



GOVERNO DO ESTADO

Pernambuco

JUNTOS, FAZEMOS MAIS.

PERNAMBUCO
A NEW EXPERIENCE



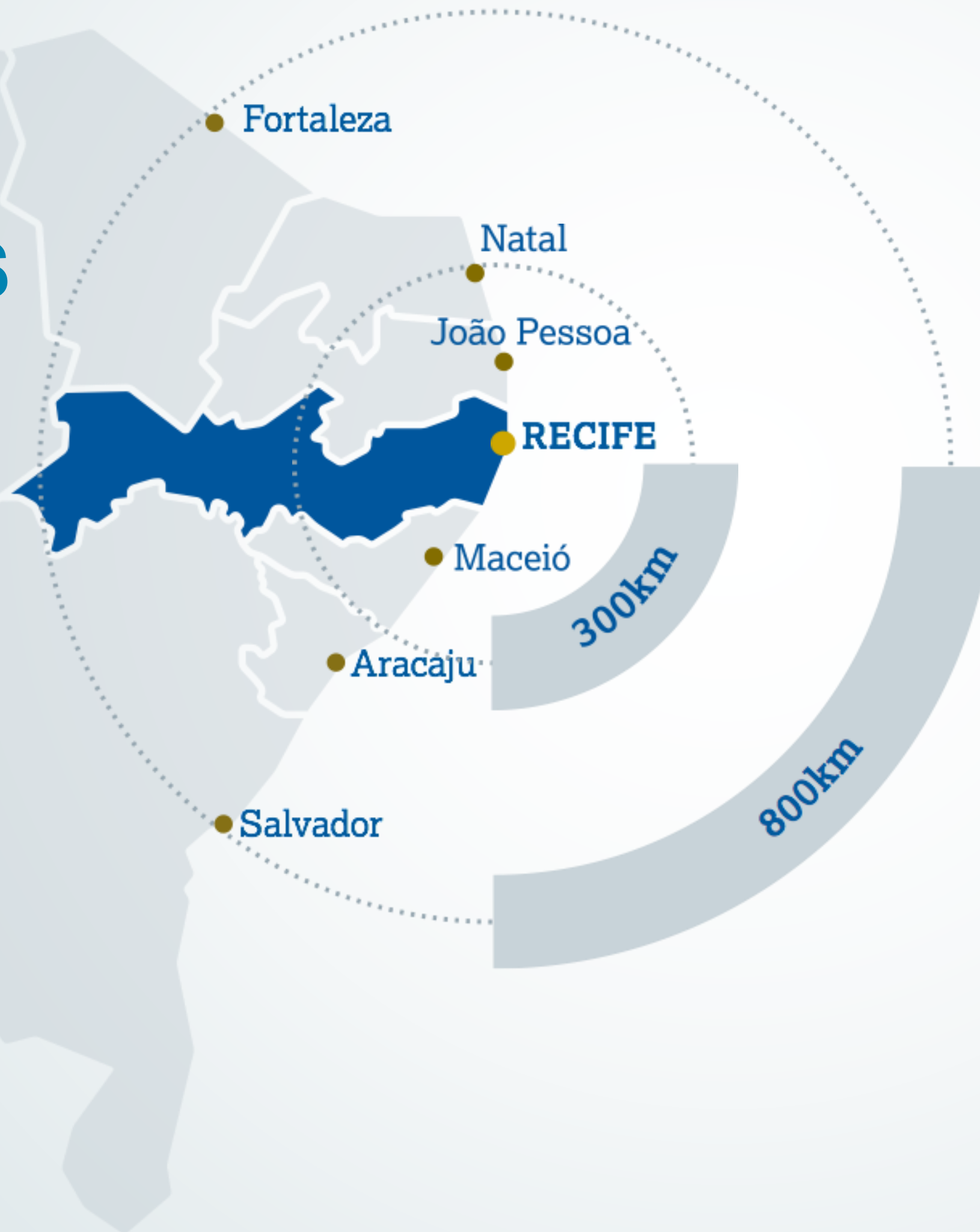
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WHY PERNAMBUCO? STRATEGICAL FOR INVESTMENTS



- **LOCATED IN THE NORTHEAST OF BRAZIL**
- **SEVENTH MOST POPULATED STATE: 8,8 MILLION PEOPLE**
- **AREA: 98,311 KM2**
- **12 DEVELOPMENT REGIONS**
- **185 CITIES**

300 KM FROM:

- 3 STATE CAPITALS
- 3 INTERNATIONAL AIRPORTS
- 2 REGIONALS AIRPORTS
- 5 INTERNATIONAL PORTS
- 16 MILLION INHABITANS
- OVER 35% NORTHEAST GDP

800 KM FROM:

- 6 STATE CAPITALS
- 5 INTERNATIONAL AIRPORTS
- 10 INTERNATIONAL PORTS
- 36 MILLION INHABITANS
- 90% OF NORTHEAST GDP

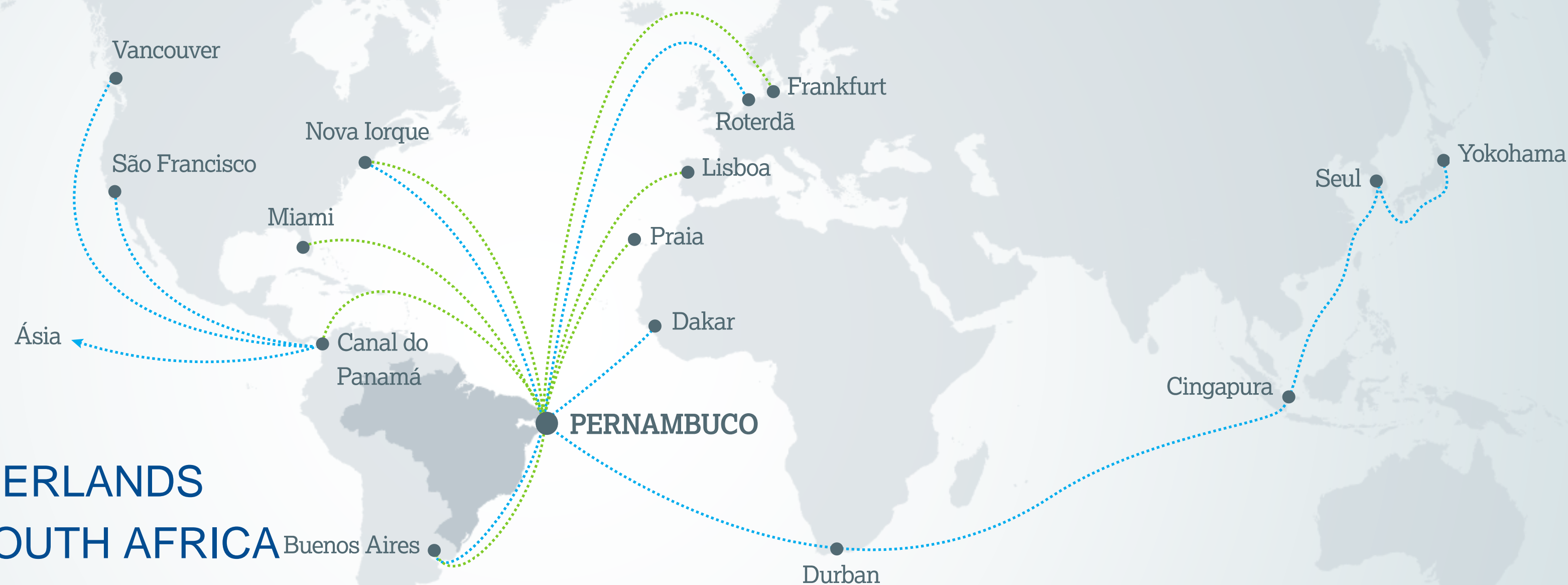
WHY PERNAMBUCO? STRATEGICAL FOR INVESTMENTS



- 7 from NEW YORK - USA
- 9 from ROTTEDAM - NETHERLANDS
- 14 days from DURBAN – SOUTH AFRICA



- 7h from LISBOA – PORTUGAL
- 8h30 from MIAMI – USA
- 7h17 from PANAMA CITY- PANAMA
- 10h13 from FRANKFURT – GERMANY
- 5h10 from BUENOS AIRES – ARGENTINA
- 4h30 from PRAIA – CAPE VERDE



CONNECTED TO THE WORLD

COMPETITIVE ADVANTAGES



SUAPE INDUSTRIAL AND PORT COMPLEX

ONE OF THE BEST PUBLIC PORTS OF THE COUNTRY

CARGO HANDLING RECORD:

15,2 MILLION TONS IN 2014

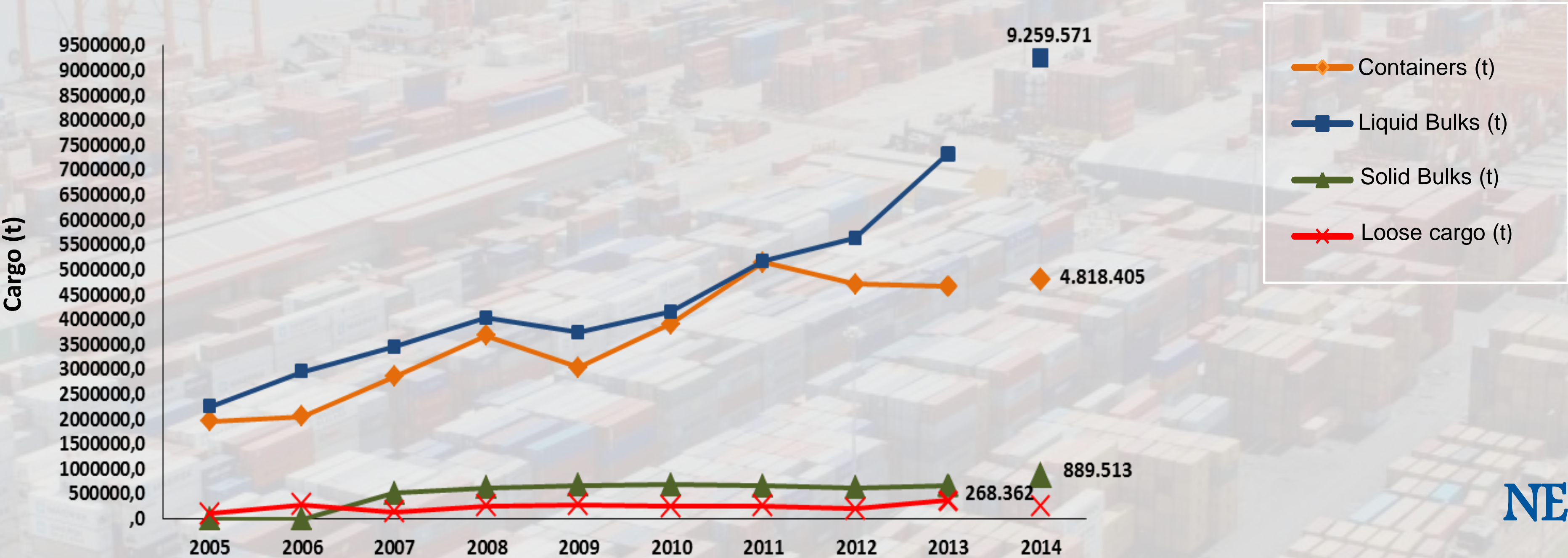
20,0 MILLION TONS PROJECTED FOR 2015

US\$ 629,8 MILLION
(R\$ 2,2 BI) OF PUBLIC
INVESTMENTS BETWEEN
2011 AND 2014

200 COMPANIES
INSTALLED IN THIS
TERRITORY AND
INFLUENCE AREA

MAIN PORT FOR **CONTAINER HANDLING** AND
BIGGEST PORT IN **LIQUID BULKS** FROM THE
NORTHEAST

CARGO HANDLING



NEW RECORD IN
2015

10,4 MILLION TONS
IN
THE 1ST SEMESTER

ANO	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Containers (t)	1,964,579	2,061,272	2,853,259	3,686,936	3,037,094	3,914,757	5,144,982	4,713,986	4,482,219	4,818,405
Liquid Bulks (t)	2,256,013	2,957,503	3,452,676	4,035,119	3,742,779	4,152,672	5,78,494	5,636,416	7,331,846	9,259,571
Solid Bulks (t)	-	-	519,215	629,552	672,854	684,918	662,322	623,643	671,773	889,513
Loose cargo (t)	108,689	283,823	143,357	266,935	283,895	248,489	268,035	208,353	285,823	268,362
Total	4,329,281	5,02,598	6,968,507	8,618,542	7,736,622	9,000,836	11,253,833	11,182,398	12,853,885	15,236,301



NEW TERMINALS

5 PROJECTS INCLUDED IN THE
LOGISTIC INVESTMENT PLAN (PIL) BY
THE FEDERAL GOVERNMENT

US\$ 714 MILLION A WILL BE
AUCTIONED IN THE FIRST SEMESTER OF
2016

SECOND CONTAINERS TERMINAL,
**VEHICLES, WHEAT, SUGAR AND
SOLID BULKS**

LOGISTIC

CAPACITY – RECIFE METROPOLITAN AREA AND SUAPE

CUSTOMS WAREHOUSES/CUSTOMS
ENCLOSURE (CONTAINERS AND
GENERAL CARGO)

699 THOUSAND m²

	AREAS	TEUS/YEAR R
PRIMARY ZONE	470,000 m ²	766,798
SECONDARY ZONE	229,000 m ²	8,000

CUSTOMS BONDED WAREHOUSES
OF SPECIAL INDUSTRIAL AREA OF
MANAUS

55 THOUSAND m²

- 3 THOUSAND TEUS/YEAR
- 37 THOUSAND Pallets positions
- 92 DOCKS (FOR RECEPTION AND EXPEDITION OF CARGO)

General Warehouse

18.2 MILLION M²



RECIFE INTERNATIONAL AIRPORT

BEST AIRPORT IN BRAZIL

IN 2014, ACCORDING TO PASSENGERS' SATISFACTION SURVEY MADE BY THE CIVIL AVIATION SECRETARIAT

LOCATED IN RECIFE, STATE CAPITAL,
WITH **CLOSE ACCESS TO A
WIDE HOTEL CHAIN**

**DISPUTING THE NEW HUB OF
LATAM GROUP** AN INVESTMENT OF
US\$ 1,5 BILLION THAT WILL CONNECT
EUROPE AND SOUTH AMERICA BY THE
NORTHEAST OF BRAZIL



INFRASTRUCTURE

TRANSNORDESTINA RAILWAY

A LINK BETWEEN THE MOST IMPORTANT PRODUCTIVE CLUSTERS OF THE NORTHEAST, CROSSING PERNAMBUCO FROM EAST TO WEST

EXTENSION: 1,728 KM

GAS

- **600 KM** OF PIPELINES IMPLANTED

ROADS

- MORE THAN **1.820 KM** ROAD SERVICE STATION INFRASTRUCTURE CONSTRUCTION IN 8 YEARS
- **1ª HIGHWAY PPP** OF BRAZIL

INTEGRATED MANAGEMENT OF WATER RESOURCES

US\$ 213,9 MILLION
INVESTED IN THE
CONSTRUCTION OF 6 NEW
DAMS

SANTITATION OF THE RIVER
IPOJUCA BASIN

IMPLANTATION OF WATER
SUSTAINABILITY PROGRAM

OVER 200
DESALINATION
SYSTEMS EM OPERAÇÃO

STUDIES OF THE STATE'S
GROUNDWATER

PERNAMBUCO
TRIDIMENSIONAL:
UNPRECEDENTED MAPPING
IN
THE COUNTRY

WATER SUPPLY

66 CIVIL WORKS ON GOING

363 IS THE TOTAL OF CIVIL WORKS IN PORTFOLIO



ADUTORA DO AGRESTE: 1.300 KM OF AQUEDUCTS THAT WILL BENEFIT 2 MILLION PEOPLE

INVESTIMENTOS: **US\$ 705,9 MILLION**, WHICH **US\$ 389,6 MILLION** FOR THE 1ST PHASE

GRANDES ANÉIS DO RECIFE: **US\$ 39,2 MILLION** FOR SUPPLY 38 NEIGHBOURHOODS IN RECIFE

ADUTORA DO OESTE: **US\$ 36,7 MILLION** PTO INCREASE YSTEM'S FLOW THAT SERVES THE ARARIPE REGION

CIDADE SANEADA PROGRAM

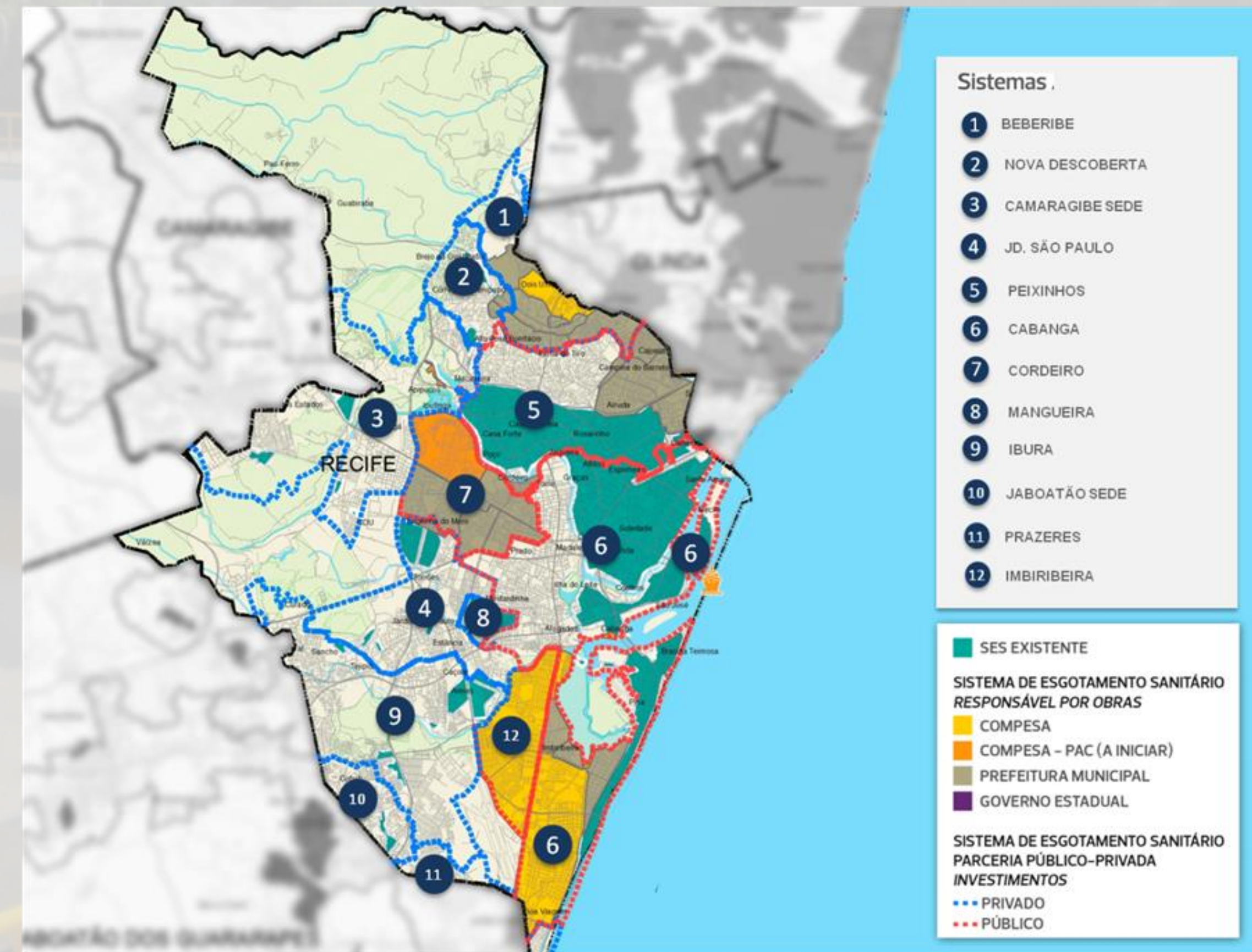
BIGGEST SANITATION PPP IN BRAZIL

UNIVERSALIZATION OF SEWAGE TREATMENT FOR 14 CITIES OF THE METROPOLITAN REGION AND GOIANA

INVESTMENTS: US\$ 847,1 BILLION

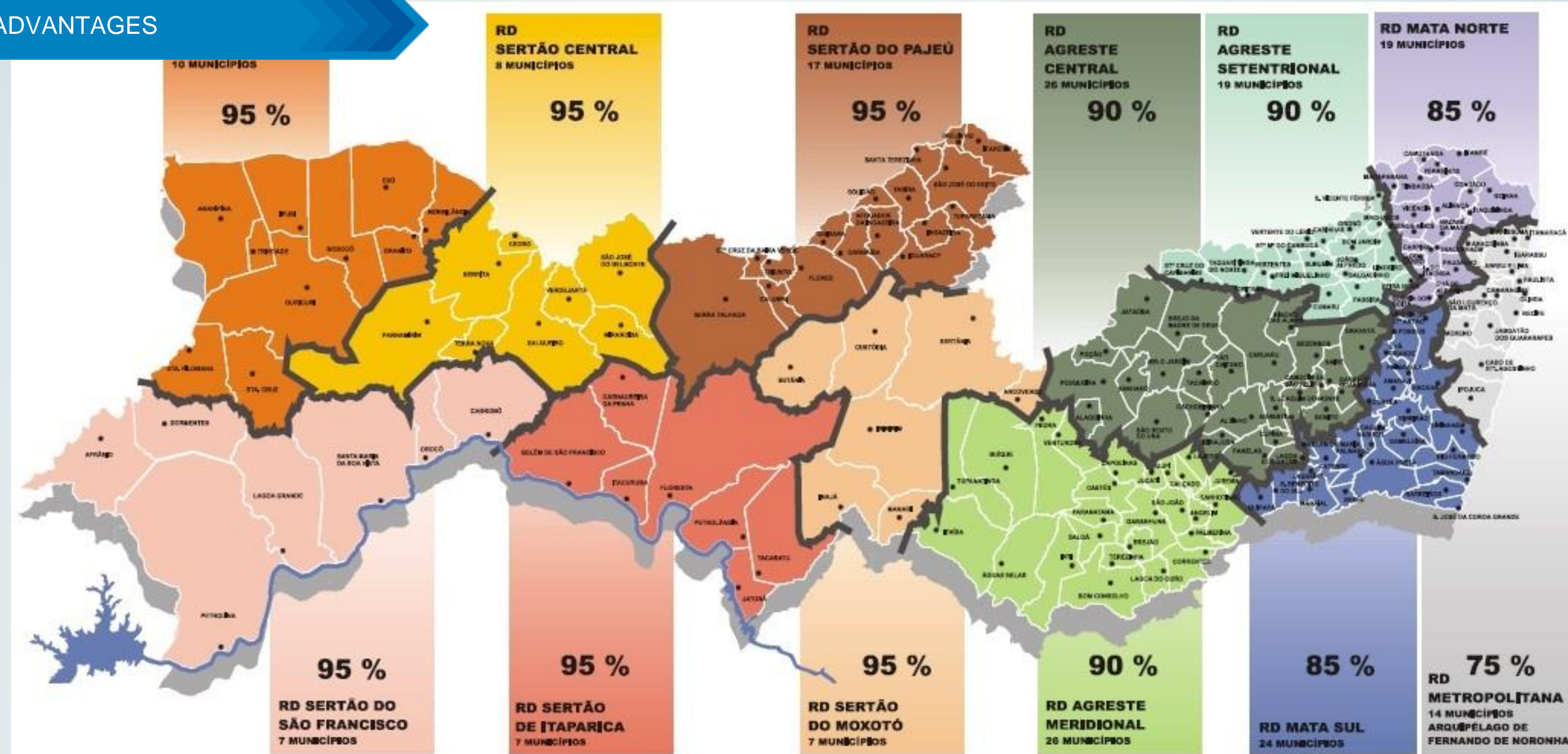
ONE OF THE FIVE MAIN INFRASTRUCTURES PROJECTS IN BRAZIL

4 MILLION PEOPLE WILL BE BENEFITTED BY THE PROGRAM





COMPETITIVE ADVANTAGES



STATE TAX BENEFITS

PRODEPE BENEFITS WITH TAX CREDITS (ICMS) INDUSTRIAL ACTIVITIES, IMPORTERS, DISTRIBUTION CENTERS

BENEFITS AIM THE DEVELOPMENT'S INTERNALIZATION:

75% – METROPOLITAN REGION
85% – ZONA DA MATA
90% – AGRESTE
95% – SERTÃO

PRODEAUTO: AUTOMOTIVE INDUSTRY

PRODINPE: NAVAL AND HEAVY METALMECHANIC INDUSTRY

BENEFITS FOR RENEWABLE ENERGIES SUPPLY CHAIN

INVESTMENTS IN STRATEGIC SECTORS

PLANNING THE
DEVELOPMENT






LOGISTICS



AUTOMOTIVE INDUSTRY



NAVAL INDUSTRY



RENEWABLE ENERGY

NEW PLAYER IN THE GLOBAL AUTOMOTIVE INDUSTRY

- **JEEP AUTOMOTIVE HUB**

US\$ 2,3 BILLION IN INVESTMENTS

SUPPLIER PARK WITH 16 COMPANIES

SECOND SUPPLIER PARK ALREADY ANNOUNCED: 11 NEW COMPANIES, US\$ 126,7 MILLION IN INITIAL INVESTMENTS

PROVING GROUNDS

NEW FCA'S GLOBAL RESEARCH & DEVELOPMENT CENTER

- **MOURA ACCUMULATORS:** 8,6 MILLION AUTOMOTIVE BATERIES PRODUCED PER YEAR, 50% OF BRAZILIAN MARKET SHARE AND LEADER IN SOUTH AMERICA

- **WHB FUNDIÇÃO:** ENGINE PARTS PLANT, LOCATED IN GLÓRIA DO GOITÁ, WITH US\$ 30,9 MILLION IN INVESTMENTS.

- **SUAPE'S VEHICLES DISTRIBUTION HUB:** TWO PUBLIC YARDS WITH CAPACITY FOR 10 THOUSAND VEHICLES PER MONTH (VOLKSWAGEN, GM, JEEP E FIAT)

- **TOYOTA DISTRIBUTION CENTER:** US\$ 4,23 MILLION AND ANNUAL HANDLING OF US\$ 564,1 MILLION

PETROCHEMICAL COMPLEX

- **ABREU E LIMA REFINERY**

PRODUCTION CAPACITY IN FULL OPERATION: 230 THOUSAND HEAVY OIL BARRELS PER DAY

19% DIESEL OIL CONSUMED IN BRAZIL WILL BE REFINED IN PERNAMBUCO

RESUMPTION OF CIVIL WORKS DOF THE SECOND PHASE INCLUDED IN PETROBRAS'S BUSINESS PLAN 2015-2019

- **PETROQUÍMICASUAPE**

PRODUCTION CAPACITY OF 1 MILLION TONS PER YEAR

ALREADY PRODUCING PTA AND PET AND PREPARING THE PRODUCTION OF POY

- **MOSSI & GHISOLFI:** 550 TONS OF PET PER YEAR AND SECOND BIGGEST EXPORTING COMPANY OF THE STATE

- **TERPHANE:** ONLY PLANT IN BRAZIL PRODUCING POLYESTER FILMS AND RECENT EXPANSION INCREASED THE PRODUCTION CAPACITY TO 65 THOUSAND TONS

- **PLASTIC PREFORM HUB:** 6 COMPANIES INSTALLED IN SUAPE: PLASTIPAK, EMPLAL, PLASTAMP, BRASALPLA, AMCOR E MAXPET

NAVAL & STEEL INDUSTRY

- **ESTALEIRO ATLÂNTICO SUL**

BIGGEST SHIPYARD IN LATIN AMERICA WITH CAPACITY TO PROCESS 160 THOUSAND TONS OF STEEL PER YEAR

22 SHIPS CONTRACTED IN PROMEF I AND II

INVESTMENTS: US\$ 872,1 BILLION

- **VARD PROMAR**

INVESTMENTS: US\$ 120,9 MILLION

8 GAS TANKERS SHIPS AND 2 PLSV SHIPS CONTRACTED

- **COMPANHIA SIDERÚRGICA SUAPE**

INVESTMENTS: US\$ 860 MILLION

WILL PRODUCE 1 MILLION TONS OF HOT AND COLD-ROLLED COILS, GALVANIZED STEEL AND COMPLEMENTED BY A **STEEL PROCESSING ZONE**

ENERGY CLUSTER

WIND INDUSTRY SUPPLY CHAIN

LM WIND POWER

- US\$ 28,1 MILLION
- WIND TURBINE BLADES
- START OF OPERATION: 2013

GESTAMP

- R\$ 78,2 MILLIONS
- TOWERS
- START OF OPERATION: 2009

IRAETA

- US\$ 19,7 MILHÕES
- FLANGES
- INAUGURATION SCHEDULED TO 2015

THERMOELECTRICS

TERMOPERNAMBUCO

- 532 MW
- START OF OPERATION: 2005

SUAPE ENERGIA

- 380 MW
- START OF OPERATION: 2013

BOLOGNESI

- 1,2 GW
- OPERATION EXPECTED TO 2019

PE SUSTENTÁVEL PROGRAM

CONSOLIDATE THE STATE AS CLEAN ENERGIES GENERATOR, EQUIPMENTS,
TECHNOLOGIES AND KNOWLEDGE HUB



**1ST EXCLUSIVE
AUCTION FOR
SOLAR ENERGY IN
BRAZIL**

**PE SOLAR. INCENTIVES FOR
SOLAR MICRO AND
MINIGENERATION**

**PERNAMBUCO'S
WIND AND
SOLAR ATLAS**

**ENERGY EFFICIENCY
IN PUBLIC
BUILDSINGS**



FAVORABLE ENVIRONMENT FOR MAJOR INVESTMENTS

FROM 2007 TO 2014, **806**
INDUSTRIAL PROJECTS WERE
ANNOUNCED IN PERNAMBUCO

THEY REPRESENT **US\$ 24,6**
BILLION IN INVESTMENTS

GENERATING **79,6**
THOUSAND NEW
PROFESSIONAL
OPPORTUNITIES

SERVICES

THE KNOWLEDGE
AND INOVATION
ECONOMY



PORTODIGITAL

QUALIFIED HUMAN RESOURCES BASES

- **136 POST DEEGRES** COLLEGE COURSES, BEING **19** IN ENGINEERING AND 5 IN COMPUTER'S SCIENCE
- **936 RESEARCH GROUPS** REGISTERED IN CNPQ
- **3 FEDERAL UNIVERSITIES** AND 1 STATE
- **2 SENAI'S INNOVATION INSTITUTES** OF TECHNOLOGY AND SOFTWARE

SCIENTIFIC AND TECHNOLOGICAL COMPETENCES: EXCELENCE CENTERS

CENTERS WITH GLOBAL CONNECTION:

- C.E.S.A.R.
- TWICE ELECTED THE BRAZIL'S BEST SCIENCE AND TECHNOLOGY INSTITUTE
- **5 NATIONAL INSTITUTES** IN THE AREAS OF: PHOTONICS, COMPUTING, PHARMACEUTICALS, BIOLOGICAL, NANOTECHNOLOGY E FUNGI.

PRIVATE RESEARCH, DEVELOPMENT AND INNOVATION INSTITUTES IN IMPLEMENTATION:

- FCA'S RESEARCH AND DEVELOPMENT CENTER
- EDSON MORORÓ MOURA TECHNOLOGY INSTITUTE
- MOTOROLA'S RESEARCH, SIMULATION AND TESTING LAB

TECHNOLOGICAL PARKS:

- CONSOLIDATED: PORTO DIGITAL
- IN IMPLEMENTATION: ELECTRONICS (PARQTEL), PHARMACOLOGY AND BIOSCIENCES (FARMABIO) AND METALMECHANIC
- SPECIALIZED SERVICES POLE

THE STATE OF DOING





MERITOCRACY

SEARCH COMMITTEES

REMUNERATION VARIABLE
BY PERFORMANCE

PUBLIC MANAGEMENT CAREERS

MANAGEMENT
PROFESSIONALIZATION

TRAINING CENTER FOR PUBLIC
WORKERS

MECHANISMS OF SOCIAL MONITORING

TRANSPARENCY WEBSITE

OMBUDSMAN

CONTROL DEPARTMENT

PERNAMBUCO
MULTIPLIED ITS
INVESTMENT
VOLUME BY
4,2 TIMES

**US\$ 6,34
BILLION**

(R\$ 20 BI) INVESTED IN THE
LAST EIGHT YEARS

IN 2014, STATE
INVESTED **22%**
OF ITS CURRENT
REVENUE

INCREASE OF THE STATE INVESTMENT CAPACITY



**US\$ 917,5
MM
R\$ 3 BI**

SOURCE: E-FISCO – VALUES US\$ - QUOTATION 17/03/2015

GROWING MORE THAN BRAZIL

FOR 8 YEARS
NOW
PERNAMBUCO
GROWS MORE
THAN BRAZIL

42,2% OF GDP
CUMULATIVE
GROWTH FROM 2007
TO 2013





RECOGNITION

**PERNAMBUCO WON FOUR INTERNATIONAL PRIZES IN THREE SUCCESSIVE
YEARS AWARDED BY THE UNITED NATIONS**

MANAGEMENT MODEL • CHAPÉU DE PALHA MULHER • PACTO PELA VIDA • MÃE CORUJA PROGRAM



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