



# Defence & Security

# Opportunities

# Brazil



# Defence & Security Opportunities Brazil



## Why this market is important?

Brazil is the largest country in Latin America with a population of about 190 million who are mainly Portuguese speaking. It is designated as one of UKTI's High Growth Markets and a UKTI Defence & Security Organisation Priority Market. Maintaining a strong relationship with Brazil is a means to pursue many UK defence and security objectives. Brazil has a well-developed but fragmented security market. The award of major sporting events, the FIFA Football World Cup in 2014 and the Olympic Games in 2016 will mean significant investment in improvements to Brazil's security infrastructure. In 2008, Brazil had a major change in its Defence policy through the publication of a National Defence Strategy (NDS) (*END in Portuguese www.defesa.gov.br*), detailing a modernisation programme for the Armed Forces with large contracts for fighters (US\$2.2bn), submarines (US\$6bn), surface ships (up to US\$8bn), vehicles and military communications. The NDS has mandated that any foreign companies wishing to compete must find Brazilian partners and be willing to build in Brazil, creating skilled jobs and transferring technology sufficient for Brazil to gain capability in all but the most specialist areas. Therefore there are significant potential opportunities for companies of all sizes to develop their markets in Brazil and subsequently in other markets in the region.

**Note on technology transfer:** In seeking technology transfer Brazil does not necessarily seek the transfer of the latest technology but rather proven technology the country does not currently possess. This is considered to give Brazil a sound and understood technological base from which the latest technology can be developed and understood. Therefore any company involved in partnering arrangements may not be risking its cutting edge with technology not yet fully developed.

## Economic background

### National Budget

Projected Central Government Budget	USD billions	BRL billions
Revenues (2011)	1,178.6	2,073.4
Expenditures (2011)	1,117.6	1,966.0
Surplus (2011)	61.0	107.4
Exchange Rate: 2010, USD1 = BRL1.7592		

Source: Forecast International

## Defence and security economics

### Defence Budget:

The total Defence Budget for 2011-12 is £22.108bn. However pay, pensions and other personnel costs leaves only £5.568bn for all operations and support activities for the MoD and the three Services.

### Security Budget:

The security budget for 2011-12 is £2.915bn for security operations, support and in year procurement.

## Defence & security opportunities

There are significant opportunities for UK industry in Brazilian defence and security markets provided companies are willing to expend effort to become, ideally, a registered supplier. Brazil is a large, growing market for defence sales driven by pressure to defend land borders and an increased EEZ waters area, known as the Blue Amazon. In addition, requirements are also derived from large finds of offshore oil. The Brazilian Ministry of Defence has announced its commitment to military programmes which offer various opportunities for UK industry.

In the Brazilian Security market, notable opportunities exist in the provision of security solutions to meet the requirements of various international sporting events taking place in Brazil (including the World Cup in 2014 and the Olympic Games in 2016). There is potential to leverage the UK's experience of holding large sporting events and UK companies have the opportunity to harness and promote relevant capabilities to meet security needs in Brazil. This includes also the training of civilian unarmed stewards as Brazil begins to embrace this new approach for them in large event security.

The Brazilians place particular emphasis on technology transfer for foreign companies looking to do business in Brazil and UK industry must be prepared to seek and work with Brazilian partners.

## The Brazilian defence market and how to do business

### Market Research

Market research is essential when exploring opportunities in the Brazilian market and UKTI DSO is equipped to support endeavours in this area. The key point to emphasise is the size and diversity of the country and how this impacts on the Marketing and Sales strategy of the product or service you are offering. For example, will your product have application throughout the country, as might be the case with military communication or specialised security systems or are you faced with trying to engage with various authorities, an hour, or even 3 hours, apart by air?

In working with Brazilian authorities the customer is an important consideration. For example, it can be readily seen that if selling directly to the military, a company may only need to engage with perhaps the operational and procurement units of Ministry of Defence and the Service involved. However should the product have application in the security market it may be necessary to engage with not only the central authorities, such as the Ministry of Justice and the Federal Police, but also the Security Secretariats of the various States of interest (up to 26 and one Federal District). Clearly prioritisation may be required.

Another point to consider is whether a competitor already has a foothold in Brazil. For example, some major European and Israeli defence companies are well established therefore a unique approach will be required. It is better to have a clear idea of the situation you are likely to face before visiting the country.

### Understanding the Procurement Process

It is valuable to have an understanding of the public authority procurement process and its implications before visiting the country. This will enable sensible questioning of those you meet, as the process, although fairly straightforward, has its pitfalls. Detailed information can be found in books which describe procurement process law and are readily available (in Portuguese) from bookshops (*summaries are available in English from authorities such as the British Chamber of Commerce*). Significant advice can also be found on the Internet. It is important to note that this preparation does not obviate the need for professional advice when actually engaged in the procurement process.

The approach to public procurement can also affect the likelihood of success for UK companies. Normally public procurement in Brazil is conducted under Law 8666/93, which, under certain circumstances, allows almost any appropriate company to compete (providing the company has representation). However in the larger projects there is an increasing tendency to sift possible suppliers via the Request for Information (RFI) process and then invite selected companies to make proposals. Hence 'Being Known', as described later, is essential as a precursor to receiving an invitation to participate.

**Be Known**

The single most important success factor is to be 'known' to potential buyers. This is not referring to a one-off visit and waiting for the order to arrive; there are many hoops to go through. Simple introductory meetings can be built upon, but it is essential the same face appears at subsequent meetings. If there is not continuity, the relationship will have to be built up again each time the company representative changes and the potential customer could lose interest. Registration as an approved supplier may be an essential requirement in order to receive RFPs, even for spares or replacement items, and this can only be done through the Brazilian authorities in Brazil.

In addition, being known allows the opportunity to take advantage of sudden opportunities. These situations do arise and one successful CEO of a FSTE 100 company related the best advice he ever received about Brazil was that an opportunity can arrive in a flash and be gone in an instant. Only by being known can these opportunities be turned into success.

**Building Presence**

Apart from measured visits to potential customers and attending trade shows for additional meeting opportunities, there are a number of other events that help greatly in building a presence in the country, even if not resident in Brazil. Each of the armed forces hold technical or operational seminars throughout the year, some quite large with multinationals attending. Company representatives offering to deliver a paper on a relevant subject would be welcome, and this can lead to invitations to attend annual workshops to discuss forthcoming projects, developments in procurement strategy and the role of offset in defence procurement. The air force's leading technological and training centre have held such workshops for preferred suppliers which in recent years have not included any UK companies, suggesting little interest in being included. Brazilian military authorities have repeatedly said that in meeting their requirements they would welcome more, and consistent, interest from the UK.

The Brazilian services each produce glossy magazines of varying complexity. The Navy produces a high standard English-language edition covering topics of international interest and, providing the topic is germane to the aim of the publication and not blatant publicity, technical articles from commercial sources would be most welcome. This is another means of establishing presence, as well as initiatives such as supporting university research projects and supporting the various military technical training schools with training aids.

The major specialist trade shows in Brazil are the annual Interseg event (Security and Seminar involving the Association of Chief Police Officers), LAAD Defence and Security in April 2013 and LAAD Security 2014.

Other ways of building a presence in the Brazilian market include exploiting opportunities for partnering with Brazilian universities who conduct research projects in collaboration with the Ministry of Defence (MD) or the Ministry of Science and Technology (MCT).

**Creating the Requirement**

The Brazilian Armed Forces are technically very capable and expend a great deal of effort staying informed of developments to maintain awareness of all possible solutions to meet their requirements. It is however perfectly possible that friendly open discussion between a UK company and the military over a period of time could uncover or generate a requirement not previously thought of, or offer a novel solution to a dormant requirement.

### **Registration/Commissions**

The importance of spending time and effort to become known to the customer is to discover whether there is a requirement to be registered with the Armed Services as an approved supplier (of goods or services). This may not be apparent from first discussions but can be particularly important if wishing to supply spares for in-service equipment. Commissions, such as the Brazilian Naval Commission in Europe (BNCE) are responsible for seeking quotations and procuring equipment on behalf of the Brazilian authorities. However Commissions do not normally have specialists that look at each procurement activity to decide how it is best discharged. The system is, essentially, automatic, where a computer instruction is received from Brazil to seek a response from (normally at least three) companies. Suitable companies need to be previously registered in the system by the authorities in Brazil. BNCE do not do this registration and therefore only by becoming known in Brazil is a company likely to achieve registration and receive automatic quotation requests. It is not appropriate to contact the Commission directly to effect registration as has already been explained it is necessary to do this in Brazil. Commissions are only reactive to procurement requests emanating from Brazil which are processed automatically by computer. Once registered, should circumstances allow, it can be helpful to maintain a good relationship with the Commission provided contact is not excessive.

During an exploration phase companies should check if the product needs to receive national standards certification from the Brazilian standards authorities such as INMETRO or ABNT (CE or FCC equivalents) before it can be sold, or whether international standards of certification (ISO member authorities in the country of origin) can apply.

### **Representation**

In order to participate in procurement competitions originating in Brazil, a company must have official and registered representation in the country. This is often achieved by the appointment of an agent. A company wishing to assess whether their product has a viable future in Brazil could seek to employ an agent and monitor the responses received. Agents tend only to accept commissions where they judge the effort required is proportionate with the commission likely to be received. A half-hearted response or none at all to a company inviting an agent to represent it gives a clear indication of interest.

### **HMG Support**

The Brazilian military authorities prefer a government to government relationship in procurement activities, as it appears to add security and comfort to the relationship. UKTI DSO recognises that in fact where HMG is not directly involved in the procurement, the relationship is purely a commercial one between the supplier and customer. UKTI DSO staff can accompany the company visitor for initial meetings which can imply a UK Government seal of approval for defence and security products.

### **Visit Security Clearance**

Visit security clearance is obtained from the UK MOD's International Visits Control Office (IVCO) operating from MOD Abbey Wood, Bristol. The current lead time on visits to Brazil is five weeks.

Further guidance and the required forms are at:  
<http://www.mod.uk/DefenceInternet/AboutDefence/WhatWeDo/SecurityandIntelligence/DESPSYA/InternationalVisitsControlOffice.htm>

## Armed forces – military strength

Active	327,710 (Army 190,000 Navy 67,000, Air 70,710)
Paramilitary	395,000
Reserve	1,340,000 (Terms of service 12 months. Can be extended to 18)

Source: IISS and the Military Balance 2010

## Security Issues

### Memberships:

Non-Permanent Member of UN Security Council

### Involvement in Overseas Deployments:

UN deployments in Central African Republic/Chad, Cote D'Ivoire, Timor Leste, Haiti, Liberia, Nepal, Sudan and Western Sahara

## Domestic defence industrial capability

During the latter period of the military run government, Brazil had a fairly energetic defence industry achieving a notable export record, particularly in armoured vehicles. However cash flow problems and a degree of apathy following the return to civilian government cause the industry to decline, not helped by the heavy tax burden indigenous defence companies are subject to compared to foreign companies selling into Brazil.

Following pressure from Trade Association ABIMDE, the Brazilian Government has taken steps to regrow the defence industry, which numbers over 400 companies with a direct defence capability and many hundreds of others that feed into the defence industry in a supporting role. The key point is that companies fully understand modern technology and how it can be used in the defence sphere but remain doubtful their government will follow through with programmes they announce. Consequently there is a lack of investment in new technology meaning that with the exception of Embraer (aircraft manufacturer) the majority of defence companies are at least one generation behind the leading competitors in the world and some significant capability does not exist at all or is run down, for example in surface warship building or large scale C4I programmes.

Since late 2010 there has been a significant rise in the number of companies seeking to enter the defence and security market; within Brazil there has also been a marked consolidation of companies working in the defence sector. Major Brazilian companies have formed defence and security arms, or have amalgamated with other companies to form powerful blocks, capable of acting as prime contractors whilst having excellent access to the Defence Ministry and the Brazilian government, including the President, who takes the final decision on most major projects.

Examples of recent formations or subsidiaries of conglomerates are: Embraer Defesa e Segurança – revamped to play a more prominent role across the full defence and security spectrum. Has a major portfolio of its own defence products in the military aeronautical sector and a 50% interest in Atech Negócios em Tecnologias S.A. a member of the Atech group of companies engaged in the architecture definition of surveillance and monitoring systems for the frontier (SISFRON) and the EEZ (SISGAAZ).

Odebrecht Defesa e Tecnologia, arising in 2011 from participation in the Brazilian Navy PROSUB programme with French shipbuilder DCNS. The company is a controlling stakeholder in Brazilian missile, radar and communication company Mectron, as well as having a JV arrangement with EADS offering integrated solutions in defence and security.

Andrade Gutierrez Defesa e Segurança was formed in 2011 and at the end of the year announced a partnering arrangement with Thales (60%/40%) to offer defence and security solutions.

The Synergy group of companies also created Synergy Defesa e Segurança during 2011, which incorporated Flight Technologies and hopes to enter the UAV market. This arises strictly through EAE Soluções Aeroespaciais, a JV between Israel Aerospace Industries (IAI) and the Synergy Group. Like the other recent formations the company intends to provide integrated solutions for defence and security needs, particularly where the latter is directed at major events such as the World Cup and Olympic Games.

There have been a number of other partnering arrangements with major Israeli and European defence and security companies. There remains plenty of scope for UK defence companies with well thought out product strategies or specialised capabilities, particularly those seeking a wider footprint in South America, but does emphasise the need for very careful research before committing significant resources. Companies are strongly advised to seek the help and support of UKTI-DSO to plan a comprehensive strategy.

A further development has been the emergence of a form of Prime Contractor role, generally assumed by some of the larger companies described above. Formerly the Brazilian military engaged in the selection of systems, equipment and modules to meet its requirements. However, apart from the fighter replacement project (FX-2), which has a very long history, recent major procurement decisions have been made with more political emphasis, and the armed forces have realised that, in many cases, they lack the capability and experience to address how a requirement should be met and now leave this to the selected prime contractor – a form of Cardinal Point Specification. This means that for anything other than a really outstanding product which might gain the support of a senior military sponsor, a UK supplier needs to engage very closely with primes at an early stage and may need to engage with more than one prime to improve the chance of selection. Again this requires agility and a very close eye on market developments, and unfortunately may not be a simple or cheap process. Presence and engagement in Brazil, particularly well managed personal relationships, have become even more important, but increasingly we are seeing a need for this in the commercial field as well as directly with the military.

### Incentives for Brazilian Defence Industry

Purchasing, contracting and product development of defence systems will receive new incentives since the enactment of Law No. 12,598 on 21 March 2012 by President Dilma Rousseff. The initiative enables one of the three cornerstones of the National Defense Strategy. The law is an offshoot of the Greater Brazil Plan, launched in August 2011 to increase the competitiveness of Brazilian domestic industry.

### Identified defence imports & exports 2007-2011

#### Brazilian Defence Import Procurement:

**Total: \$8.5 Billion**

#### Top Country suppliers (\$BN)/Market Share:

France	\$7.1BN
USA	\$407M
Israel	\$384M
Russia	\$300M
UK	\$159M

#### Identified Brazilian Defence Exports:

**Total: \$1.4 Billion**

Source: UKTI DSO Survey of Defence Exports & Various Open Sources

#### Key Customers

Malaysia	\$270M
Ecuador	\$270M
India	\$210M
Indonesia	\$206M
Chile	\$120M

## Competitors

The Brazilian market is dynamic and highly competitive with companies from established supplier nations (e.g. United States, Western Europe, Russia and Israel) and also from the emerging exporter nations (e.g. China and South Korea) increasingly active.

In December 2010, **Poland** and Brazil signed a defence co-operation agreement, which aims to broaden bilateral contact. It appears that the first step is likely to be the establishment of a Polish Defence Attaché's Office in Brazil next year. The two countries will also support efforts to develop defence industrial co-operation. Brazil's Defence Minister Jobim has visited Poland's Bumar Group, and expressed interest in the Polish man-portable air defence system 'Grom' and in Bumar's C4ISR systems. According to selected reporting (Jane's) in December, the new OBRUM Anders tracked multirole combat platform has been identified as another area of potential co-operation.

**Sweden's** Saab is currently locked in the FAB's FX-2 (fighter aircraft) competition, championing Gripen, which is up against US and French competitors. Saab also seeks opportunities to grow its industrial footprint. On 2 December 2010, the company announced that it has initiated the development of a new Swedish-Brazilian research and innovation centre in Sao Bernardo do Campo. Its main focus will be aerospace, defence and urban innovation (including civil security). The centre will create partnerships and networking opportunities for Brazilian and Swedish governmental/academic/industry groups with common interests in furthering bilateral co-operation. The centre will help "enable" the ambitions of the governmental agreement signed in 2009 to extend innovative high technological industrial co-operation.

**Italian** industry has big ambitions in Brazil, backed up by strong Prime Ministerial support. In April 2010, PM Berlusconi and President Lula signed a "strategic partnership" agreement. In June 2010, Brazil signed a military agreement with Italy to jointly develop military vessels including OPVs, frigates and logistical support vessels. The co-operation agreement was signed by Defence Minister Jobim and Italy's Under Secretary of Defence Guido Crosetto. The agreement is thought to include technology transfer and the development of combat/navigation/armament/radar systems. Press reports this year have alluded to a possible US\$10 billion Italian defence package thought to include: ASI –Thales-

Alenia Space – Telespazio – Intecs COSMO-SkyMed observation satellites; Fincantieri replenishment ships; Fincantieri corvettes and FREMM frigates; a Fincantieri helicopter carrying amphibious assault ship; and Finmeccanica Alenia Aermacchi M346 Master AJTs. In summer 2010, Brazil penned a deal with Italy to manufacture 2,044 armoured troop vehicles in Brazil over 20 years.

**France** and Brazil signed a defence cooperation agreement in January 2008 and an agreement for DCNS Scorpene submarines in December 2008. The two countries signed more detailed contracts covering the submarine and other acquisitions plus technology transfer programmes in September 2009. France is eyeing up further defence opportunities. The French Government is championing Dassault's Rafale fighter in the FX-2 competition. France is keen to secure additional naval business through DCNS.

In the Naval sector, South Korea is targeting Brazil. According to recent reporting, the South Korean Defence Ministry is considering sending a special envoy to Brazil to help Daewoo Shipbuilding & Marine Engineering secure a major warships contract. The company has already submitted a preliminary proposal to Brazil. China is active in the wider region, but has hitherto enjoyed no real success in the Brazilian defence market.

The **Israelis** have won business in the defence and security sectors, with significant interest in UAVs, which the Brazilian Police may now pursue with IAI. Aeroeletronica (AEL), the Brazilian subsidiary of Elbit Systems, has been awarded a contract to supply the Hermes 450 unmanned air vehicles to the Brazilian air force.

**Russia**, who has enjoyed success in the region, and in this particular market (e.g. military helicopter sales), remains very active. Rosoboronexport signed a contract with the Brazilian Defence Ministry in 2008 to deliver twelve Mi-35M helicopters built at Russian Helicopters' Rostvertol company. The contract delivery schedule is expected to be completed by end-2011 according to the latest reports.

The trend towards globalisation has seen foreign owned, multi-domestic companies, including ones with UK based subsidiaries, play an increasing role in the global export market, including Latin America. There may be opportunities for UK subsidiaries to leverage business opportunities in Brazil through foreign corporate-led activity.

## Procurement organisations

### **Brazilian Naval Commission in Europe (BNCE)**

The BNCE is an Executive Branch of the Brazilian Government, under the administration of the Brazilian Ministry of Defence, and under direct authority of the Brazilian Navy. Within the United Kingdom the BNCE is a department of the Brazilian Embassy.

Brazilian Naval Commission in Europe  
170 Upper Richmond Road  
Wandsworth  
London SW15 2SH

Tel: +44 (0)20 8246 4400  
[www.cnbe.org.uk/](http://www.cnbe.org.uk/)

### **Brazilian Aeronautical Commission in Europe (BACE)**

The role of BACE is to centralise the dedicated logistics activities, and the management of contracts and agreements, of all Brazilian Air Force overseas units, as well as undertake and execute all actions designed to meet the needs and requirements of the Brazilian Aeronautical Command, and Brazil.

16 Great James Street,  
London WC1N 3DP

Tel: +44 (0)20 7405 0393  
[www.bace.org.uk/](http://www.bace.org.uk/)

### **The Brazilian Army Commission**

The Brazilian Army Commission's main objective is to obtain materiel and services for the Brazilian Army, they are located in the USA.

Brazilian Army Commission in Washington, DC  
4632 Wisconsin Ave, NW  
Washington, DC 20016-4622 USA

Tel: (202) 244-5010  
Email: [cebw@cebw.org](mailto:cebw@cebw.org)  
[www.cebw.org/index.htm](http://www.cebw.org/index.htm)

## Offset policy

It is a general requirement of Brazilian defence procurement that offset be included. The minimum procurement value for including offset can be as low as US\$1M and usually offset of 100% will be sought, especially if indirect. Offset has long been a feature of air force contracts and the air force is well advanced in determining how and where offset shall be applied and has issued guidance on the subject. The other Services are catching up with offset requirements. However, as recently demonstrated in helicopter procurement, if a product is required and the supplier does not wish to offer offset, in this case the scale of procurement, although of multi-million dollar value, was deemed to be too small by the supplier to offer the technology transfer sought as offset, it may not be pursued. This approach is unlikely to be repeated.

## Key Personalities

### President

Dilma Rousseff

### Minister of Defence

HE Celso Amorim

### Commander-in-Chief of the Army

General-de-Exército ENZO Martins Peri

### Commander-in-Chief of the Navy

Almirante-de-Esquadra Julio Soares de MOURA NETO

### Commander-in-Chief of the Air Force

Tenente-Brigadeiro-do-Ar Juniti SAITO

### Brazilian Defence and Naval Attaché London

Cap(N) Jorge Antonio Vasconcellos dos Santos

### Secretary of Defence Products (Ministry of Defence) SEPROD

Sr. Murilo Marques

## Further Information:

If you require further information/clarification on anything in this Fact Sheet please contact:

UKTI Defence & Security Organisation  
BD Market Analysis  
1st Floor  
1 Victoria Street  
London SW1H 0ET

Tel: +44 (0)20 7215 8209

Email: [dso.businessservices.ukti.gsi.gov.uk](mailto:dso.businessservices.ukti.gsi.gov.uk)

## Next steps – How UKTI can help

British companies wishing to develop their business in the Brazilian market are advised to undertake as much market research and planning as possible in the UK. UKTI's team in Brazil, with its wide local knowledge and experience, can provide a range of services to British-based companies wishing to grow their business in global markets.

This can include:

- Provision of market information
- Validated lists of agents/distributors
- Key market players or potential customers in the Brazilian market
- Establishment of interest of such contacts in working with you

This work is available via our Overseas Market Introduction Service (OMIS) a chargeable service which assists British-based companies wishing to enter or expand their business in overseas markets.

To find out more about commissioning this work, or accessing other UKTI services and specialist advice, please visit the UKTI website to find contact details for your local UKTI office.

**Other useful contacts:****Brazil Desk; UKTI Defence & Security Organisation**

Orlando James  
UKTI Defence & Security Organisation  
1st Floor  
1 Victoria Street  
London SW1H 0ET

Tel: +44(0)20 7215 8141

**British Consulate-General Rio de Janeiro**

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<http://ukinbrazil.fco.gov.uk/en/>

**Brazilian Embassy**

32 Green Street  
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Email: [info@brazil.org.uk](mailto:info@brazil.org.uk)

<http://www.brazil.org.uk/>

**ABIMDE**

ABIMDE

Av. Paulista, 2644 – 12º andar – Cerqueira César  
São Paulo/SP – CEP 01310-300

Tel: (11) 3214-5032 or (11) 3159-0846

Fax: (11) 3214-4860

<http://www.abimde.com.br>

**Other useful websites:****Ministério da Defesa – Brazil Ministry of Defence**

<https://www.defesa.gov.br/>

**Brazilian Army (Portuguese)**

<http://www.exercito.gov.br/>

**Brazilian Navy (Portuguese)**

<https://www.mar.mil.br/>

**Brazilian Air Force (Portuguese)**

<http://www.fab.mil.br/>

**National Civil Aviation Agency**

<http://www.anac.gov.br>

**Superior War College (Portuguese)**

<http://www.esg.br/>

**LAAD Exhibition**

<http://www.laadexpo.com/>

**Interseg Event**

<http://www.interseg2010.com.br/en/default.aspx>

**National Strategy of Defence – 2010**

[www.defesa.gov.br](http://www.defesa.gov.br) then click on link Estratégia Nacional de Defesa and select the Union Flag

**Brazil Travel Advice**

Travel information and general embassy contact details can be found at: <http://www.fco.gov.uk>

**Foreign Consular Offices in the Brazil**

Media, travel, careers, business and state links/ information can be found at:

<http://www.itamaraty.gov.br/>

**Visa Services and Links**

Consulate General of Brazil in London

<http://www.consbraslondres.com/>

[visa@consbraslondres.com](mailto:visa@consbraslondres.com)

The CIA World Factbook provides information on the history, people, government, economy, geography, communications, transportation, military, and transnational issues for 266 world entities. The Reference tab includes: maps of the major world regions, as well as Flags of the World, a Physical Map of the World, a Political Map of the World, and a Standard Time Zones of the World map.

<https://www.cia.gov/library/publications/the-world-factbook/>

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