

FOCUS **BRAZIL**

JUNE 2024



SGS



Introduction

For eight decades we have been prominent figures in Brazil's agricultural landscape.

Brazil proudly boasts itself as a top five global producer of agricultural commodities. This prestigious achievement is due to several factors. The first reason is that it is the largest country, in terms of arable land^[1], but more significantly due to its continued commitment to diversifying its agricultural capabilities and implementing governmental policies that incentivize agricultural business investment. For example, in only two short years, Brazil saw a momentous increase in the size of its exported agricultural cargos - expanding from a total of 150 million metric tons (MMT) in 2021 to 216 MMT in 2023. These exported cargos include soybeans, maize, sugar, and other Agri-products.

At SGS, we pride ourselves on our trusted and independent experience and expertise. We have a team of 350+ experts, spanning from Santana and São Luís in the north of the country to Imbituba and Rio Grande do Sul in the south - each dedicated to supporting the agricultural industry and its ever-increasing needs.

From field to consumer, we support Brazilian commodities. Read on in our newsletter to gain insights into our operations and learn more about:

- The opening of our latest agricultural and food testing laboratory
- The scope of our regional capabilities
- Exciting new additions, including new team members and accreditations.
- And more.



Carlos Bandeira
Commercial Manager, SGS Brazil

"Our business excellence relies on the qualified team members well-placed across Brazil. From North to South, we are ready to support our valuable clients all over the whole supply chain and provide the best-in-class services and customer care."

[1] Valdes, C. (2022). USDA ERS - Brazil's Momentum as a Global Agricultural Supplier Faces Headwinds. [online] www.ers.usda.gov.





Brazil Overview



Fernando Quental
Commercial Director, SGS Brazil

"We are proud to provide a comprehensive scope of services, focusing on meeting our clients' needs to comply with an ever-more complex and restricted worldwide trade."

Since 1938, we have continually grown and enhanced our laboratory footprint and capabilities, providing an extensive range of Agri-solutions for commodities such as soybeans, corn, sugar, peanuts, and cotton, as well as forest products such as wood chips and logs that support the burgeoning biofuels market.

Our comprehensive suite of services caters to the multifaceted needs of the industry. Whether you require testing, inspection, or certification solutions, we are by your side to ensure quality and safety throughout your supply chain. Our services include laboratory analysis, weight & quality loading, draft surveys, commodity grading, sampling, certification of goods, stock monitoring & inventory control, and more.

Through our advanced solutions, we provide trusted testing, inspection, and certification services that support the successful exportation of these local agricultural commodities to various countries worldwide. For example, locally grown soybeans and corn are highly sought-after commodities in China, Turkey, Spain, Morocco, and Egypt, and soft commodities, like sugar, are exported to Nigeria, Cameroon, the United Arab Emirates, and Indonesia.

With our unparalleled expertise, portfolio of services, and wide-spreading network of laboratories and offices combined, we pride ourselves as the all-inclusive and undisputed leading provider for the agricultural industry in Brazil.



Our new laboratory in São Bernardo do Campo.

Enhancing our Analytical Capabilities

For over 85 years, we have supported the agricultural industry in Brazil. During this time, we have expanded our network and now operate sixteen branches, including five cutting-edge laboratories. Four of the facilities are fully dedicated to conducting trade inspections, ensuring that the local Agri-products meet the highest standards for quality and safety.

In 2023, we unveiled our fifth laboratory in São Bernardo do Campo, within the lively metropolitan region of São Paulo. This newest laboratory provides a full scope of testing services, including microbiology, nutritional analysis, and testing for pesticides and heavy metals, an essential service in the modern agricultural and food industries. Across each lab, we have achieved a plethora of accreditations and certifications, including ISO 17025, AOAC, GMP+, SAL, and MAPA (Ministry of Agriculture, Livestock and Supply).

We also boast Gafta-approved Superintendent & Analyst status, and FOSFA-approved analysts for oilseeds, oils, and fat.

In terms of our analytical capabilities, collectively, we can perform over 102,000 different scopes of analysis, including for the likes of genetically modified organisms (GMOs), mycotoxins, and heavy metals.

Meanwhile, our inspectors and surveyors perform over 360,000 inspections on agri-loaded cargo in the same time frame, protecting the safety, integrity, and quality of commodities.

These commendable figures, alongside our recognitions and memberships, bear testimony to the crucial role we play as the incomparable, one-stop shop for Brazil's agricultural testing, inspection, and certification needs.

Plans for our facilities include broadening the range of services offered. Most notably, our Rio Grande laboratory endeavors to introduce wheat analysis capabilities, enhancing its portfolio and further aiding in the thorough analysis of Brazilian agricultural commodities.





Regional Developments



Juarez Maccarini,
Laboratory Manager, SGS Brazil

“Due to continuous investment over the years, we are well-positioned to provide an unrivaled and reliable scope of testing services throughout Brazil.”

Since our last Focus on Brazil issue in 2021, our local operations have undergone considerable growth.

The positive progress has allowed for our continued expansion, wherein, across the country, we now have a robust team of over 350 full-time employees, each dedicated to driving our mission forward. Together, our team aids the local and global agricultural industry by delivering high-quality and trusted testing, inspection, and certification solutions – including fumigation and risk management services - ensuring the safety of exported food and feed products.

Supporting this continual commitment to delivering excellence in early 2024, we brought on board **Luís Martins** as our new Operations Manager.

Luís' wealth of experience and leadership skills will be instrumental in guiding our operations toward greater productivity and triumph, further strengthening our operational efficiency.

As we further enhance our local capacities and capabilities, we remain committed to promoting sustainable and responsible business practices that benefit our company and the communities we serve.

Across our entire SGS team, we continue to work towards our Strategy 2027 goals - accelerating growth and building trust. As we strive for this, SGS Brazil is proud to reflect upon the immense strides that have been made since 2021. We are proud to reflect upon these developments and successes that highlight the effectiveness of our local and global strategies and the value we deliver to our customers.

We look forward to the future and supporting the continued prosperity of our customers and clients.



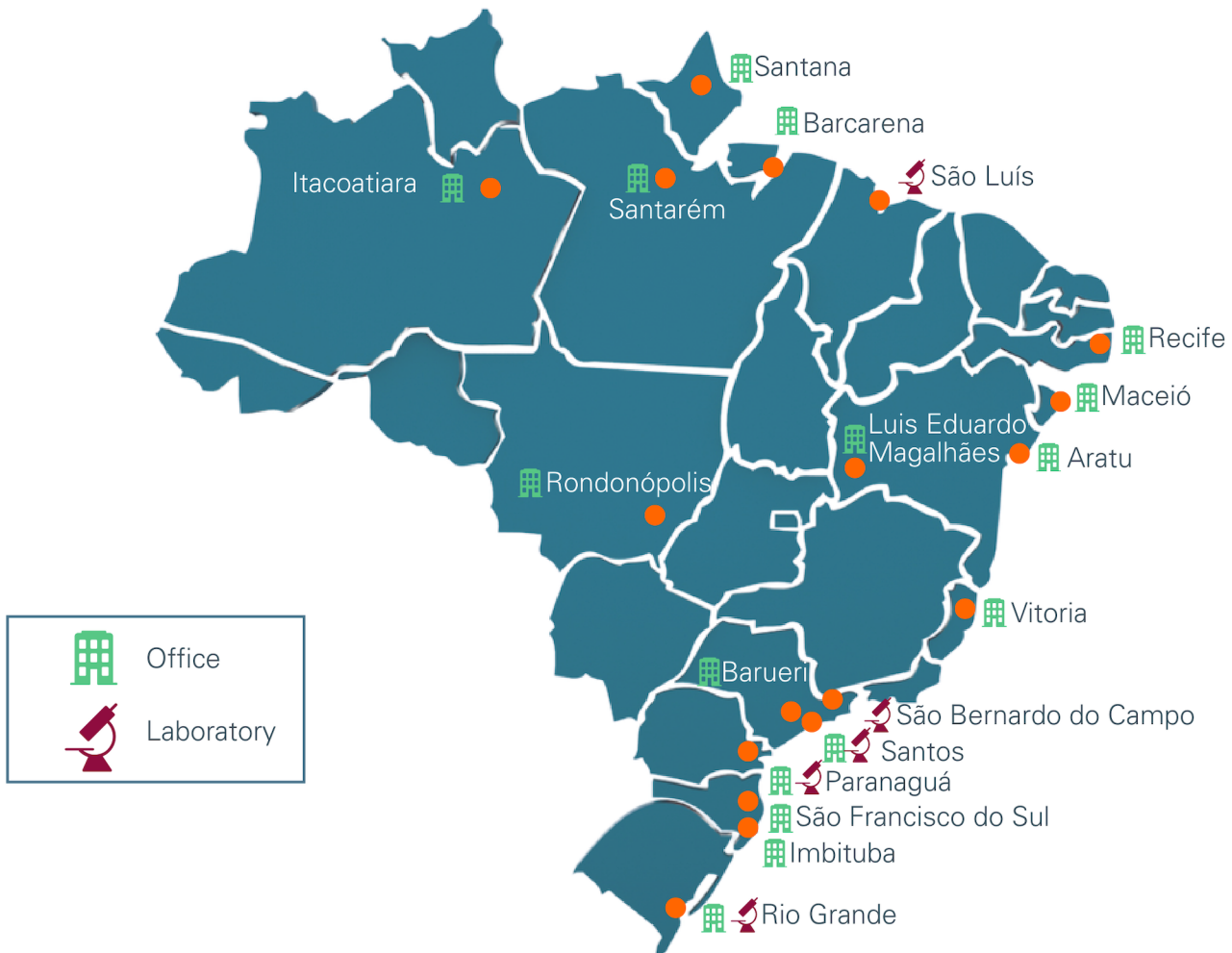


Our nationwide team

Across Brazil, our team delivers essential services from farms to ports and warehouses. Our unmatched proficiency is backed by our five fully operational state-of-the-art laboratories, close to all of Brazil’s major ports.

Our local knowledge and experience, coupled with our first-class training and comprehensive understanding of the global agricultural commodities market, offer our clients a truly distinctive service. Regardless of any challenges that may arise, we can assist you in identifying the relevant opportunities to link local progress with the global scene by providing in-depth knowledge of international agricultural supply chains.

Whatever the commodity, wherever the location, our trusted professionals will be with you every step of the way.



Our agri team

350+

Full time employees

Supported by

5

Laboratories

Operating from

19

Offices

Gafta

FOSFA

Members



Meet the team



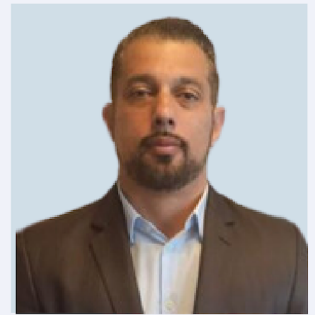
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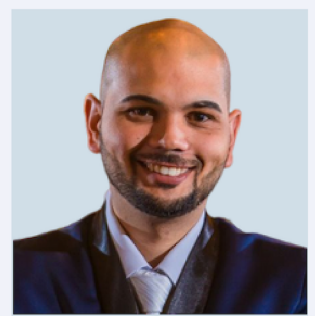
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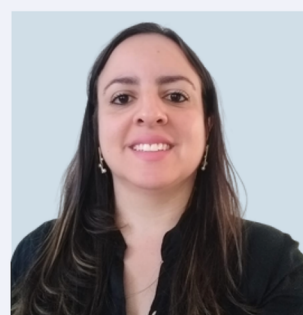
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We are SGS - we bring trust and integrity to your supply chain, and help protect your business globally.

Trusted. Independent. Committed.

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The SGS logo, consisting of the letters 'SGS' in a bold, white, sans-serif font, positioned in the bottom right corner of the page.

When you need to be sure