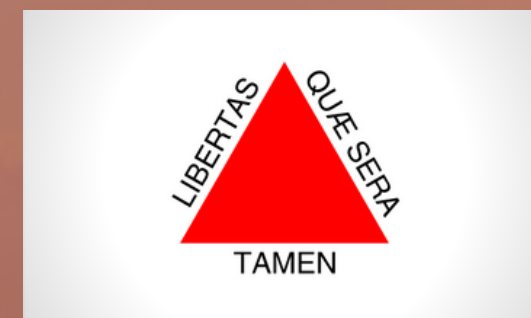


COMMERCIAL RELATIONS BETWEEN MINAS GERAIS AND ZAMBIA



DESENVOLVIMENTO
ECONÔMICO



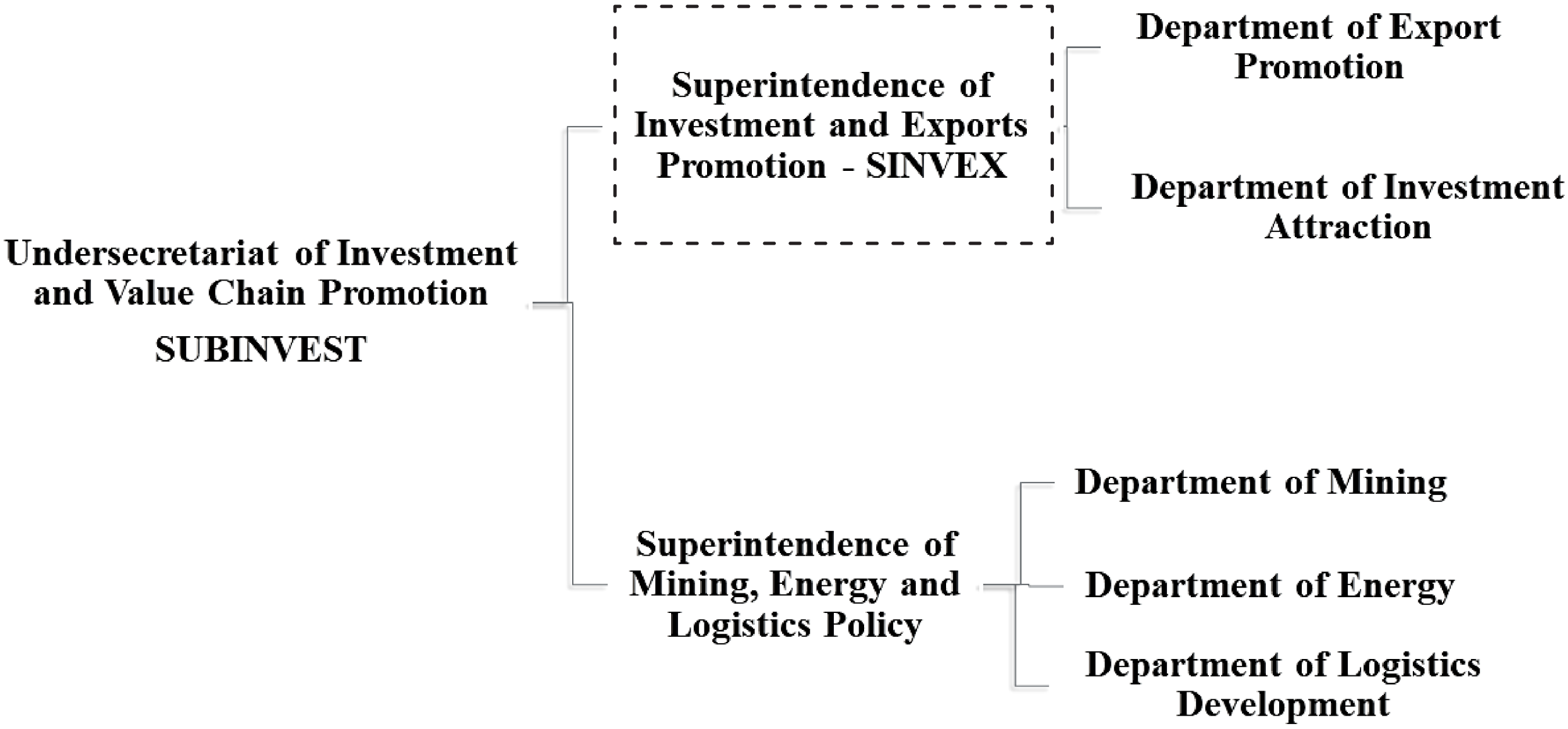
**MINAS
GERAIS**

GOVERNO
DIFERENTE.
ESTADO
EFICIENTE.

The State Secretariat of Economic Development (SEDE/MG)

The State Secretariat of Economic Development is composed by four Undersecretariat:

- Undersecretariat of Investment and Value Chain Promotion
- Undersecretariat for Science, Technology and Innovation
- Undersecretariat for Regional Development
- Undersecretariat for Development and Integration of the North and Northeast of Minas Gerais



Minas Gerais - Economy

3rd largest Brazilian economy

US\$ 156 billion GDP (2019)

2nd largest exporting state in
Brazil

US\$ 26,3 billion in 2020

2nd largest exporter
within Brazilian states

Responsible for 36,3% of the 2020
Brazilian trade surplus

2nd largest population in Brazil

21 million inhabitants

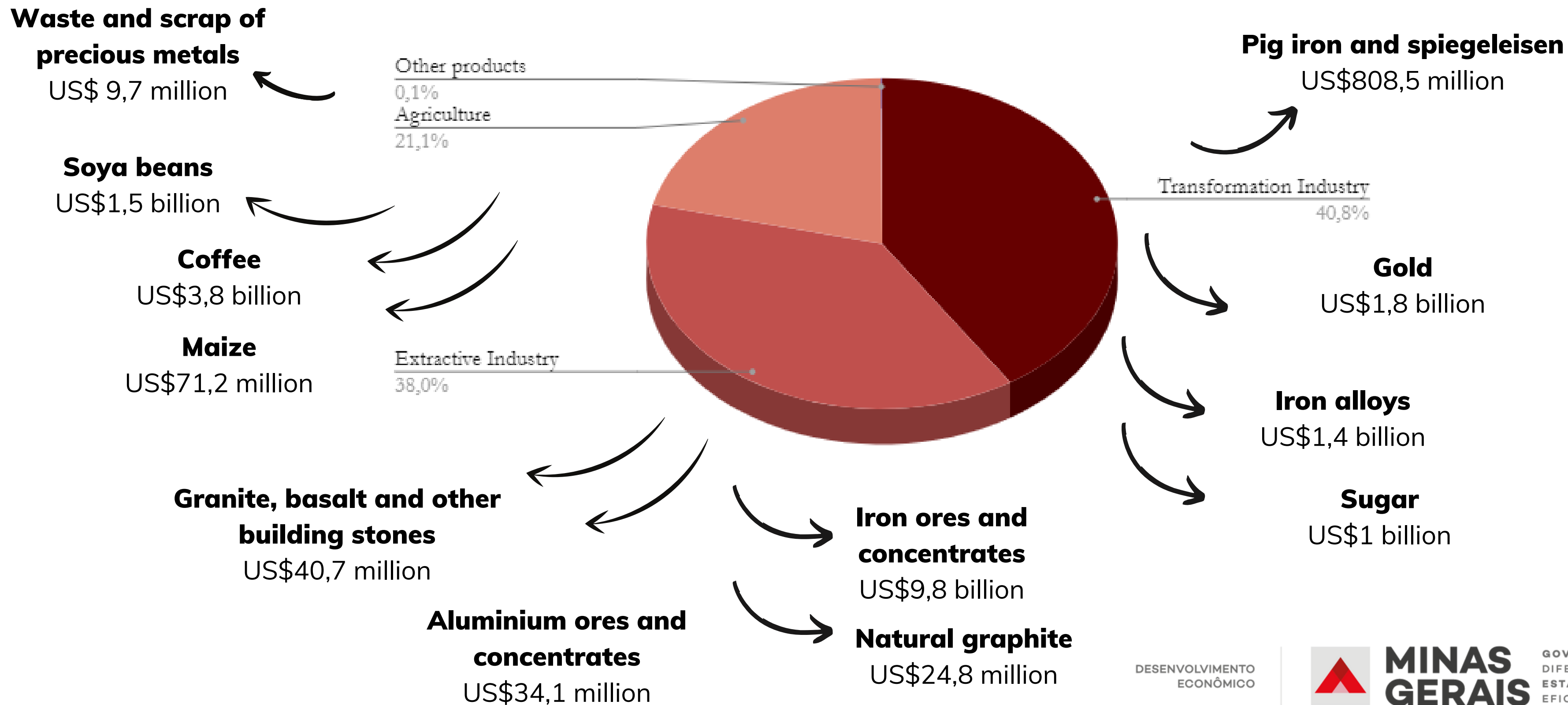
Located in the Southeast of
Brazil

Territorial extension

586.521,123 KM²

Larger than France or Spain in
territorial extension

Minas Gerais exports: Main Products (2020)



International Trade between Brazil and Zambia

- Trade between Brazil and Zambia reached US\$ 4.1 million in 2020.
- US \$ 3.5 million was relative to Brazil's exports and US \$ 577.8 thousand related to its imports from Zambia.
- There was a 19.8% drop in Brazilian exports to Zambia in 2020, compared to 2019.
- 10 products attend for 85.6% of all Brazilian exports to Zambia in 2020.

States	Value exported (US\$ - 2015 - 2020)	Share in brazilian exports to Zambia (%)
São Paulo	13.158.696,00	34,1
Rio de Janeiro	10.982.360,00	28,5
Rio Grande do Sul	4.555.466,00	11,8
Paraná	4.247.660,00	11,0
Santa Catarina	1.458.672,00	3,8
Minas Gerais	1.453.840,00	3,8
Espirito Santo	592.780,00	1,5
Goiás	72.115,00	0,2
Other States	2.073.892,00	0,1
Total	38.595.481,00	100%

- In 2020, Minas Gerais was responsible for 0.3% of a total of US \$ 3.5 million traded between Brazil and Zambia.
- Minas Gerais was the 8th among the Brazilian states that exported to Zambia in 2020.

Minas Gerais' trade partners in southern Africa



In the last 5 years, exports from Minas Gerais to southern Africa reached US \$ 907.0 million, of which US \$ 1.5 million is related to Zambia.

Zambia ranks 7th among southern african countries with trade ties with Minas Gerias.

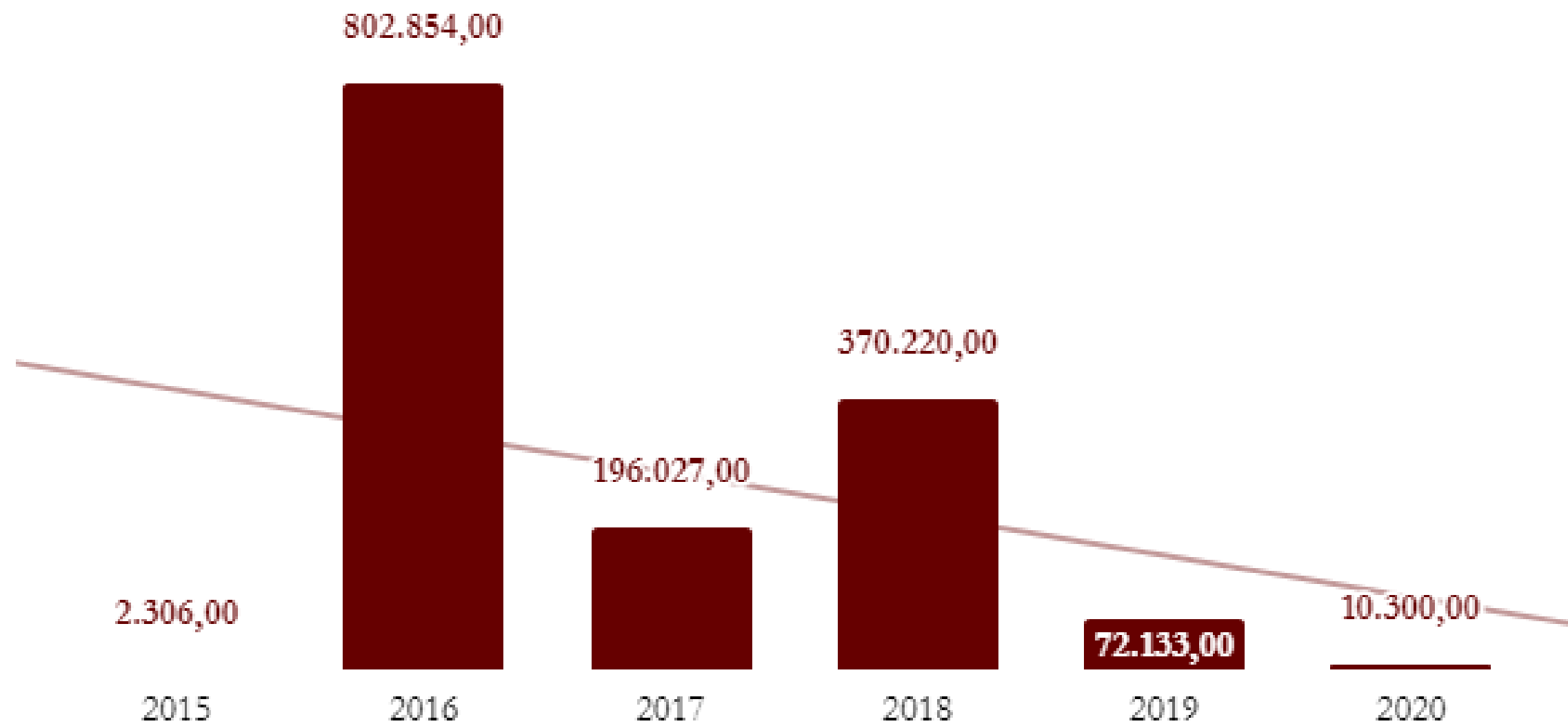
Commercial affairs between Minas Gerais and Zambia

Exports from Minas Gerais to Zambia experienced a 85.7% drop from 2019 to 2020.

Even before the Covid-19 pandemic, a significant reduction in Minas Gerais' exports to Zambia was noted: 80.51% from 2018 to 2019.

In 2016, the most exported product of Minas Gerais to Zambia was electrical components..

EXPORTS FROM MINAS GERAIS TO ZAMBIA (2015-2020)



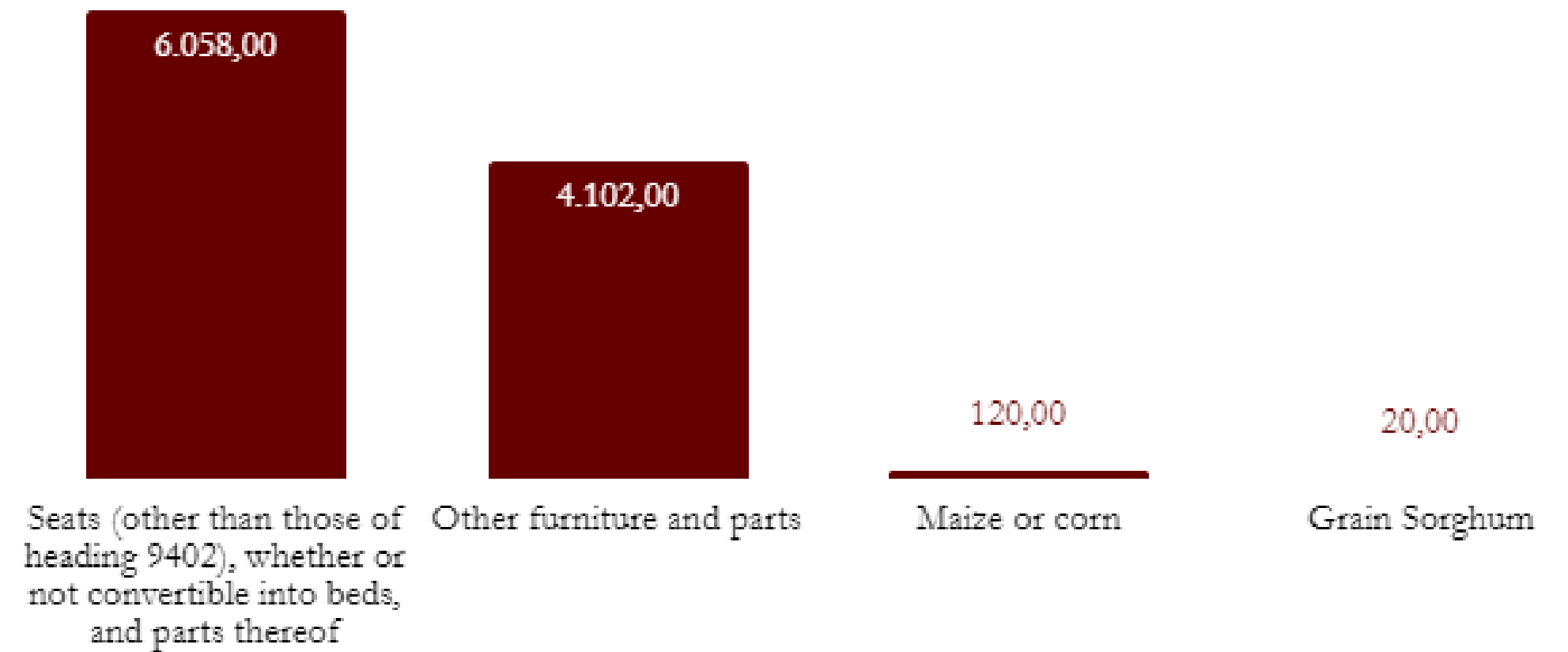
Commercial affairs between Minas Gerais and Zambia

Exports from Minas Gerais to Zambia are composed by many different products.

The main products exported in the last 5 years were:

- Other metal furniture (January 2021, 2018, 2017, 2016)
- Upholstered Seats with wooden frame (2020, 2017)
- Other wooden furniture (2020, 2017)
- Frozen pieces of roosters and hens (2019)
- Other cheeses (2019)

Minas Gerais' exports to Zambia 2020 (US\$)



We can work together!

- Improve commercial ties between Minas Gerais and Zambia: support ZDA with information about our products and our capacity to export them to Zambia.
- Establishing channels of communication between ZDA and suppliers from Minas Gerais on a wide range of products.
- Exchange information with ZDA about products that zambian companies wish to export to Minas Gerais
- Support Zambia's Commercial and Cooperation Missions to Minas Gerais,

Thank you!

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