

Main news

See the ranking of the top 50 OTI (NVO) in Brazil and Plate for container shipping from January to November 2020, compared to the same period in 2019, based on DataLiner data, from Datamar:

Brazil

DataLiner Brazil OTI (NVO) Rankings | Jan to Nov 2019-2020 | TEU | Exports

Rank	Company	2019	2020	% Change
1	KUEHNE & NAGEL	59.237	62.563	5.61%
2	AMTRANS LOGISTICA & TRANSPORTES INTERNACIONAIS LTDA	26.325	35.047	33.13%
3	DB SCHENKER	39.443	30.221	-23.38%
4	AGILITY LOGISTICS	21.625	27.731	28.24%
5	ASIA SHIPPING	10.993	25.988	136.40%
6	DHL GLOBAL FORWARDING	22.901	23.174	1.19%
7	VMLOG LOGISTICA INTERNATIONAL	21.978	22.045	0.31%
8	CONFIDENCE ASSESSORIA EM COMERCIO EXTERIOR LTDA	17.072	19.915	16.65%
9	INTERGLOBO INTERNATIONAL FREIGHT FORWARDING	10.047	13.347	32.84%
10	INTERMAR AFRETAMENTO E AGENCIAMENTO LTDA	4.970	13.264	166.88%
11	CRAFT MULTIMODAL	11.810	13.007	10.13%
12	BCF COMISSIONARIA ADUANEIRA & SERV DE IMP & EXP LTDA	5.644	12.502	121.51%
13	EASY SHIPPING GLOBAL LOGISTICA LTDA	8.130	12.104	48.88%
14	DC LOGISTICS BRASIL LTDA	9.577	11.964	24.93%
15	INDAIA LOGISTICA INTERNACIONAL	10.458	11.813	12.96%
16	SAVINO DEL BENE	11.075	11.495	3.79%
17	SAFEOLOG TRANSPORTES & LOGISTICA LTDA EPP	8.840	11.274	27.54%
18	ANDES OPERADOR MULTIMODAL LTDA	12.735	9.908	-22.20%
19	PANALPINA	16.772	9.684	-42.26%
20	EURO AMERICA INTERNATIONAL FREIGHT FORWARDERS	9.602	9.431	-1.77%
21	DSV TRANSPORT & LOGISTICS CO	5.936	9.140	53.97%
22	J C ASSESSORIA EM COMERCIO EXTERIOR LTDA	11.897	9.053	-23.91%
23	B&M LOGISTICA INTERNACIONAL	6.633	8.753	31.96%
24	AGL CARGO	6.335	8.693	37.22%
25	EASVLOG SERVICOS & LOGISTICA LTDA EPP	10.281	8.146	-20.76%
26	EAST LINE LTD	8.167	8.054	-1.38%
27	EXPEDITORS INTERNATIONAL	8.129	7.240	-10.94%
28	BLU LOGISTICS BRASIL TRANSPORTES INTERNACIONAIS LTDA	3.046	7.235	137.54%
29	FR MEYERS SOHN LOGISTICS	9.036	6.529	-27.74%
30	C FREIGHT AGENCIAMENTOS INTERNACIONAIS LTDA	2.996	6.379	112.95%
31	JAS FORWARDING WORLDWIDE	5.493	5.917	7.73%
32	SMX INTERNATIONAL LTDA EPP	649	5.912	810.94%
33	CEVA LOGISTICS	4.510	5.881	30.40%
34	FESHI SERVICOS ADUANEIROS & TRANSPORTES LTDA	6.556	5.401	-17.62%
35	JOSE RUBEM TRANSPORTE & EQUIPAMENTO LTDA	3.302	5.277	59.81%
36	PLENNA ASSESSORIA EM COMERCIO EXTERIOR LTDA EPP	6.005	4.726	-21.30%
37	ALLOG TRANSPORTES INTERNACIONAIS	2.251	4.607	104.67%
38	MASTER SUL COMEX LTDA	5.418	4.390	-18.98%
39	FEDEX TRADE NETWORKS	8.406	4.277	-49.12%
40	ACCESS GLOBAL LOGISTICS	2.551	4.229	65.79%
41	EASY WAY AGENCIAMENTO DE CARGAS INTERNACIONAIS LTDA EPP	1.781	4.008	124.98%
42	SERVIMEX LOGISTICA LTDA	3.963	3.903	-1.51%
43	VOX SHIPPING DO BRASIL AGENCIAMENTO LTDA	0	3.882	0.00%
44	MANUPORT LOGISTICS	3.642	3.843	5.52%
45	BLUE LINE AGENCIAMENTO MARITIMO LTDA	2.491	3.809	52.89%
46	ASLL AIRSEA LAND ASSESSORIA & LOGISTICA LTDA	3.713	3.687	-0.69%
47	DMF LOGISTICS	4.406	3.602	-18.25%
48	GRUPO SATEL	1.310	3.495	166.76%
49	ORGANIZACAO LEON REICH LTDA	2.660	3.464	30.23%
50	SKYMARINE LOGISTICA LTDA	1.246	3.433	175.52%
Total		482.042	553.443	14.81%
OTHERS		322.328	326.258	1.22%
GRAND TOTAL		804.370	879.701	9.37%

Imports

DataLiner Brazil OTI (NVO) Rankings | Jan to Nov 2019-2020 | TEU | Imports

Rank	Company	2019	2020	% Change
1	ASIA SHIPPING	112.769	103.060	-8.61%
2	BLU LOGISTICS BRASIL TRANSPORTES INTERNACIONAIS LTDA	51.439	48.538	-5.64%
3	KUEHNE & NAGEL	58.544	45.704	-21.93%
4	AGILITY LOGISTICS	37.925	31.156	-17.85%
5	PANTOS LOGISTICS	26.926	28.407	5.50%
6	CRAFT MULTIMODAL	30.895	28.285	-8.45%
7	DB SCHENKER	34.972	26.966	-22.89%
8	COMISSARIA PIBERNAT LTDA	20.903	26.829	28.35%
9	DC LOGISTICS BRASIL LTDA	23.440	24.098	2.81%
10	PANALPINA	36.940	23.984	-35.07%
11	CEVA LOGISTICS	24.086	23.661	-1.77%
12	DHL GLOBAL FORWARDING	27.172	22.477	-17.28%
13	DSV TRANSPORT & LOGISTICS CO	14.817	20.148	35.98%
14	ALLOG TRANSPORTES INTERNACIONAIS	21.800	19.147	-12.17%
15	HAND LINE TRANSPORTES INTERNACIONAIS LTDA	19.790	17.571	-11.21%
16	BDP	14.524	14.762	1.64%
17	ES BRASIL LOGISTICA LTDA	12.184	13.993	14.85%
18	EXPEDITORS INTERNATIONAL	13.443	13.409	-0.25%
19	JAS FORWARDING WORLDWIDE	13.663	13.199	-3.39%
20	ROYAL AGENCIAMENTOS DE CARGAS LTDA EPP	12.514	11.668	-6.76%
21	INDAIA LOGISTICA INTERNACIONAL	10.034	11.285	12.46%
22	CTI CARGO	7.278	10.975	50.79%
23	HYUNDAI GLOVIS	16.504	10.336	-37.37%
24	HM WAY LOGISTICS	14.125	10.263	-27.34%
25	CHENDA CARGO LOGISTICS BRASIL LTDA	14.710	9.472	-35.61%
26	ANX LOGISTICA INTERNACIONAL & AGENCIAMENTO LTDA	12.532	9.325	-25.59%
27	MAERSK GROUP	0	9.095	0.00%
28	SAMSUNG LOGISTICS	9.181	9.045	-1.48%
29	FIORDE LOGISTICA INTERNACIONAL	11.495	8.292	-27.86%
30	RENTAL LOGISTICA & TRANSPORTE LTDA	5.266	8.075	53.34%
31	NEXT SHIPPING LOGISTICA INTERNACIONAL LTDA ME	6.357	7.576	19.18%
32	GEODIS WILSON	7.630	7.426	-2.67%
33	HELLMANN WORLDWIDE LOGISTICS	8.273	7.414	-10.39%
34	ANDES OPERADOR MULTIMODAL LTDA	6.207	7.294	17.51%
35	PLUSCARGO GROUP	7.704	7.204	-6.50%
36	MANUPORT LOGISTICS	6.261	6.840	9.25%
37	ASCENSUS TRADING & LOGISTICA LTDA	2.104	6.807	223.53%
38	LESCHACO GROUP	6.153	6.500	5.65%
39	PGL BRASIL LTDA	7.487	6.356	-15.10%
40	SEA SKY LOGISTICA DE TRANSPORTE INTERNACIONAL LTDA	7.566	6.348	-16.10%
41	ASLL AIRSEA LAND ASSESSORIA & LOGISTICA LTDA	13.119	6.316	-51.86%
42	ALLINK TRANSPORTES INTERNACIONAIS LTDA	6.993	5.936	-15.11%
43	NEW TRAFIC LOGISTICA INTERNACIONAL & TRANSPORTE LTDA	6.005	5.857	-2.46%
44	KPM LOGISTICS AGENCIAMENTO DE CARGAS EIRELI	5.239	5.828	11.25%
45	B&M LOGISTICA INTERNACIONAL	5.781	5.716	-1.12%
46	FIGWAL TRANSPORTES INTERNACIONAIS LTDA	6.429	5.531	-13.96%
47	DEUGRO FREIGHT FORWARDERS	4.294	5.303	23.51%
48	DACHSER TRANSPORT & LOGISTICS	6.473	5.238	-19.07%
49	VENTANA SERRA	7.930	5.148	-35.08%
50	INTERGLOBO INTERNATIONAL FREIGHT FORWARDING	5.043	4.775	-5.31%
	TOTAL	842.919	778.641	-7.63%
	OTHERS	485.428	420.290	-13.42%
	GRAND TOTAL	1.328.347	1.198.931	-9.74%

Source: DataLiner

Plate

In addition to Brazil, see the ranking of the top 50 OTIs in Argentina, Paraguay, and Uruguay (Plate region) from January to November 2020 compared with the same period in 2019 based on DataLiner data, from Datamar:

DataLiner Plate OTI (NVO) Rankings | Jan to Nov 2019-2020 | TEU | Exports

Rank	Company	2019	2020	% Change
1	KUEHNE & NAGEL	10.463	11.060	5.71%
2	JF HILLEBRAND GROUP	3.388	6.032	78.03%
3	ITL CARGO	3.472	5.769	66.16%
4	BDP	2.964	4.381	47.83%
5	MGP LOGISTICS	3.340	3.453	3.38%
6	DB SCHENKER	3.413	3.003	-12.01%
7	ALTERCARGO SRL	3.083	2.858	-7.30%
8	BLU LOGISTICS	2.228	2.570	15.35%
9	AMERICANA SHIPPING GROUP	1.879	2.535	34.91%
10	TRANSCARGO	1.180	2.327	97.25%
11	ALMAR INTERNATIONAL	1.711	2.318	35.47%
12	DHL GLOBAL FORWARDING	2.415	2.183	-9.61%
13	SUFLENORSA TRANSITARIOS SL	0	2.092	0.00%
14	PANALPINA	2.261	2.073	-8.34%
15	PLUSCARGO GROUP	2.278	2.000	-12.22%
16	TIBA GROUP	2.359	1.902	-19.37%
17	HELLMANN WORLDWIDE LOGISTICS	1.791	1.860	3.84%
18	MERCATOR TRANSPORT ARGENTINA SA	1.171	1.854	58.33%
19	INTER AMERICAN CARGO GROUP	1.630	1.847	13.44%
20	FELPOINT SRL	1.282	1.819	41.89%
21	AGROLOG SA	1.782	1.817	1.96%
22	SEABIRD ARGENTINA SA	1.562	1.795	14.88%
23	KEEMO SA	2.200	1.783	-18.94%
24	SOUTHCROSS LOGISTICS	1.515	1.626	7.33%
25	MERCOLINE SRL	2.096	1.624	-22.52%
26	LATCOMEX SA	1.227	1.620	32.03%
27	RUCA LOGISTICS SA	1.441	1.547	7.36%
28	SEASIDE LOGISTICS SA	1.871	1.535	-17.96%
29	OUTLAND LOGISTICS	400	1.532	283.00%
30	CENTRAL CARGO SAS	0	1.488	0.00%
31	LOGISTICA INTEGRAL SRL	0	1.483	0.00%
32	RALESUR SA	1.492	1.476	-1.07%
33	CODE LOGISTICS SA	1.211	1.414	16.76%
34	INTERALMAR SA	989	1.365	38.07%
35	VINPAC CONTAINER LINE	1.744	1.351	-22.53%
36	JAUSER CARGO	406	1.300	220.20%
37	TERRAMAR LOGISTICA SRL	1.156	1.276	10.38%
38	PORTLAND LOGISTIC SRL	197	1.201	509.64%
39	GIORGIO GORI	988	1.187	17.11%
40	INTERMODAL TANK TRANSPORT LOGISTICS	527	1.156	119.35%
41	GEFCO LOGISTICS	677	1.150	69.74%
42	MERCOMAR SA	1.368	1.148	-16.08%
43	JAS FORWARDING WORLDWIDE	1.050	1.110	5.76%
44	ULSA GROUP	825	1.105	33.94%
45	C & M SHIPBROKER ARGENTINA SRL	578	1.072	85.55%
46	LOGCARGO	1.649	1.017	-38.34%
47	TERRAMAR LOGISTICA	1.553	1.014	-34.71%
48	LIBRESRIO SRL	911	945	3.73%
49	SERLOG SERVICIOS LOGISTICOS SA	892	944	5.83%
50	GLOBAL DISTRIBUTION & SERVICES SA	509	937	84.09%
	TOTAL	85.125	103.927	22.09%
	OTHER	60.093	59.542	-0.92%
	GRAN TOTAL	145.218	163.469	12.57%

Imports

DataLiner Plate OTI (NVO) Rankings | Jan to Nov 2019 - 2020 | TEU | Imports

Rank	Company	2019	2020	% Change
1	KUEHNE & NAGEL	25.308	19.641	-22.40%
2	LOCKSLEY SRL	13.313	14.576	9.49%
3	CRAFT MULTIMODAL	11.681	14.482	23.98%
4	PLUSCARGO GROUP	15.872	14.301	-9.90%
5	DHL GLOBAL FORWARDING	10.744	9.273	-13.69%
6	YUSEN LOGISTICS	11.397	8.017	-29.66%
7	LINER SHIPPING SERVICES SA	7.288	7.895	8.33%
8	DB SCHENKER	7.370	7.412	0.56%
9	HB LOGISTICA SRL	7.332	7.278	-0.73%
10	HELLMANN WORLDWIDE LOGISTICS	4.772	6.963	45.88%
11	INTERLOG SA	7.606	6.827	-10.24%
12	PANALPINA	11.505	6.449	-43.94%
13	GEODIS WILSON	7.847	6.059	-22.79%
14	MSL CORPORATE	6.459	5.873	-9.07%
15	ALMAR INTERNATIONAL	5.319	5.077	-4.56%
16	NAVICON URUGUAY SA	0	4.923	0.00%
17	TRANSCARGO	4.820	4.659	-3.34%
18	BLU LOGISTICS	2.925	4.229	44.58%
19	BDP	4.930	4.126	-16.31%
20	TITO GLOBAL TRADE SERVICES	3.037	3.826	25.98%
21	NAVICON INTERNATIONAL TRANSPORT	6.840	3.631	-46.92%
22	TRANSPORTES UNIVERSALES	2.387	3.441	44.15%
23	GEFCO LOGISTICS	3.765	3.390	-9.96%
24	ALFA TRADING	3.561	3.350	-5.93%
25	CONTROLINFORMATICO DE CARGAS SA	2.307	3.181	37.86%
26	EXPEDITORS INTERNATIONAL	2.947	2.891	-1.91%
27	SACO SHIPPING	2.807	2.589	-7.75%
28	JAUSER CARGO	3.343	2.545	-23.87%
29	SAVINO DEL BENE	2.799	2.491	-11.00%
30	ORGANIZACION DE SERVICIOS ADUANEROS SA	49	2.401	4800.00%
31	OUTLAND LOGISTICS	1.729	2.376	37.42%
32	JAS FORWARDING DE ARGENTINA SA	2.418	2.356	-2.56%
33	NIP CARGO SRL	1.504	2.348	56.12%
34	NAVICON SA	3.961	2.297	-42.01%
35	SEASIDE LOGISTICS SA	1.588	2.234	40.68%
36	OVERSEAS	2.323	2.185	-5.90%
37	EAF SA	1.638	2.161	31.93%
38	DSV TRANSPORT & LOGISTICS CO	3.166	2.119	-33.06%
39	REPREMAR LOGISTICS	2.284	2.042	-10.60%
40	SOUTHCROSS LOGISTICS	1.782	1.980	11.08%
41	VINPAC CONTAINER LINE	1.729	1.748	1.09%
42	CEVA DE ARGENTINA SRL	0	1.740	0.00%
43	ROMUIC ARGENTINA SRL	2.176	1.630	-25.09%
44	UNIVERSAL SHIPPING AGENCY SA	2.065	1.606	-22.23%
45	ALL IN SHIPPING	1.214	1.560	28.50%
46	ECU WORLDWIDE LOGISTICS	1.646	1.491	-9.43%
47	FRACHT LOGISTICS	2.193	1.477	-32.64%
48	DACHSER TRANSPORT & LOGISTICS	1.961	1.463	-25.40%
49	MAERSK GROUP	49	1.405	2767.35%
50	RALESUR SA	1.604	1.364	-14.96%
	TOTAL	237.361	229.378	-3.36%
	OTHER	130.838	106.161	-18.86%
	GRAN TOTAL	368.199	335.539	-8.87%

Ports and Terminals

With a new terminal connected to the west of the pier, the operators of the Port of Paranaguá expect to handle around 6 million tons of solid export bulk in the first quarter of 2021. Together, the expected volumes of soy, soybean meal, corn, and sugar represent an increase of 11% compared to what was exported in the same three months of 2020 - 5.47 million tons.

“To meet this demand, we will need the Export Corridor working 100%. The objective is to have maximum productivity in the three berths east of the pier and still have berth 201, in the west corridor, and berth 204 ”, highlights the director of operations for Portos do Paraná, Luiz Teixeira da Silva Júnior.

According to him, in 2020, berths 201 and 204 had a significant increase in the draft, reaching 12.5 meters. In addition, a new terminal starts operating in the West Export Corridor of the Port of Paranaguá in the first months of 2021.

“This will give us the possibility to bring even more cargo to Paranaguá. With this expanded capacity, which we did not have in previous years, and this structure, we have all the conditions to serve our users and set new export records”, predicts Teixeira.

New terminal – The new terminal that will connect in 2021 to start operating west of the pier, by berth 201, is Cavalca Administração Portuária (CAP). “Our expectation is to start operating in the first months of the year. The entire structure is ready and we have already received customs clearance, now in the last week of December”, says the terminal’s general manager, Eulisses Zaganel Machado.

According to Machado, the company will work mainly with soybeans – in grain and meal – originated in the western region of Paraná and the state of Mato Grosso. “Our expectation is to load 60 to 65 thousand tons per month”, he completes.

The terminal has a flat-bottom warehouse for 50 thousand tons of cargo and is connected by conveyor belts to the cradle equipment – the two ship loaders – which have the capacity to move around two thousand tons per hour, each.

“The simultaneous operation of two export corridors at the Port of Paranaguá, will allow more agility in loading, potentially reducing the waiting time for ships”, says the manager of CAP. Cavalca expects to export 180,000 tons of soybeans in the first quarter of 2021.

In the same Berth 201, interconnected in the West Corridor, is the Bunge terminal. The expectation of the company is to export 415,000 tons of grain (235,000 of soybean meal and 180,000 of soybeans) in the first three months of this new year. The expected volume is 87% higher than the consolidated volume from January to March 2020, in the Berth: 221,532 tons of soybeans and meal

Via Berth 204, Pasa expects to export 770,000 tons of cargo in the same period, including 420,000 tons of soy (121% more than the 189,946 tons exported from January to March 2020, in grain and meal) and 350,000 tons of bulk sugar (17% more than the 298,490 tons exported in the first quarter in 2020).

Eastern Corridor – Together, the nine private terminals and the two interconnected public terminals in the East Export Corridor,

at the Port of Paranaguá, expect to handle 4,717,000 tons of soy, corn, and soybean meal in the first quarter of 2021. This volume represents an average movement of 1,572,333 tons per month.

The expected volume is almost the same as that consolidated in the export of the complex in 2020 (4,721,471 tons). Of soybeans, almost 3.1 million tons are expected. The volume is slightly lower than that exported in the first three months of 2020: 3,348,522 tons.

From soybean meal, the expectation of the terminals is to export 1,144,000 tons in the first quarter of 2021. The volume will be 6.4% higher than the 1,075,147 tons consolidated in the same period this year.

The product that should show a significant increase is corn. The forecast is to move 475,500 tons of grain from January to March next year. In 2020, 297,802 tons of the product were exported through the Eastern Corridor – 37% less than the expected volume. See forecast by terminal for the Eastern Corridor of the Port of Paranaguá:

TERMINAIS	FARELO DE SOJA	MILHO	SOJA	TOTAL 1º TRI.
AGTL BRASIL		75.000	225.000	300.000
CARGILL	240.000	60.000	380.000	680.000
CENTRO SUL	144.000	57.500	87.500	289.000
CIMBESSUL	30.000	10.000	100.000	140.000
COAMO	375.000	20.000	45.000	440.000
COTRIGUAÇU	235.000	50.000	370.000	655.000
INTERALLI	-----	100.000	470.000	570.000
LOUIS DREYFUS	60.000	3.000	570.000	633.000
ROCHA		100.000	700.000	800.000
SILO PÚBLICO	60.000	-----	150.000	210.000
TOTAL	1.144.000	475.500	3.097.500	4.717.000

The Port of Imbituba closed 2020 with records levels of shipments and monthly and annual movements, cargo diversification, and investment attraction. From January to December 2020, 5.8 million tons were handled in the port of Santa Catarina, a volume 1.8% higher than in 2019. Among the busiest cargo in the period were petroleum coke, soybeans, ore iron, containers, corn, salt, and urea. In all, there were 228 ship moorings in 2020.

In 2020, the Port of Imbituba broke three monthly handling records: in June (602,370 tons), September (602,737 tons), and December (662,489 tons). In addition, it exceeded the volume shipped per vessel five times, demonstrating its capacity to handle large operations. The largest of them reached 119,700 tons in a single vessel, considered to be the largest solid bulk shipment in southern Brazil, according to statistics from ANTAQ (the national waterway transportation agency). The cargo portfolio was also expanded, adding pulp, iron ore (hematite and magnetite), fertilizer (triple superphosphate), and food in big bags. The significant movement of ore helped set shipping records and attract private investments inside the port, such as the construction of a new warehouse dedicated exclusively to cargo, with a static storage capacity of approximately 80,000 tons.

The Tecon Salvador container terminal managed to overturn in the Federal Court of Bahia an injunction obtained by USUPORT (the association of Bahian port users) against the

fee charged for scanning cargo, a non-invasive inspection determined by the Federal Revenue Service. The decision was granted by Judge Ávio Mozar José Ferraz de Novaes, of the 12th Federal Civil Court of the State, in a reconsideration request.

The magistrate understood that Normative Instruction 680, issued by the Brazilian IRS in 2006, which, among other things, exempted importers from charging the fee, could be applied to the case. It considered the body's subsequent ruling – Ordinance No. 3,518, of 2011, as amended by Ordinance No. 1,001, of 2014 – whereby the acquisition, maintenance, and operation of scanners should be the responsibility of the enclosures or bonded places themselves.

According to the judge, these new responsibilities led the terminals to charge for services, under penalty of imbalance in concession contracts. "If that were not the case, it seems to me that we would be facing a possible violation of the Concessions Law (Leinº 8.987 / 95)", it says in the decision (process nº 1040602-44.2020.4.01.3300). For him, scanning could only be included in the paid service package for cargo handling – the so-called box rate – if it were carried out, "indistinctly", on all loads. "This requirement can be mitigated, for example, when the bonded warehouse operates with a load that allows direct visual inspection or otherwise," he says.

Demir Lourenço, executive director of Tecon Salvador, says that the decision reinforces the terminal's confidence in the regularity of the collection. According to him, ANTAQ (the national waterway transport agency), in an administrative decision of 2019, recognized that non-invasive inspection of containers generates costs and that they must be remunerated. "The matter in question should not even be subject to controversy since it is inserted in a regulated environment", he says.

USUPORT has already appealed the decision. In the request, it states that Normative Instruction No. 680, of 2006, is in force, that one cannot speak of imbalance in concession contracts, and that the cost of acquisition and operation of scanners must be paid for by FUNDAF (the special fund for the development and modernization of supervisory board activities).

"There is a legal source of funding for the inspection activity that does not imply a disproportionate and illegal burden on those who move the national economy," says Fernando Antonio da Silva Neves, from the office of Fernando Neves Advogados e Consultores, which defends USUPORT.

The tariff started to be charged in the country in 2012, according to ABRATEC (the Brazilian association of container terminals). For exporters and importers, it weighs in your pocket. The value is established by each port operator. It varies from R\$ 80 to R\$ 1,000 per unit, according to CNI (the national confederation of industries) which tried, through administrative means and without success, to contest the collection. And now he is considering going to the Judiciary. In Bahia, there is a favorable precedent, while in the states of São Paulo and Espírito Santo, the few second instance decisions go against the companies. A company that operates in copper smelting and refining obtained a favorable sentence in the 13th Civil Court of Bahia.

Judge Carlos D'ávila Teixeira considered the tariff to be illegal and ordered reimbursement for the last five years. For him, it is a fee, a security measure arising from the police power of the Federal

Revenue Service, and therefore, the charge should have been established by law.

Two other companies filed lawsuits against Tecon Salvador. But, according to the container terminal, requests for early protection were rejected by the court.

Santos Brasil, which manages the Container Terminal at the Port of Santos (Tecon Santos), has postponed the completion of its investment schedule for the Santos pier from December 31, 2020, to December 31, 2031. The information was released to the market on January 3 through disclosure of material facts signed by the company's Economic-Financial and Investor Relations Director, Daniel Pedreira Dorea. According to the company, the estimate is to invest at least R\$ 360 million by next year. R\$ 313 million has already been invested

The amount of investments is related to the request for the early renewal of the terminal lease agreement. Initially, the company would have had until next year to operate Tecon. However, in 2015, after a negotiation with the federal government, Santos Brasil guaranteed the renewal until 2047. For this, the operator committed to invest more than R\$ 1.2 billion in infrastructure. These investments should guarantee an increase in the container-handling capacity at Tecon.

From 2 million TEU handled annually, the volume will be 2.4 million TEU annually. In addition, the forecast is that the installation will reach the 150 movements per hour (mph) mark. One of the main interventions planned is the expansion of the current 980-meter wharf to 1,200 meters by extending the berth to the Vehicle Export Terminal (TEV).

The expansion will make it possible to simultaneously dock three new Panamax vessels, capable of loading between 7,000 and 12,500 TEU. In addition, the company foresaw the deepening of mooring berths and the purchase of equipment such as portainers.

According to the relevant fact disclosed by the company, "The new investment schedule preserves the original economic-financial equation of the lease, keeping the amount to be invested and the lease term provided for in the fifth addendum, keeping the original assumptions already agreed, among them the movement, price, and productivity".

Lack of Demand - In a note, the president of Santos Brasil, Antônio Carlos Sepúlveda, informed that "the lack of demand in view of the capacity generated over time by the original project was what motivated the request for an extension of the term for the investment of R\$ 1.5 billion (in updated values) at TeconSantos". According to the executive, legislation allows for the revision of the investment schedule. "The investment amount remains unchanged as well as the lease term," he said. According to Sepúlveda, the term for part of the investments in equipment was changed. Investments in the quay infrastructure are being concluded.

The public company Portos do Paraná opened an inquiry for the lease auctions for the PAR32 and PAR50 areas in the Port of Paranaguá. The competitions should take place in the first half of 2021, with total investments of R\$ 367.6 million.

The auctions will be carried out by the Paraná port authority and the pre-auction procedures are carried out with the support of

ANTAQ (the national waterway transport agency) and the EPL (the planning and logistics company of the Ministry of Infrastructure).

PAR32 is an area measuring approximately 6.6 thousand m2 for handling general cargo, especially bagged sugar. The space already has a structure, at berth 205. The lease term is 10 years, extendable at the discretion of the granting authority.

PAR50 is for the operation of liquid bulk, with a total area of 85,392 m2, next to the flammable materials pier. The lease provides for mixed-use storage facilities, with 18 vertical tanks already installed and a total capacity of approximately 70,181 m3, in addition to piping, pumping, administrative, and utility areas. The lease term is 25 years, also with the possibility of an extension.

The complete studies are available at: – <http://web.antaq.gov.br/Sistemas/LeilaoInternetV2/default.aspx?audiencia=69> (PAR32) and <http://web.antaq.gov.br/Sistemas/LeilaoInternetV2/default.aspx?audiencia=72> (PAR50). The consultation began on December 30, 2020, and will end on January 29, 2021. The public hearing will have a date, time, and place defined and communicated later.

Starting this year, Porto do Açu will adopt the Environmental Ship Index (ESI), an index that classifies vessels that exceed the emission standards established by the International Maritime Organization (IMO). Ships that perform above environmental standards, including levels of greenhouse gas emissions, have access to different port tariffs. ESI is a project led by the World Ports Sustainability Program (WPSP), linked to the International Ports Association (IAPH).

"We have a world-class port infrastructure with the capacity to receive the largest ships in the world. By adopting Environmental ShipIndex, we made it clear that Açu is committed to participating in the global effort to reduce emissions", explains José Firmo, CEO of Porto do Açu Operations.

The international shipping industry is estimated to be responsible for 2% to 3% of greenhouse gas emissions in the world. Shipments of crude oil, coal, iron ore, grains, and other bulk commodities represent more than 80% of global maritime trade.

The Port of Itaquí closed 2020 with handling above the record level reached in 2019, with 25.3 million tons of cargo handled. Grains (soybeans, corn, and soybean meal) reached 12.1 million tons – including the Tegram and VLI operations – which represents an increase of 8.5% over the same period in 2019. The volume of fertilizer reached 2.6 million tons handled, registering an increase of 21% over 2019. Pulp was also highlighted, with 1.4 million tons exported which was 35% above what was exported in 2019. This was in addition to the container shipments which contributed heavily in 2020 with their weekly ship calls.

Expansion - Novo Tegram, the largest expansion project undertaken at the Port of Itaquí since 2019, started its activities at the end of the first semester of 2020. The investments of the Tegram Consortium in Itaquí make it possible to carry out simultaneous grain shipments at berths 100 and 103, raising the capacity of the port to handle 20 million tons of grain per year, also considering VLI's operations in Berth 105. The Consortium

invested R\$ 260 million in this second phase of the project. In addition to the contribution of funds from the first phase (R\$ 600 million), the total invested is R\$ 860 million. The work generated about 500 jobs and in the post-work period, the terminal should absorb more than 100 new workers.

Tegram is one of the largest infrastructure projects for the export of the Brazilian grain harvest and has directly benefited producers in the MATOPIBA region (Maranhão, Tocantins, Piauí, Bahia) and in the Northeast of Mato Grosso. Itaquí's proximity to the new agricultural frontier in Brazil generates a quicker flow of the harvest to strategic markets, such as Europe and Asia.

Plans for 2021 - The management of Port of Itaquí has an Investment Plan in progress – between public and private resources – for a total amount of R\$ 1.4 billion for port infrastructure, which includes works delivered, works in progress, and projects for 2021.

The works are being concluded for the renovation berths, paving of the internal roads and access to the port, a new electrical system including modernization of the receiving substation, and the construction of an emergency response base at the Ponta da Espera Terminal. These are being done using company resources from Empresa Maranhense de Administração Portuária (EMAP), manager of the Port of Itaquí,

One of the most important private investments, in addition to Novo Tegram, is the ongoing works to expand the fertilizer terminal, two liquid bulk terminals, and one cellulose terminal, which should be completed in 2021. Also on the agenda for 2021 is the auction of four new fuel terminals, the construction of a new berth (99), and a railway pier.

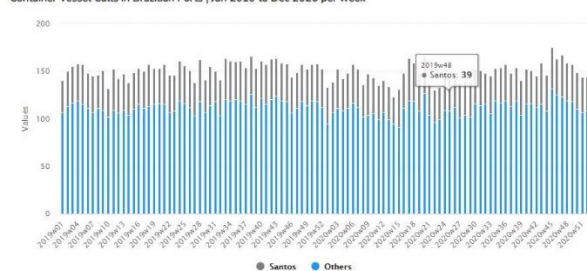
Shipping

Container vessel calls in Brazilian ports are indicative of the country's economic activity. Therefore, the Datamar team gathered some data that can act as a thermometer of the atypical year of 2020.

In December 2020, the country registered 664 container vessel calls at its ports, a decrease of 2.5% in relation to the same month of 2019. In Santos, the decrease was slightly greater, -2.85%. In comparison with November 2020, the vessel calls fell 5.8%.

But despite the effects of the Covid-19 pandemic on economic activity, Brazilian ports recorded a drop of only 3% in container vessel calls in 2020 compared to 2019. The Port of Santos registered a drop of 4% in the period.

Container Vessel Calls in Brazilian Ports | Jan 2019 to Dec 2020 per week



Source: DataLiner

The table below shows the number of container vessel calls in each Brazilian port in 2020 and a comparison with 2019. Most ports registered a drop in berthing. The year was very good for agribusiness, and grain exports even broke records, but container handling was less than in 2019 in most ports. The positive highlight was the Port of Navegantes, which grew 8%.

The growth of moorings at Port of Itaquí is due to the fact that in August 2019, a testing phase for a regular service began, which was initiated in February 2020.

Container Vessel Calls in Brazil by Port | Jan to Dec 2019-2020

Ports	2019	2020	Diff. %
Itaquí	9	34	278%
Navegantes	520	561	8%
Manaus	208	216	4%
Paranaguá	771	796	3%
Porto De Itaguaí	305	312	2%
Pecem	399	393	-2%
Natal	41	40	-2%
Itajaí	440	424	-4%
Vila Do Conde	170	163	-4%
Santos	2,030	1,942	-4%
Vitoria	190	181	-5%
Itapoa	590	553	-6%
Salvador	521	486	-7%
Rio De Janeiro	617	573	-7%
Suaape	500	464	-7%
Rio Grande	513	463	-10%
Fortaleza	71	64	-10%
Imbituba	57	51	-11%

According to Portonave, the result of the Port of Navegantes reflects a sum of factors, driven by the resumption of economic growth; Brazil's GDP in the third quarter closed at + 7.7%. Even with the world pandemic scenario, the port sector did not stop, and proved to be essential, both for supplying industries and inputs for domestic consumption and for sending products and raw materials to other countries. Imports, which fell at the beginning of the pandemic until the middle of the year, have recovered in recent months. In November alone, the Port of Navegantes had six extra vessel calls.

The completion of the first phase of the New Evolution Basin, which makes it possible for the ports of Itajaí and Navegantes to receive ships up to 350 meters in length, was one of the factors that contributed to the growth in movement as well. Since May, more than 40 ships over 306m in length have turned in the new maneuver space. The construction required the united efforts of the port authority, navy, pilotage, and state government to be executed.

Another port that had increased container movement was Paranaguá, which registered 3% more moorings in 2020 compared to 2019. According to Portos do Paraná, the ports of the state closed the year setting fifteen new records, including: the record movement of more than 55 million tons of cargo handled, the largest number of trucks received at the sorting yard, the largest grain ship ever received, among others. These made the ports of Paranaguá and Antonina stand out in the national sector.

"Despite the health crisis, the ports of Paraná advanced. The state had a spectacular soybean harvest and the price of the product in

the international market favored exports. In addition, sugar was very prominent, as were frozen chicken and vegetable oil ", comments the CEO of Portos do Paraná, Luiz Fernando Garcia.

In addition, in December, the port authority announced that the Port of Paranaguá can now load another 120 full containers, per ship, in the last two berths east of the public pier: 217 and 218. This is true for large vessels in the segment, which measure over 300 meters in length. The increase means 15% more handling capacity.

"This was possible because the maritime authority has just approved another 30 centimeters of operational draft for these two berths. We went from 11.80 meters to 12.10 meters ", highlights Luiz Fernando Garcia. The operational draft is the measure that goes from the water surface line to the bottom of the ship (keel). This measure directly reflects the capacity that the ships have to load. This is how far they can sink when loaded ", simplifies Garcia.

Considering the evolution of the operational draft, in the last five years, the container terminal at the Port of Paranaguá increased the handling capacity, by ship, by an additional 1,280 TEU. The operational draft gain obtained from 2015 until this last revision is 1.60 meters.

For 2021, the question is how the second wave of Covid-19 and the vaccine against the disease will affect the Brazilian and world economies. There is no forecast for blank sailing for the month of January.

A.P.Moller-Maersk is more optimistic in 2021. In its newly released trade report, the company forecasts a growth of 3.5% in exports and 7% in imports this year. In addition, Maersk is focused on expanding operations in Brazil and expanding cargo handling by land, air, and coastal shipping.

"The goal is to grow around 20% in revenue due to the expansion plan for logistics services in the country and expand this offer to a tremendous portfolio of customers who use our ships.", Says Julian Thomas, president of the Maersk group in Brazil, Argentina, Uruguay, and Paraguay,

The balance sheet indicates that exports remained positive throughout last year, with a growth of 4% in the first quarter, 1% in the second (peak period of the COVID-19 pandemic), and 7% between July and September. According to José Salgado, Maersk's executive commercial director, the result is due to factors such as "the commercial war between China and the United States, the appreciation of the dollar and the drought in the United States which led to increased Brazilian exports of soybeans, corn, and orange juice".

Also according to the report, the most prominent refrigerated product in 2020 was animal protein, especially pork, which grew 63% compared to 2019. Fruit exports also grew by 15%. Meanwhile, wood was a highlight among dry cargo, with an increase of 28%, mainly for the Asian and United States markets. Coffee exports increased by 10%, doing especially well in November.

"We noticed a faster growth evolution in refrigerated shipments, mainly in fruits and animal protein, which are directly linked to consumption. Despite the pandemic and the world crisis, exports are recovering", concludes Salgado.

Sea freight on the China-Brazil route has soared. The cost of imports was already on the rise in the last quarter and this week, it reached an unprecedented level of US\$ 10,000 per TEU, according to importers and shipping companies. "It is a record high; I had never seen freight reach that amount," said Luigi Ferrini, Senior Vice President of Hapag-Lloyd in Brazil. A year ago, the cost of this same route was in the range of US\$ 2,000 per TEU.

According to Rafael Dantas, director of the importer Asia Shipping, the increase in freight costs has increased since October, with the global recovery of the economy and the greater demand for Chinese products.

The surge also occurs on other routes from China. The trips from Asia to Europe and the United States reached above-average values, with more than US\$ 4000 per TEU.

The price increase is mainly the result of logistical problems and the large gap between supply and demand over the past year – a "perfect storm for global container flows", according to Centronave, which represents the long-haul global shipping groups in Brazil.

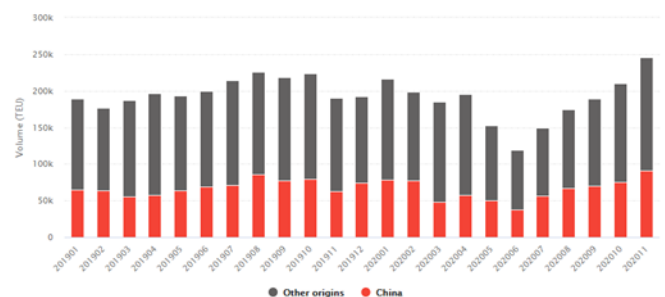
"When the pandemic broke out, many companies stopped placing orders and there were dozens of travel cancellations [by cargo ships]. But demand for products did not fall as expected. Money that would have been spent on travel was now being spent on items for the home and home office. Local consumption increased worldwide, and there was a lack of products", summarizes Ferrini.

At the height of the Brazilian pandemic, between March and July, 23 ship trips from China were canceled. The number is equivalent to at least five weeks without container imports from the country.

In the middle of the year, it became clear to companies that it would be necessary to resume orders. The increase, however, coincided with the resumption in Europe and the United States, leading to a fierce dispute over containers and vessels. Today, virtually all ships available in the world are in use, says Centronave.

See the chart below for the main origins of Brazilian imports

Brazilian Imports from China vs. Other origins | Jan 2019 to Nov 2020 | TEU



Source: DataLiner

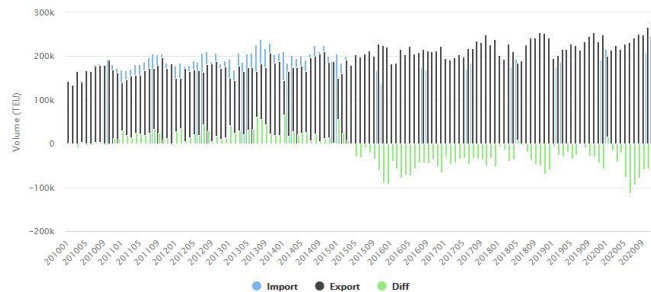
The situation is aggravated because the pandemic has also reduced efficiency in releasing cargo at ports, terminals, and warehouses, which also suffered from social isolation measures and the reinforcement of health surveillance protocols.

To try to ease the bottleneck, between October and December, shipping companies added 14 extra-loaders (additional ships), which increased capacity by about 14% on the Shanghai-Santos route. The increase, however, has not been sufficient to meet

demand. In the week of Christmas, freight registered US\$ 7,184 per TEU. Seven days later, it had already reached US\$ 8,173. Now, shipowners and importers say prices have reached the US\$ 10,000 mark.

The graph below shows the trade imbalance of Brazilian imports and exports via container in the period from January to November 2020:

Trade Imbalance Brazil | Jan 2010 to Nov 2020 | TEU



Source: DataLiner (To request a DataLiner demo click [here](#))

The increase could affect several sectors that depend on Chinese imports. This is the case, for example, in the electrical and electronic products industry (mainly portable and brown products). The largest companies in the sector, which work with annual contracts in maritime transport, reported readjustments of 90%, according to the National Association of Manufacturers of Electronic Products (Electros). The smaller ones, which make sporadic imports, reported a 200% increase in cost.

For Dantas, from Asia Shipping, another aggravating factor is the concentration on maritime transport, composed of large global groups. "After years of crisis, companies started to share operations, exchange information about the market. This consolidation undoubtedly contributes to higher prices", he says.

Another expert points out that in other regions, such as in Europe, the surge in freight is already a competition defense issue.

Ferrini counters criticism and says that the concentration of the sector was only due to the failure of some companies, which were in a fragile situation after years of crisis and reduction in applied tariffs.

Centronave says that the surge in prices is the result of a combination of atypical factors resulting from the pandemic and pointed out that the capacity of companies to expand the offer, to reduce freight, is nil: the worldwide idleness of the fleet is 1.5% (against 10.6% a year ago). In addition, the association says that the price hike affects only the spot market (with immediate negotiation) and estimates that between 40% and 50% of imports from China to Brazil are governed by annual contracts, with more stable freight.

In the market, there is still a lot of uncertainty about how prices will behave in the medium-term. Centronave believes that freight will return to normal throughout 2021. For Ferrini, the prospect is that it will remain high for another two or three months. Asia Shipping projects that prices will drop from the current record, but remain above US\$ 4,000 per TEU.

ONE has announced that it will temporarily suspend the receipt of cargo bound for the ports of South China and Fujian during the Chinese 2021 New Year holiday.

According to the company, the suspension is due "to Covid-19's quarantine requirements for crews on board ships between southern China and Hong Kong waters. As a result, services will be suspended from mid-January to the end of February 2021".

There will be no restriction for direct discharge in Hong Kong, Yantian, Shekou, or Nansha.

However, there will be a temporary suspension of cargo receipt to the ports of southern China, Hainan, Guangxi, and the "Pearl River Delta" area, including, but not limited to Beihai, Chiwan, Dachan Bay, Fangcheng, Guigang, Haikou, Qinzhou, Shekou, Shenwan, Wuzhou, Xiaolan, Xinhui, Yangpu, Zhanjiang Yantian Terminal, and Zhongshan Port Authority. These are the ETA trips to Hong Kong, Yantian, Shekou, Nansha from January 5 to February 18, 2021.

For the ports of southern China, Hainan, Guangxi, and the "Pearl River Delta" area, excluding the ports mentioned above, there will be a temporary suspension of cargo receipt for ETA services to Hong Kong, Yantian, Shekou, and Nansha between January 10 and February 18, 2021.

For Fujian ports, including, but not limited to, Xiamen, Fuzhou, Fuqing, and Quanzhou, there will be a temporary suspension between January 5 and February 18, of ETA services to Hong Kong, Yantian, Shekou, and Nansha.

Finally, ONE explains that if it is necessary to make any changes, it will inform its customers of the changes as soon as possible through its usual communication channels.

Meat

Information released by ABPA (the Brazilian animal protein association) points out that the consolidated result of Brazilian exports of pork and chicken meat confirm the forecasts made for 2020.

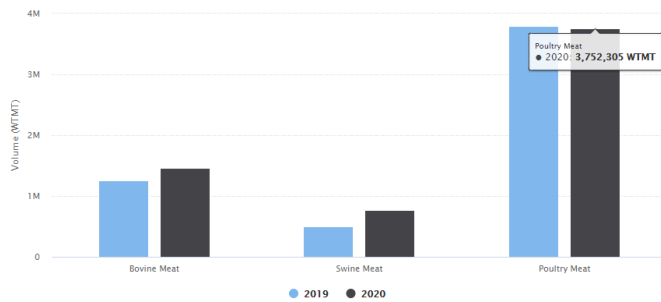
International sales of pork (including all products, between fresh and processed) totaled 1.021 million tons in the 12 months, 36.1% more than in 2019 when 750,300 tons were exported. Foreign exchange revenue from sales reached US\$ 2.270 billion, a result 42.2% higher than that achieved in 2019 when sales reached US\$ 1.597 billion.

In chicken meat, 2020 sales reached 4.230 million tons, 0.4% more than the 4.214 million tons shipped in 2019. Despite this, export revenue for the year reached US\$ 6.123 billion, 12.5% lower than in the 12 months of 2019, when revenue reached US\$ 6.994 billion.

"Whether due to the record of pork exports, exceeding 1 million tons for the first time in history, as well as the increase in poultry shipments, the sectoral projections established by ABPA and confirmed in final sales reinforce the success of Brazil in the international market, despite a challenging year in every way. The prospect is that the positive pace will continue in 2021, with the expected international economic recovery," says Ricardo Santin, president of ABPA.

See the chart below for the comparison of Brazilian meat exports in 2019 and 2020:

Brazilian Meat Exports (HS 0202, 0203 and 2007) | Jan to Nov 2019-2020 | WTMT

Source: DataLiner (To request a DataLiner demo click [here](#))

December exports – Pork exports totaled 80,300 tons in December, a volume 5.6% higher than the 76,000 tons shipped in the same period of 2019. In revenue, the increase is 4.1%, or US\$ 191.2 million in the last month of 2020, against US\$ 183.6 million in December 2019.

In the same comparative period, sales of chicken meat reached 380,800 tons, a volume 2.8% lower compared to the same period in 2019, with 391,900 tons. December export revenue reached US\$ 579.6 million, 8.9% lower than the balance for the last month of 2019, with US\$ 636.1 million.

Grain

After two days of long meetings, the Liaison Bureau, which brings together several agribusiness entities in Argentina, decided to stop the sale of grains in the country for 72 hours, starting next Monday, January 11. The measure is a form of protest against the government's decision to suspend corn exports until March.

The only entity that did not agree with the temporary shutdown was CONINAGRO, which represents Argentine cooperatives. CRA (Argentine rural confederations), FAA (the Argentine agricultural federation), and SRA (the Argentine rural society) joined the protest.

According to the newspaper “La Nacion”, the entities insist “on the need to review this absolutely negative measure for the interests of all Argentines, within a framework of dialogue with the authorities that can resolve the future of the rural countryside and the country”. The suspension of corn shipments began to take effect on the 4th of January. Argentina is one of the main cereal exporting countries.

Grain inspectors continue to strike - URGARA, a union that represents grain inspectors in Argentina, informed that the category remains on strike and continues to negotiate salary improvements with exporting companies operating in the country. The stoppage has lasted almost a month and makes operations in some ports difficult.

The strike began on December 9. Unions of workers in the oilseed processing segment also joined, but in this case the movement came to an end after an agreement was made with the companies at the end of last year. Inspectors continue to negotiate with CPPC (the chamber of private and commercial ports). At Rosario's agribusiness center, one of the main ones in Argentina, the strike has weakened.

Data released on January 4 by the Ministry of Economy point out that in 2020, Brazil recorded record volumes shipped for

its main commodities, with emphasis on oil, sugar, and meat imported by China, while coffee also had a record year.

Shipments of soybeans, Brazil's main export product in terms of value, grew 13% compared to 2019, to 83 million tons, due to steady Chinese demand, although the grain did not surpass the volume record set in 2018

Iron ore, which together with soy and oil form the products that lead the country's export basket, registered a 2% reduction in the total shipped after the production of mining company Vale fell short of what was expected last year. In 2019, in view of the consequences of the Brumadinho – MG disaster, shipments had already dropped to around 335 million tons. In terms of revenue, however, there was an increase of 14.3% in iron ore exports, with the average price rising 16.7% in the annual comparison, also due to the lower production of the Brazilian mining company, as well as the strong Chinese demand.

Oil and fuels - Brazilian oil exports last year reached 70.6 million tons, up 18.5% compared to 2019, with countries like China taking advantage of low prices to purchase large quantities. In revenue, shipments fell almost 19% to \$ 19.5 billion. Shipments of fuel oils also reached historic highs of 15.5 million tons, as pre-salt production grows.

Soybean meal and coffee - Still on agricultural products, if soybean shipments in 2020 were only 200,000 tons lower than the volume of 2018, soybean meal exports had historical highs last year, totaling 17.5 million tons.

Unroasted coffee ended the year with historical shipments of 2.373 million tons (or 39.55 million 60-kg. bags), with an increase of 7.2% in volume shipped and an increase of 9.6% in billing, to almost 5 billion dollars.

Cotton shipments also set a record, although Brazilian exports were postponed at some point in the year due to uncertainties generated by the coronavirus.

Feather exports still reached historic highs in value, totaling 3.2 billion dollars for a total of 2.12 million tons, counting on demand from China, which also helped the country to achieve the highest exports of meat ever recorded for beef and pork.

Sugar was another product that set record export levels, much in the wake of Chinese purchases, who managed to get out of the pandemic faster, although the coronavirus originated in the Asian country. Total shipments of the sweetener reached 31 million tons, totaling almost 9 billion dollars.

In the case of corn, exports fell about 18% from a record of 42.7 million tons exported in 2019.

Fruits

In recent years, trade agreements established by South Korea with different partners have practically closed the Asian country's doors for Brazilian orange juice. Global demand for the drink has been declining for more than a decade and the loss of the South Korean market is seen by the export industry as a warning that Brazil should dedicate itself to establishing bilateral negotiations to guarantee space for products in the agribusiness sector.

A study by the Brazilian Association of Citrus Juice Exporters (CitrusBR), which represents the three largest orange juice exporters in the country and in the world (Citrosuco, Cutrale, and Louis Dreyfus Company), shows that with almost 52 million inhabitants and a GDP of US\$ 1.6 trillion in 2019, more than double that in 2003, South Korea is a coveted market that imported only 46 tons of concentrated and frozen orange juice from Brazil in the 2019/20 harvest (which ended in June 2020), compared to 33,600 tons in 2002/02 (US\$ 28 million).

The largest orange juice exporter in the world, responsible for about 80% of total shipments, Brazil exported just over 1 million tons of FCOJ in 2019/20. The country also sells Not From Concentrate (NFC) juice totaling about US\$1.8 billion. As has been the case for decades, sales were mainly directed to the European Union, the United States, and Japan, and significant advances depend on the consolidation of sales in countries such as China and advantageous conditions to access other borders.

It is in this case that South Korea fits. The country has established an ad valorem tariff of 54% in the World Trade Organization (WTO), that can be charged to all exporters, but agreements signed by Seoul with the USA and the EU – but not with Brazil – took Brazil out of the game.

See the main destinations for Brazilian orange juice below:

Main Destinations for Brazilian Orange Juice Exports (HS 2009.1) | Jan to Nov 2019-2020 | WTMT

Country	2019	2020	Diff. %
NETHERLANDS	559.049	555.394	-1%
UNITED STATES	259.061	198.362	-23%
BELGIUM	12.052	115.868	861%
UNITED KINGDOM	8.106	71.703	785%
CHINA	45.060	41.763	-7%
JAPAN	26.218	24.161	-8%
AUSTRALIA	4.650	10.072	117%
SAUDI ARABIA	1.825	5.978	228%
ISRAEL	3.173	5.520	74%
SPAIN	2.558	4.340	70%
OTHRES	34.233	32.245	-6%

According to CitrusBR, the agreement with the USA was signed in 2012, and in the following year, the Americans, with zero tariffs, became the largest exporters of orange juice to the South Korean market. In 2015, the trade agreement was signed between South Korea and the EU, and between 2017 and 2019 European juice managed to “steal” part of the market share occupied by the Americans in the Asian country, even though the EU is a major importer of the product.

In addition, another movement started to pressure sales of orange juice as a whole in South Korea: the advance of juices of other flavors. In 2001, says CitrusBR, FCOJ accounted for 68% of juice imports in general in the country, but this share fell below 15% in 2019. According to CitrusBR, there was a large increase in 2019 in demand for “mixed drinks”, mixes of fruits and vegetables, in South Korean retail and in sales through online platforms. And that increase was achieved after trade agreements with countries like Vietnam, Turkey, and Thailand.

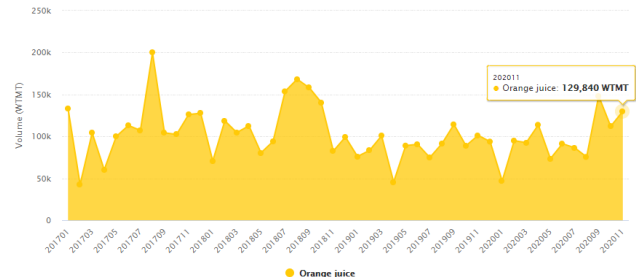
“Currently,” says the study, “South Korea has 15 free trade agreements with 12 different countries and three economic blocs. As long as Brazil is subject to a tariff of 54%, it will be very

difficult, if not impossible, to recover the South Korean market to make Brazilian orange juice competitive again.

See the chart below for the history of Brazilian orange juice exports:

Brazilian Exports of Orange Juice (HS 2009.1) | Jan 2017 to Nov 2020 | WTMT

Brazilian Exports of Orange Juice (HS 2009.1) | Jan 2017 to Nov 2020 | WTMT



Graphic source: DataLiner (To request a DataLiner demo click here)

Other cargo

GECEX (the Executive Management Committee of the Chamber of Foreign Trade) decided to reduce the import tax to 0% for five more products used to combat Covid-19, including syringes and needles classified under codes 9018.31.11, 9018.31.19, 9018.31.90, 9018.32.19, and 9018.39.10 of the Mercosul Common Nomenclature. The products are included in the list of temporary tariff reductions covered by Gecex Resolution No. 17, of March 17, 2020.

According to the agency, the Committee also decided to suspend the anti-dumping duty in force against Brazilian imports of disposable syringes originating in China. As in the case of tariff reductions, the suspension will be valid until June 30, 2021.

According to the Ministry of Economy, the tax rate for importing needles and syringes was previously 16%. The Brazilian government faces difficulties in acquiring syringes and needles for immunizing the population in combating the Covid-19 pandemic.

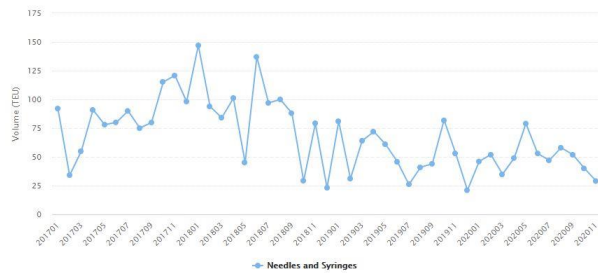
Last week, in an electronic auction, the government tried to acquire 331 million syringes but bought only 8 million. The price offered by the Ministry of Health to purchase the material was considered low by a representative of Brazilian manufacturers.

Subsequently, on January 3, the Economy began to require a special export license for needles and syringes, limiting shipments to guarantee the domestic supply during the fight against the pandemic.

The following chart shows Brazilian imports of needles and syringes:

Brazilian Import of Needles and Syringes (9018.31.11, 9018.31.19, 9018.31.90, 9018.32.19 and 9018.39.10) | Jan 2017 to Nov 2020 | TEU

Brazilian Import of Needles and Syringes (9018.31.11, 9018.31.19, 9018.31.90, 9018.32.19 and 9018.39.10) | Jan 2017 to Nov 2020 | TEU



Covid-19 List - With the recent decision of Gecex, the list of products with zero tariff in the scope of the fight against the pandemic of Covid-19 now includes 303 products. The Covid-19 List was validated until June 30, 2021, by Gecex Resolution 133, of December 24, 2020.

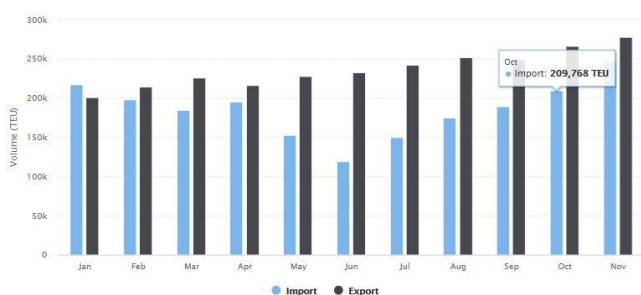
According to the agency, Gecex, over the past year, evaluated the Brazilian supply of products related to the health sector during the phases of the pandemic and issued 16 Resolutions on tariff reductions under the Covid List. The Brazilian government monitors and makes adjustments to the aforementioned list, taking into account the assessment of the epidemiological circumstances verified in the country.

Economy

The recently released DataLiner data shows that in November 2020, Brazil recorded growth in both imported and exported volumes in relation to the other months of the year, as a result of the country's economic recovery. Both imports and exports via containers experienced their best month of the year in November when comparing the first 11 months. See this data in the graph below:

Brazilian Imports vs. Exports | Jan to Nov 2020 | TEU

Brazilian Imports vs. Exports | Jan to Nov 2020 | TEU



Imports

Imports fell at the height of the global economic crisis and recovered in the last months of the year. As a result of this recovery, November 2020 recorded a volume in TEU 29% higher than the same month of 2019, after months of underperforming when compared to the previous year. See the chart below for

Brazilian imports via containers per month and the comparison with the same period in 2019:

Brazilian Imports via Container | Jan to Nov 2019 - 2020 | TEU

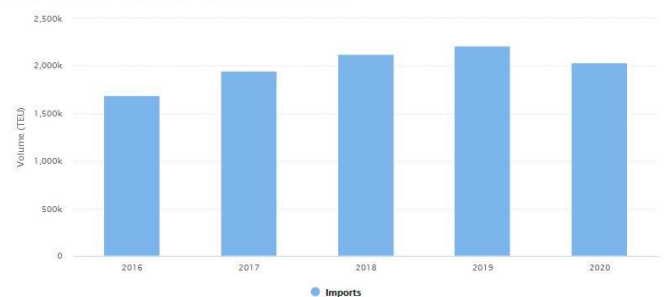
Brazilian Imports via Container | Jan to Nov 2019 - 2020 | TEU



Despite the good month of November, the 2020 year-to-date figure at the end of November was lower than the previous two years:

Comparison of Brazilian Imports | Jan to Nov 2016-2020 | TEU

Comparison of Brazilian Imports | Jan to Nov 2016-2020 | TEU

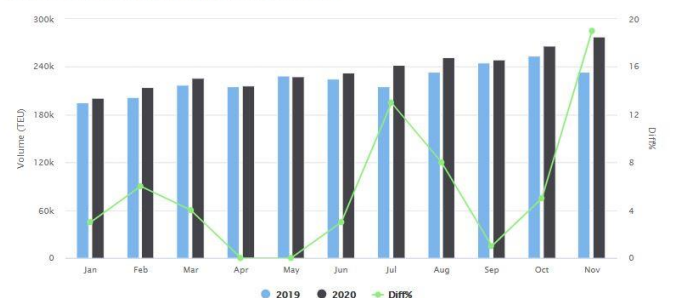


Exports

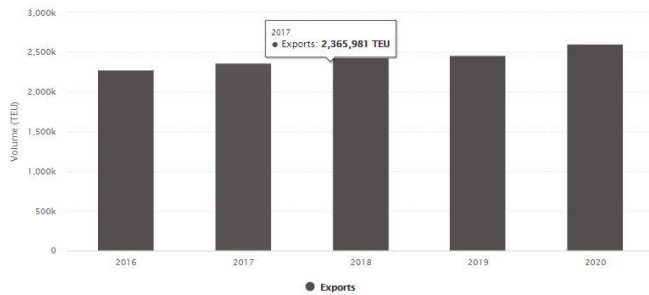
Unlike imports, Brazilian exports in 2020 experienced a very good year, with volumes greater than 2019 in all months of the year. In November 2020, the exported volumes were 19% higher than the same month of 2019. In the accumulated result for the year, the volume exported via container was higher than the previous four years. Check it out below:

Brazilian exports via container | Jan to Nov 2019-2020 | TEU

Brazilian exports via container | Jan to Nov 2019-2020 | TEU

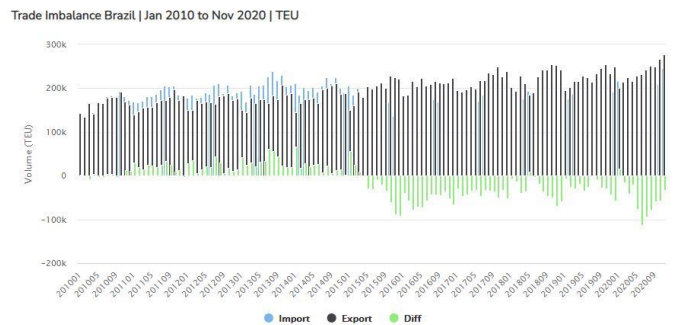


Comparison of Brazilian Exports | Jan to Nov 2016-2020 | TEU



Source: DataLiner

Trade Imbalance Brazil | Jan 2010 to Nov 2020 | TEU



Source: DataLiner (To request a DataLiner demo click here)

2020 Trade Balance - Data released on Monday, January 4, by the Ministry of Economy, point out that the fall in imports at a greater rate than the decline in exports caused the trade balance to end 2020 with a greater surplus than in 2019. Last year, Brazil exported US\$ 50.235 billion more than it imported, an increase of 4.6% in relation to the surplus observed in 2019. According to the daily average criterion which divides the total balance by the number of working days, growth amounted to 7.1%.

Last year, Brazil exported US\$ 206.972 billion, a decrease of 5.9% in relation to 2019 according to the daily average criterion. Imports totaled US\$ 156.737 billion, with a decrease of 9.5% also due to the daily average. As purchases from abroad fell more than sales, the trade balance grew in 2020.

Because of the Covid-19 pandemic, Brazil began to export less as world consumption fell. On the other hand, the country also started to buy less from abroad because of the almost 30% increase in the dollar since last year.

According to the agency, the trade balance surplus could have been greater had it not been for December. Last month, Brazil recorded a negative balance, importing US\$ 800.7 million more than it exported.

The decline in exports in December was driven by agriculture, sales abroad of which fell 19.1% last month compared to the same month in 2019. This is due to the anticipation of shipments of various products, such as soybeans (-91%) and unpeeled or raw rice (-99.5%). As sales were more concentrated up until November, shipments fell in the following month.

Mining industry exports shrank 10.3% in December, driven by precious metal ores (-45.2%) and crude petroleum oils (-62.8%). Only the exports of the manufacturing industry grew last month, increasing 5.4% in comparison with December 2019. The main increases were registered in processed sugar, with an increase of 116.64%, in processed gold (+61.5 %), and fuels (+ 25.9%).

The graph below shows the trade imbalance of Brazilian imports and exports via container in the period from January to November 2020:

On Thursday, January 7, Portugal, which assumed the rotating presidency of the European Union for six months on January 1st, said that it will try to conclude the bloc's free trade agreement with Mercosur, agreed in 2019 after two decades of negotiations that have not yet been finalized.

The Portuguese Minister of Foreign Affairs, Augusto Santos Silva, said that his country needs to make progress, as a failure will damage the reputation of the European Union, the largest trade bloc in the world. "Our credibility is at stake. It is Portugal's responsibility to try to complete this process and we assume this obligation", said Santos Silva in an online briefing.

It is worth remembering that the EU agreed, in June 2019, to create a free trade area with the 700 million inhabitants of Mercosur which is formed by Argentina, Brazil, Paraguay, and Uruguay. Venezuela is suspended from the South American bloc. But France and the European Parliament have since opposed finalizing details of the agreement, claiming that Mercosur must do more to fulfill its climate commitments under the Paris Agreement and that Brazil is failing to combat deforestation in the Amazon region.

But Santos Silva said that France and Ireland should not use the environmental issue to deflect concerns about the scale of future meat imports to the EU, saying that the bloc's countries will benefit from being able to export more to Latin America.

The election of Alberto Fernández as President of Argentina in August 2019 also raised doubts about the commitment of Mercosur, the fourth largest commercial bloc in the world, to the agreement with the EU. Fernández said he wants to renegotiate parts of the deal.

Santos Silva said that trade negotiations will not reopen.

Analysis by the United States Department of Agriculture's Foreign Agricultural Service (FAS / USDA) points out that the country has US\$ 4 billion in agricultural exports that may be affected to some extent by the trade agreement between the European Union and Mercosur. The agreement has yet to be ratified by national parliaments.

One of the American products that can be harmed is ethanol, which makes up 28% of the EU's ethanol imports according to the American agency. Between 2015 and 2019, the American ethanol market share in the European market was, on average, 22%, while Mercosur's share was 7%.

With the agreement with the EU, Mercosur will have a quota-free quota for 570 million liters of ethanol for industrial use and 253 million liters of ethanol for other uses, including fuel. The FAS notes, however, that other countries also export ethanol to the European bloc, and it is not yet known which exporting countries will be most affected.

American meat exports, on the other hand, should not be much affected, in the assessment of the agency, because the United States also recently made a bilateral agreement with the EU that increased the quota of American meat imports in the European bloc. Under the bilateral agreement, the quota for American meat started in 2020, with 18,500 tons, and will grow progressively to 35,000 tons in 2026.

In addition, EU quotas for the United States and Mercosur differ by product, which reduces impacts on Americans, according to the agency.

In the opening of the market that Mercosur will promote to EU agricultural products, the impact on American exports should be more dispersed among different items with added value, such as intermediate products (enzymes and gluten, for example), food preparations, dairy products, feed, and processed vegetables.

Although the USA and the EU have similar products in the categories of ingredients – prepared and processed – that they export to the Mercosur countries, the American body sees difficulties in the countries of the South American bloc in substituting products from one source for another, depending on the specificity of the products. goods.

The American Foreign Agricultural Service also considered that the agreement between the EU and Mercosur set an important precedent in recognizing 350 geographical indications of European products, the biggest commercial arrangement ever made on the subject. The precautionary principle – against sanitary and human issues – is also seen by the USA as a victory for European diplomacy, which can be applied in other ongoing negotiations by the bloc.

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