

# BUSINESS MISSION

SÃO PAULO - BRAZIL

25-30 NOVEMBER 2023

ORGANIZED BY:

**PPCC**   
POLISH-PORTUGUESE  
CHAMBER OF COMMERCE

  
**FECOMERCIO**  
*Internacional*

BUILDING BRIDGES





## OUR METHODOLOGY

Since 2016, the Polish-Portuguese Chamber of Commerce (PPCC) organizes regularly multi-sector Business Missions to São Paulo in Brazil. The Mission will have a **strong & tailor-made B2B focus with individual meetings\* with potential Brazilian business partners, according to each Polish company's wishes and needs.**

We also provide necessary information about the market (tax system, certification and procedures), key players, competition, and consumers' profiles.



We believe in in-depth and direct knowledge of the market reality of the country is of the utmost importance for future sustainable business ventures and consumer profiles. The trade mission is organized in close cooperation with FecomercioSP, the largest trade and service federation in Brazil and whose members represent around 10% of Brazil's GDP.

We are convinced that local support from an institution closely related to business and with a privileged contact network in São Paulo is crucial for the Mission's B2B success.

*Brazil is one of the most important markets in our global strategy. We took part in the PPCC Business to Sao Paulo in 2022 and thanks to wide range of meetings inside several subcategories, as well as broadened networking provided in Brazil by the Chamber, we were able to get to know our potential Clients as well as market needs and expectations. As a result, Saventic Health have created a local team in Brazil with hand-on approach, necessary to succeed on such a big market with sophisticated private health system.*

*Szymon Piątkowski*  
 CEO, Saventic Health

## CHOOSING SÃO PAULO STATE AS YOUR NEXT BUSINESS PARTNER:



46,6 million  
 of population, being  
 the most populated  
 brazilian state

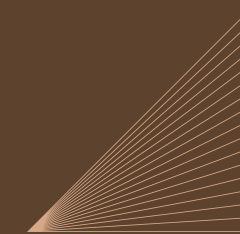
(Statista)



Main economic,  
 industrial and tech  
 hub in the South  
 hemisphere



Almost half of the  
 country's services  
 are located in São  
 Paulo



São Paulo's  
 economy grew 2.8%  
 overall, in 2022



## OUR OFFER INCLUDES

- ✓ Airline tickets in economy class Warsaw-São Paulo-Warsaw and travel insurance (including Covid-19)
- ✓ Stay in a 4\* hotel in São Paulo, breakfast included.
- ✓ Transfer Airport-Hotel-Airport
- ✓ Scheduling 6-10 B2B meetings with pre-defined potential business partners and clients in and around São Paulo
- ✓ Guidance of the PPCC representative during all the event (if necessary translations during meetings)
- ✓ If required - scheduling of meetings with local governmental institutions
- ✓ Support in the follow-up after the mission
- ✓ Organisation of a Networking Dinner with local business personalities and in-depth Seminar about the market

**Our offer does not include** Transportation to the individual B2B meetings (Taxi, Uber, intercity connections), all lunches and dinners and translations outside São Paulo city zone (if necessary).

## WE GUARANTEE



## AGENDA

25/11	Departure from Warsaw
26/11	Arrival in São Paulo (time adaptation). Briefing about B2B meetings and logistics
27/11	B2B Meetings. Seminar on legal, tax, customs, and certification requirements. Networking dinner with local businesses
28/11	B2B Meetings
29/11	B2B meetings
30/11	B2B meetings (morning time). Departure from São Paulo
01/12	Arrival in Warsaw

## COST OF PARTICIPATION

4200€ + VAT | 3900 € + VAT  
 (PPCC Members)

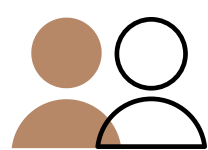
\*Cost for the second participant is lower: please ask the organizer invoices can be emitted in pln equivalent

Due to the situation of price fluctuation, essentially regarding the cost of airline tickets, PPCC reserves the right to adjust the final price of the Mission in the event of unexpected increases in fares. **PPCC guarantees that the possible amounts to be collected will never exceed €250 per person.**

## HOW TO REGISTER

- 1 Pre-register using the **form** until September 11th, 2023
- 2 Send company's presentation in English
- 3 Analysis of business viability
- 4 Contact of PPCC to validate your interest
- 5 Payment of inscription's value
- 6 Agenda Design
- 7 Travelling and business meetings

## REGISTER INFO



If you wish to know more about the business mission, please contact:  
**Wojciech Baczyński**, General-Director of Polish-Portuguese Chamber of Commerce  
[wb@ppcc.pl](mailto:wb@ppcc.pl)  
 +48 696 760 925

In order to register your company in the Trade Mission to São Paulo, please fill in the form available [here](#). **Final decisions on participation will be expected by September 18th, 2023.** Submitting the form does not confirm the participation of the company in the mission. The PPCC reserves the right to cancel the mission if the minimum number of participants is not reached or due to a general pandemic situation. The maximum number of participating companies is 6, for quality of service reasons.