



Ministry of Foreign Affairs

# *Market Study: Life Sciences and Health in Minas Gerais, Brazil*

*Opportunities for Dutch companies*

*Commissioned by the Netherlands Enterprise Agency*

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***Market Study: Life Sciences and  
Health in Minas Gerais, Brazil***  
*Opportunities for Dutch companies*



## Colofon

Dit is een publicatie van:

Rijksdienst voor Ondernemend Nederland  
**NBSO Brazil – Belo Horizonte**

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Datum: May 2020

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## 1. INTRODUCTION

Brazil has several potentialities and challenges to be explored in the Life Sciences and Health (LSH) sector. Its structural scenario makes it possible to further developing and leveraging this field. Brazil has abundant natural resources, quality education and workforce, is the 9<sup>th</sup> largest economy in the world, has a USD 1.868 trillion GDP, an enormous population of over 210 million people and a free healthcare system that provides free services and products to the whole population. The healthcare expenditure in Brazil reaches 8,2% of the country's GDP (approximately USD 164 Million), being 4.4% in private expenditure and 3.8% of public expenditure<sup>1</sup>.

However, as in many other countries, the demand for access to healthcare services and solutions are also abundant. Brazil faces two different phases of the epidemiologic transition - which can be understood as “a complex change in patterns of health and disease and on the interactions between these patterns and their demographic, economic and sociologic determinants and consequences” (OMRAN, 2005). On one side, there is a clear rise on the aging population and non-communicable diseases and, on the other, there is still a persistence on infectious and communicable diseases. This means that the Brazilian health market is diverse and demands disruptive solutions to reduce costs and increases efficiency for the users (both in the public and in the private market).

In Minas Gerais, the scenario isn't different. Nevertheless, the state has the Life Sciences and Health sector as one of its priorities, due to the state's bioscience vocation. In the last ten years, the Life Sciences and Health sector in Minas Gerais has grown significantly, not only in number of companies, but also in number of institutions acting in the sector's supply chain.

In this report you will see a panorama of the LSH sector in Minas Gerais, as well as the opportunities for Dutch companies in the state's healthcare market. This report was produced by the Netherlands Business Support Office in Belo Horizonte and has been based on the previous study “Brazil LSH Market Study Final”, commissioned by the Netherlands Enterprise Agency (RVO.nl) and produced by the Task Force Health Care (TFHC) - in cooperation with the Netherlands consulate-general in São Paulo and the Netherlands Business Support Office Porto Alegre. NBSO Belo Horizonte has elaborated this study exploring the LSH sector in Minas Gerais, with emphasis

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<sup>1</sup> [OPAS Brasil](#)

in the Health sector, and using previously established subareas in the mentioned study above. The identified opportunities for Dutch Smart Solutions in Minas Gerais are: Hospital Design and Build, eHealth and Medical Devices & Supplies.

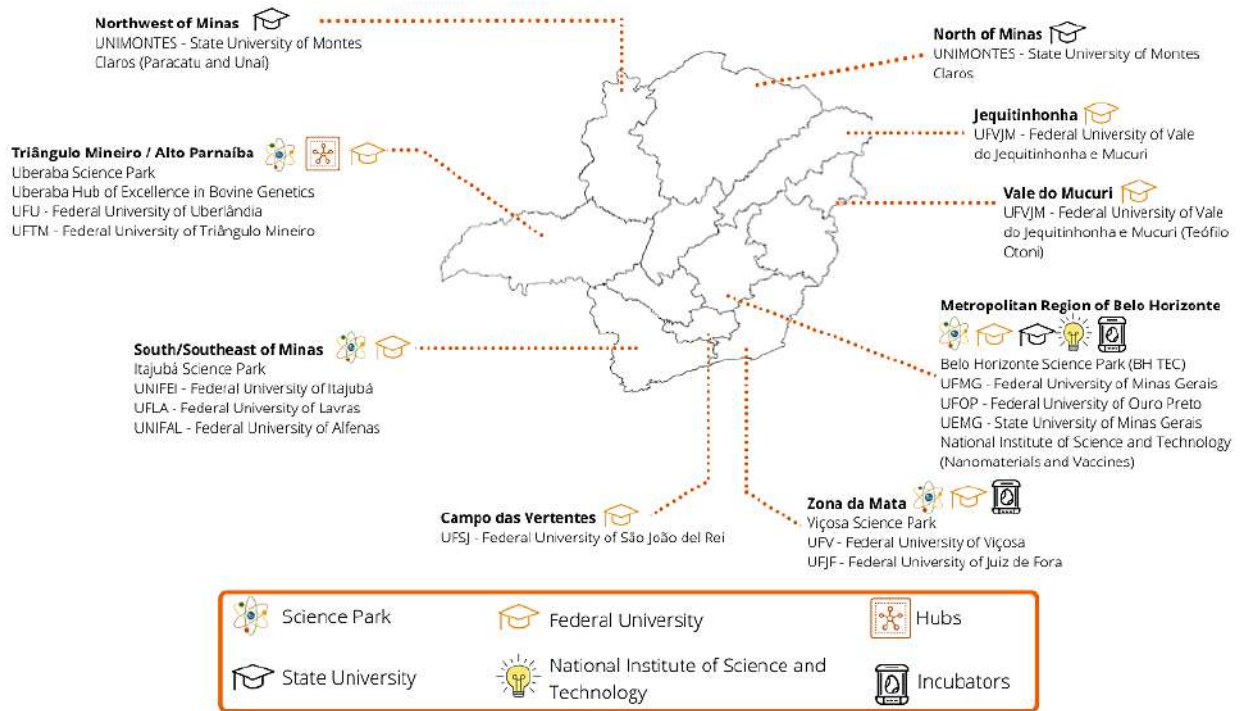
## 2. MINAS GERAIS OVERVIEW

In order to provide some context of Minas Gerais in LSH, it is important to first highlight some general information about the state. Minas Gerais is located in the Southeast of Brazil and has easy access to the biggest consumer market in the country, being neighbor to states such as São Paulo and Rio de Janeiro, as well the the Center-West and Northeastern Regions. Minas Gerais is, therefore, considered as the main business corridor in Brazil.



The state has a population of 21 million people and an area of over 586 km<sup>2</sup> (approximately the size of France). In terms of economy, Minas Gerais stands as the third largest Brazilian economy, with a GDP of BRL 576,2 billion/USD 164,7 billion (2018). Furthermore, it is the second largest exporting state in Brazil (USD 23.07 billion in 2019) and the second largest consumer market in the country (10.4% of the share).

Regarding quality education and workforce, which are the basis for supporting the LSH ecosystem, it worth mentioning that Minas Gerais has the largest number of public higher education institutions in the country, in which 3 of them are in the top 10 in the Brazilian ranking. Among the institutions, there are eleven (11) Federal Universities, two (2) State Universities, five (5) Federal Institutes of Education, Science and Technology and one (1) Federal Center for Technological Education (CEFET-MG). Minas Gerais also have three (3) Science Parks in operation, as well as nine (9) National Institutes of Science and Technology, in areas such as Carbon Nanomaterials and Vaccines.



Source: INDI/Biominas



Additionally, with regards to logistics, Minas Gerais has five Inland Customs Units (EADI), known in Brazil as “dry ports”, which has a fast customs clearance process. Moreover, the state has the largest road network and the second largest rail network in Brazil, which facilitates a lot the logistic chain.



Source: This image was cropped from Why Minas Gerais (INDI)

### 3. THE LIFE SCIENCES AND HEALTH SECTOR IN MINAS GERAIS

In order to provide a broad overview of the LSH sector in Minas Gerais, it is important to build a quick comparison between Minas Gerais and The Netherlands in the sector.

	Minas Gerais		The Netherlands
<b>Population:</b> 21,11 million (2019)		<b>Population:</b> 17,28 million (2019)	
<b>Hospital Organizations:</b> 684 81% private sector / 19% public sector		<b>Hospital Organizations:</b> 79	
<b>University medical center:</b> 8		<b>University medical center:</b> 8	
<b>Hospital beds:</b> 41,942		<b>Hospital beds:</b> 37,753	
<b>Active physicians:</b> 53,688 11% of active physicians in Brazil		<b>Active physicians:</b> 59,569	

2

Minas Gerais stands as the second largest Brazilian hub for Biotechnology<sup>3</sup> and Life Sciences in Brazil, being also the second consumer healthcare market, with 853 municipalities and 21 million inhabitants, as previously mentioned. Regarding the healthcare market, it is important to highlight that approximately 25% of the population in Minas Gerais have Private Health Insurance (which corresponds to over 5 million people)<sup>4</sup>. Moreover, Minas Gerais has the second highest concentration of companies operating in the LSH area in Brazil, accounting for 13% of the total

<sup>2</sup> CBS Open Data Statline

<sup>3</sup> In Minas Gerais, biotechnology companies are more focused on Agribusiness, with emphasis on Animal Health, followed by Human Health. In the region of Triângulo Mineiro, there is an international level hub of excellence in bovine genetics, for example.

<sup>4</sup> DataSUS/ANS



manufacturing enterprises of medical equipment in the country and 11% of the total manufacturing of medicaments and pharmaceutical preparation companies in Brazil.

As the main highlights and potentialities in the state, there are molecular diagnosis; diagnostic kits and reagents for Chemical Analysis; biomaterials; vaccines and medications; automation equipment and medical devices.

Furthermore, there are several research and development institutions in the segment, such as Fundação Ezequiel Dias (FUNED), which is a State foundation that has experience mainly in the production of medicines, immunobiologicals and technology transfer for biopharmaceuticals. In addition to that, there are several institutions that have specific lines of credit for innovation projects within the LSH sector, for example: the Development Bank of Minas Gerais (BDMG), the Minas Gerais State Agency for Research Founding (FAPEMIG), and the Minas Gerais Development Company (CODEMIG), among others.

As for the promotion and integration of LSH segment in Minas Gerais, it is important to highlight initiatives such as Biominas Brazil, an institution with national and international operations, that provides market studies on the area and is responsible for promoting entrepreneurship and innovation initiatives, by supporting the development of projects in all its stages, from ideation to its expansion. Another institution that is also worth mentioning is Biotechtown: an innovation hub in biotechnology and life sciences, aiming at developing solutions and business in the LSH area in Minas Gerais. They count with a high standard infrastructure and with important investors in Minas Gerais and Brazil<sup>5</sup>. Moreover, Biotechtown has a Contract Manufacturing Organization (CMO), a high-tech Open Lab focused on the development of Health products, accredited by Anvisa (National Health Surveillance Agency).

Equally important, the Brazilian Association for Biotechnology and Life Sciences Companies (Anbiotec) has over sixty (60) LSH companies in its portfolio, working mainly in the areas of Technologies applied to human and animal health; Molecular, genetic and in Vitro (IVD) diagnosis; Laboratory control; Plant cloning; Biomaterials; Regenerative Medicine; and Hospital medical equipment. Furthermore, due to the state's potentialities and vocation in the LSH area, several international companies have installed operations and R&D centers in Minas Gerais, such as: Philips Healthcare, ACG Worldwide, GE Healthcare, Novo Nordisk, St Jude Medical, VMI.

Considering the subsector of health products, Minas Gerais has over 400 Technology and Innovation companies installed in Minas Gerais, working mainly in the areas of human health,

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<sup>5</sup> Mainly the Research Development Foundation (FUNDEP) and the Development Company of Minas Gerais (CODEMGE).

animal health, environment and agribusiness. With regards to the pharmaceutical area, the main potentialities explored in Minas Gerais which are, therefore, a reference in the state, are: i) support to pharmaceutical research and development (R&D), in general; ii) development and production of biopharmaceuticals; iii) development and production of diagnostic kits and reagents; iv) development and production of vaccines; v) gene therapy; and vi) cell or organ and tissue replacement therapy.

## **4. ALIGNING DUTCH STRENGTHS WITH OPPORTUNITIES IN MINAS GERAIS**

Based on the Brazil LSH Market Study Final, commissioned by RVO, four Dutch supply of Smart Solutions for healthcare were identified, in the strengths of Hospital Design and Build, eHealth, Medical Devices & Supplies and Mobility & Vitality (and related health challenges in Brazil). For Minas Gerais, NBSO has decided to focus mainly on the first three, which were possibilities to be explored in a shorter term.

### **4.1 Hospital Design and Build**

In Minas Gerais, nowadays, there are 684 hospitals, being 81% from the private sector and the other 19% from the public sector. Regarding the private hospital distribution within the state, it is important to say that 86% is located in the inner part of the state, while the other 14% is located in Minas Gerais' capital, Belo Horizonte.

In the Public System, there are thirteen (13) planned regional hospitals that should supply the repressed demand for beds, reduce the concentration of specialized services in the central region and expand the offer of elective surgeries. Two (2) of them are already working (in Uberaba and Uberlândia), six (6) are still under construction and five (5) haven't received any funds yet. The State Secretariat of Health (SES MG) informed, during a meeting, that some of the regional hospitals will be financed by Vale, as a compensation for the Mining Dam disaster in Brumadinho in 2019.

In the Private System, there are two big opportunities for Dutch companies in the Hospital Design and Build area. Firstly, it is important to highlight the construction of a Mater Dei Unit in Salvador. Mater Dei is the biggest and most innovative private hospital in Minas Gerais, with four units already in operation. The Mater Dei Salvador will have a structure of 61,188 m<sup>2</sup> of built area, distributed in:

- Assistance via insurance and private
- 24 Floors + Helipad
- 369 beds, 40 adult ICU and 40 Pediatric ICU

- 21 Operating / Obstetric Rooms
- Diagnostic Medicine, Adult and Child Emergency, Oncology

Moreover, Mater Dei will also build a Medical Center, to be located 90 meters from the Hospital. The construction integrates a modern and international concept of an Integrated Health Center and will have:

- 9,944 m<sup>2</sup> of Built Area
- 19 Floors
- Convention Center
- 91 Parking spaces
- 62 offices
- Hospital administrative and support areas

The second big opportunity in the private sector for the Hospital Design and Build area is the renovation of a building that was programmed to be a Hotel Golden Tulip, in Belo Horizonte. The Hotel was supposed to be ready to host tourists in the World Cup in Brazil, in 2014, and will now become a hospital from Rede D'Or. The building has 28 floors and counts with 410 apartments, which would now be renovated and adapted to host hospital rooms. Among the planned changes are also the increase in parking spaces and the adequacy for the arrival of ambulances.

## 4.2 eHealth

The eHealth market in Brazil, and in Minas Gerais, is very recent and, consequently, there are opportunities. One of the segments that are still to be explored is Robotic Surgery, for instance. Brazil is the country with highest number of robotic surgeries in Latin America, being Urology the leading specialization in number of performed surgeries – followed by General Surgery and Gynecology. Nowadays, Minas Gerais occupies the 3<sup>rd</sup> position in number of robotic surgeries in Brazil and only five private hospitals<sup>6</sup> already offer this kind of equipment's and services in the state. Moreover, only 100 physicians have the expertise to operate the equipment's, being also an opportunity for Dutch knowledge institutions in terms of training and technology transfer. The equipment is still very expensive and the United States is the main destination for physicians willing to get their training and license.

Another opportunity that could be explored in the eHealth subsector is the use of Artificial Intelligence (AI) to:

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<sup>6</sup> Hospital Mater Dei, Hospital Felício Rocho, Hospital Vila da Serra, Hospital Vera Cruz (these last three in partnership with Faculdade Ciências Médicas de Minas Gerais) and, more recently, Uberlândia Medical Center (UMC).

- 1) **Improve operational efficiency in the hospitals and health center**, by building platforms in Hospital Management. Many hospitals in Brazil have different operating systems that have no interaction among them, resulting in long and bureaucratic processes. The digitalization of medical history and appointments, as well as the creation of value from this data could be a good opportunity for Dutch companies in Minas Gerais.
- 2) **Serve as support for clinical decisions**. With the digitalized data and medical history of the patients, it is possible to create algorithms that allow physicians to keep track on the patients and anticipate possible complications and diseases with more assertiveness.
- 3) **Engage patients and doctors in the health management**. This would give the population more information on healthcare, health habits and preventive measures.

In Minas Gerais, the use of AI has already started, but has not been widely explored yet. Therefore, it is a potential area for Dutch companies working with AI solutions for the Healthcare market. There is a startup being accelerated in Biotechtown<sup>7</sup>, for example, that provides solutions in precision medicine using proprietary patented biomarkers for oncology. The technology allows the identification and prescription of a treatment that is best suitable for the patient's genetic profile, which increases life expectancy and reduces cost and treatment duration. Although this is already a good solution for the healthcare market in Minas Gerais, the solution is still under development and there are many other solutions to be explored in the eHealth (also linked to the Mobility and Vitality area, which wasn't fully explored in this study).

With regards to Telemedicine, it is important to highlight that Brazil still has a fragmented market in terms of regulation. Nowadays, the Brazilian law allows both teleconsultation between physicians, for exchange of information and diagnostic provisions, and the possibility of health centers to provide medical reports to imaging exams, for example<sup>8</sup>. Nevertheless, doctors are not yet allowed to provide teleconsultation for patients directly<sup>9</sup>.

Regarding the public opportunities in eHealth, it is worth mentioning the Telehealth Network of Minas Gerais<sup>10</sup>, which is a public service of telehealth in large scale, fruit of a university partnership, with public funding and research agencies supporting their activities. The network covers 780 municipalities and 1,000 telehealth points, which represents 91% coverage of

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<sup>7</sup> In Annex 1 you may find Biotechtown's Portfolio of startups that are being accelerated in the hub.

<sup>8</sup> Resolution [CFM nº 1.643/2002](#); [Portaria MS nº 2.546/11](#); [Nota Técnica 50](#); Law [\(13.989/20\)](#)

<sup>9</sup> In a temporary matter, due to COVID19 crisis, the Ministry of Health determined that telemedicine could be used for: 1) Teleorientation, so that medical professionals can remotely provide guidance and referral to isolated patients; 2) Telemonitoring, an act performed under medical supervision and supervision to monitor or enforce health parameters and disease at a distance. 3) Teleinterconsultation, exclusively for exchange of information and opinions between doctors, for diagnostic or therapeutic assistance

<sup>10</sup> Rede de Teleassistência de Minas Gerais

municipalities in Minas Gerais. At first, the project focused in telecardiology - providing tele-electrocardiography, and later teleconsulting in other specialties was incorporated (such as telecardiology). The activities of the network allow patients from remote municipalities to have access to specialized healthcare and qualified referrals, contributing to the improvement of care. Currently, telehealth services are integrated into to the health system in Minas Gerais and are being used by the public system in the mentioned specialties. They are now working on a strategy for telemonitoring patients with indication for cardiac rehabilitation, which might be a good opportunity for Dutch solutions in this matter.

### 4.3 Medical Devices and Supplies

Although the State's production of equipment's and medicines have considerable relevance, the number and amount spent in imported products is still very high and offers, therefore, opportunities for Dutch companies in the segment. In 2019, the Brazilian Ministry of Economy extinguished the import tax for many products, including medical equipment. In addition, it is important to highlight that Minas Gerais was one of the States authorized to grant exemption from ICMS (Tax on Circulation of Goods and Services) on imports of medical and hospital equipment in cases where there are no similar products produced in the country<sup>11</sup>. There are, currently, 230 companies in Minas Gerais that are allowed to import and resell medical products and equipment's in the local market<sup>12</sup>.

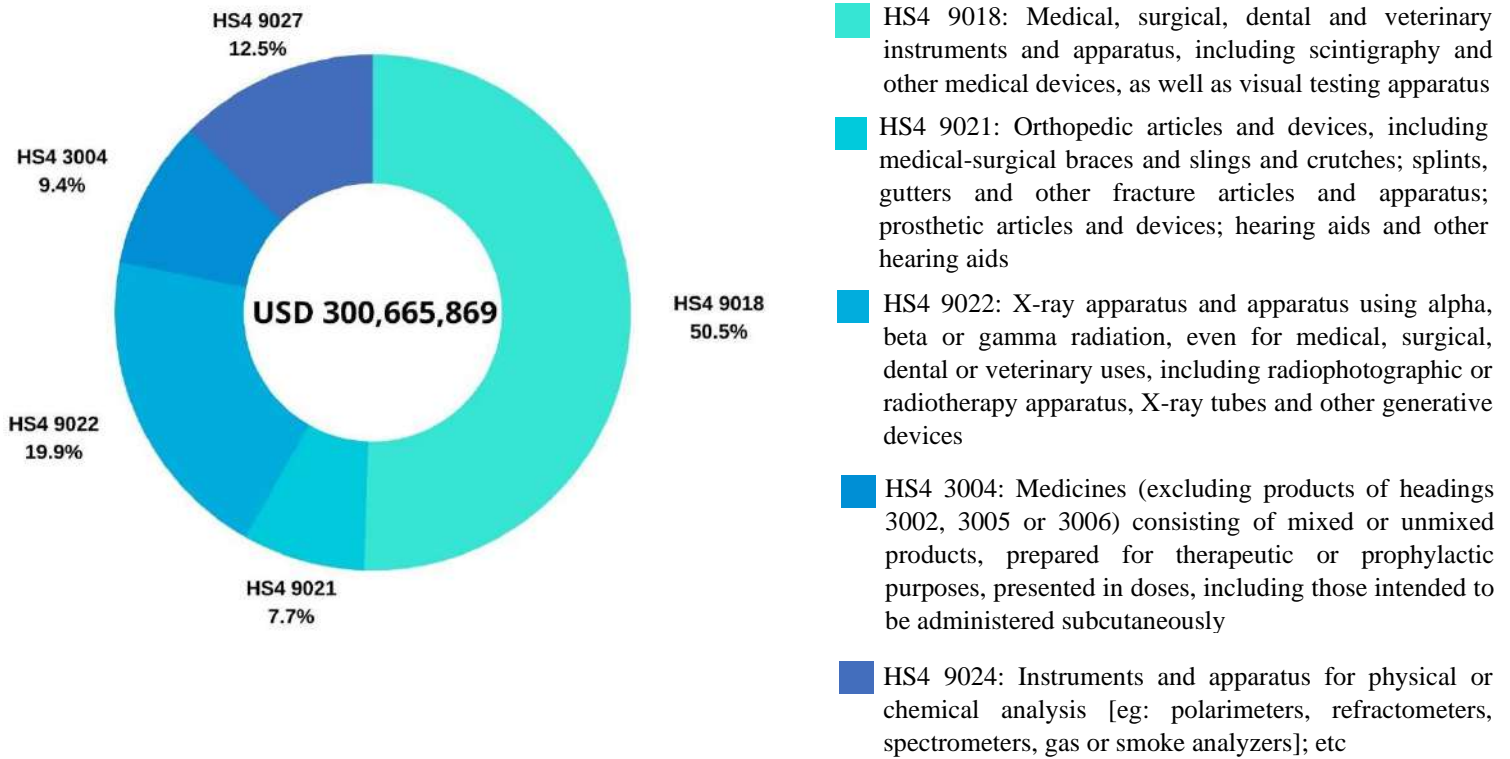
To give a quick overview on import panorama in Minas Gerais, only in 2019 the state imported an amount of USD 300,665,869 (FOB) in the top 5 imported medical devices and supplies – Harmonized System HS4 - (Chart 1). In Table 1 it is possible to find crossed information between Exported amount by The Netherlands and Imported amount by Minas Gerais in the same products. Of course, Philips Healthcare has a huge market share and relevance in these imports, especially on magnetic resonance and other scanning devices. It is also worth remembering the equipment's for robotic surgery, already mentioned in the eHealth subsector.

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<sup>11</sup> [https://www.confaz.fazenda.gov.br/legislacao/convenios/1998/cv005\\_98](https://www.confaz.fazenda.gov.br/legislacao/convenios/1998/cv005_98)

<sup>12</sup> See Annex 2

**Chart 1 - Top 5 Imported Medical Devices and Supplies in Minas Gerais (code HS4)**



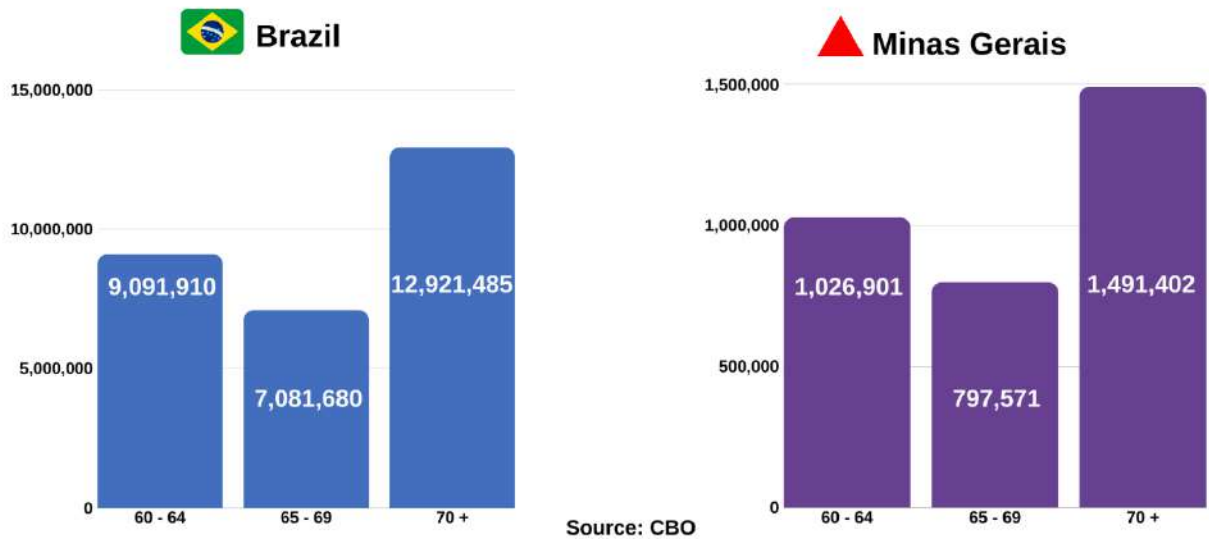
Source: ComexStat (MDIC)

**Table 1 - Top 5 Imported Medical Devices and Supplies in Minas Gerais (code HS4) – Exported amount by The Netherlands and Imported amount by Minas Gerais**

		Exported by NL	Imported by MG
<b>Medical Devices and Supplies Description HS4 (Harmonized System)</b>	Medical, surgical, dental and veterinary instruments and apparatus, including scintigraphy and other medical devices, as well as visual testing apparatus (9018)	\$ 5,711,443,546.00	\$ 151,902,513.00
	Orthopedic articles and devices, including medical-surgical braces and slings and crutches; splints, gutters and other fracture articles and apparatus; prosthetic articles and devices; hearing aids and other hearing aids (9021)	\$ 4,030,000,000.00	\$ 23,117,897.00
	X-ray apparatus and apparatus using alpha, beta or gamma radiation, even for medical, surgical, dental or veterinary uses, including radiophotographic or radiotherapy apparatus, X-ray tubes and other generative devices (9022)	\$ 1,430,000,000.00	\$ 59,904,905.00
	Medicines (excluding products of headings 3002, 3005 or 3006) consisting of mixed or unmixed products, prepared for therapeutic or prophylactic purposes, presented in doses, including those intended to be administered subcutaneously (3004)	\$ 12,900,000,000.00	\$ 28,218,072.00
	Instruments and apparatus for physical or chemical analysis [eg: polarimeters, refractometers, spectrometers, gas or smoke analyzers]; instruments and apparatus for testing viscosity, porosity, expansion, surface tension or the like, or for calorimetric, acoustic or photometric measurements, incl. the exposure time indicators; microtomes (9027)	\$ 1,120,000,000.00	\$ 37,522,482.00

Furthermore, according to the National Association of Private Hospitals (ANAHP), the new demographic reality which Brazil (and Minas Gerais) is facing potentializes the demand for solutions on oncology, diabetes and ophthalmic problems (see Chart 2).

**Chart 2 - Percentage distribution of the elderly population, by age groups (absolute numbers)**



The results of the LSH Market Study Brazil showed that 60% of the ophthalmic devices and goods in Brazil are imported in the country, which would be a good area to be explored. The Netherlands stands as 4<sup>th</sup> largest exporter (\$14.8 bil) of ophthalmic goods, after the U.S. (~\$40 bil), Germany (~\$27 bil), and China (~\$15 bil)<sup>13</sup>. In Minas Gerais, 9,864 ophthalmic surgeries were performed in 2019.

**Table 2 - Ophthalmic coverage for capitals and interior part of Minas Gerais (2019)**

	Belo Horizonte			Interior where there are ophtalmologists		
	Population	Ophtalmologists	Ophtalmologist /population	Population	Ophtalmologists	Ophtalmologist /population
<b>MG</b>	2,501,576	1,335	1 : 1874	14,139,864	2,437	1 : 5802

Source: CBO

<sup>13</sup> [https://www.isc.hbs.edu/resources/courses/moc-course-at-harvard/Documents/pdf/student-projects/Netherlands\\_Medical%20Devices\\_2013.pdf](https://www.isc.hbs.edu/resources/courses/moc-course-at-harvard/Documents/pdf/student-projects/Netherlands_Medical%20Devices_2013.pdf)



Nephrology is also an important area for the Medical Devices and Supplies' sector. Its equipment's also presents an import share of nearly 60% in Brazil and in Minas Gerais, more than 18 thousand nephrology treatments were held in 2019.

## **5. OTHER OPPORTUNITIES**

In May 2020, BH Airport, concessionaire that manages the International Airport in Belo Horizonte, inaugurated the first Industrial Airport in Brazil<sup>14</sup>. The Industrial Airport is intended, mainly, for the installation of companies whose main focus is the export of manufactured products, using imported raw materials in their production process. When manufacturing their products inside the Industrial Airport, companies will have tax exemptions when exporting their finished products. The concessionaire obtained certification from the Federal Revenue Service (Receita Federal), which accredits the operation. This means that Dutch companies willing to find a distribution center in Latin America can profit from tax exemptions and other benefits

The Industrial Airport has an area of 12 thousand square meters; 300 square meters for dangerous cargo warehouse; 3,131 square meters of cold chambers with specialized setup from -20°C to 25°C; 11 positions for aircraft parking and good integration with highway network. The Industrial Airport, with this infrastructure, can house up to 250 companies of different sizes and sectors. The focus today are companies in the field of medicines, medical equipment and automobile technology.

## **6. CONCLUSION**

The present study was provided in order to complement the Brazil Life Sciences and Health Market Study 2019, which was developed with its focus in the cities of São Paulo and Porto Alegre. NBSO Belo Horizonte highlighted the main opportunities for Dutch companies in Minas Gerais, in those areas that were previously established by the mentioned study.

The opportunities found in the area of Hospital Designed and Build were both in the public sector and in the private sector. In the public sector, it is possible to mention the construction of regional hospitals that are yet to be build, also in partnership with Vale. Regarding the private sector, new Mater Dei and Rede D'Or units have been announced. Regarding eHealth, four main subtopics were explored: robotic surgery, Artificial Intelligence, Software's in hospital management and data integration; and telemedicine.

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<sup>14</sup> Annex 3 – BH Airport Presentation

As for Medical Devices and Supplies, one of the equipment's to be explored is those for robotic surgery. Moreover, also worth exploring are those devices and supplies mentioned on Chart 1 and Table 1, as well as ophthalmic and nephrology equipment's.

For more market information on Life Sciences and Health and other top sectors established by the RVO strategy in Brazil, please contact the Netherlands Business Support Office in Belo Horizonte.

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## **8. ANNEX 1 – Biotechtown Portfolio**

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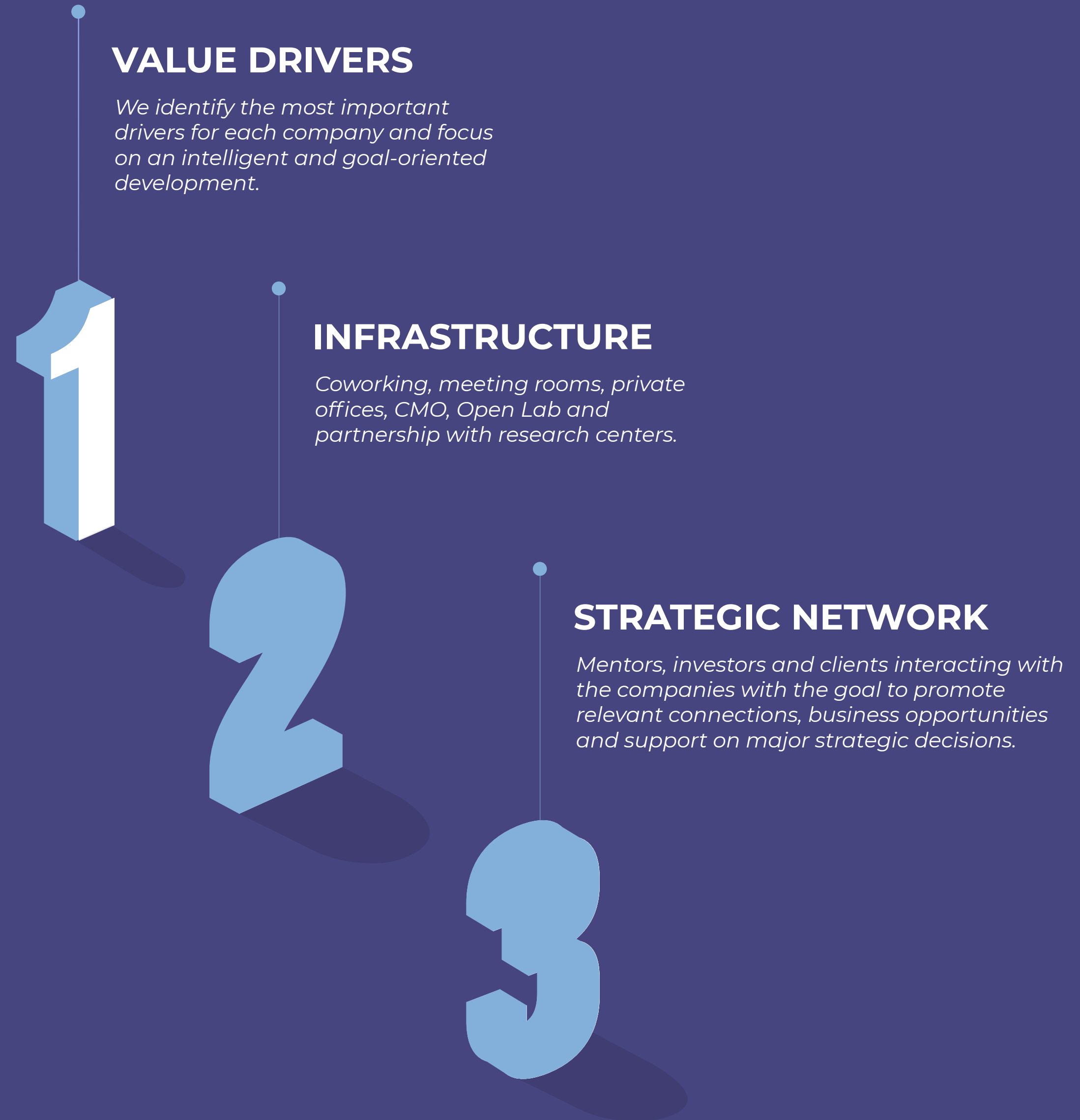
portfolio

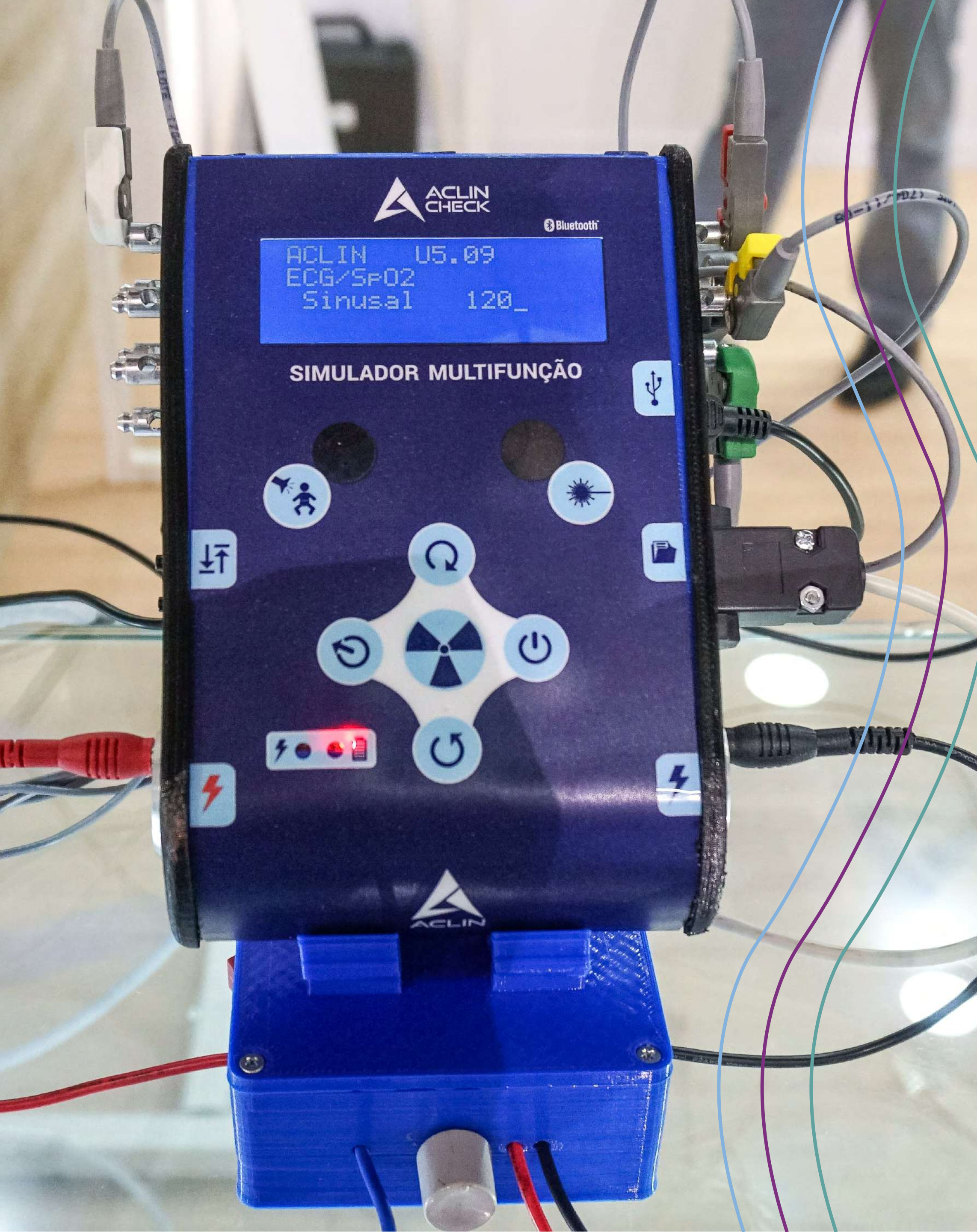
COMPANIES FUNDED BY  
**BIOTECHTOWN**

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# How do we increase startup success rate?

BiotechTown Business Developer Program has its own methodology, which is validated and custom according to the needs of each company. The startups also count on a multidisciplinary team that works hands on.





# Aclin

Aclin created the first multifunctional platform to calibrate medical devices in Brazil. It offers a portable gadget capable of measuring more than 300 instruments and follows the requirements of the regulatory agencies.

**BUSINESS MODEL:** B2B for hospitals

**STAGE:** Validation



**contact:**

[www.aclin.com.br](http://www.aclin.com.br)  
[dir.engenharia@aclin.com.br](mailto:dir.engenharia@aclin.com.br)



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# Birthtech

Birthtech offers disruptive solutions to help newborns survive first days of life. Based on non-invasive, accurate and low-cost technologies, guiding healthcare professionals taking critical decisions to provide appropriate and timely neonatal care, reducing the risk of death and serious complications.

**BUSINESS MODEL:** B2B for hospitals

**STAGE:** Validation

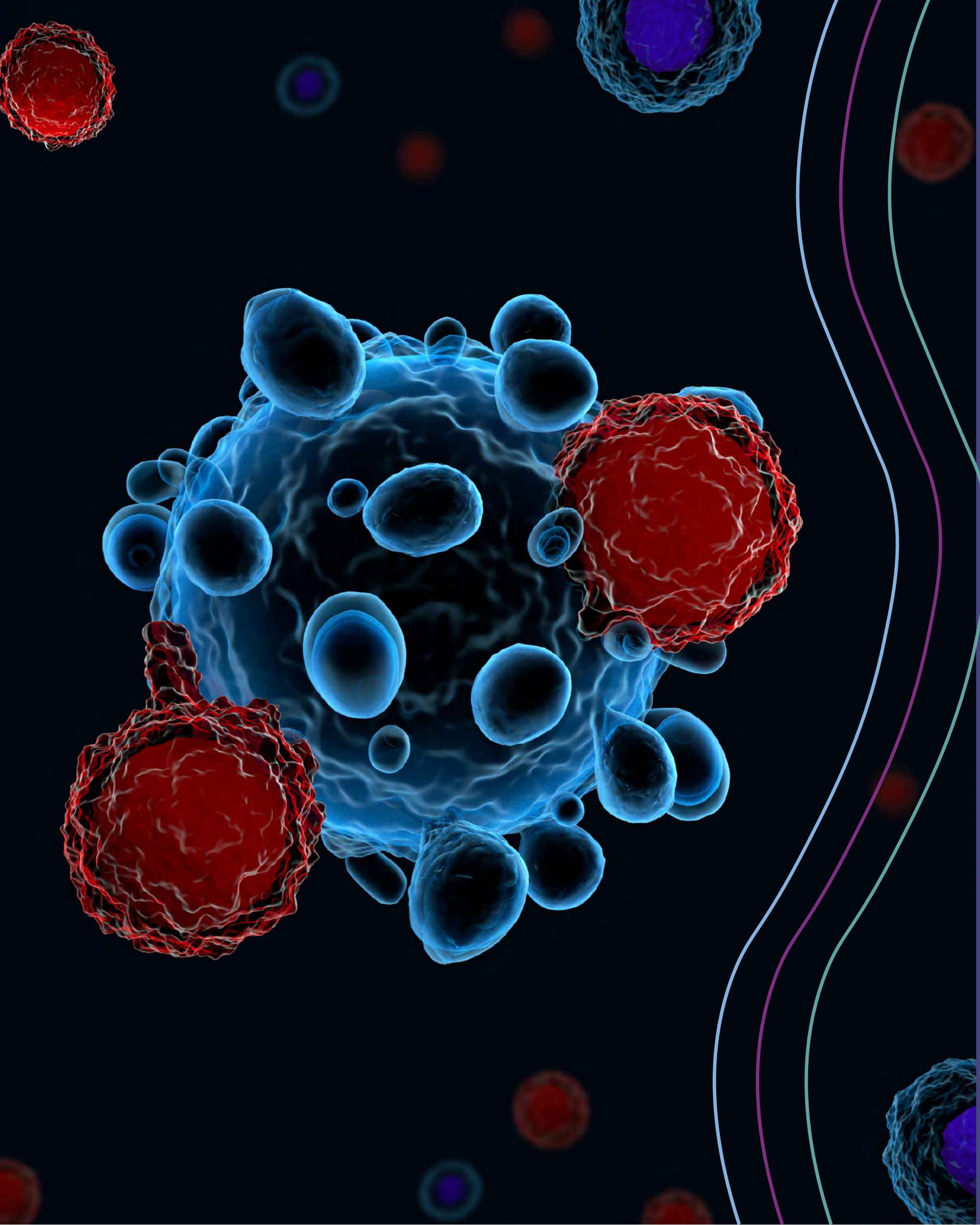


**contact:**

[www.birthtech.com.br](http://www.birthtech.com.br)

[contact@birthtech.com.br](mailto:contact@birthtech.com.br)





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# Celluris

Celluris is the first Latin America company developing personalized treatment for cancer patients through CAR-T immunotherapy. The therapy is based on the modification of the patient's own cells that now can precisely recognize and kill tumoral cells.

**BUSINESS MODEL:** B2C for oncology patients

**STAGE:** Validation

celluri

**contact:**

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[patricia@celluris.com](mailto:patricia@celluris.com)



# Far-me

Far-me is a pharmacy that offers a custom service for people who take many medicines daily. The whole month treatment is split in individual packets according to the prescribed date and time.

**BUSINESS MODEL:** B2C for polymedicated patients

**STAGE:** Validation



**contact:**

[www.far-me.com](http://www.far-me.com)  
[contato@far-me.com](mailto:contato@far-me.com)

# InsilicAll

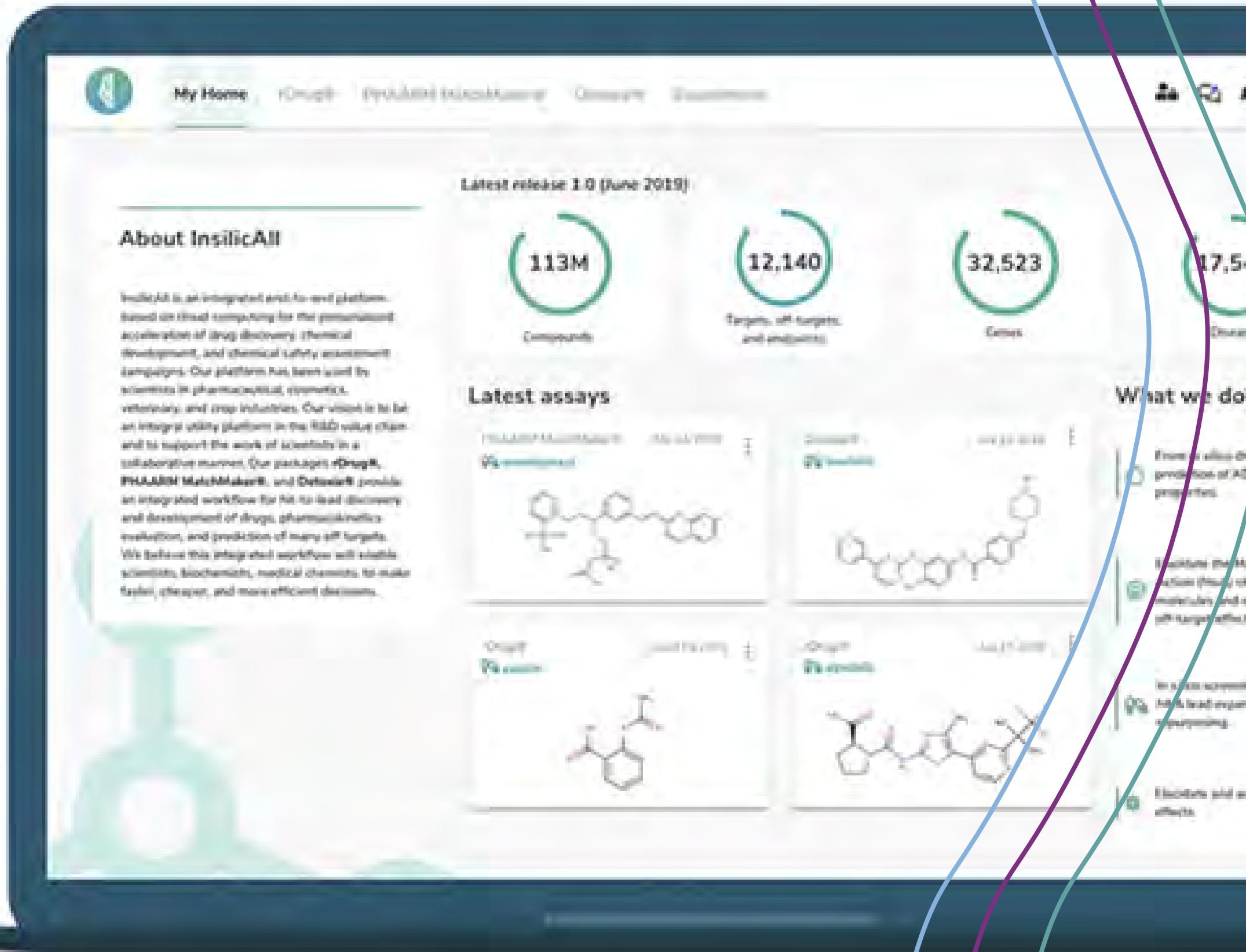
Insilicall integrated artificial intelligence and big data to create the first drug discovery platform of Latin America, optimizing research and development processes through the reduction of time, costs and animal experimentation.

**BUSINESS MODEL:** B2B – Saas – for Pharma and Cosmetic Industry and Agribusiness

**STAGE:** Validation

**contact:**

[www.insilicall.com](http://www.insilicall.com)  
[comercial@insilicall.com](mailto:comercial@insilicall.com)





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# Jade

Jade develops gamified therapeutic solutions for children and adolescents with cognitive impairment. As the patient uses the app, prognostic metrics are automatically generated for the therapist, what makes the treatment more efficacious.

**BUSINESS MODEL:** B2B for therapists

**STAGE:** Validation



**contact:**

[www.jadeautism.com](http://www.jadeautism.com)  
[contato@jadeautism.com](mailto:contato@jadeautism.com)



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# Ka'auy

Ka'auy is the first company to use typically Brazilian ingredients to produce Kombucha, a fermented functional tea. The company developed a proprietary patented process that results in improved taste and removes the need of refrigerated logistics without any loss of the properties related to health promotion.

**BUSINESS MODEL:** B2C for health-conscious consumers

**STAGE:** Validation



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[www.kaauy.com.br/kombucha](http://www.kaauy.com.br/kombucha)  
[contato@kaauy.com.br](mailto:contato@kaauy.com.br)



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# Laboratório da Cerveja

Laboratório da Cerveja is the first company of Minas Gerais to provide liquid yeast for craft beer production, which reduces fermentation time and increases the sensorial quality of the beverage. The startup also offers microbiological and physicochemical analyzes to control the manufacturing process.

**BUSINESS MODEL:** B2B for breweries

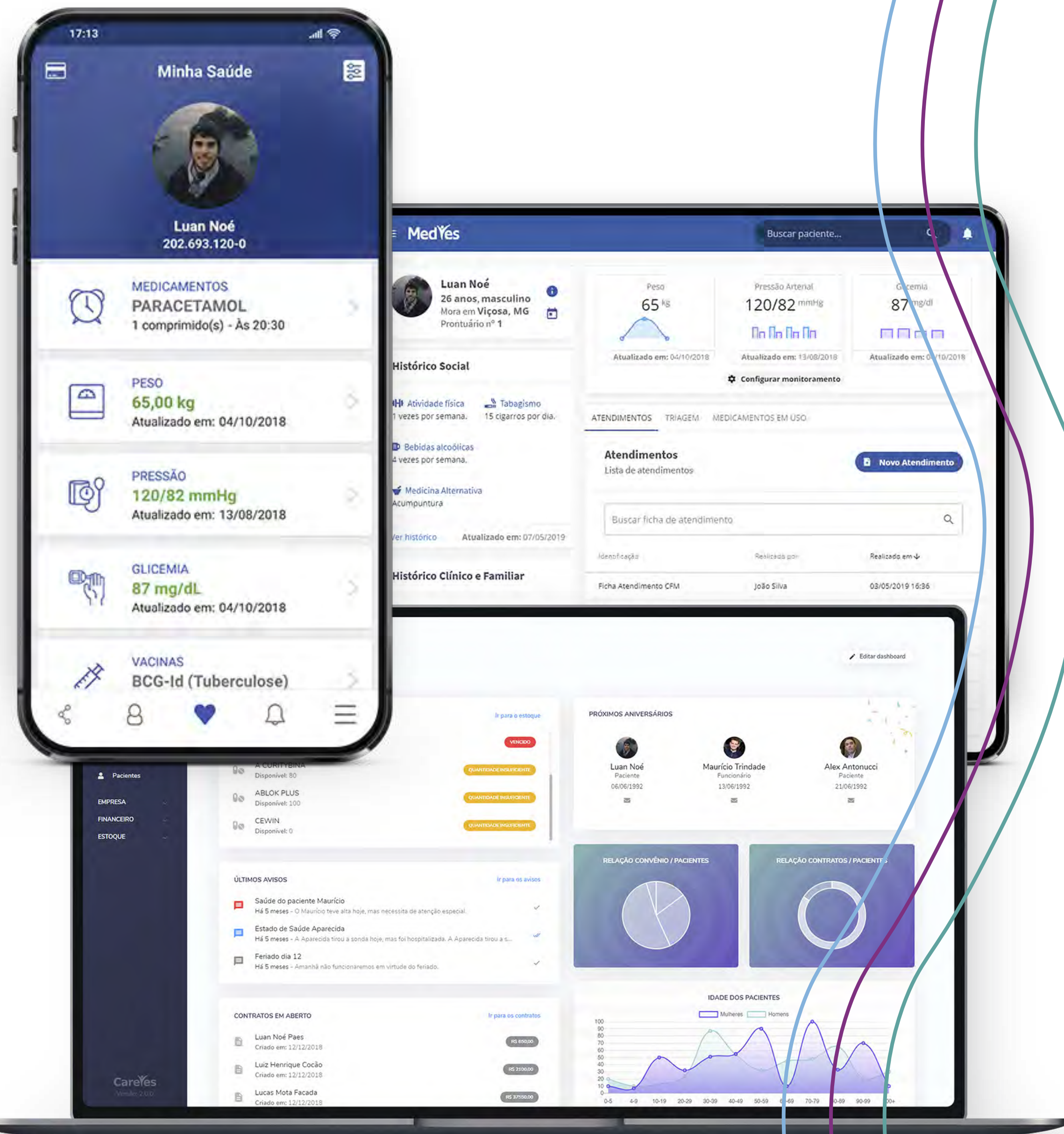
**STAGE:** Validation



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[www.laboratoriodacerveja.com.br](http://www.laboratoriodacerveja.com.br)

[contato@laboratoriodacerveja.com.br](mailto:contato@laboratoriodacerveja.com.br)



# MedYes

MedYes is a digital platform that connects patients, physicians and healthcare institutions. Using data mining and artificial intelligence, MedYes is capable of providing doctors with real-time clinical information of the patient, what makes diagnosis and treatment more accurate and reduces risks and healthcare costs.

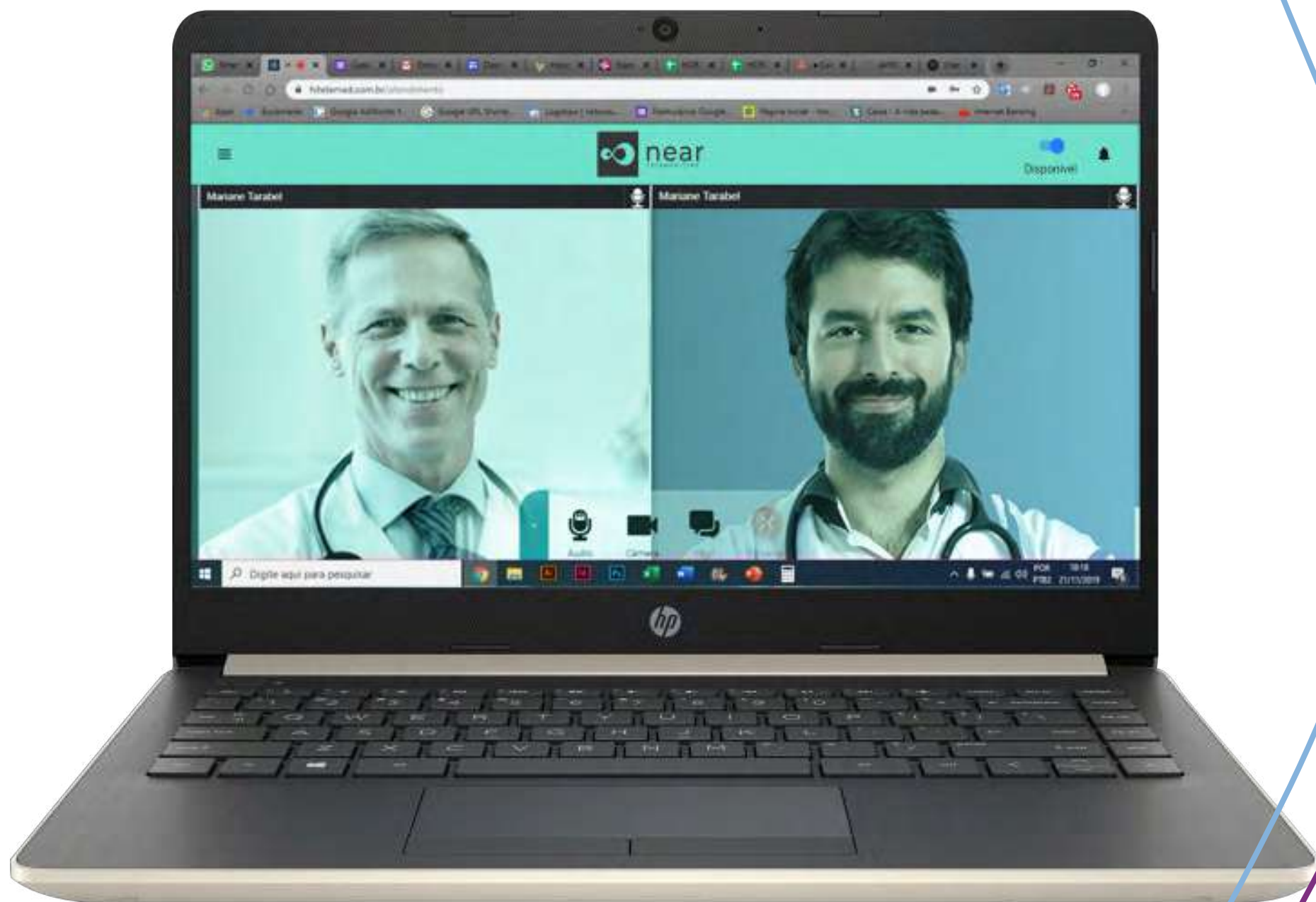
**BUSINESS MODEL:** B2B for healthcare centers and home care

**STAGE:** Validation

MedYes

**contact:**

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[contato@medyes.com.br](mailto:contato@medyes.com.br)



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# Near Telemedicine

Near Telemedicine reduces waiting time for elective medical appointments in the public and private healthcare system. Through a broad network of healthcare professionals, available on an online platform, it increases the capacity to provide medical assistance and access to specialists in remote places, which avoid unnecessary displacement of patients and professionals.

**BUSINESS MODEL:** B2B for hospitals

**STAGE:** Validation



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# Oncotag

Oncotag offers solutions in precision medicine using proprietary patented biomarkers for oncology. The technology allows the prescription of a treatment best suitable for the patient genetic profile, what increases life expectancy and reduces cost and treatment duration.

**BUSINESS MODEL:** B2C for cancer patients

**STAGE:** Validation

**oncotag**  
PESQUISA TRANSLACIONAL  
E FARMACOGENÉTICA    TRANSLATIONAL RESEARCH  
AND PHARMACOGENETICS

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[oncotag@gmail.com](mailto:oncotag@gmail.com)



# Phast

Phast is the first company in the market with an algorithm that predicts injuries in athletes. Through a technologic platform, it provides a continuing education and risk profile reports, guiding the therapeutic approach of physiotherapists. It improves the productivity of these professionals and helps sports clubs and athletes to prevent injuries, improve performance and avoid absenteeism, which leads to significant cost reduction.

**BUSINESS MODEL:** B2B for physiotherapists

**STAGE:** Validation



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# RheaBiotech

Rheabiotech provides immunological solutions through the production of antibodies and recombinant proteins, supporting the development of research and the national industry of biotechnology.

**BUSINESS MODEL:** B2B for In Vitro Diagnostic Industry

**STAGE:** Validation



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# BIOTECHTOWN

FROM **LAB** TO **LIFE**

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[contato@biotechtown.com](mailto:contato@biotechtown.com)

Av. Princesa Diana, 115, Alphaville - Lagoa dos Ingleses  
CEP 34018-006 - Nova Lima - Minas Gerais - Brasil

## ANNEX 2

### COMPANIES THAT ARE LICENCED TO IMPORT AND RESELL MEDICAL DEVICES AND SUPPLIES IN MINAS GERAIS

CNPJ	COMPANY	MUNICIPALITY	National Classification of Economic Activities (CNAE)
04534176 000265	ACTS DO BRASIL LTDA	NOVA LIMA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
04534176 000184	ACTS DO BRASIL LTDA	NOVA LIMA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
17366976 000266	ACURATE INDUSTRIA E COMERCIO LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
17366976 000185	ACURATE INDUSTRIA E COMERCIO LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
17366976 000428	ACURATE INDUSTRIA E COMERCIO LTDA	CONTAGEM	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
04927782 000160	ADDLIFE DIAGNOSTICOS EIRELI	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07155661 000135	ADEM DISTRIBUIDORA DE EQUIPAMENTOS MEDICOS LTDA	UBERLANDIA	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
05222267 000147	AGIS MEDICAL PRODUTOS HOSPITALARES LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
50248780 000919	ALERE S/A	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
11405384 000149	ALFA MED SISTEMAS MEDICOS LTDA	LAGOA SANTA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
06927518 000151	ALQUIMIA CIENTIFICA PRODUTOS PARA LABORATORIO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
20858411 000120	AMGS COMERCIO E REPRESENTACOES LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
02936819 000190	APICE HEALTHCARE EQUIPAMENTOS MEDICOS HOSPITALARES LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
25438409 000115	ASSOCIACAO DE COMBATE AO CANCER DO BRASIL CENTRAL	UBERABA	8610 - Hospital care activities
21599824 000108	ASSOCIACAO FEMININA PREV COMBATE CANCER DE JUIZ DE FORA	JUIZ DE FORA	8610 - Hospital care activities
17513235 000180	ASSOCIACAO MARIO PENNA	BELO HORIZONTE	8610 - Hospital care activities
17513235 000260	ASSOCIACAO MARIO PENNA	BELO HORIZONTE	8610 - Hospital care activities
17221615 000140	ASSOCIACAO MINEIRA DE REABILITACAO	BELO HORIZONTE	8650 - Activities of healthcare professionals, except doctors and dentists
01444396 000129	ATTENDANCE ELETROMEDICINA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
17002220 000157	BASAL COMERCIO, IMPORTACAO E EXPORTACAO LTDA	GUAXUPE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
21551379 000106	BECTION DICKINSON INDUSTRIAS CIRURGICAS LTDA	JUIZ DE FORA	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
22709109 000135	BENEFICENCIA SOCIAL BOM SAMARITANO	GOVERNADOR VALADARES	8690 - Human health care activities not otherwise specified
14084022 000191	BIO LIFE PRODUTOS MEDICOS HOSPITALARES LTDA	JUIZ DE FORA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
22297785 000149	BIOALBRA BIOTECNOLOGIA LTDA	VICOSA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
20264948 000161	BIOANALITICA DIAGNOSTICA LTDA	BELO HORIZONTE	2123 - Manufacture of pharmaceutical preparations
05216859 000156	BIOBASE INDUSTRIA E COMERCIO LTDA	POUSO ALEGRE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
33432257 000171	BIOCELL BIOTECNOLOGIA E REPRESENTACOES LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07993655 000157	BIOMA CIENTIFICA EIRELI	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
19848316 000166	BIOMEDICAL PRODUTOS CIENTIFICOS MEDICOS E HOSPITALARES	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
04752991 000110	BIOMM S/A	NOVA LIMA	2121 - Manufacture of medicines for human use
04752991 000462	BIOMM S/A	CONTAGEM	2121 - Manufacture of medicines for human use
05905525 000190	BIOSUL PRODUTOS DIAGNOSTICOS LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
00100668 000100	BIOSUT LTDA	NOVA LIMA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
02534069 000120	BIOTECNICA INDUSTRIA E COMERCIO LTDA	VARGINHA	2123 - Manufacture of pharmaceutical preparations
08979861 000175	BIOTRON EQUIPAMENTOS MEDICOS EIRELI	SANTA RITA DO SAPUCAI	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
07088722 000199	BR INDUSTRIA E COMERCIO DE PRODUTOS MEDICO-HOSPITALARES	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
18688481 000135	BRAVIR INDUSTRIAL LTDA	CONTAGEM	2121 - Manufacture of medicines for human use
20420407 000185	BRUNO PIRES BORGES SANTANA	FRUTAL	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
05155425 000193	CASULA & VASCONCELOS INDUSTRIA FARMACEUTICA E COMERCIO	BELO HORIZONTE	2121 - Manufacture of medicines for human use
02923504 000109	CEFEP COMERCIO ESPECIALIZADO NO FORNECIMENTO DE EQUIPAM	ITAUNA	4773 - Retail sale of medical and orthopedic articles

19736602 000130	CENTRO AUDIOVISAO LTDA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
21179759 000153	CENTRO CIENTIFICO DE MEDICINA CUTANEA LTDA	JUIZ DE FORA	8630 - Outpatient care activities performed by doctors and dentists
10175467 000126	CENTRO MEDICO LIPPELT LTDA	SAO LOURENCO	8630 - Outpatient care activities performed by doctors and dentists
02248312 000144	CEPALAB LABORATORIOS LTDA	SAO JOSE DA LAPA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07086487 000116	CEVA VETERINARIA LTDA	JUATUBA	2122 - Manufacture of veterinary medicines
17562075 000320	CIFARMA CIENTIFICA FARMACEUTICA LTDA	SANTA LUZIA	2121 - Manufacture of medicines for human use
02814497 000298	CIMED INDUSTRIA DE MEDICAMENTOS LTDA	POUSO ALEGRE	2121 - Manufacture of medicines for human use
25980095 000188	CLAIR MONT INDUSTRIA E COMERCIO LTDA	MONTES CLAROS	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
03730944 000102	CLINICA MEMORIAL LTDA	POCOS DE CALDAS	8640 - Complementary diagnostic and therapeutic service activities
04615966 000194	CMG DIAGNOSTICA LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
03620716 000180	CMOS DRAKE DO NORDESTE S.A	NOVA LIMA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
15130708 000134	COMERCIO E INDUSTRIA OPTICA TAVARES LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
01430765 000124	COMEX INDUSTRIA E COMERCIO S/A	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
12850427 000168	COMPASS DIAGNOSTICO, PLANEJAMENTO E PROTOTIPAGEM ODONTO	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
14458149 000123	CONTOURLINE EQUIPAMENTOS MEDICOS E ESTETICOS LTDA	SETE LAGOAS	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
38658399 000175	DATAMED LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
27128873 000130	DEFIBVET INDUSTRIA E COMERCIO LTDA	NOVA LIMA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
14190675 000236	DENTAL CREMER PRODUTOS ODONTOLOGICOS S.A.	ITAPEVA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07897039 000100	DENTEMED EQUIPAMENTOS ODONTOLOGICOS LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
01866908 000145	DIAGNO SOLUCOES EM DIAGNOSTICO LTDA	BELO HORIZONTE	2123 - Manufacture of pharmaceutical preparations
71015853 000145	DIAMED LATINO AMERICA S.A	LAGOA SANTA	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
06316353 000181	DIMAVE EQUIPAMENTOS MEDICOS LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
02154924 000178	DMAV SUPORTE MEDICO LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
21236000 000165	DMC COMERCIO EXPORTACAO E IMPORTACAO EIRELI	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
17256512 000116	DROGARIA ARAUJO S A	BELO HORIZONTE	4771 - Retail trade of pharmaceutical products for human and veterinary use
28152271 000181	DRYCOM COMERCIO IMPORTACAO E DISTRIBUIDORA DE PRODUTOS MEDICOS E HOSPITALARES LTDA	NOVA LIMA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
14127287 000120	E BIO ANALITICA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
03440703 000129	EASY EQUIPAMENTOS ODONTOLOGICOS LTDA.	BELO HORIZONTE	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
14633154 000206	ECO DIAGNOSTICA LTDA	CORINTO	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
21217564 000231	EMBRYO DO BRASIL LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07427470 000185	ENDOBRAZ COMERCIO, IMPORTACAO E EXPORTACAO DE EQUIPAMEN	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
32190515 000198	ERBA DIAGNOSTICS BRAZIL, PRODUCAO E DISTRIBUICAO DE PRODUTOS MEDICOS EIRELI	CONTAGEM	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
11020230 000139	EUROFEEDBACK BRASIL INDUSTRIA E COMERCIO LTDA	SANTA RITA DO SAPUCAI	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
03280502 000101	FERRARA OPHTHALMICS LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
09020873 000130	FILMEX PRODUTOS MEDICOS E ODONTOLOGICOS LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
26680170 000158	FOCO VET - DISTRIBUIDORA VETERINARIA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
13226169 000106	FREDERICO LUIS DEL GAUDIO	GUAXUPE	8650 - Activities of healthcare professionals, except doctors and dentists
26388330 000190	FUND CENTRO HEMATOLOGIA E HEMOTERAPIA DE MINAS GERAIS	BELO HORIZONTE	8640 - Complementary diagnostic and therapeutic service activities
00961315 000103	FUNDACAO CRISTIANO VARELLA	MURIAE	8610 - Hospital care activities
23070071 000166	FUNDACAO DE ARTE DE OURO PRETO	OURO PRETO	8412 - Regulation of health, education, cultural and other social services
25763673 000124	FUNDACAO DE ASSISTENCIA ESTUDO E PESQUISA DE UBERLANDIA	UBERLANDIA	8610 - Hospital care activities
20054326 000109	FUNDACAO DE ENSINO E PESQUISA DE UBERABA	UBERABA	8660 - Health management support activities

00991591 000106	FUNDACAO DE SAUDE DILSON DE QUADROS GODINHO	MONTES CLAROS	8610 - Hospital care activities
17178203 000175	FUNDACAO EDUCACIONAL LUCAS MACHADO FELUMA	BELO HORIZONTE	8690 - Human health care activities not otherwise specified
17178203 001147	FUNDACAO EDUCACIONAL LUCAS MACHADO FELUMA	BELO HORIZONTE	8630 - Outpatient care activities performed by doctors and dentists
17214149 000176	FUNDACAO FELICE ROSSO	BELO HORIZONTE	8610 - Hospital care activities
26150979 000178	FUNDACAO FILANT E BENEF DE SAUDE ARNALDO GAVAZZA FILHO	PONTE NOVA	8610 - Hospital care activities
19110162 000100	FUNDACAO HOSPITALAR DO MUNICIPIO DE VARGINHA FHOMUV	VARGINHA	8610 - Hospital care activities
19878404 000100	FUNDACAO SAO FRANCISCO XAVIER	IPATINGA	8610 - Hospital care activities
00029372 000221	GE HEALTHCARE DO BRASIL COMERCIO E SERVICOS PARA EQUIPA	CONTAGEM	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
25456112 000182	GE HOSPITALAR LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
15567441 000147	GENESIS HOSPITALAR LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
25294299 000165	GJO COMERCIO E REPRESENTACOES LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
03142794 000116	GOLD ANALISA DIAGNOSTICA LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
28215470 000191	GOLDMED IMPORTACAO DE PRODUTOS HOSPITALARES LTDA.	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
09309247 000169	HELIO ADAPTACOES AUTOMOTIVAS LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
42893040 000150	HEMOQUIMICA DO BRASIL IMPORTACAO E COMERCIO LTDA	SABARA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
19570720 000706	HIPOLABOR FARMACEUTICA LTDA	MONTES CLAROS	2121 - Manufacture of medicines for human use
19570720 000110	HIPOLABOR FARMACEUTICA LTDA	SABARA	2121 - Manufacture of medicines for human use
23772726 000148	HOSPITAL E MATERNIDADE SANTA MONICA S/A	DIVINOPOLIS	8610 - Hospital care activities
16676520 000159	HOSPITAL MATER DEI SA	BELO HORIZONTE	8610 - Hospital care activities
16676520 000582	HOSPITAL MATER DEI SA	BELO HORIZONTE	8610 - Hospital care activities
68532076 000282	HPF SURGICAL LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
66437831 000133	HTS - TECNOLOGIA EM SAUDE COMERCIO IMPORTACAO E EXPORTA	LAGOA SANTA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
17174657 000178	HYPOFARMA INSTITUTO DE HYPODERMIA E FARMACIA LTDA	RIBEIRAO DAS NEVES	2121 - Manufacture of medicines for human use
08510528 000112	IMPLANTEC - COMERCIO E ASSISTENCIA TECNICA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
04635458 000178	IMUNO BRASIL LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
41729856 000180	IMUNOLAB IMUNOLOGIA DE TRANSPLANTES LTDA	BELO HORIZONTE	8640 - Complementary diagnostic and therapeutic service activities
42837716 000198	IN VITRO DIAGNOSTICA LTDA	ITABIRA	2123 - Manufacture of pharmaceutical preparations
18365734 000130	INDUBRAS INDUSTRIA VETERINARIA S/A	CONTAGEM	2122 - Manufacture of veterinary medicines
27870531 000191	INNOVARE DIAGNOSTICOS E REPRESENTACOES LTDA.	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
08109685 000110	INOVA BIOTECNOLOGIA SAUDE ANIMAL LTDA	JUATUBA	2122 - Manufacture of veterinary medicines
60194990 000844	INSTITUTO DAS PEQUENAS MISSIONARIAS DE MARIA IMACULADA	BELO HORIZONTE	8610 - Hospital care activities
19170075 000149	INSTITUTO DE RADIOTERAPIA SAO FRANCISCO LTDA	BELO HORIZONTE	8640 - Complementary diagnostic and therapeutic service activities
19378769 000176	INSTITUTO HERMES PARDINI S/A	BELO HORIZONTE	8640 - Complementary diagnostic and therapeutic service activities
19378769 005305	INSTITUTO HERMES PARDINI S/A	VESPASIANO	8640 - Complementary diagnostic and therapeutic service activities
21554423 000123	INSTITUTO ONCOLOGICO LTDA	JUIZ DE FORA	8610 - Hospital care activities
02929143 000108	INSTITUTO SUL MINEIRO DE ONCOLOGIA LTDA	POUSO ALEGRE	8610 - Hospital care activities
17151834 000109	INVISION INDUSTRIA E COMERCIO DE DISPOSITIVOS MEDICOS L	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
23278898 000160	IRMANDADE DA SANTA CASA DE MISERICORDIA DE PASSOS	PASSOS	8610 - Hospital care activities
22669931 000110	IRMANDADE NOSSA SENHORA DAS MERCES DE MONTES CLAROS	MONTES CLAROS	8610 - Hospital care activities
17843582 000170	JOFADEL INDUSTRIA FARMACEUTICA S/A	VARGINHA	2122 - Manufacture of veterinary medicines
71256283 000185	KONICA MINOLTA HEALTHCARE DO BRASIL INDUSTRIA DE EQUIPA	NOVA LIMA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
19336924 000191	LABCOR LABORATORIOS LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles

03922013 000106	LABORATORIO DE IMUNOLOGIA E TRANSPLANTES DE UBERLANDIA	UBERLANDIA	8640 - Complementary diagnostic and therapeutic service activities
01103144 000136	LABORATORIO DE PROTESE E ORTESE LTDA - EPP	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
17115437 000173	LABORATORIO GLOBO LTDA	SAO JOSE DA LAPA	2121 - Manufacture of medicines for human use
25723388 000180	LABORATORIO LAIPPE LTDA	LAGOA SANTA	2122 - Manufacture of veterinary medicines
21561931 000309	LABORATORIO SANOBIOLOGIA LTDA	POUSO ALEGRE	2121 - Manufacture of medicines for human use
32465155 000513	LABORATORIOS DUPRAT LTDA	UBERLANDIA	2122 - Manufacture of veterinary medicines
16516296 000138	LABTEST DIAGNOSTICA S/A	LAGOA SANTA	2123 - Manufacture of pharmaceutical preparations
23259427 000104	LAUDO LABORATORIO AVICOLA UBERLANDIA LTDA	UBERLANDIA	2122 - Manufacture of veterinary medicines
16939779 000145	LEMA BIOLOGIC DO BRASIL LTDA	VESPASIANO	2122 - Manufacture of veterinary medicines
15056433 000136	LETRA FISIOLABOR LTDA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
07858230 000135	LINK INDUSTRIA E COMERCIO DE MAQUINAS PARA MINERACAO LT	NOVA LIMA	2825 - Manufacture of machinery and equipment for basic and environmental sanitation
19933850 000170	MARIA DOS ANJOS FERREIRA CPF 796.907.506-15	CONTAGEM	4773 - Retail sale of medical and orthopedic articles
21477534 000183	MARIA COMERCIO E REPRESENTACOES E IMPORTACOES DE PRODUT	UBA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
10686941 000184	MASTER MEDIKAL INDUSTRIA E COMERCIO DE EQUIPAMENTOS MED	SANTA RITA DO SAPUCAI	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
03590360 000189	MBIOLOG DIAGNOSTICOS LTDA	CONTAGEM	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
00874929 000140	MED CENTER COMERCIAL LTDA	POUSO ALEGRE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
11440977 000146	MED LIGHT EQUIPAMENTOS MEDICOS HOSPITALARES LTDA	VARGINHA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
71170344 000197	MEDIC SYSTEM LTDA	UBERLANDIA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
11434970 000111	MEDICAL FLEX COMERCIO IMPORTACAO E EXPORTACAO DE EQUIPA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
10509005 000106	MEDICAL HAGEN IMPORTACAO E EXPORTACAO LTDA	VARGINHA	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
04242860 000192	MEDI-GLOBE BRASIL LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
21998885 000130	MEDIPHACOS INDUSTRIAS MEDICAS S/A	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
07760277 000323	MEDMAX - COMERCIO DE EQUIPAMENTOS MEDICOS E SIMILARES E	SANTA RITA DO SAPUCAI	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
17875154 000391	MEDQUIMICA INDUSTRIA FARMACEUTICA LTDA.	JUIZ DE FORA	2121 - Manufacture of medicines for human use
22865246 000169	MEGA SAFETY OCULOS DE SEGURANCA LTDA	DORES DO INDAIA	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
10320807 000165	MF IMPORTACAO E EXPORTACAO DE COSMETICOS E ACESSORIOS E	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
08245855 000194	MHEDICA SERVICE COMERCIO E MANUTENCAO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
22307771 000169	MICROMINAS EIRELI	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
26233064 000126	MICROVET-MICROBIOLOGIA VETERINARIA ESPECIAL LTDA	VICOSA	2122 - Manufacture of veterinary medicines
03094766 000170	MIDY COMERCIO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
00279767 000100	MINAS IMPORT LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
65333577 000160	MINAS MEDICAL LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07904585 000113	MINASFAR COMERCIO, IMPORTACAO E EXPORTACAO DE MATERIAIS	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
15562934 000194	MOLECULAR BIOTECNOLOGIA E REPRESENTACAO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
33091803 000158	MOVIMENTO NATURAL VIBE EIRELI	UBERLANDIA	8650 - Activities of health professionals, except doctors and dentists
30260871 001853	MULTI OPTICA DISTRIBUIDORA LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
19486216 000137	NEW QUIMICA LTDA - EPP	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07833753 000127	NOVA MEDICAL COMERCIO DE PRODUTOS MEDICOS EIRELI	DIVINOPOLIS	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
16921603 000166	NOVO NORDISK PRODUCAO FARMACEUTICA DO BRASIL LTDA.	MONTES CLAROS	2121 - Manufacture of medicines for human use
14823642 000103	NUCLEOMED COMERCIO E REPRESENTACAO COMERCIAL LTDA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
26263243 000106	NULLSCAR INDUSTRIA E COMERCIO, IMPORTACAO E EXPORTACAO DE PRODUTOS DE BIOTECNOLOGIA LTDA	UBERLANDIA	2123 - Manufacture of pharmaceutical preparations
05221821 000171	ODOUS DE DEUS INDUSTRIA COMERCIO IMPORTACAO E EXPORTACAO LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles



12104241 000593	ONCOCLINICAS DO BRASIL SERVICOS MEDICOS SA	BELO HORIZONTE	8630 - ambulatory care activities performed by doctors and dentists
22345232 000114	OPTICAL MEDIC LTDA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
04601018 000108	OPTIVISION COMERCIO IMPORTACAO E EXPORTACAO LTDA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
25940099 000132	ORTO DENTE LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
20095727 000107	PABLO GEOVANE DE OLIVEIRA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
02501297 000102	PHARLAB INDUSTRIA FARMACEUTICA S.A	LAGOA DA PRATA	2121 - Manufacture of medicines for human use
25773037 000183	PHARMASCIENCE INDUSTRIA FARMACEUTICA LTDA	BETIM	2121 - Manufacture of medicines for human use
58295213 002111	PHILIPS MEDICAL SYSTEMS LTDA	VARGINHA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
04873446 000181	PMF CARDIOLIFE IMPORTACAO E EXPORTACAO DE PRODUTOS MEDI	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
02881877 000407	POLAR FIX INDUSTRIA E COMERCIO DE PRODUTOS HOSPITALARES	SAO GONCALO DO SAPUCAI	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
03812429 000171	POLYSUTURE INDUSTRIA E COMERCIO LTDA	SAO SEBASTIAO DO PARAISO	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
12980050 000161	POUSO ALEGRE PET-CT DIAGNOSTICOS LTDA.	POUSO ALEGRE	8640 - Complementary diagnostic and therapeutic service activities
06030279 000132	PRO-AMBIENTAL TECNOLOGIA LTDA	LAVRAS	3822 - Treatment and disposal of hazardous waste
66783630 000279	PRO-LIFE EQUIPAMENTOS MEDICOS LTDA	POUSO ALEGRE	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
10829779 000106	PROMEDICAL EQUIPAMENTOS MEDICOS LTDA	JUIZ DE FORA	4773 - Retail sale of medical and orthopedic articles
10829779 000297	PROMEDICAL EQUIPAMENTOS MEDICOS LTDA	JUIZ DE FORA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
18917951 000195	PROTMAT MATERIAIS AVANCADOS LTDA	JUIZ DE FORA	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
06003551 000195	QUALIVIDROS DISTRIBUIDORA LTDA	PASSOS	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
19400787 000107	QUIBASA QUIMICA BASICA LTDA	BELO HORIZONTE	2123 - Manufacture of pharmaceutical preparations
01609555 000106	QUIMICA BRASILEIRA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
15505901 000102	R&A COMERCIO IMPORTACAO E EXPORTACAO LTDA	IPATINGA	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
07796772 000120	RADIOCARE SERVICOS MEDICOS ESPECIALIZADOS LTDA	BELO HORIZONTE	8610 - Hospital care activities
00562583 000144	RENYLAB - QUIMICA E FARMACEUTICA LTDA	BARBACENA	2123 - Manufacture of pharmaceutical preparations
08747635 000169	ROSS MEDICAL LTDA	JUIZ DE FORA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
03840189 000119	RS MED LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
05756359 000107	SANDERS DO BRASIL LTDA	SANTA RITA DO SAPUCAI	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
17209891 000193	SANTA CASA DE MISERICORDIA DE BELO HORIZONTE	BELO HORIZONTE	8610 - Hospital care activities
21575709 000195	SANTA CASA DE MISERICORDIA DE JUIZ DE FORA	JUIZ DE FORA	8610 - Hospital care activities
86647138 000100	SANTALMAS REPRESENTACOES E COMERCIO LTDA	JUIZ DE FORA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
18520715 000130	SCAN DIAGNOSTICA INDUSTRIA E COMERCIO LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
08393726 000143	SCHOLLY LATIN AMERICA IMPORTACAO E COMERCIO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
07873315 000192	SCUDO OPTICO INDUSTRIAL EIRELI	SETE LAGOAS	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
08469783 000169	SERV IMAGEM MINAS SERVICOS, INDUSTRIA E COMERCIO LTDA	LAGOA SANTA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
01449930 001676	SIEMENS HEALTHCARE DIAGNOSTICOS LTDA.	VESPASIANO	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
05843135 000132	SIMILE-INSTITUTO DE IMUNOLOGIA APLICADA LTDA	BELO HORIZONTE	8640 - Complementary diagnostic and therapeutic service activities
13545241 000168	SINTESE BIOTECNOLOGIA LTDA.	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
00986846 000908	ST JUDE MEDICAL BRASIL LTDA	BELO HORIZONTE	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
00071799 000107	SUPLIMED DISTRIBUIDORA DE PRODUTOS MEDICOS LTDA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
00764257 000110	TECHMEDICAL IMPORTACOES E COMERCIO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
06759858 000200	TECLAB DA AMAZONIA COMERCIO DE EQUIPAMENTOS E MATERIAIS	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
64779853 000156	TECNOSUMA COMERCIO E INDUSTRIA DE KITS DIAGNOSTICOS E D	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
01648667 000168	TECSA - LABORATORIOS LTDA	BELO HORIZONTE	8640 - Complementary diagnostic and therapeutic service activities

17513528 000167	TOCARE INDUSTRIA E COMERCIO DE PRODUTOS MEDICOS S/A	SANTA RITA DO SAPUCAI	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
41721051 000190	TRAUMINAS DISTRIBUIDORA DE MATERIAIS CIRURGICOS HOSPITA	BELO HORIZONTE	4773 - Retail sale of medical and orthopedic articles
15648426 000204	TRINITY BIOTECH DO BRASIL COMERCIO E IMPORTACAO LTDA	EXTREMA	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
05058510 000133	ULTRA X COMERCIO DE EQUIPAMENTOS HOSPITALARES LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
60665981 000541	UNIAO QUIMICA FARMACEUTICA NACIONAL S A	POUSO ALEGRE	2121 - Manufacture of medicines for human use
17094914 000161	UNIDAS MEDICAL IMPORTACAO E EXPORTACAO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
02330159 000108	USA DIAGNOSTICA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
20557161 000198	VALLEE SA	MONTES CLAROS	2122 - Manufacture of veterinary medicines
02926649 000163	VEDERE INDUSTRIA OTICA EIRELI	SETE LAGOAS	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
11459886 000152	VENTURY IMPORTACAO E DISTRIBUICAO DE PRODUTOS HOSPITALA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
03624232 000109	VETBRAS INDUSTRIA E COMERCIO DE PRODUTOS AGROPECUARIOS	MONTES CLAROS	2122 - Manufacture of veterinary medicines
03359558 000156	VGBRAS IMPORTACAO E COMERCIO LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
11308834 000185	VIDA BIOTECNOLOGIA LTDA	BELO HORIZONTE	2123 - Manufacture of pharmaceutical preparations
64345010 000141	VISIONTECH MEDICAL OPTICS LTDA	NOVA LIMA	3250 - Manufacture of instruments and materials for medical and dental use and optical articles
02873047 000195	VITAE TECNOLOGIA EM MEDICINA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
08175453 000160	VITAL IMPORTACAO E COMERCIO LTDA	CONTAGEM	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
02659246 000103	VMI TECNOLOGIAS LTDA.	LAGOA SANTA	2660 - Manufacture of electromedical and electrotherapeutic devices and irradiation equipment
10388140 000132	VOX MED COMERCIO E REPRESENTACOES LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
05731550 000102	WEBMED SOLUCOES EM SAUDE EIRELI	JUIZ DE FORA	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
04849033 000161	WF MEDICAL COMERCIAL CIENCIA E TECNOLOGIA LTDA	BELO HORIZONTE	4645 - Wholesale of instruments and materials for medical, surgical, orthopedic and dental use
26027901 000160	ZIMEDICAL DISTRIBUIDORA LTDA	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces
38588372 000153	ZIMEX BRASIL REPRESENTACOES COMERCIO IMPORTACAO E EXPOR	BELO HORIZONTE	4664 - Wholesale of machinery, apparatus and equipment for dental, medical and hospital use; parts and pieces



**Aeroporto  
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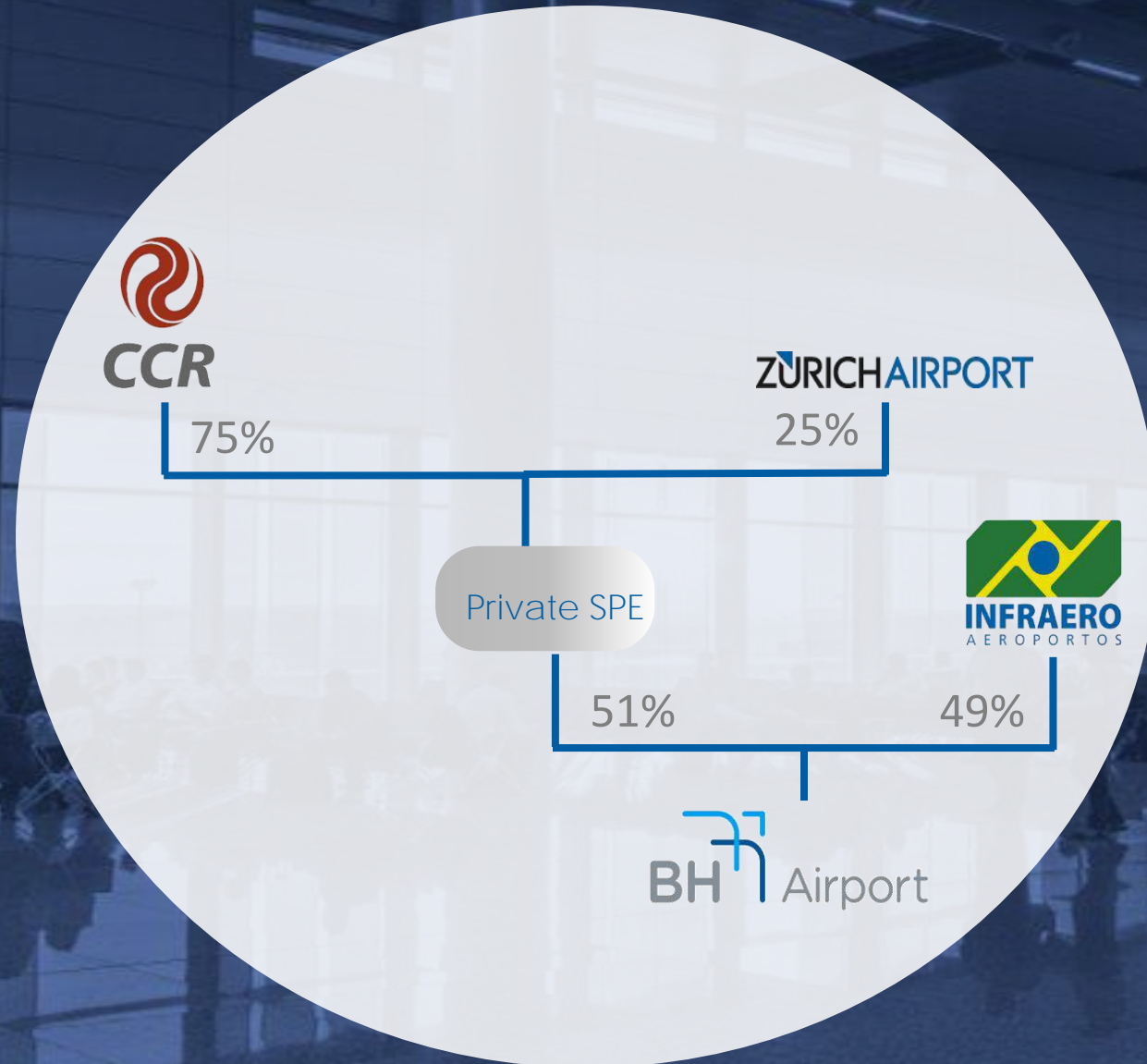


**BELO HORIZONTE INTERNATIONAL AIRPORT**

*Industrial Airport*

# BH AIRPORT

Stock ownership

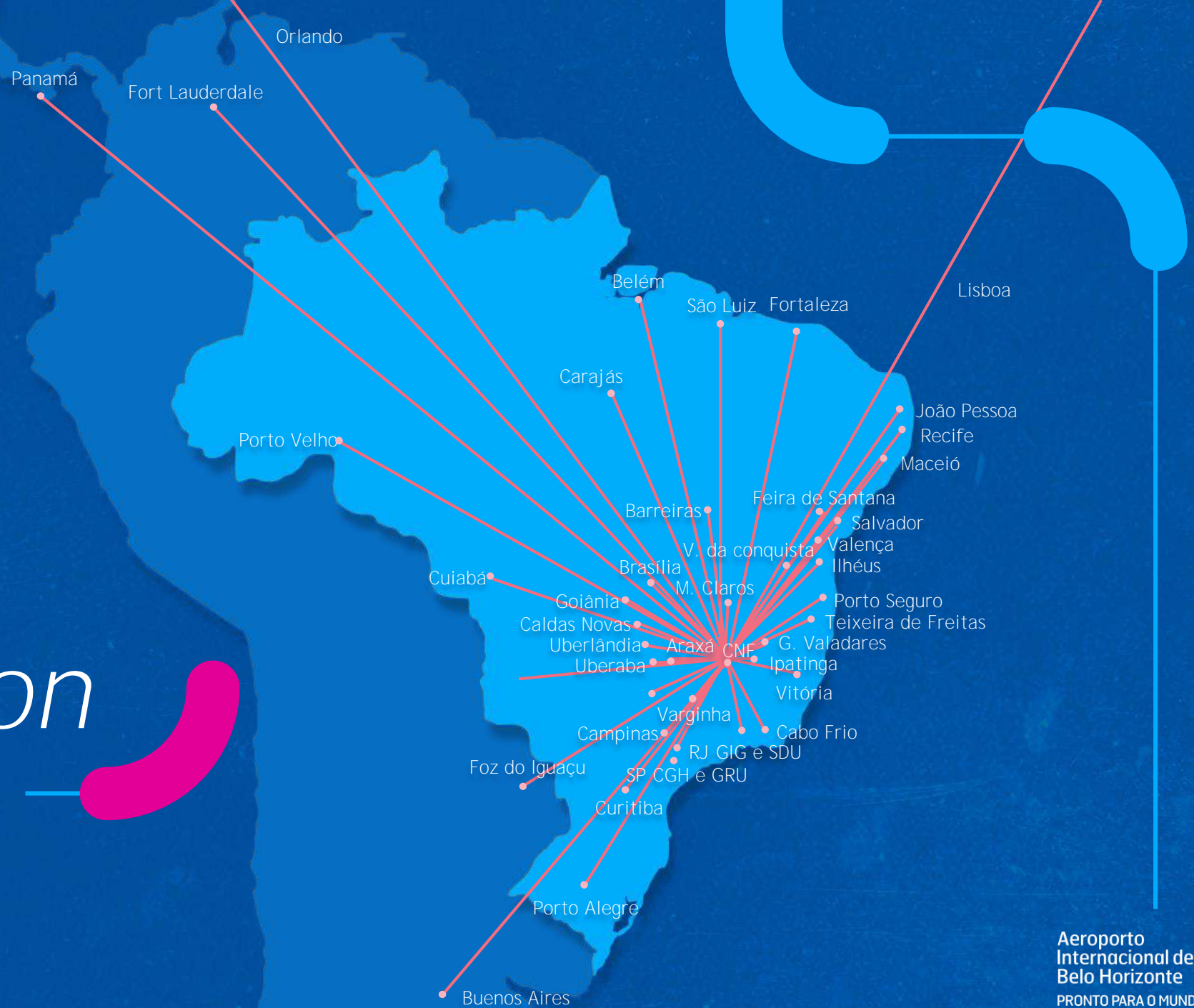




*PRIVILEGED GEOGRAPHIC  
LOCATION AND AIR  
NETWORK*

Aeroporto  
Internacional de  
Belo Horizonte  
PRONTO PARA O MUNDO

# Route distribution



Aeroporto  
Internacional de  
Belo Horizonte  
PRONTO PARA O MUNDO



Distance from Belo Horizonte International Airport /km

Salvador	965 km	Vitória	548 km
Brasília	713 km	Rio de Janeiro	484 km
Campinas	629 km	Curitiba	1.036 km
São Paulo	621 km	Goânia	871 km

#### COVERAGE AREA

Belo Horizonte International Airport is located in the municipality of Confins, in the Metropolitan Region of the capital of the State of Minas Gerais, 38 km from the city center.

With a privileged location in relation to the main consumer centers in the country, we are an hour's flight from cities that represent 86% of the national GDP.

*Privileged geographic  
location and air network*



# SPECIALIST IN LOGISTIC SOLUTIONS



First and only airport to operate customs warehouse



First and only one to operate Industrial Airport



Third airport to obtain OEA certification



# INFRASTRUCTURE



**TOTAL AREA: 12 THOUSAND M<sup>2</sup>;**



**DANGEROUS CARGO WAREHOUSE: 300 M<sup>2</sup>;**



**3.131 M<sup>3</sup> OF COLD CHAMBERS WITH PERSONALIZED SETUP FROM -20°C TO 25°C;**



**11 POSITIONS FOR AIRCRAFT PARKING;**



**INTEGRATION WITH HIGHWAY NETWORK.**



Import warehouse



Access gate with security control



Export warehouse



Exclusive parking



Two new cold chambers



Exclusive building for consenting bodies

# COLD CHAMBERS



## Chamber 04 – Range 2 to 8°

Length: 13.93 m

Width: 4.85 m

Height: 4.40 m

Door Dimensions: 2.15 m (W) X 3.40 m (H)

Shelf positions: 27

Total in m<sup>3</sup>: 297.0

Total in m<sup>2</sup>: 67.6



## Chamber 06 – Range 15 to 25°

Length: 17.25 m

Width: 17.35 m

Height: 6.70 m

Door Dimensions: 21.95 m (W) X 3.35 m (H)

Shelf positions: 223

Total in m<sup>3</sup>: 2,005.0

Total in m<sup>2</sup>: 299.3



## Chamber 05 – Range 2 to 8° or 15 to 25°

Length: 13.90 m

Width: 8.85 m

Height: 4.40 m

Door Dimensions: 3.00 m (W) X 3.40 m (H)

Shelf positions: 75

Total in m<sup>3</sup>: 541.27

Total in m<sup>2</sup>: 123



## Chamber 07 – Sub Zero Range

Length: 14.08 meters

Width: 4.40 meters

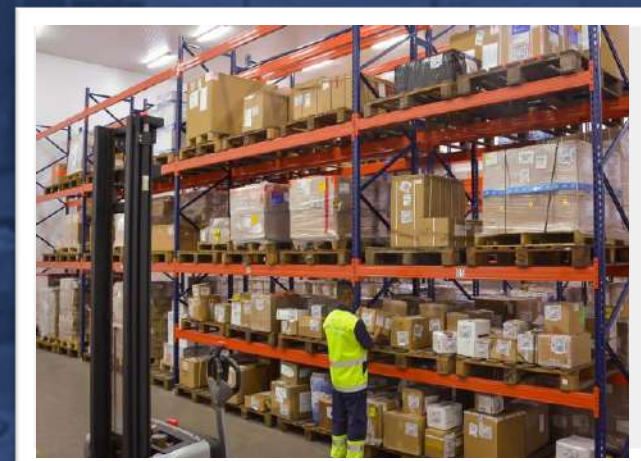
Height: 4.65 meters

Door Dimensions: 21.95 m (W) X 3.35 m (H)

Shelf positions: 26

Total in m<sup>3</sup>: 288

Total in m<sup>2</sup>: 62



# STRATEGY

WITH INTEGRATED LOGISTIC SOLUTIONS, YOUR COMPANY FLIES HIGHER.

The world asks for agility. The world asks for connection. At Belo Horizonte International Airport, customers find multimodal transportation, as well as a team focused on offering **Integrated Logistics Solutions tailored to their needs.**

We work to offer services and products adapted to the demands of our customers, acting as an influential link in the Brazilian industry.

BH Airport Cargo is now Integrated Logistic Solutions

Aeroporto Internacional de Belo Horizonte  
PRONTO PARA O MUNDO



*INDUSTRIAL AIRPORT  
FIRST AND ONLY ONE IN  
BRAZIL*

Aeroporto  
Internacional de  
Belo Horizonte  
PRONTO PARA O MUNDO

Looking for a complete



logistics solution

for your production?

A solution that has



A direct connection to the primary import and export zone?

&

**TAX INCENTIVES**  
Differentiated Tax Benefits?

&

End-to-end material storage and control?



We would like to present to you

*Industrial Airport*

Aeroporto  
Internacional de  
Belo Horizonte  
PRONTO PARA O MUNDO

# Industrial Airport

End-to-End Control: control of entry and exit of domestic/imported raw materials with Just-in-Time and Kanban

Governance: reconciliation of raw materials and final products with the Federal Revenue Service, reducing tax risks

TECA Handling > Industrial Airport > TECA



Stock Management of Raw materials & Just in Time

Safety & Agility: Priority in cargo processing and clearance with minimum displacement between Cargo Terminal and Production Line reducing risks of loss in Handling.

Custom Clearance



Stock Management of Final Product

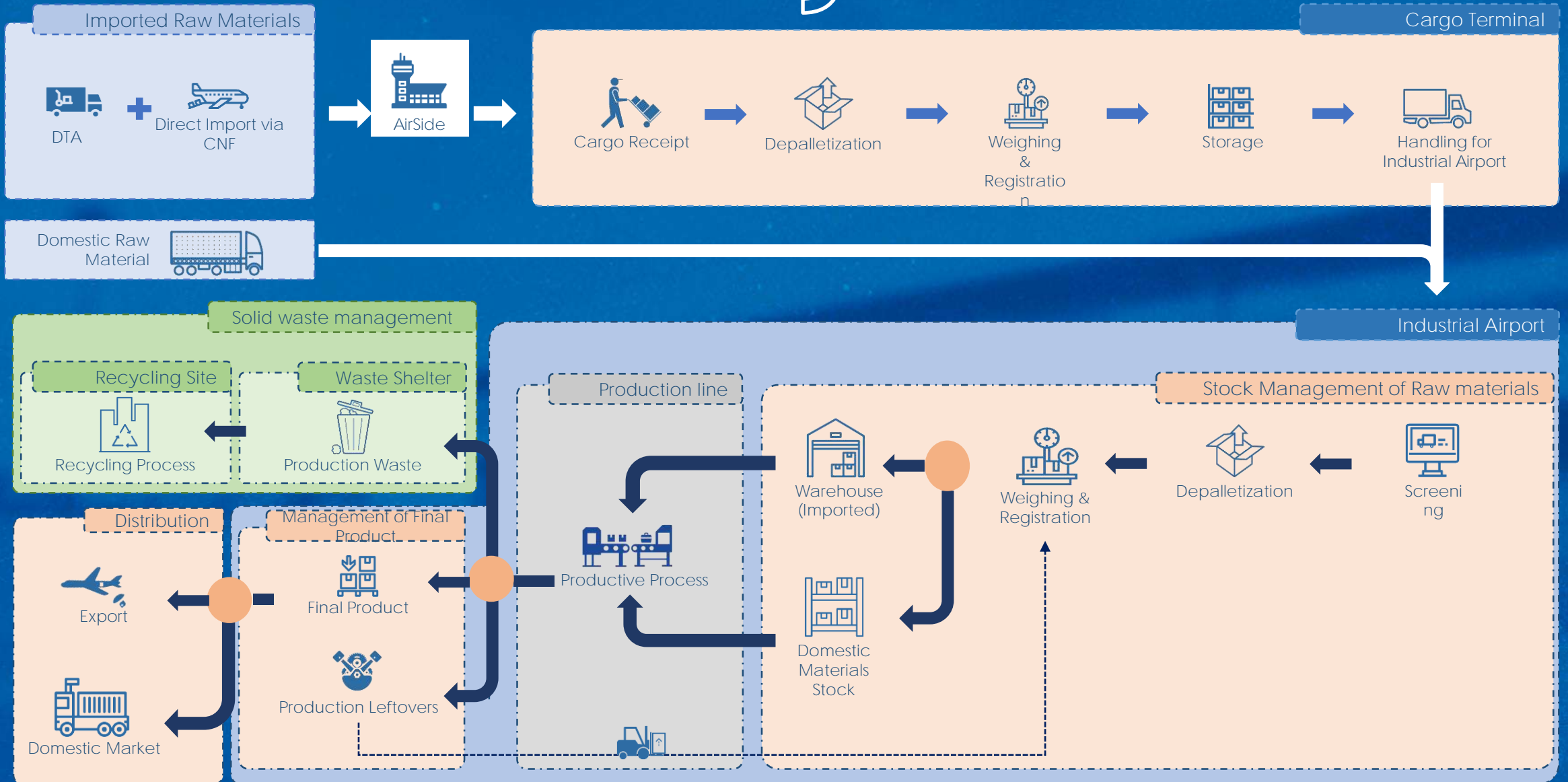
Cost Efficiency & Sustainability: Experienced team in the environmental management of production waste and cost reduction with demand scalability

Storage & Foreman at TECA




Solid Waste Management Plan

# Service Journey





An aerial photograph of an airport terminal and surrounding infrastructure, including runways and taxiways. The image is overlaid with a dark blue color scheme and several light blue geometric lines: a diagonal line from the top-left, a circle, and another diagonal line from the bottom-left. The text 'EXPANSION PROJECTS' is written in a white, outlined, sans-serif font in the center-right area.

# *EXPANSION PROJECTS*

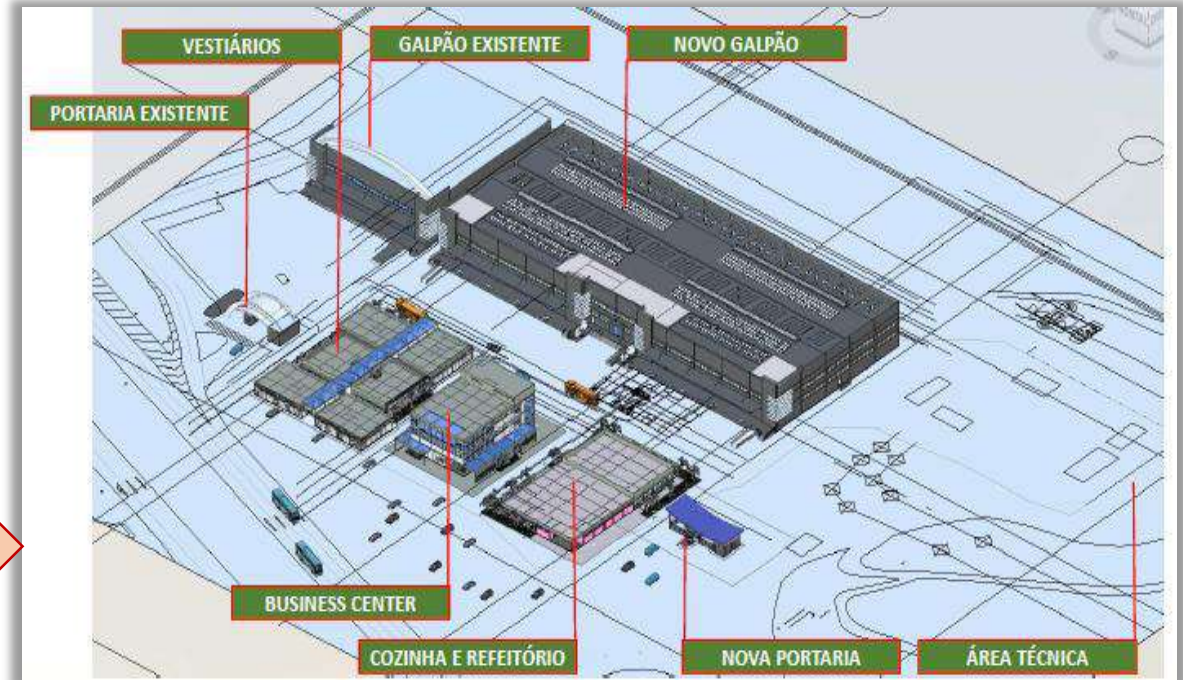
Aeroporto  
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PRONTO PARA O MUNDO

# INDUSTRIAL AIRPORT EXPANSION



# PLANNING 2020 AND LONG TERM

## Corporate Drivers



### Phase 1:

- Area of approximately 55,000m<sup>2</sup>
- New Additional Warehouse.
- New Buildings Technical Area.
- Potentializing of Primary Networks.
- New Support Buildings (cafeterias and changing rooms).

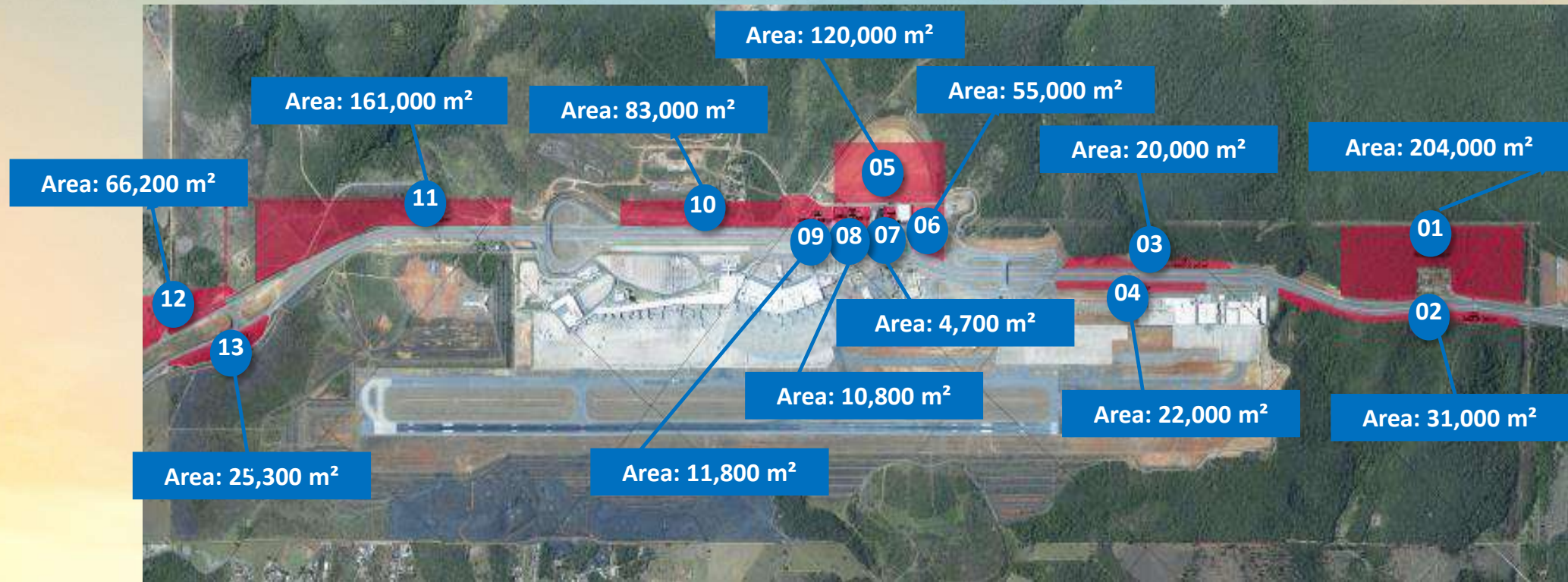
### Phase 2:

- Area of approximately 120,000m<sup>2</sup>
- Complementary Service Routes.
- Potentializing of Installations.
- Allotment and basic infrastructure.
- New warehouses on demand.

GO Live Operation:  
**April 2020**

# IDENTIFIED AND QUALIFIED AREAS

More than **750 thousand m<sup>2</sup>** of available area



Commercial exploration -  
identification and  
qualification of areas



*DRAWBACK vs  
INDUSTRIAL AIRPORT*

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# DRAWBACK vs INDUSTRIAL AIRPORT

## Solutions & Integrated Logistics

### Diagnostic

Detailed analysis of import and export operations is necessary in order to identify the potential use of the benefits. Example of some necessary analyzes:

- Imported vs exported items.
- Loss and Waste Analysis.
- Export vs Import Forecast
- Estimation of taxes per transaction x potential for exemption.
- Sales predictability.

### Planning

Based on the diagnosis, a planning for the Concession Acts to be claimed is generated. The Concession Act is the request for the benefit based on your activities in recent years and in the import and export forecasts of the coming years. In other words, it is in this act that the company undertakes to import a certain amount of inputs and export a certain amount of finished products. Failure to comply with this commitment, even if partially, generates financial penalties for the company.

D  
R  
A  
W  
B  
A  
C  
K

### Management

Once the concession acts are deferred, the company starts the implementation process, in which it is **necessary to manage the imported x exported items** in order to follow the reality VS what was promised in the Concession act. It should be requested, through Siscomex, to change the expected quantities of goods imported or purchased in the domestic market or of products to be exported when there are changes in the originally planned production process; goods imported or purchased on the domestic market or products to be exported; or the quantities to be exported or imported.

### Risks

In order to obtain the scheme, or to maintain it, it is necessary to comply with several rules (e.g., the existence of a computerized control system, storage in a specific location, etc.). Rules which will be duly supervised, and in case of non-compliance, a fine of R\$ 1,000.00 per day will be applied for non-compliance with a requirement, condition or operational standard.

And in case of non-compliance with the agreed exports, the tax credit granted must be required plus interest on arrears and a fine of 75% or, in the event of an evident intention of fraud, evasion or collusion, 150%.

# DRAWBACK vs INDUSTRIAL AIRPORT

Solutions & Integrated Logistics

## Diagnostic



### INDUSTRIAL AIRPORT

At the Industrial Airport, all these steps are the responsibility of BH Airport

Diagnostic

Planning

Management

Risks

## Management

### Cost Reduction

- It is not necessary to hire dispatchers for the administration, who charge a fee of 5% to 10% under unpaid taxes
- It is not necessary to hire qualified labor
- There is no need to worry about possible operational adjustments

### Risk Reduction

- All steps of planning and management are carried out by the airport industry which is fully responsible for the process

### Less Bureaucracy

- Concessionary acts are not required at Industrial Airport, benefits are automatically granted

### Best use of the Benefit.

- Many companies fail to request drawback for some products due to the unpredictability of exports or the complexity of the production chain. With AI all opportunities will be mapped in more precise ways as they happen within the AI's responsibility area



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This publication was commissioned by the ministry of Foreign Affairs.

© Netherlands Enterprise Agency | June 2020  
Publication number: RVO-111-2020/RP-INT

NL Enterprise Agency is a department of the Dutch ministry of Economic Affairs and Climate Policy that implements government policy for Agricultural, sustainability, innovation, and international business and cooperation. NL Enterprise Agency is the contact point for businesses, educational institutions and government bodies for information and advice, financing, networking and regulatory matters.

Netherlands Enterprise Agency is part of the ministry of Economic Affairs and Climate Policy.