



1st Brazil United States Annual Meeting on Infrastructure Development

- 9:00 a.m. Opening Remarks**
U.S. Speaker: Ambassador Liliana Ayalde, U.S. Ambassador to Brazil
Brazilian Speaker: Dyogo Oliveira, Minister of Planning, Development and Management
Mauricio Quintella, Minister of Transport, Ports, and Civil Aviation
- 9:30 a.m. Early Project Planning for Transportation Infrastructure**
Moderator: Nathan Younge, Regional Director, Latin America, U.S. Trade and Development Agency
U.S.: Jeanine Corvetto, Debt Advisor, U.S. Department of the Treasury
Carlos Maeda, Regional Vice President, Kimley-Horn
BR: Empresa de Planejamento e Logística (EPL)
Brazilian Company
- 10:30 a.m. Q&A**
- 11:00 a.m. Coffee**
- 11:15 a.m. Innovative Financing for Transportation Infrastructure**
Moderator: Brazilian Government Official
U.S.: Art Simonson, Infrastructure and Project Finance Advisor, U.S. Department of the Treasury
John Greenwood, Managing Director, Investment Banking, Goldman Sachs
BR: Ian Ramalho Guerriero, Director of Government Relations, BNDES
Brazilian Bank
- 12:15 p.m. Q&A**
- 12:45 p.m. Lunch (Sponsored by ADM)**
- 2:30 p.m. Successful PPPs in Brazil and the United States: Lessons Learned, Best Practices, and Impact on Innovation and Competitiveness**
Moderator: Marcelo Allain, Secretary of Investments and Partnerships
U.S.: Duane Callender, Build America Bureau, U.S. Department of Transportation
BR: Isadora Chansky Cohen, Head of P3s, State of São Paulo
Priscila Romano Pinheiro, Coordinator of Special P3 Projects, Bahia Government
- 3:15 p.m. Q&A**
- 3:30 p.m. Coffee**
- 3:45 p.m. Procurement Best Practices: The importance of technology, best value and lifecycle cost award criteria**
Moderator: Marshall Crawford, Senior Advisor Infrastructure Finance, U.S. Department of the Treasury
U.S.: Andrea Lupo, Director for Global Programs, U.S. Trade and Development Agency
Odair Renosto, President, Caterpillar Brazil
BR: José Serrador Neto, Director of Government Affairs, Embraer
- 4:30 p.m. Q&A**
- 4:45 p.m. Closing Remarks**
U.S.: Ken Hyatt, Acting Under Secretary for International Trade, U.S. Department of Commerce
Nathan Younge, Regional Director, Latin America & Caribbean, U.S. Trade and Development Agency
BR: Jorge Arbache, Undersecretary for International Affairs, Ministry of Planning
Ambassador Santiago Mourão, Undersecretary for International Cooperation, Trade Promotion, and Cultural Themes, Minister of Foreign Affairs



TOP POLICY PRIORITIES FOR U.S. COMPANIES IN BRAZIL

The Brazil-U.S. Business Council, U.S. Section, recommends the following priorities to drive investment and economic growth in Brazil, while advancing the U.S-Brazil relationship.

Long Term Strategic Priorities (with next steps)

- **U.S.-Brazil Trade Agreement**

Initiation of a "scoping exercise" between the U.S. and Brazil governments with input from private sectors for a potential agreement.

- **Bilateral Tax Treaty**

Reopening of formal negotiations addressing divergence issues.

- **Visa Waiver Program**

Inclusion of Brazil in the U.S. Global Entry and Visa Waiver programs with reciprocal Brazilian government action to facilitate entry to both countries for U.S. and Brazilian citizens.

Short and Mid-Term Priorities



Improving Brazilian Infrastructure

Revision of rules regarding infrastructure public bidding according to best practices and dissemination of new rules to gain investors interest.

Important issues are:

- Project bidding process prioritization;
- Transparent bidding process promotion;
- Environmental licensing process simplification;
- Local content requirement flexibility; and
- Innovative project financing models consideration.



Labor Reform and Job Creation

Creation of clear, stable and flexible rules, especially with respect to outsourcing or specialized service contracts. Support outsourcing viability in Brazil so entrepreneurs may choose which activities to outsource based on their business models and protection of outsourced employees' rights under the law.



Tax Reform as a Path to Growth

Reduction of the complexity and cumulative nature of the federal/state tax system to help reduce the costs of enterprises and improve legal certainty.

TOP POLICY PRIORITIES FOR U.S. COMPANIES IN BRAZIL

SINGLE WINDOW



Trade Facilitation to Improve Trade Flows

- Full implementation of the WTO Trade Facilitation Agreement and innovative programs such as Single Window and the Authorized Economic Operator (AEO). Work towards achieving a U.S.-Brazil mutual recognition agreement of AEO and the U.S. Customs Trade Partnership against Terrorism (C-TPAT).
- Streamlining Brazil's bureaucratic procedures while at the same time assuring a stable and predictable legal and regulatory framework for Brazilian and foreign investors, with the enactment of a law to harmonize the rule-making process.



Industry Local Content Requirements to Facilitate Investment

Promotion of more flexible local content and Basic Productive Process (referred to as PPBs) requirements to accommodate rapid innovation and local supply gaps, prevalent in high-tech, IT and oil & gas industries, where the requirements do not align with the fast-paced reality of advanced manufacturing.



Framework and Bilateral Agreements to Grow Economic Opportunity

- Brazil's full insertion into world trade by advancing its membership to the:
 - Organization for Economic Cooperation and Development;
 - WTO Trade in Services Agreement;
 - WTO Information Technology Agreement, and
 - WTO Government Procurement Agreement.
- Reinvigoration of standing bilateral dialogues and MOUs, such as the:
 - U.S.-Brazil MOU on Health Care and Medical Sciences;
 - U.S.-Brazil Consultative Committee on Agriculture (CCA);
 - U.S.-Brazil Commercial Dialogue;
 - Bilateral Commission on the Agreement on Trade and Economic Cooperation;
 - Defense Cooperation Dialogue; and
 - Economic and Finance Dialogue, among others.