



BRAZIL OFFICE

São Paulo, Brazil

FLORIDA | THE FUTURE IS HERE™



EFI Brazil

- Inteligência Corporativa - Enterprise Florida no Brasil desde Janeiro 2011
- Escritório localizado em Sao Paulo.



- Enterprise Florida, Inc. (EFI) é uma Agência Público

Privada do Estado da Flórida com foco no desenvolvimento

econômico do Estado. Sua atuação é na criação de empregos através do recrutamento de empresas internacionais e domésticas, sua retenção e na promoção de exportações .

4th BEST TAX CLIMATE



NO
PERSONAL
STATE
INCOME TAX

5.5%
CORPORATE
INCOME TAX
RATE

Economia - Parâmetros

4th
LARGEST
ECONOMY
IN THE U.S.

\$968B
GDP

3rd
LARGEST
POPULATION
(~20 Million)

16th
LARGEST
ECONOMY
IN THE WORLD



- *#2 Infraestrutura – (Business Facilities)*
- *15 portos de águas profundas, 20 aeroportos comerciais , e 2 spaceports – (FDOT)*
- *#2 concentração de empresas internacionais nos EUA – (USDC)*
- *#3 concentração de empresas de logística*
- *#2 na área bancária internacional*
- *#2 maior em “Foreign Trade Zone Network” – (USDC)*



Florida's Targeted Industries



Aviation & Aerospace



Life Sciences



Manufacturing



Defense & Homeland Security



Information Technology



Financial & Professional Services



Logistics & Distribution



Cleantech



Headquarters



Aviation & Aerospace

#6 Estado em Atratividade para produção da área de Aviação¹

2,200+ Empresas

93,800+ Profissionais²

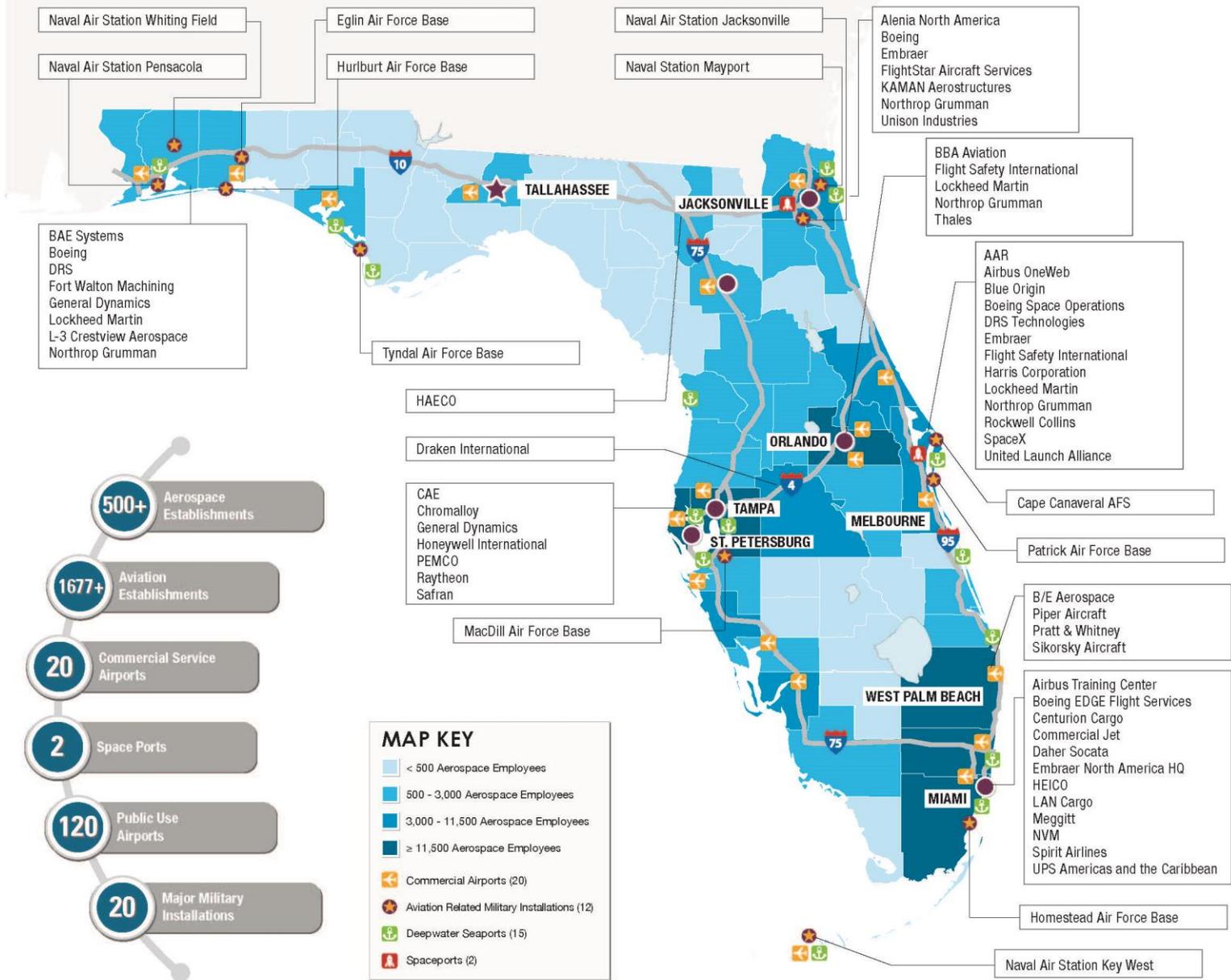


¹ PWC

² BLS Quarterly Census of Employment and Wages 2016

FLORIDA'S AVIATION & AEROSPACE CLUSTER

(select companies highlighted)





Defense & Homeland Security

#2 Estado para produção de Sistemas para Defesa ¹

Pontos Fortes da Florida

- Misseis e Armas
- Cybersecurity
- Preparação e resposta a Desastres
- Treinamento

¹ Florida Chamber of Commerce



Life Sciences

#2 Fabricação de Equipamentos Médicos e Negócios Farmacêuticos e Médicos¹

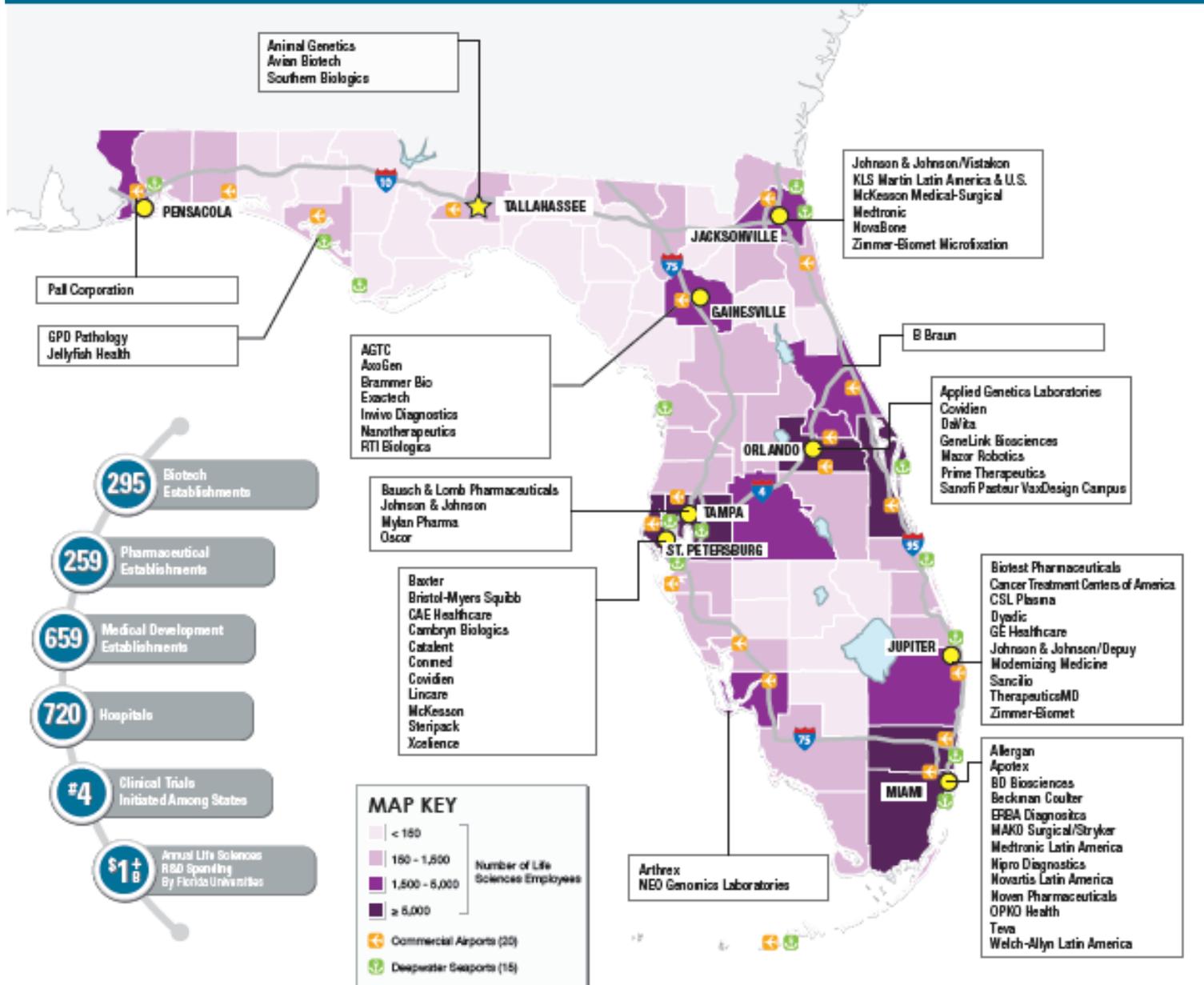
\$1.1 Bilhões de investimento anual em P&D nas Universidades da Florida²

¹ BLS Quarterly Census of Employment and Wages 2016

² National Science Foundation

FLORIDA'S LIFE SCIENCES CLUSTER

(select companies highlighted)





Manufacturing

#1 Melhor Clima para Negocios¹

#2 Estado para Manufaturas²

20,000+ Empresas
2nd most by state

350,000+ Trabalhadores³

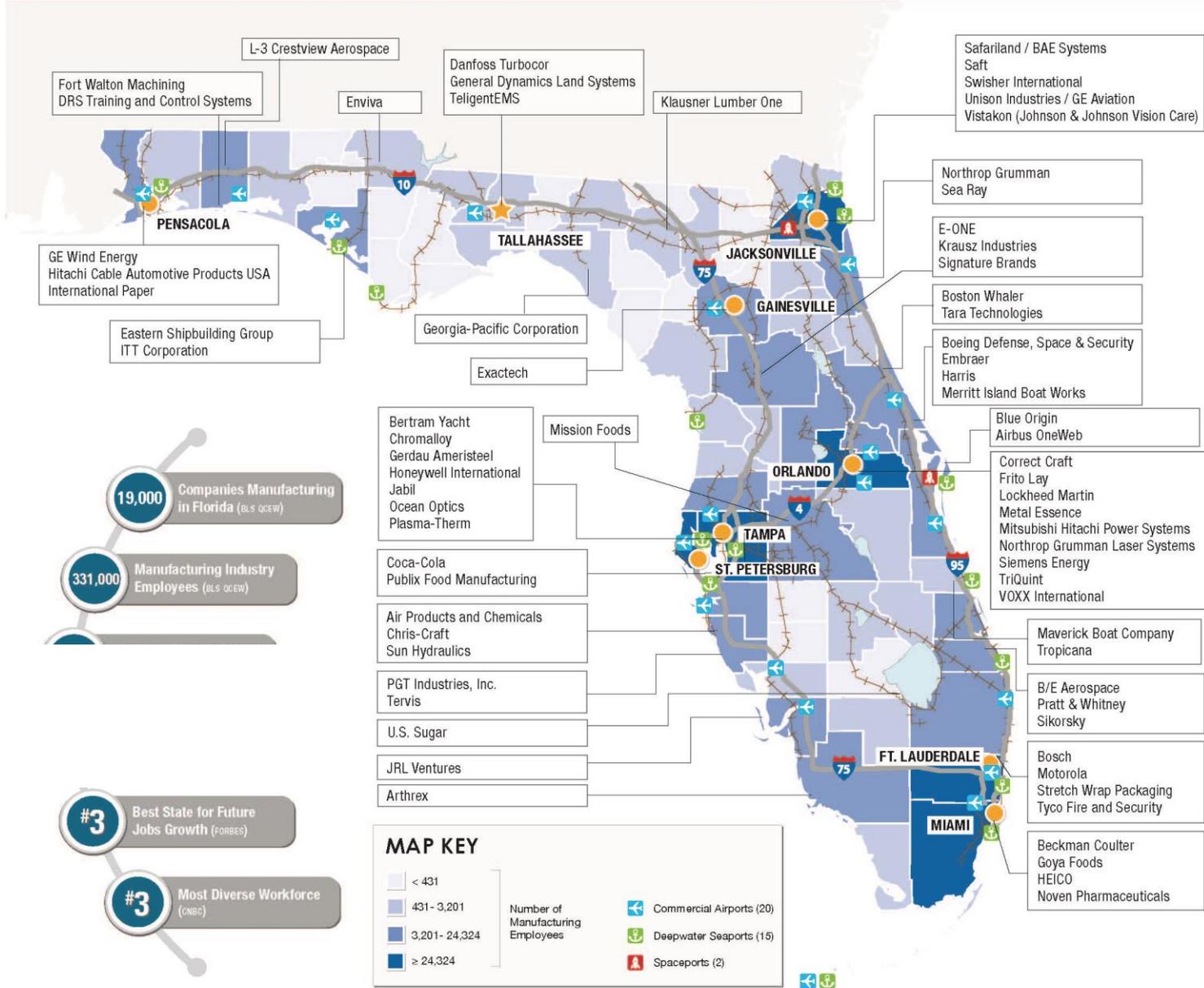
¹ Business Facilities

² Chief Executive

³ BLS Quarterly Census of Employment and Wages 2016

FLORIDA'S MANUFACTURING CLUSTER

(select companies highlighted)



Fort Walton Machining
DRS Training and Control Systems

L-3 Crestview Aerospace

Enviva

Danfoss Turbocor
General Dynamics Land Systems
TeligentEMS

Klausner Lumber One

PENSACOLA

GE Wind Energy
Hitachi Cable Automotive Products USA
International Paper

Eastern Shipbuilding Group
ITT Corporation

TALLHASSEE

JACKSONVILLE

GAINESVILLE

Georgia-Pacific Corporation

Exactech

Safariland / BAE Systems
Saft
Swisher International
Unison Industries / GE Aviation
Vistakon (Johnson & Johnson Vision Care)

Northrop Grumman
Sea Ray

E-ONE
Krausz Industries
Signature Brands

Boston Whaler
Tara Technologies

Boeing Defense, Space & Security
Embraer
Harris
Merritt Island Boat Works

Bertram Yacht
Chromalloy
Gerdau Ameristeel
Honeywell International
Jabil
Ocean Optics
Plasma-Therm

Mission Foods

ORLANDO

TAMPA

ST. PETERSBURG

Blue Origin
Airbus OneWeb

Correct Craft
Frito Lay
Lockheed Martin
Metal Essence
Mitsubishi Hitachi Power Systems
Northrop Grumman Laser Systems
Siemens Energy
TriQuint
VOXX International

Coca-Cola
Publix Food Manufacturing

Air Products and Chemicals
Chris-Craft
Sun Hydraulics

PGT Industries, Inc.
Tervis

U.S. Sugar

JRL Ventures

Arthrex

Maverick Boat Company
Tropicana

B/E Aerospace
Pratt & Whitney
Sikorsky

Bosch
Motorola
Stretch Wrap Packaging
Tyco Fire and Security

Beckman Coulter
Goya Foods
HEICO
Noven Pharmaceuticals

19,000 Companies Manufacturing in Florida (BLS QCEW)

331,000 Manufacturing Industry Employees (BLS QCEW)

#3 Best State for Future Jobs Growth (FORBES)

#3 Most Diverse Workforce (CNBC)

MAP KEY

 < 431	Number of Manufacturing Employees	Commercial Airports (20)
 431 - 3,201		Deepwater Seaports (15)
 3,201 - 24,324		Spaceports (2)
 ≥ 24,324		



Information Technology

**#1 em empregabilidade na area de High Tech
no Sudeste**¹

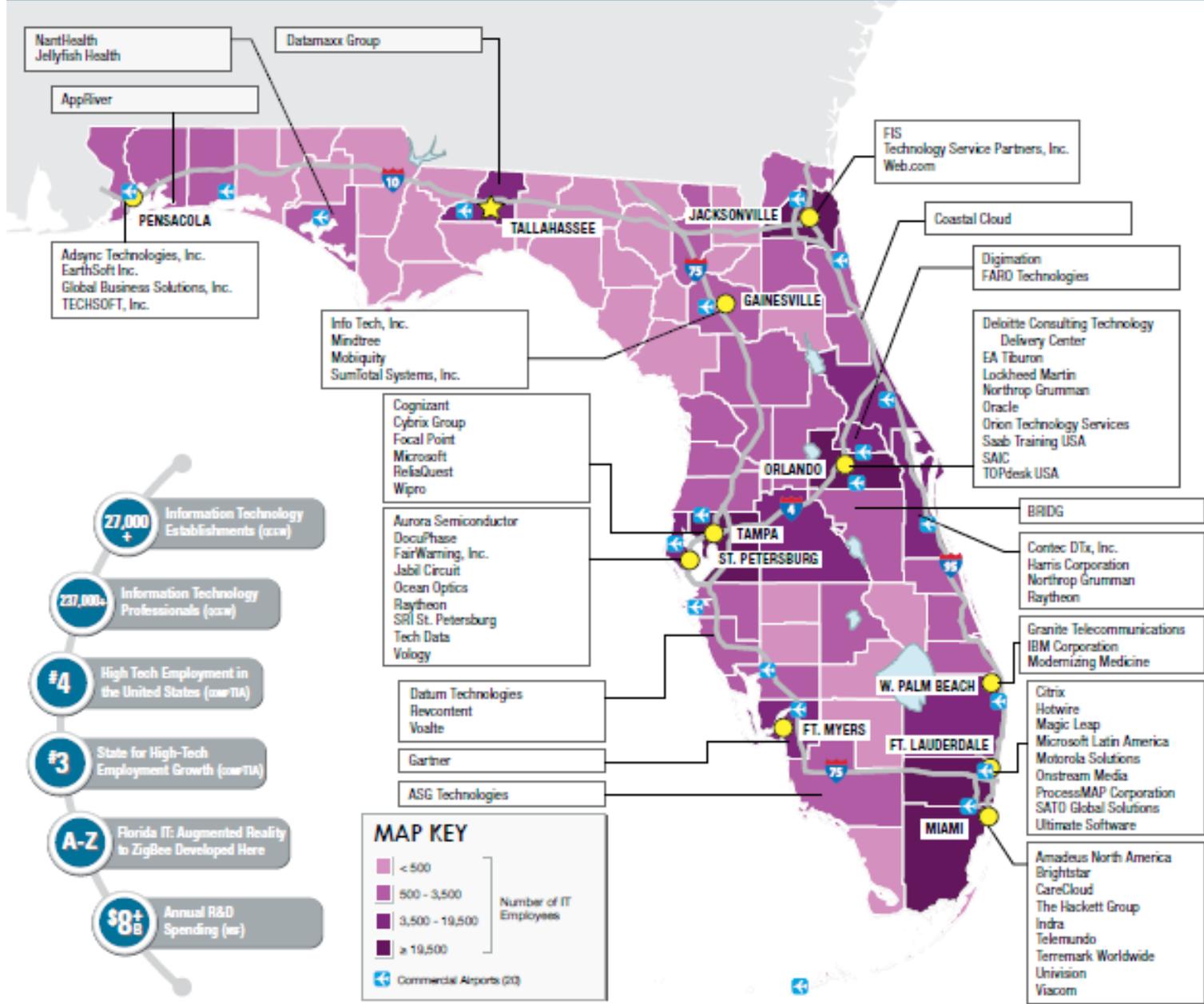
5th Rapido Crescimento em Vagas de Tecnologia²

Over 29,000 Empresas TI empregam 400,000 profissionais¹

Miami está entre as **Top 5**
cidades mais interconectadas do mundo³

FLORIDA'S INFORMATION TECHNOLOGY CLUSTER

(select companies highlighted)



- 27,000+** Information Technology Establishments (ICW)
- 237,000+** Information Technology Professionals (ICW)
- #4** High Tech Employment in the United States (ICW/ITA)
- #3** State for High-Tech Employment Growth (ICW/ITA)
- A-Z** Florida IT: Augmented Reality to ZigBee Developed Here
- \$8+** Annual R&D Spending (ICW)

MAP KEY

- < 500
- 500 - 3,500
- 3,500 - 19,500
- ≥ 19,500

Number of IT Employees

- Commercial Airports (CA)

NantHealth
Jellyfish Health

Datamax Group

AppRiver

Adsync Technologies, Inc.
EarthSoft Inc.
Global Business Solutions, Inc.
TECHSOFT, Inc.

Info Tech, Inc.
Mindtree
Mobiquity
SunTotal Systems, Inc.

Cognizant
Cybrix Group
Focal Point
Microsoft
ReliaQuest
Wipro

Aurora Semiconductor
DocuPhase
FairWarning, Inc.
Jabil Circuit
Ocean Optics
Raytheon
SRI St. Petersburg
Tech Data
Vology

Datum Technologies
Revocontent
Voalte

Gartner

ASG Technologies

FIS
Technology Service Partners, Inc.
Web.com

Coastal Cloud

Digimation
FARO Technologies

Deloitte Consulting Technology
Delivery Center
EA Tiburon
Lockheed Martin
Northrop Grumman
Oracle
Orion Technology Services
Saab Training USA
SAIC
TOPdesk USA

BRIDG

Contec DTX, Inc.
Harris Corporation
Northrop Grumman
Raytheon

Granite Telecommunications
IBM Corporation
Modernizing Medicine

Citrix
Hotwire
Magic Leap
Microsoft Latin America
Motorola Solutions
Onstream Media
ProcessMAP Corporation
SATO Global Solutions
Ultimate Software

Amadeus North America
Brightstar
CareCloud
The Hackett Group
Indra
Telemundo
Terremark Worldwide
Univision
Viacom



Financial Services

3rd Maior cluster do setor financeiro e de seguros dos EUA ¹

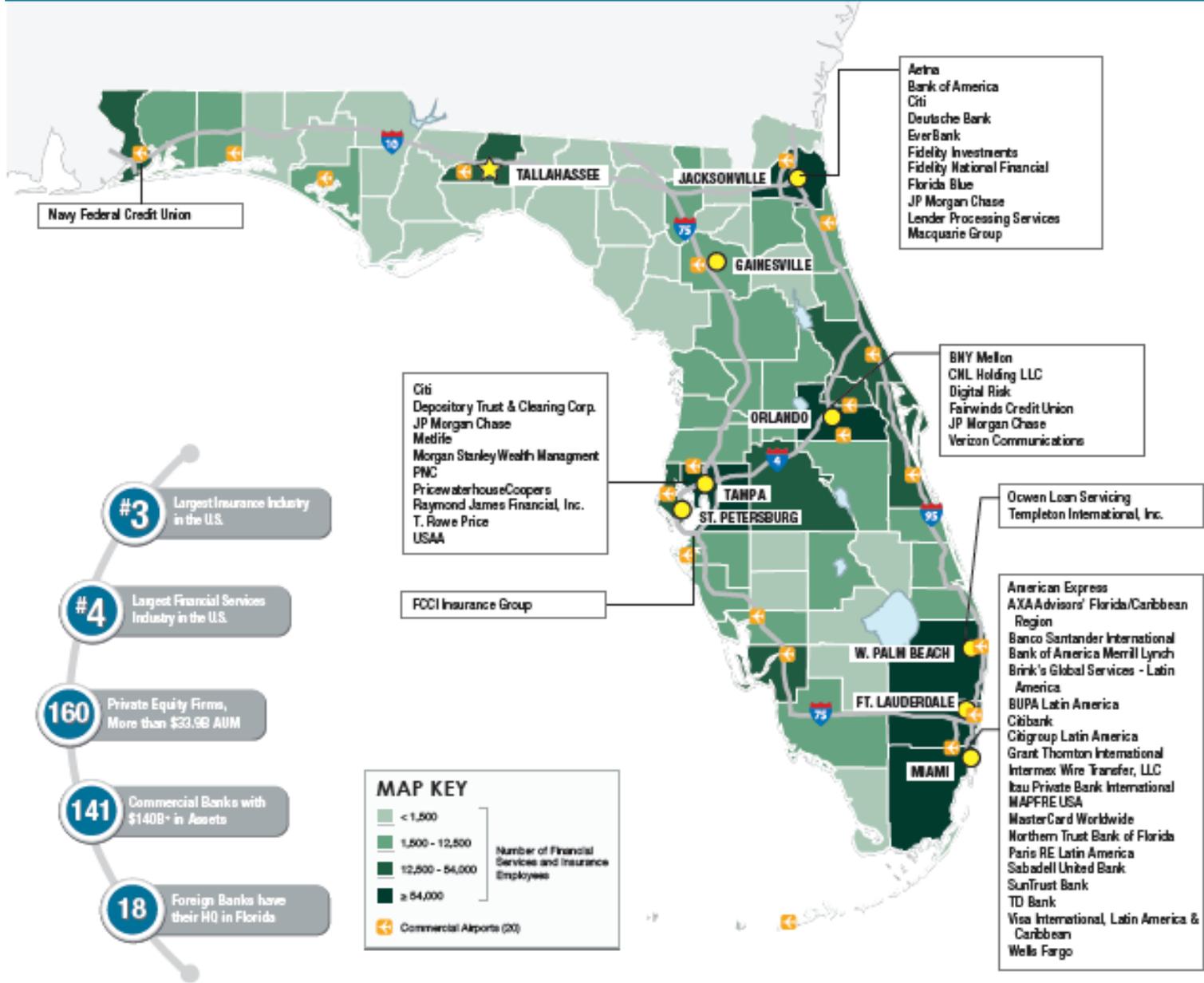
2nd nos EUA em numero de escritorios de serviços profissionais, científicos e técnicos ¹

Pontos Fortes da Flórida

- Seguros
- Bancos Internacionais
- Bancos de Investimentos Privados
- Private Equity & Hedge Funds
- Shared Services Centers

FLORIDA'S FINANCIAL SERVICES CLUSTER

(select companies highlighted)





Logistics & Distribution

\$53 Bilhões Exportados por empresas da Florida

#2 em Infraestrutura¹

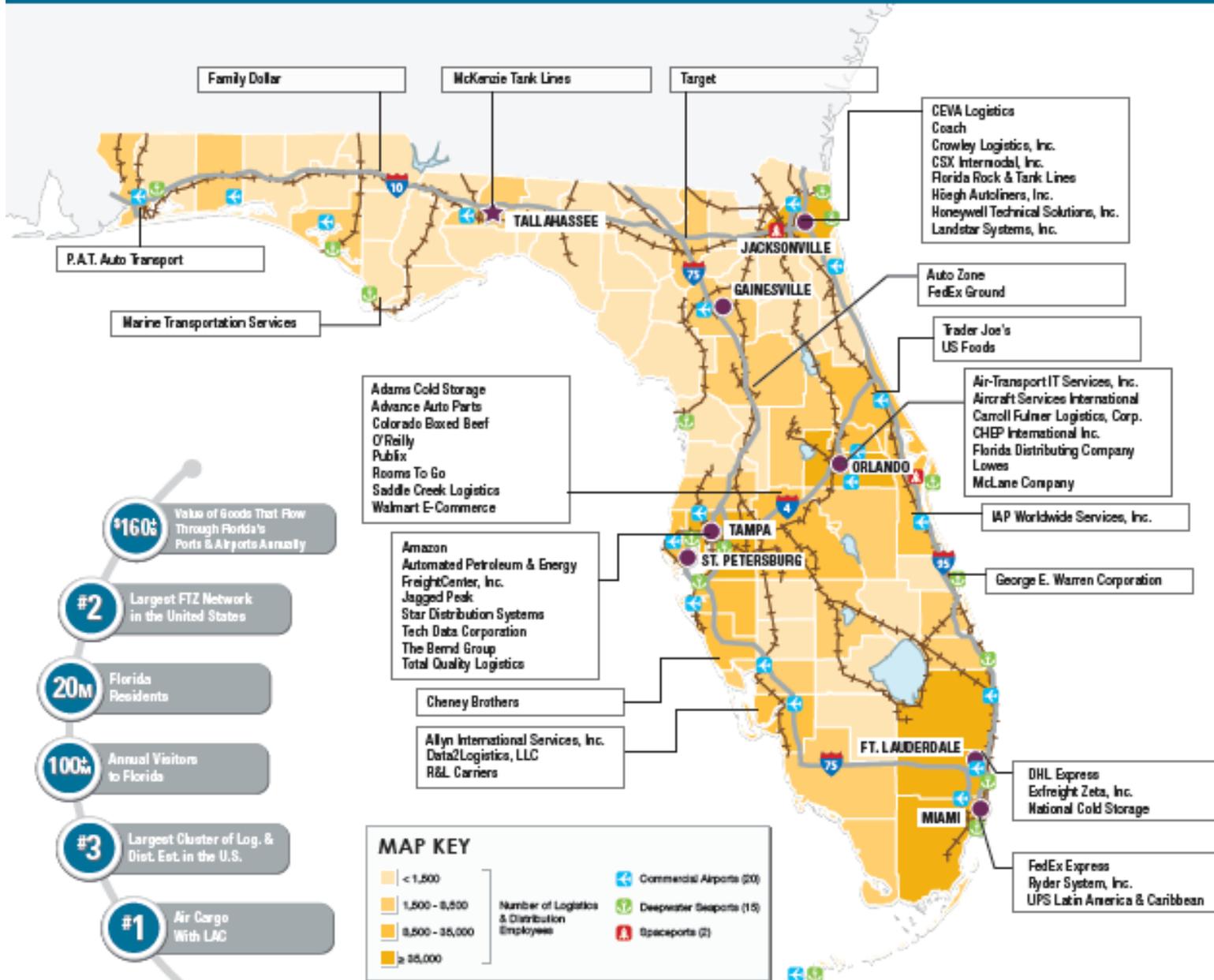
3rd maior cluster de estabelecimentos dos EUA.²

Mais de 69,000 Empresas da area de Comercio Exterior,

Transportes e Logistica empregando 691,000 profissionais ²

FLORIDA'S LOGISTICS & DISTRIBUTION CLUSTER

(select companies highlighted)



\$160B Value of Goods That Flow Through Florida's Ports & Airports Annually

#2 Largest FTZ Network in the United States

20M Florida Residents

100M Annual Visitors to Florida

#3 Largest Cluster of Log. & Dist. Est. in the U.S.

#1 Air Cargo With LAC

MAP KEY

 < 1,500	Number of Logistics & Distribution Employees	✈ Commercial Airports (20)
 1,500 - 8,500		⚓ Deepwater Seaports (15)
 8,500 - 35,000		✈ Spaceports (2)
 ≥ 35,000		

Adams Cold Storage
Advance Auto Parts
Colorado Boxed Beef
O'Reilly
Publix
Rooms To Go
Saddle Creek Logistics
Walmart E-Commerce

Amazon
Automated Petroleum & Energy
FreightCenter, Inc.
Jagged Peak
Star Distribution Systems
Tech Data Corporation
The Bernd Group
Total Quality Logistics

Cheney Brothers

Allyn International Services, Inc.
Data2Logistics, LLC
R&L Carriers

CEVA Logistics
Coach
Crowley Logistics, Inc.
CSX Intermodal, Inc.
Florida Rock & Tank Lines
Hoegh Autoliners, Inc.
Honeywell Technical Solutions, Inc.
Landstar Systems, Inc.

Auto Zone
FedEx Ground

Trader Joe's
US Foods

Air-Transport IT Services, Inc.
Aircraft Services International
Carroll Fulmer Logistics, Corp.
CHEP International Inc.
Florida Distributing Company
Lowes
McLane Company

IAP Worldwide Services, Inc.

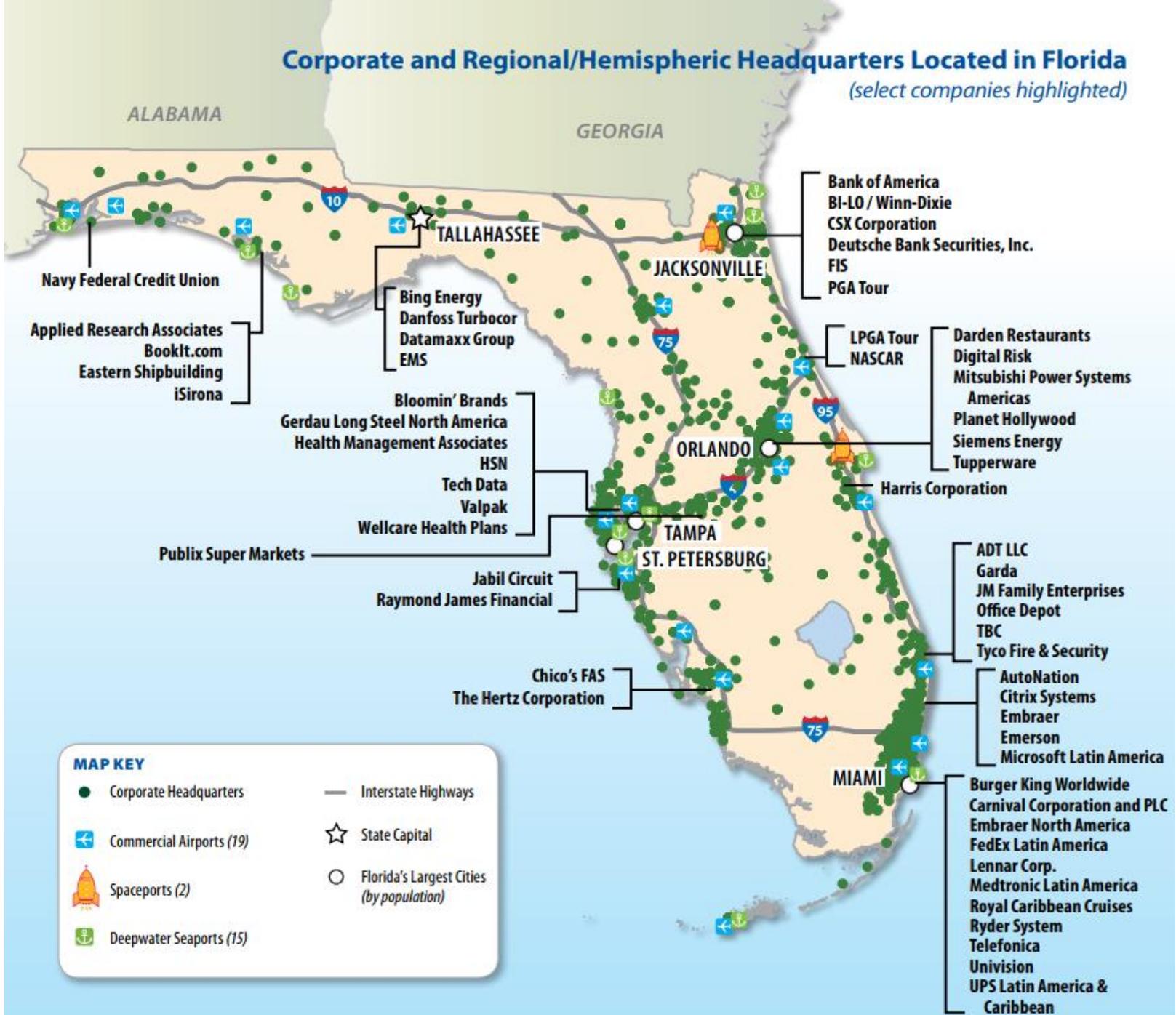
George E. Warren Corporation

DHL Express
Exfreight Zeta, Inc.
National Cold Storage

FedEx Express
Ryder System, Inc.
UPS Latin America & Caribbean

Corporate and Regional/Hemispheric Headquarters Located in Florida

(select companies highlighted)



MAP KEY

- Corporate Headquarters
- ✈ Commercial Airports (19)
- Spaceports (2)
- ⚓ Deepwater Seaports (15)
- Interstate Highways
- ☆ State Capital
- Florida's Largest Cities (by population)

Navy Federal Credit Union
Applied Research Associates
BookIt.com
Eastern Shipbuilding
iSirona

Bing Energy
Danfoss Turbocor
Datamaxx Group
EMS

Bloomin' Brands
Gerdau Long Steel North America
Health Management Associates
HSN
Tech Data
Valpak
Wellcare Health Plans

Publix Super Markets

Jabil Circuit
Raymond James Financial

Chico's FAS
The Hertz Corporation

Bank of America
BI-LO / Winn-Dixie
CSX Corporation
Deutsche Bank Securities, Inc.
FIS
PGA Tour

LPGA Tour
NASCAR

Darden Restaurants
Digital Risk
Mitsubishi Power Systems
Americas
Planet Hollywood
Siemens Energy
Tupperware

Harris Corporation

ADT LLC
Garda
JM Family Enterprises
Office Depot
TBC
Tyco Fire & Security

AutoNation
Citrix Systems
Embraer
Emerson
Microsoft Latin America

Burger King Worldwide
Carnival Corporation and PLC
Embraer North America
FedEx Latin America
Lennar Corp.
Medtronic Latin America
Royal Caribbean Cruises
Ryder System
Telefonica
Univision
UPS Latin America & Caribbean



12 PUBLIC
UNIVERSITIES

345,672

total students enrolled (Fall 2015)

4th nationally
in research expenditures

86,118

degrees awarded 2015-16

nearly **\$80 billion**
economic impact to Florida





Incentivos

- Impostos
 - Qualified Target Industry (QTI) Tax Refund Program
 - Capital Investment Tax Credit (CITC)
 - Tax Exemptions
- Mão de obra / Treinamento
 - Quick Response Training (QRT)
 - Incumbent Worker Training (IWT)
 - Veterans Florida Business Training Grant



Qualified Target Industry (QTI)

- Create at least 10 New Jobs
- Qualified Target Industry
- Average Wage at least 115% Area Wage
 - Base award: \$3,000 per job
 - Bonuses available for wages, high impact sectors and distressed areas
- Taxes Eligible for Refund
 - Corporate Income
 - Sales & Use
 - Ad Valorem



- **EFI Brazil / IC's Portfolio:**

- Trade Support para empresas da FL e organizações

- Pesquisas de Mercado e Reports
 - Uso do escritorio da EFI's em SP
 - Checagem de empresas locais
 - Suporte Logistico
 - Agendamento de Reuniões
 - Informações sobre Industrias e setores locais
 - Participação em eventos e feiras
 - Industry/Country Briefings
 - Representação de Empresas
 - Brazil Buzz Publication – mensal

- FDI Assistance

- Participação em eventos e seminarios
 - Assistencia a empresas brasileiras que desejam se instalar na Florida



FDI Assistance

- Busca de Propriedades Comerciais e Industriais na Flórida com confidencialidade
- Informações sobre os principais setores econômicos do Estado
- Informações sobre demografia e mão de obra
- Apresentação a agências do estado e de municípios
- Serviços de apoio a exportação – incluindo marketing
- Apoio em assuntos relativos a permissões e regulamentos



EFI Brazil

Contato com
empresas
interessadas em
internacionalizar

Reuniao Inicial

Preenchimento do
Questionário

FDI Team

Entrada do Projeto
no Sistema
(Salesforce)

Busca por
informações
relevantes na Flórida
sobre a indústria

Contato com EDOs
das regiões de
interesse

EFI Orlando

Compartilhamento
de informações
locais

Preparo de
documento com
informações das
regiões

Agendamento de
reuniões na Florida

Empresas Brasileiras na Florida





Video

We are Enterprise Florida

- [https://youtu.be/ FNua-HIDkU](https://youtu.be/FNua-HIDkU)



THANK YOU !

Enterprise Florida Brazil Office

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