

The Brazilian Development Bank

November 2010

INTERNATIONAL DIVISION



- Founded on June 20th, 1952
- 100% state-owned company under private law
- Key instrument for implementation of Federal Government's industrial and infrastructure policies
- Support to micro, small and medium-sized companies
- Main provider of long-term financing in Brazil
- Emphasis on financing investment projects

- Brazilian Export Bank
- Equity investor through BNDESPAR
- 2,619 active employees (September 2010)
- Headquarter in Rio de Janeiro
- Offices in São Paulo, Brasília and Recife
- New office in Montevideo, Uruguay, since Aug 2009
- New subsidiary in London, England, since Nov 2009

- **Innovation**
- **Infrastructure**
- **Productive structure**
- **Exports**
- **Social inclusion**

1950

Infrastructure (Energy and Transport)
Steel

1960

Heavy Industry - Consumer Goods -
Small and Medium-Sized Enterprises
Technological Development

1970

Imports Substitution
Basic Inputs - Capital Goods

1980

Energy
Agribusiness
Competitive Integration

1990

Private Infrastructure and Exports
Privatization: Management of Privatization Program
Urban and Social Development

Today

Innovation - Infrastructure - Productive Structure
Exports - Social Inclusion

Group Structure

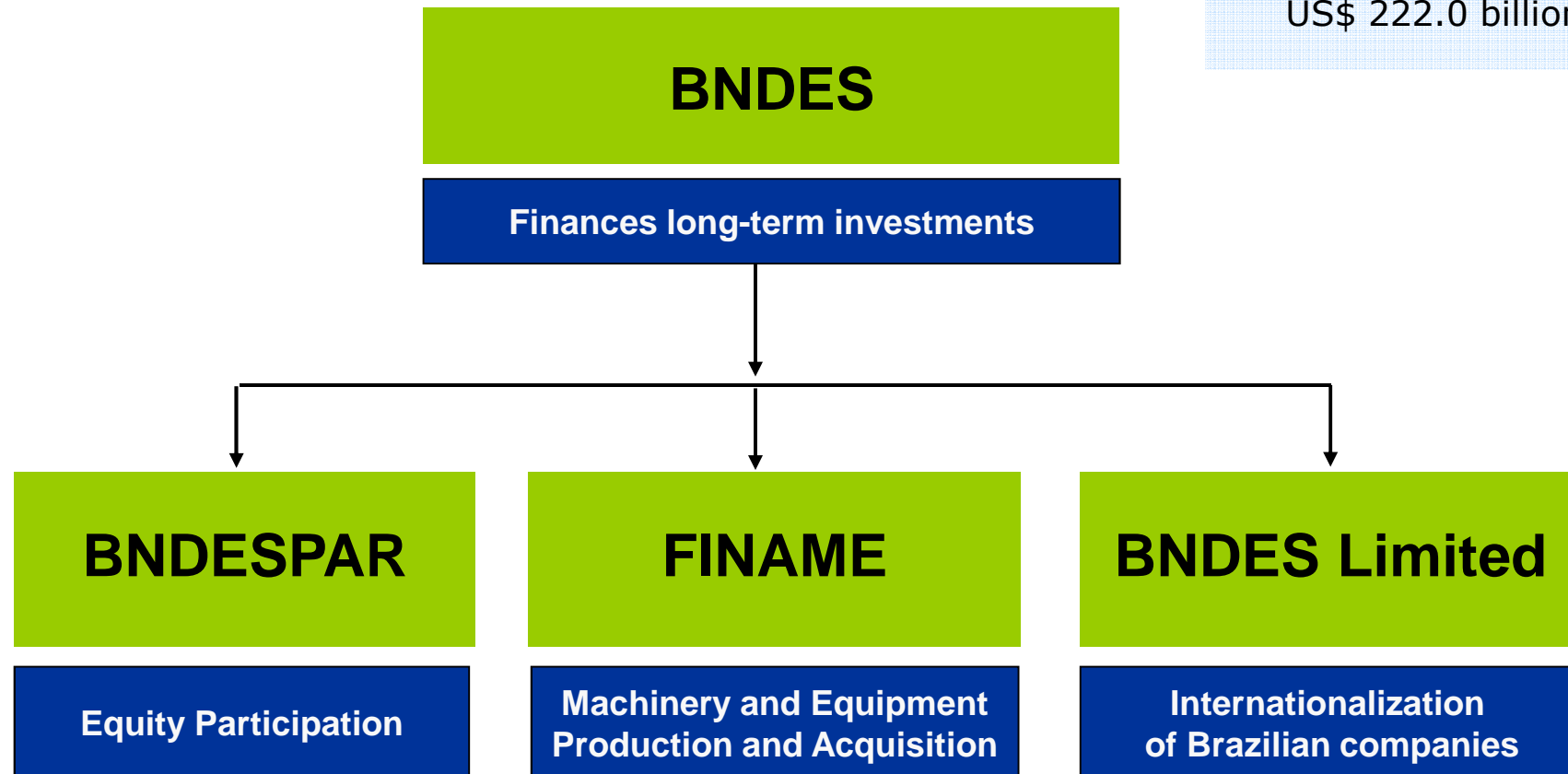


As of Dec 31, 2009

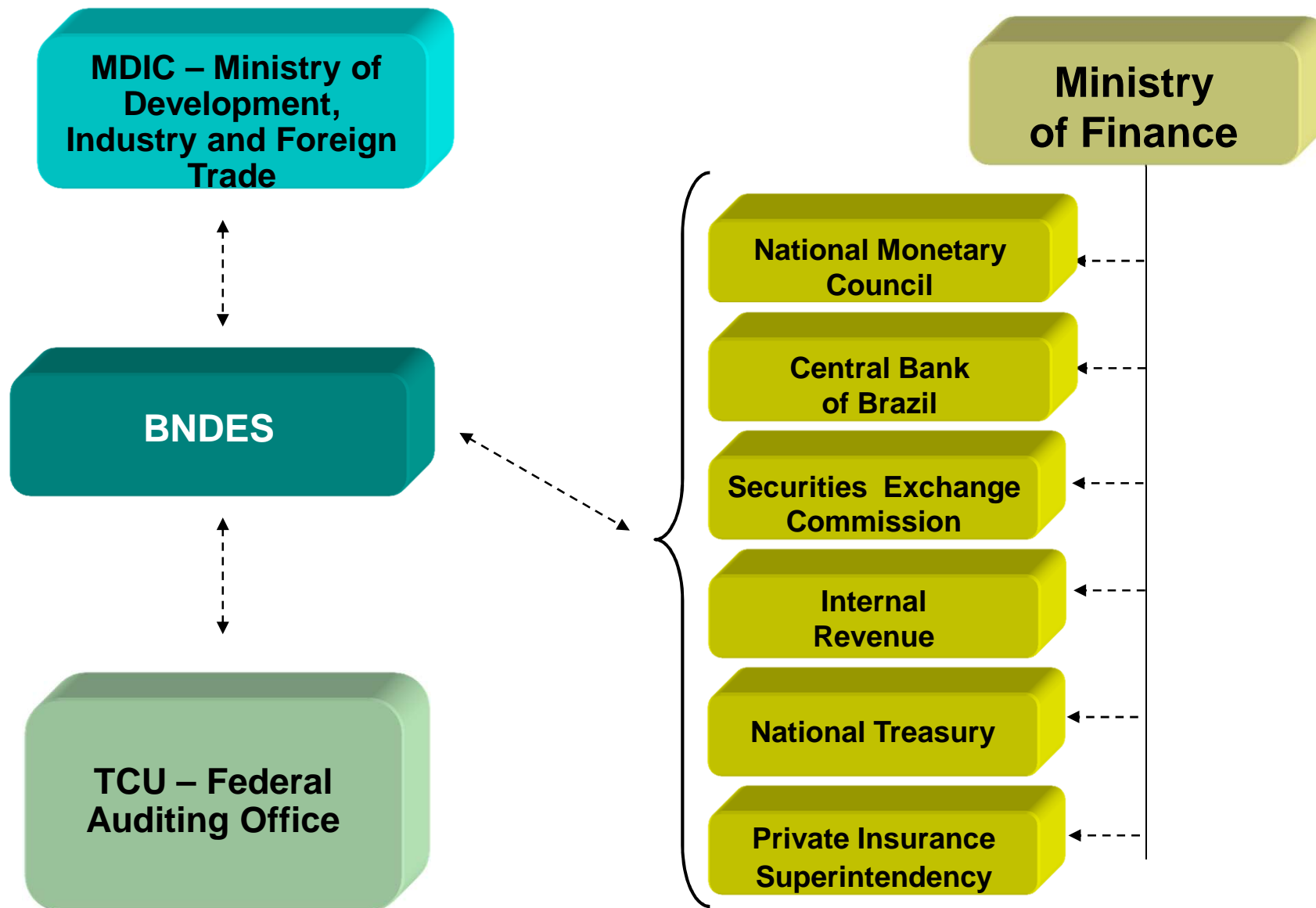
Consolidated Assets

R\$ 386.6 billion

US\$ 222.0 billion



Relationship with other Government Entities



Domestic Funding

- Constitutional Funding (FAT)
- National Treasury
- Money Market
- Others

Foreign Funding

- Government Agencies and Multilateral Institutions: IDB, JBIC, World Bank, KfW, NIB, China DB etc.
- Market Funding
- Bonds, Loans, Structured Notes

How we work



Financing of:

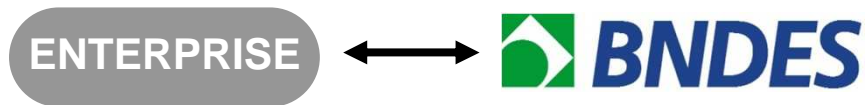
- Complete business projects
- Export of goods and services
- Machinery and equipment (acquisition and leasing)
- Technological development
- Working capital

Through:

- Credit Lines
- Equity Participation
- Investment Funds

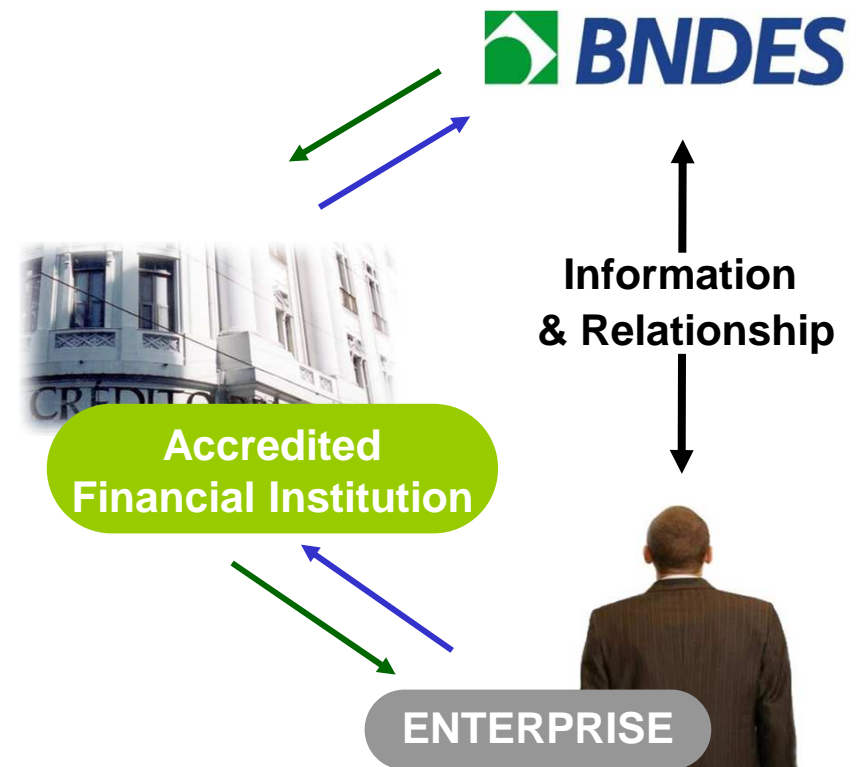
Direct Operations

Companies financed directly by BNDES



Indirect Operations

Companies financed through an accredited financial institution



Industries



Power Plants



Oil Rigs

Stadiums



Legal Entities

- Agro-business, industry, trade and service enterprises
- Cooperatives or associations
- NGOs Civil Societies or Foundations

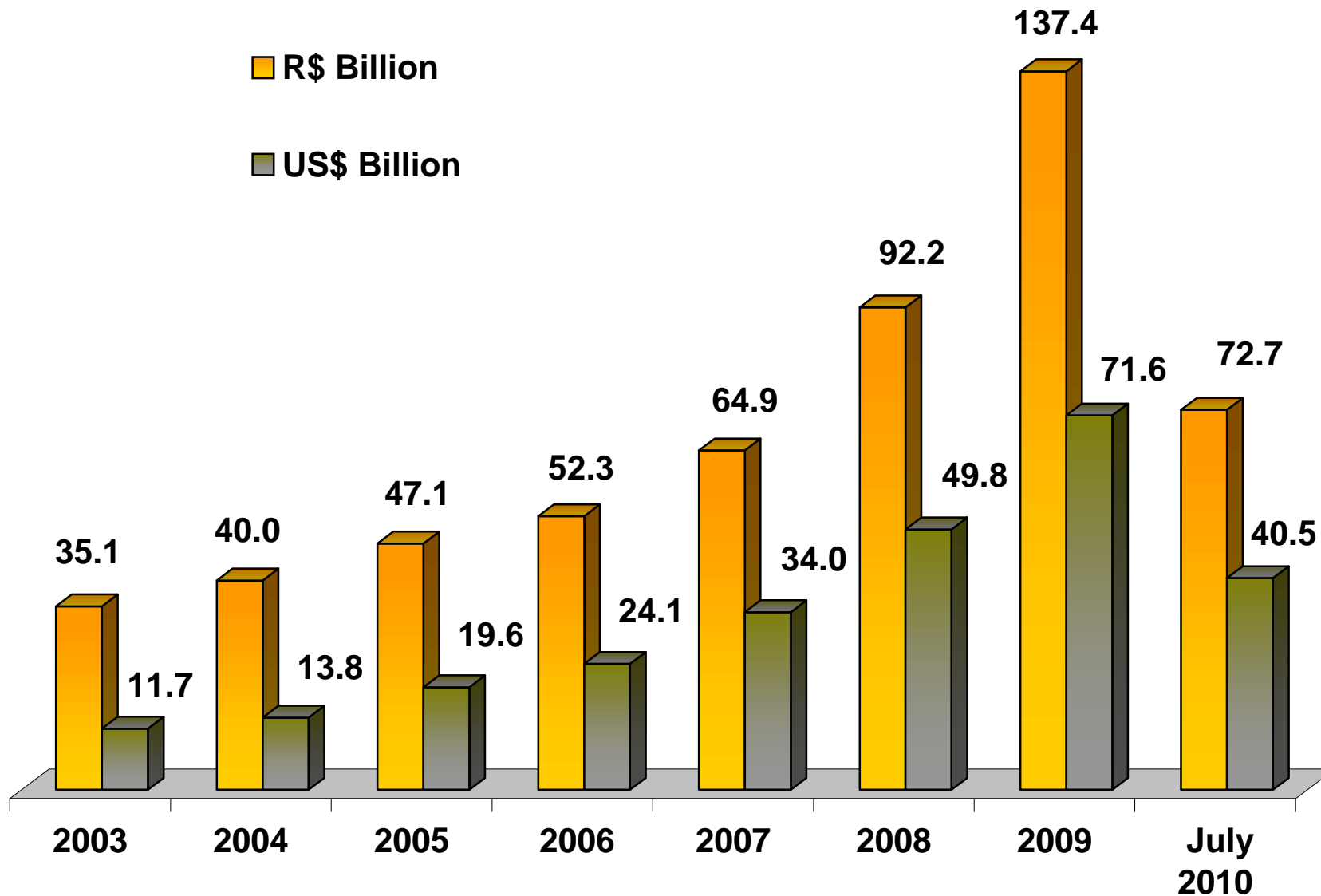
Private Individuals

- Rural Producer
- Truckers
- School Bus Drivers
- Micro-credit

Public Administration

- Municipal
- State
- Federal

Annual Disbursements



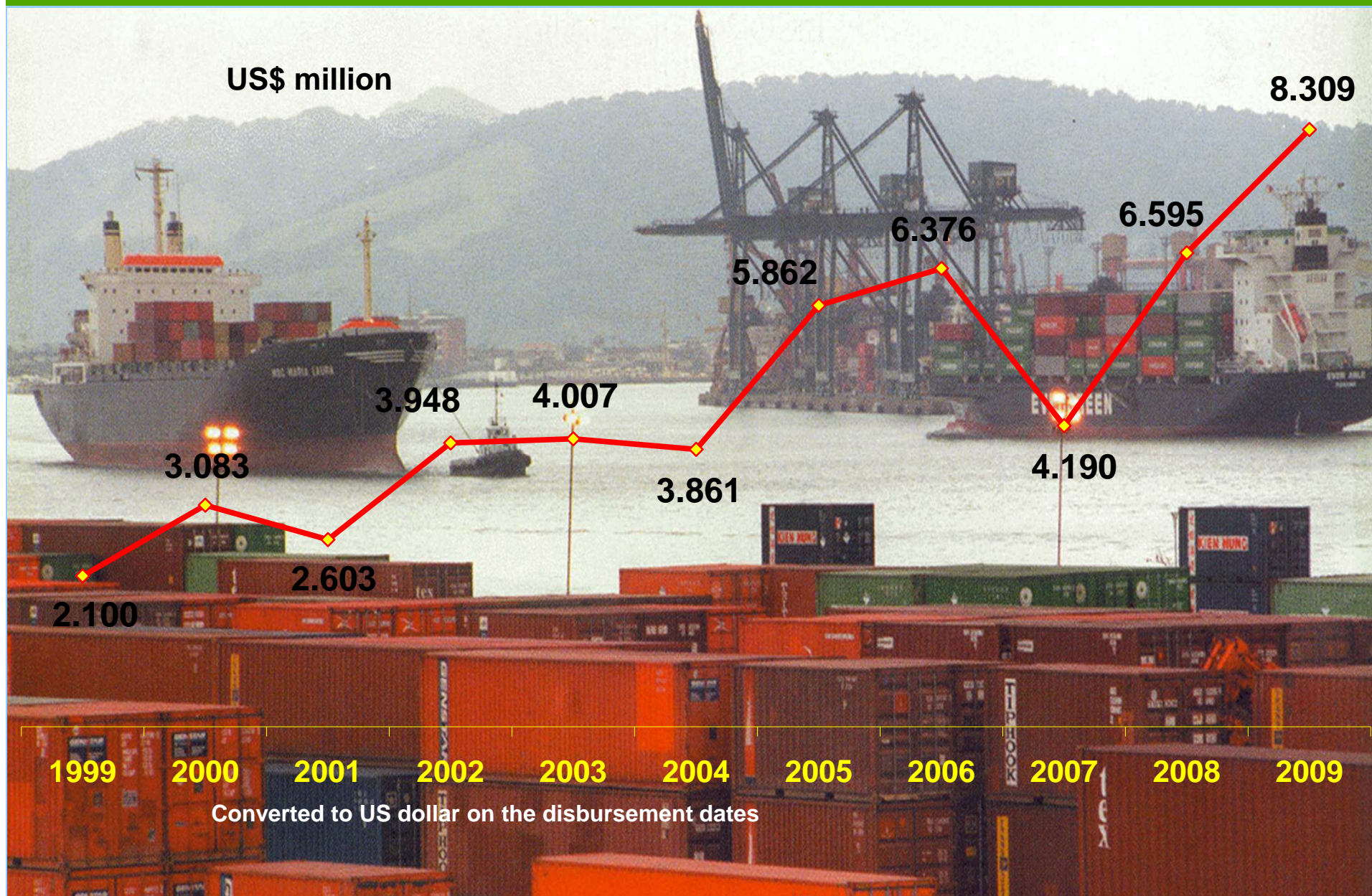
Converted to US dollar on the disbursement dates

- **Pre-Shipment:** financing for the production of goods earmarked for export, linked to specific shipments, or to the increase of the company's total exports
- **Post-Shipment** (buyer or supplier credit): financing for the commercialization of goods and services in foreign countries

- Competitive export
- Credit facilities
- Support for small and medium-sized export companies
- Emphasis on products with higher-aggregated value
- Operating in partnership with a network of accredited financial institutions in Brazil and over 100 foreign banks
- Supporting integration within South America

- Architecture and engineering consultancy (feasibility study, basic and executive projects, etc.)
- Ancillary services (topography, soil survey, etc.)
- Construction
- Purchasing and logistics
- Project management
- Software

Disbursements to Finance Exports



Projects in Africa



Ghana: infrastructure projects being studied

Angola: urban and rural infrastructure, sanitation, power generation and distribution, airports

Mozambique: ports and airports

South Africa: urban transportation

Institutional Cooperation:

AfDB

IDC Africa

Ecogas



The Brazilian Development Bank



Development
Ministry of Development, Industry and International Trade


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BNDES Brazilian development bank


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London Subsidiary
Montevideo Office




The BNDES



Foreign Trade



Internationalization



Responsibility

News





06/17/2010
BNDES approves US\$ 745.9 million in financing for ship building
The board of directors of the Brazilian Development Bank (BNDES) approved a loan, in Brazilian reais, equivalent to US\$ 745.9 million for the Companhia Brasileira de Offshore (CBO).

06/16/2010
BNDES finances exports of buses for the World Cup
The BNDES financed the export of 143 Brazilian buses for the city of Johannesburg, in South Africa, as part of the World Cup Organizer Committee project to implement a fast public transportation system, the Bus Rapid Transit (BRT).

06/11/2010
BNDES develops support program for the plastic production chain
The BNDES approved the creation of a specific financing program for the transformed plastics industry. It refers to the Support Program for the Development of the Plastic Production Chain (BNDES Proplastic), which aims at modernizing the companies in the sector, with an increase in the production of plastics and their byproducts, equipment and templates/dyes for the segment, in addition to the improvement of the quality and productivity standards of the companies installed in the country.

[see all the news](#)

Highlights



www.bndes.gov.br/english



BNDES

*Brazilian
development bank*

Thank you!

International Division - BNDES

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