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## A Weekly Review of Business Opportunities

### PORT OF ROTTERDAM ATTRACTS NEW ETHANOL PLANTS

Alcohol producing groups are intensifying their bets on the port of Rotterdam, Brazil's ethanol main entrance to Europe. Odebrecht group's Brenco and ETH Bioenergia are already in talks with executives from the Dutch port. The ever-growing energy market has resulted in great demands for the Dutch port, which has a reception capability of 3 billion liters of biofuel. Brenco has already started to test Rotterdam's logistic system. The company exported third parties' alcohol, since its own production will only begin as from the second quarter this year in Mineiros (GO) and Alto Taquari (MT) plants. Europe imports close to 1 billion liters of Brazilian alcohol, out of which more than 90% enter the continent through Rotterdam. One of the country's largest sugar-alcohol producing companies, Copersucar, was the first to set up its infrastructure in the European port. *Source: Valor Econômico.*

### JBS CAPTURES US\$ 700 MILLION ABROAD

Another Brazilian company managed to attract the foreign market. JBS finished a US\$ 700 million issue of five-year bonds. With a strong demand, the value collected was above the US\$ 400 million that the company expected to launch abroad. According to reliable sources, the demand for the shares exceeded at length the US\$ 700 million, but JBS chose to place an intermediate value. The bond was issued with 11.625% vouchers (nominal interest) and 13% return, according to Dow Jones data. The company will use resources to pay short term debts and to strengthen its cash concept. JBS, one of the world largest slaughter houses, profited from the array of opportunities in the Eurobond market this month. *Source: Valor Econômico.*

### GUATAMBU IS COMMITTED TO VINICULTURE

Generally known by rice cultivation and cattle raising, Estância Guatambu, in Dom Pedrito, intends to build a wine producing plant. The works, which investment must exceed R\$ 2 million, shall begin in 2010. Valter Pötter's undertaking will have a wine-producing capacity of 100 thousand bottles. But the farm, in association with Embrapa, has already begun production, which resulted in 8.1 thousand bottles of Rastros do Pampa Cabernet Sauvignon. During the second phase, from 2012, the wine-producing company must enlarge its capacity to 200 thousand bottles. The idea belongs to Gabriela Pötter, who recognized the region's potential. In 2003, the Cabernet Sauvignon vineyard plantation started in half a hectare. Today, it has 7.5 ha. and by the end of the year, the area shall add another 10 ha. *Source: Correio do Povo.*

### NESTLÉ'S WORLD SALES GO BACK WHILE NATIONAL SALES MOVE FORWARD

Contrary to expectations, Nestlé's sales dropped for the second quarter in a row due to the fact that consumers have resorted to cheaper alternative products. Incomes during the first quarter dropped 2.1%, an equivalent to 25.2 billion Swiss francs (US\$ 21.6 billion), reported yesterday the company located in Vevey, Switzerland. This is the first time in four years that Nestlé's sales drop during two consecutive quarters. Opposed to world results, Nestlé Brazil's sales showed no decline in any of its product lines, according to the Chairman of the Swiss multinational company in the country, Ivan Fábio Zurita. For this year, he expects a 4% growth in the company's turnover. "Our aim is to grow two points above the country's GDP. We are working with a 2% expectation", said the Chairman. *Source: MilkPoint.*

### LANGUIRU INVESTS AND FACES CRISIS

The Cooperativa Languiru makes from the crisis an incentive to grow. According to the Chairman Dirceu Bayer, in three years, they expect to invest between R\$ 50 million and R\$ 60 million. The next project is a pork slaughter house in Poço das Antas, where R\$ 30 million will be invested. In Westfália, R\$ 10 million will enable slaughtering seven tons of chicken per day. Last week, a Piglet Production Unit (UPL, as per its acronym in Portuguese) was opened in Bon Retiro do Sul. The establishment has a capacity for 3,060 matrixes to produce 84 thousand piglets per year. Investments amounted to R\$ 10 million and it will benefit 30 post-weaning stage properties and 115 termination properties. In Teutônia, the purchase of equipment will double long-life milk production in sachet and other 17 products with an investment of R\$ 5 million. In the headquarters, R\$ 5 million are being invested for the supermarket's facility. In Estrela, the feed factory will receive R\$ 10 million. *Source: Correio do Povo.*