



INDO BRAZILIAN  
**CHAMBER**



# Our Journey

The Indo-Brazilian Chamber of Commerce and Industry, better known as the Indo-Brazilian Chamber, was born from over two decades of social and humanitarian work led by Rotary Club leaders. This work promoted ethical values, cultural exchange, and friendship between the two nations. This experience highlighted the need for a chamber of commerce to foster fair and ethical bilateral trade between Brazil and India.

# What WE DO



The Indo-Brazilian Chamber offers support and services to its members in both Brazil and India. These services range from training and capacity building for those looking to internationalize to comprehensive advisory services, including support in engaging with institutions and government entities.



Additionally, our members gain access to a vast network of contacts, business opportunities, matchmaking, exclusive events, and guidance on trade regulations and procedures.



# Our VISION

Our vision is to build a strong bridge between the cultures and businesses of India and Brazil, promoting enduring and collaborative partnerships. We strive to be recognized as the leading entity in facilitating commercial relations between these two countries, fostering mutual growth and creating opportunities for companies of all sizes.

We aim to strengthen bilateral trade, drive joint innovation, and contribute to the sustainable economic development of both nations. Our goal is to serve as the link that successfully unites Indo-Brazilian business aspirations, fostering a prosperous and mutually beneficial collaboration for all.

# Our **Values**



## Responsible Sustainability

Commitment to sustainable business practices, preserving the environment, and embracing social responsibility.



## Shared Knowledge

Facilitating the exchange of knowledge, experiences, and best practices among members, promoting continuous learning and capacity building.



## Innovation

Encouraging a culture of innovation and entrepreneurship to enhance the competitiveness of businesses.

# Our Core **Values**



## Collaborative Partnerships

Promote partnerships and collaboration to drive mutual growth.



## Ethics and Transparency

Maintain high ethical standards, transparency, and good business practices.



## Diversity and Inclusion

Value cultural diversity, perspectives, and backgrounds, fostering equal opportunities and an inclusive environment.

# Meet our **BRAZIL | Team**



JOSÉ CARLOS AZEVEDO

•Chairperson of the Board



PAULO AZEVEDO

•CEO - Executive Director



GUSTAVO RAMOS

•Vice-Chairperson of the Board  
and COO



MARCELO LOPES

•Compliance Director

# Meet our **BRAZIL | Team**



ROLANDO BRANDÃO

•Treasurer



PAULA PASCOAL

•Head of Sustainability



GUSTAVO PIANUCCI

•Chief Financial Officer and  
São Paulo state representative



ÍSIS ARANTES

•General Secretary



BEATRIZ NÓBREGA

•Institutional  
Director

# Meet our **BRAZIL | Team**



**PAULO MAZZARDO**  
•President Director  
Rio Grande do Sul state



**IVAN GILIOLI**  
•President Director  
Santa Catarina state



**CÍCERO SCHLEDER**  
•President Director  
Paraná state



**DIOGO VIANNA**  
•President Director  
Minas Gerais state



**MAURICIO KNOPOLOCH**  
•President Director  
Rio de Janeiro state

# Meet our **BRAZIL | Team**



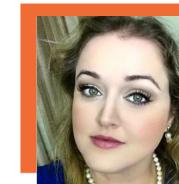
WELLINGTON MELLO  
•President Director  
Espírito Santo state



ROGÉRIO BRITO  
•President Director  
Goiás state



ALLAN CAMILO  
•President Director  
Mato Grosso state



LUCIANA VIGA  
•President Director  
Amazonas State



RICARDO CARVALHO  
•President Director  
Piauí state

# Meet our INDIA | Team



RAJNISH MAGAN  
•Vice-President -  
India



ASHISH KHANNA  
•Legal Director -  
India



TRUSHIT DESAI  
•Strategic Director -  
India



NILESH JARIWALA  
•Vice-President -  
India



JOHN THOMAS  
•Institutional Relations Director -  
India

# Meet our INDIA | Team



SACHIN JADHAV  
•Operations Director -  
India



SAMKIT SHAH  
•Business Director -  
India



SRINIVASAN  
NARAYANASWAMY  
•Institutional Director -  
India



AVI BHAI  
•Marketing Director -  
India



NARENDRA PATIL  
•Commercial Director -  
India

# Our **STRUCTURE**

We are present in 11 Brazilian states, in addition to the Federal District, with headquarters located in São Paulo. In India, we operate offices in New Delhi, Mumbai, and Surat. In both nations, our team is composed of more than 70 members.



# MAIN SECTORS OF **OPERATION**



Information  
Technology



Pharma and  
Healthcare



Agriculture



Energy



Mining



Food and  
Beverage



Automotive  
Industry



Logistics



Textile  
Industry



Chemical  
Industry



Infra and  
Construction



Financial  
Services



Education



Tourism

# SERVICES FOR MEMBERS

- Market Intelligence
- Institucional Support
- Logistical Support
- Invitation Letters for Visa Issuance
- Recommendation Letters
- Connection with Suppliers and Clients
- Governmental Visits Planning
- Visa Assistance
- Business Missions
- Event Organization / B2B Meetings
- Participation in Sectoral Events / Trade Shows in India and Brazil
- Business Reports
- Roadshows
- Support for Dispute Resolution

# SERVICES FOR MEMBERS VIA OFFICIAL PARTNERS

- Marketing e Advertising
- Training and Capacity Building
- Consulting Services
- Access to Databases
- International Accounting Services
- Financial and Tax Analysis
- Legal and International Advisory
- International Logistics Support
- Supply Chain Management
- Business Travel Packages
- Business and Leisure Tourism

# SOLUTIONS

- Support for market entry strategies, understanding regulations, logistics, and identifying distribution channels.
- Expand your network and establish successful partnerships.
- We connect you with suppliers, buyers, and strategic partners tailored to your industry.
- Overcome cultural and regulatory barriers by adapting products and identifying distribution channels.
- Customized missions to meet specific sector requirements through events, visits, trade fairs, and business matchmaking.

# WORKSHOPS AND LECTURES



Industry experts and business leaders will share valuable insights on doing business in India.



Stay updated on trends and opportunities in the Indian market.



Enhance your understanding of the Brazilian and Indian market and strengthen your business capabilities.



Topics include market entry strategies, legal and regulatory considerations, marketing and sales, and supply chain management.

# TRADE SHOWS & TECHNICAL VISITS



Visit key industrial hubs, manufacturing facilities, and exclusive innovation centers.



Participating in industry-specific trade fairs is an excellent way to showcase your products or services.



Connect with companies, experts, and potential clients in a conducive environment for networking and negotiations.



# Cultural **CONSIDERATIONS**

- ▶ Personal Relationships:  
Building trust and personal connections is crucial. Initial meetings often include informal conversations about personal topics before discussing business.
- ▶ Hierarchy:  
Decisions are typically made by senior leaders. Formality and respect for authority are important in business contexts.
- ▶ Punctuality:  
Punctuality is valued but can be flexible. Meetings often run longer than planned, so maintain schedule flexibility.
- ▶ Communication Style:  
Brazilians are expressive and prefer indirect communication, especially in sensitive negotiations. A diplomatic and positive tone is key.



# GOVERNMENT support

Startup India: An initiative to foster startups in India, offering benefits such as tax exemptions and faster patent processing.

Ease of Doing Business: The government has simplified registrations, licensing, and insolvency resolutions to support entrepreneurs.

Make in India: Encourages foreign investment through a favorable business environment and simplified regulations.

Goods and Services Tax (GST): Unified taxes, reducing complexity and creating a common national market.

Digitalization Initiatives: Promotes online services and reduces bureaucratic hurdles, increasing transparency.

Intellectual Property Rights (IPR) Initiatives: Protects innovative ideas and stimulates technology and research-driven businesses.

# WORKSHOPS & LECTURES

- Industry experts and business leaders will share valuable insights on doing business in India.

→ Contact us to learn more about the business mission to Brazil and India and how to get involved.

→ IBC is committed to helping Brazilian entrepreneurs succeed in India.

→ Explore the resources and services we offer to support your expansion into the Indian market.

→ Be prepared to seize the lucrative opportunities India has to offer.

# Highlights 2024

In 2024, the Indo-Brazilian Chamber (IBC) played a strategic role as a bridge between Brazil and India, fostering initiatives that boosted trade partnerships, strengthened institutional ties, and expanded cultural exchanges between the two countries.



- Throughout the year, we led business and institutional missions, organized flagship events, and signed important cooperation agreements, always aiming to create new opportunities for the public and private sectors.



# JANUARY Mission 24

We began the year with significant participation in the 9th Smart Cities India Expo and Indus Food, highly relevant events on the international stage. The IBC led a delegation representing the state of Goiás, composed of state deputies, secretaries, and chiefs of staff from various municipalities. These interactions enabled knowledge exchange and the establishment of strategic connections focused on sustainable urban development and the food sector.



# MARCH Mission 24

In early March, the IBC organized a Brazilian business mission to Bharat Tex 2024, a trade fair showcasing the latest innovations in the textile industry. The delegation attended lectures, workshops, and business matchmaking sessions, fostering connections with potential Indian business partners.



## MARCH Mission 24

Later in the month, we led an institutional mission with representatives from the state of São Paulo, culminating in the signing of a Memorandum of Understanding with the PHD Chamber. The document addressed collaborative initiatives in areas such as logistics, pharmaceuticals, healthcare, and the tire industry. During the event, meetings were held with other chambers of commerce, including SGCCI and CII, as well as prominent companies like Alphavima Technologies, Goldi Solar, and Climeto Sustainable, and financial institutions like Exim Bank.



## JULY Mission 24

The Chamber led a business delegation representing the state of Rio de Janeiro. This mission included engagements with the Confederation of Indian Industry (CII) and the Indian Importers Chamber of Commerce, as well as a remarkable meeting at the Brazilian Embassy in India, hosted by Ambassador Kenneth da Nóbrega.



# OCTOBER Mission 24

One of the year's most iconic moments was leading the first official mission of the state of Rio Grande do Sul to India, with the participation of Vice Governor Gabriel Souza and his delegation. The mission featured a strategic agenda, including:

- Meetings with major players such as Exhicon Group, Mahindra, and UPL Limited.
- Engagements with agribusiness and food and beverage sector leaders at the Trade Promotion Council of India (TPCI) and the Federation of Indian Chambers of Commerce and Industry (FICCI).



# OCTOBER Mission 24

- Dialogues with representatives from the Ministry of Commerce and Industry of India.
- Discussions at the Coalition for Disaster Resilient Infrastructure (CDRI), focusing on supporting the reconstruction of RioGrande do Sul.
- The mission concluded with participation in Brazilian Day, an event hosted at the Brazilian Embassy in New Delhi, celebrating Brazilian culture through typical cuisine and music.



## FEBRUARY Mission 25

The Indo-Brazilian Chamber, in partnership with the Government of Goiás, led an official mission to India in February 2025, with a Goian delegation headed by Governor Ronaldo Caiado.

The agenda included strategic meetings with Indian authorities and business leaders, focusing on key sectors such as energy, agribusiness, health, technology, and industry.



## Ronaldo Caiado Governor, State of Goiás Brazil



# FEBRUARY Mission 25

Additionally, technical visits were conducted at globally significant companies, including Reliance Industries, Sun Pharma, United Phosphorus Limited (UPL), Lilavati Hospital, Narayana Hospital, and Raj Process Equipments.

The mission resulted in the signing of four Memorandums of Understanding and the strengthening of bilateral relations, creating new opportunities for cooperation and investment between Goiás and India.



# AUGUST Mission 25

In August, the Mato Grosso Mission to India took place, focusing on the sectors of biotechnology, nanotechnology, information technology, innovation, and smart cities.

The agenda included visits to institutions such as Rise N Shine Biotech, Tech Mahindra, MIT Art, Design & Technology University, World Trade Center Pune, and the Pune Municipal Corporation, as well as meetings with the Maharashtra Chamber of Commerce and the Rambhau Mhalgi Prabodhini Institute.



# AUGUST Mission 25

The mission resulted in the signing of memorandums of understanding with MIT University and WTC Pune, the confirmation of Tech Mahindra's establishment in Mato Grosso, and the coordination of a business event to promote the state's agribusiness products.

The schedule strengthened Mato Grosso's international positioning in the areas of innovation, technology, and sustainability.



# SETEMBER Mission 25

Between September 26 and October 6, the Parana Tech Mission to India was carried out, focusing on technology, biotechnology, renewable energy, agriculture, and industrial innovation.

The delegation participated in strategic meetings with prominent companies and institutions, such as Accelor, Reliance Bio Energy, Tech Mahindra, Hybon Lifts, Ray Nano Fertilizers, Amul Anand Facility, and Anand Agriculture University, in addition to meetings at the World Trade Center Mumbai and the Consulate of Brazil.

# INDIAN INSTITUTIONS REACHED

- TPCI - Trade Promotion Council of India
- Hari Krishna Exports Pvt. Ltd.
- IPA - Innovation, Quality, Global Reach
- KDAH
- Reliance Industries Limited
- UPL
- Jindal Steel & Power
- FIEO - Federation of Indian Export Organizations
- Apollo International Group
- Indian Oil
- CITI
- DLF Cybercity
- GMR Aerocity New Delhi
- Mahindra

# INDIAN INSTITUTIONS REACHED

- Ashok Leyland
- JSW
- ICICI Bank
- Yes Bank
- India Exim Bank
- Aditya Birla Group
- SGCCI
- Metalman
- Cadila Pharmaceuticals Limited
- FICCI
- PHD CHAMBER
- CII
- SWISS PHARMA
- Adani

# BRAZILIAN INSTITUTIONS REACHED

- ApexBrasil
- CONAF
- Fecomércio GO
- FIEMG
- FIEMT
- FIERGS
- Rotary Internacional
- MDIC
- SEBRAE
- Firjan
- FIESC
- FIESP
- FIEAM
- ACIEG

# BRAZILIAN INSTITUTIONS REACHED

- OCB/GO
- CIN
- FACIEG
- FIEG
- INVEST PARANÁ
- INVEST SP
- SECRETARIA DE DESENVOLVIMENTO ECONÔMICO DO RIO GRANDE DO SUL
- LUMMIO
- CISBRA
- ACRJ
- INVEST RS
- INVEST SC
- INVEST MG
- SECRETARIA DE DESENVOLVIMENTO ECONÔMICO, CIÊNCIA, TECNOLOGIA E ENSINO SUPERIOR DE MINAS GERAIS

# BRAZILIAN INSTITUTIONS REACHED

- RIO METRÓPOLE INSTITUTO
- GOVERNO DO ESTADO DO ESPÍRITO SANTO
- INVESTE PIAUÍ
- SEDECTI
- CodeGO
- CIESP
- SECRETARIA DE DESENVOLVIMENTO ECONÔMICO, CIÊNCIA, TECNOLOGIA E INOVAÇÃO DE SÃO PAULO
- FIEP
- TECPAR
- PETROBRAS
- GOVERNO FEDERAL BRASIL
- SIC GOIÁS
- SEDEC
- INVEST RONDÔNIA



# THANK YOU!

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