

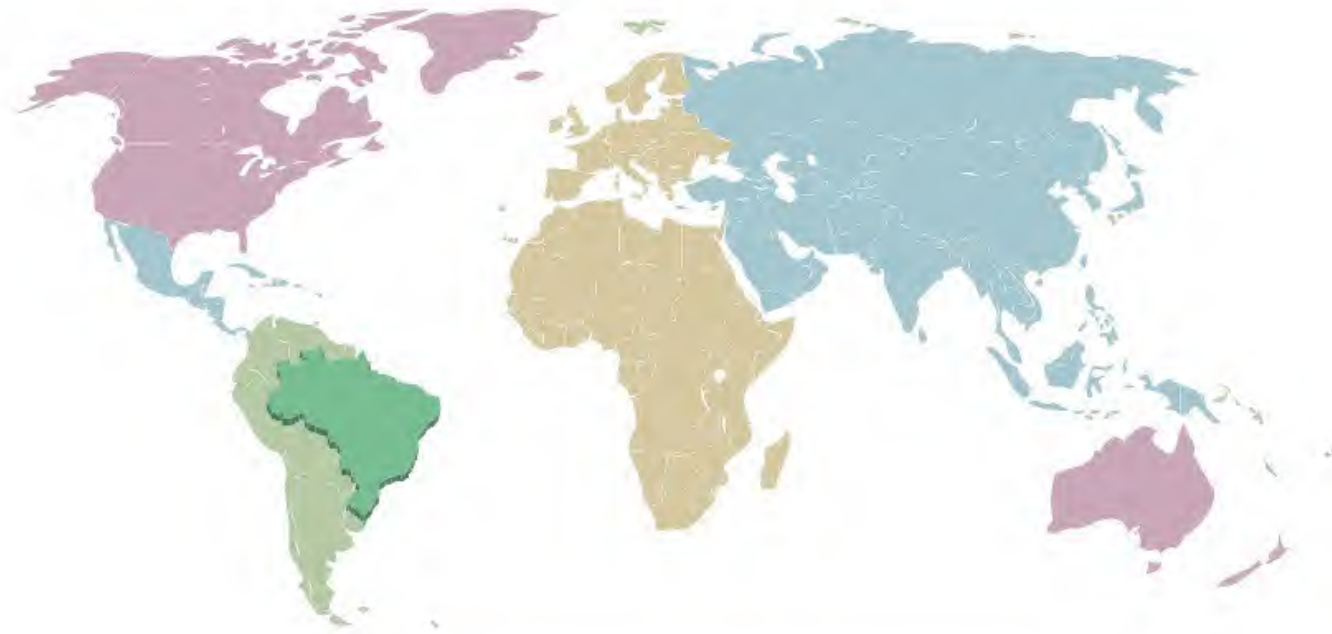


Brazilian Agribusiness  
at a Glance



## COUNTRY OVERVIEW

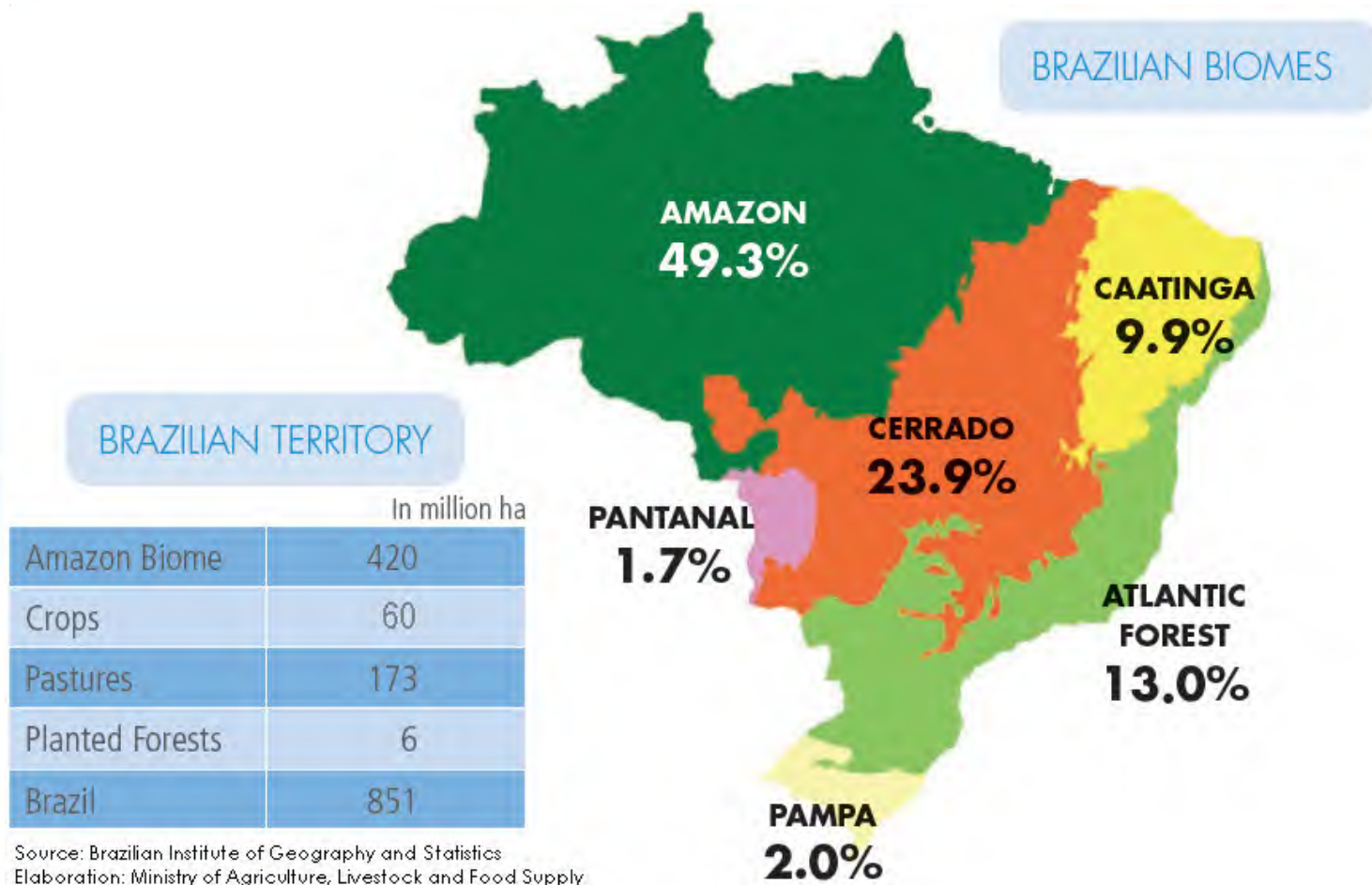
## Brazil's Profile



- Area: 8,514,000 Km<sup>2</sup> (5th largest)
- Population: 196.7 million (5th biggest population)
- GDP: US\$ 2.493 trillion (6th biggest economy)
- *Per Capita* Income: US\$ 12,916.00
- 2011 exports: US\$256 billion
- 2011 imports: US\$226 billion

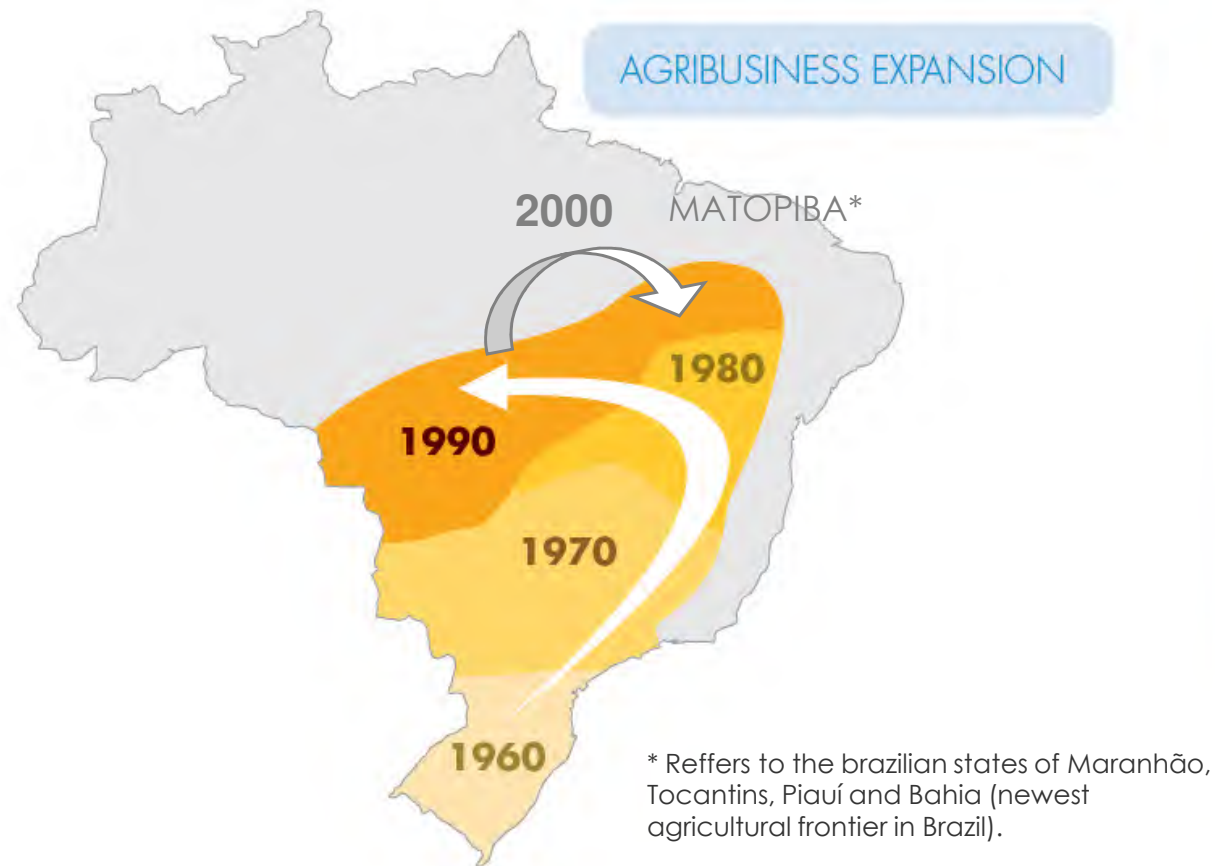
Brazil's continental dimensions gather different biomes, protected by national legislation.

Agriculture and livestock areas make up around 30% of Brazil's territory, mainly concentrated in the southern and central regions of the country.



Agricultural production started primarily in the southern region and, later on, expanded to other areas towards the middle-west of the country.

High levels of productivity as a result of investments in tropical technology allow coexistence of expansion of food and energy production, along with environmental protection.



An aerial photograph of a vast agricultural landscape. The foreground and middle ground are dominated by large, terraced fields, likely for coffee or tea, showing distinct rows of crops. The terrain is hilly and covered in lush green vegetation. In the distance, more rolling hills and valleys are visible under a bright, slightly hazy sky. A small cluster of buildings is situated in the middle ground. A green rounded rectangle is overlaid on the image, containing the text "GLOBAL DYNAMICS".

## GLOBAL DYNAMICS

# Foreign Trade

**US\$76**  
billion

Exporter for  
**212 DESTINATIONS**

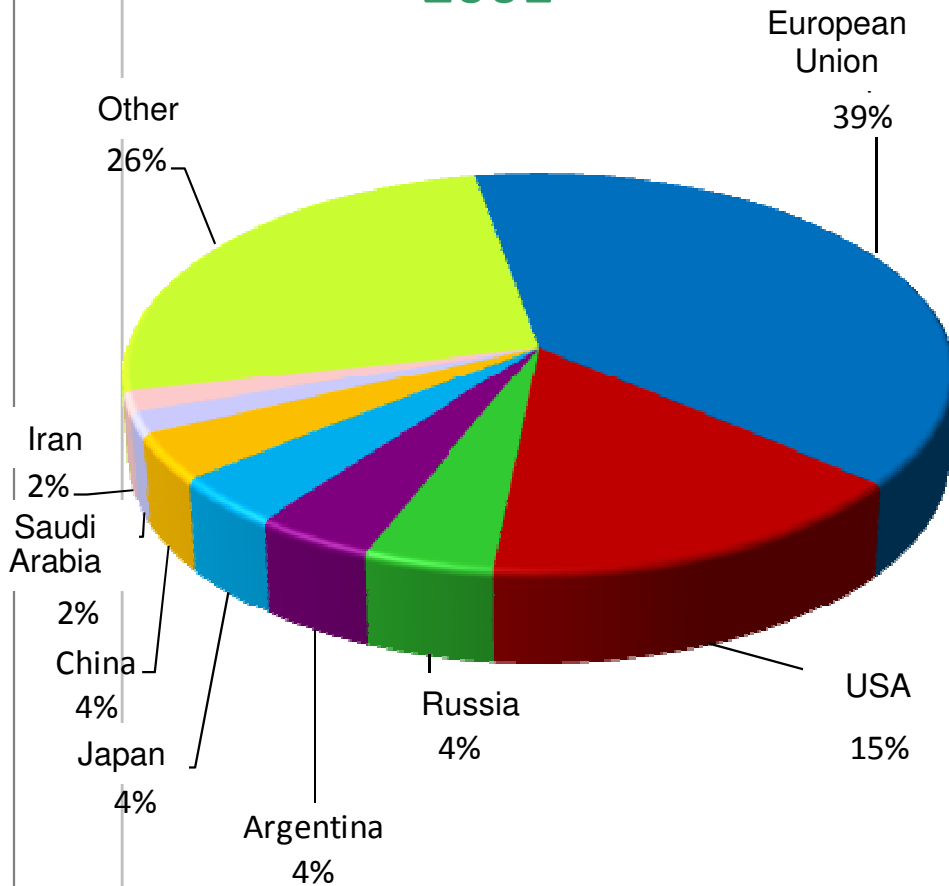
**1960 BRAZIL**  
Importer of  
**FOOD**

**2010 BRAZIL**



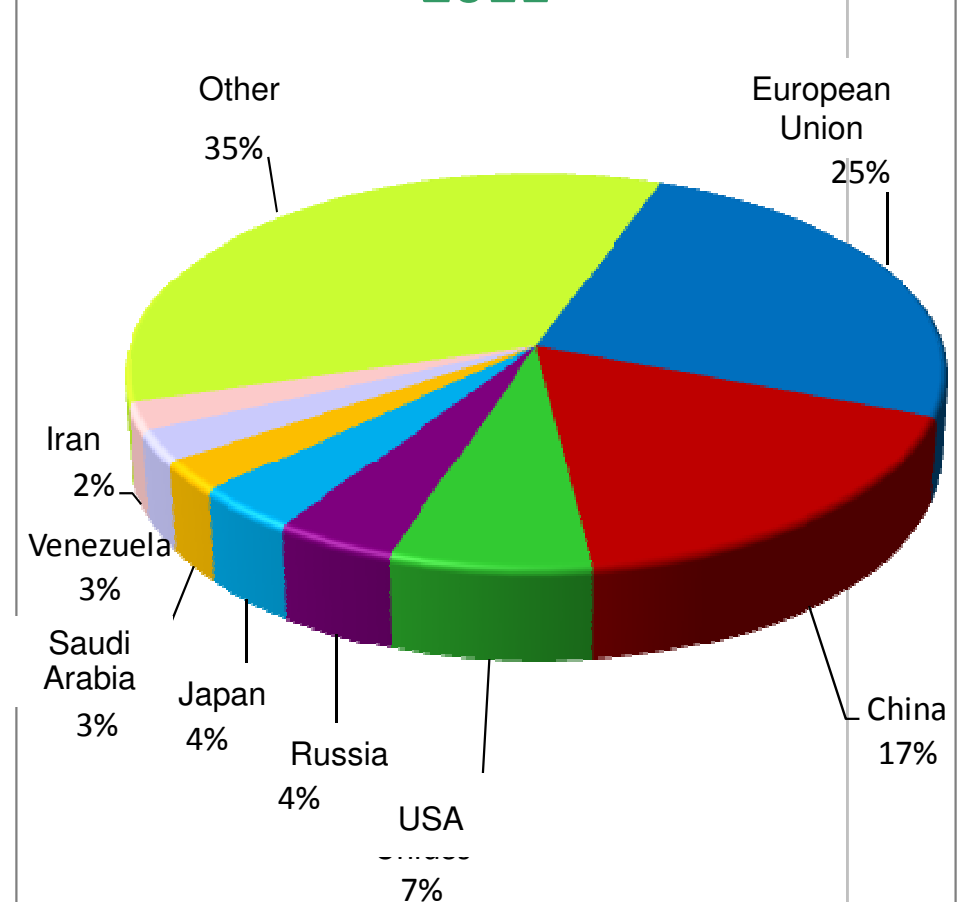
# BRAZILIAN AGRIBUSINESS EXPORTS MAIN DESTINATIONS

2001



**Total: US\$ 23,9 billion**  
**EU + USA: 54.3 %**

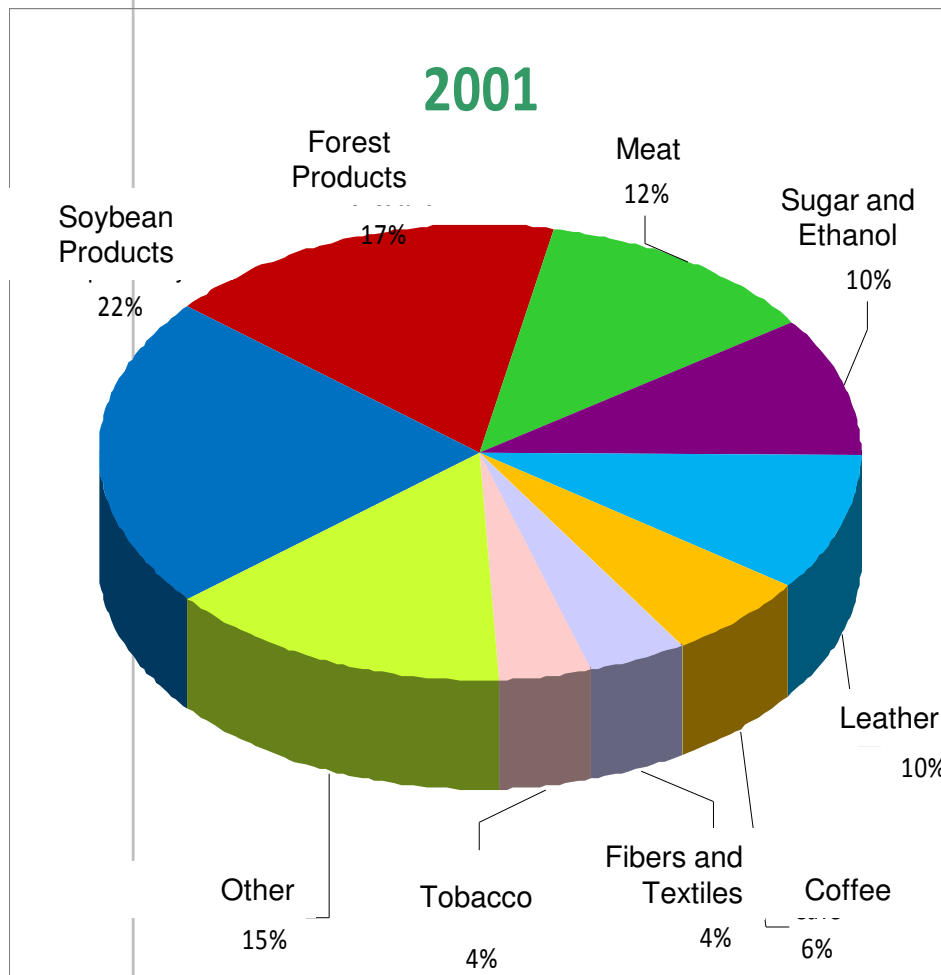
2011



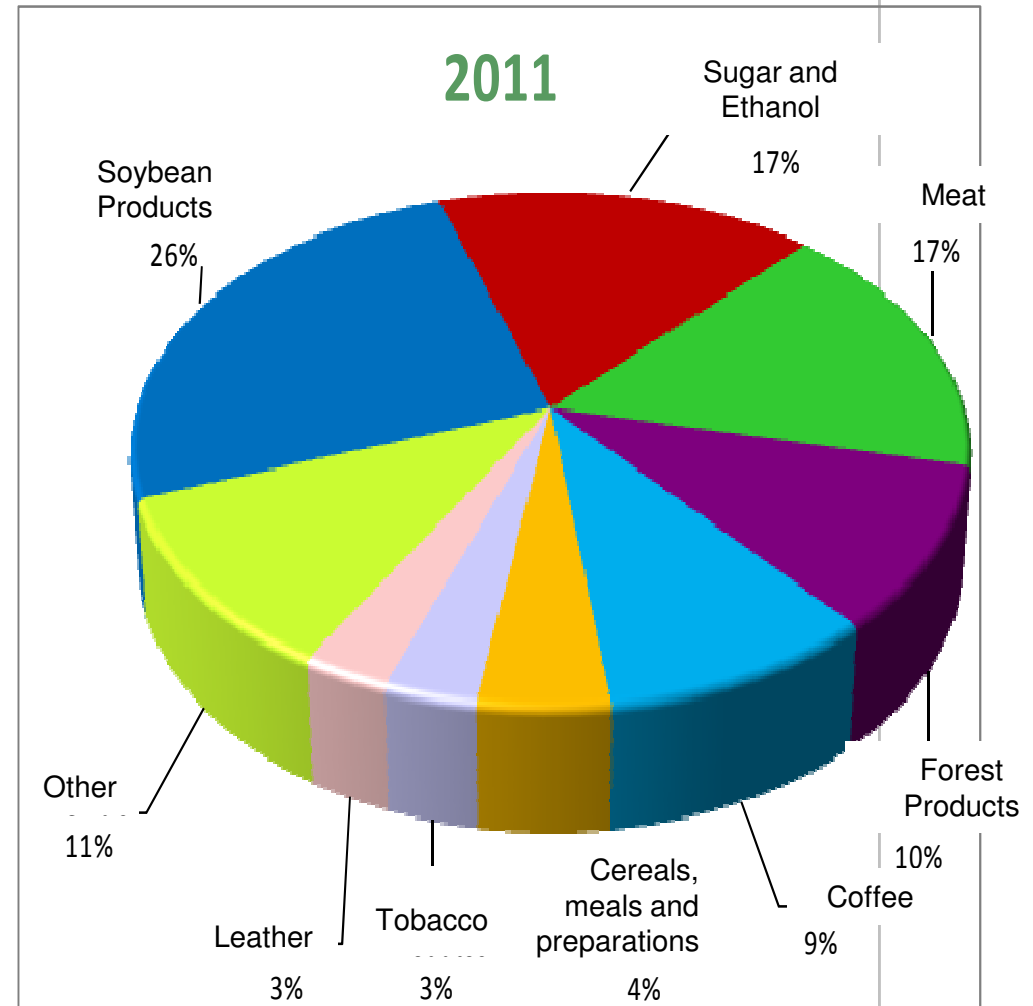
**Total: US\$ 94.6 billion**  
**EU + USA: 32.2 %**



# BRAZILIAN AGRIBUSINESS EXPORTS MAIN PRODUCTS



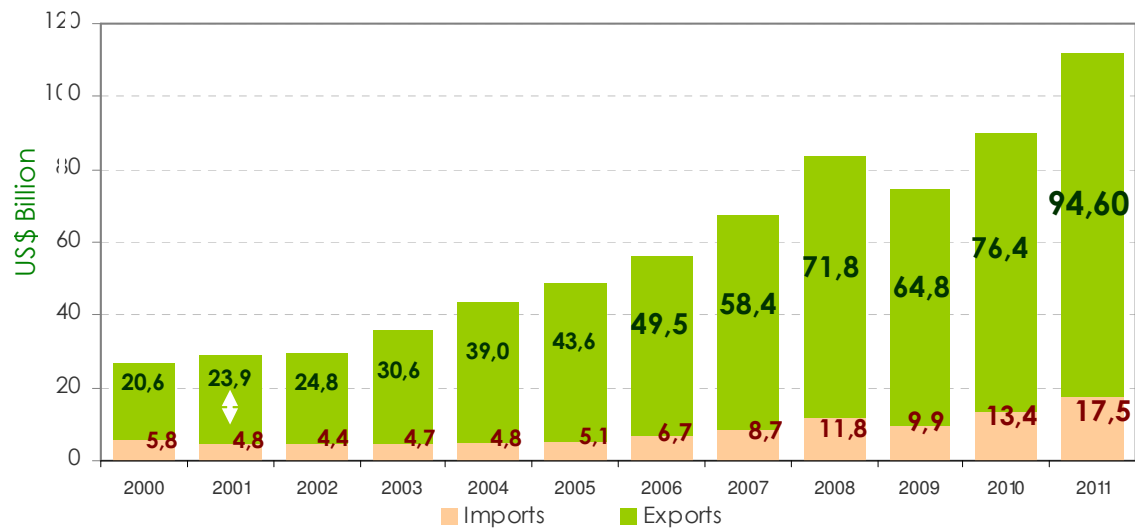
**Total: US\$ 20.6 billion**  
**Top 4: 61.4 %**



**Total: US\$ 94.6 billion**  
**Top 4: 69.3 %**

Brazilian agribusiness trade balance evolution shows a 12-year surplus increasing trend (2000 to 2011).

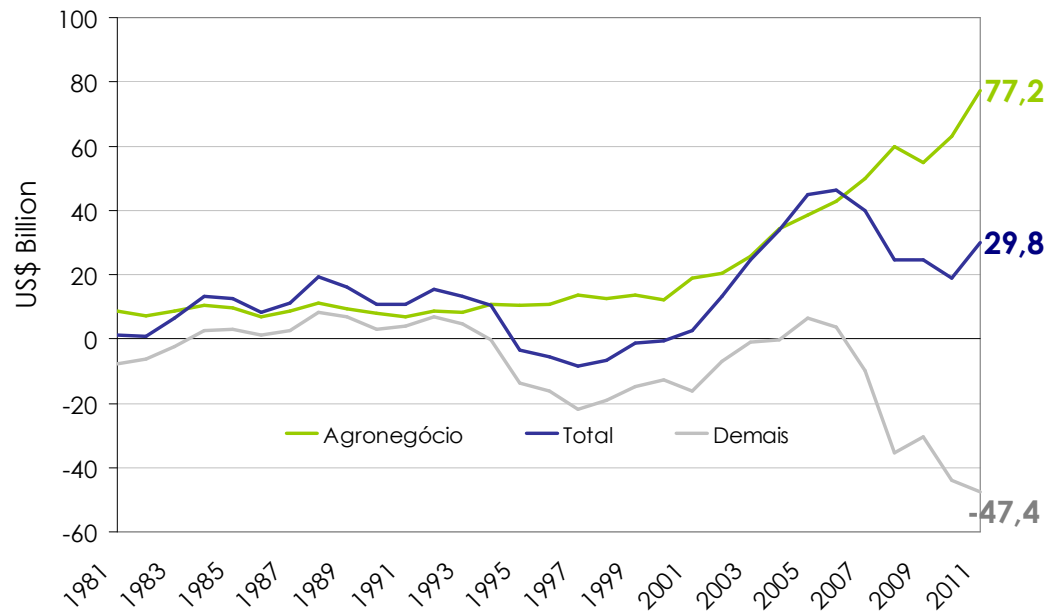
## Brazilian Agribusiness Trade Balance



Source: Ministry of Development, Industry and Foreign Trade - 2011  
Elaboration: Ministry of Agriculture, Livestock and Food Supply

The positive results of the Brazilian trade balance rely on agriculture. Solid institutional framework and resilient economy mitigate risk of agribusiness commodities exports setback.

## Brazilian Trade Balance



Source: Ministry of Development, Industry and Foreign Trade - 2011  
Elaboration: Ministry of Agriculture, Livestock and Food Supply

# Grains

Production

If Brazil had maintained the same technology used in 1960, it would be necessary to occupy more than 145 million hectares of land

**+774%**  
Production



1960 | 2010

## Inhabitants

(million)



## Grain Production

(million tons)



## Area

(million hectares)



## Productivity

(kilos per hectare)



 1 = 10 million inhabitants

 1 = 10 million tons

 1 = 300 kilos per hectare

# Livestock

Cattle



**+251%**  
Herd

**+39%**  
Pasture

If Brazil had maintained the same technology used in 1960, it would have to direct more than 259 million hectares of land to pasture

1960

2010

**Herd**

(million heads of cattle)

**58**



**204**

**Pasture area**

(million hectares)

**122,3**



**170**

**Productivity**

(heads per hectare)

**0,47**



**1,2**



1 = 10 million inhabitants



1 = 10 million inhabitants



1 = 300 kilos per hectare

Brazil plays a leading role as a global supplier of agribusiness products.

Diversified product range ensures food security for the world.

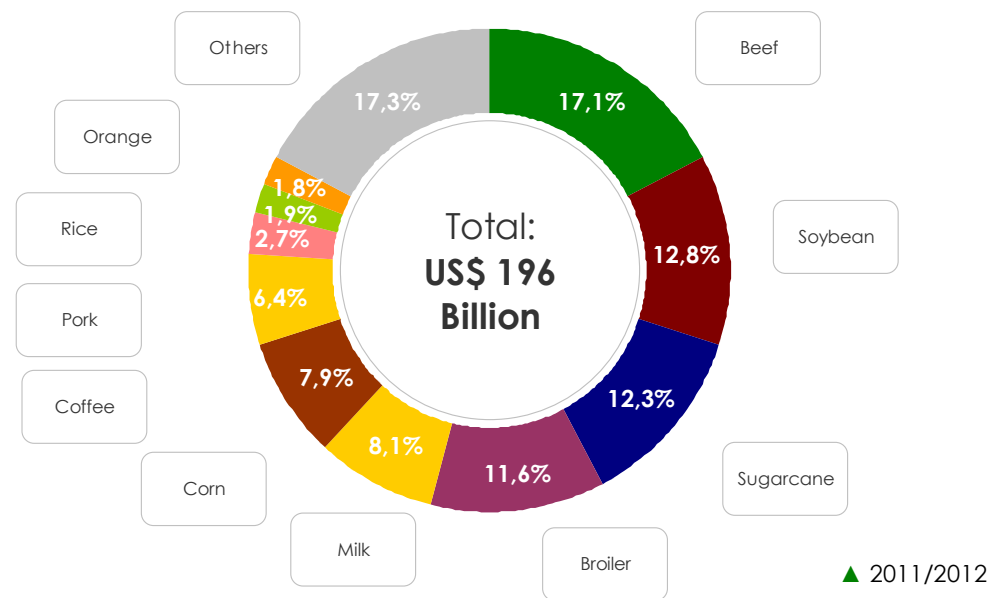
## 2011 ranking: Brazilian Production and Exports

Products	Production	Export	Number of Countries	Exports in Billion Dollars
Sugar	1	1	125	14,9
Coffee	1	1	134	8,7
Orange Juice	1	1	68	2,4
Soybean Grain	2	1	43	16,3
Beef	2	2	140	5,3
Chicken	2	1	145	7,5
Soybean Oil	4	2	65	2,1
Soybean Meal	4	2	55	5,7
Corn	3	4	48	2,6
Pork	4	3	74	1,4

Sources: USDA, Ministry of Agriculture

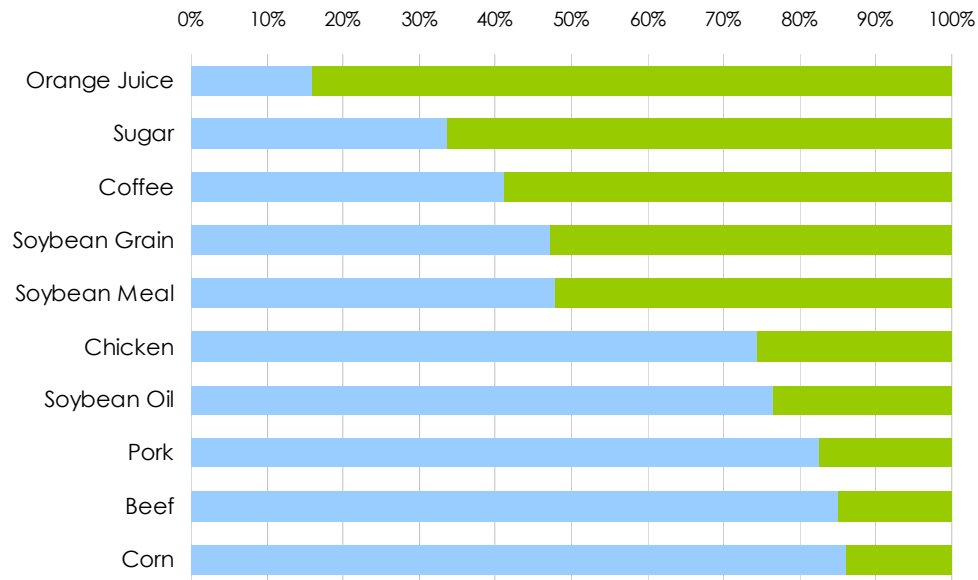
Brazilian agricultural production has been reaching successive records in gross value. Worldwide leading products such as beef, soybean, sugar, broiler and coffee account for the majority of the production value.

## Major Agricultural Products in Brazil Production – Gross Value



The majority of the Brazilian agricultural production aims the Brazilian market. Domestic demand ensures critical mass for market predictability, enabling expansion planning.

## 2011 Domestic Consumption and Exports



Source: Ministry of Development, Industry and Foreign Trade - 2011  
Elaboration: Ministry of Agriculture, Livestock and Food Supply





TOP PRODUCTS HIGHLIGHTS

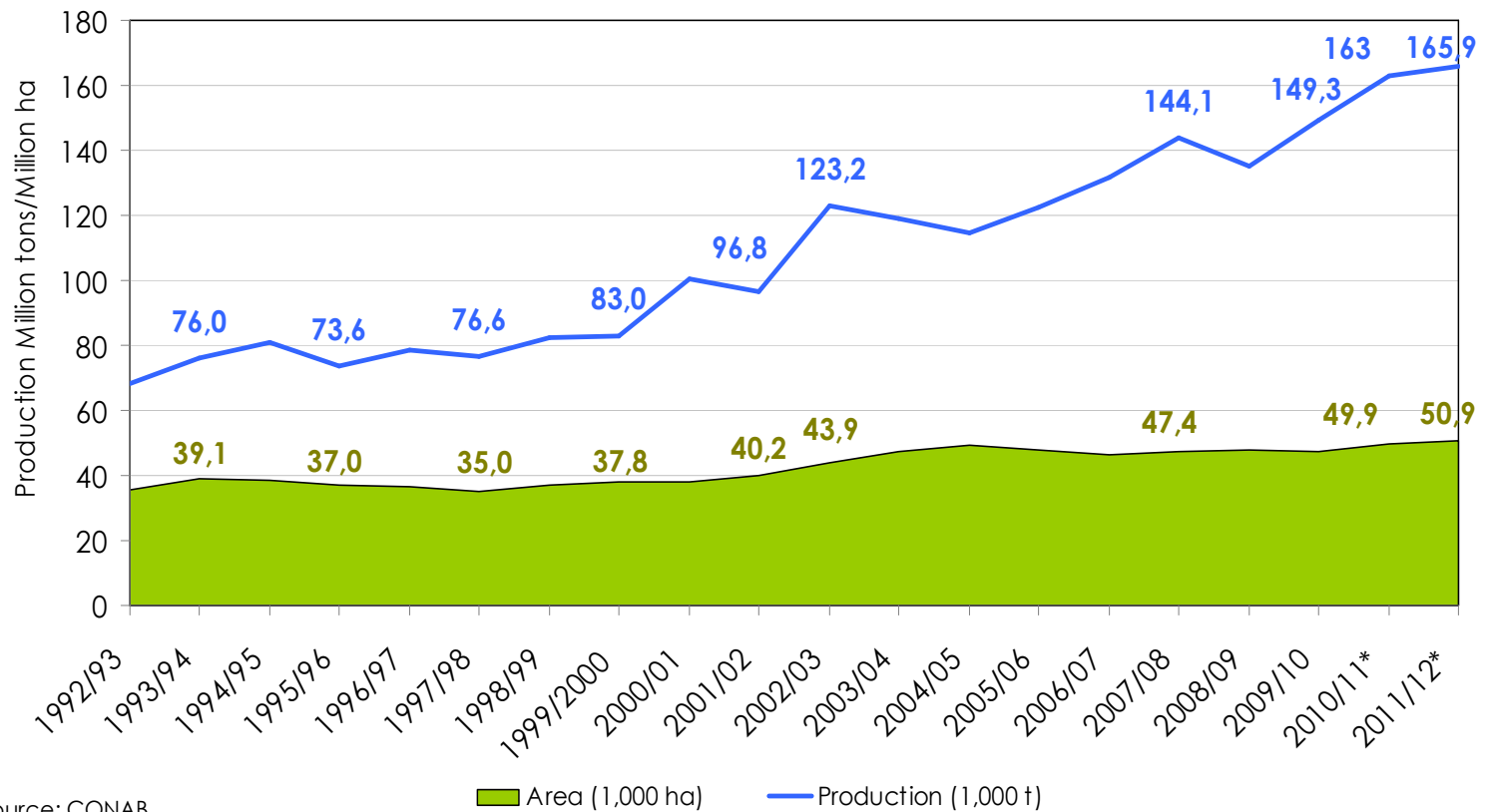


Grain

Increase in grain production over the last 20 years has been a result of high levels of productivity.

Grain volume has more than doubled in the period, while the harvested area has grown less than 30%. Productivity in the area, therefore, doubled.

### Grain – Production and Area



Source: CONAB

\* Preliminary Data: subject to changes.

\*\* Estimated Data: subject to changes

Grain crops' increasing productivity allows supply of domestic market while Brazil stands out as a big exporter of soybean, corn and cotton.

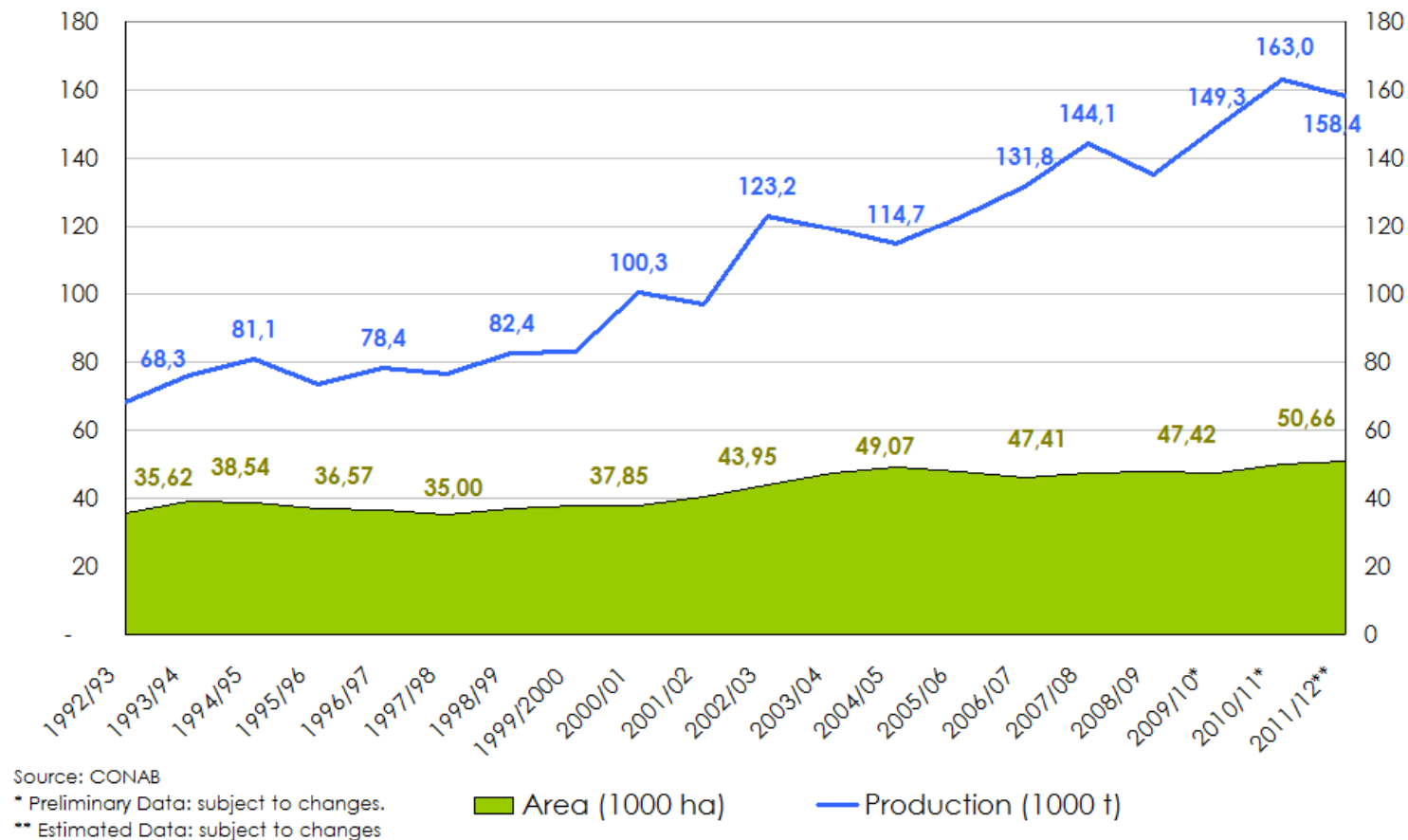
## Main Grains 2011/12

Product	Area	% Grain Crop Areas	1.000 Tons
	(1.000 ha)		
<b>Soybean</b>	25.037,5	49%	66.365,8
<b>Corn</b>	15.123,7	30%	67.793,7
<b>Beans</b>	3.402,2	7%	2.971,9
<b>Rice</b>	2.455,6	5%	11.631,3
<b>Wheat</b>	2.166,2	4%	5.788,6
<b>Cotton (cottonseed)</b>	1.398,0	3%	3.258,7

Source: National Company of Food Supply - CONAB – 2011, estimate

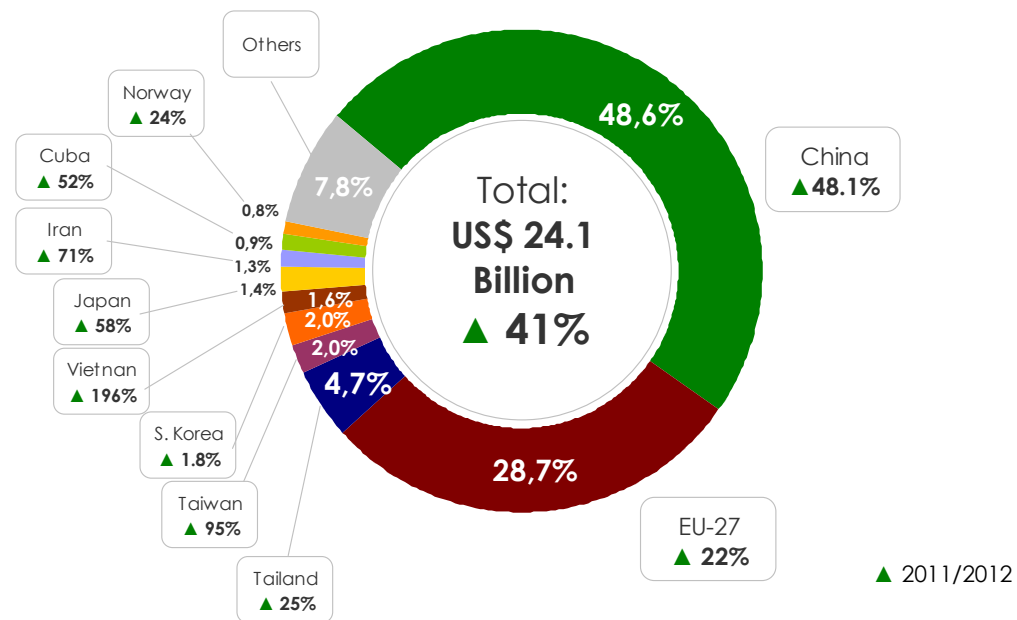
Soybean is the major agricultural crop in Brazil. Its production increase has been a result of high levels of productivity. Over the last 20 years, soybean volume has increased steadily in the country, filling up domestic consumption and enabling Brazil's leverage to the world top exporter.

## Soybean – Production and Area



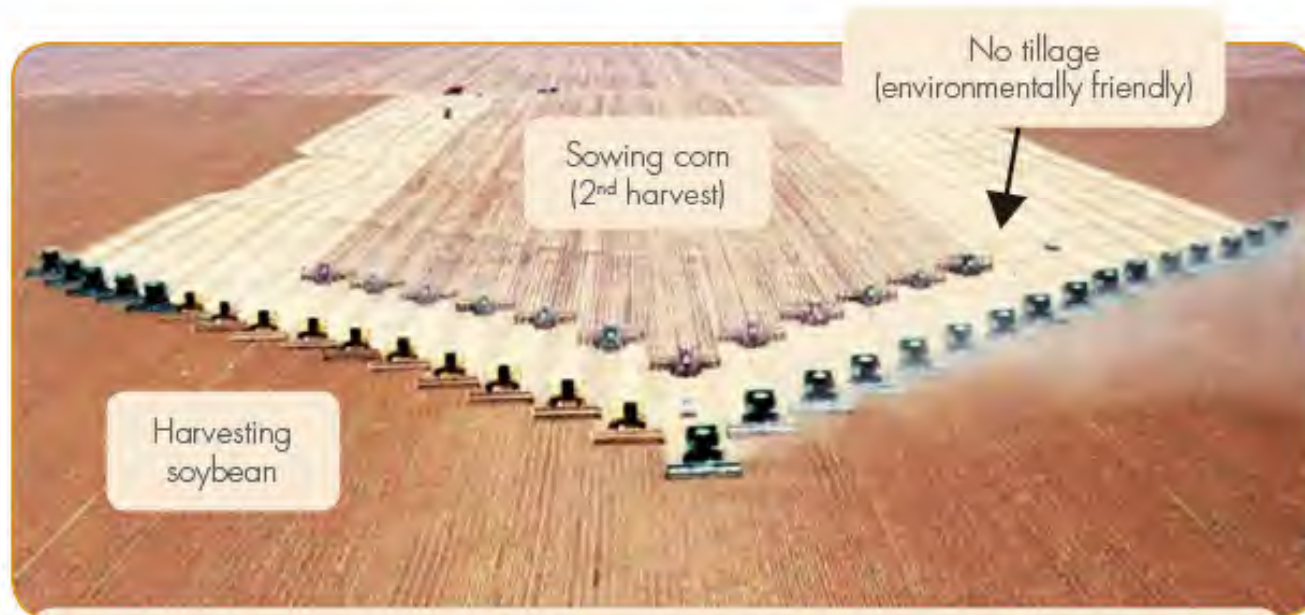
Although China and the European union were the destinations for 70% of soybean and its products' exports in 2011, dozens of other markets also imported from Brazil, since these products compound both animal and human diets.

## Soybean Exports – Grain, Meal and Oil Main Destinations



Source: Ministry of Development, Industry and Foreign Trade - 2011  
Elaboration: Ministry of Agriculture, Livestock and Food Supply

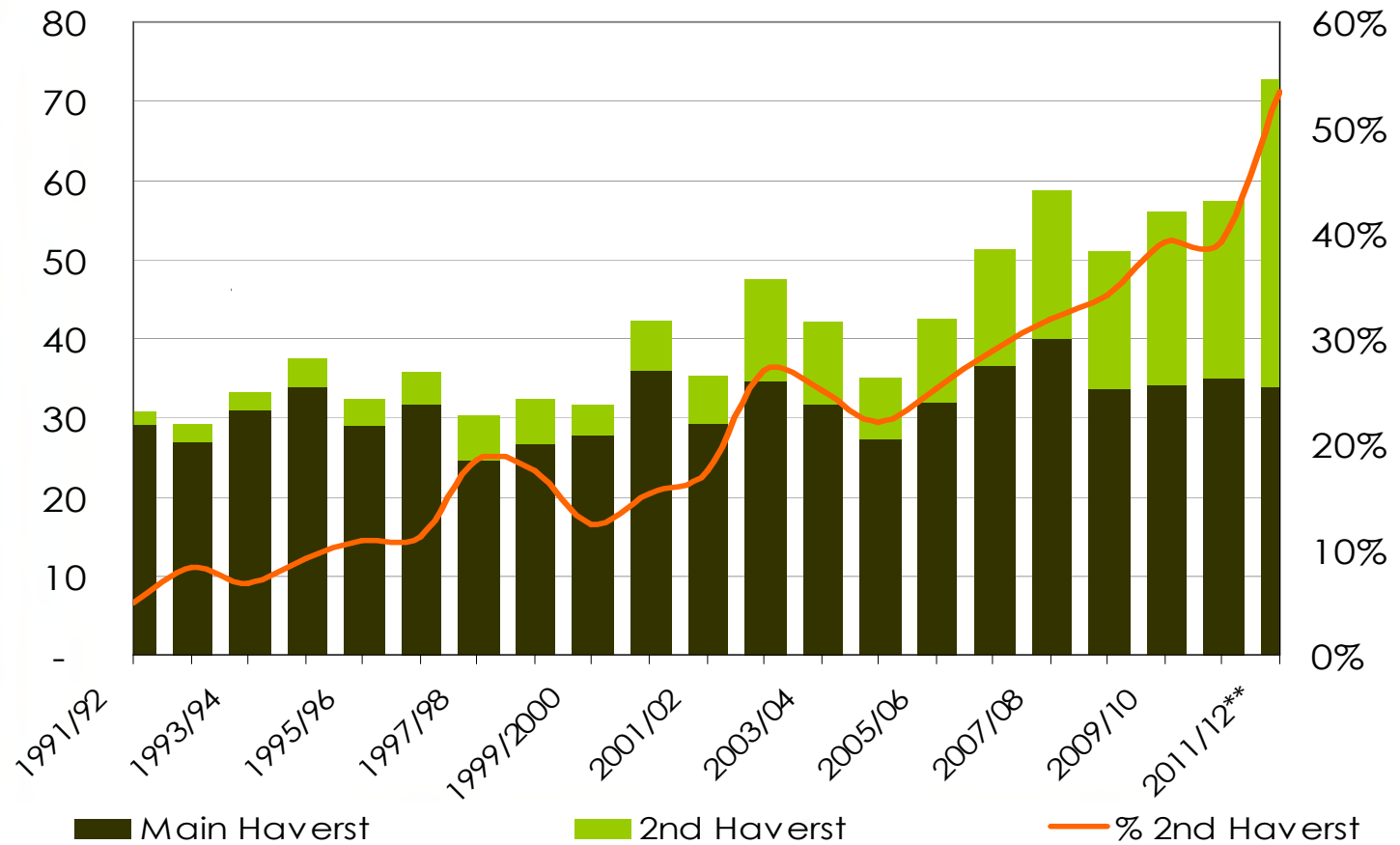
## Double Cropping Corn after Soybean



Scale, mechanization.  
Two crops in the same year without irrigation.

The increasing production of corn from double cropping, planted after the soybean summer crop, reduces fixed costs, boosts the growth of the meat industry in Brazil and, at the same time, allows Brazil to become a relevant exporter both in grain and meats. In 2011/12, 2nd harvest was 14,7% largest than the main harvest.

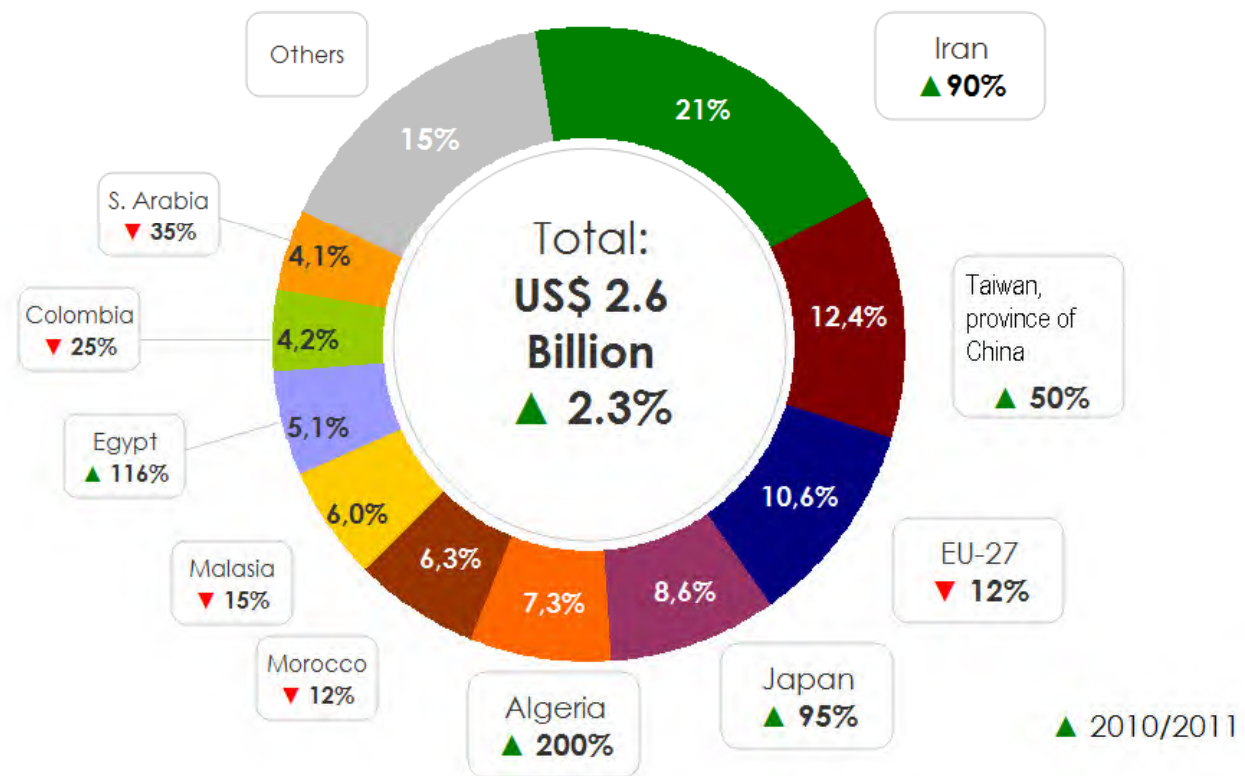
### Corn – Double Cropping



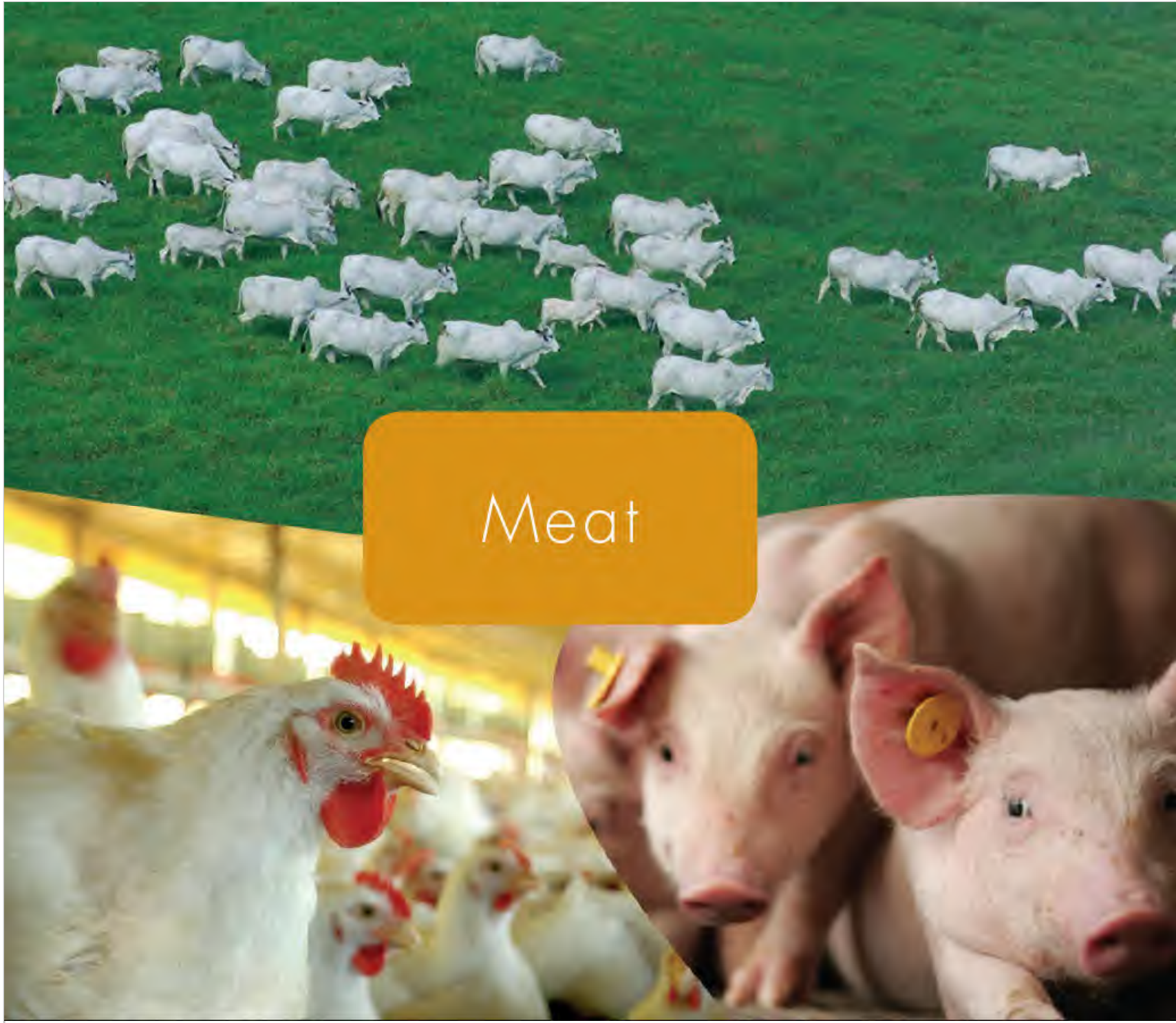
Source: National Company of Food Supply - CONAB - 2011



## Corn Exports



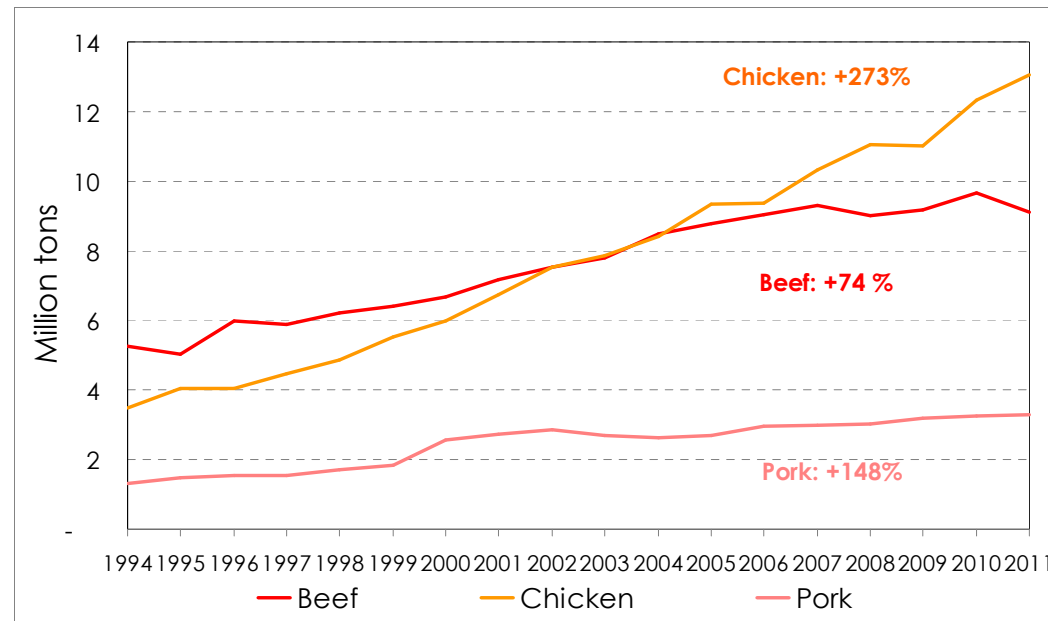
Source: Ministry of Development, Industry and Foreign Trade - 2011  
Elaboration: Ministry of Agriculture, Livestock and Food Supply



Meat

The combined expansion of the meat production and industrialization in Brazil leveraged the country to the #1 position in exports worldwide, while keeping up with the domestic market, which presents a high and growing per capita consumption (more than 100kg/inhabitant/year).

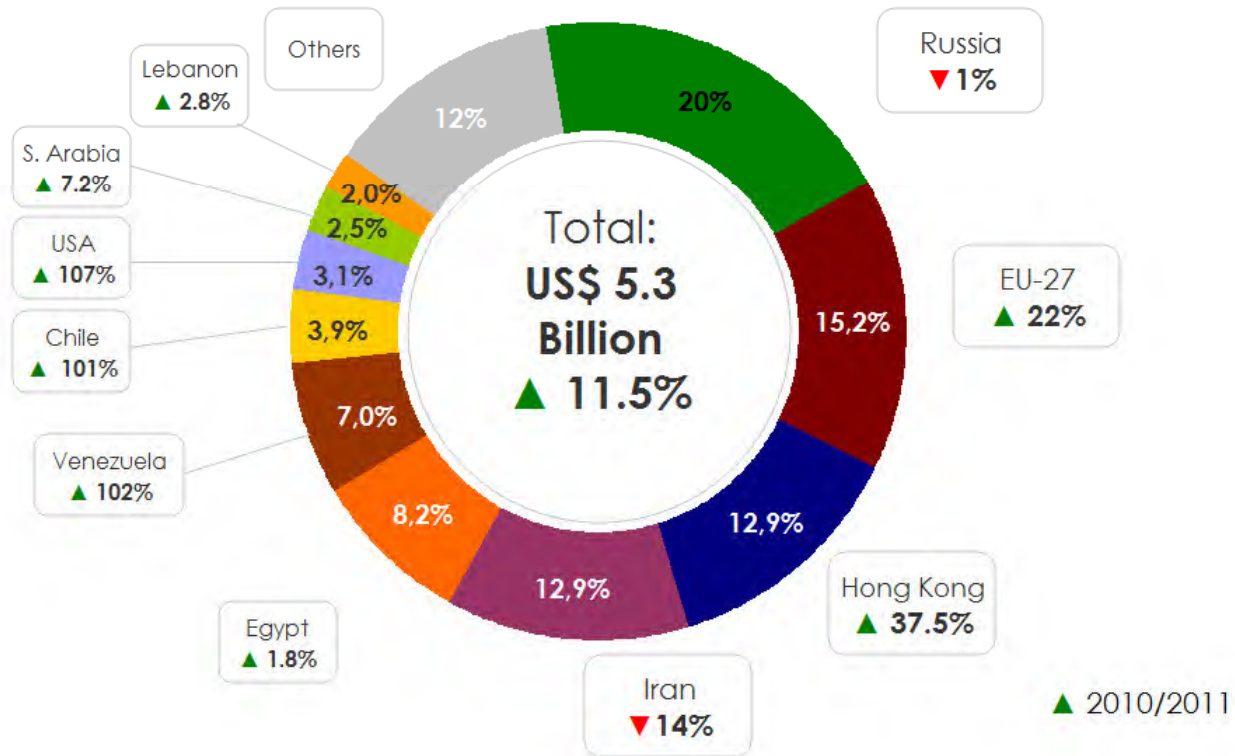
## Meat Production Evolution



Source: National Company of Food Supply - CONAB - 2011

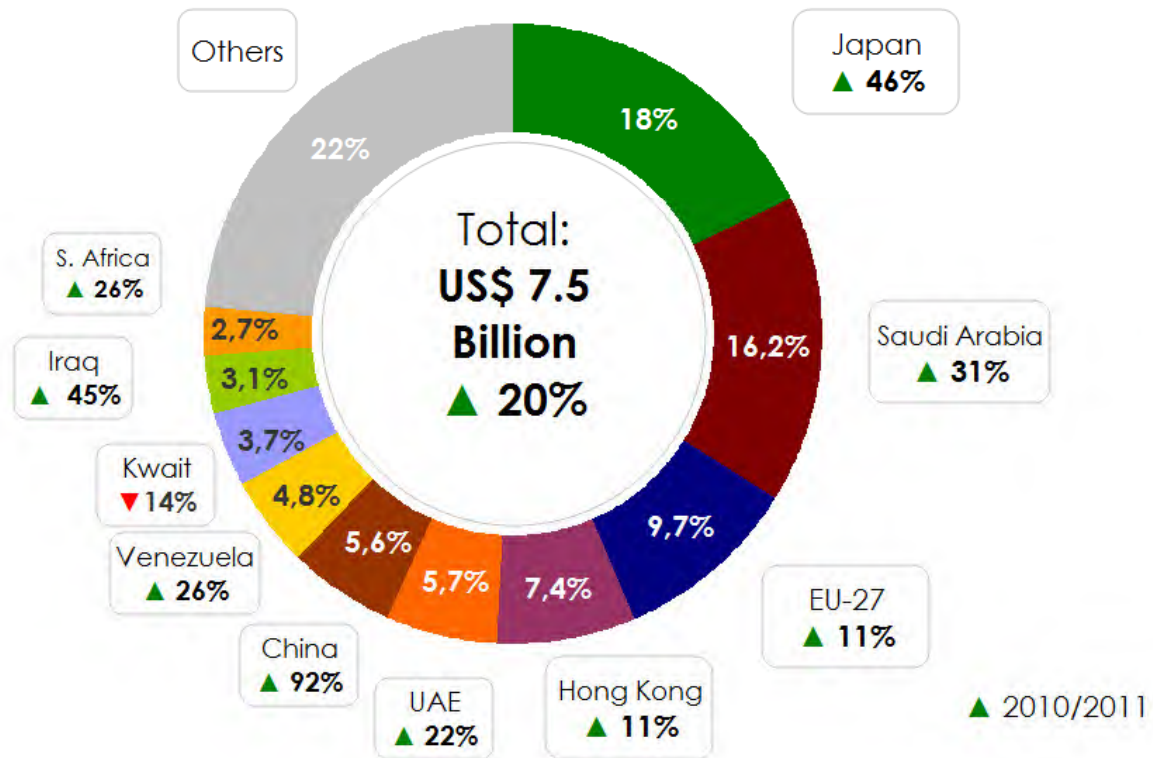
Brazil is the worldwide leading supplier of beef. Brazilian beef is recognized as *green beef*, once cattle is raised free, in vast pastures. Vegetal feeding avoids harmful illnesses to human beings, such as the Mad Cow Disease.

## Beef Products Exports Main Destinations



Brazilian chicken is present in the meals of consumers of most markets in the world. The integration of the productive chain, from egg to tailored cuts, make the Brazilian chicken products competitive and adaptable to each and every market niche. Brazil is the biggest world exporter of poultry meat.

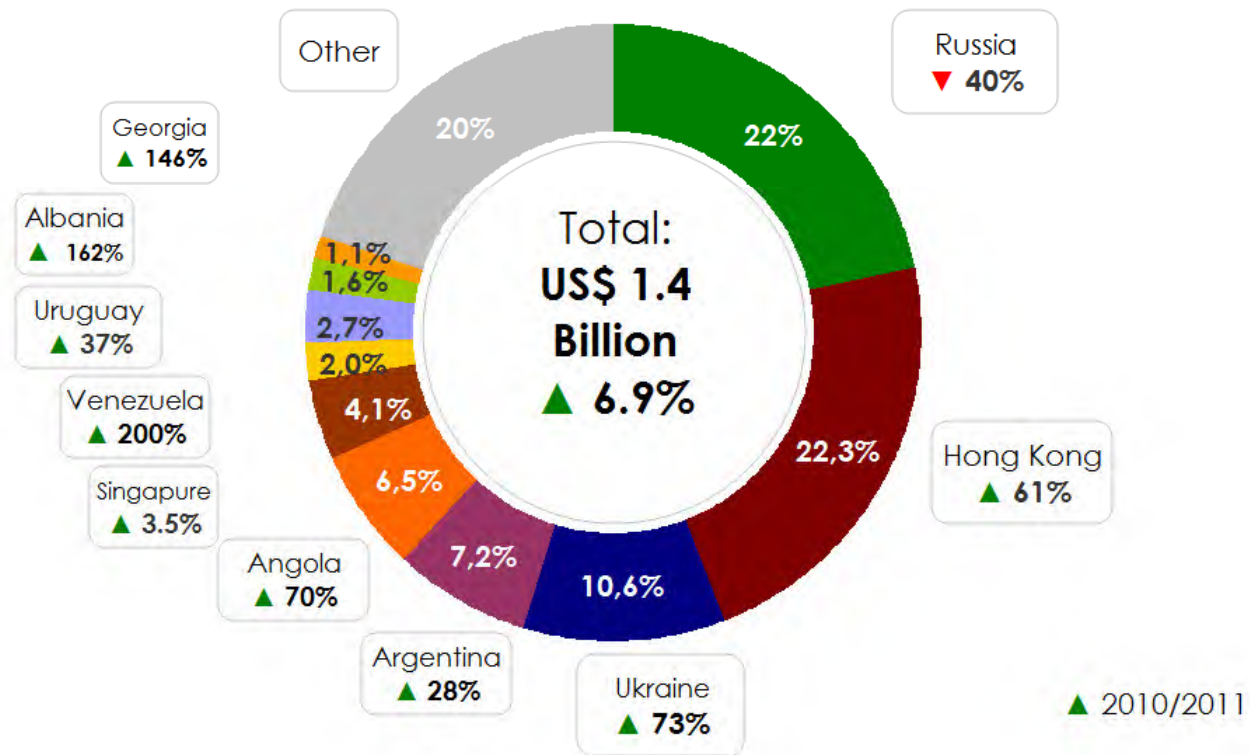
### Chicken Products Exports Main Destinations



Source: Ministry of Development, Industry and Foreign Trade - 2011  
Elaboration: Ministry of Agriculture, Livestock and Food Supply

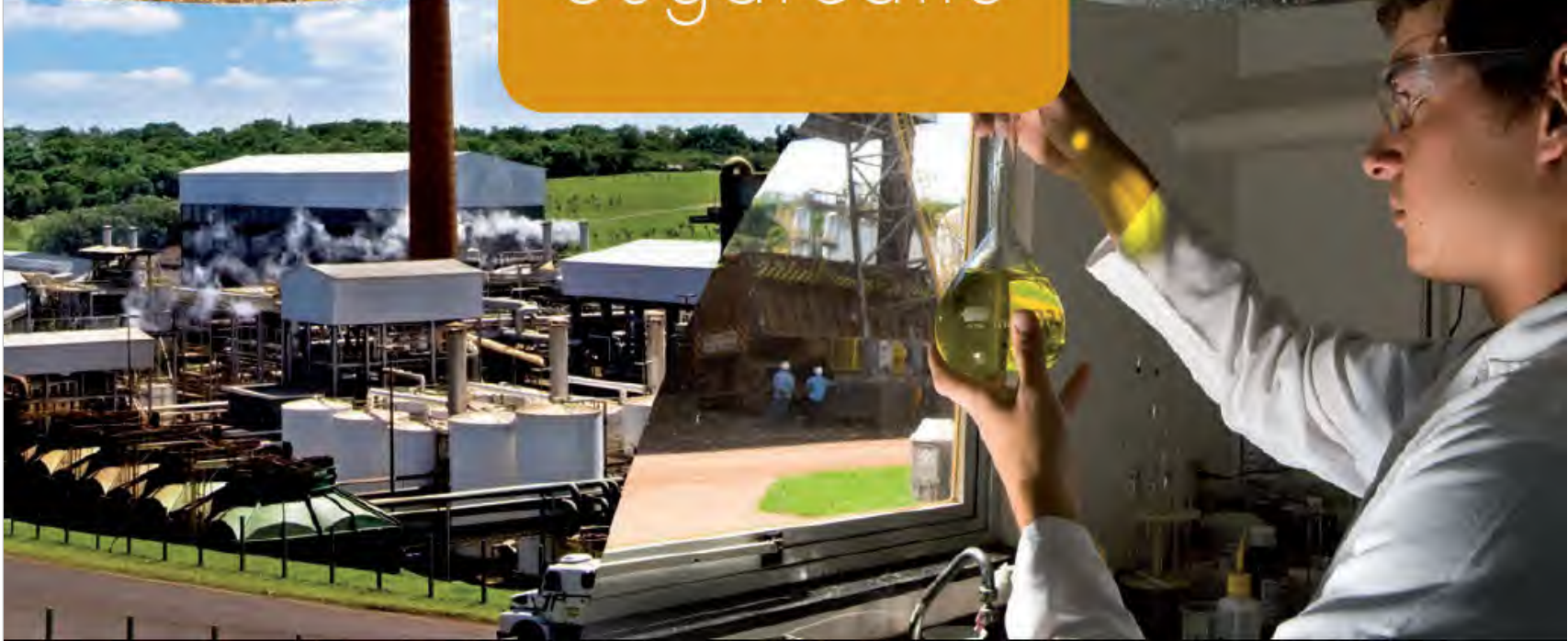
The Brazilian integrated pork productive system results in high quality goods, according to the world's most rigid standards.

## Pork Products Exports Main Destinations

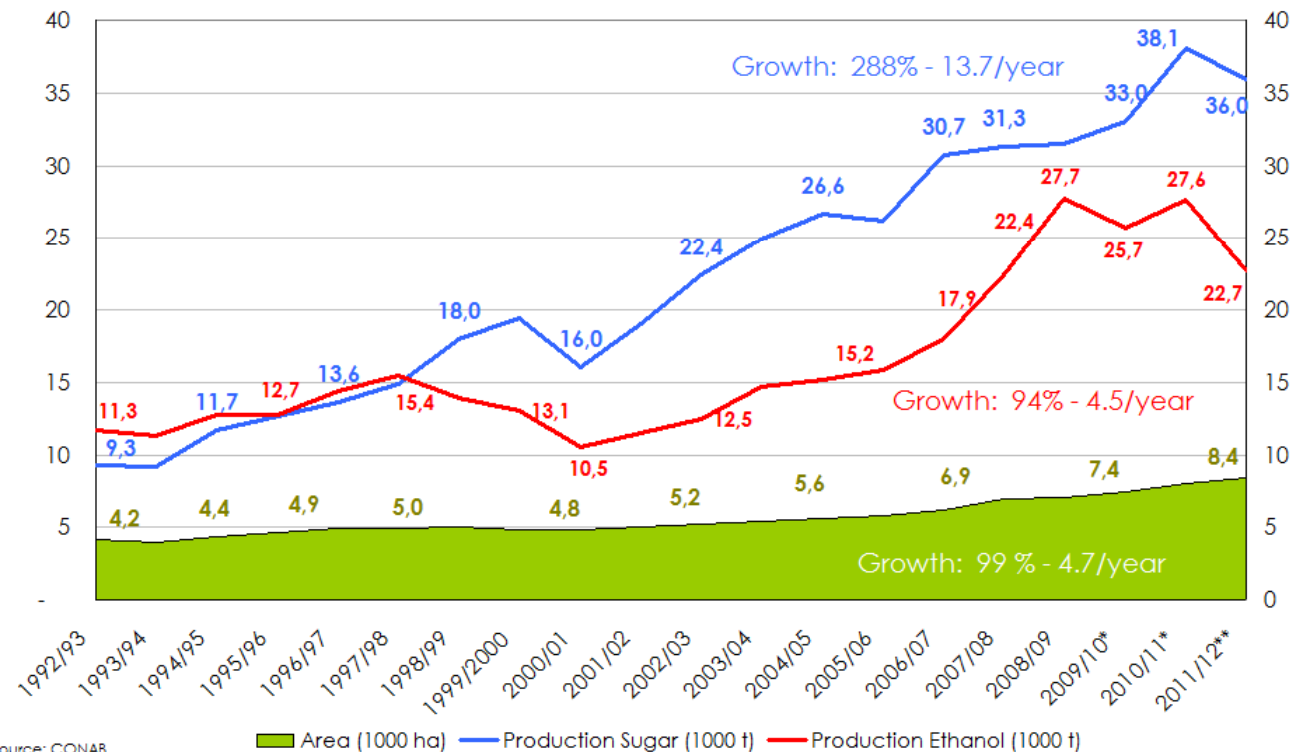




Sugarcane



Sugarcane can be transformed in sugar and ethanol, besides other sub-products, such as fertilizer and electricity (from bagasse). In Brazil, production of food, fuel and energy can increase substantially, coexisting with all other food crops and environmental preservation.



Source: CONAB

\* Preliminary Data: subject to changes.

\*\* Estimated Data: subject to changes



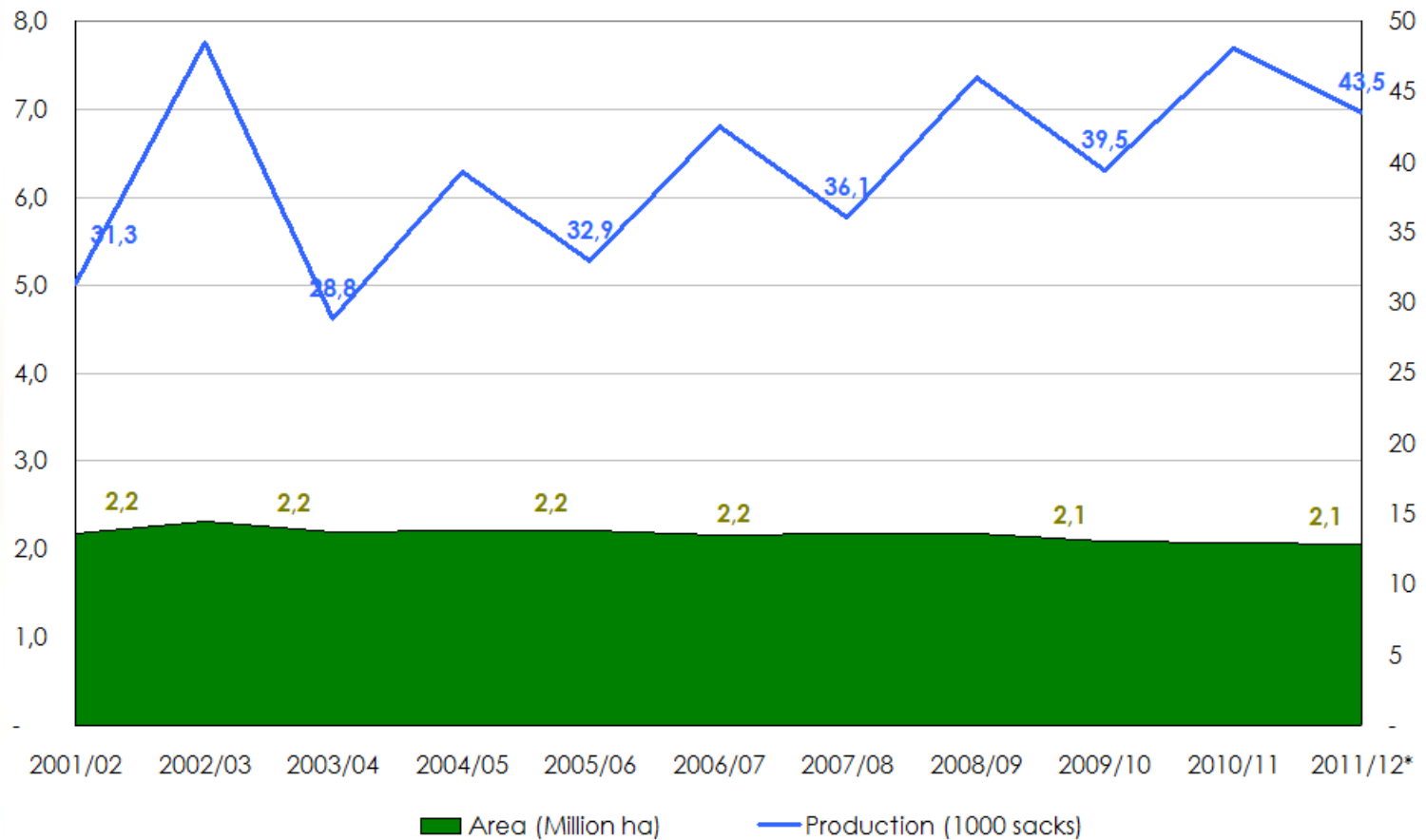


Coffee

CAFÉS DO  
BRASIL

There is a biannual cycle in the production of coffee, which explains the yearly instability. Brazilian coffee output is growing while maintaining a stable area.

### Coffee Production and Area



**Luiz Claudio Caruso**  
**[dpi@agricultura.gov.br](mailto:dpi@agricultura.gov.br)**