

# DOING BUSINESS IN PORT OF AÇU



# WELCOME TO PORT OF AÇU

A PORT THAT PAVES  
THE WAY FROM BRAZIL  
TO THE WORLD





**THIS GUIDE IS A ROADMAP FOR INVESTING AND DOING BUSINESS IN THE POWERHOUSE OF SOUTH AMERICA.**

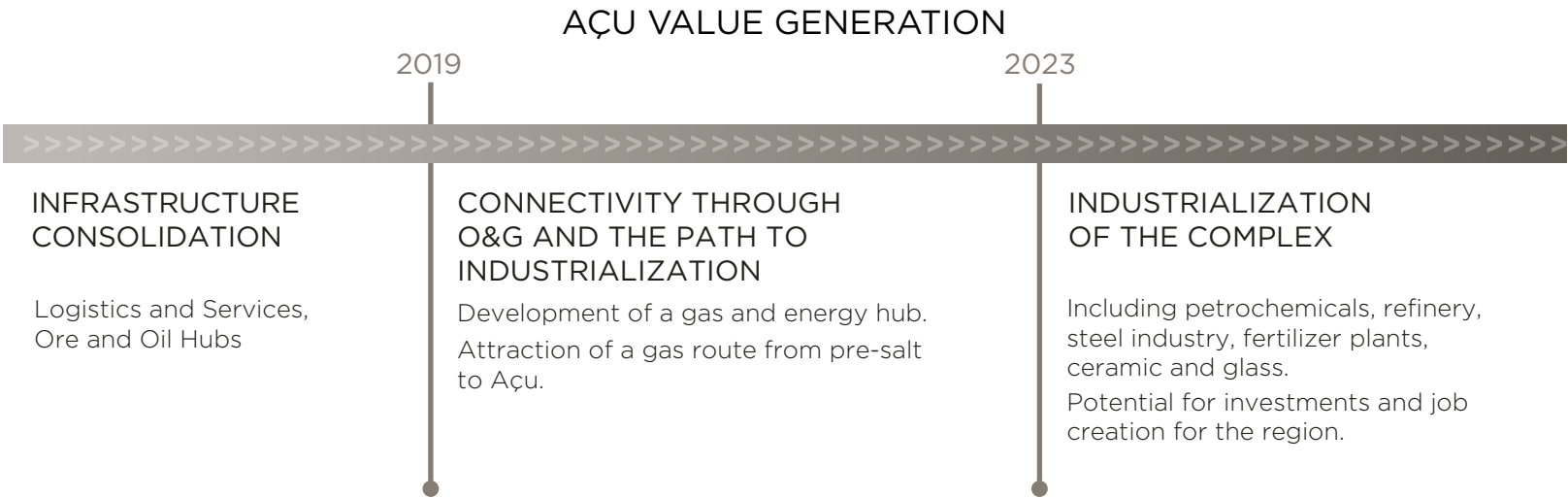
New opportunities are rising at the Port of Açu, the largest 100% private port, industrial and energy complex in Brazil, which has a strong management that combines expertise and a long-term view. Açu is a platform connected to the major Brazilian value chains, with integrated solutions to logistic bottlenecks. The path is marked by five main values attached to the cutting-edge infrastructure: Integrity, Efficiency, Safety & Security, Collaboration and Sustainability.

Port of Açu has completed its first development wave: the consolidation of the port state-of-the-art infrastructure, already operational since 2014. After consolidating the logistics and services, iron ore and oil hub, Port of Açu is moving forward with its second development wave: the connectivity through Oil & Gas and the path to industrialization.

The development of the gas and energy hub, with gas-fired thermal power plants, gas pipelines, natural gas processing units, oil pipelines and oil storage, are foreseen in the 3<sup>rd</sup> phase as milestones for the complex’s industrialization, which will include petrochemical industries, a refinery, steel industry, fertilizer plants and ceramic/glass industries.

The concept of sustainability is also embedded in Port of Açu as one of its most precious values. Engaged in environmental preservation and in the local community’s development, Port of Açu has developed a green hub. All of the hubs mentioned above, together with the experience of the most relevant international port partners, validates the Port of Açu’s vocation as the bridge between Brazil and the world.

***Board of Directors – Port of Açu***



# PORT OF AÇU IN NUMBERS



**LARGEST** 100% private port-industry complex in **LATIN AMERICA**



Complete range of services for Brazilian **O&G INDUSTRY**



Over **7,000** workers



**TOTAL AREA: 130km<sup>2</sup>**

**40km<sup>2</sup>** for the largest private reserve dedicated for restinga ecosystem in Brazil, the RPPN Caruara.

**90km<sup>2</sup>** of retro-area for installation of industries and companies = **1.5x** the size of Manhattan Island

Coast length: **= 4.2x** Copacabana beach length



**1<sup>st</sup> port** in Brazil to operate a **Vessel Traffic Service** (VTS) Center authorized by the Brazilian Navy



**14 companies** already installed



**LARGEST OFFSHORE** supply base in the world, with **15 berths**, developed specifically to serve the **PRE-SALT** developments



## IRON ORE TERMINAL



**4<sup>th</sup> private terminal**  
on iron ore export in 2019,  
operational since 2014

Capacity  
to handle **26.5  
million tons/  
year**

## PORT COMPLEX



**10m** up to **25m** in depth

**7km** of quayside in  
operation, with expansion  
capacity to as much as  
**17km**

**9,349** vessels received  
from 2015 to 2019

## MULTICARGO TERMINAL



**2,4 million  
ton** handled  
from  
2015 to 2019

Outstanding  
yearly ramp-up  
of **64%** from  
2016 to 2019

## OIL TERMINAL



Only private  
terminal in Brazil  
able to operate  
VLCC vessels

Around **132  
million barrels**  
handled from  
2016 to 2019

**132 operations**  
of which  
**61** with VLCC  
from 2016 to 2019

## ONSHORE TERMINALS (T2)



Dredged volume equal  
to **50%** of the volume  
excavated in the Panama  
Canal expansion

**10m** up to **14.5m** in  
depth

**3km** of quayside in  
operation, **5,8km** readily  
available

## 9 REASONS

### 1. PRIVATE PORT-INDUSTRY COMPLEX

9

- I Developed under an efficient, safe, low-cost and minimum bureaucracy model.
- I International shareholders driving the complex's development.
- I Port-industry concept aimed at providing business integrated solutions within a multimodal platform.

### 2. EXPERIENCE OF RELEVANT PARTNERS

13

- I Broad client and shareholder base at the Complex.
- I Current partners are global players with leading positions in their market.
- I Expertise of the Port of Antwerp, the largest European integrated maritime, logistics and industrial platform and Port of Açú's shareholder.
- I Commercial cooperation with Port Houston and Port of Guangzhou focused on exchange of best practices and increase of trade volumes and investments.

### 3. STRATEGIC LOCATION

17

- I Gateway to Brazil, the largest regional market.
- I Located in Southeast Region, the major Brazilian production and consumer hub.
- I Shortest distance to the offshore oil & gas fields of Campos Basin.
- I Next to urban infrastructure with fine quality of life.

### 4. INTEGRATED SOLUTIONS AND OPPORTUNITIES

21

- I Unique infrastructure hub in Latin America.
- I Synergies between Oil, Gas and Energy hubs that will grant more competitiveness.
- I Wide range of logistic enabler infrastructure and business facilities.
- I An alternative one-stop-shop solution for bottlenecks in O&G industries.

### 5. AVAILABLE AREA FOR PROJECT DEVELOPMENT

33

- I 5.8km readily available quayside with 4.2 million m<sup>2</sup>, close to the waterbound area in the onshore terminal.
- I 56km<sup>2</sup> of available dry area.
- I Availability of industrial water.
- I Local power distributor company present in the port complex.

### 6. STIMULATING BUSINESS CONDITIONS

35

- I Regional incentives to install at Açú.
- I Approved Export Processing Zone (EPZ) with special administrative, customs and tax conditions.
- I Preliminary Environmental Licensing already awarded.

### 7. BUSINESS SUPPORT JUST AROUND THE CORNER

39

- I A bridge to local authorities and other strategic partners.
- I Close to Brazil's main city centers.

### 8. AMIDST A POOL OF TALENTS

41

- I Qualified human resources.
- I Workforce specialized in Oil, Gas, Petrochemicals, Port and Customs Operations.

### 9. SUSTAINABLE DEVELOPMENT

43

- I Creation of a Green Hub.
- I Local environment preservation.
- I Community engagement.

## 7 STEPS

## TO DO BUSINESS IN PORT OF AÇU

- 1. ESTABLISH A FOCAL POINT  
AT PORT OF AÇU TO HELP YOU THROUGH  
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# 9 REASONS TO DO BUSINESS IN PORT OF AÇU



*Offshore terminal*



# 1. PRIVATE PORT-INDUSTRY COMPLEX

- I Developed under an efficient, safe, low-cost and minimum bureaucracy model.
- I International shareholders driving the complex's development.
- I Port-industry concept aimed at providing business integrated solutions within a multimodal platform.

**THE ONLY FULLY PRIVATE PORT-INDUSTRY COMPLEX OPERATING IN BRAZIL.** Operational since 2014, Complex of Port of Açu has a total area of 130 km<sup>2</sup>, of which 40km<sup>2</sup> are for the largest private reserve in Brazil dedicated for the restinga ecosystem. The port complex includes a large retro area of 90 km<sup>2</sup> dedicated to the establishment of industries and service suppliers.

Without the inefficiencies and large bureaucracy found in public ports,

Port of Açu offers an efficient, low-cost operational model that cuts red tapes, optimize costs and ensures high productivity in the naval, oil & gas and power industries.

Açu is a true port of opportunities and offers services where safety and efficiency are always priority. Açu's team consists of people driven by challenges, teamwork and collaboration. Its values are shared by all companies installed within the complex.

## COMPLEX OF PORT OF AÇU VALUES



### SAFETY & SECURITY

- Minimize/eliminate operational risks for people, facilities and the environment, ensuring everyone's safety.



### INTEGRITY

- Transparency
- Ethics
- Trustful relationships with stakeholders.
- Clear agendas



### EFFICIENCY

- Quality service delivered on time, with minimal use of resources.



### SUSTAINABILITY

- Actions that produce social-economic-environmental benefits that stand the test of time.



### COLLABORATION

- Shared challenges and opportunities.
- Solutions that are built together.
- Joint actions considering what is best for everyone involved.

**INTERNATIONAL SHAREHOLDERS  
GUIDING THE DEVELOPMENT OF THE  
COMPLEX.** Port of Açu is a Prumo Group company in charge of the development and management of Port of Açu. A partnership between Prumo Logística and the Port of Antwerp, Port of Açu combines the experience of Europe's

largest maritime, logistics and industrial platform with the potential of the largest port-industrial-energy complex in Latin America.

Prumo is a multi-business economic group in charge of Port of Açu's strategic development. It has the international expertise of its shareholders:

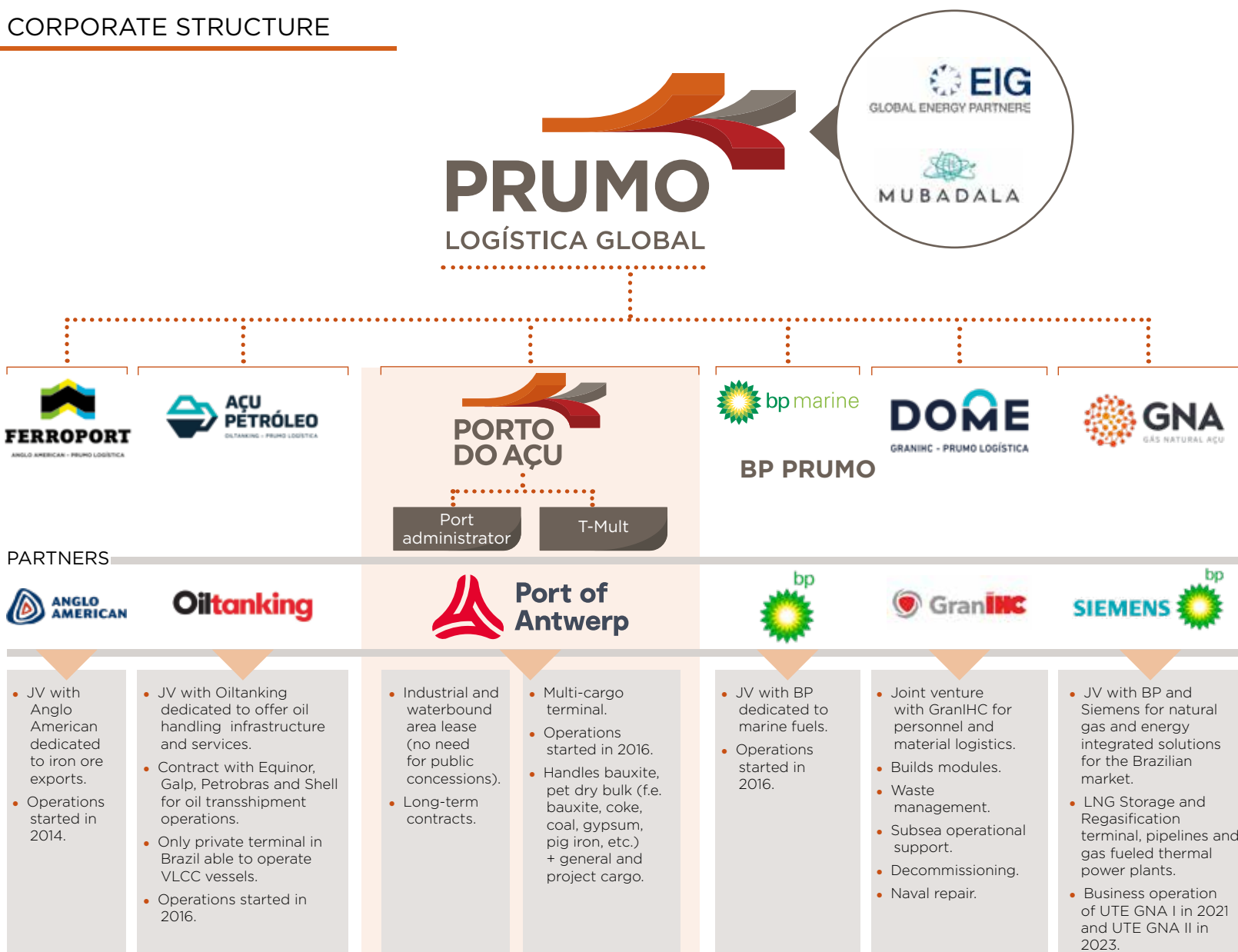
- | EIG Global Energy Partners, a U.S.-based fund focused on energy and infrastructure,
- | Mubadala, the United Arab Emirates sovereign wealth fund.

Through six subsidiaries, the Prumo Group is active in mining, logistics, port management and O&G, allowing greater industrial synergies.



*Container handling at T-MULT,  
Açu's multicargo terminal*

## CORPORATE STRUCTURE







## 2. EXPERIENCE OF RELEVANT PARTNERS

- | Broad client and shareholder base at the Complex.
- | Current partners are global players with leading positions in their market.
- | Expertise of the Port of Antwerp, the largest European integrated maritime, logistics and industrial platform and Port of Açu's shareholder.
- | Commercial cooperation with Port Houston and Port of Guangzhou focused on exchange of best practices and increase of trade volumes and investments.

**DEVELOPMENT LINKED TO SIGNIFICANT PLAYERS.** Beyond the international expertise of Prumo's shareholders – EIG and Mubadala –, many other relevant partners are already operating in and developing Port of Açu. Fourteen companies own facilities at Açu and more than 15 others are users of infrastructure. These strategic partners contribute to the complex being a unique Latin America Infrastructure Hub.

**PARTNERSHIP WITH THE LARGEST MARITIME, LOGISTICS AND INDUSTRIAL INTEGRATED PLATFORM: PORT OF ANTWERP.** Açu was selected as the best Brazilian port partner for Port of Antwerp,

which became shareholder of Port of Açu through its subsidiary, Port of Antwerp International (PAI), in 2017. The Port of Antwerp created PAI to take part and invest in ports and port-related projects abroad in strategic regions such as Brazil.

The Port of Antwerp's partnership brings expertise to Port of Açu, being an innovative European industrial port with a wide range of cargo flows such as containers, breakbulk, dry bulk, liquid bulk, etc. Beyond the investment made by PAI in Açu, this partnership also comprises the know-how and a joint commercial approach aiming at optimal port management and development.



*Today, Açu is already offering best quality of what you find in the Brazilian market, but we will strengthen and make sure that Açu will be a top world-class port. That is something which we think we can do together: the Antwerp team and the Brazilian team.*



**Kristof Waterschoot**

Managing Director for Port of Antwerp International



**2<sup>nd</sup>** largest port in Europe and **15<sup>th</sup>** largest container port in the world

Total area of **120 km<sup>2</sup>**

Handles **238** million tons of maritime cargo/year

About **900** private companies have facilities in the Antwerp port complex

Brazil is the **6<sup>th</sup>** largest trading partner of the Port of Antwerp, with about **7.4** million tons in cargo flow



Signature Event of the partnership with Port of Antwerp



**1<sup>st</sup>** Port in the US in foreign waterborne tonnage and **2<sup>nd</sup>** in US total tonnage

The greater Port of Houston complex is **25 miles** long

Handles **201.5 million** short tons of maritime cargo/year

Nearly **200** public and private companies have facilities along the Houston Ship Channel.

Brazil is the **2<sup>rd</sup>** largest trading partner of Port Houston, with about **13.5** million tons in cargo flow



Signature event of the cooperation agreement with Port Houston



**5<sup>th</sup> largest port in the world**, **4<sup>th</sup>** largest container port in China and **largest** port hub in the south of China

Handles more than **613** million tons of maritime cargo/year

**807** quays and berths of different kinds

Brazil is China's **9<sup>th</sup>** largest trading partner, with cargo flow of more than **352** million tons/year



Signature event of the cooperation agreement with Port of Guangzhou



## COOPERATION AGREEMENT WITH PORT HOUSTON AND PORT OF GUANGZHOU.

With Houston being a key hub for various industries in the U.S., the partnership with Houston launched a new commercial collaboration with a world-class port striving to increase cargo flows between both ports. Along with Port of Antwerp, the partnership with Houston has created a dynamic port-triangle between South America, the US and Europe.

In Asia the partnership with Port of Guangzhou, the 5th largest port in the world, inspires Port of Açú with their knowledge and experience in port management. Moreover, this cooperation allows us to strengthen our relationship with China, considering Açú's vocation to connect the Brazilian production centers to the increasing Chinese demand.

*1<sup>st</sup> joint booth between Ports of Açú, Antwerp and Houston, presenting their partnership and their logistic solutions for the Latin American, North American and European markets. Promotion action that took place in the Foreign Trade National Conference (Enaex 2019)*

*“ Açú and Houston have similar profiles and can take advantage of their partner's network to promote business between the U.S. and Brazilian markets. This exchange will produce new opportunities and new trade flows, especially for operations involving containers and breakbulk.”*

**Roger Guenther**

Executive Director, Port Houston



# CONNECTIVITY TO THE PORT OF AÇU



### 3. STRATEGIC LOCATION

- I Gateway to Brazil, the largest regional market.
- I Located in Southeast Region, the major Brazilian production and consumer hub.
- I Shortest distance to the offshore oil & gas fields of Campos Basin.
- I Next to urban infrastructure with fine quality of life.

**IN THE HEART OF BRAZIL, IN THE CENTER OF SOUTH AMERICA.** The Port of Açú is strategically located in the leading economical region, a global destination for investment – the 6<sup>th</sup> biggest recipient of Foreign Direct Investment<sup>1</sup>. Thanks to its large consumer market, abundantly available natural resources, diversified economy and huge potential for growth, Brazil is well known as the gateway to Latin America.

**AT THE CORE OF THE WEALTHIEST, MOST POPULATED AND MOST PRODUCTIVE REGION OF BRAZIL.** The Southeast region, composed of four States – São Paulo, Rio de Janeiro, Minas Gerais and Espírito Santo –, represents around 54% of Brazilian GDP<sup>2</sup> and more than 50% of Brazilian foreign trade<sup>3</sup>. The region is a large industrial and agribusiness producer. It is home to the largest steel, cement, fertilizers, chemicals, pharmaceuticals and heavy industries of Latin America.

**CLOSE TO THE MAIN OIL AND GAS FIELDS OF BRAZIL, INCLUDING PRE-SALT FIELDS.** Brazil is one of the world's top oil producers and it has increased its crude oil production by 42% in the past 10 years<sup>4</sup>. Around 99% of the country's offshore oil production and 91% of the offshore gas production takes place near the Southeast Region of Brazil<sup>5</sup>. Not to mention that 60% of Brazilian offshore oil and 28% of offshore gas is produced in a range of 260 km from Port of Açú<sup>6</sup>.

Therefore, its location favors a more competitive equipment, personnel and input logistics to supply the upstream, midstream and downstream O&G chains. The cost reduction due to the closest proximity to Campos Basin turns the port-industry complex into the most competitive support base for oil, gas and naval industries.

<sup>1</sup>UNCTAD, FDI Report, 2018: <http://unctadstat.unctad.org/EN/>.

<sup>2</sup>IBGE, Sistema de Contas Regionais, 2017: <https://www.ibge.gov.br/estatisticas-novoportal/economicas/contas-nacionais/9054-contas-regionais-do-brasil.html?=&t=o-que-e>.

<sup>3</sup>MDIC, Comex Stat, 2018: <http://comexstat.mdic.gov.br/en/home>.

<sup>4</sup>ANP, Dados Estatísticos, 2018: <http://www.anp.gov.br/dados-estatisticos>.

<sup>5</sup>Id.

<sup>6</sup>Id.



## BRAZIL

**8<sup>th</sup>** largest  
economy in the  
world<sup>7</sup>

GDP  
**US\$ 2 trillion<sup>8</sup>**

**1<sup>st</sup>** Economy in  
Latin America<sup>9</sup>

Population of **210  
million<sup>10</sup>**

**6<sup>th</sup>** Biggest world  
Investment Inflow and  
**12<sup>th</sup>** Biggest Investment  
Inward Stock<sup>11</sup>



Leadership position in:



**1<sup>st</sup>** Agriculture Exports<sup>12</sup>

**2<sup>nd</sup>** Iron Ore Exports<sup>13</sup>

**6<sup>th</sup>** Population<sup>14</sup>

**9<sup>th</sup>** Oil and Gas Production<sup>15</sup>

**7<sup>th</sup>** Energy Consumption<sup>16</sup>



## SOUTHEAST REGION OF BRAZIL



**54%** of Brazil's GDP<sup>17</sup>  
*US\$ 1,4 trillion*



**46%** of Brazilian industrial firms<sup>18</sup>  
*149 thousand industry firms with > 5 employees*



**42%** of the country's population<sup>19</sup>  
*Population of 88 million*



**47%** of Brazil's container traffic<sup>20</sup>  
*42 million t / 4.7 million TEU  
container volume*



**60%** of Brazil's top-rated highway  
connections<sup>21</sup>



**11** of the top **20** universities of Brazil<sup>22</sup>  
*5 of the top 20 universities of Latin America<sup>23</sup>*



**66%** of top **1.000** firms by revenue<sup>24</sup>

<sup>7</sup>IMF, World Economic Outlook, 2019: <https://www.imf.org/en/Publications/SPROLLS/world-economic-outlook-databases>.

<sup>8</sup>Id.

<sup>9</sup>IBGE, Estimativas de População, 2019: <https://www.ibge.gov.br/estatisticas-novoportal/sociais/populacao.html>.

<sup>10</sup>UNCTAD, FDI Report, 2018: <http://unctadstat.unctad.org/EN/>.

<sup>11</sup>Soybeans, coffee and sugar. UN Comtrade Database, 2019: <https://comtrade.un.org/>.

<sup>12</sup>Id.

<sup>14</sup>UNPD, World Population Prospects, 2019: <https://www.un.org/en/development/desa/population/publications/index.asp>

<sup>15</sup>U.S. Energy Information Agency, 2019: <https://www.eia.gov/beta/international/>.

<sup>16</sup>Id.

<sup>17</sup>IBGE, Sistema de Contas Regionais, 2017: <https://www.ibge.gov.br/estatisticas-novoportal/economicas/contas-regionais/9054-contas-regionais-do-brasil.html?=&t=o-que-e>.

<sup>18</sup>Id.

<sup>19</sup>Id.

<sup>20</sup>Antaq, Anuário Estatístico, 2019: <http://web.antaq.gov.br/Anuario/>.

<sup>21</sup>CNT, Pesquisa de Rodovias, 2019: <http://pesquisarodovias.cnt.org.br/>.

<sup>22</sup>Folha de São Paulo, Ranking Universitário Folha, 2019: <http://ruf.folha.uol.com.br/2019/>.

<sup>23</sup>QS World University Rankings, 2020: <https://www.topuniversities.com/university-rankings/world-university-rankings/2020>.

<sup>24</sup>Valor Econômico, Valor1000 - As 1000 maiores empresas, 2019: <https://www.valor.com.br/valor1000/2019>.

**LOGISTICALLY LINKED TO BRAZIL'S  
OUTFLOW NETWORK.**

Port of Açú is connected to several of the most relevant highways without any access restrictions as the port is located outside a city center. Açú is strategically located in the center of an advanced project of a railway, considered as priority by the Federal Government. The Rio-Vitória Railway (EF-118) will be linked to the rail network of the rail operator MRS and to the Vitória-Minas Railway (EFVM), creating a large rail corridor that will connect Minas Gerais, São Paulo, Rio de Janeiro and Espírito Santo. Furthermore, Açú will be the final stop of the most important East-West railway (EF-354), crossing the Brazilian countryside, including Mato Grosso, Goiás and Minas Gerais, before reaching Port of Açú. Another connectivity project is the highway RJ-244, a logistics corridor that will connect the complex directly to BR-101. This connection holds various advantages, such as direct access from Açú to a modern federal highway of high capacity. It will also reduce the impact of cargo vehicles (specially trucks) in the urban region as it surrounds the urban areas.

**LOCAL URBAN INFRASTRUCTURE**

**1** airport and  
**1** heliport in  
Campos dos  
Goytacazes



**601** schools  
(public and  
private)



**9** shopping  
malls



**+30** hotel  
establishments



**122** Health Care  
Centers, Hospitals,  
Specialized Clinics,  
Laboratories



**15** universities with  
**99** graduation  
programs and  
**86** post-graduation  
programs



**2** cinemas  
and  
**2** theatres



**NEXT TO COMPLETE URBAN  
INFRASTRUCTURE.** Açú is located in the city of São João da Barra next to the city of Campos dos Goytacazes, a historical and cultural region within the State of Rio de Janeiro. Next to a wide variety of affordable housing, the region offers numerous schools and universities,

modern health care structure and many leisure facilities, such as shopping malls, cinemas, theatres, bars, clubs and both cozy and upscale restaurant options. For nature lovers, lagoons, beaches, sand dunes and waterfalls are just some of the accessible natural beauties surrounding those cities.



*Reel handling for  
export at T-MULT*



## 4. INTEGRATED SOLUTIONS AND OPPORTUNITIES

- | Unique infrastructure hub in Latin America.
- | Synergies between Oil, Gas and Energy hubs that will grant more competitiveness.
- | Wide range of logistic enabler infrastructure and business facilities.
- | An alternative one-stop-shop solution for bottlenecks in O&G industries.

**UNIQUE BUSINESS ENVIRONMENT.** Port of Açú is developing several industry hubs that will allow greater synergies and grant more competitiveness to its companies. Açú's development is carried out in a well-planned and efficient way. The project is split up into six large hubs: Logistics and Services, Oil, Gas and Energy, Industrial, Ore and Green Hub. The complex offers the formula of "one-stop-shop" services that go from marine fuel supply, ship-to-ship oil operations, offshore supply and naval repair to bulk and breakbulk cargo handling and door-to-door logistics.

*“ We are investing to support the current demand of our international clients and for new bids in the sector and our unit at Port of Açú is essential for that. ”*

Ricardo Chagas  
Edison Chouest Officer



# COMPANIES WITH FACILITIES IN THE COMPLEX

- |   |   |
|---|---|
| 1. OceanPact – 29,300m <sup>2</sup>                                 | 15. Estação Açu – Convenience Center          |
| 2. TechnipFMC – 289,800 m <sup>2</sup>                              | 16. GNA – Thermoelectric Power Plant          |
| 3. NOV – 121,905 m <sup>2</sup>                                     | 17. GNA – LNG Terminal                        |
| 4. Intermoor – 52,302 m <sup>2</sup>                                | 18. Liquids Terminal                          |
| 5. Edison Chouest – 597,400 m <sup>2</sup>                          | 19. Repairing Terminal                        |
| 6. Porto do Açu – Multicargo Terminal (T-MULT)                      | 20. Available área – 1,090,746 m <sup>2</sup> |
| 7. Dome – Integrated O&G Services Terminal – 120,000 m <sup>2</sup> | 21. Naval Industry – 3,200,00 m <sup>2</sup>  |
| 8. Anglo American   | 22. Liquefaction Plant                        |
| 9. BP-Prumo – Marine Fuel Terminal – 215,079 m <sup>2</sup>         | 23. Logistics Yard                            |
| 10. Ferroport – Iron Ore Terminal                                   | 24. Natural Gas Processing Facility           |
| 11. Açu Petróleo - Oil Terminal                                     | 25. Mini refinery                             |
| 12. RPPN Caruara – Environmental reserve área – 40km <sup>2</sup>   | 26. Truck Center                              |
| 13. InterRio Hotel  | 27. Oil Treatment Facility                    |
| 14. Açu Condlog – Logistics Condominium                             | 28. Metalmechanic Industries                  |
|   | 29. Heliport                                  |
|   | 30. Export Processing Zone (EPZ)              |

**+40%** of potential quayside occupied

**+48%** of "wet" area occupied (20% of total area)

**approximately 62km<sup>2</sup>** of usable area  
(out of 90km<sup>2</sup> of industrial area)



## ONSHORE TERMINALS

- | 13 km with 5.8 km of linear quayside available to construction with 4,185,000 m<sup>2</sup> of retroarea;
- | 10m to 14.5 in depth;
- | Possibility to use existing infrastructure: warehouses; storage area and offices.

## South Mole

- | Depth: 10.8 in depth
- | Quay length: 537m ready to operate (+ 1,036m for expansion)
- | Ground capacity: 10 ton/m<sup>2</sup>
- | Fenders: 25 conical-type fenders
- | Bollards: 27 of up to 150 ton
- | Quick release mooring hooks:
- | 4 of up to 100 ton
- | Turning basin of 600m diameter
- | Pipeline galleries





**North Mole**  
| 1,080m with 330m available

### OFFSHORE TERMINALS

#### | Açu Petróleo:

- The only Brazilian private terminal able to receive VLCC vessels;
- Licensed capacity for 1.2 million barrels/day.

#### | Ferroport:

- 2 Capesize ship capacity;
- Capacity to handle 26,5 million tons of iron ore per year.

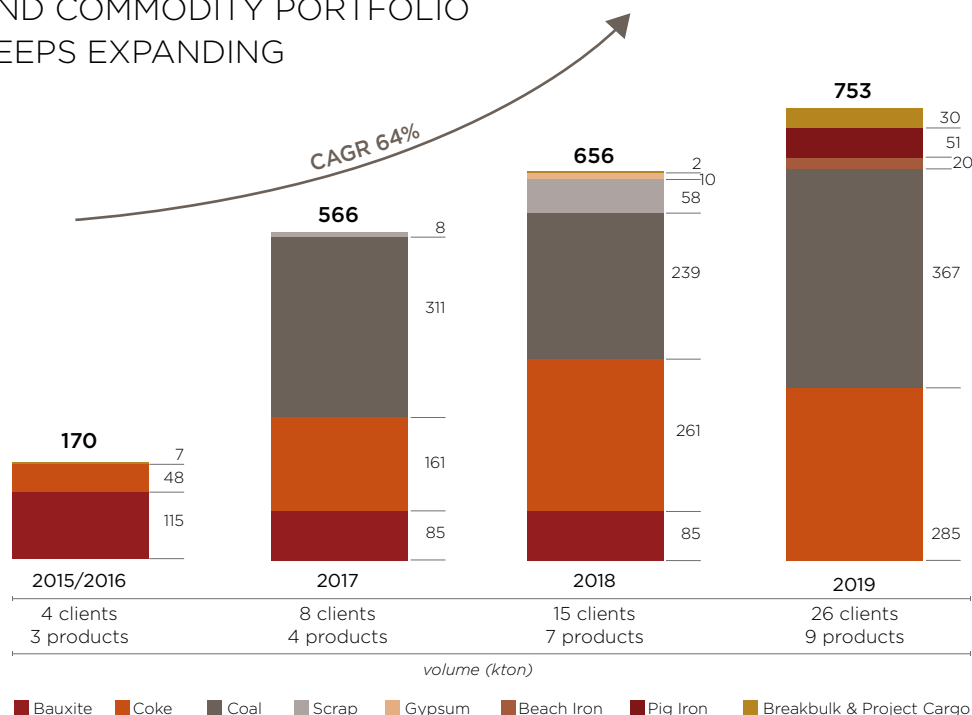
**LOGISTICS AND SERVICES HUB.** Port of Açú has progressed towards integrated services management aiming to provide facilities benefiting their clients' business.

Operational since July of 2016 and managed by Porto do Açú Operações, T-MULT is the complex's multicargo terminal with a bonded area of 182,000 m<sup>2</sup> and a quayside of 500m (340m operational plus 120m for expansion). T-MULT's equipment portfolio consists of 2 cranes, 4 grabs, 2 stockpillers, 2 spreaders, 2 hoppers and 10 articulated carts.

Without waiting time to berth and operating 24/7, T-MULT has obtained environmental licensing to handle dry bulk (paved stockyard of 50,000 m<sup>2</sup>) and general cargo (stockyard of 15,000 m<sup>2</sup>).

Its portfolio keeps expanding. The terminal has already handled various types of dry bulk such as bauxite, coke, coal, gypsum, scrap, pig iron and beach iron, as well as project cargo. Another important market, which grows 10% a year, is Cabotage. New vessels require a high draft and excellence in operation (port and hinterland). T-MULT exceeds these standards with a great draft (13,1m and depth of 14,5m) and is able to receive *Panamax size* vessels. Moreover, the terminal offers access to traffic-free

## OUTSTANDING RAMP-UP AND COMMODITY PORTFOLIO KEEPS EXPANDING



highways (unlike other heavily congested Brazilian ports) and is free from port labor unions, therefore lowering operational costs and increasing efficiency and flexibility.

The terminal handled 753 thousand tons of cargo in 2019, topping the volume of 656 and 566 thousand tons of 2018 and 2017, respectively, a clear evidence of the terminal's outstanding ramp-up. By also offering door-to-door solutions, and taking

care of the logistics between port and the final destination or vice versa, T-MULT is a terminal that aims to increase and facilitate business development at Açú. Moreover, since the terminal has operational efficiency as a priority, T-MULT provides additional services according to each customer's need. Industrial water supply, solid waste disposal, extension of wharfage time for the cleaning of the vessel's holds are examples of these activities.



The T-MULT development plan includes quay expansion, bulk yard expansion, a new dedicated yard for containers/ general cargo and new warehouse facilities. This upgrade will diversify the offer of services for current cargo and will also expand the terminal's portfolio, including containers, roro, agri-bulk and fertilizers.

*T-MULT operations bring a new business alternative to the steel industry.*

**David Bellas**

Logistics, ARCELOR MITTAL



*Petcoke import at T-MULT*



*Estação Açu, the port's Convenience Center*

*“Port of Açu shows flexibility and agility whenever a change of scenario occurs during operations.”*

**Jeronimo Bianchi**  
Head of Logistics, GERDAU



**MORE LOGISTIC FACILITIES UNDER DEVELOPMENT.** To bring suppliers, subsuppliers and service providers closer to the terminal operations and to reduce costs for all, a logistic condominium called **Açu Condlog** is being developed at the complex. It consists of a dedicated area of 210,000 m<sup>2</sup> which is located only five minutes drive away from the port terminals. It offers various stockyards and warehouses with optional modular and spot infrastructure, including shared and pay-per-use services.

A **Heliport** is also being developed at Port of Açu which will provide a key logistic operation: personnel transportation to and from the offshore platforms. With a total area

of 210,000 m<sup>2</sup> and 20 helicopter parking slots, hangars, a passenger terminal and landing strips, venture offers a fast connection to offshore rigs in the region, including Campos and Espírito Santos basins, which will guarantee optimal transportation costs.

In addition, Port of Açu has developed the project of a **Truck Center**, a facility to optimize access to the terminals which also offers support infrastructure to the truck drivers. The project includes fuel supply, a convenience area and various support services, such as maintenance and repair. Port of Açu has already entered into an agreement with BR Distribuidora to operate the truck center and it is looking for an investor partner.

#### **INFRASTRUCTURE BEYOND LOGISTICS.**

Açu is going to have a convenience center called **Estação Açu**. This facility of 8,000 m<sup>2</sup> is located in the main entrance of the complex (2,000 m<sup>2</sup> of gross leasable area), and Açu offers commercial offices as from 30 m<sup>2</sup>. The venue will offer support services to Port of Açu's entire community including restaurants, facilities, health care support and will also function as a platform for service providers with office and coworking spaces. Additionally, Açu has also developed a **Hotel** project in order to complement the portfolio of extra services.

## PORT OF AÇU HAS A WIDE RANGE OF OFFSHORE PRODUCT AND SERVICES SUPPLIERS.

It houses **Dome**, a joint venture between GranIHC and Prumo that offers integrated service solutions to the oil and gas industry. With 460m for docking, Dome offers naval repair and maintenance services, module building and waste management services, hibernation and decommissioning of offshore units and subsea operational support. In addition, Dome has a contract with TechnipFMC for the implantation of a spoolbase at Açú.

**AÇU IS RECOGNIZED AS A ONE-STOP-SHOP PORT.** Many of the enterprises already installed at the complex are leading offshore suppliers. Açú is home to **B-Port**, an Edison Chouest company, one of the leading providers of marine shipping solutions in the world. It operates the world's largest offshore support base for the oil industry, which has 15 docking berths, six of them exclusively dedicated to Petrobras.



**NOV**, a world leader in mechanic components for offshore and onshore drilling rigs, set up a facility to manufacture flexible pipes for the offshore industry, occupying 210m of quayside and a total area of 121,905m<sup>2</sup>. The plant has an annual capacity to produce 250 km of flexible pipes, and also comprises areas to store and test the material.



*West Carina drillship warm stacked by Dome*



**TechnipFMC** opened the world's most cutting edge factory for flexible pipes in the Complex of Port of Açu in 2014. Located in an area of approximately 300,000 m<sup>2</sup>, it has a capacity to produce pipes with up to 22 inches in internal diameter. The purpose of the new plant is to expand the company's potential for flexible products, with a focus on demands related to the exploration of pre-salt oil fields. Moreover,

the company is installing a spoolbase at Açu to produce and supply rigid lines.



**OceanPact** installed an emergency service hub in the port enterprise to offer services in the areas of Environment, Engineering, Logistics and subsea operations.



Lastly, **InterMoor**, part of the Acteon Group, has installed itself at Açu and provides anchoring services for rigs and FPSOs. The unit has 90m of quayside and a total area of 52,302 m<sup>2</sup>.



These key companies that set up facilities at the port, such as Dome, are a vital link of the supply chain for the O&G business. More than 50% of the offshore logistics operations for the Campos Basin are being served from Port of Açu.

*Oil transshipment operations with VLCC*





**THE OIL HUB IS A NATURAL VOCATION OF AÇU, CLOSELY CONNECTED TO THE LOGISTICS HUB.**

Brazil has regained momentum with the Pre-Salt bids and industry has followed the government call with great appetite. International oil companies have increased their market participation substantially and are ready to boost the exploration and production of oil, just as the revitalized Petrobras. Oil production in Brazil is estimated by the government to experience a 70% growth over the next 10 years and exports of oil are expected to almost double. This implies a new demand for transshipment and storage in Brazil, as well as an increase of refineries and industries upstream. The increase of O&G service suppliers at the Complex will transform Port of Açu into a subsea cluster for the whole national market.

Exports of crude oil from Brazil have reached a new operational level by employing Port of Açu's unique infrastructure. The complex owns the only private terminal in Brazil able to operate Very Large Crude Carriers (VLCCs) for safe transshipment operations of crude oil.

Joint venture between Oiltanking and Prumo, **Açu Petróleo** has been performing transshipment operations at the Oil Terminal (T-Oil) since 2016, with licensed capacity for 1.2 million barrels per day (mbpd). The terminal has 25m in depth. Furthermore, their planned expansion includes storage, processing and blending of oil.

The complex is also home to a marine fuel terminal (TECMA), a joint venture project between BP and Prumo - **BP-Prumo**. The terminal has a dedicated infrastructure

to import and sell marine fuels, under the BP-Marine trademark. The business is prepared to serve the clients with product availability at any time and with operational flexibility to deliver MGO fuel (at Port of Açu's terminals and also directly offshore at the platforms rigs). It offers tailor-made solutions to meet the specific needs of each client, while applying the highest safety and security standards. The TECMA is a perfect example of the one-stop-shop concept offered by the port.



*Fuel operations at TECMA*

**PORT OF AÇU IS GROWING INTO A COMPETITIVE GAS AND ENERGY HUB, WITH THE CONSTRUCTION OF THE LARGEST THERMOELECTRIC POWER PARK IN LATIN AMERICA AND THE POSSIBILITY TO ATTRACT OFFSHORE GAS OUTFLOW TO THE GAS PIPELINE TRANSPORT NETWORK.**

Brazil's offshore gas production will triple in 10 years, according to the National Oil Agency (ANP). Power generation in Brazil is undergoing a significant shift in the energy-matrix in order to keep up with the evolving market demand for

energy. The offer of logistic solutions to channel and process this increased gas production to local and foreign markets will be vital.

**Gás Natural Açú** (GNA - joint venture between Prumo, BP and Siemens) in its current stage, is developing an LNG (liquified natural gas) terminal and two gas-fired thermoelectric power plants, with the capacity to generate more than 3 GW (gigawatts) of energy. The 1<sup>st</sup> TPP is in its final construction phase and will start to operate in 2021. The second one will become operational by 2023.

The company already has environmental licenses granted that will allow to double the installed capacity of the power park, reaching 6,4 GW.

To provide gas for the plants, GNA is constructing a LNG Regasification Terminal, which will have the capacity to handle up to 21 million m<sup>3</sup>/day.

The regasification process will be performed at a FSRU (floating storage regasification unit), built specially to support GNA project.

Prumo's JV partners at GNA guarantee



*Construction works of GNA power plants*



state-of-art technology providing high efficiency and operational flexibility. The energy park will be responsible for 17% of thermal power generation fueled by natural gas in Brazil and the gas hub will enable an increase of gas producers' competitiveness in the domestic market, and the creation of a unique platform for LNG trade in Latin America.

Moreover, an offshore pipeline project is being developed with objective to bring associated gas to Port of Açu in the future, a highly competitive solution for gas monetization.

#### **THE GAS AND POWER HUBS OFFER AN ENERGY SOLUTION TO THE PORT CLIENTS AT THE COMPLEX.**

The complex will benefit from cheaper and readily available gas and the oil industry will be able to dispose of associated gas in a more profitable way.

**OPERATIONAL FIELD FOR AN ORE HUB.** After being transported through more than 500 km of underground pipes, the Minas Gerais' iron ore arrives at Açu where it is filtered, stored and exported. **Ferropoort**, an Anglo American-Prumo joint venture, started its activities

in 2014 and operates the 4<sup>th</sup> largest Brazilian private terminal in iron ore export<sup>25</sup>. The terminal is 20,5m in depth, and is able to receive 2 *Capesize* vessels simultaneously. It has an annual capacity to handle 26.5 million tons of iron ore.

In order to secure the subsequent processing phases of the industrial chain, the port will also develop a project for pelletizing plants and a steel mill.

<sup>25</sup>Antaq, Anuário Estatístico, 2019: <http://web.antaq.gov.br/Anuario/>.





Available area near the onshore channel

## ONSHORE TERMINALS - T2



**5,8 km** of linear quayside already available for construction with **4,185,000 m<sup>2</sup>** of retroarea

**10 m** to **14.5 m** in depth

Possibility to use existing infrastructure:



**Warehouses**  
**Storage areas**  
**Offices**  
**Others**



South Mole

## SOUTH MOLE



Depth:  
**10.8 m**

Ground capacity:  
**10 ton/m<sup>2</sup>**

Bollards: **27**  
of up to  
**150 ton**

Turning basin  
of **600 m**  
diameter

Quay length:  
**537 m** ready  
to operate  
(**+ 1,036 m**  
for expansion)

Fenders: **25**  
conical-type

Quick release  
mooring hooks:  
**4** of up to **100 ton**

Pipelines galleries



## 5. AVAILABLE AREA FOR PROJECT DEVELOPMENT

- I 5.8 km readily available quayside with 4.2 million m<sup>2</sup>, close to the waterbound area in the onshore terminal.
- I 56 km<sup>2</sup> of available dry area.
- I Availability of industrial water.
- I Local power distributor company present in the port complex.

**LARGE AREA FOR YOUR BUSINESS DEVELOPMENT.** Unlike other saturated ports with space restriction, Açú has large areas available. They are ideal for the implementation of big industrial sites, such as petrochemical, steel and oil refining industries, or complete terminals for operating different types of cargo. Near the onshore terminal (T-2), the port has a quayside that is readily available with a length of 5.8km and the potential to expand up to 17km. It is the perfect area for the implementation of Naval and Oil & Gas industries. Alongside the numerous installed companies, there are still almost 4.2 million m<sup>2</sup> available for development by the waterbound area with access to the channel. It also allows for the development of new Private Use Terminals (TUPs), beyond the ones already installed, in complete compliance with the international standards of port and customs security.

### **THE INDUSTRIAL ZONE IS THE BEST OPTION FOR COMPANIES OF MANY SECTORS, NEXT TO THE PORT FACILITIES.**

Açú is on its path for industrialization, after overcoming the consolidation of the high-quality and already operational port infrastructure. The Port offers land lots with logistic access as well as industrial water and power supply – including an energy provider inside the complex. There are 56km<sup>2</sup> of free dry area to build an industrial base near the port terminals, including the T-MULT, a bonded terminal with ISPS Code certification serving as a gateway for import/export cargo, capable of receiving to receive all types of cargo such as bulk, fertilizers, project cargo and containers to assist the companies inside the port and in the surrounding region. Port facilities are currently under development, such as the logistic condominium, the heliport and the truck center, as well as the convenience center. Next to the Oil, Gas & Power Hubs, many industries can benefit from these hubs, like Refineries, Petrochemicals, and Fertilizers, Metal-mechanic, Steel, Cement Ornamental Rocks.



## 6. STIMULATING BUSINESS CONDITIONS

- I Regional incentives to install at Açú.
- I Approved Export Processing Zone (EPZ) with special administrative, customs and tax treatment.
- I Preliminary Environmental Licensing already awarded.

**FOREIGN INVESTORS CAN LEVERAGE FROM BRAZIL'S INTERNATIONAL AGREEMENTS.** Beyond trade agreements that favor Brazilian products with preferential duties<sup>26</sup>, the country has also signed bilateral deals on double taxation avoidance and investment facilitation. In order to prevent tax on profits, royalties, interest, services and dividends from both source and residence countries, Brazil has signed 36 agreements<sup>27</sup> with countries, most of them top investors, like France, Belgium, Norway, Japan and the BRICS countries (Russia, India, China, South Africa). In addition, the government has developed a new model of investment agreement (ACFIs<sup>28</sup>) to reduce risk exposure and prevent Investor-State controversies, including the introduction of the ombudsman focal point.

**REGIONALLY, ENTERPRISES AT AÇÚ INDUSTRIAL ZONE BENEFIT FROM A LIGHTER TAX TREATMENT.** Looking to foster industrial development, the State Government applies a tax referral on VAT (State Value-Added Tax) and reduces the

collected tax for the acquisition of machines, equipment, parts, raw material and inputs. The government also launched the program Rio Importa+, allowing the cargo import via ports of the State with VAT tax deferral up until the moment of the internal or inter-state cargo exit. Besides that, there are various incentives for companies to redirect part of their taxes towards cultural and sports projects, thus contributing to community engagement and corporate branding.

**SPECIAL CUSTOMS PROGRAMS TO INCREASE THE COMPANIES' COMPETITIVENESS.** One of the programs under development is a Certified Bonded Warehouse, which considers products stored at the bonded area as exported for all fiscal, credit and currency exchange purposes. That decreases foreign trade costs because enterprises can move their sold cargo to the warehouse without the need for immediate export, hereby anticipating revenues, providing inventory turnover and optimizing credit lines and exchange currency contracts.

<sup>26</sup>Countries with who Brazil has trade agreements: Argentina, Bolivia, Paraguay, Uruguay (Free Trade Agreement and External Common Tariff within Mercosul), Botswana, Chile, Colombia, Cuba, Egypt, Ecuador, European Union (not ratified yet) Guyana, India, Israel, Lesotho, Mexico, Namibia, Panama, Peru, Saint Christopher and Kitts, South Africa, Suriname and Venezuela, besides the negotiations with EFTA (Iceland, Liechtenstein, Norway and Switzerland), Canada, Singapore, Lebanon and Tunisia.

<sup>27</sup>Countries with who Brazil has agreements to avoid double taxation: Argentina, Austria, Belgium, Canada, Chile, China, Czech Republic, Denmark, Ecuador, Finland, France, Hungary, India, Israel, Italy, Japan, Luxembourg, Mexico, Netherlands, Norway, Peru, Philippines, Portugal, Russia, Singapore, Slovakia, South Africa, South Korea, Spain, Sweden, Switzerland, Trinidad e Tobago, Turkey, Ukraine, United Arab Emirates, Venezuela.

<sup>28</sup>Countries with who Brazil has signed Cooperation and Facilitation Investment Agreement: Angola, Chile, Colombia, Ecuador, Ethiopia, Guyana, Malawi, Mexico, Mozambique, Peru, Suriname, United Arab Emirates and Mercosul Protocol with Argentina, Paraguay, Uruguay.

## REGIONAL INCENTIVES FOR PORT OF AÇU

Level	Tax	Range	Regional Incentive	Spread
State	<b>State VAT (ICMS)</b>	Products / Transport Services	State Law nº 6976/2015 (Pezão Law)	Aquisition of machines, equipment, parts and accessories, raw material and inputs (except energy and water) has tax deferral down to 2%. Generally, ICMS tax levies are from 7% to 18%.
State	<b>State VAT (ICMS)</b>	Products / Transport Services	State Law nº 46.781/2019 (Rio Importa+)	Deferral to 4% when importing (through Ports of the State of Rio de Janeiro) for comercialization or for use as raw material in industrialization processes in the State (all products except alcohol, fuel, coke, chemicals and fixed assets). The ICMS import levy is 18%.

### THE NEWEST EXPORT PROCESSING ZONE WITH PORT ACCESS UNDER DEVELOPMENT.

An EPZ is a free-trade area focused on the export market (80% of its revenue must come from exports), with distinct tax and administrative frameworks.

Located in the Port, in a region with plenty skilled workforce and connected to the port's logistics and terminals, the Açú EPZ is the newest Export Processing Zone with direct port access under development in the Southeast region of Brazil, which allows immediate export. The EPZ will be managed by private administration. It will have an ideal profile for processing of goods such as metal mechanics, minerals, petrochemicals, ornamental rocks and agro products. The EPZ installation will boost Brazilian exports and foster

the development of regional and local productive sectors, thereby boosting Brazilian production, adding value to the export base, promoting technology diffusion and, mainly, generating jobs in a solid production chain.

### ADVANCED ENVIRONMENTAL LICENSING PHASES.

Port of Açú has already obtained Preliminary Environmental Licenses for its Industrial District and the Onshore Terminal (T-2), which reduces up to 2 years of licensing process for the installation of new enterprises, an important advantage for new entrants. In addition, through the establishment of a Mutual Aid Plan, the Port is structured to promote synergies striving for the continuous development of a safe, collaborative and integrated environment in order to become a reference for the

implementation of the best practices on risks, emergencies and crises management. For detailed information on this, check the map on page 48.

*“The Export Processing Zone will attract more companies [to Açú] and will benefit the economy of Rio and its neighboring States, generating jobs and income for the population.”*

**Wilson Witzel**

Governor of Rio de Janeiro State  
(2019-present)



## TAX BENEFITS

- Purchases of goods (new or pre-owned<sup>29</sup>) in the domestic market:
  - *Suspended taxes: IPI, COFINS and PIS/PASEP;*
  - *Dismissed charge: ICMS rate differential in purchases of fixed assets;*
  - *Maintained: ICMS<sup>30</sup> credits.*
- Purchases of goods (new or pre-owned<sup>31</sup>) in the external market:
  - *Suspended taxes: IPI, II, CONFIS -Imports, PIS/ PASEP -Imports, AFRMM;*
  - *Exempt: ICMS Imports<sup>32</sup>.*

## ADMINISTRATIVE BENEFITS

- Exempt from licenses or authorizations granted by federal entities.
- Legal security for up to 20 years, extendable for another 20 years.
- Custom-ready facility, turning it into a Primary Zone for exports.
- Foreign exchange freedom, with permission to maintain 100% of revenues generated by exports abroad.

<sup>29</sup>Applied to goods for incorporation of fixed assets.

<sup>30</sup>May be used to compensate ICMS debits.

<sup>31</sup>Applied to goods for incorporation of fixed assets.

<sup>32</sup>In imports carried out by establishments located inside ZPEs





*1<sup>st</sup> Consul Day  
at Port of Açú  
(2019), organized  
in partnership with  
FIRJAN (the Federation  
of Industries of Rio de  
Janeiro) : a port technical  
visit for our partners from  
the Consulates and  
Chambers of Argentina,  
Belgium, China, Germany,  
Japan, Portugal and the USA*



## 7. BUSINESS SUPPORT JUST AROUND THE CORNER

- | A bridge to local authorities and other strategic partners.
- | Close to Brazil's main city centers.



*Our activities and those of Port of Açu must always walk together, hence the importance of sharing our information and knowledge.*



**Renato Braga**

Deputy delegate for Campos dos Goytacazes' Customs

### **A BRIDGE TO LOCAL PUBLIC**

**AUTHORITIES.** Port of Açu has established a healthy institutional relation with several entities from the Municipal, State and Federal administrations, which are important partners in further developing the Complex potential. Port of Açu has a positive relation with the authorities and companies at the complex can also build this open and transparent dialogue with the support of Port of Açu.

### **SUPPORT FROM A VARIETY OF PARTNERS NEAR THREE OF THE BIGGEST BRAZILIAN CITIES.**

São Paulo, Rio de Janeiro and Belo Horizonte have the most important legal and financial consultancy offices to support foreign enterprises with the Brazilian legal system. In addition, these cities hold the headquarters of the majority of business development institutions, banks and financing agencies, along with the expertise and interface of trade associations.

Likewise, Port of Açu has developed a Company Guide, available on our website, offering contact details of various logistics service providers from the maritime community active in Açu's region, such as freight forwarders and customs brokers.

### **RELATIONSHIP WITH STRATEGIC**

**PARTNERS.** Port of Açu has also built a large network with diplomatic representations, chambers of commerce, (inter)national development promotion agencies and sectoral associations. The close interface with these institutions is an important business development asset to promote and support the business expansion and the establishment of new companies at Açu.





*Port of Açu's collaborators*

## RIO DE JANEIRO'S LABOR ENVIRONMENT



**3<sup>rd</sup>** State with largest  
amount of working  
people (**7,5 million**)<sup>33</sup>

**4<sup>th</sup>** State in highest  
Human Development  
Index (**0,796**)<sup>34</sup>

**4<sup>th</sup>** State in highest  
average income<sup>35</sup>

**63%** of Brazilian Oil  
E&P labor force<sup>36</sup>

**51%** of its supply  
chain labor force<sup>37</sup>

**23%** of the Human  
Resources from the  
Oil market are science  
professionals with higher  
education<sup>38</sup>

## 8. AMIDST A POOL OF TALENTS

- I Qualified human resources.
- I Workforce specialized in Oil, Gas, Petrochemicals, Port and Customs Operations.

### QUALIFIED AND PRODUCTIVE WORKFORCE AROUND THE COMPLEX.

The State of Rio de Janeiro has a flexible and creative labor force, with great capacity for learning. The region gathers professionals from all corners of the country, including operational crew and leadership profiles. Rio de Janeiro, being the core of the Brazilian Oil and Gas industry, has the majority of specialized human capital for this market.

**A LOCAL HUB FOR PROFESSIONAL QUALIFICATION.** The city of *Campos dos Goytacazes* next to Port of Açu gathers 15

higher education institutions and a variety of programs. Campos is also home to IFF innovation hub which provides research and innovation for the environment and specialises on water resources, energy and waste treatment. Moreover, Port of Açu's development has boosted the regional qualification and attraction of workforce specialized in port and customs operations. Port of Açu also developed the Employability Network, a specific program for attracting and developing local talents. For detailed information on this, check page 50.

### CAMPOS DOS GOYTACAZES' EDUCATION POLE

**15** universities

**99** graduation programs

**86** post-graduation programs

Engineering, Metallurgy, Mechanics, Oil exploration and production, Chemistry, Biotechnology, Logistics, Medicine, Law, Regional development and Environment, among other courses.



<sup>31</sup>IBGE, Sistema de Contas Regionais, 2018: <https://www.ibge.gov.br/estatisticas-novoportal/economicas/contas-nacionais/9054-contasregionais-do-brasil.html?=&t=o-que-e>.

<sup>32</sup>PNUD, Atlas do Desenvolvimento Humano do Brasil, 2018. [http://www.atlasbrasil.org.br/2013/data/rawData/Radar%20IDHM%20PNADC\\_2019\\_Book.pdf](http://www.atlasbrasil.org.br/2013/data/rawData/Radar%20IDHM%20PNADC_2019_Book.pdf)

<sup>33</sup>IBGE, *Ibid.*

<sup>34</sup>Firjan, Anuário da Indústria de Petróleo no Rio de Janeiro, 2019: <https://www.firjan.com.br/publicacoes/publicacoes-de-economia/anuario-petroleo-e-gas.htm>

<sup>35</sup>*Ibid.*



*Caruara Natural Protection Private Reserve*



## 9. SUSTAINABLE DEVELOPMENT

- | Creation of a Green Hub.
- | Local environment preservation.
- | Community engagement.

*“The Restinga Ecosystem Conservation Project, implemented by Port of Açu, is a great example of when a company has sustainability as a cornerstone it goes beyond the legal obligations and it makes a difference to its region and to the society.”*

**Pedro Almeida**

President of the American Chamber of Commerce of Rio de Janeiro (AmCham Rio)

**A PIONEER PORT WITH SUSTAINABLE PERSPECTIVE.** Port of Açu is committed to its environmental and social responsibilities maintaining an open dialogue and respectful relationship with communities.

### **THE LARGEST PRIVATE CONSERVATION UNIT IN THE COUNTRY DEDICATED TO THE RESTINGA ECOSYSTEM.**

From a total area of 130 km<sup>2</sup>, 40 km<sup>2</sup> are dedicated to the Caruara Natural Protection Private Reserve (RPPN), the largest restinga preservation area in Brazil. This area represents almost 60% of total private reserves in the State of Rio de Janeiro. Being part of a major Green Hub, RPPN was voluntarily created, and shows that it is possible to combine economic development and preservation of existing biodiversity in the port area and its surroundings.

### **DEVELOPMENT OF ENVIRONMENTAL MONITORING AND COMPENSATION ACTIONS.**

The port implemented a variety of environmental programs in its

area of influence, such as the monitoring of air quality, sound emissions, water and groundwater quality, marine biota, sea turtles, beach morphology and dynamics, vegetation recovery and effluent and waste management. All results are regularly shared with the environmental agency, enabling continuous monitoring of environmental conditions related to activities carried out in the Port. Likewise, Port of Açu is about to develop a green belt, a vegetation layer around the complex's perimeter, improving air quality and creating an environmental corridor for wildlife movement in the region. Enterprises at Açu can participate in Port of Açu's initiatives in order to reduce their carbon footprint. Another option is for companies to design their own customized program with the Port's support of *Reserva Ambiental Fazenda Caruara S.A*, a company created to manage the Caruara Reserve, our largest environmental asset within the port.



*Weekly Farmers Market: over 7 tons of food were traded in the first year of action*

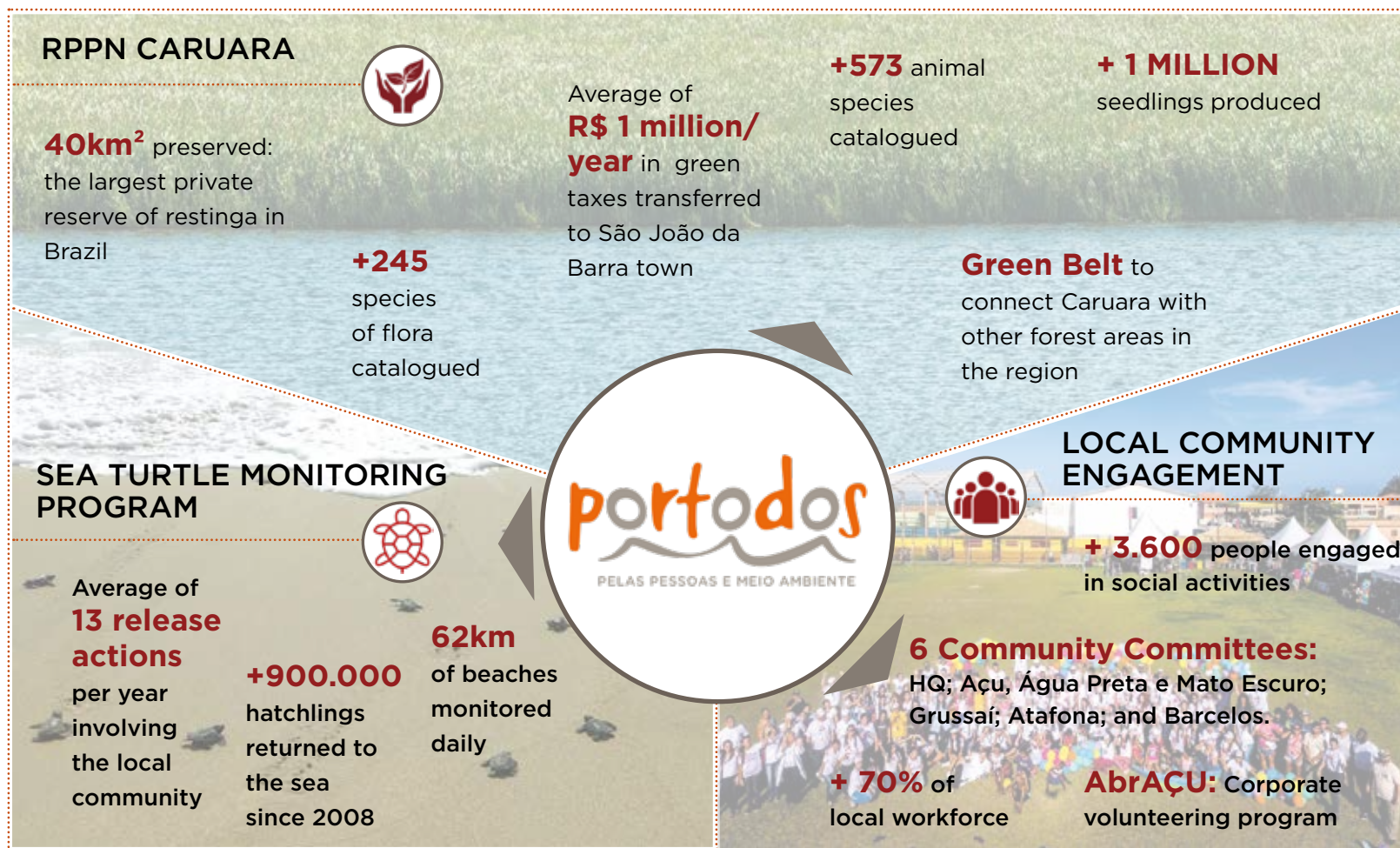
## **SUPPORT TO LOCAL SOCIAL-ECONOMIC**

**PROGRESS.** Port of Açú is proactively engaged with the surrounding communities. The Port takes into account the stakeholder's values and processes it into the development strategy of the complex activities. The Port and key stakeholders gather together in the Local Development Council, to discuss key issues. Additionally, Port of Açú also supports the local association of the rural resettlement

Vila da Terra (APROVILA) in order to assist 53 families and to foster local agriculture and traditional fishing as well as cultural and social programs. A local product fair is organized weekly for the port workers. The volunteering program "AbrAÇU" was also created as one of the tools to contribute to the port's corporate citizenship and relationship with the community. In addition, Açú has taken action to provide

new infrastructure to the surrounding communities, such as the pavement of 58 km of public roads, water supply and healthcare unit reforms, among other investments.

The Port seeks sustainable development in its the area of influence through the promotion of shared values amongst all stakeholders of the complex, hereby contributing to the maintenance of Social License to operate.



**MANAGEMENT OF SOCIAL PROGRAMS:** Social Communication, Environmental Education, Fishing Support, Control and Improvement of Traffic, (De)Mobilization of Labor workforce.

**SOCIAL DIALOGUE:** Continuous dialogue with the community; Visiting program "Portodos"; Stimulation of local workforce; Promotion of Community Committees and Local Development Council; Reporting mechanisms ("0800" and "Contact us"); Volunteering program "AbrAÇU" and internal and external communication.



# 7 STEPS TO DO BUSINESS IN PORT OF AÇU



*Companies installed in Açu*

## 1. Establish a focal point at Port of Açu to help you through the entire process

Our Commercial Departments offer a range of solutions to assist with business development at the complex. Our dedicated team of specialists is divided into O&G, Industrial, T-MULT, Terminal Development, Logistics, Water management and Strategic Partnerships.

In case the potential tenant or partner does not have a specific contact yet, the Strategic Partnerships Division can refer you to the right contact-person within the Port of Açu. As they are responsible for referring new business contacts and are in direct line with all Commercial sub-departments, they will be happy to advise you in the first phase.

### **Strategic Partnerships Team will link you to this port of opportunities.**

Contact us:

Commercial Office

Port of Açu

Rua do Russel 804 - 5<sup>th</sup> floor, Glória - Rio de Janeiro - RJ

[business@portodoacu.com.br](mailto:business@portodoacu.com.br)

t + 55 21 3725-8000

## 2. Visit the port

After establishing the point of contact within the commercial team, you can schedule a visit to the port. We will be delighted to welcome you and show the Complex's current status and latest development with all the opportunities it offers. After all, seeing is believing!

## 3. Select the most compatible area for your business

The Focal Point will help you in your search for available space. Each lot of the port has its particularities, such as quayside, geological morphology and Preliminary Environmental Licenses already awarded. The enabler projects – such as Condlog – also offer different business opportunities for service providers. After specifying your business' activities, model and needs, Port of Açu can provide the necessary inputs to determine the best place for your company – Onshore Terminal (T2), Industrial Zone, Enabler facilities or the Export Processing Zone.



# ENVIRONMENTAL LICENSES

## MULTICARGO TERMINAL OPERATION

LO IN034002 and AVB 003515

Operations of handling dry bulk (bauxite, coal, petcoke) and general cargo (containers, project cargo and granite); diversification of dry bulk cargo (including its temporary storage under covered warehouses); berthing oil rigs and supply boats and equipment assembly in its retro area.

## T2/3 WATER RESOURCES

OUT IN038837

## T2/1 WATER RESOURCES

OUT IN028801

## T2 INFRASTRUCTURE

LPI IN028199

Design Terminal 2 common infrastructure.

## T2 LOCATION AND CONSTRUCTION

LP IN018985

Design and location of a port facility for general cargo, dry bulk, liquid bulk, supply offshore industry, etc.

LI IN023176

Construction of a port facility for handling of cargoes and solid and liquid bulk cargoes, general cargo and project cargoes.

## T2 NAVIGATION CHANNEL DREDGING

LI IN042068

AVB 003786

Deepening dredging for Terminal 2 Navigation Channel (offshore and onshore).

## SÃO JOÃO DA BARRA INDUSTRIAL DISTRICT LOCATION

LP IN021311

Design and location of Industrial District of São João da Barra common infrastructure.

## SAND DEPOSITS 2 AND 7

LPI IN030901

Location and implantation of two sand deposits for dredging material disposal.

## SAPUCAIA ROCK MINE

LPI IN018049

LO IN016484

Location, implantation and operation of rock mine.

## FUEL STATION

LAS IN046935

Location, implantation and operation of diesel supply station.

## RPPN FAZENDA CARUARA

• Creation - Portaria INEA/RJ/PRES nº 357 de 19.07.12

• Management Plan Approval - Resolução INEA nº 156 de 18.07.18



## CEVISPA WATER RESOURCES

OUT IN001541

## LOGISTIC PATIO/OIL TANKING AND TREATMENT UNIT

LI IN030949

Installation of a logistic yard in the area of the Logistics and Industrial Complex of Açú Port.

## T2 CHANNEL MOORING

AA IN039353

Mooring and berthing oil rigs and supply boats along Terminal 2 and north and south breakwaters.



## 4. Obtain Environmental Licenses and develop your environmental strategy

Before starting a project in Brazil, it is necessary to obtain environmental clearance. Depending on the type of enterprise/activities, you may need to obtain one or more environmental licenses. The most common phases for port and industrial projects are Preliminary License (LP), Installation License (LI) and Operating License (LO). The LP is valid for up to 5 years and sets out the basic requirements that need to be fulfilled. After the concession of LP, companies must fulfill all the requirements and after their verification by the authorities they can request the LI.

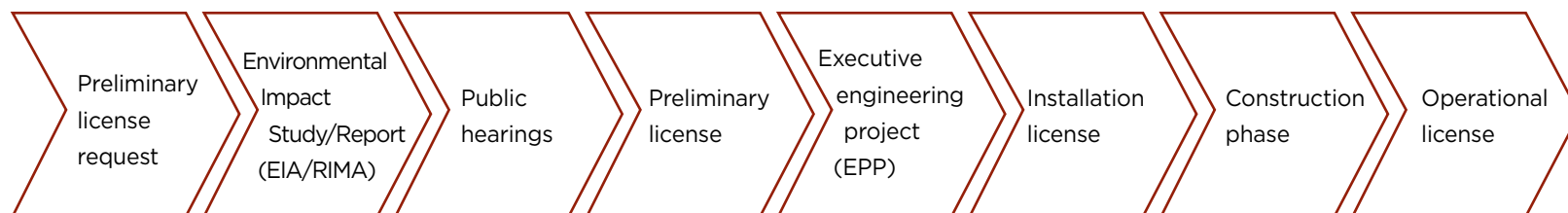
The Port of Açu has already obtained prior license for the Onshore Terminal (T2), which reduces the total process of licensing of new enterprises up to 2 years. Moreover, Port of Açu also has preliminary licenses for the São João da Barra Industrial District (DISJB), already comprising the common use infrastructure in the District. It also contributes to the installation of new enterprises in this area.

Furthermore, companies can freely receive guidance and useful

information from Port of Açu to obtain the next licensing phases and to apply safety, health, environmental, quality and emergency applicable regulations.

The Complex is in full development for over a decade and during this time it has been executing environmental and social studies and monitoring. Port of Açu has subsequently gathered in-house knowledge, monitoring data and insights, which can be shared to benefit new entrepreneurs at Açu.

Açu's Sustainability team can also support new companies with the design and set up of their environmental compensation programs. Port of Açu can offer standard solutions, such as the use of services from Reserva Ambiental Caruara S.A. for offsetting compensation reforestation conditions mandatory by Brazilian legislation in case of vegetation removal. Furthermore, customized solutions and other environmental services can be designed to help build the sustainability strategy of clients and partners of Port of Açu.



### Environmental licensing phases in 3 steps (LP, LI and LO).

There are already many environmental licenses and monitoring data for several projects at Port of Açu, which contributes to new enterprises.

## 5. Meet other Regulations and Learn about Taxation

Additional mandatory regulations may also be required for new enterprises. For example, a company with direct access to the onshore channel must obtain a Private Use Terminal authorization with the National Agency for Waterway Transportation (Antaq) in order to operate the wet area and install its own terminal.

The company must also develop its activities in compliance with applicable laws, including those related to public safety, fire protection, public health and environmental requirements.

The Focal Point established in the first step, will be the bridge providing the information on the necessary requirements in accordance with the business characteristics of the new enterprise.

Additionally, another important issue is taxation. In Brazil, it occurs at three governmental levels: federal, state and municipal. Enterprises at Port of Açu benefit from special tax treatment (as seen in page 36) regarding taxes such as the State VAT (ICMS). From a wider perspective, Federal and State Governments offer other incentives to various economic operations or sectors, which can significantly reduce taxation depending on the type of operation.

Port of Açu provides guidance to clarify the regulations and the Brazilian tax system, including insights on applicable taxes, national, regional and local incentives and the EPZ system. The Açu team can help you uncover the questions your business might have.

## 6. Choose the right type of legal structure and open your business

The main legal corporate types are the Sole Proprietorship Limited Liability Company (EIRELI), the Limited Liability Company (LTDA) and the Joint-Stock Company/Corporation (S.A. or CIA.). After choosing the most suitable type of business profile, you need to register your company.

Potential investors can request information and guidance from Port of Açu regarding how to open their business. They can be connected to Açu network of local and regional partners.

Furthermore, it is important to acquire the support of a local accountant to help you through the opening process.

## 7. Organize your workforce

The Complex of Port of Açu is located in the middle of a pool of specialized and qualified human resources, ready to collaborate with your business.

The port disposes of an Employability Network, a single database tool for local available workforce aimed at improving the local human resources management. The tool is open for all the companies within the complex in order to help them hire local talents. The tool offers various filter options to search for specific profiles. The access to the Network Service happens via Port of Açu's Human Resources (HR) department which, upon request, can forward the registered curriculums compatible with the required profile to companies installed at Açu.

## MEET PORT OF AÇU'S DIRECTORS



**José Firmo**

*CEO*

"Port of Açu is today the largest port, industrial and energy complex in Latin America with 100% private

investment. Focused on our clients' efficiency and meeting the highest international standards. Being an Energy Hub, Port of Açu holds a unique industrialization potential, making it strategic for regional transformation. Furthermore, we combine economic development with sustainability and our efforts include the creation and management of the largest private environmental conservation unit of restinga in Brazil, the RPPN Caruara."



**Fernando Mouta**

*Chief Financial Officer*

"Integrity and transparency are key factors to our success at Port of Açu.

We work towards an efficient and reliable port management, while ensuring financial discipline, coupled with focus on our clients' competitiveness."



**Mariana Moraes**

*General Counsel*

"We are committed to act with integrity in everything we do. The trust and credibility among work

colleagues and in the relationship with clients, suppliers, public offices and community are essential to guarantee the safety and sustainability of our businesses."



**Tessa Major**

*International Business and Innovation Director*

"In order to identify and leverage business opportunities, we strive

to build close and trustful relationships with our clients and international partners. The global collaboration with various cultures stimulates our connection to the markets worldwide and inspires innovation."



**Ricardo de Luca**

*O&G Director*

"Açu is striving to become a natural hub for the logistics of the O&G business and logistics for

major subsea equipment, including flexible and rigid pipelines by international companies, such as NOV and TechnipFMC. Today, the complex handles more than 50% of equipment for the Campos Basin operations supplied by companies installed at Açu."



**Vinícius Patel**

*Port Administration Director*

"Our people and our environment are two of our core values and

we strive passionately to guarantee safety for our workforce and foster the sustainable development of the port. We are also very proud of our dynamic processes ensuring maximum efficiency and highly competitive solutions."



**Antonio Ferreira**

*Industrial Director*

"Being a one-stop-shop port, Açu is able to offer the industries cutting-edge infrastructure,

various raw materials and ample logistic facilities. Our private management also implies great flexibility and customized solutions for our clients."



**João Braz**

*Terminals and Logistics Director*

"We are an efficient solution for production outflow as well as imports

of resources in Brazil, with bonded terminals that meet international safety standards and that do not have waiting time to berth. Our goal is to offer alternative logistics without bottlenecks and with cost reduction for companies, also offering the possibility of door-to-door logistics."



**Thiago Corrêa**

*Head of Human Resources*

"We work with a talented team to realize our unique projects, always striving to

increase local employment. In this collaborative environment, new businesses can always leverage from our local profile database to build their labor force."



*Port of Açu connects your business to Brazil and the world.*

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