

Deutsch-Brasilianische Wirtschaftstage Encontro Econômico Brasil-Alemanha





Bundesverband der Deutschen Industrie (BDI) Confederação Nacional da Indústria (CNI) Federação das Indústrias do Estado de Santa Catarina (FIESC) Instituto Euvaldo Lodi (IEL) Ministério das Relações Exteriores (Itamaraty) Câmara de Comércio e Indústria Brasil-Alemanha (AHK) Deutscher Industrie- und Handelskammertag (DIHK)

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# PROGRAM

# as of 18 September 2015

# xxxIII German-Brazilian Economic Meeting 2015

# "Cooperation to overcome challenges"

### Conference venue:

### Joinville, SC - Brazil

### September 21<sup>st</sup> – 22<sup>nd</sup>, 2015

# Venue: Expoville Joinville, Santa Catarina











#### German-Brazilian Economic Meeting 2015

## XXXIII Entrepreneurial Meeting

# "Cooperation to overcome challenges"

	Sunday, September 20 <sup>th</sup> , 2015
	Venue: Bourbon Hotel Address:Rua Visconde de Taunay, 275 Joinville, SC
10h00 - 11h00	Invitation only for Members
Room: Araucaria	Preparatory Meeting of the German-Brazilian Initiative on Agribusiness (Brazilian side)
Capactiy:	Expected number of participants: 20-30 persons
30/ U Format	
In parallel	
10h00 - 11h00	Invitation only for Members
Room:	Preparatory Meeting of the German-Brazilian Initiative on Agribusiness
Palmeira III	(German side)
Capacity: 40/U- Format	Expected number of participants: 20-30 persons
11h00 – 14h00	Invitation only for Members
Room: Palmeira I & Palmeira II	Meeting of the German-Brazilian Initiative on Agribusiness Expected number of participants: 50 – 60 persons
Capacity: 50/U- Format	
13h00 – 14h30	Brunch Buffet
14h30 – 17h30	Invitation only for Members
Room:	Innovation Dialogue (Forum on Innovation)
Palmeira I & Palmeira II	Expected number of participants: 50-60 persons (U-shaped seats arrangement)
Capacity: 50/U Format	
In parallel	











14h30 – 17h30	Invitation only for Members
Room: Palmeira	Meeting of the SMEs Forum
	Expected number of participants: 20-30 persons
Capacity: 40/U- Format	
In parallel	
19h00	German Brazilian Personality Award 2015 - By invitation only
Venue: Theater "Harmonia Lyra" Joinville	Official beginning: 19h00 Beginning of the award ceremony: 20h00
	German Awarded – Heinz Hermann Thiele, Owner and Chairman of the Supervisory Board Knorr-Bremse Group
	Brazilian Awarded – Weber Porto, CEO Evonik Degussa Brasil Ltda.
	Venue: Teatro "Harmonia Lyra". Address: Rua Quinze de Novembro, 485 – Centro, Joinville
	Information and Registration:
	Câmara de Comércio e Indústria Brasil-Alemanha <b>Ms. Andreia Santos</b> , Events Supervisor Tel.: (+55 11) 5187 5140   Fax: (+55 11) 5181 7013
	E-mail: eventos@ahkbrasil.com   Internet: http://www.ahkbrasil.com











#### XXXIII German-Brazilian Economic Meeting 2015

#### "Cooperation to overcome challenges"

Venue: Expov Address: Rua	/ille XV de Novembro, 4315. Glór	ia. Joinville-SC			
08h00 - 09h00	Registration and Welcome	Registration and Welcome Coffee			
09h00 - 10h30	Opening Session				
Room: Plenary "Orquídea" / <i>Orchid</i>	German Brazilian Economic M "Cooperation to overcome ch	-			
Greetings	Glauco Corte, President	President, FIESC	с	5'	
	Udo Döhler	Mayor of Joinville	с	5'	
Speech	Robson Braga de Andrade	President, CNI	с	15'	
	Ulrich Grillo	President, BDI	с	15'	
	Matthias Machnig	Vice Minister of Economy and Energy	с	15'	
	Armando Monteiro	Minister of Development, Industry and Foreign Trade of Brazil	С	15'	
	Raimundo Colombo	Governor of Santa Catarina	с	5'	
10h30 – 11h00	Coffee Break				
11h00 - 12h30 Room: Plenary "Orquídea"/ Orchid	Panel – Economic and Trade Policies as well as bilateral trade opportunities Brazil and Germany have shared a strategic partnership since 2008 that determines their bilateral and multilateral cooperation. Negotiations about free trade agreements between the EU and the US, as well as between the EU and Mercosur are driving economic changes. China and Latin America are in a new phase of their relationship with an increasing level of investments and trade. New companies have global orientations and Brazilian multinationals have also gained more influence. SMEs and their profit margins are increasingly influenced by changes in the global economy. Consumers of the worldwide emerging middle class give a new impulse for products and increase demand. Better business environments, for innovations and the creation of new jobs are essential. Both countries are affected by a changing global economic environment with increasing competition.				











	<ol> <li>What are the biggest economic challenges for both countries at the moment? In which fields can they work closer together?</li> <li>How can the bilateral partnership contribute to strengthen the economic positions of both countries?</li> <li>What is the greatest contribution of Germany and Brazil in their region</li> <li>Which are the most urgent economic and trade policy issues that need to be resolved within the German-Brazilian partnership?</li> </ol>			
Moderator	Hildegard Stausberg	Journalist	с	
Discussion	Ana Paula Repezza	Executive Manager for Market Strategy, Apex- Brasil	с	
	Ingo Plöger	President, CEAL	с	
	Matthias Machnig	Vice Minister of Economy and Energy	с	
	Andreas Renschler	Chairman, Latin America Committee of German Business (LADW)	с	
		Member of the Group Board of Management of Volkswagen AG and CEO of Volkswagen Truck & Bus GmbH		
<b>12h30 - 13h00</b> Room:Tulipa / <i>Tulip</i>	Press Conference			
Statements by	Armando Monteiro	Minister of Development, Industry and Foreign Trade of Brazil	с	
	Ulrich Grillo	President, BDI	С	
	Robson Braga de Andrade	President, CNI	С	
	Matthias Machnig	Vice Minister of Economy and Energy	с	
Q&a	Wolfram Anders	President, German-Brazilian Chamber for Industry and Commerce	с	
	Andreas Renschler	Chairman, Latin America Committee of German Business (LADW), Member of the Group Board of Management of Volkswagen AG and CEO of Volkswagen Truck & Bus GmbH	С	











<b>12h30 - 14h00</b> Room: Exhibition area	Luncheon for participants	
<b>14h00-14h45</b> Room:		ationsQualität: Über den Wert des Neuen" about quality the chapters written by Natalino Uggioni, Superintendent,
Plenária	Glauco José Côrte	President, FIESC
Orquídea Orchid Plenary	Wolfgang Wolf	Director, Association of Industries Baden- Württemberg (LVI)
	Franziska Koch	Manager Executive Latin America, Steinbeis School of International Business and Entrepreneurship
	Presentation of the business Germany Meeting 2016	location Thuringia, Germany – Venue of the Brazil-
14h45-16h15	Forum I: Innovation for the Fu	iture
Room: Bromélia/ Bromelia <b>Parallel</b>	Forum I: Innovation for the Future Germany and Brazil will change rapidly in the coming years. In industry the boundaries between sectors are dissolving, inter-sectoral cooperation is on the increase, new business models are being created, the world of work is undergoing change. Innovation and new technologies (e.g. digitalization as enabler) are a priority for both countries for value creation which leads to new jobs and prosperity. There are many joint projects between both countries in the innovation field which have been discussed at the Innovation Dialogue on Sunday, e.g. the Building of International Innovation Centers in Brazil between Fraunhofer Society and EMBRAPII. In this forum, the panellists will point out and discuss potential strategic innovation topics and possible fields of innovation cooperation <i>between Brazil and Germany</i> (e.g. Industry 4.0.) <i>for the future</i> along the lines of the following questions:	











	1.	technology fields l	fic added value of innovation cooperation in sp between Brazil and Germany in a rapidly chain n bioenergy or automotive innovation?	
	2.	existing best practic	of successful cooperation? What can we learn ce examples in the field of innovation cooperation? actices in one field also to other technology fields?	
	3.	the High-Tech Str innovative technolo bilateral agreemen	d international R & I policy of Brazil and Germany rategy) creating the right framework condition gies and bilateral innovation cooperation? E.g. ca t on research, development and innovation enh tion and integrate SMEs' accordingly?	s for in the
	4.	How can bilateral re other?	esearch and innovation projects be better linked to	each
	5.	•	ities for financing bilateral Brazilian-German innov ould be set up in the future?	vation
	6.	Innovation and Entr involve SMEs and s	epreneurship go hand in hand. What is the best w startups?	vay to
	7.	the German-Brazilia Wissenschafts- und	ms such as the informal "Innovation Dialogue" link an Economic Days or DWIH ("Deutsches I Innovationshaus") useful tools to enhance and innovation cooperation? What can be improved ar ed?	
Moderator	Wilson Br	icio	President, ZF South America	с
Kick-off	Pedro Wo	ongtschwoski	President, EMBRAPII	с
Discussion	Paulo Mó		Superintendent, IEL	с
	Raoul Klir	ngner	International Business Development, FhG	с
	Sergio Ga	argioni	President, Research and Innovation Support Foundation for the State of Santa Catarina, FAPESC	С
	Marcos V	inicius de Souza	Secretary of Innovation, MDIC	с
	Norbert L	ütke-Entrup	Board member of the BDI/BDA Committee for Research, Innovation and Technology Policy	С











14h45-16h15	Forum II: Bioeconomy	and Biotechnology			
Room:Tulipa <i>Tulip</i> Parallel	The Green Economy or the Low fossil Carbon Economy are a key component of the global agenda for the next decade. The G7 defined efforts to reach the end of the fossil era in 2100. Brazil has developed high-end materials in its value added chain of agribusiness coming from vegetables and animals. Germany has substantial knowhow in the processing of industrial and consumer-end products coming from fossil materials. Combining the expertise of Brazil and Germany could enhance a new target for Biotechnology on a large scale. Fiber coming from biotech for industrial and consumer-end users is in both countries a target for future products. In the TTIP negotiations between EU and US two principles are in debate: the precaution (EU) and the safety (USA) principle. The question is which principle will be adopted by the German-Brazilian cooperation?				
	<ol> <li>What kind of new markets will be attended?</li> <li>Will the new products be traded under different prices?</li> <li>How will the bridging process from fossil to bioeconomy be financed?</li> <li>What kind of programs could be developed between Brazil and Germany?</li> <li>How will Brazil and Germany position themselves at the climate conference in Paris?</li> </ol>				
Moderator	Diana Jungmann	Intellectual Property and Bioeconomy Coordinator, Industrial Policy Executive Management Unit, CNI	С		
Kick off	Robert Kloos	State Secretary of the Federal Ministry of Food and Agriculture	С		
Discussion	Peter Nagler	Head of International Innovation, Evonik Industries Corp.	С		
	Ércio Kriek	CEO, Eco Conceito do Brasil S.A.	С		
	Maria Beatriz Bley Martins Costa	Executive Director, Planeta Orgânico	С		
	Christian Lohbauer	Christian Lohbauer Head of Public and Governmental Affairs PGA Brazil, Bayer and Director, ABAG			
16h15-16h45	Coffee Break				











Room: Bromélia/ Bromélia Parallel	consumers, digitalization – – is already part of their e every link in the industrial v	in the form of social media, e-commerce or mobile in		
	The digitalization of business, society and day-to-day life means a radical change. For consumers, digitalization – in the form of social media, e-commerce or mobile internet – is already part of their everyday life. Now, the digital transformation is permeating every link in the industrial value chain, from logistics through production to service. The "internet of things" is becoming reality. More and more products and machines are interconnected. Digital technologies are changing value creation and innovation processes. The integration of digital technologies in products such as cars, medical devices or household objects in buildings and production is moving forward with dynamism. Many people talk about a "fourth industrial revolution". The economic potential is enormous. But there are also weaknesses and risks. Industry and regulators need to work			
	<ol> <li>together to tap the full potential.</li> <li>1. How can we ensure a maximum of IT-security in a connected digital world? Does "more digital" mean "more possibilities" for industrial espionage and cyberattacks?</li> <li>2. Digital businesses are data-based businesses: Do we have a data protection framework that is fit for this purpose?</li> <li>3. How do we achieve interoperability and common technical standards? Conthere be a "lingua franca" for the machine-to-machine communication?</li> <li>4. What are the chances for cooperation between German and Brazilian companies?</li> </ol>			
Moderator	Stefan Mair	Member BDI Board	с	
Kick-off	Wolfgang Tiefensee	Minister of Economy, Science and Digital Society	с	
Discussion	Paulo Stark	President & CEO, Siemens do Brasil	с	
	Valsoir Tronchin	Vice President, SAP Brazil, Center of Excellence – Platform Architecture for Innovation	С	
-	Ailtom Barberino do Nascimento	VP Global Stefanini	с	
16h45-18h15	Forum IV: Challenges F	aced by Cities		
Room:Tulipa/ <i>Tulip</i> Parallel	Almost 9% of the world's population will be living in 41 megacities (those with more than 10m inhabitants) by 2030. Today, about 85% of the Brazilian population is living in urban areas and around 40% of the total population in urban agglomerations of more than 1m citizens. An exploding urbanization poses an array of challenges and offers a great number of opportunities at the same time. To grow sustainably, cities must make their infrastructures more efficient, in areas like recycling and waste management, water supply and treatment as well as "green and smart building". Investments and continued progress in these areas are essential for establishing a long-term balance between economic growth and environmental protection. Technology and innovative approaches as well as public policy instruments are required for this purpose			



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	1.	intensely in	eas could Brazilian and German companies cooperate mon order to develop and deliver long-term solutions within the ource management?	
	2.		licy makers and industry create incentives for citizens to a nvironmentally-friendly and new habits?	dopt
	3.		s concerning "green and smart building" are prioritized with -Brazilian partnership and which projects are being develo	
	4.			
	5.		ntials can be used by the German recycling and waste nt industry to further support Brazilian plans within its natio policy?	nal
	6.		e most urgent challenges in the areas of waste manageme reatment in Brazil?	ənt
Moderator	Deonísio 1	C. Petry	Managing Director, Figwal SAO	с
Kick-off	Görge Dee	erberg	Fraunhofer Project "Morgenstadt"	С
	Udo Döhle	er	Mayor Joinville	С
	Paulo Ferr	reira	Secretary of Environmental Sanitation, Ministry of Cities	С
	Christoph	Busch	CEO, AVG Cologne, Waste Competence Center	с
	Thomas B	erger	Director SAPOTEC, Environmental Remediatoin	С
18h30 – 19h00 Plenária Orquídea Orchid Plenary	Presentation of the Bolshoi Ballet of Santa Catarina			
19h00-21h00 Exhibition area	Receptio	n on the inv	ritation of FIESC	





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## XXXIII German-Brazilian Economic Meeting 2015

# "Cooperation to overcome challenges"

<u>Tuesday, Sep</u>	otember 22 <sup>nd</sup> , 2015				
Venue: Expoville	9				
Address: Rua X	V de Novembro, 4315. Glória. J	oinville-SC			
08h30 - 13h45	Business Matchmaking (	Business Matchmaking (pre-scheduled meetings)			
9h00-10h30	Forum V: Mobility and Con	-			
Room:		pment is the central challenge for the emerging ry. The task of providing an infrastructure that fa			
Bromélia/ <i>Bromelia</i>	productivity and efficiency is r	not only essential for the megacities of Brazil but all t	he more		
Parallel		s. At the heart of all public and private urbanization ir itizens' quality of life. Various projects within the (			
Parallel	Brazilian partnership are pro	moting the incorporation of sustainable solutions.	But it is		
		t that simple solutions of urban mobility – be it the nanage the connection of people and goods, knowle			
	innovation, cities and regions	s. Intelligent solutions are being developed in order	to push		
		e boundaries of connectivity and mobility and further bridge the gap between them. ansportation technologies, dynamic transportation systems, e-drive technologies, rental			
	and sharing systems are on the way to bridge the last-mile barrier.				
	1. What kind of mobility will be requested in the future from the citizens?				
	2. In which way are mobility and connectivity going to influence each other?				
	3. Big data is the resource of the 21st century for improving efficiency in various industries. How can we combine the harnessing of big data and the protection of individual rights?				
	4. How realistic is a 21st century?	global solution for the challenges posed by mobility i	n the		
	5. In which areas ca and connectivity?	n Brazil and Germany work together in the field of m	obility		
Moderator	João Emílio Gonçalves	Executive Manager, Industrial Policy, CNI	С		
Kick-off	Antônio Roberto Cortes	President & CEO, MAN Latin America and Volkswagen Truck & Bus	с		
Discussion	Gerald Degen	Senior Vice President of Manufacturing, BMW Group Araquari	с		
	Gleide Patrizi	BMW, Vice President, ANFAVEA	с		
	Peter Mirow	Executive Director, DB International Brasil Ltda	С		
	Ideval Munhoz	President, T-Systems do Brasil Ltda	с		





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9h00 – 10h30	Forum VI: Health Care				
Room:Tulipa/ <i>Tulip</i> Parallel	<ul> <li>Brazil is the biggest economy in Latin America. Many German companies in the pharmaceutical and medical devices sector established in the country a long time ago.</li> <li>Besides some recent drawbacks of the general economic development, the service sectors remained stable, and the private healthcare sector still demands large investments. Both economic growth of the country and epidemiological transition have contributed to an increasing demand of pharmaceuticals, medical devices and high-end hospital equipment, besides the need for provision of modern health service management and infrastructure.</li> <li>Until recently, the Brazilian law had forbidden private foreign investments in Brazilian hospitals. For some years, foreign investments had already been possible in the pharmaceutical, diagnostic and health insurance sectors. A recent bill of law (2015) has now authorized the participation of foreign investment in the Brazilian health care system, such as hospitals and clinics. This improved access to the Brazilian health care market is expected to further increase German investments in the sector.</li> </ul>				
	discussions regarding the administrative and bureaucra foreign investments and the access of German compar	discussions regarding the administrative and bureaucratic hurdles in Brazil for foreign investments and the access of German companies to the market. The Brazilian government has changed some policies since then. How do you see			
	2. What are the real chances for cooperation between Ge companies?	erman and Braz	rilian		
	3. Where do you see the best potential for private investme sector in Brazil?				
	4. How do you see the potential for Brazilian companies to establish their health care products and services in Germany? Which sectors are most promising?				
	5. Brazil is currently undergoing an important demographic transition with considerable impact on the health sector: different patterns of diseases (shift from infectious diseases to lifestyle diseases such as diabetes and hypertension also in the lower income groups), increased need for rehabilitation, creation of employers' liability insurance associations based on lack of skilled workers, health insurances etc. Is the private health sector in Brazil prepared for that? What are the opportunities for German companies in this context?				
	6. Establishing new healthcare facilities requires several stages and different disciplines from concept design, contractual planning, construction to operations management. How worthy would it be for a manufacturer of medical devices /pharmaceuticals or a hospital operator to be part of an association that offers all of the demanded expertise? Would you consider a German syndicate to be feasible?				
Moderator	Jörg Heukelbach GHP, Professor University of Ceara	á	с		
Kick-off	Wilson Zampini President, Ottobock Regional Presi	ident LA	с		
Discussion	Bodo Kress Chief of Neuroradiology Krankenha	aus Nordwest	с		











	Roberto Liesegang	Motta, Fernandes Rocha Advogados	с	
	Eduardo Jorge Valadares	Director, Ministry of Health Brazil	с	
	Marcio Falci	Biolab, Advisor Scientific Committee	с	
10h30 – 12h00	Forum VII: Energy and Inf	rastructure		
Room: Bromélia	Brazil and Germany are rethinking their strategies on energy use and improvement		istainable needs of -intensive icts. Both ould work reas, and of almost ntinues to re in the om atomic ns and for oportunity	
	scenario? What	loes energy efficiency have in the industrial in are the latest developments? What are th ons in both Germany and Brazil to increase	e recent	
	projects in which should German a	s of the Brazilian infrastructure program? What are Germany and Brazil should increase cooperati nd Brazilian companies cooperate on these project as worked and which not?	on? How	
		Summit the "decarbonisation of the economy" co also part of the discussions. How can Brazil and matter?	-	
	4. How can Brazil make use of German experiences with promotion of renewable energy?			
	5. What is the expected role for renewable energies in the context of progressive withdraw from nuclear energy?			
	exchanging refrig	collectors to heat water and the governmental pr erators in Brazil were highly successful initiatives. o promote renewable energy in Brazil?	-	
Moderator	Wagner Cardoso	Executive Manager Infrastructure, CNI	с	



Realização:









Kick-off	Andre Clark Juliano	Vice President International Business, Camargo Corrrea and Coordinator of Committee on the Export of Services, ABDIB, Brazilian Association of Infrastructure and Base Industries	С	
Discussion	Cleverson Aroeira	Head of the Department of Transportation and Logistics/ Infrastructure Area, BNDES	С	
	Julian Thomas	General Manager Hamburg Süd and Alianca	С	
	Ciro Gomes	CEO, Transnordestina Logística	C	
	Hans-Dieter Beuthan	Lawyer, Beuthan & Associates	С	
	Mauro Ribeiro Viegas Neto	Executive President, Concremat	С	
10h30- 12h00	Workshop "Safety at the Wo	prkplace- Consequences from Regulation NR 12"		
	<ul> <li>implemented NR 12 and Germany has adapted in national regulations EU Directive 2006/42/EC for the machinery and Directive 2009/104/EC for minimum safety and health requirements for the use of work equipment. Brazil and Germany pursue the same intention in slightly different ways.</li> <li>According to the experiences of the last years in both countries especially in the machinery industry a review and a prospect to the future will be important for an increasing economic growth. In the current situation Brazil and Germany can strengthen their economies by teaming up in this important matter of safety at the Workplace in order to gain global competitiveness. The following issues will be an important part of the discussion:</li> <li>1. What is the current situation and how do the companies deal with it?</li> <li>2. How do other countries control safety at the workplace?</li> <li>3. How is market surveillance organised in these countries?</li> <li>4. What can be done auxiliarily to enhance the acceptance of governmental regulations?</li> <li>5. How can the cooperation be improved between Brazil and Germany in regard of machine safety and occupational safety as well as health?</li> <li>6. What are the next steps to be taken by companies and governmental organizations</li> </ul>			
Moderator	Thomas Junqueira Ayres Ulbrich	Executive Director, VDMA Brasil Liaison Office	с	
Discussion	Lourenço Righetti	ABIMAQ representative in the Thematic National Tripartite Commission of NR 12	с	
	Hermann Wegner	VDMA, Abteilung Umwelt & Technik	с	
	Michael Teschner	Managing Director, Multivac	с	





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	Martin Kunze	Director General, TÜV Rheinland Brasilien	tbc	
	Aida Becker	Ministry of Labour and Employment of Brazil	с	
	Alexandre Furlan	CNI, Chairman of the Board, Labor Relations	С	
12h00 - 12h30 Room: Plenary "Orquidea" / Orchid	Closing Session and Invitation to EEBA 2016 in Thuringia, Germany			
	Carlos Eduardo Abijaodi	Director of Industrial Development, CNI	С	
	Andreas Renschler	Chairman, Latin America Committee of German Business (LADW)	С	
		Member of the Group Board of Management of Volkswagen AG and CEO of Volkswagen Truck & Bus GmbH		
	Ambassador Sérgio Danese	Secretary General, Ministry of External Relations	С	
	Matthias Machnig	Vice Minister of Economy and Energy	С	
	Wolfgang Tiefensee	Minister for Economy, Science and Digital Society Thuringia	с	
12h30 - 13h45	Luncheon for participants by invitation of the state of Thuringia			
14h00	Company visits:			
	1. Itapoá Port			
	2. Senai			
	3. Siemens and Perini Business Park			
	4. BMW			









