

BUSINESS MISSION

SÃO PAULO, BRAZIL

5-11 APRIL 2025

ORGANIZED BY



FECOMERCIO
Internacional



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

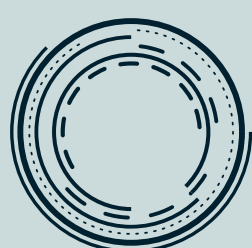
Thanks to our participation in the PPCC Business Mission to São Paulo in April 2023, we were able to gain a customer and complete the first orders in March 2024, as well as make the necessary local certifications of our products in cooperation with the customer. What is important for our company is that this is a customer with an extensive distribution network in Brazil, which is a harbinger of long-term cooperation.

Dorota Wisniewska,
 Head of Export Department, Castor

CHOOSING SÃO PAULO STATE AS YOUR NEXT BUSINESS PARTNER:



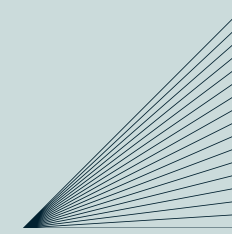
46,6 million
 of population, being
 the most populated
 Brazilian state
 (Statista)



**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, flexible return dates available
- ✓ 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


Tailor-made tax, customs and certification seminar with experts


6-10 individual B2B meetings in headquarters of Brazilian companies (or virtual) during the trip


Get acquainted with the Brazilian business environment and reality


Tailor-made logistics support locally by our team

AGENDA

5/04	Departure from Warsaw
06/04	Arrival in São Paulo (time adaptation). Transfer to hotel. Briefing about B2B meetings and logistics.
07/04	B2B Meetings, Seminar on legal, tax, customs, and certification requirements. Networking dinner with local businesses
08/04	B2B Meetings
09/04	B2B meetings
10/04	B2B meetings (morning time). Transfer to airport. Departure from São Paulo.
11/04	Arrival in Warsaw

COST OF PARTICIPATION

4700€ + VAT | 4350 € + 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 January 14th, 2025
- 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

In order to register your company in the Trade Mission to São Paulo, please fill in the form available [here](#). **Decisions on participation will be expected by January 14th, 2025. Final date of payment for participation in the mission by January 20th, 2025.** 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. The maximum number of participating companies is 6, for quality of service reasons.

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
 +48 696 760 925
Sylwia Królak-Kolęda, Deputy Manager
sk@ppcc.pl
 +48 609 331 151