

MINAS GERAIS

LAND OF OPPORTUNITIES



DESENVOLVIMENTO
ECONÔMICO



**MINAS
GERAIS**

A DIFFERENTIATED
GOVERNMENT.
AN EFFICIENT
STATE.

PUBLISHER

MINAS GERAIS INVESTMENT PROMOTION AGENCY
(INVEST MINAS)

EXECUTIVE BOARD

JOÃO PAULO BRAGA SANTOS – CEO

GUSTAVO GARCIA VIEIRA DE ALMEIDA - MANAGING AND NEW
BUSINESS DIRECTOR

LEANDRO ANDRADE - INVESTMENT ATTRACTION DIRECTOR

RONALDO ALEXANDRE BARQUETTE - INVESTMENT
ATTRACTION DIRECTOR

EDITORS

JOÃO PAULO BRAGA SANTOS – CEO

FABIO LEANDRO VIEIRA DA SILVA - COMMUNICATIONS ANALYST

LUCAS GOMES - CORPORATE COMMUNICATIONS MANAGER

DESIGN AND LAYOUT

YAGO SANDERSON ALVES VERSIANI – GRAPHIC DESIGNER





GOVERNOR

ROMEU ZEMA

We have simplified the lives of those wishing to invest in Minas Gerais, providing a modern, vibrant, and legally secure business environment. I am very proud that Minas Gerais is the state of choice for large-scale multinationals from across various sectors, such as Heineken, XCMG, Midea ABBVIE, Verallia, Vila Galé, Danone, Stellantis, and many others.

Additionally, our state is home to much natural wealth, and globally-recognised historic and cultural heritage, with our wonderful gastronomy. Minas also stands out as having one of Brazil's best public safety records, a qualified workforce at competitive costs, a strategic geographical location (at the centre of Brazil's main consumer hubs), and welcoming people that you will never forget when you meet them.



**MINAS
GERAIS**

GOVERNO
DIFERENTE.
ESTADO
EFICIENTE.

Table of
CON
TENT

1

MINAS GERAIS

STRATEGIC INFORMATION

6

2

THE INVEST MINAS

HOW CAN INVEST MINAS HELP YOU?

8

3

INVEST MINAS RESULTS

(2019 TO 2024: GOVERNOR ROMEU ZEMA'S ADMINISTRATION)

9

4

STRUCTURING SECTORS

(2019 TO 2024: GOVERNOR ROMEU ZEMA'S ADMINISTRATION)

10

4.1 INFRASTRUCTURE CONCESSIONS

10

4.2 RENEWABLE ENERGY

22

4.3 STRATEGIC MINERALS

29

5

SECTORS THAT DIVERSIFY THE ECONOMY

36

5.1 SUSTAINABLE AGRIBUSINESS

36

5.2 E-COMMERCE AND THE LOGISTICS CHAIN

42

5.3 PHARMACEUTICAL INNOVATION

46

5.4 TOURISM AND GASTRONOMY

50

1

MINAS GERAIS

STRATEGIC INFORMATION

CONSUMPTION MARKETS



CENTRE OF THE BRAZILIAN CONSUMER MARKET

MINAS GERAIS + NEIGHBOURING STATES:

61% of the consumer market

(IPC Maps 2023)



LOGISTIC



A RADIUS OF

800 km

FROM BELO HORIZONTE COMPRISES:

64.4% of Brazilian GDP

52.1% of the Brazilian population

Second most extensive rail network

(MORE THAN 5,000 KM)

Longest extension of paved highways

(MORE THAN 29,000 KM)

BH Airport

(CONSIDERED THE WORLD'S MOST PUNCTUAL AIRPORT BY THE CONSULTANCY CIRIUM IN 2021)

Six dry ports

(IN THE CITIES OF BETIM, VARGINHA, UBERLÂNDIA, UBERABA, JUIZ DE FORA AND POUSO ALEGRE)

Incentives

Minas Gerais offers tax incentives that reduce costs and generate competitiveness for your business. Invest Minas advises companies in their dialogue with the Treasury Department.

IRPJ (CORPORATE TAX) INCENTIVES:

Exemption from IPRJ for up to 10 years under the Digital Inclusion Programme

75% reduction of the IPRJ for up to 10 years for new developments

Reinvestment of 30% of IPRJ

ICMS (“VAT”) INCENTIVES

Production (+60 sectoral tax treatments)

Importation and marketing (import corridor)

Distribution centres linked to the industry

Location

Invest Minas assists the company in identifying the most suitable location for the installation of its undertaking, in partnership with the municipalities of Minas Gerais.

GEO MG

GEO MG is the GIS system developed by Invest Minas, open to the public, which cross-references information from a base of public and private properties available to receive enterprises (land, warehouses, logistic condominiums and industrial districts) with a series of other relevant information on the territory of Minas Gerais (infrastructure, economy, education, etc.), enabling the identification of the best location for an enterprise according to its specific needs.

Human Resources

We have education programs designed to offer qualified professionals to companies and increase the employability of the population. In partnership with the Secretary of Education and the Secretary of Social Development, Invest Minas gathers business demands to define training courses.

TRILHAS DE FUTURO PROGRAM:

Trilhas de Futuro is a programme of the Minas Gerais State Government to offer free technical courses to students and graduates of high school.

Editions 1, 2 and 3

81 courses

277 education institutions

109,000 registrations

2024

50,000 new vacancies

Innovation

Minas Gerais supports companies in innovation projects. Invest Minas makes connections with the best tools.

COMPETE MINAS (FAPEMIG)

Economic subsidy for innovation processes in companies or ICTs

First call: 100 million in available funds

Counterpart: 10%

EMBRAPPI

Partial financing of innovation projects between companies and universities

Possibility of financing up to 50% of the Project with non-reimbursable resources

+ R\$ 10,7 million

BDMG

Pro-innovation: + R\$ 50 million

Inovacred (partnership with FINEP): + R\$ 500 million

Infrastructure

Investments in public infrastructure that increase a company’s competitiveness may be reimbursed as ICMS credits. Invest Minas provides guidance on how to do this.

ICMS CREDIT GRANTED

Companies from all sectors in Minas Gerais may use up to 60% of the so-called incremental ICMS - the difference between the tax due in the calculation period and the tax due in the same period in the year preceding the concession of the benefit - to carry out road works that are in the public interest.

Financing

Invest Minas connect companies with financing solutions, especially from BDMG, our main partner.

BDMG

The Development Bank of Minas Gerais offers various credit solutions for:

- ▶ Investments (implementation, expansion and modernization)
- ▶ Working capital
- ▶ Sustainability (renewable energy and energy efficiency)
- ▶ Innovation
- ▶ Agribusiness

BNB

Bando do Nordeste uses FNE resources to finance long-term investments, working capital and funding in several areas:

- ▶ Agribusiness
- ▶ Industry
- ▶ Trade and services
- ▶ Tourism
- ▶ Infrastructure
- ▶ Health
- ▶ Innovation
- ▶ Sustainability
- ▶ Micro and mini distributed generation
- ▶ Startups

Invest Minas is the Minas Gerais State Government investment promotion agency.

It is Brazil's first such agency, and for more than 50 years has worked with entrepreneurs to promote attraction and facilitation of investments, contributing to employment and revenue generation in Minas Gerais



ONE-STOP SHOP

Unified attendance for investors, acting in conjunction with public agencies and private entities to ensure the success of projects through all of their phases.

PROJECT SITING

Support and identification of appropriate municipalities and properties for the project, in line with the criteria set by the investor and in liaison with the municipal authorities.

PUBLIC POLICIES

Proposition of public policies which favour the business environment and enhance competitiveness in Minas Gerais.

MARKET INTELLIGENCE

Support in development of suppliers and clients.

3

INVEST MINAS RESULTS

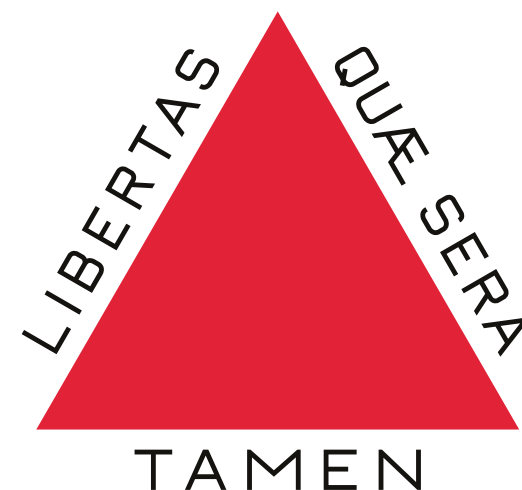
(2019 TO 2024: GOVERNOR ROMEU ZEMA'S ADMINISTRATION)

PROJECTS

710

INVESTMENTS

**R\$409
Billion**



MUNICIPALITIES

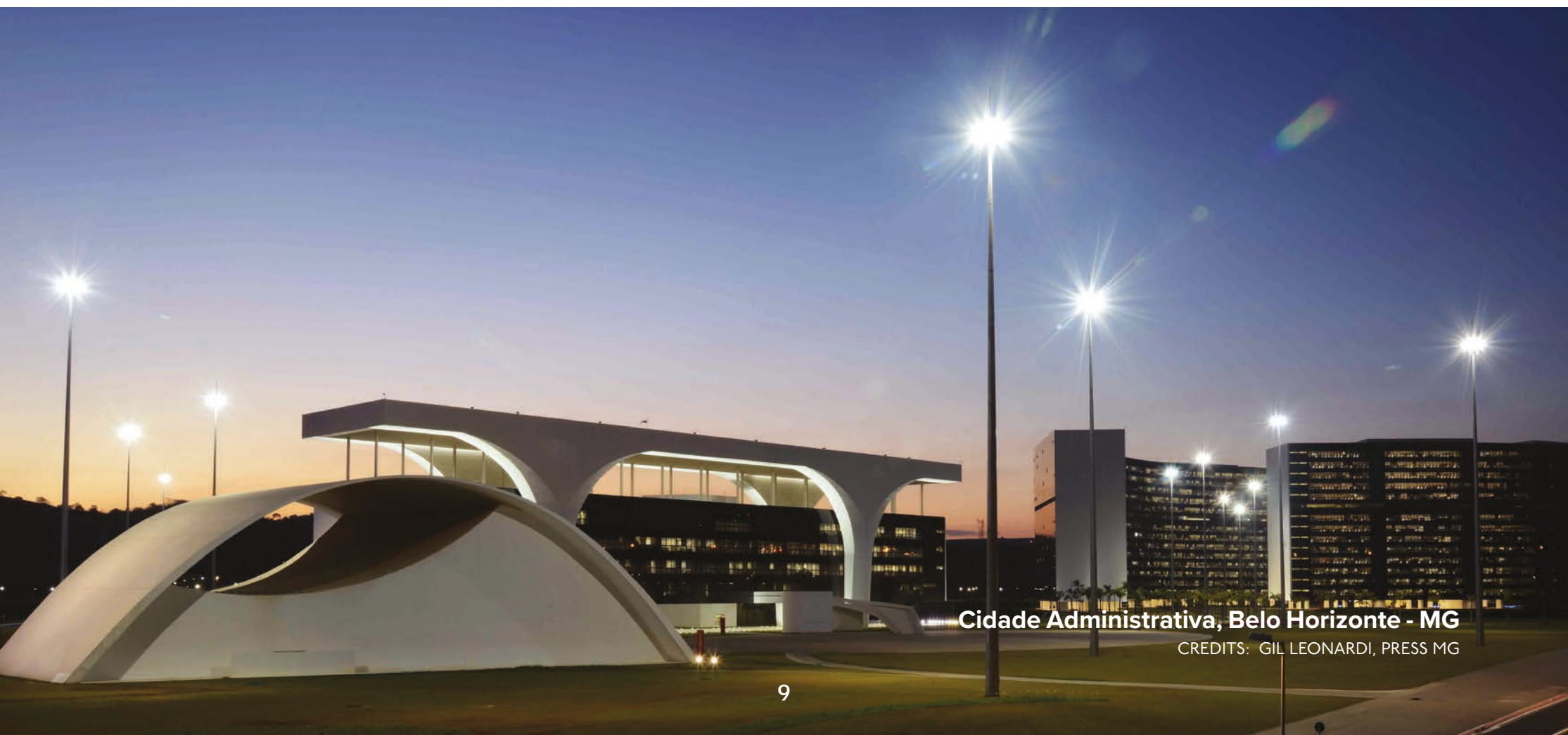
270

INVESTMENT RATE

51%

JOBS

200,321



Cidade Administrativa, Belo Horizonte - MG

CREDITS: GIL LEONARDI, PRESS MG

4

STRUCTURING SECTORS

The Minas Gerais Government has embraced the challenge of diversifying the state economy, without forgetting traditional sectors such as mining and agriculture, but rather resignifying them among the ideals of green economy, energy transition, and technological efficiency. To achieve these goals, Minas Gerais has focused on structuring sectors which, alone, create great opportunities and form the basis for sectors in the so-called new economy.

4.1 INFRASTRUCTURE CONCESSIONS ▼▲▼

The government's vision that good infrastructure is a requirement for growth is clear. There is a need for highways, railways, dry ports, energy and water supply, wastewater treatment, and much more for output distribution, cargo transport, expansion of industries, and the general well-being of the population.

► SECTOR IN MINAS GERAIS

CURRENT CONTRACTS



20 contracts underway



US\$ 4.2 billion in investments



**Peter Lund Cave Circuit (Rota Grutas)
Ibitipoca Park
Itacolomi Park**



**BH Coach Station (TERGIP)
Metropolitan Terminals
Belo Horizonte Metropolitan Region (BHMR) Metro**



**Mineirão Stadium
Mineirinho Arena**



**Integrated Attendance Unit (UAI) Phase I
UAI Phase II
UAI Phase III**



**Manga Ferry
Town of Matias Cardoso**



**MG 050
BR 135
MG Triangle Lot
South Minas Lot
Varginha-Furnas Lot
Ring-road**



**Zona da Mata Airport
Pampulha Airport**



Penitentiary Complex

▶ OPPORTUNITIES

INFRASTRUCTURE AND LOGISTICS

6 contracts ongoing

+2,300 km of highway concessions

+ US\$ 3,3 billion contracted

2nd round of concessions now contracted

+ 2,500 km being studied by the National Economic & Social Development Bank (BNDES)

+ 700 km being studied by the Minas Gerais Development Corporation (CODEMGE)

PLANNED: VETOR NORTE, ZONA DA MATA, NOROESTE, AND QUADRILÁTERO FERRÍFERO.

LOT 7 | OURO PRETO - MARIANA

30 years

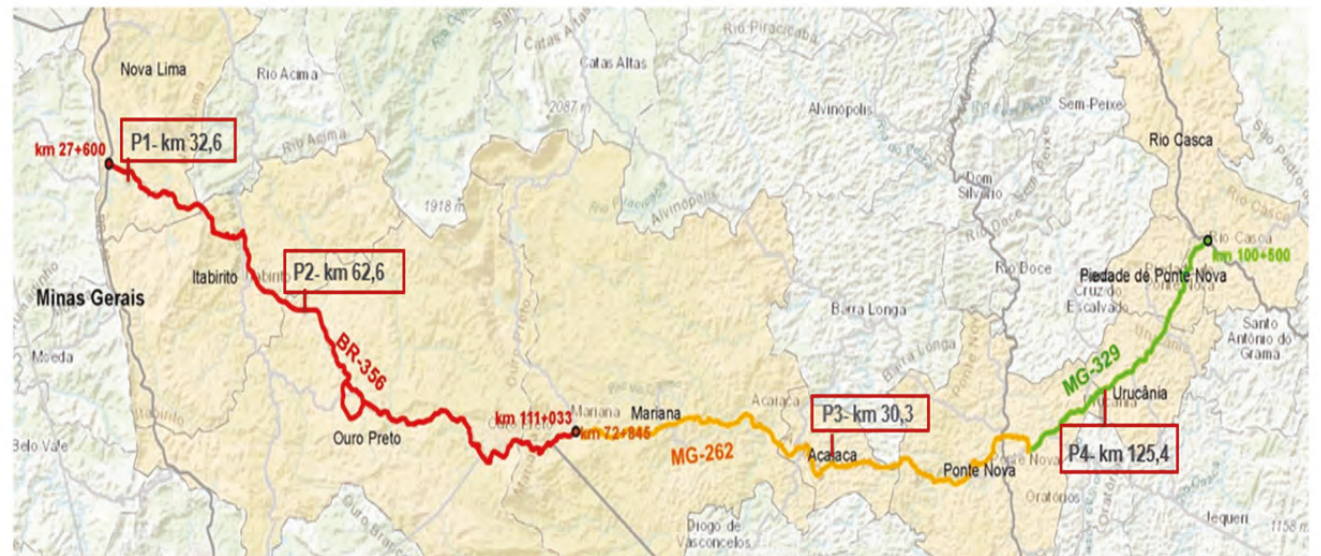
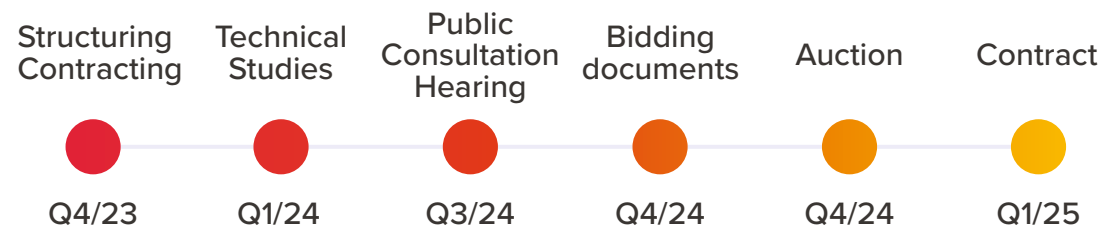
US\$ 307.7 Mi forecast spending

187.3 km

US\$ 576.9 Mi forecast investments

MODALITY: USER-PAYS PPP WITH SOME AMOUNT OF GOVERNMENT PAYMENT

**BR356 | MG262
MG329**



LOT 8 | VETOR NORTE



12 municipalities impacted

30 years

US\$ 230.8 Mi forecast spending

448,1 km

US\$ 348.6 Mi forecast investments

LMG512

MG433

LMG735

MG424

LMG800

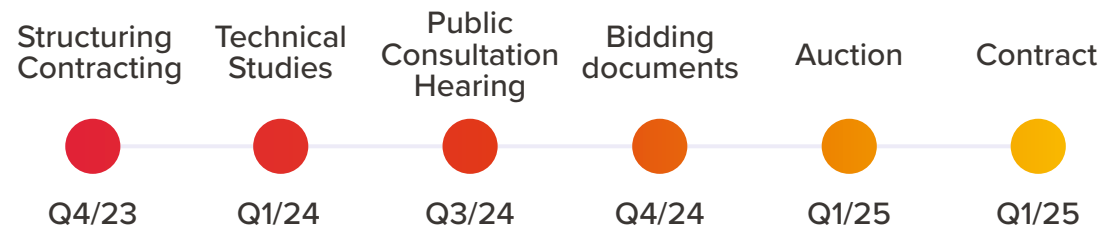
CMG259

MG010

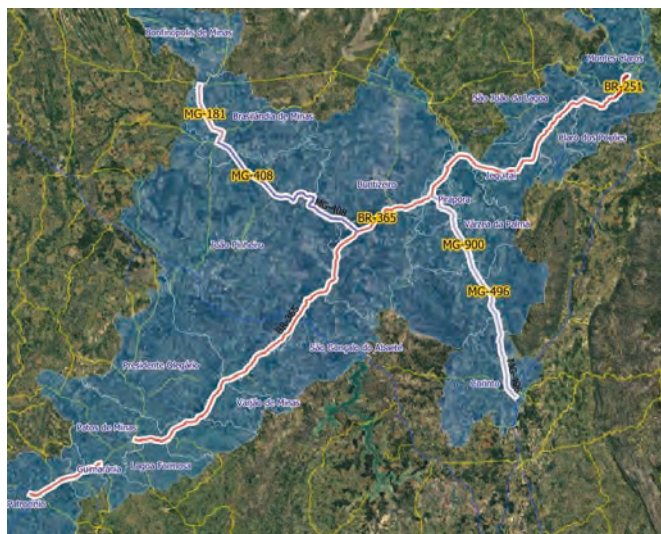
MG020

AMG900

MODALITY: USER-PAYS PPP



LOT 9 | ZONA DA MATA



14 municipalities impacted

US\$ 615.4 Mi forecast spending

775.9 km

US\$ 1 Bi forecast investments

MG181

CMG496

MG408

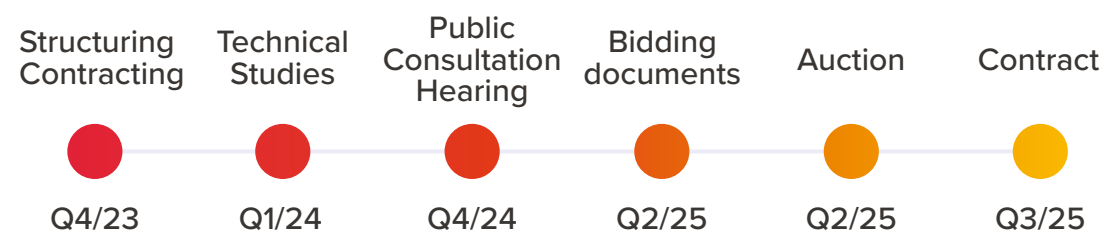
AMG900

BR251

BR146

BR365

MODALITY: USER-PAYS PPP



LOT 10 | NOROESTE

MG
167 | 350 | 457 | 350 | 353 |
280 | 285 126 | 447 | 133

CMG
383 | 120 | 482 | 265 | 460
| 267 | 120

LMG
729 | 814 | 815 | 858 | 860 |
87

BR 354 BR 267 AMG 900

47
municipalities
impacted

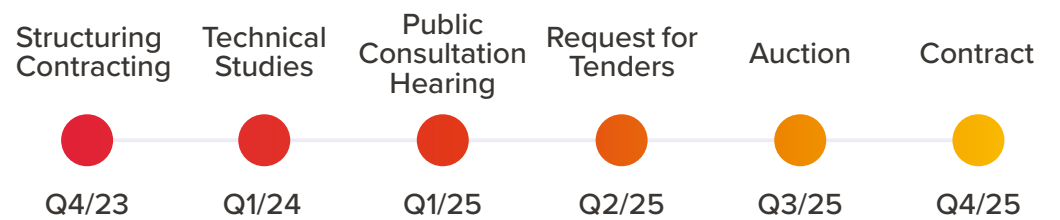
1,176 km

US\$ 384.6 Mi
forecast spending

US\$ 653.8 Mi
forecast investments



MODALITY: USER-PAYS PPP



LOT II | QUADRILÁTERO FERRÍFERO

LMG
504 | 776 | 777 | 778 | 779 |
790 | 855

MG
129 | 232 | 326 | 434 | 435 |
436 | 462

CMG 120 | 262

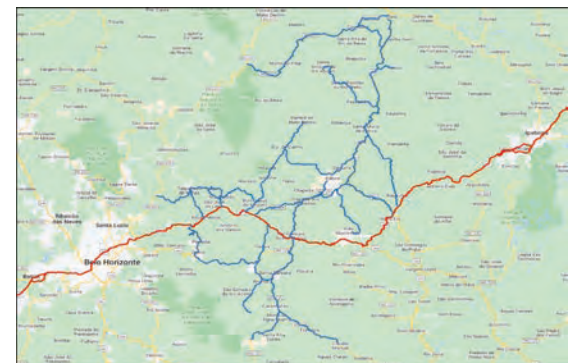
AMG 900

24
municipalities
impacted

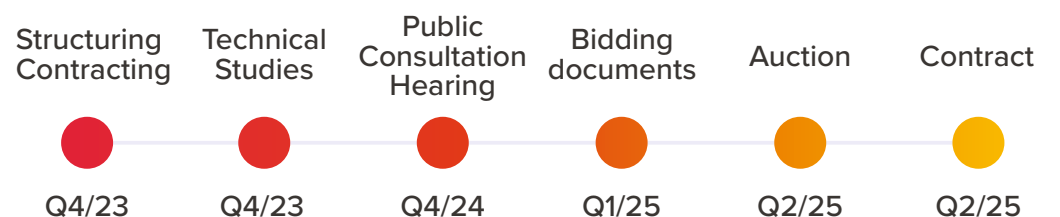
766 km

US\$ 1.2 Bi forecast
spending

US\$ 942.3 Mi
forecast investments



MODALITY: USER-PAYS PPP WITH SOME AMOUNT OF GOVERNMENT PAYMENT





Works of the São Francisco System, in Ibiaí.

CREDITS: GIL LEONARDI, PRESS MG

► URBAN INFRASTRUCTURE

METROPOLITAN TERMINALS

Implementation, renovation, expansion, exploration, operation, and maintenance of Metropolitan Integration Points for collective transport in the BH Metropolitan Region (BHMR)

7 municipalities impacted

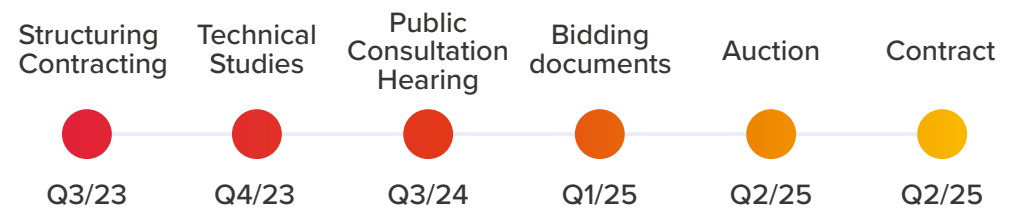
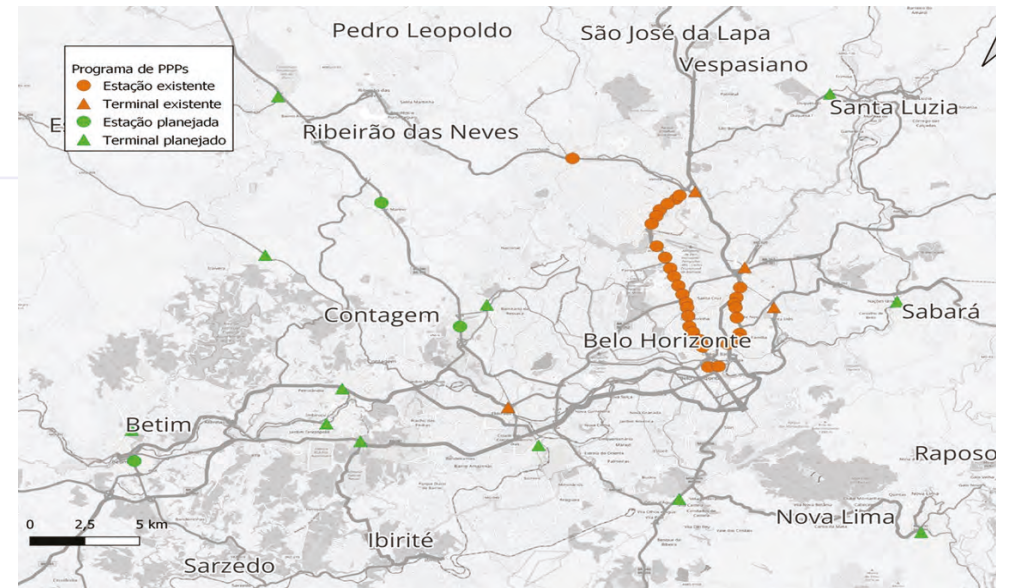
Belo Horizonte
Betim
Contagem
Nova Lima
Ribeirão das Neves
Sabará
Santa Luzia

4 terminals installed

31 stations installed

12 new terminals

3 Move stations



BHMR FLEET RENEWAL

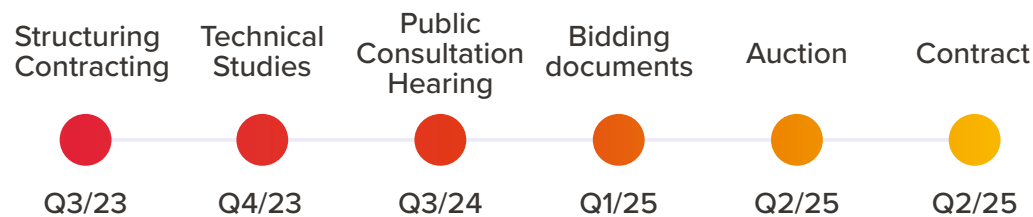
Renewal of fleets to reduce the average age of vehicles in operation; modernization of public transportation, providing greater efficiency, safety, and quality of services.

34 municipalities impacted

500,000 users per day

2,437 vehicles in current fleet

Fleet 11 years old





Infrastructure in Jaíba, the largest irrigated perimeter in South America

CREDITS: GIL LEONARDI, IMPRENSA MG



Works of the São Francisco System, in Ibiaí.

CREDITS: GIL LEONARDI, PRESS MG



Road Signs

CREDITS: DISCLOSURE, DER-MG



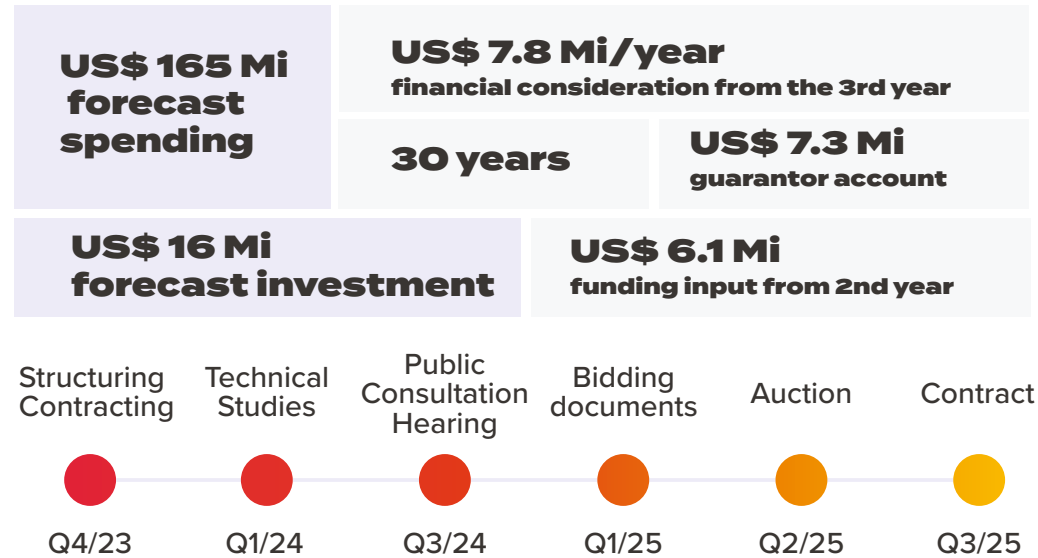
BH subway concession

CREDITS: GIL LEONARDI, PRESS MG

► SOCIAL INFRASTRUCTURE

SOCIOEDUCATIONAL

Construction, maintenance, and operation of socioeducational centers (CSE) and provision of socioeducational services. 180 vacancies for males in Betim and Santana do Paraíso.

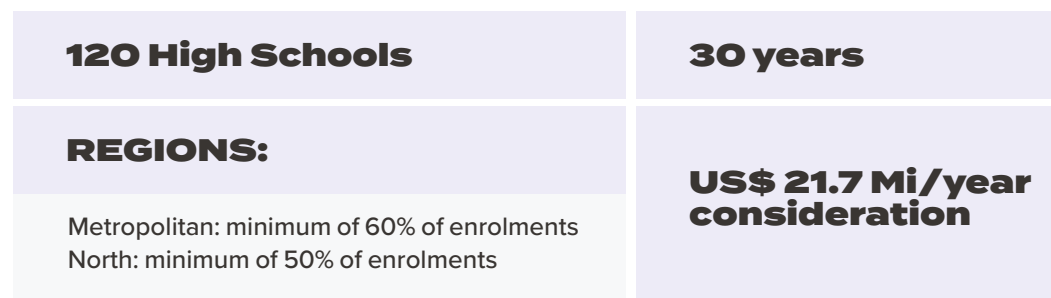


MODALITY: GOVERNMENT-PAYS PPP

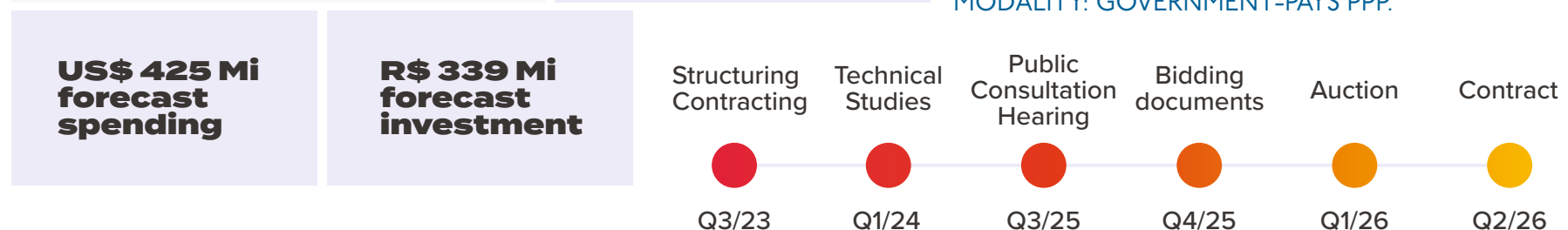
SCHOOL MAINTENANCE PPP

PPP to finance, Maintenance, equip and operate non-pedagogical services of up to 120 schools from elementary and high school in the state of Minas Gerais, as well as the construction of another 3 units.

Benefiting up to 94 thousand students, in 38 municipalities in the metropolitan region and northern Minas Gerais.



MODALITY: GOVERNMENT-PAYS PPP.



HOSPITAL COMPLEX

HOSPITAL AND PUBLIC HEALTH ASSISTANCE

Equip, build, maintain and operate, with provision of non-clinical services, a new health complex with medium and high complexity care, including new structures, physical facilities and equipment.

The forecast is to provide more than 400 beds for society, with a focus on women's health, oncology, infectious diseases and pediatrics assistance lines.

PUBLIC HEALTH LABORATORY

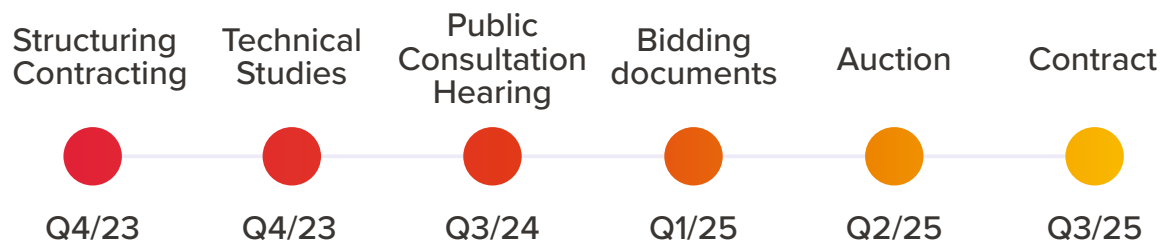
Construction of a new Central Public Health Laboratory of Minas Gerais (LACEN/MG), including the reconfiguration of more than 40 of the institution's laboratories and operations of non-laboratory services.

The main purpose is to improve epidemiological and sanitary analyses, which aim to prevent and monitor diseases and check the quality of food, beverages and medicines.



MODALITY: GOVERNMENT-PAYS PPP

400 beds	42 laboratories	20 years
Infectious-contagious illnesses Oncology Women's health Pediatrics	Laboratory and epidemiological surveillance	
US\$ 105.8 Mi forecast investments		US\$ 288 Mi forecast spending
US\$ 45.9 Mi/year consideration		





Road Signs

CREDITS: DISCLOSURE, DER-MG

▶ OPPORTUNITIES IN NUMBERS

INVESTMENTS

US\$ 4.19 Bi

TAXES & CONTRIBUTIONS

US\$ 320 Mi

JOBS CREATED

350 K

CULTURAL PARTNERSHIPS

CapEx: R\$ 7 mi

Direct & indirect jobs: 1,067

Taxes & contributions: R\$ 7.2 mi

MOBILITY INFRASTRUCTURE

CapEx: US\$ 409 mi

Direct & indirect jobs: 10,877

Taxes & contributions: R\$ 53 mi

GREEN PARTNERSHIPS

CapEx: US\$ 5 mi

Direct & indirect jobs: 744

Taxes & contributions: R\$ 3.6 mi

LOGISTICS INFRASTRUCTURE

CapEx: US\$ 3.6 bi

Direct & indirect jobs: 348,000

Taxes & contributions: R\$ 1.7 bi

SOCIAL INFRASTRUCTURE

CapEx: US\$ 186.2 mi

Direct & indirect jobs: 30,000


Taxes & contributions: R\$ 194 mi

**CON
TACT**
AT INVEST MINAS



**RENATO FERRAZ GARCIA
DE ANDRADE**

MANAGER

 +55 (31) 996088176

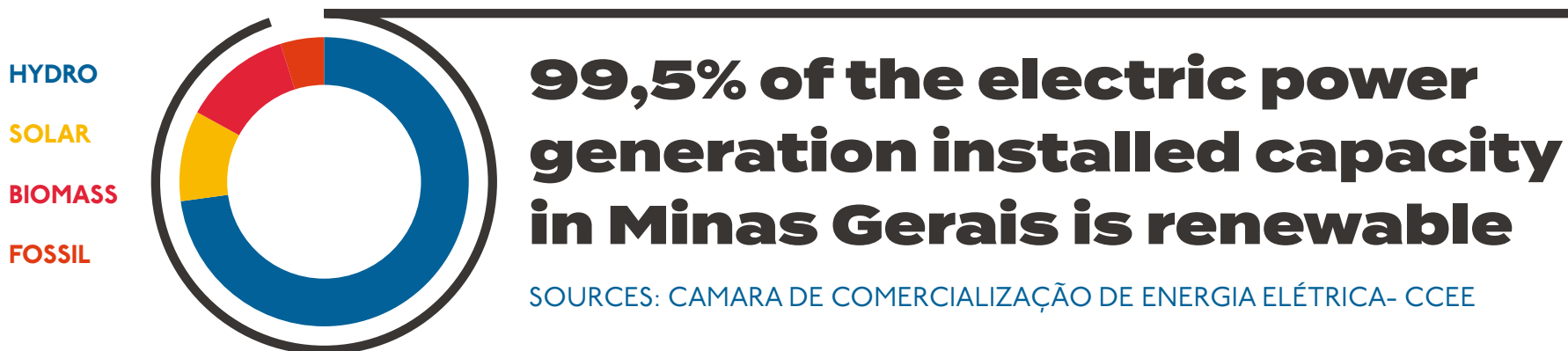
 renato.andrade@investminas.mg.gov.br

4.2 RENEWABLE ENERGY ▼▲▼

Minas Gerais has a 96% renewable energy matrix and in recent years has experienced a boom in the generation of alternative sources such as solar, biomass, green hydrogen and wind. Investment in these sectors contributes strongly to the goal of zeroing carbon emissions by 2050 (Race to Zero, Minas Gerais joined the program in 2021) and also helps to attract companies that plan to make their businesses greener, and finally places Minas Gerais as a protagonist, among Brazilian states, in the energy transition movement.

► SECTOR IN MINAS GERAIS

ELECTRIC POWER GENERATION



SOLAR ENERGY

1st place in the Brazilian ranking for solar energy, with almost 7GW of installed capacity

6,730MW

INSTALLED CAPACITY

+ 2,816 MW under construction
and 38,973 MW authorized

Centralized + Distributed Generation



WIND ENERGY

156kW

INSTALLED CAPACITY

+384,448kW

AUTHORIZED



BIOFUEL & BIOMASS



4th largest ethanol producer

(9.4% OF NATIONAL PRODUCTION)

Production of 131,900 m³ of biodiesel

(2020)

2.1 GW of electric power generation installed capacity from Biomass

(3RD MOST RELEVANT SOURCE)

PHOTOVOLTAIC ENERGY

Minas Gerais is a national leader in solar energy generation, and the vast majority of these operations are installed in the north and northeastern regions of the state, where the Human Development Index (HDI) is much lower than the average. These projects are creating jobs and tax income, and are life-changers for the population.

CHARACTERISTICS

Minas Gerais has 5 of the 10 biggest solar farms in Brazil

Total installed capacity: 6,73 GWp

ADVANTAGES

Excellent solar radiation levels, coupled with mild temperatures

Favorable topography

Competitive land costs

Concessionaire Minas Gerais Energy Company (CEMIG)

200 new substations

Transmission Line auctions

Simplified environmental licensing

Photovoltaic Araçuaí

CREDITS: CRISTIANO MACHADO, PRESS



OPPORTUNITIES

R\$26 billion in formalised projects yet to commence

INSTALLATION ACROSS MORE THAN 17 MUNICIPALITIES

R\$10 billion with installation underway


IN 7 MUNICIPALITIES

**CON
TACT**
AT INVEST MINAS



**RENATO FERRAZ GARCIA
DE ANDRADE**

MANAGER

 +55 (31) 996088176

 renato.andrade@investminas.mg.gov.br

GREEN HYDROGEN

Minas is well positioned to be a major producer:

- 1st in Brazil for solar energy generation**
- 1st in hydro energy**

And a major consumer

- 1st in Brazil for cement and steel production.**
- Largest steel industry cluster in the country**

SOURCES: ANP



Atlas Agro has announced the establishment of a green fertilizers and green hydrogen production plant in Minas Gerais.

PLANNED INVESTMENTS: R\$ 4.36 BILLION
 JOB CREATION: 235
 IMPLEMENTATION EXPECTED TO START IN 2024



NEUMAN & ESSER,
DISCLOSURE



NEUMAN & ESSER

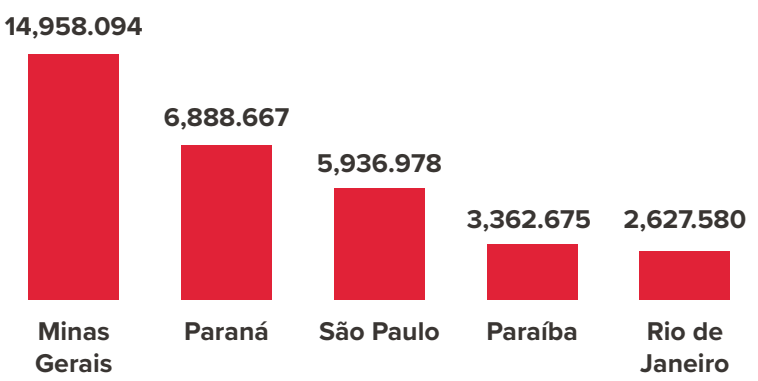
Neuman & Esser is implementing a green hydrogen machinery production plant in Minas Gerais.

PLANNED INVESTMENTS: R\$ 45 MILLION
 JOB CREATION: 125
 OPERATIONS EXPECTED TO START IN 2024

STEEL PRODUCTION (THOUSAND MT)



CEMENT PRODUCTION (MT; 2020)



ACCORDING TO BRAZILIAN ELECTRICAL ENERGY COMERCIAL CHAMBER, MINAS GERAIS HAS

99,5% OF RENEWABLE SOURCE ON ENERGY GENERATION

SOURCE: CAMARA DE COMERCIALIZAÇÃO DE ENERGIA ELÉTRICA- CCEE

GREEN HYDROGEN RESEARCH AND PRODUCTION CENTER

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH


UNIFEI
Universidade Federal de Itajubá

**CON
TACT**
AT INVEST MINAS



MILLER GAZOLLA CORRÊA DE SÁ

ENERGY TRANSITION SPECIALIST

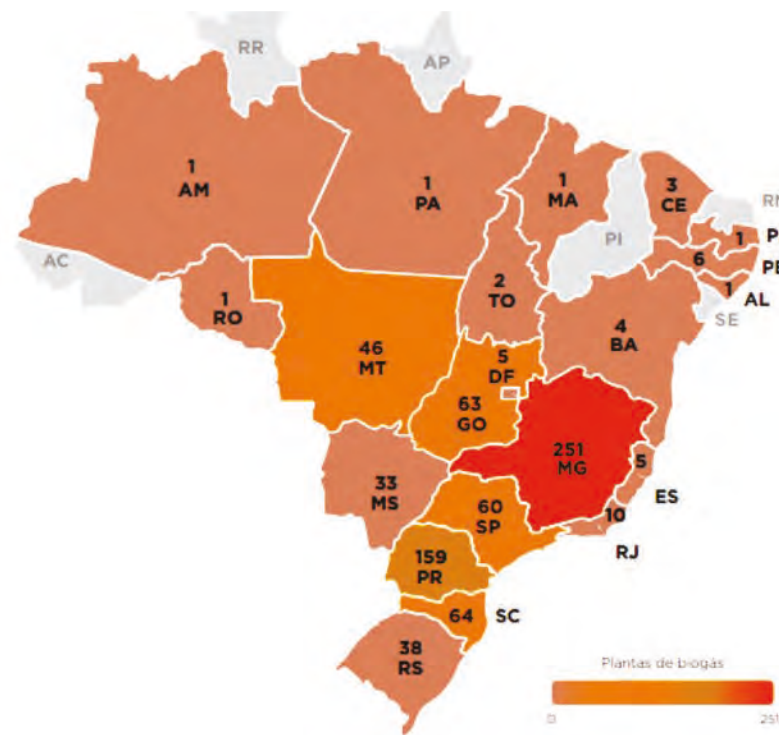
 +55 (31) 996061932

 miller.sa@investminas.mg.gov.br

ACCORDING CIBIOGAS

Minas Gerais is the Brazilian leader state on biogas production with **251 PLANTS**

SOURCES: PANORAMA BIOGAS BRASIL 2021 - CIBIOGAS



**CON
TACT**
AT INVEST MINAS



**MILLER GAZOLLA CORRÊA
DE SÁ**

ENERGY TRANSITION SPECIALIST

+55 (31) 996061932

miller.sa@investminas.mg.gov.br

4.3 STRATEGIC MINERALS ▼▲▼

CHARACTERISTICS

NIOBIUM

almost 85% of Brazilian production, representing more than 75% of global output.

LITHIUM

100% of national production.

GRAPHITE

almost 100% of processed output in Brazil.

RARE EARTHS

initial results indicate large volumes of resources and the highest REEs concentrations in the world.

► MINING ECOSYSTEM

MINAS GERAIS IS KNOWN AS BRAZIL'S MINING STATE

DUE TO THE WIDE VARIETY OF MINERAL GOODS FOUND WITHIN ITS BORDERS, WHICH HAVE BEEN MINED SINCE THE 17TH CENTURY

- More than **300 mines** operating
- **40% of biggest mines** in Brazil
- **67% of Brazilian mines** with production of over 3 million tons/year;
- **Global leader in niobium production**, hosting the world's largest niobium mine (Araxá), which accounts for 75% of the global market share;
- **Largest steel producer in the country**, 29.8% of national production, equivalent to 10.1 million tons per year
- **52% of Brazil's processed iron ore production: 225 Mt @62%Fe**, helping to decarbonize the steel and infrastructure industries
- **Sole domestic producer of lithium**, (spodumene concentrates and chemical compounds)
- Close to **50% of national production of processed metallic minerals**
- More than **30% of all mineral production in Brazil**



The economic diversity of Minas Gerais fuels a chain of specialized services and supplies, catering to a wide range of industries. In the upstream segment of the mining value chain, the state is home to the operations of international geological research companies and providers of cutting-edge technological solutions, encompassing measurement, monitoring, planning, and mining operations.

Minas Gerais's metal mechanical hub manufactures complex structures for a wide range of industrial sectors, with a particular emphasis on mining and oil & gas. From mechanical engineering to manufacturing, the hub ensures the seamless integration of components into large-scale projects, boosting efficiency and innovation in industrial processes.

Brazilian and multinational companies contribute significantly to the supply of machinery and equipment, further enhancing the state's industrial capabilities and competitiveness on both domestic and international fronts.

In the downstream segment, the operations of major Brazilian metal and steel companies take center stage, underpinning Minas Gerais's position as a leader in metal production and processing. These companies play a key role in driving economic growth, fostering innovation, and supporting local communities through job creation and infrastructure development.

UPSTREAM



MIDSTREAM



DOWNSTREAM



► THE LITHIUM VALLEY BRAZIL

The Program has a potential to transform the socioeconomic outlook for more than 980,000 inhabitants across 55 municipalities, in the region with the lowest Human Development Index (HDI) of Minas Gerais.

The Lithium Valley Brazil is a socio-economic program created by the Minas Gerais state government based on the lithium production chain. The area is home to Brazil's largest proven lithium reserve, as determined by the Brazilian Geological Service.

The program aims to promote investment, business, and employment in the Vale do Jequitinhonha, and to introduce Minas Gerais into the international lithium chain. It also seeks to attract investment across the entire lithium chain to facilitate downstream opportunities and create jobs, thus raising average income in the Vale do Jequitinhonha area.

Conceived by Invest Minas, the project involves liaising with multiple state and municipal government bodies to formulate public policies, addressing challenges such as workforce qualification, innovation & technology, and infrastructure.

Minas Gerais has been exploring and industrializing lithium and its derivatives since the 1990s through CBL, a company that exports lithium carbonate and hydroxide from its plant in Divisa Alegre, Minas Gerais. The state is also home to Sigma Lithium, which began exporting spodumene concentrate in 2023. Leveraging the state's lithium reserves and the global growth in demand for the material, the Minas Gerais government launched a program on NASDAQ in May 2023 to demonstrate to the world that the state is open to receiving new players and that it offers entrepreneurs all the support they need to establish a business.



R\$ 5.5 BILLION
CURRENTLY BEING INVESTED
IN THE REGION

**45 LARGE LITHIUM
DEPOSITS**

PROJECTED INVESTMENT OF
~R\$ 30 BILLION BY 2030

**MORE INFORMATION
IS AVAILABLE ON
THE WEBSITE:**

WWW.LITHIUMVALLEYBRAZIL.COM



Launch of Nasdaq Lithium Valley USA
CREDITS: MG2, PRESS



Sigma Lithium
CREDITS: GIL LEONARDI, PRESS MG

► RESEARCH AND DEVELOPMENT

Minas Gerais has a broad capacity for research, development, and innovation, supporting the mining/metallurgical sector and other business activities. The state's public federal universities and private R&D institutions provide essential resources for research in materials analysis, surface engineering, manufacturing processes, and the processing of ores and tailings. These include:



the state's primary research and development center in the fields of mine engineering and metallurgy, geology, working closely with related centers and institutions, such as the nanomaterials and graphene technology center CT Nano.



a national leader in research and innovation for the mineral sector, focused on technological solutions to increase productivity, optimize processes, reduce losses, and minimize environmental impacts.



an innovation initiative open to all members of the mining chain, seeking solutions to common challenges in the sector, bringing together mining companies, suppliers, startups, researchers, and investors, generating opportunities and connections for different mining stakeholders.

Continued investment in research, development, and sustainable practices show that the state is poised to maintain its leadership in the industry, contributing to economic growth, technological advancement, and environmental stewardship for the mining chain – R&D centers at CBMM, Usiminas, and Arcelor Mittal, for example – as well as other sectors of the economy, with the state also being home to research centers for companies such as Google, Stellantis, and Embraer.

Auditório JK, Belo Horizonte - MG

CREDITS: GIL LEONARDI, PRESS MG



MINING RELATED EDUCATION SYSTEM *

98

UNDERGRADUATE COURSES

51

GRADUATE COURSES

92

TECHNICAL COURSES

*COURSES FOCUSED ON MINING-RELATED FIELDS, SUCH AS GEOLOGY, MINE AND GEOTECHNICAL ENGINEERING, MINERAL ENGINEERING, ENVIRONMENTAL SCIENCE, ECOLOGY, AND MECHANICAL ENGINEERING

Minas Gerais State University (UFMG)

CREDITS: FOCA LISBOA, PRESS UFMG

► HUMAN CAPITAL

Professionals involved in the mining sector in Minas Gerais represent a diverse range of specialties, including geologists, mining engineers, mining technicians, heavy equipment operators, environmental specialists, and others.

Beyond the variety of undergraduate (98) and graduate (51) courses available in the state, Minas Gerais also has an excellent structure for technical courses offered through public and private educational institutions – 30,000 students are currently enrolled in technical courses related to mining, for example.

Similarly, as an acknowledgment of the importance of well-trained professionals in technical fields, the Minas Gerais state government launched a project called “Trilhas de Futuro” (“Pathways to the Future”), which aims to offer vocational training through free technical courses with a focus on employability, leveraging existing infrastructure and the expertise of public and private institutions. There are 82 courses available at 283 accredited institutions across 133 municipalities in Minas Gerais

HIGHEST NUMBER OF FEDERAL UNIVERSITY CAMPUSES IN BRAZIL.


THREE OF THE 10 BEST FEDERAL UNIVERSITY UNITS IN THE COUNTRY ARE LOCATED IN MINAS GERAIS.

20 PUBLIC HIGHER EDUCATION INSTITUTIONS.

**CON
TACT
AT INVEST MINAS**



**HENRIQUE TAVARES
MAIOR SOARES**
MANAGER

 +55 ((31) 971753478

 henrique.tavares@investminas.mg.gov.br

5

SECTORS THAT DIVERSIFY THE ECONOMY

5.1 SUSTAINABLE AGRIBUSINESS ▼▲▼

Minas Gerais has strong traditions in the agribusiness sector. The State Government is fully engaged in facing the modern-day challenges of increasing output, adding value, and, especially, producing in a sustainable manner; people around the world, some of whom are already consuming agricultural products from Minas, are increasingly attentive to all production phases, and are putting up commercial barriers to those who do not demonstrate respect for the environment.

► OUR KEY PRODUCTS



Specialty Coffee Expo

DISCLOSURE: REPRODUCED FROM THE OFFICIAL WEBSITE

PRODUCTION HIGHLIGHTS NATIONAL RANKING

1st

Coffee, potatoes, garlic, quince, peas, milk, equideoculture, quail eggs

2nd

avocado, olive, banana, beans, orange, lemon, tangerine, sorghum, sunflower, rubber (latex)

3rd

pineapple, peanuts, sugar cane, onion, tomato, fig, annatto, chicken eggs, tilapia

4th

sweet potato, apple, mango, pear, peach, black pepper, cattle herd, pig farming, honey

5th

corn, papaya, wheat, chicken

Bem Brasil in Perdizes

CREDITS: GIL LEONARD, PRESS

SOURCE: IBGE (2023) - PAM, PPM AND PEVS, DATA REFERRING TO 2022.

► SECTOR GDP AND EXPORTS IN MINAS GERAIS

ECONOMIC IMPORTANCE OF AGRIBUSINESS IN MINAS GERAIS

COMPARISON – BRAZIL / MINAS GERAIS			
INDICATOR	BRAZIL	MINAS GERAIS	PARTICIPATION MG/BR
GDP	R\$9.92trillion	R\$924.7 billion ¹	9.33%
GDP Agribusiness*	R\$2.46 trillion (24.79% of BR GDP)	R\$205 billion ² (22.2% of MG GDP)	8.34%
GDP Agriculture & Livestock *	R\$660.41 billion (6.66% of BR GDP)	R\$60.7 billion ³ (6.56% of MG GDP)	9.19%

Source: IBGE, FJP, CNA. Compiled by Executive Technical Department – FAEMG SENAR System – Consolidated data from 2022.

AGRIBUSINESS EXPORTS IN MINAS GERAIS

INDICATOR	BRAZIL	MINAS GERAIS	PARTICIPATION MG/BR
Exports	US\$ 2827 billion	US\$ 33.02 billion	11.7 %
Agribusiness Exports	US\$ 139.13 billion	US\$ 11.91 billion	8.6%

Source: AGROSTAT (MAPA) and Ministry of the Economy. Compiled by Executive Technical Department – FAEMG SENAR System – Data from January – October 2023.

► SUSTAINABILITY INITIATIVES

MINAS GERAIS, THE STATE OF PLANTED FORESTS

MOST SIGNIFICANT CULTIVATION IN MINAS GERAIS, ACROSS 803 MUNICIPALITIES

**2.3 MILLION HECTARES
OF PRODUCTIVE FOREST**
(EUCALYPTUS)

**BRAZIL'S FOREMOST
PRODUCER OF PLANTED
FORESTS**

24% OF THE COUNTRY'S FOREST BASE.

**THE NATIONAL PLANTED
FORESTS PLAN SETS THE
GOAL OF INCREASING THE
PRODUCTIVE AREA BY 2
MILLION HECTARES BY 2030,**
AND THE SECTORIAL PLAN FOR ADAPTATION TO CLIMATE
CHANGE AND LOW CARBON EMISSIONS IN AGRICULTURE
– PLANO ABC+ – PROVIDES ON THE PROMOTION OF
CULTIVATED FORESTS.





THE IDEAL LOCATION - GREEN SEAL

GreenSeal (SeloVerde) - Minas Gerais subsidizes the monitoring and evaluation of sustainable farming development in the state.

The platform provides estimates on crop and livestock output and environmental adaptation by rural properties listed in the Rural Environmental Registration system.



NATIVE VEGETATION COVER IN MINAS GERAIS

AGRIBUSINESS COEXISTING WITH ENVIRONMENTAL PRESERVATION

Some 32.8% of the Minas Gerais land area is remaining native vegetation cover, divided among Brazilian biomes as follows:

CERRADO (WOODED SAVANNA): 20.46%

ATLANTIC FOREST: 9.52%

CAATINGA (SEMIARID SCRUBLANDS): 2.84%



▶ ESTABLISHED COMPANIES AND EDUCATIONAL & RESEARCH INSTITUTIONS

ESTABLISHED COMPANIES



EDUCATIONAL & RESEARCH INSTITUTIONS



Lua Cheia Cheese Laticínio Serra das Antas
DISCLOSURE

**CON
TACT**
AT INVEST MINAS



**LUCAS PEREIRA
FERREIRA**
MANAGER

+55 (31) 989789259

lucas.ferreira@investminas.mg.gov.br

5.2 E-COMMERCE AND THE LOGISTICS CHAIN ▼▲▼

Minas Gerais enjoys a strategic location in Brazil, bordering the highest-consuming states.

► LOGISTICS ASSETS

KEY HIGHWAYS:

- **BR-153**
- **BR-050**
- **BR-262**
- **BR-365**
- **BR-048 (RJ - BH - BSB)**
- **BR-135**
- **BR-381 (FERNÃO DIAS HIGHWAY)**
- **BR-459**
- **BR-116**
- **BR-265 (RIO -BAHIA)**
- **BR-267**

- ① Betim (Metropolitan Region of Belo Horizonte)
- ② Juiz De Fora (Zona da Mata)
- ③ Uberaba (Triângulo Mineiro)
- ④ Uberlândia (Triângulo Mineiro)
- ⑤ Varginha (Sul)
- ⑥ Pouso Alegre (Sul)



DRY PORTS IN MINAS GERAIS



BRAZIL'S FIRST INDUSTRIAL AIRPORT

Multimodal hub with 750,000 square meters (m²) of usable area, and capacity to host 250 tech companies.

Cargo terminal with an area of 12,000 m² and current cargo capacity of 70 tons per year, recognized by the Brazilian Health Surveillance Agency (ANVISA) for its good practices in storage of special cargoes, such as life-science materials.



Suspension of federal taxes and deferral of state VAT (ICMS) on the importation of inputs.



► FISCAL INCENTIVE POLICIES



DISTRIBUTION CENTER

DEFERRAL OF TAXES AND, IN CERTAIN CASES, POSSIBLE PRESUMED CREDIT ON DISPATCHES



LOGISTICS OPERATOR

SPECIAL REGIME ENABLING MANAGEMENT OF THIRD-PARTY OPERATIONS/STOCKS



E-COMMERCE

STATE VAT (ICMS) DISCOUNT ON DOMESTIC AND INTERSTATE SALES



IMPORTATION CORRIDOR

ICMS DEFERRAL ON IMPORTATION, AND REDUCTION OF ICMS ALIQUOTS ON DOMESTIC AND INTERSTATE SALES

▶ RESULTS

R\$ 23 BILLION

TURNOVER

Revenue from e-commerce and Distribution Centers in MG

70%*

INCREASE IN ICMS COLLECTION 2019 – 2023

*Wholesale Trade Collection - source SEF

25%

OF BRAZIL'S E-COMMERCE REVENUE COMES FROM MINAS GERAIS

▶ ESTABLISHED COMPANIES

PARTICIPATION OF KEY PLAYERS: LARGE-SCALE WHOLESALERS, DISTRIBUTORS, AND ELECTRONIC COMMERCE



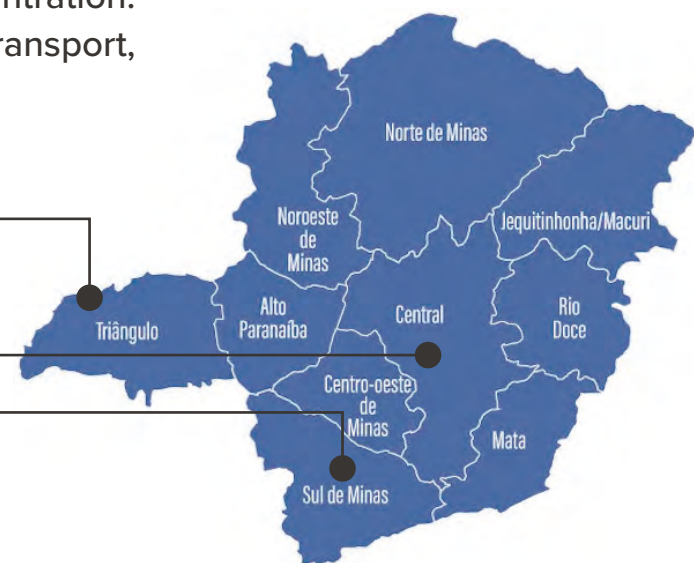
▶ REGIONS WITH A HIGHER CONCENTRATION OF BUSINESS

The state has three regions of note in terms of sector company concentration. Strategically located, Minas Gerais has well-developed modes of land transport, with significant reach and easy access to key consumer centers.

TRIÂNGULO REGION

METROPOLITAN REGION

SUL DE MINAS REGION



CONTACT

AT INVEST MINAS



**LARISSA SOUZA
BATISTA**

MANAGER

+55 (31) 989780818

larissa.batista@investminas.mg.gov.br



Airport Industry

CREDITS: GIL LEONARDI, PRESS-MG



Porto Seco Sul

CREDITS: PORTO SECO SUL



CD Vulcabras

CREDITS: H. NETO FRACTAL SPORTS PHOTOGRAPHY



BWP Business Park – Extrema

CREDITS: DISCLOSURE, INVEST MINAS

5.3 PHARMACEUTICAL INNOVATION ▼▲▼

The pharmaceutical and medical equipment industries in Minas Gerais have grown above the national average in recent years.

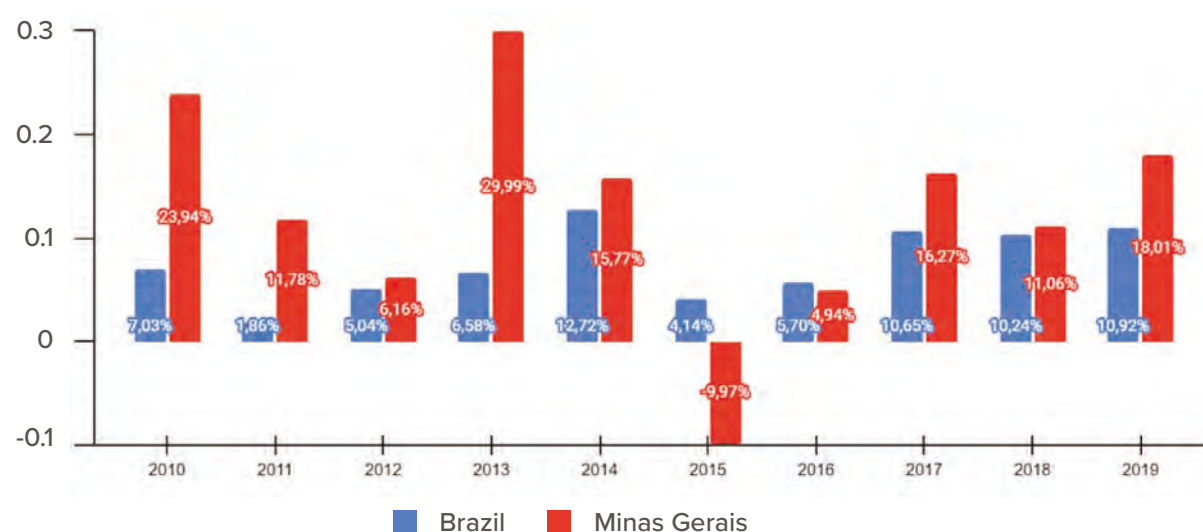
► SECTOR NUMBERS IN MINAS GERAIS

PHARMACEUTICAL INDUSTRY

Despite the numbers for 2015 and 2016, the pharmaceutical industry in MG has grown consistently above the national average.

It is the second most prominent in the number of companies, and third in the number of employees in the country, with participation of 11% and 9.5% respectively.

NET REVENUE GROWTH IN THE PHARMACEUTICAL INDUSTRY BRAZIL AND MINAS GERAIS



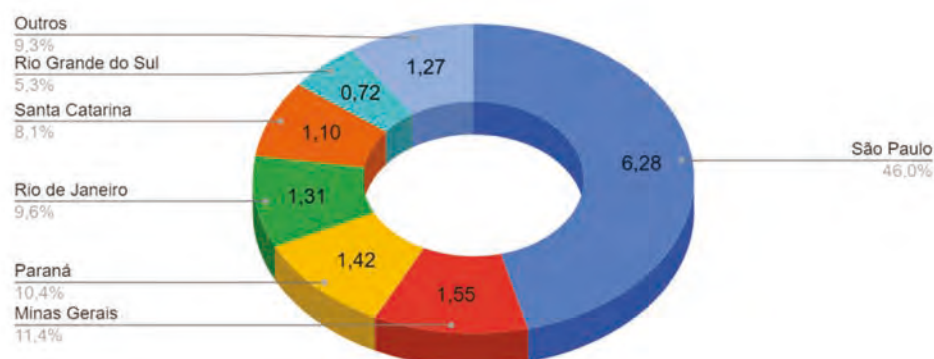
Companies and employees in the pharmaceutical industry (2020)				
	Companies	%	Employees	%
São Paulo	303	43.04%	57,313	53.55%
Minas Gerais	77	10.94%	10,281	9.61%
Rio de Janeiro	67	9.52%	7,362	6.88%
Goiás	59	8.38%	14,120	13.19%
Paraná	44	6.25%	5,892	5.50%
Brazil	704	100%	107,031	100%

MEDICAL EQUIPMENT

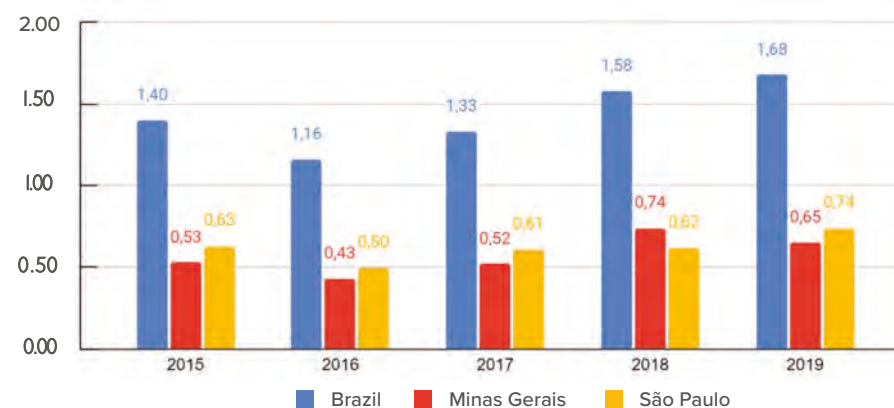
Minas Gerais is home to Brazil's second-largest medical equipment industry, with gross production value reaching BRL 1.55 billion in 2019 and accounting for 11.4% of national output.

However, when we consider the segment covering radiology, electromedical, and electrotherapeutical equipment alone, the state's market share rises to 39%. In 2018, MG production in this segment exceeded that of São Paulo State.

GROSS PRODUCTION VALUE OF MEDICAL EQUIPMENT | (R\$ BILLION)



GROSS PRODUCTION VALUE OF MEDICAL EQUIPMENT MANUFACTURERS BRAZIL, MINAS GERAIS AND SÃO PAULO, 2015-2019 (R\$ BILLION)



▶ RESULTS

ATTRACTING INVESTMENT PHARMACEUTICALS

- ▶ Minas Gerais has been a destination for large companies in recent years.
- ▶ Strategic geographical position, easy access to the country's largest consumer market
- ▶ Economic potential, within a radius of 800km it covers 64.4% of Brazil's GDP
- ▶ 2nd largest consumer market in the country
- ▶ Public policy of tax incentives
- ▶ Low costs of doing business

FROM 2019 TO 2022 THERE WAS AN INCREASE IN ICMS COLLECTION

92% INCREASE

R\$ 2.9 BILLION

BETWEEN 2019-2023

▶ REGIONAL HUBS

CENTRAL REGION



SUL DE MINAS REGION



NORTE DE MINAS REGION



**CON
TACT**
AT INVEST MINAS



**LARISSA SOUZA
BATISTA**
MANAGER

+55 (31) 989780818

larissa.batista@investminas.mg.gov.br



Cimed opening in Pouso Alegre
CREDITS: CRISTIANO MACHADO, PRESS-MG

Eurofarma works in Montes Claros
CREDITS: CRISTIANO MACHADO, PRESS-MG

5.4 TOURISM AND GASTRONOMY ▼▲▼

Minas Gerais is the fastest-growing Brazilian state in terms of tourist influx. Invest Minas, Sede (economic development) and Secult (culture and tourism), with the support of CODEMGE, Sebrae and Fecomércio have come together to launch Marketplace Invest Minas Tur, an investment attraction facilitator in the sector, to enable direct connection of investors with potential partners and opportunities.

INVEST
MINAS
Tur



SEE ALL THE INVESTMENT OPPORTUNITIES:

WWW.INVESTMINASTUR.COM



► SECTOR NUMBERS IN MINAS GERAIS

TOURISM

TOURISM GROWTH
ACCORDING TO DATA FROM
IATUR/IBGE IN 2023 MINAS GERAIS
SURPASSED THE NATIONAL AVERAGE
IN TOURIST VOLUME BY 117%

NUMBER 1,
FOR MUNICIPALITIES
ON THE BRAZILIAN
TOURIST MAP

THE TOTAL OF TOURISM-SECTOR INVESTMENTS
DOCUMENTED IN MINAS GERAIS IN THE FIRST
MONTHS OF 2023 TOTALLED

R\$ 592 MILLION

MINAS WELCOMES MORE THAN

**2.6 MILLION TOURISTS
PER MONTH**

TOURISM IN THE STATE CREATED MORE THAN

24,749 NEW JOBS IN 2023



THE STATE HAS BRAZIL'S HIGHEST NUMBER OF UNESCO CULTURAL HERITAGE SITES, SUCH AS

THE SANCTUARY OF SENHOR BOM JESUS DE MATOZINHOS, IN CONGONHAS, AND THE HISTORIC CITY OF OURO PRETO.

MINAS GERAIS IS BRAZIL'S THIRD-SAFEST STATE

ACCORDING TO TRAVELLER REVIEW AWARDS 2023, THREE OF THE TEN MOST WELCOMING PLACES IN BRAZIL ARE IN MINAS GERAIS

(MONTE VERDE, LAVRAS NOVAS AND SERRA DO CIPÓ).





São Francisco de Assis and Nossa Senhora do Carmos Church, Mariana-MG.

CREDITS: PEDRO VILELA

► EXAMPLES OF MUNICIPALITIES WITH IDENTIFIED DEMAND FOR HOTELS

ARAXÁ

Araxá is an attractive, welcoming hydromineral resort with something for all tastes! For those wishing to treat body and soul, a visit to the famous thermal facilities, interlinked by a suspended walkway, and connected to the iconic Grande Hotel do Barreiro, is a must.

For those who seek adventure, the city is an excellent location to practice radical pastimes such as rappelling and climbing, due to its rocky, mountainous setting.

Those looking for culinary abundance will not be disappointed, and can enjoy sweetmeats, cheeses, and jams. Farmsteads are open to public visitation, where one can witness the production of the famous Araxá cheese, and the traditional Minas cachaça (sugarcane firewater!)



POPULATION 2022:

111,691

HOTELS 2021:

21

SOURCE: [HTTPS://WWW.MINASGERAIS.COM.BR/PT/DESTINOS/ARAXA](https://www.minasgerais.com.br/pt/destinos/araxa)

► CONCESSIONS OPPORTUNITIES (OPEN CALLS)

CAXAMBU

OPORTUNITIES

Concession of the Caxambu Hydro Park, including the Hydrotherapy Spa, with investments, management, conservation, operation, maintenance, and economic use.

The Dr. Lysandro Carneiro Guimarães Hydro Park has a total area of 210,000 m², 12 mineral water sources, a lake, a geyser, bandstand, sculptures, landscape and furnishing features, and mineral water fountains; tennis and volleyball courts, jogging track, mineral-water pools, events space, and playground.

MUNICIPAL CONCESSION

Term: 30 years
 Minimum fixed charge: R\$ 112,201.13
 Contract value: 115,643,585.94
 Concessionaire investment: R\$ 4,850,411.04
 CODEMGE contribution: R\$ 10,274,057.50
 IRR= 12.84%

POPULATION 2022:

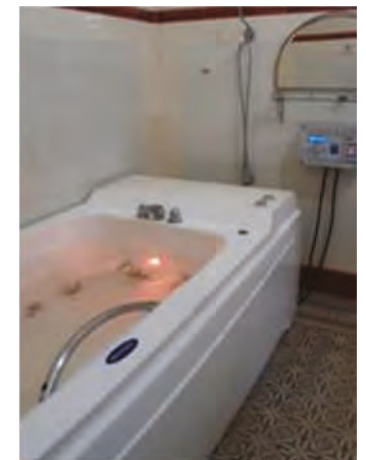
21,056

HOTELS 2021:

15



SOURCES CONSULTED: SECULT/TOURISM OBSERVATORY AND CODEMGE (CAXAMBU CONCESSION).



▶ EXAMPLES OF EQUIPMENT REPAIR AND OPERATION OPPORTUNITIES

JAGOARA VELHA - MATOZINHOS

HISTORICAL HERITAGE - WORKS BY ALEIJADINHO

Municipal seat, chapel ruins, “House of the Junta”, machine hangars, mill, and port.

The historical fazenda seat has 12 hectares of area and consists of three colonial mansions, along with the ruins of some works by historically famous Brazilian sculptor, artist, and architect Aleijadinho.

Bathed by the Velhas River and Jagoara Creek.

Historical heritage - 1724

65 km from BH

35 minutes from BH Confins International Airport



BUSINESS MODELING

This is a privately-owned property, with the holders looking to sell, even if the historical seat is separated from the arable area, or participation in the enterprise.

MANOR HOUSE:

1200m²

COUNCIL HOUSE:

**600m²
10 suites**

▶ TAX INCENTIVES AND LINES OF CREDIT

TAX INCENTIVE

CREATING MUNICIPAL LEGISLATION FOR MINAS GERAIS

ACCESS TO MG DEVELOPMENT BANK (BDMG) CREDIT LINE



Belo Horizonte, Gastronomy

CREDITS: SETUR-MG COLLECTION. COMMUNICATIONS DEPARTMENT

Funding line for companies conducting economic activities related to the tourism sector's productive chain, and registered with federal government tourism facility CADASTUR

TOURISM SERVICE PROVIDERS ARE DEFINED AS:

ACCOMMODATION

**TOURIST
CAMPSITES**

**EVENT
ORGANIZERS**

THEME PARKS

SERVICE PROVIDED TO CLIENTS

WITH TURNOVER OF MORE THAN R\$4.8 MILLION PER YEAR

**TOURISM
AGENCIES**

**TOURIST
TRANSPORT
COMPANIES**

GENERAL TOURISM FUND (FUNGETUR) LINES OF FUNDING


	LINE OF INVESTMENTS	LINE FOR ACQUISITION OF GOODS	LINE OF WORKING CAPITAL
FUNDABLE ITEMS	Civil works for installation, expansion, and modernisation of tourism ventures, along with the associated working capital;	Acquisition of goods for tourism enterprises, along with associated working capital	Working capital for tourism enterprises
LIMIT AMOUNT	R\$15 million per economic group	R\$10 million per economic group	
TERM	Up to 120 months, including a grace period of up to 24 months.	Up to 60 months, including up to a 12-month grace period.	

**INTEREST RATE: NATIONAL CONSUMER PRICE INDEX (INPC) + 5% P.A.
EXEMPTION FROM TAX ON FINANCIAL TRANSACTIONS (LOF)**

**CON
TACT**
AT INVEST MINAS



**ANAMÉLIA
TAGLIAFERRI**
STRATEGIC ADVISOR

 +55 (31) 972278704

 anamelia.tagliaferri@investminas.mg.gov.br



INVESTMINAS.MG.GOV.BR



LINKEDIN.COM/COMPANY/INVESTMINAS



INSTAGRAM.COM/INVEST.MINAS/



FACEBOOK.COM/INVESTMINAS



YOUTUBE.COM/C/INVESTMINAS



DESENVOLVIMENTO
ECONÔMICO



**MINAS
GERAIS**

A DIFFERENTIATED
GOVERNMENT.
AN EFFICIENT
STATE.