam**



**Home to 4 of the top 10 universities in Latin America**



**70% of the country's skilled labor**



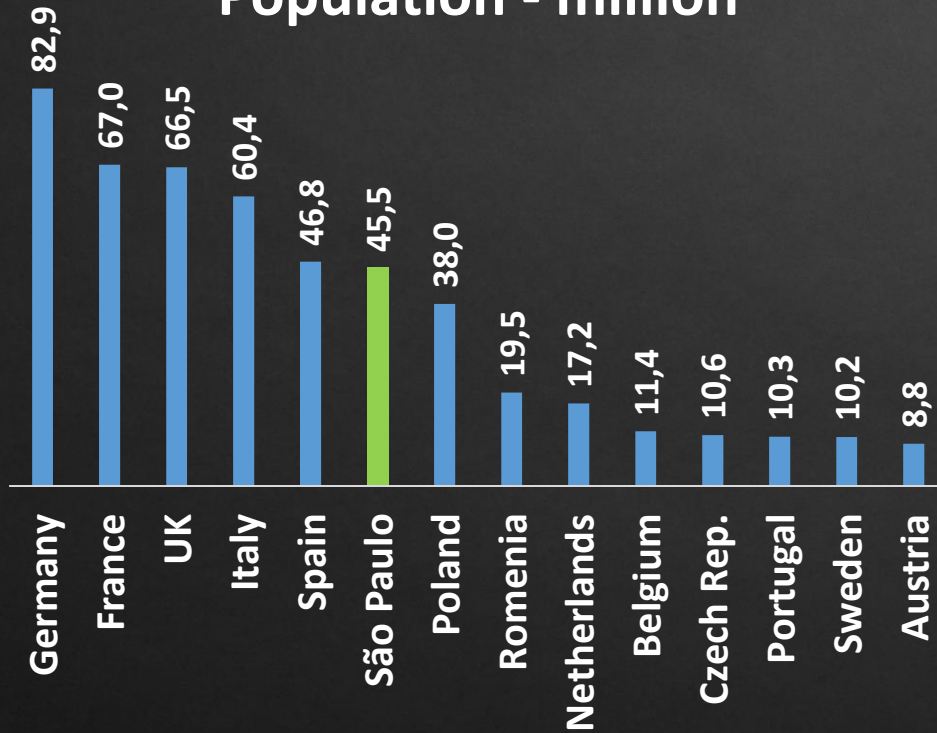
**Home to 80% of Latin American business events**



**Largest leisure and entertainment center in Latin America**

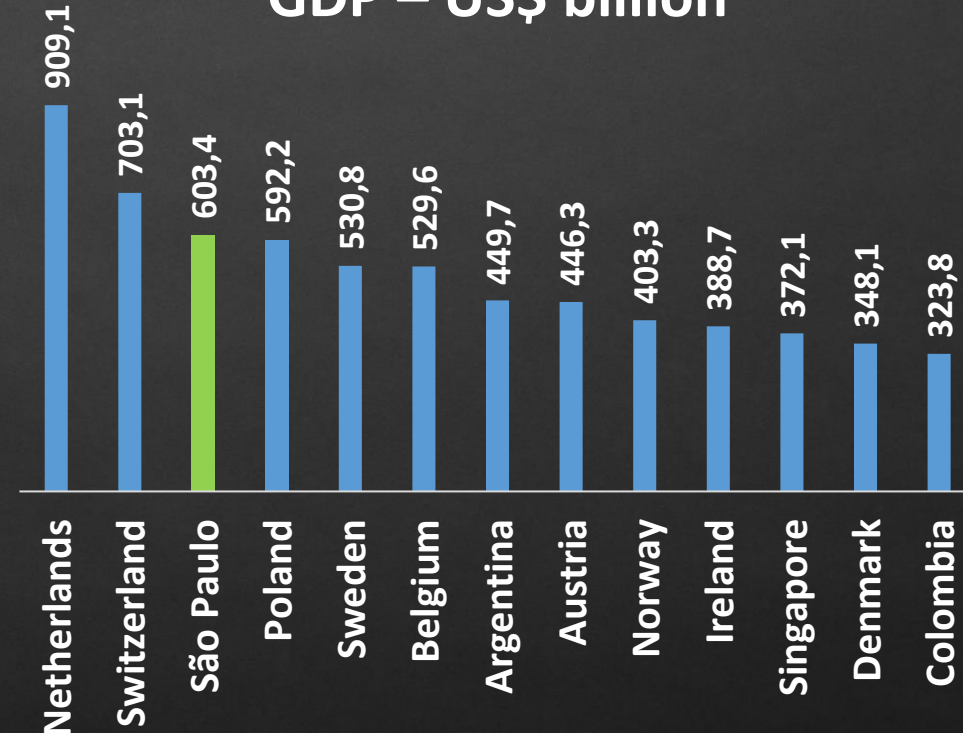
# SÃO PAULO: A COUNTRY WITHIN A COUNTRY

Population - million



31st largest world population

GDP – US\$ billion



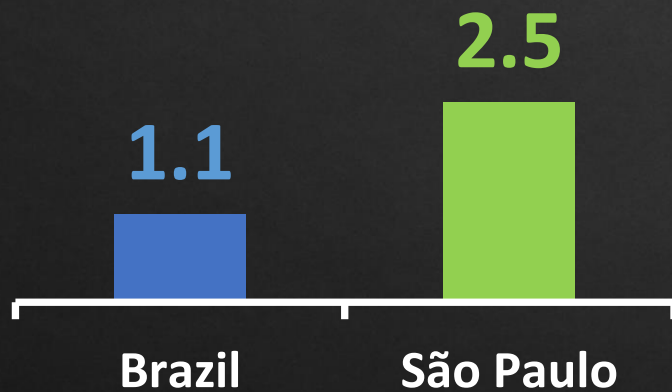
21st world economy



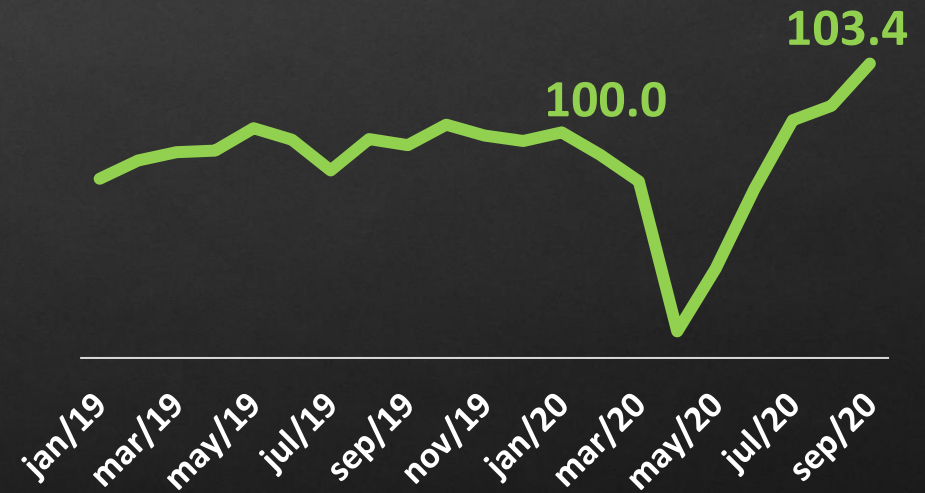
## SÃO PAULO: RECENT ECONOMIC PERFORMANCE

- Strong growth in 2019, generation of 579,000 jobs last year
- Smaller decline and faster recovery in 2020

GDP growth in 2019 (var. %)



Monthly GDP of São Paulo



# SÃO PAULO: RESPECT FOR THE ENVIRONMENT AND SCIENCES

## Environment

*São Paulo operates in full alignment with international standards for conservation and preservation*

- Zero illegal deforestation and forest restoration
- Encouraging renewable energy sources
- Limitation in the generation of greenhouse gases

## Covid-19

*Only science guides Government decisions*

- The state was one of the first to adopt social isolation and the mandatory use of masks
- The São Paulo Plan to fight the pandemic has saved lives and 318,000 jobs, most of which in relation to vulnerable workers

## 6 AXES OF THE 21/22 ECONOMIC RECOVERY PLAN



### Infrastructure

*Investment opportunities*



### Dynamic industries

*High investment return potential*



### Business Environment

*Ease of doing business*



### Sustainable development

*Conservation and respect for the environment*



### Inequality reduction

*Creation of jobs*



### Internationalization

*Integration into the global economy*



## RECENT SUCCESS: THE LARGEST ROAD CONCESSION IN THE HISTORY OF BRAZIL



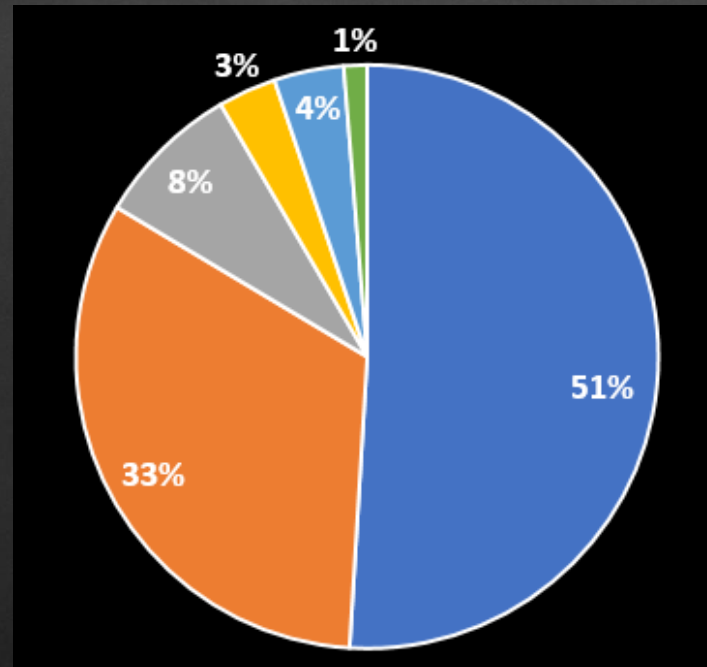
### Pipa (Piracicaba Panorama)

- Carried out in 2020
- **1,300** kilometers
- **US\$ 2.7 billion** investment
- **62** municipalities
- 1st zero carbon highway in the country

# NEW OPPORTUNITIES FOR CONCESSIONS AND PARTNERSHIPS

**19**  
Portfolio  
projects

**US\$ 6**  
billion  
investment



Distribution of  
investments

Transport /  
Mobility



Highways



Safety



Leisure



Education



Parks





## INTERCITY TRAIN



- São Paulo/Campinas (100 km)
- Demand: 565,000 passengers/day

*Investment:*  
**US\$ 1.4 billion**



## CONCESSION OF CPTM LINES 8 AND 9



*Investment:*  
**US\$ 500 million**



# CONCESSION OF THE HIGHWAYS OF THE COAST OF THE STATE



*Investment:*  
**US\$ 600 million**

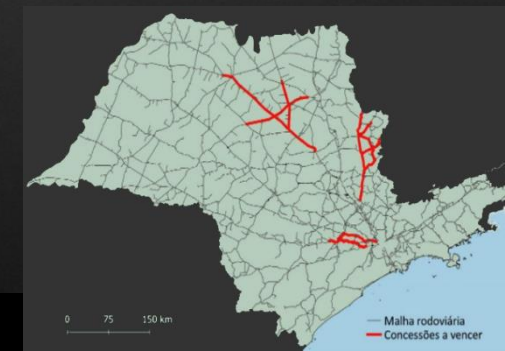




# RENEWAL OF ROAD CONCESSION CONTRACTS



- **TRIÂNGULO DO SOL**  
442 km  
42 million vehicles / year
- **RENOVIAS**  
346 km  
55 million vehicles / year
- **VIAOESTE**  
169 km  
116 million vehicles / year





## CONCESSION OF 22 REGIONAL AIRPORTS



*Investment:*  
**US\$ 80 million**



# CONCESSIONS AND PARTNERSHIPS IN OTHER SECTORS

## ENVIRONMENT



*Zoo and Botanical  
Garden  
Investment:  
US\$ **70** milhões*

## SPORTS CENTERS



*Ibirapuera  
Complex  
Investment:  
US\$ **200** milhões*



# DIVERSIFIED PRODUCTION: 14 ECONOMIC DEVELOPMENT HUBS



1. Health and Pharma



2. Metallurgical, Machinery, and Equipment



3. Automotive



4. Chemical, Rubber, and Plastic



5. Petroleum and Petrochemical Derivatives



6. Biofuels



7. Food and Beverages



8. Textiles, Clothing and Accessories



9. Leather and Footwear



10. Aeroespacial, Agritech, Technology Services



11. Eco-Forestry



12. Paper, Pulp, and Reforestation



13. Logistics, Transport, and Storage



14. Hygiene, Cleaning, and Cosmetic



## BUSINESS ENVIRONMENT

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**Tax Simplification**



**Regulatory  
modernization**



**Debureaucratization**



**Investment Fast-  
Track**



## ENVIRONMENT AND SUSTAINABLE DEVELOPMENT



- Cleaning up of the rivers Pinheiros and Tietê
- Preservation of forests and growth of 5% of native vegetation cover in the last 10 years
- Zero illegal deforestation in the Atlantic Rainforest in 2019
- Renewable Energy: commitment to reduce emissions by large companies (such as Toyota, ArcelorMittal, Carrefour)
- Commitment to restrict the production of greenhouse gases



## INEQUALITY REDUCTION

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- Job creation and professional qualification
- Economic growth in 2019 generated 579,000 jobs
- 2 million jobs expected in 21-22
- Largest vocational education park in Latin America
- 150,000 beneficiaries of professional qualification courses in 2020
- Partnerships for the future of working with large companies (SAP, Totvs, IBM, Oracle, Microsoft, Cisco, AWS, Ford, Toyota, etc.)



# INTERNATIONALIZATION OF THE STATE ECONOMY

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- International offices in Shanghai and Dubai. New unit estimated in Munich
- Signature of bilateral agreements
- Investment agencies, chambers of commerce, and international organizations

## RESUMO

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- São Paulo is the third largest consumer market in Latin America
- It has ample investment opportunities in industry, infrastructure, agribusiness, tourism, creative economy, science and technology, and real estate
- Its economy grew more than twice the national economy in 2019, is fast recovering in 2020, and will accelerate in 21-22
- It respects the environment, invests in innovation, and strives to reduce social inequality



