

The Jai Group

Cheat Sheets of Strategic Products

Exporting from India To Brazil

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TOP 10 imports from India- High Potential

Name of the commodity	Medicaments	Current Level of India Exports to Brazil	105	Indian Market Share (Rising/ Falling)	3% Falling
4 Level HS code	3004	8 Level HS Code Variants		Main Competitors and Shares	USA, Netherlands, France and Canada
Import Duty (%)	Highly variable	Technical Barriers to Trade	Maximum selling price is determined by ANVISA	Phyto Sanitary Barriers	Yes, defined by ANVISA
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				5503	
Brazil	108	77	103	105	-1%
Brazil Imports from rest of world	2649	2633	3146	3490	10%
Local Brazil Manufacturers	Multilab, Biolab, Eurofarma, Libbs, Ache, Bionovis, Cristalia,	International players active in Brazil	Pfizer, Novartis, Bayer, AstraZeneca (U, DEN), LundbeckCatalent, Sanofi-Aventis, Abbott Watson Farma, Aspen Global, GlaxoSmithKleine, , Roche, Merck, Valeant	Main Customers/ Segments	Pharmacies
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	Yes	Challenges and Barriers for trade	The slow process of product approval
Major Indian Manufacturers	Triveni Chemicals, Servocare Life Sciences Pvt Ltd	Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, it is a big consumer market, growing very fast. The market share of products produced locally is increasing from 32% in 2002 to 50% . This sector is attracting a lot of investments from private funds.	Major change in trade policy expected ?	No	What can Indian Government do ?	Inform Indian medicine producer of when a patent is about to fall in Brazil. Joint cooperation with Brazilian Government on initiatives on medical research. Incentive cooperation to make cutting-edge technologies and products.
Trade target for 2015		What could go wrong ?	The national sector of medicine production is	Key strategy to win	Guarantee now market share of generic

			growing, either in political and economic power. Lobby might toughen up on the next few years.		medicines. As the market will grow and stabilize, this is a key moment to gain visibility and even market power. Also, invest on patents of products similar to those in the Brazilian market. Another way to go is to substitute medicines imported from other countries, when patents have fallen. One good strategy would be to enter directly on the sales channel. This would be a big way to differentiate the indian product, though it is possible to enter on this channel through partnerships with the major multinational groups, and also stabilized pharmacy chains. With good marketing this could be done in a way that this is seen in a positive way. At least one big Indian group have to enter on the process of M&A that is currently happening in Brazil. Brazil is following the trend of consolidation globally on this sector.
Additional Notes and Comments	Medicines sold a total of R\$ 20 Billion on the first semester of 2011. The growth of medicine sales has been higher than 10% on the last 3 years. Generics correspond to 25% of this market, but their sales had grown 32% in 2011, indicating a tendency of accelerated growth, More information on http://www.guiadafarmacia.com.br/anuario-2012-dp1				

3004.10.12	Amoxicilina ou seus sais	8
3004.10.13	Penicilina G benzatínica	14
3004.10.14	Penicilina G potássica	14
3004.10.15	Penicilina G procaínica	14
3004.10.19	Outros	8
3004.10.20	Que contenham estreptomicinas ou seus derivados	8
3004.20.11	Cloranfenicol, seu palmitato, seu succinato ou seu hemissuccinato	8
3004.20.19	Outros	8
3004.20.21	Eritromicina ou seus sais	14
3004.20.29	Outros	8
3004.20.31	Rifamicina SV sódica	8
3004.20.32	Rifampicina	8
3004.20.39	Outros	8
3004.20.41	Cloridrato de lincomicina	14
3004.20.49	Outros	8
3004.20.51	Cefalotina sódica	14
3004.20.52	Cefaclor ou cefalexina monoidratados	14
3004.20.59	Outros	8
3004.20.61	Sulfato de gentamicina	14
3004.20.62	Daunorubicina	0
3004.20.63	Idarubicina; pirarubicina	0
3004.20.69	Outros	8
3004.20.71	Vancomicina	8
3004.20.72	Actinomicinas	0
3004.20.73	Ciclosporina A	0
3004.20.79	Outros	8
3004.20.91	Mitomomicina	0
3004.20.92	Fumarato de tiamulina	8
3004.20.93	Bleomicinas ou seus sais	0
3004.20.94	Imipenem	0
3004.20.95	Anfotericina B em lipossomas	0
3004.20.99	Outros	8
3004.31.00	-- Que contenham insulina	14
3004.32.10	Hormônios corticosteróides	14
3004.32.20	Espironolactona	14
3004.32.90	Outros	8
3004.39.11	Somatotropina	0
3004.39.12	Gonadotropina coriônica (hCG)	14
3004.39.13	Menotropinas	14
3004.39.14	Corticotropina (ACTH)	8
3004.39.15	Gonadotropina sérica (PMSG)	8
3004.39.16	Somatostatina ou seus sais	0
3004.39.17	Buserelina ou seu acetato	0
3004.39.18	Triptorelina ou seus sais	0
3004.39.19	Leuprolida ou seu acetato	0
3004.39.21	LH-RH (gonadorelina)	0
3004.39.22	Oxitocina	14
3004.39.23	Sais de insulina	14
3004.39.24	Timosinas	0
3004.39.25	Calcitonina	8
3004.39.26	Octreotida	0
3004.39.27	Goserelina ou seu acetato	0

3004.39.28	Nafarelina ou seu acetato	0
3004.39.29	Outros	8
3004.39.31	Hemissuccinato de estradiol	14
3004.39.32	Fempropionato de estradiol	14
3004.39.33	Estriol ou seu succinato	14
3004.39.34	Alilestrenol	14
3004.39.35	Linestrenol	14
3004.39.36	Acetato de megestrol; formestano; fulvestranto	0
3004.39.37	Desogestrel	14
3004.39.39	Outros	8
3004.39.81	Levotiroxina sódica	12
3004.39.82	Liotironina sódica	12
3004.39.91	Sal sódico ou éster metílico do ácido 9,11,15-triidroxi-16-(3-clorofenoxi)prosta-5,13-dien-1-óico (derivado da prostaglandina F ₂ alfa)	0
3004.39.92	Tiratricol (triac) ou seu sal sódico	14
3004.39.94	Exemestano	0
3004.39.99	Outros	8
3004.40.10	Vimblastina; vincristina; derivados destes produtos; topotecan ou seu cloridrato	0
3004.40.20	Pilocarpina, seu nitrato ou seu cloridrato	14
3004.40.30	Metanossulfonato de diidroergocristina	8
3004.40.40	Codeína ou seus sais	14
3004.40.50	Granisetron; tropisetrona ou seu cloridrato	0
3004.40.90	Outros	8
3004.50.10	Folinato de cálcio (leucovorina)	8
3004.50.20	Nicotinamida	14
3004.50.30	Hidroxocobalamina ou seus sais; cianocobalamina	14
3004.50.40	Vitamina A ₁ (retinol) ou seus derivados, exceto o ácido retinóico	14
3004.50.50	D-Pantotenato de cálcio; vitamina D ₃ (colecalfiferol)	8
3004.50.60	Ácido retinóico (tretinoína)	0
3004.50.90	Outros	8
3004.90.11	Estreptoquinase	0
3004.90.12	L-Asparaginase	0
3004.90.13	Deoxirribonuclease	0
3004.90.19	Outros	8
3004.90.21	Permetrina; nitrato de propatila; benzoato de benzila; dioctilsulfossuccinato de sódio	14
3004.90.22	Ácido cólico; ácido deoxicólico; sal magnésico do ácido deidrocólico	14
3004.90.23	Ácido glucônico, seus sais ou seus ésteres	14
3004.90.24	Ácido O-acetilsalicílico; O-acetilsalicilato de alumínio; salicilato de metila; diclorvós	14
3004.90.25	Lactofosfato de cálcio	14
3004.90.26	Ácido láctico, seus sais ou seus ésteres; ácido 4-(4-hidroxifenoxi)-3,5-diiodofenilacético; ácido fumárico, seus sais ou seus ésteres	14
3004.90.27	Nitroglicerina, destinada a ser administrada por via percutânea	2
3004.90.28	Etretinato; fosfestrol ou seus sais de di ou tetrassódio	0
3004.90.29	Outros	8
3004.90.31	Sulfato de tranilcipromina; dietilpropiona	14
3004.90.32	Cloridrato de ketamina	14
3004.90.33	Clembuterol ou seu cloridrato	14
3004.90.34	Tamoxifen ou seu citrato	14
3004.90.35	Levodopa; alfa-metildopa	14
3004.90.36	Cloridrato de fenilefrina; mirtecaína; propranolol ou seus sais	14
3004.90.37	Diclofenaco de sódio; diclofenaco de potássio; diclofenaco de dietilamônio	14
3004.90.38	Clorambucil; clormetina (DCI) ou seu cloridrato; melfalano; toremifene ou seu citrato	0

3004.90.39	Outros	8
3004.90.41	Metoclopramida ou seu cloridrato; closantel	14
3004.90.42	Atenolol; prilocaína ou seu cloridrato; talidomida	14
3004.90.43	Lidocaína ou seu cloridrato; flutamida	14
3004.90.44	Femproporex	14
3004.90.45	Paracetamol; bromoprida	14
3004.90.46	Amitraz; cipermetrina	14
3004.90.47	Clorexidina ou seus sais; isetionato de pentamidina	14
3004.90.48	Aminoglutetimida; carmustina; deferoxamina (desferrioxamina B) ou seus sais, derivados destes produtos; lomustina	0
3004.90.49	Outros	8
3004.90.51	Quercetina	14
3004.90.52	Tiaprida	8
3004.90.53	Etidronato dissódico	14
3004.90.54	Cloridrato de amiodarona	14
3004.90.55	Nitrovin; moxidectina	14
3004.90.57	Carbocisteína; sulfiram	14
3004.90.58	Ácido clodrônico ou seu sal dissódico; estreptozocina; fotemustina	0
3004.90.59	Outros	8
3004.90.61	Terfenadina; talniflumato; malato ácido de cleboprida; econazol ou seu nitrato; nitrato de isoconazol; flubendazol; cloridrato de mepivacaína; trimetoprima; cloridrato de bupivacaína	14
3004.90.62	Cloridrato de loperamida; fembendazol; ketorolac trometamina; nifedipina nimodipina; nitrendipina	14
3004.90.63	Albendazol ou seu sulfóxido; mebendazol; 6-mercaptopurina; metilsulfato de amezínio; oxifendazol; praziquantel	14
3004.90.64	Alprazolam; bromazepam; clordiazepóxido; cloridrato de petidina; diazepam; droperidol; mazindol; triazolam	14
3004.90.65	Benzetimida ou seu cloridrato; fenitoína ou seu sal sódico; isoniazida; pirazinamida	14
3004.90.66	Ácido 2-(2-metil-3-cloroanilina)nicotínico ou seu sal de lisina; metronidazol ou seus sais; azatioprina; nitrato de miconazol	14
3004.90.67	Enrofloxacin; maleato de enalapril; maleato de pirlamina; nicarbazina; norfloxacin; sais de piperazina	14
3004.90.68	Altretamina; bortezomib; dacarbazina; disoproxilfumarato de tenofovir; enfuvirtida; fluspirileno; letrozol; lopinavir; mesilato de imatinib; nelfinavir ou seu mesilato; nevirapine; pemetrexed; saquinavir; sulfato de abacavir; sulfato de atazanavir; sulfato de indinavir; temozolomida; tioguanina; tiopental sódico; trietilenotiofosforamida; trimetrexato; uracil e tegafur; verteporfin	0
3004.90.69	Outros	8
3004.90.71	Levamisol ou seus sais; tetramisol	8
3004.90.72	Sulfadiazina ou seu sal sódico; sulfametoxazol	14
3004.90.73	Cloxacilam; ketazolam; piroxicam; tenoxicam	14
3004.90.74	Ftalilsulfatiazol; inosina	14
3004.90.75	Enantato de flufenazina; prometazina; gliburida; rutosídeo; deslanosídeo	14
3004.90.76	Clortalidona; furosemida	14
3004.90.77	Cloridrato de tizanidina; cetoconazol; furazolidona	14
3004.90.78	Amprenavir; aprepitanto; delavirdina ou seu mesilato; efavirenz; emtricitabina; etopósido; everolimus; fosamprenavir cálcico; fosfato de fludarabina; gencitabina ou seu cloridrato; raltitrexida; ritonavir; sirolimus; tacrolimus; tenipósido	0
3004.90.79	Outros	8
3004.90.91	Extrato de pólen	8
3004.90.92	Crisarobina; disofenol	14
3004.90.93	Diclofenaco resinato	14
3004.90.94	Silimarina	8

3004.90.95	Bussulfano; dexormaplatina; dietilestilbestrol ou seu dipropionato; enloplatina; iproplatina; lobaplatina; miboplatina; miltefosina; mitotano; ormaplatina; procarbazona ou seu cloridrato; propofol; sebrilatina; zeniplatina	0
3004.90.96	Complexo de ferro dextrana	14
3004.90.99	Outros	8

Name of the commodity	Parts and accessories of vehicles of headings 87.01 to 87.05	Current Level of India Exports to Brazil	96	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	8708	8 Level HS Code Variants		Main Competitor s and Shares	
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				2156	
Brazil	29	38	75	96	49%
Brazil Imports from rest of world	4983	3653	5233	6318	8%
Local Brazil Manufacturers	Available on http://www.sindipecas.org.br/arquivos/Desempenho_Autopecas_2012.pdf	International players active in Brazil		Main Customers/ Segments	Automotive, trucks, buses and other vehicles
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	Yes	Challenges and Barriers for trade	Brazilian law of minimum national content for vehicles locally produced
Major Indian Manufacturers	Flowwell Precision Products Pvt Ltd, S.P Engineers Pvt Ltd	Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Medium	Capital Intensity of Product	High	Natural Resource Intensity	Medium
Indian Competitive Advantage	Lower labor costs	Indian Competitive disadvantage	Lack of relationship with Brazilian Suppliers	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Help the car manufacturers that are coming to Brazil to integrate the supply chain.
Trade target for 2015		What could go wrong ?		Key strategy to win	Investment in new materials, that can further make the price of parts fall
Additional Notes and Comments					

8708.10.00	- Pára-choques e suas partes	18
8708.21.00	-- Cintos de segurança	18
8708.29.11	Pára-lamas	14

8708.29.12	Grades de radiadores	14
8708.29.13	Portas	14
8708.29.14	Painéis de instrumentos	14
8708.29.19	Outros	14
8708.29.91	Pára-lamas	18
8708.29.92	Grades de radiadores	18
8708.29.93	Portas	18
8708.29.94	Painéis de instrumentos	18
8708.29.95	Geradores de gás para acionar retratores de cintos de segurança	2
8708.29.99	Outros	18
8708.30.11	Dos veículos das subposições 8701.10, 8701.30, 8701.90 ou 8704.10	14
8708.30.19	Outras	18
8708.30.90	Outros	18
8708.40.11	Servo-assistidas, próprias para torques de entrada superiores ou iguais a 750 Nm	0
8708.40.19	Outras	14
8708.40.80	Outras caixas de marchas	18
8708.40.90	Partes	18
8708.50.11	Eixos com diferencial com capacidade de suportar cargas superiores ou iguais a 14.000 kg, redutores planetários nos extremos e dispositivo de freio incorporado, do tipo dos utilizados em veículos da subposição 8704.10	0
8708.50.12	Eixos não motores	14
8708.50.19	Outros	14
8708.50.80	Outros	18
8708.50.91	De eixos não motores, dos veículos das subposições 8701.10, 8701.30, 8701.90 ou 8704.10	14
8708.50.99	Outras	18
8708.70.10	De eixos propulsores dos veículos das subposições 8701.10, 8701.30, 8701.90 ou 8704.10	14
8708.70.90	Outros	18
8708.80.00	- Sistemas de suspensão e suas partes (incluindo os amortecedores de suspensão)	18
8708.91.00	-- Radiadores e suas partes	18
8708.92.00	-- Silenciosos e tubos de escape; suas partes	18
8708.93.00	-- Embreagens e suas partes	18
8708.94.11	Volantes	14
8708.94.12	Colunas	14
8708.94.13	Caixas	14
8708.94.81	Volantes	18
8708.94.82	Colunas	18
8708.94.83	Caixas	18
8708.94.90	Partes	18
8708.95.10	Bolsas infláveis de segurança com sistema de insuflação (<i>airbags</i>)	18
8708.95.21	Bolsas infláveis para <i>airbags</i>	2
8708.95.22	Sistema de insuflação	2
8708.95.29	Outras	18
8708.99.10	Dispositivos para comando de acelerador, freio, embreagem, direção ou caixa de marchas mesmo os de adaptação dos preexistentes, do tipo dos utilizados por pessoas incapacitadas	0
8708.99.90	Outros	18

Name of the commodity	Heterocyclic Compounds	Current Level of India Exports to Brazil	95	Indian Market Share (Rising/ Falling)	5% R
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4 Level HS code	2933	8 Level HS Code Variants		Main Competitors and Shares	Germany, USA, China, France, UK, Ireland and Japan
Import Duty (%)		Technical Barriers to Trade	No	Phyto Sanitary Barriers	ANVISA
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				566	
Brazil	53	47	65	95	21%
Brazil Imports from rest of world	1538	1547	1764	1890	7%
Local Brazil Manufacturers	Cristalia, Galena, União Química Farmacêutica Nacional	International players active in Brazil	Clariant, Pfizer, Lonza, Boehringer Ingelheim	Main Customers/ Segments	Medicines, Anesthetics, vitamins, natural products, Protein supplements
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers	All Chem Laboratories, Zcl Chemicals Limited	Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	Medium	Natural Resource Intensity	High
Indian Competitive Advantage	Scale, cost, expertise	Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	No, probably it is possible to produce those products much cheaper in India	Major change in trade policy expected ?	No	What can Indian Government do ?	Help Indian companies to form relations with distributors and large buyers. Promote Hindu-Brazilian cooperation
Trade target for 2015		What could go wrong ?		Key strategy to win	Invest on substituting imports from other countries. Create similar products, cheaper.
Additional Notes and Comments	Even the USA, a very competitive player, import a significant value from India				

2933.11.11	Dipirona	2
2933.11.12	Magnopiról ("dipirona magnésica")	2
2933.11.19	Outros	2
2933.11.20	Metileno-bis(4-metilamino-1-fenil-2,3-dimetil)pirazolona	2
2933.11.90	Outros	2
2933.19.11	Fenilbutazona cálcica	2
2933.19.19	Outros	2
2933.19.90	Outros	2
2933.21.10	Iprodiona	2

2933.21.21	Fenitoína e seu sal sódico	14
2933.21.29	Outros	2
2933.21.90	Outros	2
2933.29.11	2-Metil-5-nitroimidazol	2
2933.29.12	Metronidazol e seus sais	14
2933.29.13	Tinidazol	14
2933.29.19	Outros	2
2933.29.21	Econazol e seu nitrato	14
2933.29.22	Nitrato de miconazol	14
2933.29.23	Cloridrato de clonidina	2
2933.29.24	Nitrato de isoconazol	2
2933.29.25	Clotrimazol	2
2933.29.29	Outros	2
2933.29.30	Cimetidina e seus sais	2
2933.29.40	4-Metil-5-hidroximetilimidazol e seus sais	12
2933.29.91	Imidazol	2
2933.29.92	Histidina e seus sais	2
2933.29.93	Ondansetron e seus sais	2
2933.29.94	1-Hidroxietil-2-undecanoilimidazolina	12
2933.29.95	1-Hidroxietil-2-(8-heptadecenoil)imidazolina	12
2933.29.99	Outros	2
2933.31.10	Piridina	2
2933.31.20	Sais	2
2933.32.00	-- Piperidina e seus sais	2
2933.33.11	Alfentanilo	2
2933.33.12	Anileridina	2
2933.33.19	Outros	2
2933.33.21	Bezitamida	2
2933.33.22	Bromazepam	12
2933.33.29	Outros	2
2933.33.30	Cetobemidona e seus sais	2
2933.33.41	Difenoxilato	2
2933.33.42	Cloridrato de difenoxilato	14
2933.33.49	Outros	2
2933.33.51	Difenoxina	2
2933.33.52	Dipipanona	2
2933.33.59	Outros	2
2933.33.61	Fenciclidina	2
2933.33.62	Fenoperidina	2
2933.33.63	Fentanilo	2
2933.33.69	Outros	2
2933.33.71	Metilfenidato	2
2933.33.72	Pentazocina	2
2933.33.79	Outros	2
2933.33.81	Petidina	2
2933.33.82	Intermediário A da petidina	2
2933.33.83	Pipradrol	2
2933.33.84	Cloridrato de petidina	14
2933.33.89	Outros	2
2933.33.91	Piritramida	2
2933.33.92	Propiram	2
2933.33.93	Trimeperidina	2

2933.33.99	Outros	2
2933.39.12	Droperidol	12
2933.39.13	Ácido niflúmico	2
2933.39.14	Haloxifop (ácido (RS)-2-(4-(3-cloro-5-trifluorometil-2-piridiloxi)fenoxi)propionico)	2
2933.39.15	Haloperidol	2
2933.39.19	Outros	2
2933.39.21	Picloram	2
2933.39.22	Clorpirifós	2
2933.39.23	Malato ácido de cleboprida (malato de cleboprida)	14
2933.39.24	Cloridrato de loperamida	14
2933.39.25	Ácido 2-(2-metil-3-cloroanilino)nicotínico e seu sal de lisina	14
2933.39.29	Outros	2
2933.39.31	Terfenadina	14
2933.39.32	Biperideno e seus sais	2
2933.39.33	Ácido isonicotínico	2
2933.39.34	5-Etil-2,3-dicarboxipiridina (5-EPDC)	2
2933.39.35	Imazetapir (ácido (RS)-5-etil-2-(4-isopropil-4-metil-5-oxo-2-imidazolin-2-il)nicotínico)	14
2933.39.36	Quinuclidin-3-ol	2
2933.39.39	Outros	2
2933.39.43	Nifedipina	14
2933.39.44	Nitrendipina	14
2933.39.45	Maleato de pirilamina	14
2933.39.46	Omeprazol	2
2933.39.47	Benzilato de 3-quinuclidinila	2
2933.39.48	Nimodipina	12
2933.39.49	Outros	2
2933.39.81	Cloridrato de benzetimida	14
2933.39.82	Cloridrato de mepivacaína	14
2933.39.83	Cloridrato de bupivacaína	14
2933.39.84	Dicloreto de paraquat	12
2933.39.89	Outros	2
2933.39.91	Cloridrato de fenazopiridina	2
2933.39.92	Isoniazida	2
2933.39.93	3-Cianopiridina	2
2933.39.94	4,4'-Bipiridina	2
2933.39.99	Outros	2
2933.41.10	Levorfanol	2
2933.41.20	Sais	2
2933.49.11	Ácido 2,3-quinolinodicarboxílico	2
2933.49.12	Rosoxacina	2
2933.49.13	Imazaquin	14
2933.49.19	Outros	2
2933.49.20	Oxaminiquina	2
2933.49.30	Broxiquinolona	2
2933.49.40	Ésteres do levorfanol	2
2933.49.90	Outros	2
2933.52.00	-- Malonilureia (ácido barbitúrico) e seus sais	2
2933.53.11	Alobarbitol e seus sais	2
2933.53.12	Amobarbitol e seus sais	2
2933.53.21	Barbitol e seus sais	2
2933.53.22	Butalbitol e seus sais	2
2933.53.23	Butobarbitol e seus sais	2

2933.53.30	Ciclobarbital e seus sais	2
2933.53.40	Fenobarbital e seus sais	14
2933.53.50	Metilfenobarbital e seus sais	2
2933.53.60	Pentobarbital e seus sais	2
2933.53.71	Secbutabarbital e seus sais	2
2933.53.72	Secobarbital e seus sais	2
2933.53.80	Venilbital e seus sais	2
2933.54.00	-- Outros derivados de malonilureia (ácido barbitúrico); sais destes produtos	2
2933.55.10	Loprazolam e seus sais	2
2933.55.20	Mecloqualona e seus sais	2
2933.55.30	Metaqualona e seus sais	2
2933.55.40	Zipeprol e seus sais	2
2933.59.11	Oxatomida	2
2933.59.12	Praziquantel	14
2933.59.13	Norfloxacina e seu nicotinato	2
2933.59.14	Flunarizina e seu dicloridrato	2
2933.59.15	Enrofloxacin; sais de piperazina	12
2933.59.16	Cloridrato de buspirona	2
2933.59.19	Outros	2
2933.59.21	Bromacil	14
2933.59.22	Terbacil	2
2933.59.23	Fluorouracil	2
2933.59.29	Outros	2
2933.59.31	Propiltiouracil	14
2933.59.32	Diazinon	2
2933.59.33	Pirazofós	2
2933.59.34	Azatioprina	14
2933.59.35	6-Mercaptopurina	14
2933.59.39	Outros	2
2933.59.41	Trimetoprima	14
2933.59.42	Aciclovir	2
2933.59.43	Tosilatos de dipiridamol	2
2933.59.44	Nicarbazina	14
2933.59.45	Bissulfito de menadiona dimetilpirimidinol	8
2933.59.49	Outros	2
2933.59.91	Minoxidil	2
2933.59.92	2-Aminopirimidina	14
2933.59.99	Outros	2
2933.61.00	-- Melamina	2
2933.69.11	2,4,6-Triclorotriazina (cloreto cianúrico)	2
2933.69.12	Mercaptodiclorotriazina	2
2933.69.13	Atrazina	12
2933.69.14	Simazina	12
2933.69.15	Cianazina	2
2933.69.16	Anilazina	2
2933.69.19	Outros	2
2933.69.21	N,N,N-Triidroxietilexaidrotriazina	14
2933.69.22	Hexazinona	2
2933.69.23	Metribuzim	2
2933.69.29	Outros	2
2933.69.91	Ametrina	14
2933.69.92	Metenamina e seus sais	14

2933.69.99	Outros	2
2933.71.00	-- 6-Hexanolactama (epsilon-caprolactama)	12
2933.72.10	Clobazam	2
2933.72.20	Metiprilona	2
2933.79.10	Piracetam	2
2933.79.90	Outras	2
2933.91.11	Alprazolam	12
2933.91.12	Camazepam	2
2933.91.13	Clonazepam	2
2933.91.14	Clorazepato	2
2933.91.15	Clordiazepóxido	12
2933.91.19	Outros	2
2933.91.21	Delorazepam	2
2933.91.22	Diazepam	14
2933.91.23	Estazolam	2
2933.91.29	Outros	2
2933.91.31	Fludiazepam	2
2933.91.32	Flunitrazepam	2
2933.91.33	Flurazepam	2
2933.91.34	Halazepam	2
2933.91.39	Outros	2
2933.91.41	Loflazepato de etila	2
2933.91.42	Lorazepam	2
2933.91.43	Lormetazepam	2
2933.91.49	Outros	2
2933.91.51	Mazindol	14
2933.91.52	Medazepam	2
2933.91.53	Midazolam e seus sais	14
2933.91.59	Outros	2
2933.91.61	Nimetazepam	2
2933.91.62	Nitrazepam	2
2933.91.63	Nordazepam	2
2933.91.64	Oxazepam	2
2933.91.69	Outros	2
2933.91.71	Pinazepam	2
2933.91.72	Pirovalerona	2
2933.91.73	Prazepam	2
2933.91.79	Outros	2
2933.91.81	Temazepam	2
2933.91.82	Tetrazepam	2
2933.91.83	Triazolam	12
2933.91.89	Outros	2
2933.99.11	Pirazinamida	14
2933.99.12	Cloridrato de amilorida	2
2933.99.13	Pindolol	2
2933.99.19	Outros	2
2933.99.20	Cuja estrutura contém um ciclo diazepina (hidrogenado ou não)	2
2933.99.31	Dibenzoazepina (iminoestilbeno)	2
2933.99.32	Carbamazepina	14
2933.99.33	Cloridrato de clomipramina	2
2933.99.34	Molinate (hexaidroazepin-1-carbotioato de S-etila)	2
2933.99.35	Hexametilenoimina	2

2933.99.39	Outros	2
2933.99.41	Clemastina e seus derivados; sais destes produtos	2
2933.99.42	Amisulprida	2
2933.99.43	Sultoprida	2
2933.99.44	Alizaprida	2
2933.99.45	Buflomedil e seus derivados; sais destes produtos	2
2933.99.46	Maleato de enalapril	14
2933.99.47	Ketorolac trometamina	2
2933.99.49	Outros	2
2933.99.51	Benomil	2
2933.99.52	Oxifendazol	14
2933.99.53	Albendazol e seu sulfóxido	14
2933.99.54	Mebendazol	14
2933.99.55	Flubendazol	14
2933.99.56	Fembendazol	14
2933.99.59	Outros	2
2933.99.61	Triadimenol	2
2933.99.62	Triadimefon	2
2933.99.63	Triazofós (fosforotioato de O,O-dietila O-(1-fenil-1H-1,2,4-triazol-3-ila))	2
2933.99.69	Outros	2
2933.99.91	Azinfós etílico	2
2933.99.92	Ácido nalidíxico	2
2933.99.93	Clofazimina	14
2933.99.95	Metilssulfato de amezínio	14
2933.99.96	Hidrazida maléica e seus sais	12
2933.99.99	Outros	2

Name of the commodity	Propylene Polymers	Current Level of India Exports to Brazil	65	Indian Market Share (Rising/ Falling)	15% R
4 Level HS code	3902	8 Level HS Code Variants		Main Competitors and Shares	Argentina(14%), Korea(13%), South Africa(13%)
Import Duty (%)	14	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	318	385	830	997	
Brazil	41	9	30	65	23%
Brazil Imports from rest of world	366	239	359	519	12%
Local Brazil Manufacturers	A Tonal, Cromex, Fortymill, Ipiranga petroquímica, OPP polietilenos (partofOdenbrecht), PolibrasilVotocel	International players active in Brazil	BASF, Borealis, Alpla, Cyclop, Dow, GE Plastics, Ico Polymers, Novartis Nutrition, Plastec, Siemens Automotive	Main Customers/ Segments	Material production, automotive, food engineering(?).

Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers	Bombay Agro-Chem Products, Kranti Polymers	Major Indian Exporters	Ashok, Chemlon, Formulated Polimers, Gowra, , Indian Petrochemicals CO, , Jawahar, KV plastics	Major Indian Exporters to Brazil	
Labor Intensity of Product	high (skilled labor innovativeness)	Capital Intensity of Product	Medium	Natural Resource Intensity	High
Indian Competitive Advantage	Scale, cost	Indian Competitive dis-advantage	Lack of contact	Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, for cases in which the time to distribute is important	Major change in trade policy expected ?		What can Indian Government do ?	Try to lobby for joint product and technology development
Trade target for 2015		What could go wrong ?		Key strategy to win	Broaden the range of products it exports to Brazil. Substitute import from other countries should be easy, as there are a lot of countries with reasonable market share
Additional Notes and Comments					

Top 10 imports from India- Low Potential

Name of the commodity	Oil from petroleum and other mineral oils	Current Level of India Exports to Brazil	3244	Indian Market Share (Rising/ Falling)	19% Rising
4 Level HS code	2710	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	Normally 0.	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				40992	
Brazil	1591	565	1763	3244	1591
Brazil Imports from rest of world	9691	4538	11127	16905	20%
Local Brazil Manufacturers	Petrobrás, Braskem, Ultra, Lynix, Comperj, Refinaria Ipiranga, Refinaria Presidente Bernardes, Refinaria Abreu e Lima, Refinaria Premium, Copene, Copesul, Companhia Química Industrial Brasileira, Oleoquim	International players active in Brazil		Main Customers/ Segments	Combustibles for cars and machinery, lubricants.
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Cheaper skilled engineers, big oil refining sector	Indian Competitive dis-advantage	Lack of oil reserves	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, Brazil want to engage in a process of import substitution for the sector	Major change in trade policy expected ?	Yes, this industry has great political importance	What can Indian Government do ?	Lobby for technological cooperation on creating solutions for refining and extracting oil in Brazil.
Trade target for 2015	10% share, as Brazil will build more refineries of its own and Indian local consumption will also increase	What could go wrong ?		Key strategy to win	The better way to acquire future benefits is to understand Brazilian oil production and prospect and jointly develop

					solution and manufacture components and machines on demand for Brazilian needs. As energetic independence is at focus on Brazilian politics, India can get involved in new projects of creating refineries in Brazil.
Additional Notes and Comments					

2710.12.10	Hexano comercial	0
2710.12.21	Diisobutileno	0
2710.12.29	Outras	0
2710.12.30	Aguarrás mineral (<i>white spirit</i>)	0
2710.12.41	Para petroquímica	0
2710.12.49	Outras	0
2710.12.51	De aviação	0
2710.12.59	Outras	0
2710.12.60	Mistura de hidrocarbonetos acíclicos e cíclicos, saturados, derivados de frações de petróleo, contendo em peso, menos de 2 %, de hidrocarbonetos aromáticos, cuja curva de destilação, segundo o método ASTM D 86, apresenta um ponto inicial mínimo de 70 °C e uma fração de destilado superior ou igual a 90 %, em volume, a 210 °C	0
2710.12.90	Outros	0
2710.19.11	De aviação	0
2710.19.19	Outros	0
2710.19.21	"Gasóleo" (óleo diesel)	0
2710.19.22	<i>Fuel-oil</i>	0
2710.19.29	Outros	0
2710.19.31	Sem aditivos	0
2710.19.32	Com aditivos	6
2710.19.91	Óleos minerais brancos (óleos de vaselina ou de parafina)	4
2710.19.92	Líquidos para transmissões hidráulicas	0
2710.19.93	Óleos para isolamento elétrico	0
2710.19.94	Mistura de hidrocarbonetos acíclicos e cíclicos, saturados, derivados de frações de petróleo, contendo, em peso, menos de 2 %, de hidrocarbonetos aromáticos, que destila, segundo o método ASTM D 86, uma fração inferior a 90 %, em volume, a 210 °C com um ponto final máximo de 360 °C	0
2710.19.99	Outros	0
2710.20.00	- Óleos de petróleo ou de minerais betuminosos (exceto óleos brutos) e preparações não especificadas nem compreendidas noutras posições, que contenham, como constituintes básicos, 70 % ou mais, em peso, de óleos de petróleo ou de minerais betuminosos, que contenham biodiesel, exceto os resíduos de óleos	0
2710.91.00	-- Que contenham difenilas policloradas (PCB), terfenilas policloradas (PCT) ou difenilas polibromadas (PBB)	0
2710.99.00	-- Outros	0

Name of the commodity	Synthetic Filament	Current Level of India Exports to Brazil	204	Indian Market Share (Rising/ Falling)	26% R
4 Level HS code	5402	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	2% or 18%	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				799	
Brazil	128	73	191	204	17%
Brazil Imports from rest of world	618	535	730	798	9%
Local Brazil Manufacturers	Mazzaferro MFX, Cobafi, Cifa,Linhanyl, Selene, Bettanin, Fibra S.A, Bomfio, Polyenka, Lupo, Sancris, Vicunha, Vulcabrás, Zanotti	International players active in Brazil	Dupont, Teijin Twaron, Furukawa, Rhodia-Ster,	Main Customers/ Segments	Textile Industry, Oil & Gas, Anchoring, optic fiber cables, Furniture, Cars, Telecom, camping barracks, raw material transport systems inside the factories, Brums.
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Cheaper production costs, scale economy and more accelerated pace of innovation.	Indian Competitive dis-advantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Probably not, as costs of production are lower in Asia	Major change in trade policy expected ?	There could emerge a government prone to re-structure the Brazilian textile supply chain. With the party currently in charge, this is unlikely to happen	What can Indian Government do ?	Create initiatives to further integrate Brazilian and Indian supply chain. Promoting seminars directed to Brazilian textile industry
Trade target for 2015	Maintain share as share is already high	What could go wrong ?		Key strategy to win	Innovation on product and product applications, good price X benefit equation.

Additional Notes and Comments	
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5402.11.00	-- De aramidas	2
5402.19.10	De náilon	18
5402.19.90	Outros	18
5402.20.00	- Fios de alta tenacidade, de poliésteres	18
5402.31.11	Tintos	18
5402.31.19	Outros	18
5402.31.90	Outros	18
5402.32.11	Multifilamento com efeito antiestático permanente, de título superior a 110 tex	18
5402.32.19	Outros	18
5402.32.90	Outros	18
5402.33.00	-- De poliésteres	18
5402.34.00	-- De polipropileno	18
5402.39.00	-- Outros	18
5402.44.00	-- De elastômeros	18
5402.45.10	De aramidas	2
5402.45.20	De náilon	18
5402.45.90	Outros	18
5402.46.00	-- Outros, de poliésteres, parcialmente orientados	18
5402.47.00	-- Outros, de poliésteres	18
5402.48.00	-- Outros, de polipropileno	18
5402.49.10	De polietileno, com tenacidade superior ou igual a 26 cN/tex	2
5402.49.90	Outros	18
5402.51.10	De aramidas	2
5402.51.90	Outros	18
5402.52.00	-- De poliésteres	18
5402.59.00	-- Outros	18
5402.61.10	De aramidas	2
5402.61.90	Outros	18
5402.62.00	-- De poliésteres	18
5402.69.00	-- Outros	18

Name of the commodity	Coke and semi-coke of coal, lignite or peat, not agglomerated; retort carbon.	Current Level of India Exports to Brazil	189	Indian Market Share (Rising/ Falling)	20% R
4 Level HS code	2704	8 Level HS Code Variants		Main Competitors and Shares	China (38,5%), Colombia (22,5%)
Import Duty (%)	0	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				218	
Brazil	108	35	110	189	20%

Brazil Imports from rest of world	910	193	648	937	1%
Local Brazil Manufacturers	Rio Deserto	International players active in Brazil		Main Customers/ Segments	Energy generation
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Large scale coal production	Indian Competitive dis-advantage	Low coke quality	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	No	Major change in trade policy expected ?	No	What can Indian Government do ?	Develop manners of trade expertise on coal extraction between India and Brazil
Trade target for 2015	Bring down share to 15 % since India does not have enough coal of its own	What could go wrong ?		Key strategy to win	Sell at lower prices than countries that have equivalent products.
Additional Notes and Comments	Brazilian coal reserves are scarce				

Name of the commodity	Nucleic Acid	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	24% R
4 Level HS code	2934	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil	97	98	92	114	5%
Brazil Imports from rest of world	441	362	416	475	3%
Local Brazil Manufacturers		International players active in Brazil		Main Customers/ Segments	
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	

Indian Competitive Advantage	Lower cost in chemicals, lower cost of production	Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?		Major change in trade policy expected ?		What can Indian Government do ?	
Trade target for 2015	Slightly increase market share to 26 %	What could go wrong ?		Key strategy to win	
Additional Notes and Comments	India is a net importer of this commodity				

2934.10.10	Fentiazac	2
2934.10.20	Cloridrato de tiazolidina	14
2934.10.30	Tiabendazol	2
2934.10.90	Outros	2
2934.20.10	2-Mercaptobenzotiazol e seus sais	14
2934.20.20	2,2'-Ditio-bis(benzotiazol) (dissulfeto de benzotiazila)	14
2934.20.31	2-(Terbutilaminotio)benzotiazol (N-terbutil-benzotiazol-sulfenamida)	14
2934.20.32	2-(Cicloexilaminotio)benzotiazol (N-cicloexil-benzotiazol-sulfenamida)	14
2934.20.33	2-(Dicicloexilaminotio)benzotiazol (N,N-dicicloexil-benzotiazol-sulfenamida)	14
2934.20.34	2-(4-Morfoliniltio)benzotiazol (N-oxidietileno-benzotiazol-sulfenamida)	14
2934.20.39	Outras	14
2934.20.40	2-(Tiocianometiltio)benzotiazol (TCMTB)	14
2934.20.90	Outros	2
2934.30.10	Maleato de metotrimetrazina (maleato de levomepromazina)	2
2934.30.20	Enantato de flufenazina	12
2934.30.30	Prometazina	2
2934.30.90	Outros	2
2934.91.11	Aminorex e seus sais	2
2934.91.12	Brotizolam e seus sais	2
2934.91.21	Clotiazepam	2
2934.91.22	Clofazolam	12
2934.91.23	Dextromoramida	2
2934.91.29	Outros	2
2934.91.31	Fendimetrazina e seus sais	2
2934.91.32	Fenmetrazina e seus sais	2
2934.91.33	Haloxazolam e seus sais	2
2934.91.41	Ketazolam	14
2934.91.42	Mesocarbo	2
2934.91.49	Outros	2
2934.91.50	Oxazolam e seus sais	2
2934.91.60	Pemolina e seus sais	2
2934.91.70	Sufentanila e seus sais	2
2934.99.11	Morfolina e seus sais	2
2934.99.12	Pirenoxina sódica (catalino sódico)	2
2934.99.13	Nimorazol	2
2934.99.14	Anidrido isatóico (2H-3,1-benzoxazina-2,4-(1H)-diona)	2
2934.99.15	4,4'-Ditiodimorfolina	14
2934.99.19	Outros	2
2934.99.22	Zidovudina (AZT)	12

2934.99.23	Timidina	0
2934.99.24	Furazolidona	12
2934.99.25	Citarabina	2
2934.99.26	Oxadiazona	2
2934.99.27	Estavudina	12
2934.99.29	Outros	2
2934.99.31	Cetoconazol	14
2934.99.32	Cloridrato de prazosina	2
2934.99.33	Talniflumato	14
2934.99.34	Ácidos nucléicos e seus sais	14
2934.99.35	Propiconazol	14
2934.99.39	Outros	2
2934.99.41	Tiofeno	2
2934.99.42	Ácido 6-aminopenicilânico	4
2934.99.43	Ácido 7-aminocetoxicefalosporânico	2
2934.99.44	Ácido 7-aminodesacetoxicefalosporânico	2
2934.99.45	Cloromezanona	2
2934.99.46	9-(N-Metil-4-piperidinilideno)tioxanteno	14
2934.99.49	Outros	2
2934.99.51	Tebuturon	2
2934.99.52	Tetramisol	2
2934.99.53	Levamisol e seus sais	2
2934.99.54	Tioconazol	14
2934.99.59	Outros	2
2934.99.61	Cloridrato de tizanidina	12
2934.99.69	Outros	2
2934.99.91	Timolol	2
2934.99.92	Maleato ácido de timolol	2
2934.99.93	Lamivudina	12
2934.99.99	Outros	2

Name of the commodity	Yarn (other than sewing thread) of synthetic staple fibres, not put up for retail sale	Current Level of India Exports to Brazil	87	Indian Market Share (Rising/ Falling)	26% R
4 Level HS code	5509	8 Level HS Code Variants	10	Main Competitors and Shares	Asia 50%
Import Duty (%)	18	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	391	331	368	549	12%
Brazil	48	37	69	87	22%
Brazil Imports from rest of world	208	172	247	338	17%

Local Brazil Manufacturers	Coteminas((550921), Santana textile(550921), Bonfio(550922), Coats Corrente(550922), Fides(550932), Paramount Textil(550932) ,	International players active in Brazil	Dupont	Main Customers/ Segments	Textile, clothing and car
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	For products 55092200, 55092200, 55093200, 55095100, 55095200 approval from DECEX is required
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Lower costs, Strong petrochemical industry in India	Indian Competitive dis-advantage	Logistics, import duties	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	No, as it is much cheaper to produce in India.	Major change in trade policy expected ?	No	What can Indian Government do ?	Make a catalog of indian products and send it to Brazilian textiles
Trade target for 2015	Lower Share to 20 % from 26 %, 100, since competition is high and Brazil will have its own Petrochemical refineries	What could go wrong ?	India might not be able to resist a price war with the other Asian countries. Brazil may leap ahead, as Petrobrás is investing R\$6 billion in a company name Suape, which will raise the national production of yarn	Key strategy to win	Supply cheaper than other Asian manufactures. Develop products suitable for Brazilian taste. Keep ahead of the competition. Invest in non-commoditized products, like microfibers. They represent only 10% of Brazilian imports and have higher aggregate value
Additional Notes and Comments	-Production of artificial and synthetic fibres (R\$ 2,3B). some textile producer available in http://www.texbrasildecor.com.br/				

HS Code	Description	Ind to Brz 2011	Import Duty	
55092100	Yarn of polyesters fibres>=85%, single	14.18	18	
55092200	Yarn of polyesters fibres>=85%, multiple(folded)/cabled	2.37	18	
55093200	Yarn of acrylics/modacrylicsfibres>=85%, folded, etc	1.00	18	
55095100	Yarn of fibres of polyesters with artificial fibres	47.66	18	
55095200	Yarn of fibres of polyesters with wool/fine animal hair	0.07	18	
55095300	Yarn of fibres of polyesters with cotton	21.04	18	
55095900	Other yarn of fibres of polyesters	0.14	18	
55096200	Yarn of acrylics/modacrylicsfibres with cotton	0.20	18	

55096900	Other yarn of acrylics/modacrylicsfibres	0.07	18	
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Name of the commodity	Cotton yarn (other than sewing thread) containing at least 85% by weight of cotton, not put up for retail sale.	Current Level of India Exports to Brazil	82	Indian Market Share (Rising/ Falling)	61% R
4 Level HS code	5205	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	18	Technical Barriers to Trade	No	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				2639	
Brazil	146	80	191	82	-17%
Brazil Imports from rest of world	186	103	234	134	-10%
Local Brazil Manufacturers	Grupo Valdeir Batista, Cooperativa Cocari, Coteminas, Cotam, KDB, Companhia Jauense Industrial, Cotan, Fiasul, Ficamp, Fiotex, Santista, Textil Renaux, Tsuzuki, OmiZilo Lorenzetti, Universal Indústrias gerais, Vicunha, Circulo SA, CoatsCrafts, Paramount Textil	International players active in Brazil	Cotonificio Kurashiki, Daiwa, Nisshinbo, Toyobo, Unitica	Main Customers/ Segments	Textile industry, Fashion clothing
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	High volumes and low value production distribution is limited to Brazilian infrastructure.
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	Medium
Indian Competitive Advantage	Cotton Production and strong textile industry	Indian Competitive dis-advantage	Declining cotton cultivation area	Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	No, the textile industry in Brazil is in crisis due to competition with Asian products. Specially fibers	Major change in trade policy expected ?	There could emerge a government prone to re-structure the Brazilian textile supply chain. With the party currently in charge, this is	What can Indian Government do ?	Promote encounters between Indian producers and Brazilian clothe manufacturers

			unlikely to happen		
Trade target for 2015	Lower share to 50 %, since Brazil is becoming a net exporter of cotton and it is likely some yarn capacity will come up locally	What could go wrong ?	India will have to compete with China. Price war might make the market unattractive.	Key strategy to win	Invest on relationship development with Brazilian brands and textile manufacturers. Have price advantage. Service for high price, high value niche.
Additional Notes and Comments					

Products Currently Traded- High Value- High Potential for Growth

Name of the commodity	Insecticides, fungicides, herbicides, and plant-growth regulators	Current Level of India Exports to Brazil	44	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	3808	8 Level HS Code Variants	5	Main Competitor s and Shares	US 25% Asia 10%
Import Duty (%)		Technical Barriers to Trade	None	Phyto Sanitary Barriers	Anvisa, MAPA and IBAMA have to approve new products. It takes 36 months for full approval.
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	782	1077	1111	1144	14%
Brazil	8	13	53	44	76%
Brazil Imports from rest of world	1268	1301	1534	1959	16%
Local Brazil Manufacturers	SeeBelow	International players active in Brazil	See Below	Main Customers/ Segments	Agriculture
Is the Brazilian Industry Fragmented ?	No, big multinationals still are the most important players and are consolidating the sector	Are Credit Facilities needed to sell ?	Yes ,in 2007 90% of the sales were financed. Financing by the input manufacturer is common in Brazilian agriculture, but this might change as credit rates are getting lower. This sector already count on a massive amount of subsidised credit.	Challenges and Barriers for trade	Competition with big chemical companies that invest a lot in R&D and have a privileged position in the Brazilian market. Pressure on logistic infrastructure is a challenge to overcome.
Major Indian Manufacturers	Coromandel, Rallis, United Phosphorous	Major Indian Exporters	Coromandel, Rallis, United Phosphorous	Major Indian Exporters to Brazil	United Pharm
Labor Intensity of Product	Low	Capital Intensity of Product	Moderate	Natural Resource Intensity	Moderate
Indian Competitive Advantage	State investment in the sector, tropical agriculture like Brazil, large agrochemical sector, lower cost of chemical products.	Indian Competitive dis-advantage	Distance from the Brazilian consumer, logistic costs, low R&D in Brazilian soil.	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, it is the 2 biggest market for agro defensives in the world. To scale it up, it is necessary to produce locally.	Major change in trade policy expected ?	Not really, agro commodity export boom means, inputs for agriculture will be allowed easier access	What can Indian Government do ?	Estimate Indian companies to sell cheaper for agriculture cooperatives. Traditional players give better commercial

					conditions for wholesalers. Indian companies can invest in cooperatives.
Trade target for 2015	100	What could go wrong ?	.	Key strategy to win	Maintain position in products in insecticides, try to achieve aggressive market growth in herbicides. Invest in distribution channels and reduction of freight costs, this can be a great competitive advantage. Sell cheap generic products to cooperatives. Sell potassium to Brazil, as Brazil cannot produce this product.
Additional Notes and Comments	Production: - Intermediaries for fertilizer: 10 B - Fertilizers: 18 B (12 B is NPK) - Defensives (12 B) Brazilian cost of chemical goods is high for global standards, energy is also more expensive. The fertilizer sector has grown 10% last year and the national production fell 3.3%, (in part because of lost in global markets), but most of the increase was supplied by foreigner companies China can double its protein consumption and Brazil still has a lot of free land that can be converted to crops. The tendency is that the pace of deforestation will not speed down. So the agriculture will most likely expand more in the center and north of the country. Insecticides and herbicides are equally important in Brazilian crops. Wholesale is still the main distribution channel, ahead of direct sales and sales through cooperatives of farmers. The distribution is made by 6.000 wholesalers and 1.500 cooperatives of farmers About associations in the sector : http://www.enfisa.com.br/setor-de-insumos-agricolas/				

HS Code	Description	Ind to Brz 2011	Import Duty	
38089191	Insecticide based on acephate presented in another way	15.62	14	
38089199	Other insecticides, presented in another way	25.43	8	
38089293	Fungicide based on mancozeb or maneb, presented in another way	1.53	14	
38089329	Other herbicides, presented in another way	0.54	8	
38089993	Other acaricides presented in another way	0.79	8	

Enterprise (most representative ones)	Products	Local	Produce in Brazil
ARYSTA	Herbicide, Fungicide and Insecticide	No	No, only R&D
Atanor	Insecticide	No	Not those products (they are produced in Argentina), only those two products are produced in Brazil Recop - Oxidocloreto de Cobre • Cobre ATAR BR - Oxidocuproso
BASF	Herbicide, Fungicide and Insecticide	No	Yes
Bayer	Herbicide, Fungicide, Insecticide and Acaricides	No	Yes
Bequisa	Insecticide	Yes	Yes
Cheminova	Herbicide, Fungicide and Insecticide	No	No
Chemtura	Herbicide, Fungicide, Insecticide and Acaricides	No	Yes
Dow	Herbicide, Fungicide, Insecticide and Acaricides	No	yes
Du Pont	Herbicide, Fungicide, Insecticide and	No	Yes

	Acaricides		
Fersol	Insecticides	Yes	Yes
FMC	Herbicide, Fungicide and Insecticide	No	No
Helm	Herbicide, Fungicide and Insecticide	No	No
IharaBrás	Herbicide, Fungicide and Insecticide	Yes	Yes
Isagro Brasil	Herbicide, Fungicide and Insecticide	No	No
ISK Biosciences do Brasil Def. Agr. Ltda.	Herbicide, Fungicide and Insecticide	No	-
Monsanto	Herbicide, Fungicide and Insecticide	No	Yes
Nisso	Herbicide, Fungicide, Insecticide and Acaricides	No	-
Nitrosin(De Sangosse)	Insecticide	Yes	Yes
Nortox(generic)		Yes	Yes
Syngenta	Herbicide, Fungicide, Insecticide and Acaricides	No	Yes

Name of the commodity	Machinery, plant or laboratory equipment, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting	Current Level of India Exports to Brazil	75	Indian Market Share (Rising/ Falling)	10% R
4 Level HS code	8419	8 Level HS Code Variants	13	Main Competitors and Shares	EU 55% China 10% US 10%
Import Duty (%)	14	Technical Barriers to Trade	INMETRO registration	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	366	493	523	815	31%
Brazil	8	18	26	75	112%
Brazil Imports from rest of world	462	544	797	759	18%
Local Brazil Manufacturers	IAflon(Tubular heat exchanger), and Bellow	International players active in Brazil	Eagleburgmann(Heat exchange unit-shell ,tubes and coil),) and Bellow	Main Customers/ Segments	Construction, Leather Production, Ethanol production, Alcoholic Beverages, auto & truck industry, steel mill, food industry, Water and sewage treatment
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High

Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	Components
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Promote technological sharing for process involving temperature change in a wide range of industries, like biofuel production, water treatment and steel milling
Trade target for 2015	120	What could go wrong ?		Key strategy to win	Invest in the sugar cane value chain, were both countries are big producers. Try to enter in the component market for this kind of machinery. Export products that India does not export yet directly to Brazil. It is possible to access the Brazilian market via acquisition, as the sector is pulverized. There is some room for investment in consolidation of the market. Bring in to Brazil processes of water treatment.
Additional Notes and Comments	Manufacture of apparatus and equipment for thermal plants (plants that change temperature of products) R\$ 1,8 B. No local producers for categories 84199039 and 84199040 signals to an opportunity in the Brazilian market.				

HS Code	Description	Ind to Brz 2011	Import Duty	
84194090	Other distilling or rectifying plant	0.00	14	
84195010	Heat exchange units, plate type	0.04	14	
84195021	Heat exchange units, tubular, metallic	17.93	14	
84195029	Other heat exchange units, tubular	0.02	14	
84195090	Other heat exchange units	0.44	14	
84198190	Other machinery for making hot drinks, etc.	0.00	14	
84198919	Other sterilizers	0.00	14	
84198999	Other machinery/dispositive f/treatm.mater.modif.temper	54.26	14	
84199020	Parts of distilling or of rectifying columns	0.20	14	
84199039	Other plates of heat exchange units	0.01	14	
84199040	Other parts of machinery for making hot drinks, etc.	0.37	14	

84199090	Oth.parts of machinery/disposit.f/treatm.modif.temperat	1.50	14	
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84194090	Local
MARI MÁQUINAS AGRÍCOLAS LTDA. EPP	yes

84195010	Local
APEMA EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
BITZER COMPRESSORES LTDA.	No
GEA DO BRASIL INTERCAMBIADORES LTDA.	No
JOHNSON CONTROLS BE DO BRASIL LTDA.	No
LASER JOB COMERCIAL LTDA.	Yes
MAYER EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MECTRONIC EQUIPAMENTOS ELETRÔNICOS LTDA.	No
SPX FLOW TECHNOLOGY DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
TRAYDUS CLIMATIZAÇÃO INDÚSTRIA E COMÉRCIO LTDA.	Yes
WECO S/A.INDÚSTRIA DE EQUIPS.TERMO-MECANICO	Yes
WHIRLPOOL S/A.	No

84195021	Local
ACP TERMOTÉCNICA LTDA.	Yes
EQUIPALCOOL SISTEMAS LTDA.	Yes
H.BREMER & FILHOS LTDA.	Yes
WECO S/A.INDÚSTRIA DE EQUIPS.TERMO-MECANICO	Yes

84195029	Local
AIR PREHEATER EQUIPAMENTOS LTDA.	No
ARS TECHNIKA INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS TECNOLÓGICOS LTDA.	-
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
KEI-TEK EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
PETERSEN SANTA CLARA LTDA.	Yes
TEXIMA S/A.INDÚSTRIA DE MÁQUINAS	Yes

84195090	Local
A.Q. INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA.	Yes
ABERKO EQUIPAMENTOS INDUSTRIAIS LTDA.	No
ACOPLA INDÚSTRIA COMÉRCIO E REPRESENTAÇÕES LTDA.	Yes
ACQUA GELATA IND.E COM.DE APAR.REFRIGERAÇÃO LTDA.	Yes
ADETEC IND.E COM.DE CALDEIRAS E AQUECEDORES LTDA.	Yes
AFLON PLÁSTICOS INDUSTRIAIS LTDA.	Yes
ALBRECHT EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ALLENGE REFRIGERAÇÃO INDUSTRIAL LTDA.	Yes
ALLIANCE INDÚSTRIA MECÂNICA LTDA.	Yes
AMBIENTAL CONTROLE DO AR LTDA.	Yes

APEMA EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
APS INDÚSTRIA E COMÉRCIO LTDA.	No
ARAGUAMA S/A COMÉRCIO DE PEÇAS INDUSTRIAIS	Yes
ARTET INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
BARDELLA S/A.INDÚSTRIAS MECÂNICAS	Yes
BRASFAIBER TECNOLOGIA EM VENTILAÇÃO IND.LTDA.	Yes
CALDEIRARIA PANZA LTDA.	Yes
CALDEIRARIA SÃO CAETANO INDÚSTRIAS MECÂNICAS LTDA.	Yes
CAMPTEL CALDEIRARIA E MECÂNICA PESADA LTDA.	Yes
CASA FORTE INDÚSTRIA DE EQUIPAMENTOS EM AÇO INOX LTDA.	Yes
CBC INDÚSTRIAS PESADAS S/A.	Yes (but controlled by Mitsubishi)
CCRG EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
CHS-COOLERS AND HEATERS SYSTEMS IND.E COM.LTDA.	No
CLIMATIC DO BRASIL AQUECEDORES LTDA. ME	No
CONFAB INDUSTRIAL S/A.	Yes
CONGER S/A.EQUIPAMENTOS E PROCESSOS	Yes
DEDINI S/A. INDÚSTRIAS DE BASE	Yes
DELP ENGENHARIA MECÂNICA LTDA.	Yes
DELP SERVIÇOS INDUSTRIAIS S/A.	Yes
DIRCEU BROILO & CIA.LTDA.	Yes
ECIRTEC EQUIPAMENTOS E ACESSÓRIOS INDUSTRIAIS LTDA	Yes
EQUIFABRIL INDUSTRIAL LTDA.	Yes
EQUIPALCOOL SISTEMAS LTDA.	Yes
EQUIPAMENTOS INDUSTRIAIS UNIDEUTSCH LTDA.	Yes
EVACON EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
EXPANDER MANUTENÇÃO LTDA.	Yes
FANTECNIC VENTILADORES E SISTEMAS LTDA	No (presence in India)
FARGON ENGENHARIA E INDÚSTRIA LTDA.	Yes
FELLINI MÁQUINAS E EQUIPAMENTOS INDUSTRIAIS S/A.	Yes
FINAMAC ARPIFRIO ENG.INDUSTRIALIZ.EQPS.INDS.LTDA.	Yes
FLSMIDTH LTDA.	No
GB CRIOGÊNICOS EQUIPAMENTOS E SERVIÇOS CRIOGÊNICOS LTDA.	Yes
GBA CALDEIRARIA E MONTAGENS INDUSTRIAIS LTDA.	Yes
GEA DO BRASIL INTERCAMBIADORES LTDA.	No
GEA FARM TECHNOLOGIES DO BR.IND.COM.EQUIPS.AGRÍCOLAS PECUÁRIOS LTDA.	No
GELGÁS TANQUES ISOTÉRMICOS LTDA.	Yes
GLOBO INOX EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
GRDS INDÚSTRIA E COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
HAMON DO BRASIL LTDA.	No
HAUBERT INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS EM INOX LTDA.	Yes
HB SOLUÇÕES EM AR COMPRIMIDO LTDA.	-
HITACHI AR CONDICIONADO DO BRASIL LTDA.	No

HTEK INDÚSTRIA E COMÉRCIO LTDA.	Yes
ICETAR INDÚSTRIA E COM. DE EQUIPAMENTOS DE TRATAMENTO DE AR LTDA. ME	Yes
IESA PROJETOS EQUIPAMENTOS E MONTAGENS S/A.	Yes
IMLEMIS IND.DE MÁQS.E IMPL.AGRÍCOLAS LTDA.	Yes
INCAL MÁQUINAS INDUSTRIAIS E CALDEIRARIA LTDA.	Yes
INCASE INDÚSTRIA MECÂNICA DE EQUIPAMENTOS LTDA.	Yes
INDÚSTRIA DE MÁQUINAS AGRÍCOLAS TANBRAS LTDA.	Yes
INDÚSTRIA MECÂNICA THEODOSIO RANDON LTDA.	Yes
INDÚSTRIA TECNINT DE EQUIPAMENTOS LTDA.	Yes
IRMÃOS AYRES S/A.CONSTRUÇÕES IND.E COMÉRCIO	Yes
J W INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS EM AÇO INOXIDÁVEL LTDA.	Yes
JARAGUÁ EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
JMB ZEPPELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	No
JOHNSON CONTROLS BE DO BRASIL LTDA.	No
KONUS ICESA S/A.	-
KORPER EQUIPAMENTOS INDUSTRIAIS LTDA.	-
LARA INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
LIKSTROM ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	Yes
MADEF S/A.INDÚSTRIA E COMÉRCIO	Yes
MALAVAZI VEDAÇÕES INDUSTRIAIS LTDA.	Yes
MÁQUINAS PIRATININGA INDÚSTRIA E COMÉRCIO LTDA.	Yes
MASIERO INDUSTRIAL S/A.	Yes
MATHEUS RODRIGUES MARILIA	Yes
MAYER EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MAZBRA TECH INDÚSTRIA E COMÉRCIO LTDA.	Yes
MEBRAFE INSTALAÇÕES E EQUIPS.FRIGORÍFICOS LTDA.	Yes
MECTRONIC EQUIPAMENTOS ELETRÔNICOS LTDA.	No
MERSEN DO BRASIL LTDA.	No
METAL WORKING INDÚSTRIA E COMÉRCIO LTDA.	Yes
METALPLAN EQUIPAMENTOS LTDA.	Yes(leader in compressed air)
METALÚRGICA ILMA S/A.	Yes
MMC EQUIPAMENTOS INDUSTRIAIS IMPORTAÇÃO E EXPORTAÇÃO LTDA.	Yes
NITROTEC INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS PARA GASES LTDA.	Yes
ORGANIZAÇÃO INDUSTRIAL CENTENÁRIO LTDA.	Yes
PAULINOX EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
PFAUDLER EQUIPAMENTOS INDUSTRIAIS LTDA.	No
PLANUSI EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
RODRINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
SENA ECAL EQUIPAMENTOS E INSTALAÇÕES LTDA.	Yes
SERMATEC INDÚSTRIA E MONTAGENS LTDA.	Yes
SIDEL DO BRASIL LTDA.	No
SIMA SOCIEDADE IND.L DE MÁQS.ALIMENTÍCIAS LTDA.	Yes
SIMINOX EQUIPAMENTOS P/ INDÚSTRIA ALIMENTÍCIA LTDA	Yes

SMC PNEUMÁTICOS DO BRASIL LTDA.	No
SPX FLOW TECHNOLOGY DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
SULMAQ INDUSTRIAL E COMERCIAL S/A.	Yes
SUMA INDÚSTRIA E COMÉRCIO LTDA.	Yes
TECNOFRIO EQUIPAMENTOS FRIGORÍFICOS LTDA.	Yes
TECNOSTEEL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
TENGE INDUSTRIAL S/A.	Yes
TIBRASIL TITÂNIO LTDA.	Yes
TRACING INDUSTRIAL DE EQUIPAMENTOS LTDA.	Yes
TRAYDUS CLIMATIZAÇÃO INDÚSTRIA E COMÉRCIO LTDA.	Yes
TROPICAL FOOD MACHINERY LTDA.	No
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	-
VANASA MULTIGÁS ENGENHARIA IND. E COMÉRCIO LTDA.	Yes
VENTILADORES BERNAUER S/A.	Yes
VN MÁQUINAS INDÚSTRIA E COMÉRCIO LTDA	Yes
WECO S/A.INDÚSTRIA DE EQUIPS.TERMO-MECANICO	Yes
WEST MILK - INDÚSTRIA E COMÉRCIO DE ORDENHADEIRAS LTDA.	No
WHITE MARTINS GASES INDUSTRIAIS LTDA.	Yes
YOSHIDA IND. E COM. DE SISTEMAS DE EXAUSTÃO LTDA.	Yes

84198190	Local
AÇOS MACOM INDÚSTRIA E COMÉRCIO LTDA.	Yes
BATHORY INDÚSTRIA METALÚRGICA E COMÉRCIO LTDA.	Yes
ELETRO METALÚRGICA UNIVERSAL LTDA.	Yes
FARAT CAFÉ EXPRESSO E SERVIÇOS LTDA.	Yes
INDÚSTRIA METALÚRGICA PPIENK LTDA.	Yes
L. CASTEL - INDÚSTRIA E COMÉRCIO LTDA.	Yes
POLICONTROL INSTR.CONTROLE AMBIENTAL IND.COM.LTDA.	Yes
PROGÁS INDÚSTRIA METALÚRGICA LTDA.	Yes
TOPEMA COZINHAS PROFISSIONAIS INDÚSTRIA E COMÉRCIO LTDA.	Yes
WICTORY EQUIPAMENTOS PARA COZINHA LTDA.	Yes

84198919	Local
GIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
INDÚSTRIA DE MÁQUINAS MORENO LTDA.	Yes
JULIAN DE FAVERI ME	Yes
MONTEX MONTAGEM INDUSTRIAL LTDA.	Yes

84198999	Local
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A.B.RANAZZI & CIA.LTDA.	Yes
AGROBRAS DE BOTUCATU COMERCIAL EM FIBRAS DE VIDRO LTDA. ME	Yes
ALFA LAVAL LTDA.	Yes
ALFA-TEC EQUIPAMENTOS E SERVIÇOS LTDA.	Yes
BARDELLA S/A.INDÚSTRIAS MECÂNICAS	Yes
BATHORY INDÚSTRIA METALÚRGICA E COMÉRCIO LTDA.	Yes
BIOFIBRA INDUSTRIA E COMERCIO LTDA.	Yes
BULDRINOX INDÚSTRIA METALÚRGICA LTDA.	Yes
CALDEIRARIA SÃO CAETANO INDÚSTRIAS MECÂNICAS LTDA.	Yes
CASA FORTE INDÚSTRIA DE EQUIPAMENTOS EM AÇO INOX LTDA.	Yes
CBC INDÚSTRIAS PESADAS S/A.	Yes(Mitsubishi Capital)
CENTROPROJEKT DO BRASIL S/A.	No
CONFAB INDUSTRIAL S/A.	Yes
DEDINI S/A. INDÚSTRIAS DE BASE	Yes
DEGRÉMONT TRATAMENTO DE ÁGUAS LTDA.	No
DELP ENGENHARIA MECÂNICA LTDA.	Yes
ECIRTEC EQUIPAMENTOS E ACESSÓRIOS INDUSTRIAIS LTDA	Yes
ECOSAN EQUIPAMENTOS PARA SANEAMENTO LTDA.	Yes
ENASA ENG. IND. COM. MATERIAIS EQPS. P/ SANEAMENTO MEIO AMBIENTE LTDA.	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
ETA ENGENHARIA DE TRATAMENTOS DE ÁGUAS LTDA.	Yes
FILSAN ENGENHARIA MECÂNICA LTDA.	Yes
GLOBO INOX EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
HAZTEC TECNOLOGIA E PLANEJAMENTO AMBIENTAL S/A.	Yes
HEMFIBRA TECNOLOGIA EM SANEAMENTO LTDA.	Yes
HIDRO-MECÂNICA LTDA.	Yes
IESA PROJETOS EQUIPAMENTOS E MONTAGENS S/A.	Yes
IKEDA EMPRESARIAL LTDA.	Yes
INCASE INDÚSTRIA MECÂNICA DE EQUIPAMENTOS LTDA.	Yes
INDÚSTRIA DE REFRIGERAÇÃO A.M. LTDA. ME	Yes
INDÚSTRIA METALÚRGICA PPIENK LTDA.	Yes
INDÚSTRIA TECNINT DE EQUIPAMENTOS LTDA.	Yes
INTECNIAL S/A.	Yes
JARAGUÁ EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
JAUMAQ IND.E COM.DE MÁQUINAS INDUSTRIAIS LTDA.	Yes
JEMP EQUIPAMENTOS INDUSTRIAIS E SERVIÇOS LTDA.	Yes
JMB ZEPPELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	No
MÁQUINAS HIDRÁULICAS HIDROSUL LTDA.	Yes
MÁQUINAS PIRATININGA INDÚSTRIA E COMÉRCIO LTDA.	Yes
MARTE CIENTÍFICA& INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
MAYER EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MECTRONIC EQUIPAMENTOS ELETRÔNICOS LTDA.	No
METALÚRGICA RICEFER LTDA.	Yes

METALÚRGICA SIEMSEN LTDA.	Yes
METSO PAPER SULAMERICANA LTDA.	No
NOVA ÉTICA PRODUTOS E EQUIPAMENTOS CIENTÍFICOS LTDA.	Yes
PFAUDLER EQUIPAMENTOS INDUSTRIAIS LTDA.	No
PROGÁS INDÚSTRIA METALÚRGICA LTDA.	Yes
REFRIGERAÇÃO INCOMAR LTDA.	Yes
RODRINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
SANESYSTEM EQUIPAMENTOS E SERVIÇOS DE SANEAMENTO AMBIENTAL LTDA - EPP	Yes
SEMCO EQUIPAMENTOS INDUSTRIAIS LTDA.	No
SIGMA TRATAMENTO DE ÁGUAS LTDA.	Yes
TECITEC FILTRAÇÃO E TRATAMENTO DE EFLUENTES LTDA.	Yes
TECNAL EQUIPAMENTOS PARA LABORATÓRIO LTDA.	Yes
TOLUZE EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
USIMINAS MECÂNICA S/A.	Yes
V.W.S. BRASIL LTDA.	No
WARM INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
WICON-INOX AÇOS EQUIPAMENTOS E ACESSÓRIOS INDUSTRIAIS LTDA.	Yes
ZEGLA INDÚSTRIA DE MÁQUINAS PARA BEBIDAS LTDA.	Yes

84199020	Local
AÇOPLAST INDÚSTRIA E COMÉRCIO LTDA.	Yes

84199090	Associado
ALFATERM INDUSTRIA E COMERCIO LTDA.	Yes
ALUTAL CONTROLES INDUSTRIAIS LTDA - EPP	Yes
AMZ EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
ANNEMOS HIDRÁULICA LTDA.	Yes
CARAVELA AMBIENTAL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA.	Yes
CBC INDÚSTRIAS PESADAS S/A.	Yes(but controlled by Mitsubishi)
COLÚMBIA TECNOLOGIA EM PETRÓLEO E SERVIÇOS LTDA.	Yes
CSV REFRIGERAÇÃO INDUSTRIAL LTDA. ME	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
FRIOTEC TECNOLOGIA DO FRIO INDÚSTRIA E COMÉRCIO LTDA. ME	Yes
FROST FRIO REFRIGERAÇÃO INDUSTRIAL S/A.	Yes
GEA SISTEMAS DE RESFRIAMENTO LTDA.	No
HAMON DO BRASIL LTDA.	No
HARD GLASS INDÚSTRIA E COMÉRCIO LTDA.	Yes
HBSR REFRIGERADORES DE LÍQUIDOS LTDA.	Yes
HD-HIDROTERMICA EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
INDÚSTRIAS CARAVELA LTDA.	Yes
INDÚSTRIAS R.CAMARGO LTDA.	Yes
KORPER EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes

OMNI GRUPO INDUSTRIAL DE EQUIPAMENTOS LTDA.	No
QUALITERME EQUIPAMENTOS DE REFRIGERAÇÃO LTDA.	Yes
REFRIAC REFRIGERAÇÃO E AR CONDICIONADO LTDA.	Yes
SANTANA REFRIGERAÇÃO E INSTRUMENTAÇÃO LTDA. (REFRISAT)	Yes
SEMCO EQUIPAMENTOS DE REFRIGERAÇÃO LTDA.	No
SEMCO EQUIPAMENTOS INDUSTRIAIS LTDA.	No
SHIGUEN REFRIGERAÇÃO LTDA.	Yes
TECNIPLAS TUBOS E CONEXÕES LTDA.	Yes
TORRETELLI INDÚSTRIA E COMÉRCIO DE PEÇAS LTDA.	Yes
TRA TORRES DE RESFRIAMENTO DE ÁGUA LTDA.	Yes
V.W.S. BRASIL LTDA.	No
VTR VETTOR EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes

Name of the commodity	Trunks, suit-cases, vanity-cases, executive-cases	Current Level of India Exports to Brazil	2	Indian Market Share (Rising/ Falling)	0.3% R
4 Level HS code	4202	8 Level HS Code Variants	14	Main Competitor s and Shares	China 88%
Import Duty (%)	20% or 35%	Technical Barriers to Trade	None	Phyto Sanitary Barriers	If it's a used material, needs approval of the Industry and External Trade Ministry.
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	685	740	688	749	3%
Brazil	1	1	1	2	21%
Brazil Imports from rest of world	261	265	378	527	26%
Local Brazil Manufacturers	Choice bag, Dermiwil, Tonin, Batiki, fixxar(trunks), Dummond, Capodarte, Naturezza, Anna Flynn, Stee, Isabella Piu, Triton, Colcci , Guess(purses and women accessories)	International players active in Brazil	Samsonite, Pacific(trunks), Prada, Louis Vuitton, Toni Hilfiger(purses), Armani, Richards, (wallets)Levis	Main Customers/ Segments	Travelers for trunks, woman for purses. For wallets the market is big, as most people living in cities carries wallets
Is the Brazilian Industry Fragmented ?	Not for high end products, but it is for lower price products.(check info)	Are Credit Facilities needed to sell ?	yes	Challenges and Barriers for trade	Branding is very important is this sector. Heavy competition with China
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Low	Natural Resource Intensity	Medium
Indian Competitive Advantage	Capacity of producing lower price products	Indian Competitive disadvantage	Lack of well-known Indian brands in the	Imports needed for product ?	No

			sector		
Will manufacturing locally in Brazil make sense ?if not why not ?	Probably not, as wages are lower in India then in Brazil	Major change in trade policy expected ?	no	What can Indian Government do ?	Promote encounters between Brazilian retailers and Indian producers. Promote outsourcing of production of Brazilian Brands.
Trade target for 2015	50	What could go wrong ?	Indian exporters should be careful to put on the market products with similar quality then the products distributed in Brazil.	Key strategy to win	1)As branding might be difficult, as Brazilian elite tend to prefer Italian, French and American brands, it might be a good strategy to focus on quality product for class B e C. There are local commerce specialized in clients that don't care about branding. 2) To create brands with Brazilian designers, or produce for international brands for the Brazilian market. 3) Source leather or other materials from Brazil(or Argentina) and resell it as finished good
Additional Notes and Comments	India will have to compete directly against China, which dominates most of this market in Brazil. If India decide to enter more aggressively in this market it will be everything but discrete. Though there is a good potential, because Brazil imports a significant part of its consumption, this should not be the first market to get in. One good market to get in might be shoe manufacturing. It is a big supply chain (R\$ 15B sales of finished goods), and there is not a significant participation of the international market, at least not as big as for suitcases.				

HS Code	Description	Ind to Brz 2011	Import Duty	
42021100	Trunks, suit-cases, folder, natural leather varn./rebuilt	0.01	20	
42021210	Trunks, suit-cases, folders, of plastics	0.04	20	
42021220	Trunks, suit-cases, folders, of textile materials	0.07	20	
42021900	Trunks, suit-cases, folders, of other materials	0.00	20	
42022100	Purses of natural leather, rebuilt or varnishings	0.52	20	
42022210	Purses of plastic sheeting	0.06	35	
42022220	Purses of textile materials	0.63	35	
42022900	Purses of other materials	0.06	20	
42023100	Pockets articles/purses of natural leathers/reconst.etc	0.32	20	

42023200	Pockets articles/purses of plastic sheeting/text.mater.	0.23	20	
42023900	Pockets articles/purses of other materials	0.01	20	
42029100	Other articles of natural leathers/compos./varnishings	0.03	20	
42029200	Other articles of plastic sheeting/of textile materials	0.06	35	
42029900	Other articles of other materials	0.02	20	

Name of the commodity	Other plates, sheets, film, foil and strip, of plastics.	Current Level of India Exports to Brazil	5	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	3921	8 Level HS Code Variants		Main Competitors and Shares	China, USA, Germany
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	High
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				214	
Brazil	2	2	4	5	31%
Brazil Imports from rest of world	183	165	202	237	9%
Local Brazil Manufacturers	AtcoPlásticos, PlasticoBariri, Nitaplast, Redebrás, TraviPlásticos, Anders, Antorc, ARMC, Aço Kraft, Brasveda, Lamytec, Natural Plast, Perk Plast,Plastfera, and many others	International players active in Brazil	Aflon, Kasther,	Main Customers/ Segments	Manufacture, vehicles, filters
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	None
Major Indian Manufacturers		Major Indian Exporters	Kodak India, Premier Polifilm, The Supreme Group, Quadrant EPP, Thirumalai Rubber, Sheela Foam	Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	Medium	Natural Resource Intensity	High
Indian Competitive Advantage	Lower costs	Indian Competitive dis-advantage	Delivery Time	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Probably yes, as the freight is very expensive compared to product value	Major change in trade policy expected ?	No	What can Indian Government do ?	Invest on jointly developing supply chains involving those products.
Trade target for 2015		What could go wrong ?		Key strategy to win	Focus on lowering prices and provide good services to the importer

Additional Notes and Comments	
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HS Code	Description	Tariff
3921.1	-Alveolar Products:	
3921.11.00	- Of polymers of styrene	16
3921.12.00	- Of polymers of vinyl chloride	16
3921.13	- Of polyurethanes	
3921.13.10	With polyester based, open-cell, with um number of pores per linear decimeter greater than or equal to 24 and less than or equal to 157 (6 to 40 pores per linear inch), with resistance à 50% compressão (RC50) greater than or equal to 3.0 kPa and less than or equal to 6.0 kPa	2
3921.13.90	other	16
3921.14.00	- Regenerated cellulose	16
3921.19.00	- Of other plastics	16
3921.9	- Other	
3921.90.1	Laminated, reforçadas or with Support	
3921.90.11	Melamine formaldehyde resin	16
3921.90.12	With polythene strengthen the layers of polyethylene fibers parallelized, overlapping each other em angle of 90 ° and impregnated with resin	2
3921.90.19	other	16
3921.90.20	Poly (ethylene terephthalate) with litter antistatic gelatin-based or latex em both guys, even with potassium halogenetos	2
3921.90.90	other	16

Products Currently Traded- High Value- Moderate Growth Potential

Name of the commodity	Synthetic organic coloring matter,	Current Level of India Exports to Brazil	69	Indian Market Share (Rising/ Falling)	22% R
4 Level HS code	3204	8 Level HS Code gVariants	21	Main Competitors and Shares	China 30% EU 22%
Import Duty (%)		Technical Barriers to Trade	INMETRO	Phyto Sanitary Barriers	ANVISA
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	1,018	1,005	1,044	1,222	6%
Brazil	50	53	80	69	11%
Brazil Imports from rest of world	278	244	338	311	4%
Local Brazil Manufacturers	MK química, ecovita, Rigrantec, Maquira, texpal, Flamex, Gliter, Laborsan, WEG	International players active in Brazil	BASF, Clariant, Spartan, Kemira, Dystar, Akso Nobel, Avco	Main Customers/ Segments	Food processing, clothes, paints, shoes, dental products, cars, planes, etc
Is the Brazilian Industry Fragmented ?	No, there are hundreds of enterprises but the top 10 control 75% of sales.	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, the internal market is big enough to produce locally. But it will only make sense if there are low costs of raw material and capital	Major change in trade policy expected ?	No	What can Indian Government do ?	Help Indian manufacturers to present themselves and their products in the Brazilian Market
Trade target for 2015	85, India can slightly increase share given its strong organic chemicals strength, Brazilian production of paints and varnishes should go up as the construction boom increases	What could go wrong ?		Key strategy to win	Bring in new technologies, take advantage on the investments for the world cup and from government social programs, to source dyes for those projects. Also, invest on the car and plane manufacture

					sector
Additional Notes and Comments	Manufacture of paints, varnishes, enamels and lacquers production: R\$ 8,7 B http://www.abrafati.com.br/ associação brasileira de fabricantes de tinta				

HS Code	Description	Ind to Brz 2011	Import Duty	
32041210	Acid dyes, whether or n/premetallized, and its preparat.	13.12	14	
32041220	Mordant dyes and its preparations	0.02	12	
32041300	Basic dyes and its preparations	0.46	14	
32041400	Direct dyes and its preparations	2.30	14	
32041510	Vat blue dye, second colour index 73000	0.01	14	
32041520	Dibenzanthrone dye	0.64	2	
32041530	12, 12-dimethoxybenzanthrone dye	0.14	2	
32041590	Other vat dyes and its preparations	0.82	14	
32041600	Other reagents dye and its preparations	11.76	14	
32041700	Pigments and its preparations	24.18	14	
32041911	Carotenoids	0.01	2	
32041913	Other preparations to color food	2.00	12	
32041919	Other preparations with a base of carotenoids	0.17	14	
32041920	Dyes soluble in solvent (solvent dyes)	3.73	14	
32041930	Azo dyes	0.38	14	
32041990	Oth.colouring matter organic synthetic and its prepar.	2.23	14	
32042011	4, 4-bis(1, 3, 5)triazinyl-6-amin.-2, 2-disulp.acid der.etc	0.79	14	
32042019	Oth.stilbenederiv.used as fluoresc.brightening agents	5.15	14	
32042090	Ot.synt.org.prod.used as fluorescent brightening agents	0.01	14	
32049000	Other synthetic organic colouring matter, etc.	0.25	14	

Market of auxiliary chemicals and colors of pigments for the textile industry 2010	
Competitors	% Participation
Clariant	13%
Huntsman	10%
BASF	6%
Dystar	5%
Rudolf	5%
CBA	4%
Siderquímica	4%
Sintequímica	3%
Imports	5%
Others	40%
Total	100%

Name of the commodity	Electric generating sets and rotary converters	Current Level of India Exports to Brazil	66	Indian Market Share (Rising/ Falling)	7% F
4 Level HS code	8502	8 Level HS Code Variants	5	Main Competitors and Shares	EU 52% US 21%
Import Duty (%)		Technical Barriers to Trade	ANEEL	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	512	817	399	139	-35%
Brazil	108	161	135	66	-15%
Brazil Imports from rest of world	245	550	1009	918	55%
Local Brazil Manufacturers	Branco (85022090, 85022010), Stemac (diesel generators) Heimer (diesel generators) Eletovento(85023100), WobbenWindpower (85023100), Maquigeral (diesel generators)	International players active in Brazil	Caterpillar(850212) Grundfos (85022310), Yanmar, Cummins, IMPSA (85023100),	Main Customers/ Segments	Manufacture, Mining, Events, Oil, Aluminum, Power Generating, Household, Construction, Telecom, Hospitals
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?	Not necessarily	Challenges and Barriers for trade	Technological differences
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Cheaper skilled engineers, lower production costs	Indian Competitive dis-advantage	Market penetration, costumer proximity	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, it is possible to source technology for biofuels generating sets from Brazil. Also, post-sale services and part replacement is very important, due to the great technical complexity of this market	Major change in trade policy expected ?	No	What can Indian Government do ?	Help manufacturers of electric generating sets to find distribution channels and clients. Inform them about public tenders in Brazil on electricity generation, provide them with reports about the wind generation potential in Brazil, provide studies about the technology of Brazilian generating sets

Trade target for 2015	92	What could go wrong ?		Key strategy to win	Technologic, design and cost advantage, investment on distribution channels, good sales service are key factors. Provide cheap solutions for communities not integrated to the electrical national grid.
Additional Notes and Comments	Manufacturer of generators, transformers and electric motors prod. (R\$ 13B) Beside Diesel, Brasil is investing in Biofuel. Suzano, which is currently in the paper and celluloses sector, is implementing a plan to generate energy from small wood pieces with low humidity and high calorific power, called pallets. They are planning to generate an excedent of 100 MW				

HS Code	Description	Ind to Brz 2011	Import Duty	
85021210	Electric gener.sets f/diesel eng.75<p<=375kva, alt.curr.	0.81	14	
85022090	Other electric generating sets f/diesel engine	0.32	14	
85023100	Other electric generating sets of wind-powered	64.05	0	

Name of the commodity	Electrical transformers, static converters (for example, rectifiers) and inductors	Current Level of India Exports to Brazil	25	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	8504	8 Level HS Code Variants	22	Main Competitors and Shares	China 44% EU 23%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	799	1003	859	978	7%
Brazil	11	9	9	25	33%
Brazil Imports from rest of world	833	710	919	1161	12%
Local Brazil Manufacturers	WEG(85044030, 85042100), Eaton(850432,), Semil(850440,850431), Embraco (850450), , Zillmer,Trafo, Hytronic (85043111), Eletrônica Santerno (85044030), Gelb (85044030),	International players active in Brazil	Caterpillar(850431, 850440), ABB	Main Customers/ Segments	Industrial and utilities
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, to provide good services and delivery time	Major change in trade policy expected ?	No	What can Indian Government do ?	Help the Indian Manufacturers to find distributors in Brazil.
Trade target for 2015	60	What could go wrong ?		Key strategy to win	Technologic, design and cost advantage, investment on distribution channels, good sales service
Additional Notes and Comments	Electronical Component industry output (R\$ 2,7 B)				

HS Code	Description	Ind to Brz 2011	Import Duty	
85042100	Transformers of liquid dielectric, pot<=650kva	0.17	14	
85042300	Transformers of liquid dielectric, pot>10000kva	10.73	14	
85043111	Electrical transform.pot<=1kva, f/freq<=60hz, of current	0.11	14	
85043119	Other electrical transformers pot<=1kva, f/freq<=60hz	0.06	18	

85043191	Electrical transform.pot<=1kva, horiz.sweept>18kv, etc	0.00	18	
85043199	Other electrical transformers pot<=1kva	0.14	18	
85043221	Electrical transformers 3kva<pot<=16kva, f/freq<=60hz	0.22	18	
85043300	Electrical transformers 16kva<pot<=500kva	0.06	14	
85043400	Electrical transformers pot>500kva	0.16	14	
85044010	Accumulator chargers (electric converters)	1.82	18	
85044021	Crystal rectifiers(semiconductor)(electric converters)	0.00	18	
85044029	Other rectifiers(electric converters)	0.10	18	
85044030	Electric converters of continuous current	0.08	14	
85044040	Ups (uninterrupted power supplies) equipment	5.35	14	
85044050	Elect.freq.converters f/varying speed of electr.motors	0.08	14	
85044090	Other static converters electric	0.89	14	
85045000	Other inductors	0.09	18	
85049010	Ferromagnetic powder cores	0.19	16	
85049030	Parts of transformers of liquid dielectric or pot>16kva	1.51	14	
85049040	Parts of static converters electric	0.20	14	
85049090	Other parts of oth.transformers, converters, etc.	3.00	16	

Name of the commodity	Yarn (other than sewing thread) of artificial staple fibers, not put up for retail sale	Current Level of India Exports to Brazil	21	Indian Market Share (Rising/ Falling)	8% R
4 Level HS code	5510	8 Level HS Code Variants	3	Main Competitors and Shares	Asia 50%
Import Duty (%)	18	Technical Barriers to Trade	DECEX need to approve	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	Low
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	172	128	174	206	6%
Brazil	35	44	17	21	-16%
Brazil Imports from rest of world	174	293	259	275	16%
Local Brazil Manufacturers	Cotan (55101100), Tsuzuki(55101100), TBM(55101100), Textil Carmen (55101100), Jofege (55101100), PegasoTextil(55101100, 551030), Vicunha textil(55101100, 551090), Universal Indústrias (55101100, 551090), Kurashiki (551090), Paramount Textil(551090)	International players active in Brazil	Dupont	Main Customers/ Segments	Textile
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High

Indian Competitive Advantage	Lower costs	Indian Competitive dis-advantage	Logistics, import duties	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	No, as it is much cheaper to produce in India.	Major change in trade policy expected ?	There could emerge a government prone to re-structure the Brazilian textile supply chain. With the party currently in charge, this is unlikely to happen	What can Indian Government do ?	Make a catalog of Indian products and send it to Brazilian textiles. Try to create agreements on joint technology development. This can be done with universities, not necessarily with the government
Trade target for 2015	100	What could go wrong ?	India might not be able to resist a price war with the other Asian countries. Brazil may leap ahead, as Petrobrás is investing R\$6 billion in a company name Suape, which will raise the national production of yarn.	Key strategy to win	Supply cheaper than other Asian manufactures. Develop products suitable for Brazilian taste. Keep ahead of the competition. Invest in non-commoditized products, like microfibers. They represent only 10% of Brazilian imports and have higher aggregate value
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
55101100	Yarn of artificial fibres>=85%, single	17.50	18	
55103000	Yarn of artificial fibres with cotton	1.55	18	
55109000	Other yarns of artificial fibres	1.67	18	

Name of the commodity	Electrical apparatus for switching or protecting electrical circuits	Current Level of India Exports to Brazil	12	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8536	8 Level HS Code Variants	16	Main Competitor s and Shares	EU 33% China 28%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance	2008	2009	2010	2011	CAGR

(USD M)					
World	311	329	311	504	17%
Brazil	3	3	8	12	64%
Brazil Imports from rest of world	974	783	1131	1301	10%
Local Brazil Manufacturers	Lupatech(853690), Himapel(853620, 853650) Embraco (853690, 853650, 853649, 853630), Randon (853690), SMS, Tacter e Sergipel,	International players active in Brazil	Eaton(853649)Caterpillar(853641,853690, 853620,853650) 3M(853630,853669), ABB	Main Customers/ Segments	All items and installations with electrical circuits
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers	L&T, Bharat Bijlee	Major Indian Exporters	L&T	Major Indian Exporters to Brazil	Very small
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Probably not, as it is a commoditized product.	Major change in trade policy expected ?	No	What can Indian Government do ?	Help indian manufacturers to find distribution channels in Brazil
Trade target for 2015	2% market share due to tough competition	What could go wrong ?		Key strategy to win	Low cost products, brand development and large capital investments
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
85362000	Automatic circuit breakers f/tension<=1kv	0.56	18	
85363000	Other apparatus f/protec.electr.circuits f/tension<=1kv	0.05	16	
85364100	Relays f/tension<=60volts	4.92	16	
85364900	Other relays, 60volts<tension<=1000volts	1.74	16	
85365010	Switching units converters f/satel.telec.system, t<=1kv	0.00	2	
85365090	Other switches, etc.of electrical circuit f/tens.<=1kv	1.27	16	
85366100	Lamp-holders, f/tension<=1kv	0.00	16	
85366910	Sockets, polarized and armoured, f/tension<=1kv	0.00	16	
85366990	Other socket of current, f/tension<=1kv	0.05	16	
85367000	Connectors of bunches or cables of optic fibers	0.00	16	
85369010	Connectors f/flat cables parallel conductors, t<=1kv	0.13	16	
85369030	Sockets f/electronic microstructures,f/tension<=1kv	0.00	16	
85369040	Connectors for printed circuits,p/tension<=1kv	0.88	10	
85369050	Connectors for printed circuits,incl.mount.insul.backin	1.25	2	
85369090	Oth.appar.f/interruption,etc.f/elect.circuits t<=1kv	0.94	16	

Name of the commodity	valves and similar appliances for pipes, boiler shells, tanks, vats	Current Level of India Exports to Brazil	10	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8481	8 Level HS Code Variants	18	Main Competitor s and Shares	EU 40% US 26% China 14%
Import Duty (%)	Normally 14%	Technical Barriers to Trade	Different standard, possibly	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	543	671	495	614	4%
Brazil	6	3	9	10	17%
Brazil Imports from rest of world	953	779	1068	1193	8%
Local Brazil Manufacturers	Lupatech(848190), Semil(848180, 848120), Cope (848180, 848190, 848130) Cope(848180), Randon (848140 Please find below a more detailed list	International players active in Brazil	3M(848180) Eaton(848130, 848190,848120,848140), Flowserve (84818095) Please find below a more detailed list	Main Customers/ Segments	Oil & Gas, Tissue manufacture, Industrial Gases, Automotive, Machinery building, Food Processing, Paper & Celluloses, Chemicals, ethanol and sugar, civil construction, naval goods
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	Technological difference in the oil and gas sector
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Medium	Capital Intensity of Product	Medium	Natural Resource Intensity	Medium
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Could be, since a major consumer of this product is the oil industry and it will be funded by Government money that has tough localization requirements	Major change in trade policy expected ?	Maybe, the tariff for product 84818095 has just gone up.	What can Indian Government do ?	Invite producers of low price products for popular households to come to Brazil and meet local authorities and contractors.
Trade target for 2015	3%, since this industry is expected to have explosive growth	What could go wrong ?		Key strategy to win	As products in this HS code has application in many sectors, many of them are booming, specially through government programs, may be a good opportunity to be prepared to

					source those products to Brazil. Oil & Gas is a natural recommendation, as the sector is likely to grow on the next years in Brazil. On the housing sector, there are opportunities on the bottom of pyramid, as Brazil is investing heavily on solving it housing problem.
Additional Notes and Comments	'Manufacture of tanks, reservoirs and metal boilers for central heating (1,8 B), Manufacture of steam boilers, central heating and except for vehicles (1,3 B) Manufacturer of valves, and similar devices (3,7B)				
Comments /News about enterprises on the sector	Asvotec: http://www.asvotec.com.br/br.html Alston: http://www.alston.com/about-us/ Delp: http://www.delp.com.br/port/capa.asp Enfil tratamento sanitário: http://www.enfil.com.br/asp/defaultpage.aspx?ses=6-empresa F Master http://www.flowmaster.com.br/index.php/institucional Goema: http://www.goema.com.br/				

HS Code	Description	Ind to Brz 2011	Import Duty	
84812019	Rotative valves, of boxes of hydraulic direction - other	0.00	0	
84812090	Other valves f/oleohydraulic or pneumatic transmissions	0.34	14	
84813000	Check (non-return) valves	0.02	14	
84814000	Safety or relief valves	0.16	14	
84818019	Other appliances, used in bathroom and kitchen	0.01	14	
84818021	Thermostatic or pressure sensitive expansion valves	0.13	14	
84818029	Other dispositives used in cooling	0.01	14	
84818039	Other valves f/used in equipment by gas	0.02	14	
84818092	Solenoid valves	4.31	14	
84818093	Sluice valves	0.04	14	
84818094	Globe valves	0.24	14	
84818095	Spherical valves	2.23	25	
84818096	Male valves	0.03	14	
84818097	Butterfly valves	0.55	14	
84818099	Taps and other appliances for pipes, etc	0.58	14	
84819010	Parts of aerosol valves, /applian.used bathrooms, etc	0.00	14	
84819090	Parts of taps, other appliances for canalizations, etc	1.01	14	

84812019	Local
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BP BODE PROAR LTDA.	Yes
FESTO BRASIL LTDA.	No
GUIMMY INDUSTRIAL LTDA.	Yes
HBM HYDRAULIC LTDA.	No
HIDROVER OLEODINÂMICA INDÚSTRIA E COMÉRCIO LTDA.	Yes

INDÚSTRIA MEC.E ARTEFATOS DE METAIS PARVA LTDA.	Yes
METAL WORK PNEUMÁTICA DO BRASIL LTDA.	No
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No

84212090	Local
ACT SISTEMAS HIDRÁULICOS LTDA.	Yes
ARD INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASCOVAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
AT AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
AUTIC AUTOMAÇÃO E INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
BEL AIR PNEUMÁTICA LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BOSCH REXROTH LTDA.	No
BP BODE PROAR LTDA.	Yes
BRASFIXO FIXOS DO BRASIL LTDA.	Yes
BURKERT- CONTROMATIC BRASIL LTDA.	No
CAMOZZI DO BRASIL LTDA.	No
D.R. PROMAQ INDÚSTRIA E COMÉRCIO LTDA.	Yes
DHB COMPONENTES AUTOMOTIVOS S/A.	Yes
DOMORAL INDÚSTRIA METALÚRGICA LTDA.	Yes
EATON LTDA	No
FESTO BRASIL LTDA.	No
FLUHYDRO SYSTEMS INDÚSTRIA E COMÉRCIO LTDA	Yes
FLUIPRESS AUTOMAÇÃO LTDA.	Yes
GE OIL & GAS DO BRASIL LTDA.	No
GUIMMY INDUSTRIAL LTDA.	Yes
HBM HYDRAULIC LTDA.	Yes
HIDRACOMP COMPONENTES HIDRÁULICOS LTDA.	No
HIDROVER OLEODINÂMICA INDÚSTRIA E COMÉRCIO LTDA.	Yes
HT-HIDRAUTRÔNICA IND. COM. EXP. E IMP. LTDA.	Yes
HYDAC TECNOLOGIA LTDA.	Yes
HYDRAULIC DESIGNERS LTDA.	-
INDÚSTRIAS MARRUCCI LTDA.	Yes
MDI PRODUTOS E SISTEMAS LTDA. ME	Yes
METAL WORK PNEUMÁTICA DO BRASIL LTDA.	No
MOOG DO BRASIL CONTROLES LTDA.	No
NORGREN LTDA.	No
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
SERTHI HIDRÁULICA LTDA.	Yes
SMC PNEUMÁTICOS DO BRASIL LTDA.	No
SONED INDÚSTRIA E COMÉRCIO LTDA.	Sim
TECNO SISTEMAS HIDRÁULICOS LTDA.	Sim
TRANSCONTROL COM.E IND.DE PRODUTOS ELETR.LTDA.	Não

VALVUGÁS INDÚSTRIA METALÚRGICA LTDA.	Sim
WEIR DO BRASIL LTDA.	Sim
ZANARDO INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Não

84813000	Local
ACEARIA FREDERICO MISSNER S/A.	Yes
ALSTOM HYDRO ENERGIA BRASIL LTDA.	No
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BOMAX NO BRASIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
BOMBAS ESCO S/A.	Yes
BOSCH REXROTH LTDA.	No
COMPANHIA INDUSTRIAL DOX	Yes
DOMORAL INDÚSTRIA METALÚRGICA LTDA.	Yes
ELCAR MÁQUINAS LTDA.	Yes
EMERSON PROCESS MANAGEMENT LTDA.	Yes
FESTO BRASIL LTDA.	No
FLUHYDRO SYSTEMS INDÚSTRIA E COMÉRCIO LTDA	Yes
FLUID FEEDER INDÚSTRIA E COMÉRCIO LTDA.	Yes
FOXWALL IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
GASCAT INDÚSTRIA E COMÉRCIO LTDA.(leader in pumps for gas)	Yes
HIDROVER OLEODINÂMICA INDÚSTRIA E COMÉRCIO LTDA.	Yes
HT-HIDRAUTRÔNICA IND. COM. EXP. E IMP. LTDA.(high tech company)	Yes
IMAKE IND.E COM.DE PRODUTOS PLÁSTICOS LTDA.(did import substitution, small but technological)	Yes
IMV INDÚSTRIA E COM. DE VÁLVULAS INDUSTRIAIS LTDA.(diversifiedcompany)	Yes
METAL WORK PNEUMÁTICA DO BRASIL LTDA.	No
OMEL BOMBAS E COMPRESSORES LTDA.	Yes
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
RTS INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA.	Yes
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	No
SPIRAX SARCO INDÚSTRIA E COMÉRCIO LTDA.	No
TECVAL VÁLVULAS INDUSTRIAIS LTDA.	Yes
TRANSCONTROL COM.E IND.DE PRODUTOS ELETR.LTDA.	Yes
VALLOY IND.E COM.DE VÁLVULAS E ACESSÓRIOS LTDA.	Yes
VALMAN INDÚSTRIA METALÚRGICA LTDA.	Yes
VLADOS INDÚSTRIA DE VÁLVULAS LTDA.	Yes
WEIR DO BRASIL LTDA.	No
WORLDVAL VÁLVULAS E ACESSÓRIOS INDS. LTDA	Yes

84814000	Local
APS INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes

BOMAX NO BRASIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
BOMBAS ESCO S/A.	Yes
BOSCH REXROTH LTDA.	No
COMPANHIA INDUSTRIAL DOX	Yes
DELP ENGENHARIA MECÂNICA LTDA.	Yes
DOMORAL INDÚSTRIA METALÚRGICA LTDA.	Yes
EICASA INDÚSTRIA E COMÉRCIO LTDA.	Yes
ELCAR MÁQUINAS LTDA.	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
ENGEMASA ENGENHARIA E MATERIAIS LTDA.	Yes
F MASTER SISTEMAS DE MEDIÇÃO LTDA.	Yes
FLSMIDTH LTDA.	No
FLUHYDRO SYSTEMS INDÚSTRIA E COMÉRCIO LTDA	Yes
FLUID CONTROLS DO BRASIL IND.COM.DE VÁLVULAS LTDA.	No
GASCAT INDÚSTRIA E COMÉRCIO LTDA.	Yes
GOEMA CONSULTORIA INDÚSTRIA E COMÉRCIO LTDA.	Yes
GUIMMY INDUSTRIAL LTDA.	No
HIDROVER OLEODINÂMICA INDÚSTRIA E COMÉRCIO LTDA.	No(parto f Hycogroup)
HPI - HIDRÁULICO PNEUMÁTICO INDUSTRIAL LTDA.	Yes
HT-HIDRAUTRÔNICA IND. COM. EXP. E IMP. LTDA.	Yes
IMAKE IND.E COM.DE PRODUTOS PLÁSTICOS LTDA.	Yes
INAVE IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
INDÚSTRIA MEC.E ARTEFATOS DE METAIS PARVA LTDA.	Yes
INDÚSTRIA MECÂNICA UEL LTDA.	Yes
JMB ZEPPELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	No
LIKSTROM ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	-
METALÚRGICA GROFE LTDA.	Yes
METALÚRGICA IPÊ LTDA.	Yes(Mipel)
MML INDÚSTRIA E COMÉRCIO LTDA.	Yes
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
PROMOEN EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SHIGUEN REFRIGERAÇÃO LTDA.	Yes
SMV VÁLVULAS INDUSTRIAIS LTDA.	Yes
SOBREP-SOCIEDADE BRAS.EQUIPS.PETROQUÍMICOS LTDA.	Yes
SOPRANO ELETROMETALÚRGICA E HIDRÁULICA LTDA.	Yes
SPIRAX SARCO INDÚSTRIA E COMÉRCIO LTDA.	No
TRANSCONTROL COM.E IND.DE PRODUTOS ELETR.LTDA.	Yes
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	No
VALEQ VÁLVULAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
VALLOY IND.E COM.DE VÁLVULAS E ACESSÓRIOS LTDA.	Yes
VÁLVULAS CROSBY INDÚSTRIA E COMÉRCIO LTDA.	Yes(but part of Tyco now)
VÁLVULAS NAC INDÚSTRIA E COMÉRCIO LTDA.	Yes
VANASA MULTIGÁS ENGENHARIA IND. E COMÉRCIO LTDA.	Yes

VENTILADORES BERNAUER S/A.	Yes
W.BURGER VÁLVULAS DE SEGURANÇA E ALIVIO LTDA.	Yes

84818021	Local
ASCA EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
INAVE IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
MADEF S/A.INDÚSTRIA E COMÉRCIO	Yes
SPIRAX SARCO INDÚSTRIA E COMÉRCIO LTDA.	No

84818029	Local
FARGON ENGENHARIA E INDÚSTRIA LTDA.	Yes
MADEF S/A.INDÚSTRIA E COMÉRCIO (big (32.000 m2))	Yes

84818092	Local
ASCOVAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BURKERT- CONTROMATIC BRASIL LTDA.	No
CAMOZZI DO BRASIL LTDA.	No
EICASA INDÚSTRIA E COMÉRCIO LTDA.	Yes
FESTO BRASIL LTDA.	No
GUIMMY INDUSTRIAL LTDA.	No
HIDRO SOLO INDÚSTRIA E COMÉRCIO LTDA.	Yes
NAKA INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
NORGREN LTDA.	No
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
PROMOEN EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
THERMOVAL INDÚSTRIA DE VÁLVULAS LTDA.	Yes

84818093	Local
ALSTOM BRASIL ENERGIA E TRANSPORTE LTDA.	No
ALSTOM HYDRO ENERGIA BRASIL LTDA.	No
ALVENIUS EQUIPAMENTOS TUBULARES LTDA.	Yes
APS INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
BRAVA VÁLVULAS E CONEXÕES LTDA.	Yes
BULKTECH TECNOLOGIA E AUTOMAÇÃO LTDA.	Yes
CIWAL ACESSÓRIOS INDUSTRIAIS LTDA.	Yes
COMPANHIA INDUSTRIAL DOX	Yes
CONESTEEL VÁLVULAS E CONEXÕES INDUSTRIAIS LTDA.	Yes
CONFLAN INDUSTRIAL LTDA.	Yes
EISELE EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes

EMBRAVAL EMPRESA BRAS.DE VÁLVULAS E CONEXÕES LTDA.	Yes
EQUIFABRIL INDUSTRIAL LTDA.	Yes
FILSAN ENGENHARIA MECÂNICA LTDA.	Yes
FKB INDÚSTRIA DE EQUIPAMENTOS LTDA.	Yes
FRIATEC DO BRASIL INDÚSTRIA DE BOMBAS LTDA.	Yes(but parto f Aliaxis group)
IMV INDÚSTRIA E COM. DE VÁLVULAS INDUSTRIAIS LTDA.	Yes
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
KSB VÁLVULAS LTDA.	Yes
LIKSTROM ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	-
MAVI MÁQUINAS VIBRATÓRIAS LTDA.	Yes(German-Brazilian)
METALÚRGICA BRUSANTIN LTDA.	Yes
METALÚRGICA GROFE LTDA.	Yes
METALÚRGICA IPÊ LTDA.	Yes
METALÚRGICA NOVA AMERICANA LTDA.	Yes
METALÚRGICA NOVA ODESSA LTDA.	Yes
METALÚRGICA SCAI LTDA.	Yes
METALÚRGICA VARB INDÚSTRIA E COMÉRCIO LTDA.	Yes
MICROMAZZA-PMP LTDA.	Yes
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	No
SILGON INDÚSTRIA E COMÉRCIO LTDA.	Yes
SINTO BRASIL PRODUTOS LTDA.	No
TECVAL VÁLVULAS INDUSTRIAIS LTDA.	Yes
TMSA - TECNOLOGIA EM MOVIMENTAÇÃO S/A.	Yes
TRANSCONTROL COM.E IND.DE PRODUTOS ELETR.LTDA.	Yes
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	No
VALCONT-VÁLVULAS CONEXÕES E TUBOS LTDA.	Yes
VALPETRO VÁLVULAS E ACESSÓRIOS INDUSTRIAIS LTDA.	Yes
VÁLVULAS S.F. INDÚSTRIA E COMÉRCIO LTDA.	Yes
VENTILADORES BERNAUER S/A.	Yes
VESCON EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
WEIR DO BRASIL LTDA.	No
WENMAZZA INDÚSTRIA DE VÁLVULAS LTDA.	Yes
WORLDVAL VÁLVULAS E ACESSÓRIOS INDS. LTDA	Yes

84818094	Local
ACEARIA FREDERICO MISSNER S/A.	Yes
ASCOVAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BRAVA VÁLVULAS E CONEXÕES LTDA.	Yes
BRUMAZI EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
BURKERT- CONTROMATIC BRASIL LTDA.	No
CIWAL ACESSÓRIOS INDUSTRIAIS LTDA.	Yes

COMPANHIA INDUSTRIAL DOX	Yes
CONESTEEL VÁLVULAS E CONEXÕES INDUSTRIAIS LTDA.	Yes
CONFLAN INDUSTRIAL LTDA.	Yes
DOMORAL INDÚSTRIA METALÚRGICA LTDA.	Yes
DURCON EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
EICASA INDÚSTRIA E COMÉRCIO LTDA.	Yes
EMBRAVAL EMPRESA BRAS.DE VÁLVULAS E CONEXÕES LTDA.	Yes
EMERSON PROCESS MANAGEMENT LTDA.	Yes
F.E. FUNDIÇÃO DE METAIS S.A.	Yes
FESTO BRASIL LTDA.	No
FLUID FEEDER INDÚSTRIA E COMÉRCIO LTDA.	Yes
FRIATEC DO BRASIL INDÚSTRIA DE BOMBAS LTDA.	Yes
GUIMMY INDUSTRIAL LTDA.	No
IMAKE IND.E COM.DE PRODUTOS PLÁSTICOS LTDA.	Yes
IMV INDÚSTRIA E COM. DE VÁLVULAS INDUSTRIAIS LTDA.	Yes
INAVE IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
INDÚSTRIA MEC.E ARTEFATOS DE METAIS PARVA LTDA.	Yes
KSB VÁLVULAS LTDA.	Yes
METALÚRGICA BRUSANTIN LTDA.	Yes
METALÚRGICA GROFE LTDA.	Yes
METALÚRGICA IPÊ LTDA.	Yes
METALÚRGICA NOVA AMERICANA LTDA.	Yes
METALÚRGICA SCAI LTDA.	Yes
MML INDÚSTRIA E COMÉRCIO LTDA.	Yes
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
RICHARD KLINGER INDÚSTRIA E COMÉRCIO LTDA.	No
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	No
SHIGUEN REFRIGERAÇÃO LTDA.	Yes
SILGON INDÚSTRIA E COMÉRCIO LTDA.	Yes
SMC PNEUMÁTICOS DO BRASIL LTDA.	Yes
TECVAL VÁLVULAS INDUSTRIAIS LTDA.	Yes
TRANSCONTROL COM.E IND.DE PRODUTOS ELETR.LTDA.	Yes
VALCONT-VÁLVULAS CONEXÕES E TUBOS LTDA.	Yes
VALPETRO VÁLVULAS E ACESSÓRIOS INDUSTRIAIS LTDA.	Yes
VALTEK SULAMERICANA INDÚSTRIA E COMÉRCIO LTDA.	Yes(but also controlled by Flowserve)
VALVUGÁS INDÚSTRIA METALÚRGICA LTDA.	Yes
VÁLVULAS S.F. INDÚSTRIA E COMÉRCIO LTDA.	Yes(but controlled by Cylcor Energy)
VASTIN INDÚSTRIA DE VÁLVULAS LTDA.	Yes
VLADOS INDÚSTRIA DE VÁLVULAS LTDA.	Yes
WORLDVAL VÁLVULAS E ACESSÓRIOS INDS. LTDA	Yes
ZANARDO INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes

84818095	Local
ACEARIA FREDERICO MISSNER S/A.	Yes
AFLON PLÁSTICOS INDUSTRIAIS LTDA.	Yes
ALPINA TERMOPLÁSTICOS LTDA.	Yes
ASCA EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
ATM AUTOMAÇÃO LTDA.	Yes
AZ ARMATUREN DO BRASIL LTDA.	No
BOMAX NO BRASIL EQUIPAMENTOS INDUSTRIAIS LTDA.	No
BRAVA VÁLVULAS E CONEXÕES LTDA.	Yes
BURKERT- CONTROMATIC BRASIL LTDA.	Yes
CIWAL ACESSÓRIOS INDUSTRIAIS LTDA.	Yes
COMPANHIA INDUSTRIAL DOX	Yes
CONFLAN INDUSTRIAL LTDA.	Yes
DOMORAL INDÚSTRIA METALÚRGICA LTDA.	Yes
ELCAR MÁQUINAS LTDA.	Yes
EMBRAVAL EMPRESA BRAS.DE VÁLVULAS E CONEXÕES LTDA.	Yes
FESTO BRASIL LTDA.	No
FLOWSERVE LTDA.	No
FLUXOCONTROL BRASIL AUTOMAÇÃO LTDA.	Yes
FOXWALL IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
HITER IND.E COM.DE CONTR.TERMO-HIDRÁULICOS LTDA.	Yes
IMAKE IND.E COM.DE PRODUTOS PLÁSTICOS LTDA.	Yes
IMV INDÚSTRIA E COM. DE VÁLVULAS INDUSTRIAIS LTDA.	Yes
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
INTERATIVA INDÚSTRIA COM.E REPRESENTAÇÕES LTDA.	Yes
KSB VÁLVULAS LTDA.	Yes
LUPATECH S/A.	Yes
METALÚRGICA GOLDEN ARTS LTDA.	Yes
METALÚRGICA IPÊ LTDA.	Yes
METALÚRGICA NOVA AMERICANA LTDA.	Yes
METALÚRGICA SCAI LTDA.	Yes
MICROMAZZA-PMP LTDA.	Yes
MILANO EQUIPAMENTOS HIDRÁULICOS LTDA.	Yes
NOBRINOX FIXADORES E VÁLVULAS IND. E COM. LTDA.	Yes
OILEQUIP PRODUTOS E SERVIÇOS LTDA.	Yes
PROESO INDÚSTRIA COMÉRCIO E REPRESENTAÇÃO LTDA.	Yes
RTS INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA.	Yes
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	No
SIDERVAL VÁLVULAS INDUSTRIAIS LTDA. EPP	Yes
SISTEMAS DE FLUXOS BRASIL INDÚSTRIA E COM. LTDA.	Yes
TECVAL VÁLVULAS INDUSTRIAIS LTDA.	Yes
TYCO VALVES & CONTROLS BRASIL LTDA.	No

VALCONT-VÁLVULAS CONEXÕES E TUBOS LTDA.	Yes
VALMICRO INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA.	Yes
VALPETRO VÁLVULAS E ACESSÓRIOS INDUSTRIAIS LTDA.	Yes
VALTEK SULAMERICANA INDÚSTRIA E COMÉRCIO LTDA.	Yes
VESCON EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
WENMAZZA INDÚSTRIA DE VÁLVULAS LTDA.	Yes

84818096	Local
AZ ARMATUREN DO BRASIL LTDA.	No
COMPANHIA INDUSTRIAL DOX	Yes
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
METALÚRGICA IPÊ LTDA.	Yes
METALÚRGICA NOVA AMERICANA LTDA.	Yes
PROEMED - INSTRUMENTAÇÕES E CONTROLE LTDA.	Yes
RTS INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA.	Yes
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	No
VALTEK SULAMERICANA INDÚSTRIA E COMÉRCIO LTDA.	Yes

84818097	Local
A.J.DUARTE & CIA.LTDA.	Yes
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
COOPERATIVA DOS TRABALHADORES METALÚRGICOS DE CANOAS LTDA.	Yes
ECO-SAND SISTEMAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
RTS INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA.	Yes
TRAYDUS CLIMATIZAÇÃO INDÚSTRIA E COMÉRCIO LTDA.	Yes
TYCO VALVES & CONTROLS BRASIL LTDA.	No

84818099	Local
APS INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASCA EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ASVOTEC TERMOINDUSTRIAL LTDA.	Yes
ATM AUTOMAÇÃO LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BOSCH REXROTH LTDA.	No
BURKERT- CONTROMATIC BRASIL LTDA.	Yes
CIBI-COMPANHIA INDUSTRIAL BRASILEIRA IMPIANTI	Ye
COMPANHIA INDUSTRIAL DOX	Yes
DERP ENGENHARIA MECÂNICA LTDA.	Yes
DOVER DO BRASIL LTDA.	No
DRESSER IND. E COM. LTDA. DIVISÃO VÁLVULAS	Yes
DRIL-QUIP DO BRASIL LTDA.	No
DURCON EQUIPAMENTOS INDUSTRIAIS LTDA.	No

EICASA INDÚSTRIA E COMÉRCIO LTDA.	Yes
EISELE EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ENGEPEP - EMPRESA DE ENGENHARIA DE PETRÓLEO LTDA.	Yes
EQUIFABRIL INDUSTRIAL LTDA.	Yes
F MASTER SISTEMAS DE MEDIÇÃO LTDA.	No
FANTECNIC VENTILADORES E SISTEMAS LTDA	Yes
FESTO BRASIL LTDA.	No
FKB INDÚSTRIA DE EQUIPAMENTOS LTDA.	Yes
FLUHYDRO SYSTEMS INDÚSTRIA E COMÉRCIO LTDA	Yes
FLUIPRESS AUTOMAÇÃO LTDA.	Yes
FMC TECHNOLOGIES DO BRASIL LTDA.	No
FOXWALL IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
HIDRO SOLO INDÚSTRIA E COMÉRCIO LTDA.	Yes
HITER IND.E COM.DE CONTR.TERMO-HIDRÁULICOS LTDA.	Yes
HT-HIDRAUTRÔNICA IND. COM. EXP. E IMP. LTDA.	Yes
IMAKE IND.E COM.DE PRODUTOS PLÁSTICOS LTDA.	Yes
INAVE IND.E COM.DE VÁLVULAS DE CONTROLE LTDA.	Yes
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
IPANEMA COMÉRCIO E INDÚSTRIA LTDA.	Yes
ITA INDUSTRIAL LTDA.	Yes
JMB ZEPPELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	No
KSB VÁLVULAS LTDA.	Yes
LIKSTROM ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	-
MONTAGNOLI INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA. ME	Yes
MULTIALLOY METAIS E LIGAS ESPECIAIS LTDA.	Yes
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
PROESO INDÚSTRIA COMÉRCIO E REPRESENTAÇÃO LTDA.	Yes
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	No
SERTHI HIDRÁULICA LTDA.	Yes
SILGON INDÚSTRIA E COMÉRCIO LTDA.	Yes
SINTO BRASIL PRODUTOS LTDA.	No
SMC PNEUMÁTICOS DO BRASIL LTDA.	Yes
TECNO SISTEMAS HIDRÁULICOS LTDA.	Yes
TYCO VALVES & CONTROLS BRASIL LTDA.	No
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	No
VALLAIR DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
VALLOY IND.E COM.DE VÁLVULAS E ACESSÓRIOS LTDA.	Yes
VALMAN INDÚSTRIA METALÚRGICA LTDA.	Yes
VALMICRO INDÚSTRIA E COMÉRCIO DE VÁLVULAS LTDA.	Yes
VALVUGÁS INDÚSTRIA METALÚRGICA LTDA.	Yes
VENTILADORES BERNAUER S/A.	Yes
VLADOS INDÚSTRIA DE VÁLVULAS LTDA.	Yes
W.BURGER VÁLVULAS DE SEGURANÇA E ALIVIO LTDA.	Yes
WEB NORDESTE LTDA.	Yes

WEIR DO BRASIL LTDA.	No
ZANARDO INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes

84819090	Local
ACEARIA FREDERICO MISSNER S/A.	Yes
ACÚSTICA SÃO LUIZ ENGENHARIA E CONSTRUÇÕES LTDA.	Yes
AERO MECÂNICA DARMA LTDA.	Yes
APS INDÚSTRIA E COMÉRCIO LTDA.	Yes
ARBOMTEC CONTROLE AMBIENTAL LTDA.	Yes
ARD INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASCOVAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
BEL AIR PNEUMÁTICA LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BERLINERLUFT DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
BP BODE PROAR LTDA.	Yes
BURCKHARDT COMPRESSION IND.E COM.DE COMPRESS.LTDA.	No
COLEPÓ EQUIPAMENTOS ANTI-POLUIÇÃO LTDA.	Yes
COMPRESSOR PRODUCTS INTERNATIONAL- INDÚSTRIA DE COMPRESSORES LTDA.	-
DELTA DUCON ENGENHARIA E EQTOS. INDUSTRIAIS LTDA.	No
EISELE EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
EQUIFABRIL INDUSTRIAL LTDA.	Yes
FARGON ENGENHARIA E INDÚSTRIA LTDA.	Yes
FESTO BRASIL LTDA.	Bi
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
INDÚSTRIAS CARAVELA LTDA.	Yes
MAYER EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MAZER MONTAGENS E CALDEIRARIA LTDA. EPP	Yes
METAL WORK PNEUMÁTICA DO BRASIL LTDA.	No
MONITRON COMÉRCIO E SERVIÇOS DE AR CONDICIONADO LTDA.	Yes
NEAC COMPRESSOR SERVICE LTDA.	Yes
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	Yes, but with some foreign control
NIL INDÚSTRIA E TECNOLOGIA AMBIENTAL LTDA.	Yes
NORGREN LTDA.	No
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
SELCO VEDAÇÕES DINÂMICAS LTDA.	yes
SMC PNEUMÁTICOS DO BRASIL LTDA.	Yes
SMV VÁLVULAS INDUSTRIAIS LTDA.	Yes
SOMAX AMBIENTAL & ACÚSTICA LTDA.	yes
SPIRAX SARCO INDÚSTRIA E COMÉRCIO LTDA.	Yes
TJA INDÚSTRIA E COMÉRCIO LTDA.	Yes

TRAYDUS CLIMATIZAÇÃO INDÚSTRIA E COMÉRCIO LTDA.	Yes
TROX DO BRASIL DIFUSÃO DE AR ACUST.FILT.VENT.LTDA.	No
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	No
VENTILADORES BERNAUER S/A.	Não
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes

Name of the commodity	Centrifuges for liquids and gases	Current Level of India Exports to Brazil	7	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8421	8 Level HS Code Variants	14	Main Competitor s and Shares	EU 36% US 29%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	ANVISA, if for sewage treatment application
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	170	261	239	248	13%
Brazil	5	3	14	7	8%
Brazil Imports from rest of world	718	566	767	839	5%
Local Brazil Manufacturers	Beckins, Acepil, KGV, Afinia, Continental, Cummins, Schiavetto, Delphi, Denso, Donaldson, Pluriar, Knorr-Brense, MagnettiMar elliCofap, Mahle, Mann + Hummel, Miroal, Parker Hannifin, Robert Bosch, Sofape, Sogefi Filtration, Trane(8421 99,842139), Cope (842139, 842199), Randon (842129), Alcard, Alacer(blood filtering) , Lorenzetti	International players active in Brazil	Visteon, Eaton(842121, 842129,84213 2,842139),	Main Customers/ Segments	Steel, Oil, machining, Aluminum, Aquariums, fish production, Asphalt, agriculture machinery, Auto & Truck, chemical, pharmaceutical and cosmetic
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	Medium
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	Components
Will manufacturing locally in Brazil make sense ?if	Yes, for investing in projects for the public sector is necessary.	Major change in trade policy expected ?	No	What can Indian Government do ?	Promote encounters between Indian manufacturers

not why not ?					of those products and possible clients.
Trade target for 2015		What could go wrong ?		Key strategy to win	Invest in low price/low cost products. Lorenzetti, that is selling products for class C, is investing R\$ 25 M in products like a filter made from engineering plastic, that is much cheaper than its metal equivalent. Cost advantage for less demanding consumers is a way of entering in a quick growth market, that is already very large. Sell cheap technology for fish production
Additional Notes and Comments	Manufacture of machinery and equipment for basic and environmental sanitation prod. (R\$ 830 M), civil construction expected growth:4%				

84212100	Local
A.B.RANAZZI & CIA.LTDA.	Yes
ACETECNO DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	Yes
ALFAMEC COMÉRCIO DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA.	Yes
ALVABRAS EQUIPAMENTOS E SISTEMAS LTDA. EPP	Yes
ALWIS IND.E COM.DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
AMBAR INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA.	Yes
AQUATECH TRATAMENTO DE ÁGUA LTDA.	No
ATAG MECALPE EQUIPAMENTOS E PROCESSOS LTDA.	Yes
BIOFIBRA INDUSTRIA E COMERCIO LTDA.	Yes
CBC INDÚSTRIAS PESADAS S/A.	Yes(but controlled by Mitsubishi)
CCRG EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
CENTROPROJEKT DO BRASIL S/A.	No
CLIMATIC DO BRASIL AQUECEDORES LTDA. ME	No
CONSTRUÇÕES MECÂNICAS GARDELIN LTDA.	Yes
DARKA INDÚSTRIA E COMÉRCIO LTDA.	Yes
DEDINI S/A. INDÚSTRIAS DE BASE	Yes
DEGRÉMONT TRATAMENTO DE ÁGUAS LTDA.	No

DESGA AMBIENTAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
DHEYTÉCNICA INDÚSTRIA DE MÁQUINAS LTDA. ME	Yes
DIECKMANN INDÚSTRIA E COMÉRCIO LTDA	Yes
ECIRTEC EQUIPAMENTOS E ACESSÓRIOS INDUSTRIAIS LTDA	Yes
ECOSAN EQUIPAMENTOS PARA SANEAMENTO LTDA.	Yes
EFIL EQUIPAMENTOS E PROCESSOS DE FILTRAÇÃO LTDA.	Yes
ENASA ENG. IND. COM. MATERIAIS EQPS. P/ SANEAMENTO MEIO AMBIENTE LTDA.	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
ENIPLAN/RHO INDÚSTRIA, TRATAMENTO DE AR E GASES LTDA. - EPP	-
EQUIPALCOOL SISTEMAS LTDA.	Yes
ETA ENGENHARIA DE TRATAMENTOS DE ÁGUAS LTDA.	Yes
F.W. TECNOLOGIA IND.COM.PEÇAS MÁQS.OPER.LTDA. EPP (FW)	Yes
FILSAN ENGENHARIA MECÂNICA LTDA.	Yes
FILTRÁGUA EQUIPS.PARA TRATAMENTO DE ÁGUA LTDA.	Yes
FISATOM EQUIPAMENTOS CIENTÍFICOS LTDA.	Yes
FLSMIDTH DORR-OLIVER EIMCO BRASIL EQPS.SERVS. LTDA	No
FLSMIDTH LTDA.	No
FLUID BRASIL SISTEMAS E TECNOLOGIA LTDA.	No
FORNARI LTDA. EPP	Yes
GLOBO INOX EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
GUARUJÁ EQUIPAMENTOS PARA SANEAMENTO LTDA.	Yes
HAZTEC TECNOLOGIA E PLANEJAMENTO AMBIENTAL S/A.	Yes
HEMFIBRA TECNOLOGIA EM SANEAMENTO LTDA.	Yes
HIDRO SOLO INDÚSTRIA E COMÉRCIO LTDA.	Yes
HIDRODEX - ENGENHARIA E PERFURAÇÃO LTDA.	Yes
HIDROGERON DO BRASIL IND.COM.EQUIPS.P/SAN.AMB.LTDA	Yes
HIDROZON INDÚSTRIA E COMÉRCIO DE PURIFICADORES LTDA.	Yes
HOLLBRÁS FILTROS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
INDÚSTRIA MECÂNICA THEODOSIO RANDON LTDA.	Yes
J W INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS EM AÇO INOXIDÁVEL LTDA.	Yes
JAUMAQ IND.E COM.DE MÁQUINAS INDUSTRIAIS LTDA.	Yes
KABELSCHLEPP DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
MÁQUINAS HIDRÁULICAS HIDROSUL LTDA.	Yes
MASIERO INDUSTRIAL S/A.	Yes
METALSINTER IND.E COM.DE FILTROS E SINTERIZ.LTDA.	Yes
PAM MEMBRANAS SELETIVAS LTDA.	Yes
PAULINOX EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
PERENNE EQUIPAMENTOS E SISTEMAS DE ÁGUA S/A.	Yes
PROFIL FILTROS PROFISSIONAIS LTDA ME.	Yes
PROMINAS BRASIL EQUIPAMENTOS LTDA.	Yes
RODRINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
SIGMA TRATAMENTO DE ÁGUAS LTDA.	Yes
SISPAL SISTEMAS DE PURIFICAÇÃO DE ÁGUA LTDA.	Yes

TARTEC INDÚSTRIA E COMÉRCIO LTDA.	Yes
TECH FILTER TRATAMENTO E FILTRAÇÃO LTDA.	Yes
TECITEC FILTRAÇÃO E TRATAMENTO DE EFLUENTES LTDA.	Yes
TECNOSAN TECNOLOGIA E SANEAMENTO AMBIENTAL LTDA.	Yes
TSL - ENGENHARIA, MANUTENÇÃO E PRESERVAÇÃO AMBIENTAL S/A.	Yes
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	-
URSO BRANCO IND.DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
V.W.S. BRASIL LTDA.	No
VINOX EQUIPAMENTOS PARA BEBIDAS LTDA.	Yes
WESTECH EQUIPAMENTOS INDUSTRIAIS LTDA.	No
ZIEMANN-LIESS MÁQUINAS E EQUIPAMENTOS LTDA.	No

84212390	Associado
ATAG MECALPE EQUIPAMENTOS E PROCESSOS LTDA.	Yes
DEGRÉMONT TRATAMENTO DE ÁGUAS LTDA.	No
DESGA AMBIENTAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
ECOSAN EQUIPAMENTOS PARA SANEAMENTO LTDA.	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
ETA ENGENHARIA DE TRATAMENTOS DE ÁGUAS LTDA.	Yes
FLUID BRASIL SISTEMAS E TECNOLOGIA LTDA.	No
GUARUJÁ EQUIPAMENTOS PARA SANEAMENTO LTDA.	Yes
HAZTEC TECNOLOGIA E PLANEJAMENTO AMBIENTAL S/A.	Yes
METALSINTER IND.E COM.DE FILTROS E SINTERIZ.LTDA.	Yes
PERENNE EQUIPAMENTOS E SISTEMAS DE ÁGUA S/A.	Yes
PROMINENT BRASIL LTDA.	No
SIGMA TRATAMENTO DE ÁGUAS LTDA.	Yes
TECH FILTER TRATAMENTO E FILTRAÇÃO LTDA.	Yes
TECITEC FILTRAÇÃO E TRATAMENTO DE EFLUENTES LTDA.	Yes
TECNAL EQUIPAMENTOS PARA LABORATÓRIO LTDA.	Yes
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	=
V.W.S. BRASIL LTDA.	No

84213910	Local
AERO MECÂNICA DARMA LTDA.	Yes
ALSTOM BRASIL ENERGIA E TRANSPORTE LTDA.	No
ALSTOM HYDRO ENERGIA BRASIL LTDA.	No
CBC INDÚSTRIAS PESADAS S/A.	Yes(but controlled by Mitsubishi)
DELTA DUCON ENGENHARIA E EQTOS. INDUSTRIAIS LTDA.	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
FLSMIDTH LTDA.	No
HAMON DO BRASIL LTDA.	No

LIKSTROM ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	Yes
MÁQUINAS PIRATININGA INDÚSTRIA E COMÉRCIO LTDA.	Yes
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	-
USIMINAS MECÂNICA S/A.	Yes

84213990	Local
3M DO BRASIL LTDA.	No
ABERKO EQUIPAMENTOS INDUSTRIAIS LTDA.	No
ACETECNO DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	Yes
AERO MECÂNICA DARMA LTDA.	Yes
AEROTÉCNICA UNIÃO INDÚSTRIA E COMÉRCIO LTDA	Yes
AFC DO BRASIL - INDÚSTRIA DE VENTILADORES LTDA.	No
ALBERTO LUIS BARBUGLIO DA SILVA - EPP	Yes
ALBRECHT EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ALFA LAVAL AALBORG INDÚSTRIA E COMÉRCIO LTDA.	Yes
ALFA LAVAL LTDA.	Yes
ALFA-TEC EQUIPAMENTOS E SERVIÇOS LTDA.	Yes
ALLIANCE INDÚSTRIA MECÂNICA LTDA.	Yes
ALVABRAS EQUIPAMENTOS E SISTEMAS LTDA. EPP	Yes
ALWIS IND.E COM.DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
AMBIENTAL CONTROLE DO AR LTDA.	Yes
AMZ EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
ANTONIO DA SILVA EQUIPAMENTOS GALVANOPLÁSTICOS ME	Yes
APEXFIL INDÚSTRIA E COMÉRCIO LTDA.	Yes
APS INDÚSTRIA E COMÉRCIO LTDA.	No
ARAGUAMA S/A COMÉRCIO DE PEÇAS INDUSTRIAIS	Yes
ARCODUTO LTDA.	Yes
ARD INDÚSTRIA E COMÉRCIO LTDA.	Yes
ARTABAS-ARTEFATOS DE ARAME BASTOS LTDA.	Yes
ARTET INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASCOVAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
ASTRAL INDÚSTRIA METALÚRGICA LTDA.	Yes
ATLANTIS MANUFACTURING IND.COM.COMPONENTES LTDA ME	No
AUDINOX EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
AVAC COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS E ASSESSORIA TÉCNICA LTDA.	Yes
BARDELLA S/A.INDÚSTRIAS MECÂNICAS	Yes
BEL AIR PNEUMÁTICA LTDA.	Yes
BELTON AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
BP BODE PROAR LTDA.	Yes
BRANSILOS INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
BRASFAIBER TECNOLOGIA EM VENTILAÇÃO INDL.LTDA.	Yes
BRATTI METAL MECÂNICA LTDA. ME	Yes

BRAZIPLASTH EQUIPAMENTOS E INSTALAÇÕES INDUSTRIAIS LTDA. ME	Yes
BULKTECH TECNOLOGIA E AUTOMAÇÃO LTDA.	-
CALDEIRARIA SÃO CAETANO INDÚSTRIAS MECÂNICAS LTDA.	Yes
CALDSTEEL EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes
CAMOZZI DO BRASIL LTDA.	No
CBA IND.COMÉRCIO EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
CENTROPROJEKT DO BRASIL S/A.	No
CIBI-COMPANHIA INDUSTRIAL BRASILEIRA IMPIANTI	Yes
CMV-CONSTRUÇÕES MECÂNICAS LTDA.	Yes
COLEPÓ EQUIPAMENTOS ANTI-POLUIÇÃO LTDA.	Yes
COMIL SILOS E SECADORES LTDA.	Yes
CONFAB INDUSTRIAL S/A.	Yes
CONGER S/A.EQUIPAMENTOS E PROCESSOS	Yes
CUNO LATINA LTDA.	No
DAIBASE COMÉRCIO E INDÚSTRIA LTDA.	Yes
DARKA INDÚSTRIA E COMÉRCIO LTDA.	Yes
DELP ENGENHARIA MECÂNICA LTDA.	Yes
DELP SERVIÇOS INDUSTRIAIS S/A.	Yes
DELTA DUCON ENGENHARIA E EQTOS. INDUSTRIAIS LTDA.	Yes
DESGA AMBIENTAL INDÚSTRIA E COMÉRCIO LTDA.	Yes
DIECKMANN INDÚSTRIA E COMÉRCIO LTDA	Yes
DIFERMAC INDÚSTRIA DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA. EPP	Yes
DRESSER IND. E COM. LTDA. DIVISÃO VÁLVULAS	No
EAGLEBURGMANN DO BRASIL VEDAÇÕES INDUSTRIAIS LTDA.	No
ECIRTEC EQUIPAMENTOS E ACESSÓRIOS INDUSTRIAIS LTDA	Yes
ECOSAN EQUIPAMENTOS PARA SANEAMENTO LTDA.	Yes
ECO-SAND SISTEMAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
EFIL EQUIPAMENTOS E PROCESSOS DE FILTRAÇÃO LTDA.	Yes
EISELE EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ELEMEC IND.MECÂNICA METALÚRGICA MONTAGEM E MANUTENÇÃO INDUSTRIAL LTDA.	Yes
ENFIL S/A.CONTROLE AMBIENTAL	Yes
ENIPLAN/RHO INDÚSTRIA, TRATAMENTO DE AR E GASES LTDA. - EPP	Yes
EQUIFABRIL INDUSTRIAL LTDA.	Yes
EQUIPALCOOL SISTEMAS LTDA.	Yes
EQUIPLATING IND. E COM. DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
ERLI MÁQS.PARA LABORATÓRIOS FARMACÊUTICOS LTDA.	Yes
ETA ENGENHARIA DE TRATAMENTOS DE ÁGUAS LTDA.	Yes
EUROAIR BRASIL IND.EQPS.ASPIRAÇÃO INDUSTRIAL LTDA.	No
EURONEMA AMBIENTAL LTDA.	Yes
EXAUSTEC TECNOLOGIA AMBIENTAL LTDA.	Yes
EXIMPORT INDÚSTRIA E COMÉRCIO LTDA.	Yes
F.W. TECNOLOGIA IND.COM.PEÇAS MÁQS.OPER.LTDA. EPP (FW)	Yes
FÁBRICA DE MANÔMETROS RECORD S/A.	Yes

FANTECNIC VENTILADORES E SISTEMAS LTDA	No
FARGON ENGENHARIA E INDÚSTRIA LTDA.	Yes
FEBRATEC INDÚSTRIA E COMÉRCIO LTDA.	Yes
FESTO BRASIL LTDA.	No
FILSAN ENGENHARIA MECÂNICA LTDA.	Yes
FILTRACOM SISTEMAS & COMPONENTES P/ FILTRAÇÃO LTDA	Yes
FLSMIDTH DORR-OLIVER EIMCO BRASIL EQPS.SERVS. LTDA	No
FLSMIDTH LTDA.	No
FLUID FEEDER INDÚSTRIA E COMÉRCIO LTDA.	Yes
GW EQUIPAMENTOS DE CONTROLE AMBIENTAL LTDA.	Yes
HAMON DO BRASIL LTDA.	No
HAYWARD INDUSTRIAL PRODUCTS DO BRASIL LTDA.	No
HAZTEC TECNOLOGIA E PLANEJAMENTO AMBIENTAL S/A.	Yes
HB SOLUÇÕES EM AR COMPRIMIDO LTDA.	-
HOLLBRÁS FILTROS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
HYDAC TECNOLOGIA LTDA.	Yes
ICETAR INDÚSTRIA E COM. DE EQUIPAMENTOS DE TRATAMENTO DE AR LTDA. ME	Yes
ICON MÁQUINAS E EQUIPAMENTOS S/A.	Yes
IESA PROJETOS EQUIPAMENTOS E MONTAGENS S/A.	Yes
IMAKE IND.E COM.DE PRODUTOS PLÁSTICOS LTDA.	Yes
IMATEC INDÚSTRIA E MANUTENÇÃO TÉCNICA LTDA.	Yes
IMECO-INDÚSTRIA MECÂNICA OLIVEIRA LTDA.	Yes
IMETAL - INDÚSTRIA METALÚRGICA LTDA. ME	Yes
INCASE INDÚSTRIA MECÂNICA DE EQUIPAMENTOS LTDA.	Yes
INDÚSTRIA E COMÉRCIO POWERMATIC LTDA.	No
INDÚSTRIA E COMÉRCIO TECNOAVANCE LTDA.	Yes
INDÚSTRIA MECÂNICA THEODOSIO RANDON LTDA.	Yes
INDÚSTRIAS MACHINA ZACCARIA S/A.	Yes
INDUSTRINAVE EQUIPAMENTOS INDS.E NAVAIS LTDA.	Yes
ISODUR INDÚSTRIA COMÉRCIO E SERVIÇOS LTDA. EPP	Yes
ITALFINISH INDÚSTRIA E COMÉRCIO LTDA.	Yes
J.A.G. INDÚSTRIA DE MÁQUINAS E EQUIPAMENTOS LTDA. EPP	Yes
JARAGUÁ EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
JAULCK QUEIMADORES E SISTEMAS DE COMBUSTÃO LTDA ME	Yes
JMB ZEPPELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	No
JULIAN DE FAVERI ME	Yes
KABELSCHLEPP DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
KHEIK MÁQUINAS E EQUIPAMENTOS LTDA.	-
KS EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
LARA INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
LAVRITA ENGENHARIA CONSULTORIA E EQUIPS.INDS.LTDA.	Yes
LIKSTROM ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	Yes
LOGOS-TEC VENTILAÇÃO INDUSTRIAL LTDA. ME	Yes

LUFTECH SOLUÇÕES AMBIENTAIS LTDA.	Yes
MAHLE FILTROIL INDÚSTRIA E COMÉRCIO DE FILTROS LTDA.	Yes
MALVAZI VEDAÇÕES INDUSTRIAIS LTDA.	Yes
MÁQUINAS PIRATININGA INDÚSTRIA E COMÉRCIO LTDA.	Yes
MAUSA S/A.EQUIPAMENTOS INDUSTRIAIS	Yes
MAZBRA TECH INDÚSTRIA E COMÉRCIO LTDA.	Yes
MECÂNICA INDUSTRIAL BRANDT LTDA.	Yes
METAL WORK PNEUMÁTICA DO BRASIL LTDA.	Yes
METALPLAN EQUIPAMENTOS LTDA.	Yes
METALÚRGICA ILMA S/A.	Yes
METALÚRGICA VÊNETO LTDA.	Yes
METSO PAPER SULAMERICANA LTDA.	No
MICROMECAÂNICA IND.COM.IMPORT.E EXPORTAÇÃO LTDA.	Yes
MTK EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
NETZSCH DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
NIL INDÚSTRIA E TECNOLOGIA AMBIENTAL LTDA.	Yes
NORGREN LTDA.	No
OUTOTEC TECNOLOGIA BRASIL LTDA.	No
PALLEY INDUSTRIAL LTDA.	Yes
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
POWDER PROCESSOS E EQUIPAMENTOS LTDA.	No
PRECISMEC PRECISÃO MECÂNICA INDÚSTRIA E COMÉRCIO LTDA.	Yes
PROJECON COMÉRCIO E INDÚSTRIA DE MÁQUINAS LTDA.	Yes
PYTHON ENGENHARIA E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
QUIMITANK EQUIPAMENTOS E SERVIÇOS INDUSTRIAIS LTDA. ME	Yes
R.Z. MÁQUINAS E EQUIPAMENTOS LTDA. (RZ)	Yes
RASPER IND.E COM.DE EQUIPTOS.INDUSTRIAIS LTDA.-EPP	Yes
REAL MÁQUINAS LTDA.	Yes
REINTECH IND.EQUIPAMENTOS PRODUTOS P/CONTROLE DA CONTAMINAÇÃO LTDA.	Yes
RENIVALDO GOMES FARIA	Yes
RODRINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
SCHULZ S/A.	Yes
SERMATEC INDÚSTRIA E MONTAGENS LTDA.	Yes
SFAY EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SINTO BRASIL PRODUTOS LTDA.	No
SMC PNEUMÁTICOS DO BRASIL LTDA.	No
SPRAYING SYSTEMS DO BRASIL LTDA.	No
SPX FLOW TECHNOLOGY DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
STAUFF BRASIL LTDA.	No
STRINGAL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SUPLAMETAL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA. ME	Yes
SYMBOL TECNOLOGIA DE VÁCUO LTDA.	Yes
T.L. BISOGNIN	Yes

TARTEC INDÚSTRIA E COMÉRCIO LTDA.	Yes
TECH FILTER TRATAMENTO E FILTRAÇÃO LTDA.	Yes
TECHLABOR ENGENHARIA EQUIPAMENTOS E SERVIÇOS LTDA.	Yes
TECITEC FILTRAÇÃO E TRATAMENTO DE EFLUENTES LTDA.	Yes
TECNIPLAS TUBOS E CONEXÕES LTDA.	Yes
TMSA - TECNOLOGIA EM MOVIMENTAÇÃO S/A.	Yes
TRAYDUS CLIMATIZAÇÃO INDÚSTRIA E COMÉRCIO LTDA.	Yes
TRESCE INDÚSTRIA DE MÁQUINAS LTDA.	Yes
TROX DO BRASIL DIFUSÃO DE AR ACUST.FILT.VENT.LTDA.	No
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	-
USIMINAS MECÂNICA S/A.	Yes
V.W.S. BRASIL LTDA.	No
VANASA MULTIGÁS ENGENHARIA IND. E COMÉRCIO LTDA.	Yes
VECO DO BRASIL IND.E COM.DE EQUIPS.SOCIEDADE LTDA.	Yes
VENTILADORES BERNAUER S/A.	Yes
VLC INDÚSTRIA E COMÉRCIO LTDA.	Yes
VOITH PAPER MÁQUINAS E EQUIPAMENTOS LTDA.	No
WEIR DO BRASIL LTDA.	No
WESTECH EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
WINGS INDÚSTRIA E COMÉRCIO LTDA.	Yes
WOERNER SISTEMAS DE LUBRIFICAÇÃO LTDA.	Yes

Name of the commodity	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations	Current Level of India Exports to Brazil	6	Indian Market Share (Rising/ Falling)	3% R
4 Level HS code	3811	8 Level HS Code Variants	4	Main Competitors and Shares	US 59% EU 36%
Import Duty (%)		Technical Barriers to Trade	No	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	44	57	46	53	6%
Brazil	1	1	1	6	84%
Brazil Imports from rest of world	156	155	203	222	12%
Local Brazil Manufacturers	Chemlub, BSBios, Greenlub, Lwart Lubrificantes, Indústria petroquímica do sul, Lubrasil, Tasa, Proluminas e Fenix, Cosan	International players active in Brazil	ITW, Wurth, Petronas, Brentag, Exxonmobil, Lanxess, Clariant, Goodyear, Esso, Chesterton	Main Customers/ Segments	Food processing, metal products in general, fuel preparing, lubrication for machines, cars, industry in general
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?	Maybe, as this is part of industry plant maintenance.	Challenges and Barriers for trade	Few
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, as many of the products have industrial application, it is very important to be near the consumer market	Major change in trade policy expected ?	No	What can Indian Government do ?	Promote encounters between Brazilian potential clients and Indian manufacturers
Trade target for 2015	10	What could go wrong ?		Key strategy to win	On this sector, simplicity and cost advantage are essential
Additional Notes and Comments	Manufacture of sealants, solvents and related products production (R\$ 1,5 B) Manufacture of industrial use adictives (R\$ 7,1 B)				

HS Code	Description	Ind to Brz 2011	Import Duty	
38112140	Detergents addict.c/metal compounds, c/petroleum oil, etc	3.45	14	
38112190	Other additives c/petroleum oil, etc.forlubricat.oils	0.06	2	
38119090	Other additivesprepartions, formineral oils/oth.liquids	1.88	2	

Name of the commodity	Electrical capacitors, fixed, variable or adjustable	Current Level of India Exports to Brazil	2	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8532	8 Level HS Code Variants	1	Main Competitors and Shares	China 39% Asia 30%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	44	67	68	86	25%
Brazil	2	1	2	2	17%
Brazil Imports from rest of world	237	164	247	286	6%
Local Brazil Manufacturers	Kei Tek	International players active in Brazil	NGK	Main Customers/ Segments	
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?		Major change in trade policy expected ?		What can Indian Government do ?	
Trade target for 2015	10	What could go wrong ?		Key strategy to win	
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
85321000	Fixed capacitors, f/elect.line 50/60hz, pot>=0.5kvar	0.39	16	

Name of the commodity	Automatic regulating or controlling instruments and apparatus	Current Level of India Exports to Brazil	3	Indian Market Share (Rising/ Falling)	0.4% R
4 Level HS code	9032	8 Level HS Code Variants	20	Main Competitors and Shares	EU 41% US 21%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	49	65	57	79	18%
Brazil	1	1	3	3	60%
Brazil Imports from rest of world	827	639	769	913	3%
Local Brazil Manufacturers	Embraco (903289, 903210), Randon (903289, 903290), Weidmuller	International players active in Brazil	Eaton(903220), Festo	Main Customers/ Segments	Industrial automation, production controlling, optimization of processes in households or enterprises, car manufacturers
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Medium	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Cheaper qualified engineers	Indian Competitive dis-advantage		Imports needed for product ?	Maybe rare earth metals.
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes. A company can provide services related to those products, like consultancy on process optimization on factories. House automation is also happening in Brazil.	Major change in trade policy expected ?	No	What can Indian Government do ?	Look for enterprises in India that provide services of house automation, production optimization and security checking of industrial plants different from the ones currently installed in Brazil. Those will be the most prone to succeed on the selling of those products.
Trade target for 2015	3 % market share	What could go wrong ?	Indian brand image for instrumentation is important	Key strategy to win	Distribution channels and good marketing might make the difference

					between success and failure. More important than the product is to sell innovative automation systems and controlling methods.
Additional Notes and Comments	Automation market has been achieving double-digit growth				

HS Code	Description	Ind to Brz 2011	Import Duty	
90321090	Other automatic thermostats	0.04	18	
90322000	Automatic manostats	0.00	18	
90328100	Automatic hydraulic/pneumatic instruments and appar.	0.03	18	
90328911	Automatic electronic regulators, of voltage	0.03	12	
90328919	Other automatic electronic regulators, of voltage	0.00	18	
90328921	Autom. electronic controllers f/anti-lock braking syst.	0.02	16	
90328923	Autom. electronic controllers f/transmission systems	0.04	16	
90328924	Autom. electronic controllers f/ignition systems	0.00	16	
90328925	Autom. electronic controllers f/injection systems	0.16	16	
90328929	Other autom. electronic controllers f/motor vehicles	0.10	16	
90328981	Automatic instruments and apparatus f/checking pressure	0.05	14	
90328982	Autom. instruments and apparatus f/checking temperature	0.11	14	
90328983	Autom. instruments and apparatus f/checking humidity	0.01	14	
90328984	Autom. instruments and apparatus f/checking speed motors	0.00	14	
90328989	Oth. autom. instrum. and apparatus f/great. checking n/elec	2.23	14	
90328990	Oth. autom. regulating/controlling instrum. and apparatus	0.14	18	
90329010	Circuit printed mounted, f/autom. regulating appar. etc	0.46	12	
90329091	Parts and accessories f/automatic thermostats	0.00	16	
90329099	Parts and access. f/other autom. regulating apparatus, etc	0.03	8	

90321090	Local
MARRARI AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
MDI PRODUTOS E SISTEMAS LTDA. ME	Yes
METALÚRGICA LA PAZ INDÚSTRIA E COMÉRCIO LTDA.	Yes
SULTRÔNICA PRODUTOS ELETRÔNICOS LTDA. ME	yes

90322000	Local
ACROS AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
DIGITROL INDÚSTRIA E COMÉRCIO LTDA.	Yes
FLUID FEEDER INDÚSTRIA E COMÉRCIO LTDA.	Yes
HYTRONIC AUTOMAÇÃO LTDA.	Yes
INDUSTRINAVE EQUIPAMENTOS INDS. E NAVAIS LTDA.	Yes
METAL WORK PNEUMÁTICA DO BRASIL LTDA.	No
NAKA INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
PEROY INDÚSTRIA E EXPORTAÇÃO LTDA.	Yes

SALVI CASAGRANDE MEDIÇÃO E AUTOMATIZAÇÃO LTDA.	Yes
SÓCIOS INSTRUMENTOS DE MEDIÇÃO LTDA.	Yes
WILLY INSTRUMENTOS DE MEDIÇÃO E CONTROLE LTDA.	Yes

90328100	Local
GRAFICTRON BRASIL DE TATUÍ LTDA.	Yes

90328982	Local
BIG DUTCHMAN BRASIL LTDA.	No
CASP S/A.INDÚSTRIA E COMÉRCIO	Yes
DELKRON DO BRASIL COMERCIAL LTDA.	No
GSI BRASIL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS AGROPECUÁRIOS LTDA.	Yes
INCOE INTERNATIONAL BRASIL LTDA.	Não
INDÚSTRIA DE EQUIPAMENTOS ELETRO WISA LTDA.	Sim
INDÚSTRIA E COM.ELETRO ELETRÔNICA GEHAKA LTDA.	Sim
METALÚRGICA LA PAZ INDÚSTRIA E COMÉRCIO LTDA.	Não
MICROBLAU INDÚSTRIA ELETRÔNICA LTDA.	Sim
MOLD-MASTERS DO BRASIL INDÚSTRIA COM.SISTEMAS CÂMARAS QUENTES LTDA.	Sim
SS INDÚSTRIA METALÚRGICA LTDA.	Não
SULTRÔNICA PRODUTOS ELETRÔNICOS LTDA. ME	Não
TECNOESSE INDÚSTRIA E COMÉRCIO LTDA.	Sim

90328989	Local
INDÚSTRIA DE EQUIPAMENTOS ELETRO WISA LTDA.	yes

90328990	Local
VALTEK SULAMERICANA INDÚSTRIA E COMÉRCIO LTDA.	No
WESTLOCK EQUIPAMENTOS DE CONTROLE LTDA.	Yes

Name of the commodity	Prepared binders for foundry molds or cores	Current Level of India Exports to Brazil	6	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	3824	8 Level HS Code Variants	12	Main Competitor s and Shares	EU 40% US 30%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	78	112	117	154	25%

Brazil	6	7	9	6	1%
Brazil Imports from rest of world	409	295	379	475	5%
Local Brazil Manufacturers	Cargill(Innovatti Ind. E Com. De Ésteres Sintéticos.), AcrinorAcrilonitrila(38249024), Atanor (38246000), Mapric (38246000)	International players active in Brazil	3M(382490), Clariant	Main Customers/ Segments	Pharmaceutical (38249086,89, 38246000), food industry (Sorbitol is used to sweeten sugar free gums for example), Sorbitol is also a substitute for glicerol and used to capture iron, aluminum and copper in alkaline solution and to manufacture explosives.
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive disadvantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Probably yes, due to a large local market	Major change in trade policy expected ?	No	What can Indian Government do ?	Look for Indian products without a national similar. Help Indian companies to establish relations in Brazil
Trade target for 2015	3 % market share	What could go wrong ?		Key strategy to win	Indian chemical companies should look at the spectrum of product that they have available and search for compatibilities in the Brazilian Market. On this market, India should focus on product differentiation, for niche segments. For a more broad competition, India would have to develop a cost leadership strategy, which is risky.

Additional Notes and Comments	
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HS Code	Description	Ind to Brz 2011	Import Duty
38246000	Sorbitol, except the polyalcohol d-glucitol	0.03	14
38249021	Dimerized fatty acids	0.22	2
38249022	Preparations containing dimerized fatty acids	0.00	2
38249024	Prep.c/propylene glycol caprylate/propylene glycol capr	0.01	2
38249029	Oth.derivatives of industrial fatty acids, prepar.etc	0.00	14
38249039	Oth.prepar.forrubber/plastic, forresin hardened, etc	0.24	14
38249041	Anti-scaling, anti-rust preparat.or oxidation inhibitors	0.12	14
38249051	Foam inhibitors c/tributyl phosphate sol.in isopr.alcoh	0.02	2
38249082	Halquinol, esters mixtures of dimethylic acids, etc	4.90	2
38249086	Maneb, mancozeb and benzalkonium chloride	0.00	14
38249089	Other produc./preparat. based on organic compounds	0.48	14

Currently traded- Small value- High Growth Potential

Name of the commodity	Sulphates; alums; peroxosulphates	Current Level of India Exports to Brazil	7	Indian Market Share (Rising/ Falling)	4% R
4 Level HS code	2833	8 Level HS Code Variants	9	Main Competitor s and Shares	EU 30% China 34% LatAm 20%
Import Duty (%)	2% or 10%	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	41	68	56	65	17%
Brazil	0	0	2	7	257%
Brazil Imports from rest of world	146	139	160	186	8%
Local Brazil Manufacturers	Brancolitho (28332990), Urimin S.A (28332990)	International players active in Brazil	Bimax(USA), Pangang Titanium (CHI), (28332990) Parklndchem (CHI) (28332990), Wuhan Fangyuan Titanic Dioxid CO (CHI), (28332990), BASF (28332990), Clariant	Main Customers/ Segments	Pharmaceutical(28333000), industrial, cosmetic, medicine, culinary, flame retardant, Chemical Flocculant, Taxidermy, Tobacco Production
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Understand Brazilian market needs, competition with China, if aiming for a price leadership strategy
Major Indian Manufacturers		Major Indian Exporters	K Patel Chemopharma, TGV Group, Fischer Chemic, Grauer & Weil India, Labdhi Chemical Industries, Satyam Pharma, Sheeva International	Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage		Indian Competitive disadvantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Not necessarily	Major change in trade policy expected ?	Not expected but it is possible. Some of those products might become focus of industrial policy	What can Indian Government do ?	Look for Indian products without a national similar.
Trade target for 2015	10	What could go wrong ?	Brazilian import substitution might eventually raise import tariffs	Key strategy to win	Indian chemical companies should look at the spectrum of product that they have available and

					search for compatibilities in the Brazilian Market. Maybe India has different applications for alums, for example. On this market, India should focus on product differentiation, for niche segments. For a more broad competition, India would have to develop a cost leadership strategy, which is risky.
Additional Notes and Comments	Production: -Aluminum Sulphate 250 M, Zinc Sulphate 43 M, Sodium 15M, others sum aprox. 180 M *For this specific product, I considered international players active in Brazil as the exporters.				

HS Code	Description	Ind to Brz 2011	Import Duty
28331900	Other sodium sulphate	0.00	2
28332940	Mercury sulphate	0.13	10
28332950	Lead neutral sulphate	0.00	10
28332960	Cromium sulphates	6.59	10
28332970	Zinc sulphates	0.02	10
28332990	Other sulphates	0.05	10
28333000	Alums	0.00	10
28334090	Other peroxosulphates (persulphates)	0.08	2

Name of the commodity	Synthetic staple fibers, not carded, combed or otherwise processed for spinning	Current Level of India Exports to Brazil	5	Indian Market Share (Rising/ Falling)	4% R
4 Level HS code	5503	8 Level HS Code Variants	2	Main Competitors and Shares	36% China 30% Midd E
Import Duty (%)	2% or 16% (16% for relevant products)	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	199	174	198	267	10%
Brazil	4	2	2	5	6%
Brazil Imports from rest of world	99	71	95	127	9%
Local Brazil Manufacturers	Arteplas, Cotonificio de Andira, Ecofabril, Freudenberg, Inylbra, Rhodia Ster, Texfyt, Unafibras	International players active in Brazil	Dupont	Main Customers/ Segments	Textile, clothing, automotive
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	

Major Indian Manufacturers		Major Indian Exporters	Deepak Spinners, Indorama Synthetics, Reliance Industry, Aditya Birla Group	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Low	Natural Resource Intensity	Medium
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Probably not. Textile industry in Brazil is not doing well and cannot compete with Asia	Major change in trade policy expected ?	There could emerge a government prone to re-structure the Brazilian textile supply chain. With the party currently in charge, this is unlikely to happen	What can Indian Government do ?	Make a catalog of indian companies
Trade target for 2015	10	What could go wrong ?		Key strategy to win	Supply cheaper than other Asian manufactures. Develop products suitable for Brazilian taste. Keep ahead of the competition. Invest on distribution channels
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	
55032090	Other fibres	4.38	16
55033000	Acrylic/modacrylic fibres, no carded, etc	0.01	16

Name of the commodity	T-Shirts	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	6109	8 Level HS Code Variants	2	Main Competitors and Shares	
Import Duty (%)	35%	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					

Local Brazil Manufacturers	Hering, Guaraná Brasil, Colcci, Ave Maria, Carmin, Dudalina, A Mulher do Padre, Cavaleira, Ópera Rock, a lot of independent producers.	International players active in Brazil	Zara, Burberry, Nike, Adidas, Reebok, Calvin Klein, Armani, Le Lis Blanc	Main Customers/ Segments	Households, uniforms
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	Not necessarily	Challenges and Barriers for trade	Low unitary value
Major Indian Manufacturers		Major Indian Exporters	A-Team Clothing, AD Textile, Armstrong Knitting Mills, Aryan Textile, Alfa tex-Overseas, Levi-Strauss, Meridian Apparels, Rado Knit Fashion, Sudarsan Clothing Company, Unitex Exports, York Exports	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Medium	Natural Resource Intensity	High
Indian Competitive Advantage	Cheaper production costs	Indian Competitive dis-advantage	Lack of Branding, lack of contact with final customer	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Deliver a report on latest fashion tendencies in Brazil to the stylists in India. Do workshops for them to design products for the Brazilian Market.
Trade target for 2015		What could go wrong ?		Key strategy to win	Develop partnerships with Brazilian brands to outsource production to India. Alternatively, develop indian own distribution channels directly to the customer. Do brand development and CS.
Additional Notes and Comments					

Name of the commodity	Insulate Fitting for electrical	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	8547	8 Level HS Code Variants		Main Competitors and Shares	

Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					
Local Brazil Manufacturers		International players active in Brazil		Main Customers/ Segments	
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?		Major change in trade policy expected ?		What can Indian Government do ?	
Trade target for 2015		What could go wrong ?		Key strategy to win	
Additional Notes and Comments					

Name of the commodity	Perfumes and toilet waters	Current Level of India Exports to Brazil	4	Indian Market Share (Rising/ Falling)	3% R
4 Level HS code	3303	8 Level HS Code Variants	2	Main Competitors and Shares	EU 70% Mercosul 10%
Import Duty (%)	42% Perfumes, 12% Toilet water	Technical Barriers to Trade	ANVISA registration	Phyto Sanitary Barriers	Medium
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	54	82	82	85	16%
Brazil	0	1	3	4	243%
Brazil Imports from rest of world	61	56	99	117	24%
Local Brazil Manufacturers	Boticário, Natura, Avon, Jequití, Anway, Herbalife, over 100 direct sales companies. Some companies that produces but	International players active in Brazil	Carolina Herrera, Chanel, Paco Rabane, Dior, Prada, Armani	Main Customers/ Segments	Households, buying either in department stores or direct sales

	don't have a strong brand are Inovatec, Flora and Jade Cosméticos , Laboratório aclimação. Those companies provide 3 kind of services: production of fragrances that they patented, development of new fragrances for production and production of fragrances developed by the client.				
Is the Brazilian Industry Fragmented ?	No, leaders have a high market share	Are Credit Facilities needed to sell ?	No, but it can boost direct sales	Challenges and Barriers for trade	High growth of domestic markets, competition for distribution channels
Major Indian Manufacturers		Major Indian Exporters	Clarion Cosmetics, Grace Universal, Hindustan Essential Oil Company	Major Indian Exporters to Brazil	
Labor Intensity of Product	Medium	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Lower production costs	Indian Competitive dis-advantage	Brazilian biodiversity and low cost of natural resources. Brazilian control of direct sales channel. The more refined consumers prefer European brands.	Imports needed for product ?	No, or very few.
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, Brazil is rich in biodiversity, which means a rich ground for product development. An Hindu-Brazilian enterprise, create to service both markets might be good business	Major change in trade policy expected ?	No, as Brazil is strong in this market, protectionism is not the focus	What can Indian Government do ?	Present Brazilian companies to Indian companies interested in bringing Brazilian products to India. If they want to sell in Brazilian
Trade target for 2015	8	What could go wrong ?	Non-acceptance of Indian products by the public. Failure to compete against European and Brazilian producers.	Key strategy to win	As India is a huge market and Brazil produces fine products that are not yet present in international markets, sell Brazilian products in Asia. Bring Indian products directed to class C and try to implement a

					direct sales channel. The best strategy is to focus on 1 or 2 major Indian companies.
Additional Notes and Comments	Cosmetics, perfumes and personal Higiene production (R\$ 10B) Cologne water production (R\$ 475M) Perfume(extracts) production(R\$ 10 M) Each direct salesman in Brazil sell at an average price of R\$300/month. This market is still growing. Direct sales had a revenue of R\$50 billion in 2011, putting Brazil as the 5th largest global market, behing USA, Japan, Korea and China. There are currently 4.2 Million sellers, and rising. List of associates of ABVED http://www.abevd.org.br/htdocs/index.php?secao=associados, Site of the cosmetic association http://www.abihpec.org.br/en Association annual report http://www.abihpec.org.br/wp-content/uploads/2012/anuario/ABIHPEC_2010.pdf				

HS Code	Description	Ind to Brz 2011	Import Duty
33030010	Perfume	0.08	18
33030020	Cologne water	3.95	18

Name of the commodity	Optical fibers and optical fiber bundles; optical fiber cables	Current Level of India Exports to Brazil	3	Indian Market Share (Rising/ Falling)	3% R
4 Level HS code	9001	8 Level HS Code Variants	4	Main Competitors and Shares	Asia 38% Eu 27% US 30%
Import Duty (%)		Technical Barriers to Trade	No technical barriers.	Phyto Sanitary Barriers	None
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	Low, as product is light and has high aggregated value(?)
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	76	111	159	164	29%
Brazil	0	0	0	3	562%
Brazil Imports from rest of world	64	61	84	114	21%
Local Brazil Manufacturers	See Bellow	International players active in Brazil	See Below	Main Customers/ Segments	Data transmission for companies and households, pressure and temperature monitoring, lens for medical/cientifical equipment, lens for glasses, Telecom companies, lightning, cable TV
Is the Brazilian Industry Fragmented ?	No, some few companies dominate each phase of the supply chain	Are Credit Facilities needed to sell ?	probably not	Challenges and Barriers for trade	Currency devaluation that is taking course might reduce import needs for

					this product
Major Indian Manufacturers		Major Indian Exporters	Asaco Private, Lapp India, Sterlite Technologies, Surana Telecom and Power	Major Indian Exporters to Brazil	
Labor Intensity of Product	high, scientists	Capital Intensity of Product	High	Natural Resource Intensity	Low
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, inside Campinas technological hub. Probably it is more profitable to produce for India using Brazilian technology then the other way around.	Major change in trade policy expected ?	No	What can Indian Government do ?	Institutional relations to bring Indian enterprises to Campinas. Disclose information of public tenders for optical ring.
Trade target for 2015	10	What could go wrong ?	This sector is particularly sensitive to technological disrupture. As Brazilian enterprises are running to lower the costs of the cable, Indian products might not be as competitive. But this is also an opportunity to make alliances with Brazilian companies, supplying or sourcing technology.	Key strategy to win	Be in Brazil. In this sector, great value is added by services related to the products. One strategy is to install optic fiber at low cost for Telecom operators. Supply components for Telefônica and Furogawa, that will work on the expansion of the optical ring in 2013. Invest in lowering installation costs. The final consumer pay around R\$ 2000. The price should lower to R\$ 600 in the next few years. The cables are getting cheaper. The high cost is specially due to the lack of qualified workers to install optic fiber. One good strategy is to offer competitive internet services for less than 15 MBPs. For lens, it is possible to bring in low cost Indian products.

Additional Notes and Comments	Labs of the CPqD in Campinas are developing cutting-edge solutions in this area. They develop technology and then transfer to private sector enterprises to manufacture and commercialize. One of this companies is WXBR. With the national broadband program, the sector should gain momentum. Campinas is definitely the main technological hub in Brazil for this technology. Optical Couplers can be manufacturer at lower price in Brazil then in Asia, as probably some other optic products. Investment in optic fiber can follow the investment in ducts for transporting oil and gas. Currently only Telefonica and Oi can provide service to install optic fiber in the last mile. And they don't operate in every city CCR, a big Brazilian enterprise created to win public auction, will invest in the next years R\$ 200 M in optic fibers
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HS Code	Description	Ind to Brz 2011	Import Duty
90011011	Optical fibres,nucleus diam.<11micron	2.11	12
90011020	Optical fibre bundles and cables	0.78	14
90014000	Spectacle lenses of glasses	0.01	18
90019010	Other lenses, not mounted	0.00	18

Enterprise	Product	Local
Padtec	Optic transmission system*	Yes
Lupatech	Sensors in optic fiber to monitor the pressure and temperature, especially for Oil&Gas Sector	Yes
Furukawa	Optic transmission systems	No
WXBR	Optic transmission systems	yes
Ascenty	Optic transmission systems	Yes
MMO	Lens and optical components	Yes
Prysmian	Optical transmission systems	No
Telcom	Optical transmission systems	Yes
Kavo	Lens for cientifical equipment	No
Draka	Optical transmission systems	No
Fasa	Optic fiber for lightning systems	Yes
ASGA	Optical transmission systems/ Opticaleletrical equipment manufacture. Tech production	Yes
Fotônica	Optical transmission systems. Tech production	Yes
Xtal	Optical transmissions systems	Yes (but now has been acquired by an American company)
Optolink	Optical components, tech production	Yes
Arquitetura da Luz	Optic fiber for lightning systems	Yes
Fibracem	Manufacture of optic fiber	Yes

Metrocable	Optical transmissions systems	Yes
Draktel	Manufacture of optic fiber	Joint venture between Telco and Draka (dutch group)
Telco	Infra-structure for telecom	Yes
Alcatel Lucent	Optical transmissions systems	No
Ciena	Equipment for optic fiber system	Yes
Diamond	Optic fiber system	No
Selftech	Optic Fiber system but no manufacture	Yes

* To say that a company product is optical transmission system mean that the company manufacture the product and provide service for installation, repair, capacitation etc.

Name of the commodity	Printed books, brochures, leaflets and similar printed matter, whether or not in single sheets	Current Level of India Exports to Brazil	2	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	4901	8 Level HS Code Variants	2	Main Competitors and Shares	China 30% EU 29%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	145	164	151	176	7%
Brazil	0	0	1	2	209%
Brazil Imports from rest of world	131	116	142	180	11%
Local Brazil Manufacturers	Editora Abril, Melhoramentos, LP&M Pocket, Martins Fontes	International players active in Brazil	Larousse, Barsa, Harvard Business Review, The Economist etc	Main Customers/ Segments	Academics, students, teachers
Is the Brazilian Industry Fragmented ?	No, few larger publishers control the market	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Language is the main barrier, also distribution costs
Major Indian Manufacturers		Major Indian Exporters	Dolphin Publications, Gopson Papers, Shiv Exlm	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Low	Natural Resource Intensity	Low
Indian Competitive Advantage	Academic excellence in many fields	Indian Competitive dis-advantage	Price of foreign publications in Brazil	Imports needed for product ?	No

Will manufacturing locally in Brazil make sense ? if not why not ?	No, unless if it is a big project to compete with the major publishers	Major change in trade policy expected ?	No	What can Indian Government do ?	Foment a distribution network of some major indian publishers through the universities
Trade target for 2015	9	What could go wrong ?		Key strategy to win	Develop distribution channels
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty
49019100	Dictionaries and encyclopaedias, serial instalment thereof	0.28	0
49019900	Oth.printed books, brochures and similar printed	1.80	0

Name of the commodity	Pens and Pencils	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	9608	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	18	Technical Barriers to Trade	No	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					
Local Brazil Manufacturers	Injex Pen, Acrilex	International players active in Brazil	Faber Castell, BIC, Monblanc, Compactor, Crown, Aurora, Parker Duofold Centennial, Waterman, Sheaffer, Pilot,Zoot, Autopoint, Pentel	Main Customers/ Segments	Households, designers, architects, artists, pen manufacturers
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Aarti Writing Products, Camlin, Hindustan Pencil, Kores International, National Pens & Plastic Industries	Major Indian Exporters to Brazil	

Labor Intensity of Product	Medium	Capital Intensity of Product	Medium	Natural Resource Intensity	Medium
Indian Competitive Advantage	Lower production costs, scale gains	Indian Competitive dis-advantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	It could make sense only if final costs are lower	Major change in trade policy expected ?	No	What can Indian Government do ?	Help the pen manufacturers in India to do agreement with distributors in Brazil
Trade target for 2015		What could go wrong ?		Key strategy to win	Good distribution system, availability on many points of sale. Investments in design and durability.
Additional Notes and Comments					

Name of the commodity	Support for beds (somiês); mattresses, duvets, pillows, ottomans, pillows and the like, fitted with springs or stuffed or internally fitted with any material comprising these articles of rubber or plastics, whether or not covered.	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	9404	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	18	Technical Barriers to Trade	INMETRO	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					
Local Brazil Manufacturers	Cristalflex, Americanflex, Esplanada, Ortobom, Dilleto, Todeschini, Brudden, Leone	International players active in Brazil	Limansky, Starsprings, Serta, Sealy	Main Customers/ Segments	Households, Hospitals, Hotels and Motels
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	

Major Indian Manufacturers		Major Indian Exporters	Kurl on, Parameswari Textile, Banaras Beads India	Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	high
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, for giving lower delivery times on stores	Major change in trade policy expected ?	No	What can Indian Government do ?	Aid local producers to relate with Brazilian furniture retailers
Trade target for 2015		What could go wrong ?		Key strategy to win	Invest on durable, comfortable, cheap products. Form local partnerships with furniture retailers
Additional Notes and Comments					

Product Name	Hand Tools	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	8205	8 Level HS Code Variants	9	Main Competitors and Shares	
Import Duty (%)	18	Technical Barriers to Trade	INMETRO	Phyto Sanitary Barriers	No
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					
Local Brazil Manufacturers	Biehl, ITECE, SImetal (Ramada), Bellota, Gedore, Leone	International players active in Brazil	Bolhoff, Oregon, Metso, Black & Decker, Apex Tool Group, Makita, Marcon, Bosch, Inmes	Main Customers/ Segments	Industry, Agriculture, Home Repairs, Mining, Machine repairs and production
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Different market needs and practices
Major Indian Manufacturers		Major Indian Exporters	Stubby Tools, AK power Industry, Eastman Impex, Kairon Forging, Manav Tools, Venus Industrial Corporation, Victor Forging	Major Indian Exporters to Brazil	

Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Try to match Brazilian retailers and Indian producers.
Trade target for 2015		What could go wrong ?		Key strategy to win	Understand market logic and the needs of workers that use those tools in Brazil. Joint development of products with Brazilian companies. Provide products that have a good Price X Value Equation
Additional Notes and Comments					

82.05	Ferramentas manuais (incluindo os corta-vidros (diamantes de vidraceiro)) não especificadas nem compreendidas noutras posições; lâmpadas ou lamparinas, de soldar (maçaricos) e semelhantes; tornos de apertar, sargentos e semelhantes, exceto os acessórios ou partes de máquinas-ferramentas; bigornas; forjas portáteis; mós com armação, manuais ou de pedal.	
8205.10.00	- Ferramentas de furar ou de roscar	8
8205.20.00	- Martelos e marretas	8
8205.30.00	- Plainas, formões, goivas e ferramentas cortantes semelhantes, para trabalhar madeira	8
8205.40.00	- Chaves de fenda	8
8205.5	- Outras ferramentas manuais (incluindo os corta-vidros (diamantes de vidraceiro)):	
8205.51.00	-- De uso doméstico	8
8205.59.00	-- Outras	8
8205.60.00	- Lâmpadas ou lamparinas, de soldar (maçaricos) e semelhantes	8
8205.70.00	- Tornos de apertar, sargentos e semelhantes	8
8205.90.00	- Outros, incluindo os sortidos constituídos por artefatos incluídos em pelo menos duas das subposições da presente posição	8

Name of the commodity	Keys and wrenches (including torque wrenches); interchangeable spanner sockets, with or without handles	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	8204	8 Level HS Code Variants	3	Main Competitors and Shares	
Import Duty (%)	18	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					
Local Brazil Manufacturers	Bellota, Gedore	International players active in Brazil	Black & Decker, Apex Tool Group	Main Customers/ Segments	
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Eastmen, Hindustan Everest Tools, JK Files (India), Manav Tools	Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Try to match Brazilian retailers and Indian producers.
Trade target for 2015		What could go wrong ?		Key strategy to win	Understand market logic and the needs of workers that use those tools in Brazil. Joint development of products with Brazilian companies. Provide products that have a good Price X Value Equation
Additional Notes and Comments					

Currently traded- Small Value- Moderate growth potential

Name of the commodity	Juice and Vegetable extract	Current Level of India Exports to Brazil	10	Indian Market Share (Rising/ Falling)	12% R
4 Level HS code	1302	8 Level HS Code Variants		Main Competitors and Shares	USA (19,5%) Ger (11.3%), Chile (8%)
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	ANVISA
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	high
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				735	
Brazil	6	5	6	10	20%
Brazil Imports from rest of world	78	79	84	87	4%
Local Brazil Manufacturers	Bio Inter, Sabores e Aromas, Açaí expresso, Amêndoas do Brasil, Avon, Blue Macaw Flora, Boticário, Resibrás, Companhia Industrial de Óleo do Nordeste, Herboflora, Green Foods, Herbarium, Jungconsult, Centroflora, Oligobasics, Opus, Latinex, Pharma Nostra, Phyto Planet, Prover Brasil, Quinabra, Pharma Nostra, Santos Flora, Solabia, Takasago, União Química, Usibrás, Imcopa	International players active in Brazil	Givaldan-Roure, Indukern	Main Customers/ Segments	Food, Medicines, Chemical Industry, Cosmetics, Microbiology
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Central Drug House, OlitaScientific Works, Qualikems Fine Chemical, Gujarat, Safyast	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Low	Natural Resource Intensity	High
Indian Competitive Advantage	Chemical Industry Size, Lower Production Costs, Indian vegetables that have a lot in common, unique species to India	Indian Competitive dis-advantage	Brazilian Diversity of Natural Resources	Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Joint development of solutions for production and extraction of those products, especially in

					terms of work with the local communities, but also in development all links on the supply chain.
Trade target for 2015		What could go wrong ?		Key strategy to win	Develop strategies of joint product development. Enter the Brazilian Market to find new products. Use Brazil as a platform for export products made from Brazilian plants. Introduce Indian products in the Brazilian Market
Additional Notes and Comments					

1302.11.10	Concentrados de palha de papoula	8
1302.11.90	Outros	8
1302.12.00	-- De alcaçuz	8
1302.13.00	-- De lúpulo	8
1302.19.10	De mamão (<i>Carica papaya</i>), seco	8
1302.19.20	De semente de toranja ou de pomelo	8
1302.19.30	De gin kgo biloba, seco	2
1302.19.40	Valepotriatos	2
1302.19.50	De ginseng	2
1302.19.60	Silimarina	14
1302.19.91	De piretro ou de raízes de plantas que contenha rotenona	2
1302.19.99	Outros	8
1302.20.10	Matérias pécticas (pectinas)	8
1302.20.90	Outros	8
1302.31.00	-- Ágar-ágar	10
1302.32.11	Farinha de endosperma	8
1302.32.19	Outros	8
1302.32.20	De sementes de guaré	8
1302.39.10	Carragenina (musgo-da-irlanda)	10
1302.39.90	Outros	8

Name of the commodity	Lamps and lighting fittings including searchlights and spotlights and parts thereof	Current Level of India Exports to Brazil	2	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	9405	8 Level HS Code Variants	10	Main Competitor s and Shares	China 63%

Import Duty (%)		Technical Barriers to Trade	Different pattern of plug for power in Brazil (unique in the world)	Phyto Sanitary Barriers	None
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	21	61	62	92	65%
Brazil	0	1	1	2	68%
Brazil Imports from rest of world	100	88	139	181	22%
Local Brazil Manufacturers	Alle (Furniture & Chand), cores da terra (candle support), Clarãoiluminação (public lightning), Armil(lamps for various applications), Artefato (furniture), Trust technical lightning, Tramontina (consumer goods), Gerbar (ventilators), Incavel (lightning for buses), Faro Design (Chand.), Interlight lightning systems, improved (lightning for med. Applications), Light Group (for commercial applications), Lumibrás, Lumini, maccomevap, madelustre, Projeto (public environments), RCG, Sismatec (medical app.),	International players active in Brazil	Nitto, Starlux, Startape, Stargel, Sumo and Marka exports to Brazil through a company called Transimar., SYlvania	Main Customers/ Segments	Construction sites, commercial buidings, shopping centers, museums, galleries, restaurants, household, public lightning, industrial plants, engineering companies, furniture stores,medical application, etc,
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Dharma Brass,Instapower, Kunstocom (India), , Shree Krishna	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Medium	Natural Resource Intensity	High
Indian Competitive Advantage	Cheaper labor, materials	Indian Competitive dis-advantage	Relationship with the costumers	Imports needed for product ?	No

Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, low delivery time is important, beside relation with distributors.	Major change in trade policy expected ?	No	What can Indian Government do ?	Help indian enterprises in the sector to find distributors and clients in Brazil.
Trade target for 2015	With project exports targeted at sporting events, one could have a USD 20 M sales in 2015	What could go wrong ?	Chinese aggression in stealing market share, Brazilian anti-dumping, protectionism due to local BNDES funding	Key strategy to win	1) Provide cheaper lightning for industrial application (or more energy efficient) 2) Provide products differentiated by design, at premium prices. 3) Form alliances with contractors, engineering and architect firms, to source materials for them
Additional Notes and Comments	Focus on LED lights, large construction projects are coming				

HS Code	Description	Ind to Brz 2011	Import Duty	
94051092	Chand.andelect.lampsligh.fittin.ofglass.f/ceil/wall	0.04	18	
94051093	Chand.andelect.lampsligh.fittin.basemet.f/ceil/wall	0.13	18	
94051099	Chand.andelect.lampsligh.fittin.oth.mat.f/ceil/wall	0.03	18	
94052000	Bedside or office electric lamps,etc	0.31	18	
94053000	Lighting sets f/christmas trees	0.00	18	
94054010	Oth.electric lamps and lighting fittings,of base metal	0.07	18	
94054090	Oth.electric lamps and light.fittings,ofoth.materials	0.03	18	
94055000	Non-electrical lamps and lighting fittings	0.93	18	
94059100	Parts f/lamps and lighting fittings,of glass	0.01	18	
94059900	Parts f/lamps and lighting fittings,of other materials	0.08	18	

Name of the commodity	Fatty acids Industrial monocarboxylic acid oils from refining, industrial fatty alcohols.	Current Level of India Exports to Brazil	14	Indian Market Share (Rising/ Falling)	9% Falling
4 Level HS code	3823	8 Level HS Code Variants		Main Competitor s and Shares	
Import Duty (%)	2-6%	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				203	
Brazil	16	8	8	14	-5%
Brazil Imports from rest of world	129	65	90	150	5%
Local Brazil Manufacturers	Ceralit, Imcopa, , Miracema Nuodex	International players active in Brazil	Cargill, BASF, Bungee	Main Customers/ Segments	Nutritional enrichment of food, wax production, Detergent and soap production, Solvents, Biofuels, Chemical Agents, Pigment production, plastic production, Grease Production, Industrial Lubrication
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Aditya, Foods Fats and Fertilizers, Godrej, TGV Group, VVF Limited	Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Chemical Industry Size, Lower Production Costs	Indian Competitive dis-advantage	Brazilian Diversity of Natural Resources	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Foment initiatives of joint technology development and research on natural resources.
Trade target for 2015	One should maintain share of 10 %	What could go wrong ?		Key strategy to win	Bring in innovative products to the Brazilian Market
Additional Notes and Comments					

3823.11.00	-- Ácido esteárico	6
3823.12.00	-- Ácido oleico	6
3823.13.00	-- Ácidos graxos do <i>tall oil</i>	2
3823.19.00	-- Outros	2
3823.70.10	Esteárico	2
3823.70.20	Láurico	2
3823.70.30	Outras misturas de álcoois primários alifáticos	2
3823.70.90	Outros	2

Future Products- High Growth Potential

Name of the commodity	Tableware and other household articles and hygienic or toilet articles, of plastics.	Current Level of India Exports to Brazil	0.3	Indian Market Share (Rising/ Falling)	0%
4 Level HS code	3924	8 Level HS Code Variants		Main Competitors and Shares	China, USA, Argentina
Import Duty (%)	18	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				118	
Brazil	0.0	0.0	0.1	0.3	76%
Brazil Imports from rest of world	44	38	62	86	25%
Local Brazil Manufacturers	Plasmont, Plasnew, Mondi, Tramontina, Strawplastic	International players active in Brazil		Main Customers/ Segments	Households, Restaurants, Hospitals, Schools
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Chanda International, Hindustan Sanitary Wear, Natonal Plastic Industry	Major Indian Exporters to Brazil	
Labor Intensity of Product	Medium	Capital Intensity of Product	Medium	Natural Resource Intensity	Medium
Indian Competitive Advantage	Cost	Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	No, cost is imperative on this market	Major change in trade policy expected ?	No	What can Indian Government do ?	Help indian manufacturers to find distributors in Brazil
Trade target for 2015		What could go wrong ?	The demand for this product should be very elastic.	Key strategy to win	Not necessarily take market share from China, instead, focus on higher added value products and don't go into a price war. Go for fashion, design and high end consumers might be a good alternative.
Additional Notes and Comments					

39.24	Tableware and other household articles and hygienic or toilet articles, of plastics.	
3924.10.00	- Tableware and other tableware and kitchenware	10
3924.90.00	- Others	10

Name of the commodity	3212	Current Level of India Exports to Brazil	0.2	Indian Market Share (Rising/ Falling)	0%
4 Level HS code	Pigments for paints	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	14	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				124	
Brazil	0.0	0.0	0.2	0.2	239%
Brazil Imports from rest of world	48	37	49	49	1%
Local Brazil Manufacturers	Boticário, Aldoro, Annetta, Coim, Farben, Guarany, PPG, Revest Sul, Rochesa, Sayerlack, Tintas Coral, Transcor, Tecbril, Yndac	International players active in Brazil	Akzo Nobel, Clariant, BASF, Color Matrix, Dupont, ITW, Hmy, Phoenix, CPS Color, PPG Industries, Summer Paints , Sericol, Sun Chemicals,	Main Customers/ Segments	Construction, Clothing, Packages, Cosmetics , Vehicle Manufacturing, Machinery manufacturing
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Heubach Color, Devarsons Industry, Ducol Organics and colors, IMH Corporation, K Patel	Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage	Costs	Indian Competitive dis-advantage	Distribution Network	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, As those products have many applications, it makes sense to manufacture some of those in Brazil	Major change in trade policy expected ?	No	What can Indian Government do ?	Promote the Indian products superior to the Brazilian ones or without Brazilian equivalent
Trade target for 2015		What could go wrong ?		Key strategy to win	Enter the market through M&A. Invest on distribution channels and logistics.
Additional Notes and Comments					

32.12	Pigments (including metallic powders and flakes) dispersed in non-aqueous media, in liquid or paste form, of a kind used in the manufacture of paints; leaves to mark the iron; dyes and other coloring matter put up in forms or packings for retail sale retail.	
3212.10.00	- Leaves to mark the iron	14
3212.90	- Others	
3212.90.10	Aluminum powder or flakes, slurried with hydrocarbon type solvent, with an aluminum content of not less than 60% by weight	14
3212.90.90	Others	14

Name of the commodity	Odorific Substances for making perfume and for food industry	Current Level of India Exports to Brazil	0.2	Indian Market Share (Rising/ Falling)	0%
4 Level HS code	3302	8 Level HS Code Variants		Main Competitors and Shares	USA (31%), Ireland (16%), Switzerland (7%)
Import Duty (%)	14	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				125	
Brazil	0.0	0.1	0.2	0.2	74%
Brazil Imports from rest of world	68	68	90	119	21%
Local Brazil Manufacturers	Bayonne, Bechara Suleiman, Betula, Bioscientific, Corpus Cosmetics, Cosmotec, Natura, IPEC, Arisco, Mavalario, Via Nectare, Vittaflavor,	International players active in Brazil	Quest International, Cargill, CHR Hansen, Givaudan-Roure, Merck, Mane, Ottens Flavors, Agrana, Dragoco, Warner Lambert	Main Customers/ Segments	Perfume making, food industry, Cosmetics
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	Ankita, D. R Dyechem India, IBIS Chemie International, Indo World Tranding Corporation, Grace Universal, Indian Botanic Products, Herbal Indu, Indian Botanical Products, A.M Aromatic Products	Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	No

Will manufacturing locally in Brazil make sense ?if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Help Indian Manufacturers to present their products in Brazil
Trade target for 2015		What could go wrong ?		Key strategy to win	Invest on relationships with the Brazilian food and cosmetic industry. Enter the market through M&A
Additional Notes and Comments					

33.02	Mixtures of odoriferous substances and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in industry; preparations based on odoriferous substances, of a kind used for the manufacture of beverages.	
3302.10.00	Of a kind used for food or drink	14
3302.90	- Others	
3302.90.1	for perfumery	
3302.90.11	Vetiverol	14
3302.90.19	Others	14
3302.90.90	Others	14

Name of the commodity	Parts of Helicopter	Current Level of India Exports to Brazil		Indian Market Share (Rising/ Falling)	
4 Level HS code	8803	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	0	Technical Barriers to Trade	INMETRO, Airforce	Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World					
Brazil					
Brazil Imports from rest of world					
Local Brazil Manufacturers	Aeroeletrônica, Eleb, Gespi, Graúna Aerospace, Helibrás, Sopecaero-Sopaer, InbraAirspace	International players active in Brazil	Argos Global Partner, Honeywell, Jet Star, Planestate Aircraft	Main Customers/ Segments	Helicopter Manufacturing
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?	Yes	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters	KV International, Ishan International, Luman	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	High	Natural Resource Intensity	High

Indian Competitive Advantage	Cost of production	Indian Competitive dis-advantage	Tecnology	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes, Brazil has a skilled engineers for making those parts	Major change in trade policy expected ?	No	What can Indian Government do ?	Promote encounters between executives on both the Indian Industry and the Brazilian Industry
Trade target for 2015		What could go wrong ?		Key strategy to win	Develop a supply chain using Hindu-Brazilian Synergies to make a world class aviation industry. Direct competition with China and USA Is necessary
Additional Notes and Comments	China is jeopardizing USA position as the main Brazilian supplier of those parts.				

88.03	Parts of vehicles and apparatus of heading 88.01 or 88.02.	
8803.10.00	- Propellers and rotors and parts there	0
8803.20.00	- Landing gear and parts	0
8803.30.00	- Other parts of airplanes or helicopters	0
8803.90.00	- Others	0

Future Products- Moderate Growth Potential

Name of the commodity	Gaskets and similar joints of metal sheeting combined with other material or of two or more layers of metal	Current Level of India Exports to Brazil	0.3	Indian Market Share (Rising/ Falling)	0.15
4 Level HS code	8484	8 Level HS Code Variants	3	Main Competitors and Shares	US 40 Midd E 30 EU 20
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	78	79	63	91	5%
Brazil	0	0	0	0	31%
Brazil Imports from rest of world	83	70	110	171	27%
Local Brazil Manufacturers	848410- Aflon, Dinatécnica,, Indústrias Colombo, Lamiflex, Sênior do Brasil, Weir 848420- Aessal, Aflon, Aparecida Stopa, Brayton, ,Du-oLap, Eng-Ved, Equimar, Equipe Indústria mecânica, Indústria Paulista de Componentes, Juntas Brasil, KSB Bombas Hidráulicas, Lamiflex, Magno Plasbor, Malavase, MetalurgicaGrofe, Selco 848490- Aflon, Balg, Dinatécnica, Indústrias Colombo, Gamaflex, Juntas I.B, Juntas Brasil, Lamiflex, NF equipamentos, Polifluor, Sênior, Teadit Juntas, Usimig	International players active in Brazil	84810- Eagleburgmann 848420- compressor product International, Dawson Marine, Flex-a-seal, Eagleburgmann, Chesco, Flowserve, Freudenberg Nok, Garlok, GE Oil & Gas, Neuman&Esser, Richard Klinger, Smiths Brasil div. John Crane, Sulzer pumps, Weir 848490- Chesco, Dover, Eagleburgmann, Mersen, Trox, Weir	Main Customers/ Segments	Application in Pumps, Compressors, Blenders, turbines and engines
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Brazilian law of minimum national content for vehicles locally produced
Major Indian Manufacturers	Leak Control Chennai, Good Luck Gasket , Delhi , Agrim Components	Major Indian Exporters	Suri International, Adsorbent Carbon, Tata International, Paras Engineering	Major Indian Exporters to Brazil	

	Pvt.Ltd.,Banco Products(India) Ltd., Bony Polymers Pvt Ltd.,K.R. Industries,Roop Polymers Ltd.				
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Depends on price advantage, as this product is highly commoditized.	Major change in trade policy expected ?	No	What can Indian Government do ?	Find better ways to distribute those Indian products in Brazil
Trade target for 2015	8	What could go wrong ?		Key strategy to win	Gain price and distribution channel advantage.
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
84841000	Gaskets/sim.joints of met.sheet.comb.ot.mat.layer metal	0.08	16	
84842000	Mechanical seals	0.07	14	
84849000	Games/assortments of joints, in bags, envelopes, etc	0.11	16	

Name of the commodity	Brooms, Brushes, hand operated sweepers	Current Level of India Exports to Brazil	0.02	Indian Market Share (Rising/ Falling)	0%
4 Level HS code	9603	8 Level HS Code Variants		Main Competitors and Shares	
Import Duty (%)	18	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World				55	
Brazil	0.01	0.03	0.03	0.02	15%
Brazil Imports from rest of world	59	52	82	90	15%
Local Brazil Manufacturers	Botech, Ceccato, BRSM, ,	International players active in Brazil	Bobst, Colgate, Dentsply, Flexsteel, Krones	Main Customers/ Segments	Brooms, Pencils, tooth Brush, Parts of machinery, equipment for cleaning houses, commercial and industrial installations and vehicles

Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers	Hindustan Broom Co., Attitude Life Science products Pvt Ltd	Major Indian Exporters	Metro Exporters, Vivek International, P.S. Dayma& Sons	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Medium	Natural Resource Intensity	Low
Indian Competitive Advantage	Lower cost of production	Indian Competitive dis-advantage	Distribution Channels	Imports needed for product ?	
Will manufacturing locally in Brazil make sense ?if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	Promote encounters between Indian Manufactures, Brazilian retailers and industries that use those products
Trade target for 2015		What could go wrong ?		Key strategy to win	Create distribution channels
Additional Notes and Comments					

Name of the commodity	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	Current Level of India Exports to Brazil	0.03	Indian Market Share (Rising/ Falling)	0.001% R
4 Level HS code	3002	8 Level HS Code Variants	4	Main Competitors and Shares	EU 65%, US 20%
Import Duty (%)	2%	Technical Barriers to Trade		Phyto Sanitary Barriers	Fundo Nacional de Saude, Brazilian Health Ministry, must approve. If its obtained from animals or for agricultural purposes, it has to be approved from the agriculture ministry.
Shipment from India is through		One 20 feet container holds how many ?	73,246 bags of 450 ml.	Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	141.05	231.23	204.96	251.97	21%
Brazil	36	0	0	0	-90%
Brazil Imports from rest of world	1364	1589	2600	2591	24%
Local Brazil Manufacturers	Hemobrás, Instituto de Tecnologia em Imunobiológicos (Biomanguinhos/Fiocruz-RJ), Butantan (SP),	International players active in Brazil	Laboratoire Français du Fractionnement e des Biotechnologies	Main Customers/ Segments	Pharmaceutical and medical

	Instituto Vital Brazil (IVB-RJ), Instituto de Tecnologia do Paraná (Tecpar-PR), Fundação Ezequiel Dias(Funed-MG), Fundação Ataulfo de Paiva (FAP-RJ) e Instituto de Pesquisas Biológicas (IPB-RS),Fundação do Sangue, LIP, Hemope, fundação hemocentro de Brasília		(LFB) FBMFarma imports from Kamada, a Israeli lab, and Grifols, a Spanish lab, Baxter and Octapharma		
Is the Brazilian Industry Fragmented ?	75 hemocenters collecting 75,000 liters of blood. 60 more to be implemented in the next 2 years.	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Price competition, as public sector is the main buyer.
Major Indian Manufacturers		Major Indian Exporters	Central Drug House, Biochemicals& Synthetic Products, Matrix Bioscience, Ankita Overseas, Alembic	Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage	It is going to be hard for Indian medicines to gain confidence from the Brazilian market. Although the market for generic products is thriving, branding is a barrier	Imports needed for product ?	Yes, there are investments in this area but they are insufficient to cover the demand
Will manufacturing locally in Brazil make sense ?if not why not ?	Probably, as the sector is underdeveloped and the biggest factory of hemoderivates is being built in Brazil. Also, Brazil still imports a lot of vaccines.	Major change in trade policy expected ?	There is a probability, as Brazil restrict imports of live animals and genetic material from Colombia	What can Indian Government do ?	Incentive Indian labs to participate on public tenders in Brazil
Trade target for 2015	75	What could go wrong ?	Since there is a lot of investment in this sector, there is a risk of Brazil start engaging in import substitution more aggressively.	Key strategy to win	This product should be introduced as part of a bilateral negotiation.
Additional Notes and Comments	TheEmpresaBrasileira de Hemoderivados e Biotecnologia (Hemobrás) and theLaboratoireFrançais du Fractionnement e des Biotechnologies (LFB) made a joint venture to produce and import the 4 most consumed hemoderivates in Brazil s (albumina, imunoglobulina, fatores VIII e IX). Also Brazil is investing R\$ 52 M on a factory that will produce vaccine against tuberculosis. In 1985 five labswerecreated as a strategy for importsubstitution in Vacines:Instituto de Tecnologia em Imunobiológicos (Biomanguinhos/Fiocruz-RJ), Butantan (SP), Instituto Vital Brazil (IVB-RJ), Instituto de Tecnologia do Paraná (Tecpar-PR), Fundação Ezequiel Dias(Funed-MG), Fundação Ataulfo de Paiva (FAP-RJ) e Instituto de Pesquisas Biológicas(IPB-RS) In 2004 there was a fraud in public tenders. 3 companies (Baxter, Octapharma and Fundação do Sangue) were accused of forming a cartel to control prices of hemoderivates in the country. The product has great added value. A barrel of plasma cost US\$ 70.000.(update price) Still, comparing the production and import numbers, it is possible to conclude that Brazil needs to import most of the hemoderivates it consumes.				

	Production of medicines for human use in Brazil (R\$ 21B) Main Hemoderivates in Brazilian Market: Albumina, Imunoglobina, factors VIII and IX, For microorganism cultures also the leather industry and food processing industry
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HS Code	Description	Ind to Brz 2011	Import Duty	
30021019	Oth.antiserum specific of animals/humans, immunized	0.00	2	
30021029	Other blood fractions, modif.immunol. prod.exc.medicine	0.03	2	
30022029	Other vaccines for human medicine, in doses	0.00	2	
30021030	Factor VIII, IX, IX with recombined coagulation, Von Willenbrend of high purity and others)	0.00	0	
30021037	Albumina	0.00	4	
30029099	Other toxic, cultures of microorganisms, similar products	0.00	8	

Annexure

Name of the commodity	Pumps for liquids, whether or not fitted with a measuring device	Current Level of India Exports to Brazil	20	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	8413	8 Level HS Code Variants	13	Main Competitor s and Shares	EU 40% Asia 26% US 21% ^x
Import Duty (%)	14%	Technical Barriers to Trade	PBE-Programa Brasileiro de Etiquetagem(IN METRO), label on energic efficiency, ONIP label if it wants to supply for Oil & Gas Sector	Phyto Sanitary Barriers	Used products should be approved by the MDIC
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	316	381	336	416	10%
Brazil	18	15	22	20	4%
Brazil Imports from rest of world	796	614	947	1087	11%
Local Brazil Manufacturers		International players active in Brazil	Ruhrpumpen, Eaton	Main Customers/ Segments	Gas station, auto& truck industry, Oil & Mining, paper & celluloses, pool accessories, Ethanol and Sugar Production, Beverages, Chemicals, dairy products, water filtering, agriculture(agrotoxic pump & water irrigation), Sewage, Aviation
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	yes	Challenges and Barriers for trade	Industrial policy for Auto and Oil & Gas Industry. Minimum local content policy for both sector.
Major Indian Manufacturers		Major Indian Exporters	Alang Marine Services, Asaria Implex, Icon Enterprise, Jadav Auto Exports, Jee Pumps Pvt Ltd	Major Indian Exporters to Brazil	
Labor Intensity of Product	High	Capital Intensity of Product	Medium	Natural Resource Intensity	Low
Indian Competitive Advantage	Brazil has recently lost competitive advantage as we exported in 2008 more than 1.5 Billion, and now, we are net importers	Indian Competitive dis-advantage	BNDES has announced a package of subsidised credit of 6.7 B for 20 sectors, including autoparts. The rate will be 8%, with 8 years to pay, including 3 years that the company can use to mature the investment.	Imports needed for product ?	Components may be required

Will manufacturing locally in Brazil make sense ? if not why not ?	Yes	Major change in trade policy expected ?	Maybe, as a higher tariff for product category 80136011 has just been approved.	What can Indian Government do ?	Contact Brazilian contractors in the oil/gas sector and present indian companies to them. Inform fabricants of licitations in the oil & gas sector and in sewage investments
Trade target for 2015	55	What could go wrong ?	Investments in pumps for the auto sector is more dangerous, as the sector is historically protected	Key strategy to win	Produce cheap product for oil and gas, as contractors are currently preferring to buy cheaper imported products for the sector then national. Explore the fact that Brazil has not invested much in the sector last year, which reflect specially in medium and big pumps. The sector had a bad 2011 year overall. Customize products for Brazilian clients cheaper than national products. Supply pumps for ethanol contractors.
Additional Notes and Comments	Manufacture of hydraulic and pneumatic equipment, except valves production (R\$ 4,3 B) Centrifugal pumps (1,6B), pumps for liquids, fuel or oils(R\$ 641 M), Parts for pumps for liquids, fuels and lubricants (R\$ 640M), Valves (R\$ 3,7 B), irrigation equip. prod. R\$ 402 M, Catalog of Brazilian Products http://www.agenciatera.com/abimaq/csbm/guia_bombas_motobombas_e_vedacoes.pdf				

HS Code	Description Faltam produtores de alguns desses produtos	Ind to Brz 2011	Import Duty	
84131900	Pumps f/liquids with a measuring device/made f/sustain	0.00	14	
84132000	Hand pumps for liquids	0.48	18	
84133010	Pumps f/gasoline/alcohol, f/combustion engine	0.01	18	
84133020	Fuel injectors for diesel/semidiesel engine	0.42	18	
84133030	Pumps for lubric.oil, f/combustion engine diesel/semidie	4.53	18	
84133090	Oth.pumps for fuels, etc.f/combustion engine diesel/semi	1.41	18	
84134000	Concrete pumps	0.39	14	
84135090	Other reciprocating positive displacement pumps	0.36	14	
84136011	Rotary positive displac.pumps, flow<=300l/min.of gear	2.33	25	
84136019	Other rotary pos.displac.pumps, flow<=300l/min	1.49	14	
84136090	Other rotary positive displacement pumps	0.41	14	
84137010	Submersible electric pumps	0.56	14	
84137080	Other centrifugal pumps, flow<=300 liters/minutes	0.08	14	
84137090	Other centrifugal pumps	0.37	14	
84138100	Other pumps for liquids	0.11	14	
84139190	Other parts of pumps for liquids	6.89	14	
84139200	Parts of elevators of liquids	0.01	14	

84132000	Local
ACT SISTEMAS HIDRÁULICOS LTDA.	Yes
BEL - EXPORT LTDA.	Yes
DHB COMPONENTES AUTOMOTIVOS S/A.	Yes
EXIMPORT INDÚSTRIA E COMÉRCIO LTDA.	Yes
FLUIPRESS AUTOMAÇÃO LTDA.	Yes
GUIMMY INDUSTRIAL LTDA.	Yes
INDÚSTRIAS MARRUCCI LTDA.	Yes
MOOG DO BRASIL CONTROLES LTDA.	No
NETZSCH DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No

RZR BOMBAS POSITIVAS LTDA.	Yes
TRANSCONTROL COM.E IND.DE PRODUTOS ELETR.LTDA.	yes

84134000	Local
BETOMAQ INDUSTRIAL LTDA.	Yes
MAQUESONDA MÁQUINAS E EQUIPS.DE SONDAGEM LTDA.	Yes
PUTZMEISTER BRASIL LTDA.	No
SCHWING EQUIPAMENTOS INDUSTRIAIS LTDA.	No

84135090	Local
BOMAX NO BRASIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
BOMBAS ESCO S/A.	Yes
BRAN LUEBBE S/A.	No
DIFERMAC INDÚSTRIA DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA. EPP	Yes
EFIL EQUIPAMENTOS E PROCESSOS DE FILTRAÇÃO LTDA.	Yes
ENASA ENG. IND. COM. MATERIAIS EQPS. P/ SANEAMENTO MEIO AMBIENTE LTDA.	Yes
EQUIPAMENTOS ALEX LTDA.	Yes
EXIMPORT INDÚSTRIA E COMÉRCIO LTDA.	Yes
FILSAN ENGENHARIA MECÂNICA LTDA.	Yes
FLOWSERVE DO BRASIL LTDA.	No
GRABE BOMBAS E EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes
IGNIS IND.E COM.DE MAQUINAS E EQUIPAMENTOS LTDA.	Yes
INCA CONSTRUÇÕES MECÂNICAS LTDA.	Yes
INDÚSTRIA E COMÉRCIO HIDROMAR LTDA.	Yes
JOSÉ MURÍLIA BOZZA COMÉRCIO E INDÚSTRIA LTDA.	Yes
K.O.MÁQUINAS AGRÍCOLAS LTDA.	Yes
MADEL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA.	Yes
MAQUESONDA MÁQUINAS E EQUIPS.DE SONDAGEM LTDA.	Yes
METALÚRGICA CETEK LTDA.	Yes
METALÚRGICA GROFE LTDA.	Yes
MINOR INDÚSTRIA MECÂNICA DE PRECISÃO LTDA.	Yes
MSD MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
MULTIMAQ PISTOLAS E EQUIPAMENTOS P/ PINTURA LTDA.	Yes
OMEL BOMBAS E COMPRESSORES LTDA.	Yes
QUIMITANK EQUIPAMENTOS E SERVIÇOS INDUSTRIAIS LTDA. ME	Yes
ROHELY DO BRASIL INDUSTRIA E COMERCIO LTDA.	Yes
SCHULZ S/A.	Yes
SIDERMETAL INDÚSTRIA METALÚRGICA LTDA.	Yes
SIGMA TRATAMENTO DE ÁGUAS LTDA.	Yes
SONDEQ INDÚSTRIA DE SONDAS E EQUIPAMENTOS LTDA.	Yes
SONED INDÚSTRIA E COMÉRCIO LTDA.	Yes
SPIRAX SARCO INDÚSTRIA E COMÉRCIO LTDA.	Yes

V.W.S. BRASIL LTDA.	No
VALLAIR DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	Yes
WOMA EQUIPAMENTOS LTDA.	No

84136011	Local
ALLINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
AUTIC AUTOMAÇÃO E INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
CRAIGWILL INDÚSTRIA E COMÉRCIO LTDA.	Yes
DALTECH COMPRESSORES LTDA.	Yes
DELTA P INDÚSTRIA DE MÁQUINAS P/FILTRAR ÓLEOS LTDA	Yes
DIFERMAC INDÚSTRIA DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA. EPP	Yes
DRESSER IND.E COM.LTDA. DIVISÃO WAYNE	No
EQUIPAMENTOS ALEX LTDA.	Yes
EQUIPE INDÚSTRIA MECÂNICA LTDA.	Yes
FABRICADORA DE BOMBAS INDÚSTRIA E COMÉRCIO LTDA.	Yes
FERINOX MÁQUINAS E EQUIPAMENTOS ESPECIAIS LTDA.	Yes
GILBARCO DO BRASIL S/A.EQUIPAMENTOS	Yes
IMBIL-INDÚSTRIA E MANUTENÇÃO DE BOMBAS ITA LTDA.	Yes
INCAPRI EQUIPAMENTOS P/IND.DE ALIMENTOS LTDA.	Yes
JOSÉ MURÍLIA BOZZA COMÉRCIO E INDÚSTRIA LTDA.	Yes
JUNQUEIRA COMPRESSORES E MÁQUINAS LTDA.	Yes
KRONE INDÚSTRIA MECÂNICA LTDA.	Yes
LAVAGEM AMERICANA INDÚSTRIA DE MÁQUINAS LTDA. (ASPO)	Yes
LITEQ INDÚSTRIA E COMÉRCIO LTDA.	Yes
MAC LUB INDÚSTRIA METALÚRGICA LTDA.	Yes
MEPEL MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
MOOG DO BRASIL CONTROLES LTDA.	No
NETZSCH DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
PAEM INDÚSTRIA MECANOGRÁFICA LTDA.	Yes
SELOVAC INDÚSTRIA E COMÉRCIO LTDA.	Yes
SERTOS EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes
SPX FLOW TECHNOLOGY DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
SYMBOL TECNOLOGIA DE VÁCUO LTDA.	No
VALLAIR DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	Yes
VINOX EQUIPAMENTOS PARA BEBIDAS LTDA.	Yes
WATSON-MARLOW BREDEL INDÚSTRIA E COMÉRCIO DE BOMBAS LTDA.	No
WRAL DO BRASIL LTDA.	No

84136019/90	Local
ALLINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
AUTIC AUTOMAÇÃO E INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes

CRAGWILL INDÚSTRIA E COMÉRCIO LTDA.	Yes
DALTECH COMPRESSORES LTDA.	Yes
DELTA P INDÚSTRIA DE MÁQUINAS P/FILTRAR ÓLEOS LTDA	Yes
DIFERMAC INDÚSTRIA DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA. EPP	Yes
DRESSER IND.E COM.LTDA. DIVISÃO WAYNE	No
EQUIPE INDÚSTRIA MECÂNICA LTDA.	Yes
FABRICADORA DE BOMBAS INDÚSTRIA E COMÉRCIO LTDA.	Yes
FERINOX MÁQUINAS E EQUIPAMENTOS ESPECIAIS LTDA.	Yes
GILBARCO DO BRASIL S/A.EQUIPAMENTOS	Yes
IMBIL-INDÚSTRIA E MANUTENÇÃO DE BOMBAS ITA LTDA.	Yes
INCAPRI EQUIPAMENTOS P/IND.DE ALIMENTOS LTDA.	Yes
JOSÉ MURÍLIA BOZZA COMÉRCIO E INDÚSTRIA LTDA.	Yes
JUNQUEIRA COMPRESSORES E MÁQUINAS LTDA.	Yes
KRONE INDÚSTRIA MECÂNICA LTDA.	Yes
LAVAGEM AMERICANA INDÚSTRIA DE MÁQUINAS LTDA. (ASPO)	Yes
LITEQ INDÚSTRIA E COMÉRCIO LTDA.	Yes
MAC LUB INDÚSTRIA METALÚRGICA LTDA.	Yes
MEPEL MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
MOOG DO BRASIL CONTROLES LTDA.	No
NETZSCH DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
PAEM INDÚSTRIA MECANOGRÁFICA LTDA.	Yes
SELOVAC INDÚSTRIA E COMÉRCIO LTDA.	Yes
SERTOS EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes
SYMBOL TECNOLOGIA DE VÁCUO LTDA.	No
VALLAIR DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	Yes
VINOX EQUIPAMENTOS PARA BEBIDAS LTDA.	Yes
WATSON-MARLOW BREDEL INDÚSTRIA E COMÉRCIO DE BOMBAS LTDA.	No
WEATHERFORD INDÚSTRIA E COMÉRCIO LTDA.- DIV.BOMBAS	No
WRAL DO BRASIL LTDA.	No

84137010	Local
ASVAC BOMBAS LTDA. EPP	Yes
BOMBAS GRUNDFOS DO BRASIL LTDA.	Yes
BOMBAS VANBRO LTDA.	Yes
CLARIDON MÁQUINAS E MATERIAIS LTDA.	Yes
DANCOR S/A.INDÚSTRIA MECÂNICA	Yes
EBARA INDÚSTRIAS MECÂNICAS E COMÉRCIO LTDA.	Yes
FABRICADORA DE BOMBAS INDÚSTRIA E COMÉRCIO LTDA.	Yes
FLOWSERVE DO BRASIL LTDA.	No
FRANKLIN ELECTRIC INDÚSTRIA DE MOTOBOMBAS S/A.	No
GLASS IND.E COM.DE BOMBAS CENTR.E EQUIPS.LTDA.	Yes
IMBIL-INDÚSTRIA E MANUTENÇÃO DE BOMBAS ITA LTDA.	Yes

INDÚSTRIA DE MOTORES ANAUGER S/A	Yes
JACUZZI DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
KSB BOMBAS HIDRÁULICAS S/A.	No
MÁQUINAS HIDRÁULICAS HIDROSUL LTDA.	Yes
PLEUGER INDÚSTRIA COMÉRCIO DE BOMBAS HIDRÁULICAS LTDA.	No
RS MÁQUINAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SCHULZ S/A.	Yes
SPV HIDROTÉCNICA BRASILEIRA LTDA.	No
SULZER PUMPS WASTEWATER BRASIL LTDA.	No
VENTOWAG TECNOLOGIA LTDA. ME	Yes
XYLEM BRASIL SOLUÇÕES PARA ÁGUA LTDA.	No

84137080	Local
AFLON PLÁSTICOS INDUSTRIAIS LTDA.	Yes
ASVAC BOMBAS LTDA. EPP	yes
BOMBAS GRUNDFOS DO BRASIL LTDA.	No
BOMBAS VANBRO LTDA.	Yes
CLARIDON MÁQUINAS E MATERIAIS LTDA.	Yes
CLYDE UNION IMBIL LTDA.	No
DANCOR S/A.INDÚSTRIA MECÂNICA	Yes
DIFERMAC INDÚSTRIA DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA. EPP	Yes
EBARA INDÚSTRIAS MECÂNICAS E COMÉRCIO LTDA.	Yes
ELOS & PPR BOMBAS E VÁLVULAS LTDA.	
FABRICADORA DE BOMBAS INDÚSTRIA E COMÉRCIO LTDA.	Yes
FLOWSERVE DO BRASIL LTDA.	No
FRANKLIN ELECTRIC INDÚSTRIA DE MOTOBOMBAS S/A.	No
GLASS IND.E COM.DE BOMBAS CENTR.E EQUIPS.LTDA.	Yes
IMBIL-INDÚSTRIA E MANUTENÇÃO DE BOMBAS ITA LTDA.	Yes
INAPI INDÚSTRIA NACIONAL DE ACESS.P/IRRIGAÇÃO S/A.	Yes
INDÚSTRIA DE MOTORES ANAUGER S/A	Yes
JACUZZI DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
KRONE INDÚSTRIA MECÂNICA LTDA.	Yes
KSB BOMBAS HIDRÁULICAS S/A.	No
MÁQUINAS HIDRÁULICAS HIDROSUL LTDA.	Yes
MULTI-INOX METALÚRGICA INDUSTRIAL E COMERCIAL LTDA	Yes
PLEUGER INDÚSTRIA COMÉRCIO DE BOMBAS HIDRÁULICAS LTDA.	No
RS MÁQUINAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SCHULZ S/A.	Yes
SPV HIDROTÉCNICA BRASILEIRA LTDA.	No
SULZER BRASIL S/A.	No
SULZER PUMPS WASTEWATER BRASIL LTDA.	No
THEBE BOMBAS HIDRÁULICAS LTDA.	Yes

XYLEM BRASIL SOLUÇÕES PARA ÁGUA LTDA.	no
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84137090	Local
AERO MECÂNICA DARMA LTDA.	Yes
AFLON PLÁSTICOS INDUSTRIAIS LTDA.	Yes
AGRIMEC AGRO INDUSTRIAL E MECÂNICA LTDA.	Yes
ALFA LAVAL LTDA.	No
ALLINOX INDÚSTRIA E COMÉRCIO LTDA.	Yes
ALSTOM HYDRO ENERGIA BRASIL LTDA.	No
ASVAC BOMBAS LTDA. EPP	Yes
BOMAX NO BRASIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
BOMBAS CLIMAX INDÚSTRIA E COMÉRCIO LTDA.	Yes
BOMBAS ESCO S/A.	No
BOMBAS GRUNDFOS DO BRASIL LTDA.	No
BOMBAS MAV LTDA.	
BOMBAS TRIGLAU INDÚSTRIA E COMÉRCIO LTDA.	Yes
BOMBAS VANBRO LTDA.	Yes
CID PRODUTOS LTDA.	Yes
CLYDE UNION IMBIL LTDA.	No
COMPANHIA FEDERAL DE FUNDIÇÃO	Yes
DANCOR S/A.INDÚSTRIA MECÂNICA	Yes
DAWSON EQUIPAMENTOS INDUSTRIAIS LTDA.	No
DAWSON MARINE INDÚSTRIA E COMÉRCIO LTDA.	No
DIFERMAC INDÚSTRIA DE EQUIPAMENTOS PARA SANEAMENTO AMBIENTAL LTDA. EPP	Yes
DINÂMICA ARTEFATOS DE BORRACHAS LTDA. ME	Yes
EBARA INDÚSTRIAS MECÂNICAS E COMÉRCIO LTDA.	No
EH BOMBAS HIDRÁULICAS LTDA.	Yes
ELECTRO AÇO ALTONA S/A.	
ELOS & PPR BOMBAS E VÁLVULAS LTDA.	
EQUIPAMENTOS ALEX LTDA.	Yes
EQUIPE INDÚSTRIA MECÂNICA LTDA.	Yes
FABRICADORA DE BOMBAS INDÚSTRIA E COMÉRCIO LTDA.	Yes
FAMAC INDÚSTRIA DE MÁQUINAS LTDA.	
FERINOX MÁQUINAS E EQUIPAMENTOS ESPECIAIS LTDA.	
FLOWSERVE DO BRASIL LTDA.	No
FRANKLIN ELECTRIC INDÚSTRIA DE MOTOBOMBAS S/A.	No
FRIATEC DO BRASIL INDÚSTRIA DE BOMBAS LTDA.	
FRIGOSTRELLA DO BRASIL IND.DE REFRIGERAÇÃO LTDA.	
GASCOM EQUIPAMENTOS INDUSTRIAIS LTDA.	
GIL EQUIPAMENTOS INDUSTRIAIS LTDA.	
GLASS IND.E COM.DE BOMBAS CENTR.E EQUIPS.LTDA.	Yes
GRABE BOMBAS E EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	
HELIFER INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS HIDRÁULICOS LTDA.	

IMBIL-INDÚSTRIA E MANUTENÇÃO DE BOMBAS ITA LTDA.	Yes
INAPI INDÚSTRIA NACIONAL DE ACESS.P/IRRIGAÇÃO S/A.	
INDSTEEL S/A.INDÚSTRIA E COMÉRCIO	
INDÚSTRIA MECÂNICA ANDRADE LTDA.	
JACUZZI DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
JAPA COMPONENTES LTDA.	
JMB ZEPPELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	
KEI-TEK EQUIPAMENTOS INDUSTRIAIS LTDA.	
KRONE INDÚSTRIA MECÂNICA LTDA.	Yes
KSB BOMBAS HIDRÁULICAS S/A.	No
LITEQ INDÚSTRIA E COMÉRCIO LTDA.	
LUFERSA INDÚSTRIA E COM.DE BOMBAS SUBMERSAS LTDA.	
MAQTRON IMPORTAÇÃO E EXPORTAÇÃO LTDA.	
MAQUESONDA MÁQUINAS E EQUIPS.DE SONDAGEM LTDA.	
MÁQUINAS HIDRÁULICAS HIDROSUL LTDA.	Yes
MAUSA S/A.EQUIPAMENTOS INDUSTRIAIS	
MERSEN DO BRASIL LTDA.	
METAL LAVRAS LTDA.	
METAL WORKING INDÚSTRIA E COMÉRCIO LTDA.	
METALÚRGICA GROFE LTDA.	
METSO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
METSO PAPER SULAMERICANA LTDA.	No
MGM-MECÂNICA GERAL E MÁQUINAS LTDA.	
MINOR INDÚSTRIA MECÂNICA DE PRECISÃO LTDA.	
MOTORVAC EQUIPAMENTOS HIDRÁULICOS E MECÂNICOS LTDA.	
MULTI-INOX METALÚRGICA INDUSTRIAL E COMERCIAL LTDA	
NETZSCH DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
OMEL BOMBAS E COMPRESSORES LTDA.	
PFAUDLER EQUIPAMENTOS INDUSTRIAIS LTDA.	
PLEUGER INDÚSTRIA COMÉRCIO DE BOMBAS HIDRÁULICAS LTDA.	
PRIME EQUIPAMENTOS DE BOMBEAMENTO LTDA. ME	
PROMILAQ MECÂNICA INDUSTRIAL LTDA.	
PWR MISSION INDÚSTRIA MECÂNICA S/A.	
RECINOX MONTAGENS DE EQUIPAMENTOS EM INOX LTDA.	
RS MÁQUINAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SCHULZ S/A.	Yes
SERTOS EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes
SK INDÚSTRIA E COMÉRCIO DE BOMBAS HIDRÁULICAS LTDA	
SONED INDÚSTRIA E COMÉRCIO LTDA.	
STAR BUSINESS COM.IND.DE EQUIPAMENTOS INDS.LTDA.	
SULZER BRASIL S/A.	No
SULZER PUMPS WASTEWATER BRASIL LTDA.	No
TBA - TECNOLOGIA EM EQUIPAMENTOS LTDA.	

TECHNOQUIP EQUIPAMENTOS INDUSTRIAIS LTDA.	
TEXIUS MÁQUINAS E EQUIPS.ELETRO-MECÂNICOS LTDA.	
THEBE BOMBAS HIDRÁULICAS LTDA.	
TRAMONTINI IMPLEMENTOS AGRÍCOLAS LTDA.	
URSO BRANCO IND.DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
WEIR DO BRASIL LTDA.	
WOERNER SISTEMAS DE LUBRIFICAÇÃO LTDA.	
WRAL DO BRASIL LTDA.	No
XYLEM BRASIL SOLUÇÕES PARA ÁGUA LTDA.	No
YANMAR SOUTH AMERICA INDÚSTRIA DE MÁQUINAS LTDA.	No
ZABA EQUIPAMENTOS INDUSTRIAIS LTDA.	

84138100	Local
BOMAX NO BRASIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
DOSAQ INDÚSTRIA E COMÉRCIO DE BOMBAS LTDA.	
EXATTA PRECISÃO E DOSAGEM LTDA. EPP	
FENALTO - FERNANDES AUTO PEÇAS LTDA. ME	Yes
GOEMA CONSULTORIA INDÚSTRIA E COMÉRCIO LTDA.	
HIDROMECÂNICA GERMEK LTDA.	
IRRIGABRAS IRRIGAÇÃO DO BRASIL LTDA.	Yes
IRRIGABRASIL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA	Yes
IRRIGAÇÃO PENÁPOLIS INDÚSTRIA E COMÉRCIO LTDA.	
IRRITÉCNICA INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
ITUBOMBAS LOCAÇÃO COMÉRCIO IMPORTAÇÃO E EXPORTAÇÃO LTDA.	Yes
JAPA COMPONENTES LTDA.	Yes
K.O.MÁQUINAS AGRÍCOLAS LTDA.	
OMEL BOMBAS E COMPRESSORES LTDA.	
RUGERI MEC-RUL S/A.	
SÉTIMO TUBO INDÚSTRIA COMÉRCIO E SERVIÇOS LTDA.	
SIGMA TRATAMENTO DE ÁGUAS LTDA.	
YANMAR SOUTH AMERICA INDÚSTRIA DE MÁQUINAS LTDA.	No

84139190	Local
BOMBAS GRUNDFOS DO BRASIL LTDA.	No
DAWSON MARINE INDÚSTRIA E COMÉRCIO LTDA.	No
EQUIPE INDÚSTRIA MECÂNICA LTDA.	Yes
FABRICADORA DE BOMBAS INDÚSTRIA E COMÉRCIO LTDA.	Yes
FLACON CONEXÕES DE AÇO LTDA.	
HCI HIDRÁULICA CONEXÕES INDUSTRIAIS LTDA.	
IMBIL-INDÚSTRIA E MANUTENÇÃO DE BOMBAS ITA LTDA.	Yes
INAPI INDÚSTRIA NACIONAL DE ACESS.P/IRRIGAÇÃO S/A.	Yes
KRONE INDÚSTRIA MECÂNICA LTDA.	Yes

KSB BOMBAS HIDRÁULICAS S/A.	No
METALÚRGICA GROFE LTDA.	
NETZSCH DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
PROMINAS BRASIL EQUIPAMENTOS LTDA.	Yes
RESIPLASTIC INDÚSTRIA E COMÉRCIO LTDA.	
SULZER PUMPS WASTEWATER BRASIL LTDA.	No
VALMAN INDÚSTRIA METALÚRGICA LTDA.	
VECOM BRASIL INDÚSTRIA E COMÉRCIO LTDA.	
WEIR DO BRASIL LTDA.	No

Name of the commodity	Air or vacuum pumps, air or other gas compressors and fan	Current Level of India Exports to Brazil	16	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8414	8 Level HS Code Variants	21	Main Competitor s and Shares	EU 36% China 28% US 18%
Import Duty (%)		Technical Barriers to Trade	INMETRO registration	Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	388	394	334	513	10%
Brazil	2	8	16	16	92%
Brazil Imports from rest of world	865	823	1432	1226	12%
Local Brazil Manufacturers	Embraco(841430,841490), Tecomseh (could not yet assign HS codes), Maxion Motores(841410, 841459, 841480, Embraer, Tritec Motors, TRW automotive, Delga, Knorr-Bremse, TRW, Wabco, ACT (84149033,841480,841490), Iveco (841490), Fiat Powertrain (Engine Block), Trane (841430,841459, 841480,841490), Semil(841430,841420)	International players active in Brazil	Black & Decker(tire pumps), Whirpool, Robert Bosch (841490, 841410, 841459)	Main Customers/ Segments	Auto Industry, Construction, Services and Hobby(source <i>Schulz annual report</i>), (Packaging, Label Manufacturing, Tobacco industry as a component of vacuum metallizer), Eletrodomestics, Food processing, lifts, refrigeration, aviation, industrial kitchen, mobiles, construction, industrial ventilation and exhausting, equipment for supermarket and bakeries.

Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No, unless directly for households	Challenges and Barriers for trade	Many important companies are vertically integrate the production of those products
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product	High	Natural Resource Intensity	Low
Indian Competitive Advantage		Indian Competitive disadvantage		Imports needed for product ?	Components
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, but only if it represent lowering the costs to source the national market. As this market has a sharp growth tendency, it might be possible to achieve the necessary scale to make it worthwhile	Major change in trade policy expected ?	Is possible, as protectionism is rising.	What can Indian Government do ?	Incentive this industry to invest to competitively source for the Brazilian electro domestic and auto industry. Also beverage and food production.
Trade target for 2015	65	What could go wrong ?	Credit default crises might compromise the growth of consumption in Brazil.	Key strategy to win	Look for specific needs of the Brazilian market, as the sector is very diversified by nature. Manufacture products of better quality than Chinese. Invest in residential air-conditioning might be a way to go, as the purchase power of the Brazilian population and household consumption rises. Also, it is straightforward to invest in sourcing for the Brazilian industry of electro domestics.
Additional Notes and Comments	Parts and accessories for air pumps or vacuum (R\$ 30 M) Manufacturing of compressors (R\$4,6 B). (For refrigeration R\$2,6 B) Manufacture of machinery and equipment and ventilation systems for industrial and commercial R\$ 3,3 B Air conditioner industry prod. (R\$ 3,7 B)				

HS Code	Description	Ind to Brz 2011	Import Duty	
84142000	Hand or foot-operated air pumps	0.00	18	
84143019	Oth.hermetic moto-compressors refrigerating equipment	0.88	0	
84143091	Compressor f/refrigerating equipm.cap<=16000 calories/h	0.00	18	
84144020	Air compressor, of screw, moun.wheeled chassis f/towing	0.80	14	
84145910	Micro-fans with bodies of a surface area<90cm2	0.00	0	
84145990	Other fans	0.25	14	

84146000	Hoods having a maximum horizontal side<=120cm	0.00	20	
84148011	Other air compressors, stationary, of piston	0.14	14	
84148012	Other air compressors, of screw	1.57	14	
84148021	Oth.superchargers, w<=50kg, f/motor explosion/diesel	0.40	14	
84148029	Other air tube compressors	0.05	14	
84148031	Other compressors of gas, of piston	7.77	14	
84148039	Other compressors of gas	0.00	14	
84149010	Parts of air or vacuum pumps	0.03	14	
84149020	Parts of fans or extractor hoods	0.13	14	
84149031	Piston, of air compressors/other gas	0.43	14	
84149032	Piston rings, for air compressors/other gas	0.07	14	
84149033	Cylinder blocks/cylinder heads/sumps, f/compressors	0.00	14	
84149034	Valves of air compressors/other gas	0.94	14	
84149039	Other parts of air compressors/other gas	2.16	14	

84145990	LOCAL
AEROAR INDÚSTRIA MECÂNICA LTDA.	Yes
AEROTER EQUIPAMENTOS AGRO-INDUSTRIAIS LTDA.	Yes
AGROAVES INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS AVÍCOLAS LTDA. EPP	Yes
AIRWAY - ENGENHARIA E EQUIPAMENTOS LTDA.	Yes
ALFA-TEC EQUIPAMENTOS E SERVIÇOS LTDA.	Yes
AMBIENTAL CONTROLE DO AR LTDA.	Yes
AMBIENTAL SISTEMAS DE ASPIRAÇÃO LTDA. EPP	Yes
AMZ EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
ANIBAL NANDI BERNARDINI ME	Yes
ANTONIO DA SILVA EQUIPAMENTOS GALVANOPLÁSTICOS ME	Yes
APOITEC DO BRASIL COMÉRCIO DE EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
APS INDÚSTRIA E COMÉRCIO LTDA.	Yes
ARMONAS EQUIPAMENTOS INDUSTRIAIS LTDA.	
ASTRAL INDÚSTRIA METALÚRGICA LTDA.	
AVAC COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS E ASSESSORIA TÉCNICA LTDA.	
AVIBRASIL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS AVÍCOLAS LTDA.	
BENECKE IRMÃOS & CIA.LTDA.	
BRASFAIBER TECNOLOGIA EM VENTILAÇÃO IND.LTDA.	
BRASIBRÁS TRATAMENTO DE METAIS LTDA.	

BRAZIPLASTH EQUIPAMENTOS E INSTALAÇÕES INDUSTRIAIS LTDA. ME	
BULKTECH TECNOLOGIA E AUTOMAÇÃO LTDA.	
CAIBAL EQUIPAMENTOS PARA PINTURA LTDA. EPP	
CASP S/A.INDÚSTRIA E COMÉRCIO	
CSV REFRIGERAÇÃO INDUSTRIAL LTDA. ME	
DAIBASE COMÉRCIO E INDÚSTRIA LTDA.	
DEGRÉMONT TRATAMENTO DE ÁGUAS LTDA.	
ECOSAN EQUIPAMENTOS PARA SANEAMENTO LTDA.	
EDEGE EQUIPAMENTOS AGRO-PECUÁRIOS LTDA.	
EFIL EQUIPAMENTOS E PROCESSOS DE FILTRAÇÃO LTDA.	
EISELE EQUIPAMENTOS INDUSTRIAIS LTDA.	
EQUILÍBRIO BALANCEAMENTOS INDUSTRIAIS LTDA.	
EQUIPLATING IND. E COM. DE MÁQUINAS E EQUIPAMENTOS LTDA.	
EURONEMA AMBIENTAL LTDA.	
EXAUSTEC TECNOLOGIA AMBIENTAL LTDA.	
FILSAN ENGENHARIA MECÂNICA LTDA.	
GSI BRASIL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS AGROPECUÁRIOS LTDA.	
GUARUJÁ EQUIPAMENTOS PARA SANEAMENTO LTDA.	
HAZTEC TECNOLOGIA E PLANEJAMENTO AMBIENTAL S/A.	
INDÚSTRIA DE MOTORES E MÁQUINAS LTDA.	
KORPER EQUIPAMENTOS INDUSTRIAIS LTDA.	
KS EQUIPAMENTOS INDUSTRIAIS LTDA.	
LOGOS-TEC VENTILAÇÃO INDUSTRIAL LTDA. ME	
LUCION E CIA. LTDA.	
MADEF S/A.INDÚSTRIA E COMÉRCIO	
MECÂNICA BONFANTI S/A.	
MECÂNICA INDUSTRIAL BRANDT LTDA.	
METALÚRGICA LA PAZ INDÚSTRIA E COMÉRCIO LTDA.	
METALÚRGICA LEONI LTDA. EPP	
METALÚRGICA LUCRE LTDA.	
METALÚRGICA TRIÂNGULO LTDA	
PARDOX INDÚSTRIA E COMÉRCIO DE FERRO E AÇO LTDA. ME	
PEDRO NEUENHAUS & CIA.LTDA.	
PEDRO VALDOMIRO JULIAN - EPP	
QUALITAS INDÚSTRIA ELETROMECÂNICA LTDA.	
R.Z. MÁQUINAS E EQUIPAMENTOS LTDA. (RZ)	
S&P BRASIL VENTILAÇÃO LTDA.	
SHIGUEN REFRIGERAÇÃO LTDA.	
SÓLON A. O. SILVEIRA	
TMSA - TECNOLOGIA EM MOVIMENTAÇÃO S/A.	
TRESCE INDÚSTRIA DE MÁQUINAS LTDA.	
UNIVERSAL PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	
VAL-CO DO BRASIL LTDA.	

WICON-INOX AÇOS EQUIPAMENTOS E ACESSÓRIOS INDUSTRIAIS LTDA.	
YOSHIDA IND. E COM. DE SISTEMAS DE EXAUSTÃO LTDA.	

84148011	Local
ABC COMPRESSORES HOLDING DO BRASIL LTDA.	
AIRZAP INDÚSTRIA E COMÉRCIO LTDA.	
BIOMEC IND. DE EQUIPS. MÉDICO-ODONTOLÓGICOS LTDA.	
BRASIBRÁS TRATAMENTO DE METAIS LTDA.	
CHIAPERINI INDUSTRIAL LTDA.	
CHICAGO PNEUMATIC BRASIL LTDA.	
COMPRESSORES E EQUIPAMENTOS HIDRÁULICOS PRIMAX LTDA.	
DALTECH COMPRESSORES LTDA.	
ELOS & PPR BOMBAS E VÁLVULAS LTDA.	
FEBRATEC INDÚSTRIA E COMÉRCIO LTDA.	
FIAC COMPRESSORES DE AR DO BRASIL LTDA.	
FOGLIENE ENGENHARIA DE EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	
IMATEC INDÚSTRIA E MANUTENÇÃO TÉCNICA LTDA.	
INDUSTRINAVE EQUIPAMENTOS INDS.E NAVAIS LTDA.	
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	
PRESSURE DO BRASIL IND.COM.DE EQUIPS.INDS.LTDA.	
RENATA BARROS ARAUJO LIMEIRA - EPP	
RIO PRETO COMPRESSORES INDÚSTRIA E COMÉRCIO LTDA.	
SCHULZ S/A.	Yes
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	

84148012	Local
ATLAS COPCO BRASIL LTDA.	
BELLISS & MORCOM BRASIL LTDA.	
CHICAGO PNEUMATIC BRASIL LTDA.	
FANEM LTDA.	
INGERSOLL-RAND DO BRASIL LTDA.	
METALPLAN EQUIPAMENTOS LTDA.	
SCHULZ S/A.	

84148031	Local
BARDELLA S/A.INDÚSTRIAS MECÂNICAS	
BURCKHARDT COMPRESSION IND.E COM.DE COMPRESS.LTDA.	
JUNQUEIRA COMPRESSORES E MÁQUINAS LTDA.	Yes

84149034	Local
MAYEKAWA DO BRASIL REFRIGERAÇÃO LTDA.	No
MOVITEC EQUIPAMENTOS INDUSTRIAIS LTDA.	
MYCOM CHEMICAL PROCESS DO BRASIL LTDA.	No
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	No
SERMATEC LTDA.	

84148039	Local
AERZEN DO BRASIL LTDA.	
ELOS & PPR BOMBAS E VÁLVULAS LTDA.	
ENFIL S/A.CONTROLE AMBIENTAL	
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	
NIPPON INDÚSTRIA DE MÁQUINAS LTDA.	
OMEL BOMBAS E COMPRESSORES LTDA.	

84149032	Local
BURCKHARDT COMPRESSION IND.E COM.DE COMPRESS.LTDA.	
CHESCO DO BRASIL LTDA.	
COMPRESSOR PRODUCTS INTERNATIONAL- INDÚSTRIA DE COMPRESSORES LTDA.	
COTEMA EQUIPAMENTOS E PEÇAS LTDA.	
FREUDENBERG-NOK COMPONENTES BRASIL LTDA.	
HOERBIGER DO BRASIL IND.DE EQUIPAMENTOS LTDA.	
JUNTAS BRASIL INDÚSTRIA COMÉRCIO E SERVIÇOS LTDA. EPP	
LUBSYSTEM IND.COM.DE SIST. AUTOLUBRIFICANTES LTDA.	
MADEF S/A.INDÚSTRIA E COMÉRCIO	
NEAC COMPRESSOR SERVICE LTDA.	
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	
RK COMPONENTES INDUSTRIAIS LTDA.	
SCHULZ S/A.	
SELCO VEDAÇÕES DINÂMICAS LTDA.	
VALPES EVCOMP INDÚSTRIA E COMÉRCIO DE PEÇAS E SERVIÇOS LTDA.	
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	

84149033	Local
BURCKHARDT COMPRESSION IND.E COM.DE COMPRESS.LTDA.	No
NEAC COMPRESSOR SERVICE LTDA.	
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	No
RIO PRETO COMPRESSORES INDÚSTRIA E COMÉRCIO LTDA.	Yes
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	

COMPRESSOR PRODUCTS INTERNATIONAL- INDÚSTRIA DE COMPRESSORES LTDA.	
HOERBIGER DO BRASIL IND.DE EQUIPAMENTOS LTDA.	
SCHUF FETTEROLF DO BRASIL COMÉRCIO E INDÚSTRIA DE VÁLVULAS LTDA.	
SELCO VEDAÇÕES DINÂMICAS LTDA.	
VALPES EVCOMP INDÚSTRIA E COMÉRCIO DE PEÇAS E SERVIÇOS LTDA.	

84149039	Local
BURCKHARDT COMPRESSION IND.E COM.DE COMPRESS.LTDA.	
COMPRESSOR PRODUCTS INTERNATIONAL- INDÚSTRIA DE COMPRESSORES LTDA.	
HOERBIGER DO BRASIL IND.DE EQUIPAMENTOS LTDA.	
JUNTAS BRASIL INDÚSTRIA COMÉRCIO E SERVIÇOS LTDA. EPP	
MADEF S/A.INDÚSTRIA E COMÉRCIO	
METSO PAPER SULAMERICANA LTDA.	
NEAC COMPRESSOR SERVICE LTDA.	
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	
NIPPON INDÚSTRIA DE MÁQUINAS LTDA.	
RIO PRETO COMPRESSORES INDÚSTRIA E COMÉRCIO LTDA.	
SCHULZ S/A.	
SELCO VEDAÇÕES DINÂMICAS LTDA.	
SMITHS BRASIL LTDA. -DIV.JOHN CRANE	
SULZER PUMPS WASTEWATER BRASIL LTDA.	
VALPES EVCOMP INDÚSTRIA E COMÉRCIO DE PEÇAS E SERVIÇOS LTDA.	
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	

Name of the commodity	Parts of Lifts/ elevators	Current Level of India Exports to Brazil	9	Indian Market Share (Rising/ Falling)	1%R
4 Level HS code	8431	8 Level HS Code Variants	7	Main Competitor s and Shares	EU 32% US 30%
Import Duty (%)	14 % , except few items where it is zero	Technical Barriers to Trade	Moderate	Phyto Sanitary Barriers	None
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	198	266	274	415	28%
Brazil	2	1	5	9	69%
Brazil Imports from rest of world	680	426	791	968	13%
Local Brazil Manufacturers	See annexure	International players active in Brazil	See annexure and Thysson Krupp	Main Customers/ Segments	Lifts, Material transport such as in Mining
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	None
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	Medium/high
Indian Competitive Advantage		Indian Competitive dis- advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	No, the segment is very prone to change in economic environment	Major change in trade policy expected ?	No	What can Indian Government do ?	Distribute catalog, incentive Indian manufactures to show their products in Brazilian fairs
Trade target for 2015	50	What could go wrong ?	Investment pace in Brazil might lower	Key strategy to win	1) Follow Indian investment to Brazil, especially in mining. 2) Invest in cheap products niche. 3) It is necessary to enter this market, as it is unprotected for some products.
Additional Notes and Comments	Manufacture of machinery and equipment for lifting and transporting people and cargo R\$ 6,9 B				

HS Code	Description	Ind to Brz 2011	Import Duty	
84312090	Parts of oth.vehic.f/mov.load, with lifts dispositive	0.00	14	
84313190	Parts of skip hoists/escalators	0.03	14	
84313900	Parts of machnery of elevation of load, etc	0.24	14	
84314310	Parts for rotary boring machinery	0.22	0	
84314390	Parts of others boring machinery/perforation	0.16	14	
84314929	Other parts of levelling machinery, etc	8.01	0	

84313900	Local
ACIONAC INDÚSTRIA E COMÉRCIO LTDA.	Yes
FESTO BRASIL LTDA.	Yes
INTERROLL LOGÍSTICA - ELEMENTOS PARA SISTEMAS TRANSPORTADORES LTDA.	No
KTR DO BRASIL LTDA.	No
NAGEL DO BRASIL MÁQUINAS E FERRAMENTAS LTDA.	No
OVERDRILL INDÚSTRIA E COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
ROBUSTEC INDÚSTRIA E COMÉRCIO LTDA.	Yes
TEC TOR INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA.	Yes
VULKAN DO BRASIL LTDA.	No

84314390	Local
ACEARIA FREDERICO MISSNER S/A.	yes
COTEMA EQUIPAMENTOS E PEÇAS LTDA.	Yes
PROMINAS BRASIL EQUIPAMENTOS LTDA.	Yes
VALMAN INDÚSTRIA METALÚRGICA LTDA.	Yes

84314929	Local
INDÚSTRIA DE ROÇADEIRAS DESBRAVADOR AVARÉ LTDA.	Yes
IPACOL MÁQUINAS AGRÍCOLAS LTDA.	Yes
MATÃO EQUIPAMENTOS INDUSTRIAIS E AGRÍCOLAS LTDA.	Yes

Name of the commodity	Machinery for Rubber or Plastics	Current Level of India Exports to Brazil	8	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8477	8 Level HS Code Variants	9	Main Competitors and Shares	EU 48% China 23%
Import Duty (%)	14%, 0 for 84778010	Technical Barriers to Trade	INMETRO	Phyto Sanitary Barriers	N/A
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	168	175	137	171	1%
Brazil	3	2	3	8	40%
Brazil Imports from rest of world	616	383	565	883	13%

Local Brazil Manufacturers	See annexure	International players active in Brazil	See annexure	Main Customers/ Segments	Rubber/Plastic Manufacturers for various application, such as Auto, Construction, furbish, machinery
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	Low scale of production, competition
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Medium	Capital Intensity of Product	High	Natural Resource Intensity	Medium
Indian Competitive Advantage	Economy of scale	Indian Competitive dis-advantage	Preference for European products when a user thinks about quality and for Chinese when a consumer thinks about price leadership	Imports needed for product ?	Yes, components.
Will manufacturing locally in Brazil make sense ? if not why not ?	Probably not, as the scale of the Brazilian Market is low for international terms, especially in comparison with Asia.	Major change in trade policy expected ?	Yes, if the industry bad moment aggravate. Recent measure has been taken to put up the tariff for products in category 84772010	What can Indian Government do ?	Send catalogs of Indian machinery to Brazil and participate in fairs
Trade target for 2015	50	What could go wrong ?	Brazilian industry moment might change. As now import grow faster than both production and consumption of capital goods, this might not be true in a scenario of devaluated Real and lower production costs	Key strategy to win	Invest in low cost machinery, suitable for emerging markets. This is straight forward as the plastic transformation sector is pulverized. Take advantage of the fact that the sector is declining in Brazil. The gross income for the sector in January 2012 was 67% below January 2011
Additional Notes and Comments	Production: Elastomers (R\$1,8 B), Termoplastics Resines (R\$20B), Termofixed Resines (R\$ 3B) Industry of tire refurbishing output (R\$ 1B) Other Rubber Articles (R\$ 6B) Plastic packages (R\$ 15 B) Lack of national capacity of providing high-tech molds, opportunity which China is already overtaking. Lack of production of some adictives Revenue of plastic transformation industry: 50,6 B according to Abiplast (additional data: production 49 B, apparent consumption 52,7 B) Production 6.5 thousand tons. Sectors that consume more plastic: Civil construction(16%), Food & Beverage(16%), Automotive(15%), plastic and rubber (8%) Per capita consumption of plastic is rising.				

HS Code	Description	Ind to Brz	Import	
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		2011	Duty	
84771019	Ot.moulding mach.f/rubber/plastic f/hor.inj.num.contr.	0.57	14	
84772090	Other extruders f/ rubber or plastic	0.65	14	
84773090	Other blow-moulding machines f/rubber/plastic	1.27	14	
84775100	Mach.f/moulding/retreading pneum.tyres, mould.inner tube	3.74	14	
84775990	Other machinery f/moulding rubber/plastic	0.49	14	
84778010	Mach.join rubber sheets with fabric, f/manuf.pneum.tyre	0.00	0	
84778090	Oth.machinery f/working rubber/plastic f/manuf.its prod	0.37	14	
84779000	Parts of mach.f/working rubber/plastic f/manuf.its prod	0.42	14	

84771019	Local
IMARP-INDÚSTRIA DE MARTELETES PNEUMÁTICOS LTDA.	Yes
VIDIA COMÉRCIO E SERVIÇOS TÉCNICOS LTDA.	Yes

84772090	Local
A.CARNEVALLI & CIA LTDA.	Yes
ABILITY COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS PARA RECICLAGEM LTDA.	Yes
ACMACK INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	-
ADL AUTOMAÇÃO E RECICLAGEM LTDA - EPP	Yes
ADVANCED INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
AX PLÁSTICOS MÁQUINAS TÉCNICAS LTDA.	Yes
BAUSANO DO BRASIL COMÉRCIO IMPORT. E EXPORT. LTDA.	No
BRASTEC TECHNOLOGIES S/A.	Yes
COPE & CIA.LTDA.	Yes
CVL MÁQUINAS LTDA.	Yes
EQUIPOFLEX INDÚSTRIA E COMÉRCIO LTDA. ME	Yes
EXTRUSÃO BRASIL MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
GRANOPLAST MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
GREENPEÇAS IND.COM.MÁQUINAS EQUIPAMENTOS LTDA. EPP	Yes
INBRAMAQ IND.BRASILEIRA DE MÁQUINAS LTDA.	Yes
INDUSMACK DO BRASIL LTDA.	No
INDÚSTRIA DE MÁQUINAS MIOTTO LTDA.	Yes
INDÚSTRIA METALÚRGICA AVANTE LTDA.	Yes
KIE MÁQUINAS E PLÁSTICOS LTDA.	Yes
KUKA SYSTEMS DO BRASIL LTDA.	No
LGMT EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MAGMAR INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA - EPP.	Yes
MAKINTEC INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
MÁQUINAS E EQUIPS.INDUSTRIAIS SANTAMARIA LTDA.	Yes
MECÂNICA BONFANTI S/A.	Yes
METALÚRGICA ESCARPA LTDA.	Yes
METALÚRGICA PARRA IND. E COM. DE MÁQUINAS LTDA - EPP	Yes

MH EQUIPAMENTOS LTDA.	Yes
MULTI UNIÃO COMÉRCIO E USINAGEM LTDA.	Yes
ORYZON INDÚSTRIA DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
PERFILPOLIMER INDUSTRIAL E COMERCIAL LTDA	Yes
PICKLER MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
PRENSAS LUXOR LTDA.	Yes
PRIMOTÉCNICA MECÂNICA E ELETRICIDADE LTDA.	Yes
ROBEL DO BRASIL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	No
ROCLA COMÉRCIO E MANUTENÇÃO DE MÁQUINAS LTDA-EPP	Yes
RULLI STANDARD INDÚSTRIA E COM.DE MÁQUINAS LTDA.	Yes
SEIBT MÁQUINAS PARA PLÁSTICOS LTDA.	Yes
TATNA MÁQUINA PARA PLÁSTICOS LTDA.	Yes
TAVERNELLI INDÚSTRIA E COMÉRCIO LTDA. ME	Yes
TECK TRIL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
VRAN-TEC MÁQUINAS INDUSTRIAIS LTDA.	Yes
WORTEX MÁQUINAS E EQUIPAMENTOS LTDA.	Yes

84773090	Local
BEKUM DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
DIGMOTOR EQUIPS.ELETROMECÂNICOS DIGITAIS LTDA.	Yes
HIMAFE IND.E COM.DE MÁQUINAS E FERRAMENTAS LTDA.	Yes
HVN MÁQUINAS E EQUIPAMENTOS INDUSTRIAIS LTDA. ME	Yes
INDÚSTRIAS ROMI S/A.	Yes
J B LEMANSKI & CIA. LTDA.	Yes
JAC INDÚSTRIA METALÚRGICA LTDA.	Yes
MULTI PACK PLAS INDÚSTRIA COM. MÁQUINAS LTDA.EPP	Yes
MULTIPET INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA	Yes
PAVAN ZANETTI INDÚSTRIA METALÚRGICA LTDA.	Yes
PINTARELLI INDUSTRIAL LTDA.	Yes
UNIPLAS-IND.COM.IMP.EXP.MÁQUINAS E PLÁSTICOS LTDA.	Yes
USIFORM INDÚSTRIA E COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS LTDA. EPP	Yes
VIDROS VITON LTDA.	Yes
ZEGLA INDÚSTRIA DE MÁQUINAS PARA BEBIDAS LTDA.	Yes

84775900	Local
COPE & CIA.LTDA.	Yes
ELETRO-FORMING EQUIPAMENTOS PARA EMBALAGENS LTDA.	No
LUIZ DUANETTI NETO-ME -SISTEMA MÁQUINAS E EQUIPS.	Yes
ROTOLINE EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
ROTOMECH ENGINEERING INDÚSTRIA E COMÉRCIO LTDA.	No

84778010	Local
ADVANCED INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	-
COPE & CIA.LTDA.	Yes
MAKINTEC INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
MECÂNICA BONFANTI S/A.	Yes
PRENMAR INDÚSTRIA E COMÉRCIO LTDA.	Yes
PRENSAS LUXOR LTDA.	Yes
TAVERNELLI INDÚSTRIA E COMÉRCIO LTDA. ME	Yes

84778090	Local
A.CARNEVALLI & CIA LTDA.	Yes
ABILITY COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS PARA RECICLAGEM LTDA.	Yes
ADZ INDÚSTRIA E COMÉRCIO LTDA.	Yes
BAUSANO DO BRASIL COMÉRCIO IMPORT. E EXPORT. LTDA.	No
BRASTEC TECHNOLOGIES S/A.	Yes
COPE & CIA.LTDA.	Yes
CORONA BRASIL IND. COM. E REPRESENTAÇÕES LTDA.	No
EQUIPAMENTOS CORONA TRATA LTDA.	No
EXTRUSÃO BRASIL MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
FIA IND. E COM. DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
GOLD PRESS MAQUINAS E RECICLAGEM LTDA - ME	No
GRANOPLAST MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
INDÚSTRIA DE MÁQUINAS MIOTTO LTDA.	Yes
KIE MÁQUINAS E PLÁSTICOS LTDA.	Yes
LGMT EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MÁQUINAS E EQUIPS.INDUSTRIAIS SANTAMARIA LTDA.	Yes
MECÂNICA BONFANTI S/A.	Yes
METALÚRGICA CORTESA LTDA.	Yes
METALÚRGICA PARRA IND. E COM. DE MÁQUINAS LTDA - EPP	Yes
METALÚRGICA WAGNER LTDA. ME	Yes
MOYNOFAC IND.E COM.DE MÁQS.EQUIP.P/PLÁSTICOS LTDA.	Yes
ORYZON INDÚSTRIA DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
PERFILPOLIMER INDUSTRIAL E COMERCIAL LTDA	Yes
PRIMOTÉCNICA MECÂNICA E ELETRICIDADE LTDA.	Yes
PRONATEC EQUIPAMENTOS INDÚSTRIA E COMÉRCIO LTDA.	Yes
RC TEC INDÚSTRIA E COMÉRCIO LTDA	Yes
RECIPRESS EQUIPAMENTOS PARA RECICLAGEM LTDA.- EPP	Yes
ROBEL DO BRASIL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	No
RONE INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
RULLI STANDARD INDÚSTRIA E COM.DE MÁQUINAS LTDA.	Yes

SEIBT MÁQUINAS PARA PLÁSTICOS LTDA.	Yes
UINCO FLEX INDÚSTRIA E COMÉRCIO LTDA. EPP	Yes
USIGRAV EQUIPAMENTOS E GRAVAÇÕES LTDA - EPP	Yes
VITRA INDÚSTRIA E COMÉRCIO DE MAQUINÁRIO PARA RÁFIA LTDA.	Yes

84779090	Local
A.CARNEVALLI & CIA LTDA.	Yes
ADL AUTOMAÇÃO E RECICLAGEM LTDA - EPP	Yes
BAUSANO DO BRASIL COMÉRCIO IMPORT. E EXPORT. LTDA.	No
BRASSTEC TECHNOLOGIES S/A.	Yes
CENTRUSTEC CENTRAL DE USINAGEM TÉCNICA LTDA.	Yes
CEPAMAQUE IND E COM DE MÁQS DE LIMPEZA DE CILINDROS GRÁFICOS LTDA. ME	Yes
DORNBUSCH & COMPANHIA INDÚSTRIA E COMÉRCIO LTDA.	Yes
EQUIPAMENTOS UNIVERSALOI LTDA.	Yes
EXTRUSÃO BRASIL MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
FATOR INDÚSTRIA E COMÉRCIO LTDA.	Yes
GAMA INDÚSTRIA DE MATRIZES LTDA. ME	Yes
GRANOPLAST MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
H.G.R. INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
INDUSFACAS COMÉRCIO E BENEFICIAMENTO LTDA.	Yes
INDÚSTRIA DE MÁQUINAS MIOTTO LTDA.	Yes
KIE MÁQUINAS E PLÁSTICOS LTDA.	Yes
LASERFLEX MATRIZES GRÁFICAS LTDA.	Yes
LGMT EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
METALÚRGICA ESCARPA LTDA.	Yes
MINEMATSU IND. E COM. MÁQS. E EQUIPAMENTOS LTDA.	Não
MOOG DO BRASIL CONTROLES LTDA.	No
ROBEL DO BRASIL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	No
ROSCAPLAS COMÉRCIO E INDÚSTRIA LTDA.	Yes
ROSCILTEC INDÚSTRIA MECÂNICA LTDA. ME	Yes
RUBBERCITY ARTEFATOS DE BORRACHA LTDA.	Yes
RULLI STANDARD INDÚSTRIA E COM.DE MÁQUINAS LTDA.	Yes
SEIBT MÁQUINAS PARA PLÁSTICOS LTDA.	Yes
TECK TRIL INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
UINCO FLEX INDÚSTRIA E COMÉRCIO LTDA. EPP	Yes
WORTEX MÁQUINAS E EQUIPAMENTOS LTDA.	Yes

Name of the commodity	Ball or roller Bearings	Current Level of India Exports to Brazil	25	Indian Market Share (Rising/ Falling)	3% R
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4 Level HS code	8482	8 Level HS Code Variants	16	Main Competitors and Shares	EU 36% China 19% US 14%
Import Duty (%)	16%	Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	240	261	170	328	11%
Brazil	17	10	19	25	15%
Brazil Imports from rest of world	777	556	811	940	7%
Local Brazil Manufacturers	Randon(848210, 848220), FRM(Fábrica de Rolamentos e mancais) ,	International players active in Brazil	3M(848210), Eaton(848299,848250, 848210,848220,848240) Timken, Sfera Rolamento, SKF	Main Customers/ Segments	Electricity Generation, wind power, electric engines, auto industry, trucks and agriculture machinery, construction, mining, oil & gas, industry in general, trains , sealing, lubrication, tools for industrial maintenance, equipment for monitoring machines.
Is the Brazilian Industry Fragmented ?	No http://www.mzweb.com.br/randon/web/arquivos/9ConfSantander-Guaruja.pdf	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Local content minimum requirement
Major Indian Manufacturers	ARB Bearings Ltd, Balu India, Fag Bearings India Ltd, Galaxy Bearings Ltd, Mahindra Gears & Transmissions Pvt Ltd.	Major Indian Exporters	Pragati Enterprises, Swagath Urathane Pvt Ltd, Bluestar International, Bajaj Bearings Pvt Ltd, Tantra International	Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	National car manufacturers	Indian Competitive disadvantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes	Major change in trade policy expected ?	No	What can Indian Government do ?	
Trade target for 2015	50	What could go wrong ?	Excess supply of vehicles, end of policies that favors car manufacturers	Key strategy to win	Invest on components substitution for the very competitive agricultural machine market in Brazil and for the auto sector as well.
Additional Notes and					

Comments	
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HS Code	Description	Ind to Brz 2011	Import Duty	
84821010	Ball bearings, radial	2.94		
84821090	Other ball bearings	0.35	16	
84822010	Tapered roller bearings, radial	7.93	16	
84822090	Other tapered roller bearings	6.21	16	
84823000	Spherical roller bearings	1.84	16	
84824000	Needle roller bearings	0.19	16	
84825010	Cylindrical roller bearings, radial	0.70	16	
84825090	Other cylindrical roller bearings	0.07	16	
84828000	Oth.roller bearings, incl.combined ball/roller bearings	0.95	16	
84829111	Balls of gaged steel f/ballpoint pens	0.04	14	
84829119	Other balls of gaged steel f/rollers bearings	0.03	14	
84829120	Cylindrical rollers for rollers bearings	0.10	14	
84829130	Conical rollers for rollers bearings	0.00	14	
84829190	Other balls, needles and rollers, for rollers bearings	0.01	14	
84829910	Other seals, covers and holder-spheres of steel	3.25	2	
84829990	Other parts of rollers bearings	0.86	14	

84821010	Local
NACHI BRASIL LTDA.	Yes
NSK BRASIL LTDA.	No
SKF DO BRASIL LTDA.	No

84821090	Local
NACHI BRASIL LTDA.	Yes
NSK BRASIL LTDA.	No
ROBRASA ROLAMENTOS ESPECIAIS ROTHE ERDE LTDA	No
SKF DO BRASIL LTDA.	No

84822090	Local
NACHI BRASIL LTDA.	Yes
SKF DO BRASIL LTDA.	No

84829090	Local
BERTOLOTO & GROTTA LTDA.	Yes

Name of the commodity	Transmission shafts	Current Level of India Exports to Brazil	37	Indian Market Share (Rising/ Falling)	25% R
4 Level HS code	8483	8 Level HS Code Variants	15	Main Competitor s and Shares	EU 44% US 21%
Import Duty (%)		Technical Barriers to Trade	MDIC, if the highlight of the product is 555	Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	290	309	242	393	11%
Brazil	11	16	22	37	48%
Brazil Imports from rest of world	1302	938	1330	1636	8%
Local Brazil Manufacturers	Lupatech(848330), Semil(848330, 848350, 848320), Cope (848340), Randon (848330, 848340)	International players active in Brazil	Eaton(848310,848320,848340,848360), FPT(<i>Fiat Powertrain</i>)(Crankshaft, transmission), Honda,	Main Customers/ Segments	Vehicles
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Minimum requirement of national parts in Vehicles
Major Indian Manufacturers	BCL Forgings Ltd, Bajaj Motors Ltd., Bharat Gas Ltd., Carraro India Pvt Ltd, GNA Axles Ltd.	Major Indian Exporters	<u>Emmbros Forgings Private Limited</u> – India, Bajaj Engineering works, Chopra Enterprises, Super craft Enterprises, Goela Engineers	Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	National car manufacturers	Indian Competitive dis-advantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, Brazilian auto industry is big and growing. Autopart industry is protected by the government. FDI is welcome	Major change in trade policy expected ?	No	What can Indian Government do ?	Go after vehicle manufacturers and show the advantages of Indian parts
Trade target for 2015	90	What could go wrong ?	Stagnation of the market for vehicles due to excess supply. The market for vehicles is already facing a slowdown.	Key strategy to win	At least one Indian assembler should enter the Brazilian market on the next 5 years. Also, investment in direct marketing with the assemblers.
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
84831019	Other crankshafts	6.25		
84831020	Cam shafts for controlling valves	6.65	16	
84831030	Flexible shafts of transmission	0.01	16	
84831090	Other transmission shafts	2.43	16	
84832000	Bearing housings, incorporating ball or roller bearings	0.05	16	
84833010	Bear.hous.n/rol.bear.moun.plain shaft bear.of antif.met	0.00	16	
84833029	Other plain shaft bearings	0.57	16	
84833090	Bearing housings, n/incorporat.ball or roller bearings	0.44	16	
84834010	Transmission boxes, reducers, etc.of speed	7.12	14	
84834090	Gears and wheels of friction, ball/roller screws	7.34	14	
84835010	Pulleys exc.rollers bearings of tension regulators	0.45	16	
84835090	Flywheels and other pulleys	0.12	16	
84836011	Clutches of friction	0.00	14	
84836019	Other clutches	0.26	14	
84836090	Joining dispositive, including universal joints	0.87	14	
84839000	Parts of transmis.shafts, cranks, bearings housing, etc.	4.47	14	

84831019	Local
COMPRESSOR PRODUCTS INTERNATIONAL- INDÚSTRIA DE COMPRESSORES LTDA.	-
IMATEC INDÚSTRIA E MANUTENÇÃO TÉCNICA LTDA.	Yes
ITECE IND.E COM.DE EQUIPAMENTOS AGRÍCOLAS LTDA.	Yes
MADEF S/A.INDÚSTRIA E COMÉRCIO	Yes
NEAC COMPRESSOR SERVICE LTDA.	No
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	No
RIO PRETO COMPRESSORES INDÚSTRIA E COMÉRCIO LTDA.	Yes
SCHULZ S/A.	Yes
VALPES EVCOMP INDÚSTRIA E COMÉRCIO DE PEÇAS E SERVIÇOS LTDA.	Yes
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes

84832000	Local
COBRA CORRENTES BRASILEIRAS LTDA.	Yes
GOLDEN FIX SISTEMAS DE FIXAÇÃO LTDA. EPP	Yes
HENFEL INDÚSTRIA METALÚRGICA LTDA.	No
MAKSOLO IMPLEMENTOS E PEÇAS AGRÍCOLAS LTDA.	Yes
TORNITEC INDÚSTRIA SERVIÇOS E MANUTENÇÃO LTDA.	Yes

84834010	Local
AUBERT ENGRENAGENS LTDA.	Yes
BOMBAS GRUNDFOS DO BRASIL LTDA.	No
CAPITANI ZANINI USINAGEM LTDA.	Yes

COESTER AUTOMAÇÃO LTDA.	Yes
EBRO INDÚSTRIA E COMÉRCIO LTDA.	Yes
FRESADORA SANT ANA LTDA.	Yes
GARDELIN EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
GEREMIA REDUTORES LTDA.	Yes
HENFEL INDÚSTRIA METALÚRGICA LTDA.	No
INARMEG-IND.DE ARTEFATOS DE METAIS GÜTZ LTDA.	No
INDÚSTRIA DE MÁQUINAS E REDUTORES TRANSMAQ LTDA.	Yes
INDÚSTRIA DE PEÇAS INPEL S/A.	Yes
KSB BOMBAS HIDRÁULICAS S/A.	No
LUIZ ANTÔNIO DANTE - EPP	Yes
MACOPEMA INDÚSTRIA E COMÉRCIO LTDA.	Yes
METALÚRGICA SCHIFFER S/A.	Yes
MHS MECÂNICA HIDRÁULICA E SISTEMAS LTDA.	Yes
PIERINI REDUTORES LTDA. ME	Yes
PROMEIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
PTI POWER TRANSMISSION INDUSTRIES DO BRASIL S/A.	No
REDUTORES E METALÚRGICA URUPÊS LTDA.	Yes
REDUTORES TRANSMOTÉCNICA LTDA.	Yes
RENK ZANINI S/A.EQUIPAMENTOS INDUSTRIAIS	Yes
RUGERI MEC-RUL S/A.	-
SEW-EURODRIVE BRASIL LTDA.	No
TGM TRANSMISSÕES INDÚSTRIA COMÉRCIO REDUTORES LTDA	Yes
USITEC LTDA.	Yes
WDS - WOODBROOK DRIVE SYSTEMS ACIONAMENTOS INDUSTRIAIS LTDA.	No
YOK EQUIPAMENTOS S/A.	Yes
ZARA TRANSMISSÕES MECÂNICAS LTDA.	Yes
ZF DO BRASIL LTDA.	No

84834090	Local
ACEARIA FREDERICO MISSNER S/A.	Yes
AUBERT ENGRENAGENS LTDA.	Yes
BOTTO INDÚSTRIA E COMÉRCIO LTDA.	Yes
FRESADORA SANT ANA LTDA.	Yes
HE INDÚSTRIA MECÂNICA LTDA.	Yes
IDEMA PEÇAS E MÁQUINAS AGRÍCOLAS LTDA.	Yes
ITECE IND.E COM.DE EQUIPAMENTOS AGRÍCOLAS LTDA.	Yes
MAKSOLO IMPLEMENTOS E PEÇAS AGRÍCOLAS LTDA.	Yes
METALÚRGICA PETER LTDA.	Yes
MEVI INDÚSTRIA DE ENGRENAGENS LTDA.	Yes
P&H MINEPRO DO BRASIL COMÉRCIO E INDÚSTRIA LTDA.	No
PROMEIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes

PTI POWER TRANSMISSION INDUSTRIES DO BRASIL S/A.	No
RENK ZANINI S/A.EQUIPAMENTOS INDUSTRIAIS	Yes
RUGERI MEC-RUL S/A.	-
SIMISA-SIMIONI METALÚRGICA LTDA.	Yes

84835010	Local
BORROZ INDÚSTRIA E COMÉRCIO DE BORRACHAS LTDA. EPP	Yes
COBRA CORRENTES BRASILEIRAS LTDA.	Yes
COMPRESSOR PRODUCTS INTERNATIONAL- INDÚSTRIA DE COMPRESSORES LTDA.	-
FORBO SIEGLING BRASIL LTDA.	No
FUNDIÇÃO MADEMIL LTDA.	Yes
IMATEC INDÚSTRIA E MANUTENÇÃO TÉCNICA LTDA.	Yes
INDUMETAL INDÚSTRIA DE MÁQS.E METALURGIA LTDA.	Yes
INTERATIVA INDÚSTRIA COM.E REPRESENTAÇÕES LTDA.	Yes
IRMÃOS AYRES S/A.CONSTRUÇÕES IND.E COMÉRCIO	Yes
KRONE INDÚSTRIA MECÂNICA LTDA.	No
MADEF S/A.INDÚSTRIA E COMÉRCIO	Yes
MERK BAK INDÚSTRIA E COMÉRCIO LTDA.	Yes
METALÚRGICA BRUSANTIN LTDA.	Yes
METROMAQ TORNEARIA E METALÚRGICA LTDA. ME	Yes
NEAC COMPRESSOR SERVICE LTDA.	No
NEUMAN & ESSER AMÉRICA DO SUL LTDA.	No
RIO PRETO COMPRESSORES INDÚSTRIA E COMÉRCIO LTDA.	Yes
RK COMPONENTES INDUSTRIAIS LTDA.	Yes
SCHULZ S/A.	Yes
TECVAL VÁLVULAS INDUSTRIAIS LTDA.	Yes
USINQUAL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
W.BURGER VÁLVULAS DE SEGURANÇA E ALIVIO LTDA.	Yes
WORK AIR EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes

Market for crankshaft replacement 2008	
Enterprise	Participation (%)
Car manufacturers (internal production)	Aprox. 60%
Imports	15%
Sufran	10-20%
Lepe	3%
Vianco	2%
Others	0-10%

Source:

http://www1.seae.fazenda.gov.br/LITTERA/documentos_complementares/08012007730200951_Pa_recer_066462010.pdf

Name of the commodity	Instruments and appliances used in medical, surgical, dental or veterinary sciences	Current Level of India Exports to Brazil	23	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	9018	8 Level HS Code Variants	22	Main Competitors and Shares	US 41% EU 27%
Import Duty (%)		Technical Barriers to Trade	Inmetro	Phyto Sanitary Barriers	Anvisa
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	265	297	298	418	16%
Brazil	7	6	14	23	49%
Brazil Imports from rest of world	811	826	1128	1251	16%
Local Brazil Manufacturers	Lupatech(901819),	International players active in Brazil		Main Customers/ Segments	Medical,dental, veterinary and research
Is the Brazilian Industry Fragmented ?	Yes, for medical equipment, more or less 500 companies, most familiar and small or medium	Are Credit Facilities needed to sell ?	No, public sector will probably fund any operation in the sector	Challenges and Barriers for trade	Competition with US and EU
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	High, but qualified	Capital Intensity of Product	High	Natural Resource Intensity	Medium(?)
Indian Competitive Advantage	Possibly economy of scale..	Indian Competitive dis-advantage	Low technology compared to Brazilian biggest suppliers, maybe even to Brazilian producers	Imports needed for product ?	Yes, some products are not currently produced in Brazil at all
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, but only if it could take an advantage of knowledge spillover with Brazilian companies. Sourcing medical goods from India is probably cheaper	Major change in trade policy expected ?	No	What can Indian Government do ?	Study Brazilian healthcare system and public tenders in the sector.
Trade target for 2015	70	What could go wrong ?		Key strategy to win	Export products without a national similar. Magnetic resonance apparatus might be a good choice. Take advantage of economy of scale, as most Brazilian companies are medium or

				small.
Additional Notes and Comments	Electromedical, electrotherapeutic equipment and irradiation equipment production (R\$ 529 M), Medical, odontological and optical articles R\$ 4,5 B Catalog http://catalogohospitalar.com.br/ Association http://www.abimo.org.br/, Certificates http://www.abimo.org.br/modules/publicacoes/publicacao.php			

HS Code	Description	Ind to Brz 2011	Import Duty	
90181210	Echographs with doppler spectrum analysis	1.36	0	
90181290	Other appar. of eletrodiag. by ultrasonic scanning	0.00	14	
90181300	Magnetic resonance imaging apparatus	0.01	0	
90181980	Other electro-diagnostic apparatus	0.19	14	
90181990	Parts of electro-diagnostic apparatus	1.23	14	
90183111	Syringes of plastic,with or without needles,cap<=2cm3	0.01	16	
90183119	Other syringes of plastic,with or without needles	11.79	16	
90183190	Syringes of other material,with or without needles	0.03	16	
90183219	Other tubular metal needles	0.33	16	
90183220	Needles for sutures	1.07	2	
90183910	Other needles	0.05	16	
90183929	Other probes, catheters and stems	5.14	16	
90183991	Article f/arteriovenous fistula,comp.needle,base,etc.	0.02	16	
90183999	Oth.syringes,needles,catheters,etc.similar instruments	1.28	16	
90184999	Other instruments and appliances for dentistry	0.00	16	
90185090	Other ophthalmic instruments and appliances	0.05	14	
90189010	Instruments and appliances,f/blood transfusions,etc	0.46	14	
90189029	Other bistouries	0.02	16	
90189091	Artificial incubators for babies	0.05	14	
90189095	Clips,applicators ,extractors f/appar.used medical,etc	0.00	0	
90189099	Oth.instrum.and appliances used in medical,surgica,etc	0.17	16	

90181290/90181210	Local
Alacer	Yes
Medpej	yes
Bramsys	Yes

90181300	
Toshiba	No
Xpro (only national company with Angiographic technology)	Yes

90181980	local
Alacer	yes
Biocam	Yes
Biodina	Yes

CMOS	yes
Confiance	Yes
Estec	
JG Moriya	Yes
Lynx(Lyntec)	Yes
MF equip. Médicos (Neurovirtual)	Yes
Nsam	Yes
Neurotech	Yes
Omnimed	Yes
Prolife	Yes
Todmed	Yes
Transform	yes

90181990	local
bhiosupply	Yes
Cardios	Yes
Contronic	Yes
Dixtal	Yes
Fanem	Yes
First Line	Yes
JG Moriya	Yes

901831190,90183119	Local
BD	Yes
Excelsior	Yes
Injex	Yes

90183220, 90183219	Local
Erwinguth	Yes
Exomed	yes
Razek	Yes
Russer	Yes
Alacer	Yes

90183910	
Firstline	Yes
Labor Med	Yes
Russer	Yes

90183991, 90183929, 90183999	Local
Firstline	yes
Razek	Yes
Alacer	Yes
Richter	Yes

90184999	Local
Erwinguth	Yes
JG Moriya	Yes
Nacional(ossos.com.br)	Yes
http://www.abimo.org.br/modules/associados/setor.php?setor_id=4 (all companies that are filiate to Abimo and produce dental products)	
Kavo	No

90185090	Local
Dorja	Yes
Gigante	Yes
Medicone	Yes
Opto	Yes
Optolink	Yes

90189029	
Deltronix	yes
Instramed	Yes
Medcir	yes
WEM	yes

90189091	
Olidef	Yes

90189099	Local
Amplivox (hearing equipment)	yes
Alcard(Cardiac surgery apparel)	Yes
Barrfab(Surgical table)	Yes
Baumer(Dental products, prostheses, biomaterials)	Yes
Biocam	Yes
Biosensor	Yes
Biotechno (Chamber for biological products)	Yes
BMR(infusor)	Yes
Bramsys(Neurosurgery)	Yes
Carci	Yes

Calmaq	Yes
Cisagroup	Yes
Contronic	Yes
DFV(Surgical Microscopes)	Yes
Dixtal(anesthesia)	Yes
Dorja	Yes
Duan(product to locate vein to insert needle)	Yes
Dynamedic	Yes
Ecotec(Oxitherapy hyperbaric)	Yes
EDLO(biggest producer of surgical products in LatAm)	Yes
Engemed(Litotritor Intracorpóreo Pneumático Balístico)	Yes
Erwinguth	Yes
Exomed(Surgical goods)	Yes
Farmi	Yes
Gigante	Yes
Strattner	Yes
HBHospitalar	Yes
Hitechnologies	Yes
Homed	Yes
Hospira	No
IdealBequem	Yes
Ifab	Yes
Indrel	Yes
Iteria(laser application)	Yes
Inpromed(Surgical focus)	Yes
Intramed(emergency equipment)	Yes
Internacional cientifica(Diagnosis products)	Yes

JG Moriya	Yes
KLD(ultrasonic apparel for aesthetic treatment)	Yes
Labor Med(Naso-gastro camera)	Yes
BBraun	No
Laborie	No
Lifemed	Yes
Loktal	Yes
JProcopio(Surgical Bad)	Yes
Macom(surgical equip)	Yes
Magnamed(Lung ventilation)	Yes
Medcir(eletrosurgery, electrotherapy)	Yes
Medicone(Urology, Pneumatology)	Yes
Microem	Yes
Micromar	Yes
Nsam (Inhalators)	Yes
Olidef	Yes
Olympus	No
Oxigel	Yes
Prolife	Yes
Protec	Yes
Q2tec	Yes
Razek	Yes
Richter	Yes
Russer	Yes
RWR(One of the biggest in the segment)	Yes
Samtronic(infusion systems)	Yes
Sercom(disinfection)	yes
Sismatec (Surgical equipment)	Yes
Soniclear (Inhalers)	Yes
TMed	Yes
Teb	Yes
Stermax	Yes
Sterilifer	Yes
Transmai	Yes
Unique	Yes
Driller (surgical Pistols)	Yes
WEM(Eletro Surgical Products)	Yes
Zami	Yes
Johnson & Johnson	No
Sawae(optical products)	Yes
Braile Biomédica	Yes
Ecco	Yes

Name of the commodity	Reaction initiators, reaction accelerators and catalytic	Current Level of India Exports to Brazil	1.5	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	3815	8 Level HS Code Variants	4	Main Competitors and Shares	US 38% LatAm 27% EU 25%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	78	90	79	83	2%
Brazil	1	1	4	1	1%
Brazil Imports from rest of world	155	153	235	258	19%
Local Brazil Manufacturers		International players active in Brazil	Clariant	Main Customers/ Segments	Chemical, Petrochemical, Polymeral, refinery, automotive, environmental markets and energy
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product	Low	Capital Intensity of Product	High	Natural Resource Intensity	High
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, due to the big size of the national market	Major change in trade policy expected ?		What can Indian Government do ?	To be in this market it is better to produce locally, so the government should advice some chemical companies to come to Brazil and invest in plants of those products
Trade target for 2015	10	What could go wrong ?		Key strategy to win	On this sector, simplicity and cost advantage are essential
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty
38151210	Catalyst ceramic beehive/metallic for catal.conver.for veh	0.00	12
38151900	Other supported catalysts	0.25	2

38159099	Other catalytic preparations	0.33	4
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Name of the commodity	Electrical ignition or starting equipment of a kind used for spark-ignition or compression-ignition internal combustion engines	Current Level of India Exports to Brazil	5	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8511	8 Level HS Code Variants	11	Main Competitors and Shares	Asia 50 % Eu 30%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	105	100	109	120	5%
Brazil	1	1	2	5	107%
Brazil Imports from rest of world	335	270	358	410	7%
Local Brazil Manufacturers	Could not assign	International players active in Brazil	Could not assign	Main Customers/ Segments	Vehicles, industry in general. It is used to start combustion process
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Costs, probably technology, as the brazilian participation in the international market is low	Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Probably yes. Due to the large market for vehicles in Brazil	Major change in trade policy expected ?	No	What can Indian Government do ?	Try to develop relationships between indian suppliers and manufacturers in Brazil
Trade target for 2015	20	What could go wrong ?		Key strategy to win	Invest on cost advantage and brand development
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
85112010	Ignition magnetos for motor explosion/diesel	0.06	18	
85113010	Distributors f/motor explosion/diesel	0.00	18	
85113020	Ignition coils f/motor explosion/diesel	0.09	18	
85114000	Starter motors f/motor explosion/diesel	3.16	18	
85115010	Dynamos and alternators f/motor explosion/diesel	0.21	18	
85115090	Other generators f/motor explosion/diesel	0.00	18	
85118010	Glow plugs f/motor explosion/diesel	0.00	18	
85118020	Cut-outs comb.with regulators f/motor explos./dies.	0.06	18	
85118090	Oth.electrical ignition equipm.etc.f/motor explos./dies	0.11	18	
85119000	Parts of electrical ignition, etc.f/motor explos./diesel	1.31	18	

Name of the commodity	Parts of Electrical panels	Current Level of India Exports to Brazil	13	Indian Market Share (Rising/ Falling)	2%R
4 Level HS code	8538	8 Level HS Code Variants	4	Main Competitor s and Shares	EU 53 %
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	237	320	299	582	35%
Brazil	5	6	9	13	39%
Brazil Imports from rest of world	295	214	298	339	5%
Local Brazil Manufacturers	Lupatech(853810), ABB, Nutsteel, Engerey, Tesitec	International players active in Brazil	DL (part of the French group Legrand), Eaton,	Main Customers/ Segments	Electric circuit installers, so industrial is the most strong one, followed by commercial and residential
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if	Probably yes, the market is growing fast.	Major change in trade policy expected ?	No	What can Indian Government do ?	Try to bring in companies that operate in markets where the Indian participation is low

not why not ?					
Trade target for 2015	20	What could go wrong ?		Key strategy to win	Direct sale is a very important channel.
Additional Notes and Comments	Brazilian competitiveness is low. Brazil export only 4% of its national production http://www.oseletrico.com.br/web/documentos/guias_setoriais/Ed63_pesquisa_quadros_paineis.pdf				

HS Code	Description	Ind to Brz 2011	Import Duty	
85389010	Mounted printed circuits f/elec.circuit switches appar.	0.22	12	
85389020	Oth.parts f/switches appar.elec.circuit protection	10.97	2	
85389090	Oth.parts f/elec.circuit switches apparatus	1.26	16	

Name of the commodity	Oscilloscopes, spectrum analysers and other instruments and apparatus for measuring or checking electrical quantities	Current Level of India Exports to Brazil	0.5	Indian Market Share (Rising/ Falling)	0.1 % R
4 Level HS code	9030	8 Level HS Code Variants	12	Main Competitors and Shares	US 33% China 27% Midd E 30%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	30	64	65	57	24%
Brazil	0	0	0	0	6%
Brazil Imports from rest of world	172	135	164	236	11%
Local Brazil Manufacturers	Semil(903089), Cope (903089), Contenco (90303311, 3319), Salvi Casagrande (90303311, 3319, 3329), Turotest (90303311, 3319, 3329), Digitrol (90303329, 3390), Willtec (90303329), Ayrestec (90303390), Marte Cientifica (90303399), MDI (90303390), Policontrol (90303390)	International players active in Brazil	DL (part of a French group called Legrande)	Main Customers/ Segments	

Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes. A company can provide services related to those products, like consultancy on process optimization on factories. House automation is also happening in Brazil.	Major change in trade policy expected ?	No	What can Indian Government do ?	Talk to enterprises on this sector. Explain the possibility of installing in Brazil
Trade target for 2015	8	What could go wrong ?		Key strategy to win	Have a good strategy on distribution channels, handle well supply chain management
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty
90302029	Other analogical cathode-ray oscilloscopes	0.01	12
90303100	Multimeters without recording device	0.03	14
90303200	Multimeters wth recording device	0.01	14
90303311	Digital voltmeters	0.00	12
90303319	Any other voltmeters	0.00	12
90303329	Other ammeters without recording device	0.01	14
90303390	Others	0.01	14
90303990	Oth.appar.and instrum.f/measuring/checking tension,etc	0.18	14
90308490	Other instruments, with recording device	0.02	14
90308990	Oth.instrumen.and appar.f/measuring/checking elect.etc.	0.01	12
90309090	Parts and access.f/oscilloscopes,oscillographs,etc.	0.02	8

Name of the commodity	Parts for Tv Receptors	Current Level of India Exports to Brazil	0.1	Indian Market Share (Rising/ Falling)	0.01
4 Level HS code	8529	8 Level HS Code Variants	5	Main Competitors and Shares	China 47% Asia 30%

Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	193	172	106	96	-21%
Brazil	0	0	0	0	36%
Brazil Imports from rest of world	1684	1162	3024	3448	27%
Local Brazil Manufacturers	Datalink (cables), Anphenol (telecom infrastructure), Anixer (cables), Cika Eletrônica (parts for aerals), Dynatec (Geotracking), Ideal (aerials), IntelBras (telecom centrals), Pró Eletronica	International players active in Brazil	Alcatel, EMS Wireless, ESAB, HDL (Communication systems)(Legrande group), Linear (products for radio) (Hitachi Group) Huber Suhner, Molex, NEC, Ceragon	Main Customers/ Segments	Television, navigation, radio, video camera, telecom systems, cellphones, logistic Samsung, Motorola, Foxconn, LG, Siemens, Semp Toshiba
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Cheaper production costs	Indian Competitive dis-advantage	Lack of relation with the Brazilian industry	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, for developing costumer relations and lower the delivery time. Also for providing services related to telecommunication	Major change in trade policy expected ?	No	What can Indian Government do ?	Bring Indian suppliers to fairs.
Trade target for 2015	20	What could go wrong ?		Key strategy to win	Invest on Costumer relations. Cost advantage.
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
85291090	Other aerals and aerial reflectors, its parts	0.01	16	
85299020	Other parts receivers apparatus radio-broad.televis.etc	0.36	12	
85299040	Other parts for radio navigational apparatus	0.00	0	
85299090	Oth.parts f/radio remote control appar/tv cameras/video	0.00	16	

Name of the commodity	Monitors and receptors, that does not include reception apparatus for television	Current Level of India Exports to Brazil	0.05	Indian Market Share (Rising/ Falling)	0.015
4 Level HS code	8528	8 Level HS Code Variants	4	Main Competitors and Shares	China 77 %
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	81	250	231	272	50%
Brazil	0	0	0	0	-15%
Brazil Imports from rest of world	207	228	349	414	26%
Local Brazil Manufacturers	Could not assign	International players active in Brazil	Could not assign	Main Customers/ Segments	Manufacturers of machines for producing plastics and other machines for industrial application
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?		Major change in trade policy expected ?		What can Indian Government do ?	
Trade target for 2015	21	What could go wrong ?		Key strategy to win	invest on developing relationships with local manufacturers of plastic machines.
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
85285120	Other monit. used exclusively. with auto. machin. of 84.71 posi., policr.	0.02	12	
85285910	Other monocr. monitors	0.00	20	
85286100	Other input/output units for data proc.mach.	0.01	16	

Structure of supply on the national market for LCD Television in 2010	
TPV	0-10%
Fillips	0-10%
Samsung	20-30%
LG	20-30%
Sony	10-20%
Toshiba	0-10%
HBuster	0-10%
Others	10-20%

Name of the commodity	Parts for Motorcycles	Current Level of India Exports to Brazil	12	Indian Market Share (Rising/ Falling)	2% R
4 Level HS code	8714	8 Level HS Code Variants	10	Main Competitor s and Shares	China 38% Asia 30%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	224	264	205	295	10%
Brazil	7	6	15	12	23%
Brazil Imports from rest of world	583	361	479	704	6%
Local Brazil Manufacturers	Dafra, Amazonas	International players active in Brazil	Honda, Yamaha, Suzuki	Main Customers/ Segments	Motorcycle companies
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?	Yes, if one wants to enter the market for part replacement	Challenges and Barriers for trade	Minimum local content
Major Indian Manufacturers	K.R. Autospares Pvt Ltd,A.R.Autoindustries India, Deveshi Auto Products India Ltd, Saurabh Implex, FM Exim	Major Indian Exporters	K.R. Autospares Pvt Ltd,A.R.Autoindustries India, Deveshi Auto Products India Ltd, Saurabh Implex, FM Exim	Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Lower costs of production, national assemblers, which makes it easier to develop technology	Indian Competitive dis-advantage	Lack of distribution channels and relationship with the consumer market	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, if one want to have a significant participation on the segment	Major change in trade policy expected ?	No	What can Indian Government do ?	Put the manufacturer of parts in India in contact with the Brazilian assemblers
Trade target for 2015	40	What could go wrong ?		Key strategy to win	Bring higher balue to the costumers on the price/quality equation.

					Develop relationship with the assembly lines in Brazil
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
87141900	Other parts and access.f/motor-cycles incl.mopeds	10.53		
87149100	Frames,forks and parts thereof f/bicycles and oth.cycl.	0.16	16	
87149200	Wheel rims and spokes f/bicycles and other cycles	0.05	16	
87149310	Hubs,exc.of brakes(coaster brak.)p/bicyc.and oth.cycles	0.04	16	
87149320	Free-wheel sprocket-wheels p/bicyc.and oth.cycles	0.00	16	
87149410	Coaster braking hubs p/bicycles and other cycles	0.05	16	
87149490	Oth.brakes and parts thereof f/bicycles and oth.cycles	0.38	16	
87149600	Pedals,crank-gear and parts thereof,f/bicycles,etc.	0.06	16	
87149990	Other parts and access.f/bicycles and other cycles	0.95	16	

Name of the commodity	Measuring or checking instruments, appliances and machines	Current Level of India Exports to Brazil	2	Indian Market Share (Rising/ Falling)	0.3% R
4 Level HS code	9031	8 Level HS Code Variants	6	Main Competitors and Shares	EU 45% US 29%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	40	62	47	80	26%
Brazil	1	1	1	2	20%
Brazil Imports from rest of world	432	374	418	544	8%
Local Brazil Manufacturers	Cope (903149)	International players active in Brazil	Eaton(903190)	Main Customers/ Segments	Industrial process controlling, Machinery controlling, including vehicles.
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?	No	Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Cheaper skilled engineers	Indian Competitive dis-advantage		Imports needed for product ?	Maybe for high tech components

Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, in order to gain reputation and provide services	Major change in trade policy expected ?	No	What can Indian Government do ?	
Trade target for 2015	15	What could go wrong ?		Key strategy to win	Bring fresh Know-how to the Brazilian Market
Additional Notes and Comments	Manufacture of equipment and measurement, test and control output 5,3 B				

HS Code	Description	Ind to Brz 2011	Import Duty	
90314990	Other optical instruments and apparatus	0.08	14	
90318050	Appar.f/analyzes of textile,contr.autom.data proces.mac	0.36	0	
90318060	Load cells	0.30	14	
90318099	Oth.instr.applian.and mach.of measuring/checking	0.30	14	
90319090	Parts and acces.f/oth.instr.appl.and mach.meas./check.	0.28	14	

90314990	Local
AYRESTECH MONTAGENS SERV.E REGU.DE VELOCIDADE LTDA	Yes
FESTO BRASIL LTDA.	No
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No

90318060	Local
ALFA INSTRUMENTOS ELETRÔNICOS LTDA	Yes
ALTEC INDÚSTRIA E COMÉRCIO DE INSTRUMENTOS LTDA.	Yes
KRATOS DINAMÔMETROS LTDA.	Yes
KRATOS EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MICRO ANÁLISE INDÚSTRIA COM. E SERVIÇOS LTDA. EPP	Yes
PREST-MAC COMERCIAL E INDUSTRIAL LTDA.	Yes
REINOS INDÚSTRIA E COMÉRCIO LTDA.	Yes
SCHENCK PROCESS EQUIPAMENTOS INDUSTRIAIS LTDA.	No

90318099	Local
ACROS AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
ALFATEST IND.E COM.DE PRODUTOS ELETRÔNICOS S/A.	Yes
ALTO VALE FABRICAÇÃO DE EQUIPAMENTOS INDUSTRIAIS LTDA. EPP	Yes
B.I. MAQ IND. COM. EQUIPAMENTOS ELETRÔNICOS LTDA.	Yes
CEMB DO BRASIL LTDA.	No
CONTENCO INDÚSTRIA E COMÉRCIO LTDA.	Yes
DIGICROM ANALÍTICA LTDA. EPP	Yes
DURR BRASIL LTDA.	No
GIL EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes

GRAFICTRON BRASIL DE TATUÍ LTDA.	Yes
HYTRONIC AUTOMAÇÃO LTDA.	Yes
INDÚSTRIA DE MÁQUINAS ELDORADO LTDA.	Yes
INSTRUTHERM INSTRUMENTOS DE MEDIÇÃO LTDA.	Yes
ITALMICRO INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
MARPOSS APARELHOS ELETRÔNICOS DE MEDIÇÃO LTDA.	Yes
MARRARI AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
MARTE CIENTÍFICA & INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
MCS ENGENHARIA LTDA.	Yes
METALÚRGICA SIPACA LTDA.	Yes
MICROBLAU INDÚSTRIA ELETRÔNICA LTDA.	Yes
MOTOMCO MUNDI IND.COM.IMPORTAÇÃO E EXPORTAÇÃO LTDA	Yes
MS INSTRUMENTOS INDUSTRIAIS LTDA.	Yes
MTP EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
NAPRO ELETRÔNICA INDUSTRIAL LTDA.	Yes
PANAMBRA TÉCNICA IMPORTAÇÃO E EXPORTAÇÃO LTDA.	Yes
SIEMENS LTDA.	No
SNAP-ON DO BRASIL COMÉRCIO E INDÚSTRIA LTDA.	No
SOLOTEST APARELHOS PARA MECÂNICA DO SOLO LTDA.	Yes
SS INDÚSTRIA METALÚRGICA LTDA.	Yes
SULTECH SISTEMAS ELETRÔNICOS LTDA.	Yes
TECNORD SUL AMÉRICA - DELTA POWER COMPANY - SIST ELETRO HIDR. LTDA	No
TRUCK CENTER EQUIPAMENTOS AUTOMOTIVOS LTDA.	Yes
WAIG INDUSTRIAL LTDA.	Yes
WATTÉCNICA IND.E COM.ELETROMECAÂNICA LTDA.	Yes

Name of the commodity	Interchangeable tools for hand tools, whether or not power-operated, or for machine-tools (for example, for pressing, stamping, punching,	Current Level of India Exports to Brazil	2	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8207	8 Level HS Code Variants	14	Main Competitors and Shares	EU 25% Asia 45%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	102	116	114	147	13%
Brazil	1	1	2	2	39%
Brazil Imports from rest of world	220	157	237	352	17%

Local Brazil Manufacturers	Himapel (820770, 820790), Geodore, Cortag, Tramontina	International players active in Brazil	Stanley, Arwin, Boschm Dwalt, Machita	Main Customers/ Segments	Mining, Oil & Gas, Industry in general, construction
Is the Brazilian Industry Fragmented ?	No	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Differences on the consumer market
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Cheaper skilled engineers	Indian Competitive dis-advantage	Disconnection with consumer market	Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, it is recommendable to be near the consumer market to adapt to their needs and gain reputation	Major change in trade policy expected ?	No	What can Indian Government do ?	Talk to enterprises on this sector. Explain the possibility of installing in Brazil
Trade target for 2015	18	What could go wrong ?		Key strategy to win	Have a good strategy on distribution channels, handle well supply chain management
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty
82072000	Dies of base metals, of drawing/extruding f/metals	0.01	
82073000	Tools for pressing/stamping/punc, of base metals	0.18	
82074010	Tools for internal threading, of base metals	0.15	
82074020	Tools for external threading, of base metals	0.12	
82075011	Helicoidals drills, d<=52mm, base metals, diamond-coated	0.55	
82075019	Other drills of base metals, incl.diamond-coated	0.10	
82075090	Other tools for drilling, of base metals	0.03	
82076000	Tools for boring or broaching, of base metals	0.00	18
82077010	Face-milling tools, of base metals	0.49	
82077020	Gear cutting hobs, of base metals	0.07	
82077090	Other tools for milling, of base metals	0.13	
82078000	Tools for turning, of base metals	0.00	18
82079000	Other interchangeable tools, of base metals	0.02	18

Name of the commodity	Base metal mountings, fittings and similar articles suitable for furniture, doors, staircases, windows,	Current Level of India Exports to Brazil	0.1	Indian Market Share (Rising/ Falling)	0.02% R
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4 Level HS code	8302	8 Level HS Code Variants	5	Main Competitors and Shares	China 44% EU 34%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	200	167	138	165	-6%
Brazil	0	0	0	0	85%
Brazil Imports from rest of world	188	163	249	274	13%
Local Brazil Manufacturers	Dafra, Amazonas	International players active in Brazil	Honda, Yamaha, Suzuki	Main Customers/ Segments	Furniture, doors, staircases, window, blinds, coachwork, saddlery, trunks, chests, holders, hat hangers and similar articles
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Cost, Technology production	Indian Competitive dis-advantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Not necessarily, but then there should be a good logistic plan	Major change in trade policy expected ?	No	What can Indian Government do ?	Help local producers to find distributors, without the need of high amount of investments.
Trade target for 2015	15	What could go wrong ?		Key strategy to win	Policy of low prices and low delivery time, product differentiation via design and performance
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty
83023000	Other mountings, etc.of base metals, f/motor vehicle	0.00	16
83024200	Other mountings, etc.of base metals, f/furniture	0.02	16
83024900	Other mountings, etc.of base metals	0.00	16
83025000	Hat-racks, hat-pegs, brackets, etc.of base metals	0.00	16

Name of the commodity	Parts of Tool Holders	Current Level of India Exports to Brazil	3	Indian Market Share (Rising/ Falling)	1% R
4 Level HS code	8466	8 Level HS Code Variants	12	Main Competitors and Shares	EU 51% Asia 26%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	157	166	96	136	-5%
Brazil	1	1	2	3	31%
Brazil Imports from rest of world	212	132	178	247	5%
Local Brazil Manufacturers	Lupatech(846693), Semil(8486693) Romi(846610,846620, 846693, 846694, 846630)	International players active in Brazil	Romi, Eaton(846610, 846693, 846620)	Main Customers/ Segments	
Is the Brazilian Industry Fragmented ?	Yes	Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage		Indian Competitive dis-advantage		Imports needed for product ?	
Will manufacturing locally in Brazil make sense ? if not why not ?		Major change in trade policy expected ?		What can Indian Government do ?	
Trade target for 2015	10	What could go wrong ?		Key strategy to win	
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
84661000	Tool holders and self-opening dieheads	1.41		
84662090	Work holders for other machines and tools	0.04	14	
84663000	Dividing heads/special attachments f/machines-tools	0.00	14	
84669100	Parts and acces.mach.tools f/working stone, concrete, etc	0.00	14	
84669319	Parts and acces.mach.tools f/oper.by lazer, etc.	0.01	14	
84669320	Parts and acces.of machin.centers, etc.f/working metals	0.04	14	
84669330	Parts and accessories of lathes for metals	0.02	14	
84669340	Parts and acces.mac.tools f/drilling, milling, etc.metals	1.11	14	
84669350	Parts and acces.mach.tools f/sharpening, etc.metals	0.00	14	
84669360	Parts and acces.mach.tools f/planing, etc.gear	0.00	14	
84669430	Parts and acces.mach.tools f/extrusion of metals	0.00	14	
84669490	Parts and acces.of oth.mach.tools f/working metals, etc.	0.00	14	

84663000	Local
CALENDE EQUIPAMENTOS HIDRÁULICOS LTDA.	Yes
ECO-SAND SISTEMAS E EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes

84669320	Local
ALBAFER INDÚSTRIA E COMÉRCIO DE FERRAMENTAS LTDA.	Yes
ATLAS IND.E COM.DE MÁQUINAS E ACESSÓRIOS LTDA. EPP	Yes
BRASFIXO FIXOS DO BRASIL LTDA.	Yes
CALENDE EQUIPAMENTOS HIDRÁULICOS LTDA.	Yes
HDT INDÚSTRIA E COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
MARRO MÁQUINAS OPERATRIZES LTDA.	Yes
SYSTEC METALÚRGICA LTDA.	Yes
TECHNOLOGY ADVANCED GROUP LTDA.	No
UNION AMERICANA LTDA. - EPP	Yes
ZEMA ZSELICS LTDA.	Yes

84669330	Local
ALBAFER INDÚSTRIA E COMÉRCIO DE FERRAMENTAS LTDA.	Yes
ATLAS IND.E COM.DE MÁQUINAS E ACESSÓRIOS LTDA. EPP	Yes
BRASFIXO FIXOS DO BRASIL LTDA.	Yes
CALENDE EQUIPAMENTOS HIDRÁULICOS LTDA.	Yes
HDT INDÚSTRIA E COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
MARRO MÁQUINAS OPERATRIZES LTDA.	Yes
SYSTEC METALÚRGICA LTDA.	Yes
TECHNOLOGY ADVANCED GROUP LTDA.	No
UNION AMERICANA LTDA. - EPP	Yes
ZEMA ZSELICS LTDA.	Yes

84669340	Local
ABAFIX METALÚRGICA LTDA. ME	Yes
ALBAFER INDÚSTRIA E COMÉRCIO DE FERRAMENTAS LTDA.	Yes
ARTE DIAMANTE FERRAMENTAS ESPECIAIS LTDA.	Yes
AUTIC AUTOMAÇÃO E INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
B.GROB DO BRASIL S/A.IND.COM.MÁQS.OPER.FERRAMENTAS	No
CCS IND. COM. E REPRES. DE PRODS. NACIONAIS LTDA.	Yes
CYGNUS INDÚSTRIA DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
FESTO BRASIL LTDA.	No
GRANDEX FERRAMENTAS LTDA. EPP	Yes
HICOA INDÚSTRIA MECÂNICA LTDA.	Yes
IMETEX INDÚSTRIA E COMÉRCIO LTDA.	Yes

INDÚSTRIA DE MÁQUINAS CHINELATTO LTDA.	Yes
INDÚSTRIAS ROMI S/A.	Yes
KLEIN EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
MÁQUINAS DAUER INDÚSTRIA E COMÉRCIO LTDA.	Yes
MÁQUINAS OPERATRIZES ZOCCA LTDA.	Yes
MAR AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
MASTERFER IND.COM.IMP.E EXP.DE FERRAMENTAS LTDA.	Yes
MECÂNICA INDUSTRIAL VULCANO LTDA.	Yes
MECTRIAL MECÂNICA INDUSTRIAL LTDA.	Yes
MILL INDÚSTRIA DE SERRAS LTDA.	Yes
NAGEL DO BRASIL MÁQUINAS E FERRAMENTAS LTDA.	Yes
OVERDRILL INDÚSTRIA E COMÉRCIO DE MÁQUINAS E EQUIPAMENTOS LTDA.	Yes
SANCHES BLANES S/A.INDÚSTRIA DE MÁQS.E FERRAMENTAS	Yes
TM BEVO IND.E COM.DE MÁQUINAS OPERATRIZES LTDA.	Yes
TRIAXIS INDÚSTRIA E COMÉRCIO LTDA. EPP	Yes

84669350	Local
AÇO ART MECÂNICA INDÚSTRIA E COMÉRCIO LTDA. ME	Yes
BRUNITEC MÁQUINAS E FERRAMENTAS DE BRUNIR LTDA.	Yes
NAGEL DO BRASIL MÁQUINAS E FERRAMENTAS LTDA.	No
RONING INDÚSTRIA E COMÉRCIO LTDA.	Yes

84669360	Local
B.GROB DO BRASIL S/A.IND.COM.MÁQS.OPER.FERRAMENTAS	No
TM BEVO IND.E COM.DE MÁQUINAS OPERATRIZES LTDA.	Yes

Name of the commodity	Instruments and apparatus for measuring or checking the flow, level, pressure or other variables of liquids or gases	Current Level of India Exports to Brazil	0.5	Indian Market Share (Rising/ Falling)	0.2% R
4 Level HS code	9026	8 Level HS Code Variants	9	Main Competitor s and Shares	EU 42% US 27%
Import Duty (%)		Technical Barriers to Trade		Phyto Sanitary Barriers	
Shipment from India is through		One 20 feet container holds how many ?		Freight as a % of Product Cost	
Recent Export Performance (USD M)	2008	2009	2010	2011	CAGR
World	50	66	62	100	26%
Brazil	0	0	1	0	-7%
Brazil Imports from rest of world	229	165	216	260	4%

Local Brazil Manufacturers	Cope (902620), Randon (902620)	International players active in Brazil		Main Customers/ Segments	Manufacture optimization, security
Is the Brazilian Industry Fragmented ?		Are Credit Facilities needed to sell ?		Challenges and Barriers for trade	Difference in production methods
Major Indian Manufacturers		Major Indian Exporters		Major Indian Exporters to Brazil	
Labor Intensity of Product		Capital Intensity of Product		Natural Resource Intensity	
Indian Competitive Advantage	Cheaper skilled engineers	Indian Competitive disadvantage		Imports needed for product ?	No
Will manufacturing locally in Brazil make sense ? if not why not ?	Yes, because of service providing and proximity with consumer market	Major change in trade policy expected ?	No	What can Indian Government do ?	Look to introduce in the Brazilian Market new products and services
Trade target for 2015	15	What could go wrong ?		Key strategy to win	Have distribution channels and services provision
Additional Notes and Comments					

HS Code	Description	Ind to Brz 2011	Import Duty	
90261021	Instrum.and appl.f/measuring/checking the level,metals	0.04	2	
90261029	Oth.instruments and appl.f/measuring/checking the level	0.04	18	
90262010	Manometers	0.14	18	
90262090	Oth.instrum.and appl.f/measuring/checking the pressure	0.03	18	
90268000	Oth.instrum.and appl.f/measuring/checking liquid,etc	0.01	16	
90269010	Parts of access.instr.and appl.f/measur./checking level	0.00	16	
90269020	Parts and accessories for manometers	0.01	16	
90269090	Parts of access.f/oth.instr.and appl.f/meas./checking	0.01	16	

90261029	Local
AMBAR INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS LTDA.	Yes
CONTECH IND.E COMÉRCIO DE EQUIPAMENTOS ELETRÔNICOS LTDA	Yes
DIECKMANN INDÚSTRIA E COMÉRCIO LTDA	Yes
DURCON EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
EICASA INDÚSTRIA E COMÉRCIO LTDA.	Yes
JOHNSON CONTROLS BE DO BRASIL LTDA.	No
MERK BAK INDÚSTRIA E COMÉRCIO LTDA.	Yes
METALÚRGICA IPÊ LTDA.	Yes
RICHARD KLINGER INDÚSTRIA E COMÉRCIO LTDA.	Yes
SFAY EQUIPAMENTOS INDUSTRIAIS LTDA.	Yes
SILGON INDÚSTRIA E COMÉRCIO LTDA.	Yes
SOBREP-SOCIEDADE BRAS.EQUIPS.PETROQUÍMICOS LTDA.	Yes
SONED INDÚSTRIA E COMÉRCIO LTDA.	Yes

90262010	Local
ACROS AUTOMAÇÃO INDUSTRIAL LTDA.	Yes
CIENTEC EQUIPAMENTOS PARA LABORATÓRIOS LTDA.	Yes
COMPANHIA INDUSTRIAL DOX	Yes
DIGITROL INDÚSTRIA E COMÉRCIO LTDA.	Yes
ELCAR MÁQUINAS LTDA.	Yes
FÁBRICA DE MANÔMETROS RECORD S/A.	Yes
FLUID FEEDER INDÚSTRIA E COMÉRCIO LTDA.	Yes
HYTRONIC ENGENHARIA INDÚSTRIA E COMÉRCIO LTDA.	Yes
INDUSTRIAVE EQUIPAMENTOS INDS.E NAVAIS LTDA.	Yes
ITALMICRO INDÚSTRIA E COMÉRCIO DE MÁQUINAS LTDA.	Yes
M T R INDÚSTRIA E COMÉRCIO LTDA.	Yes
NAKA INSTRUMENTAÇÃO INDUSTRIAL LTDA.	Yes
PEROY INDÚSTRIA E EXPORTAÇÃO LTDA.	Yes
SALVI CASAGRANDE MEDIÇÃO E AUTOMATIZAÇÃO LTDA.	Yes
SÓCIOS INSTRUMENTOS DE MEDIÇÃO LTDA.	Yes
SYMBOL TECNOLOGIA DE VÁCUO LTDA.	Yes
TUROTTEST MEDIDORES LTDA.	Yes
WIKI DO BRASIL INDÚSTRIA E COMÉRCIO LTDA.	No
WILLTEC INDÚSTRIA E COMÉRCIO LTDA.	Yes
WILLY INSTRUMENTOS DE MEDIÇÃO E CONTROLE LTDA.	Yes

90262090	Local
FESTO BRASIL LTDA.	No
INDÚSTRIA E COM.ELETRO ELETRÔNICA GEHAKA LTDA.	Yes
NORGREN LTDA.	No
PARKER HANNIFIN INDÚSTRIA E COMÉRCIO LTDA.	No
SMC PNEUMÁTICOS DO BRASIL LTDA.	No

