Main news

According to G1, infrastructure minister Tarcísio Freitas told the website that he will suspend the resolution of the National Land Transport Agency (ANTT) that established rules for the calculation of minimum road freight table.

According to the minister, a new negotiation round will be opened with the truck drivers since the model has generated criticism in the sector.



[PISO MÍNIMO DE FRETE] O @governodobrasil, através do @MInfraestrutura, solicitou e a @ANTT_oficial realiza, hoje (22), audiência extraordinária para deliberar sobre a suspensão cautelar da resolução que instituiu o novo piso mínimo para o frete do transporte rodoviário de cargas

The ministry explained that "dissatisfaction with a significant portion of transportation agents" was observed and that "conceptual differences in freight value and minimum floor" should be further discussed with the category.

What was changed

The new resolution's main characteristics are:

- 11 categories of cargo;
- Change in the format of the table, being no longer by distance bands, but by applying the Load and Discharge Coefficient (CC, in R\$), the Displacement Coefficient (CCD, in R\$/km), and the mileage traveled for contracted transport;
- Calculation in R\$/trip;
- Charge load table;
- Calculation parameters based on national price survey, to obtain the market indicators, and application of the questionnaire, to obtain operational parameters;
- Inclusion of vehicle insurance;
- Specific table for hiring only tractor vehicle;

According to the standard, the calculation of the Minimum Freight Floor should be performed using the following procedure:

- First, the type of load is defined;
- Second, the cost of displacement (CCD) and load and discharge (CC) coefficients are defined for the axle number of the combined vehicle of interest;
- The distance to be covered is defined;
- Finally, the following expression is used to calculate the Minimum Freight Floor in Reais per trip (R\$/trip): MINIMUM FREIGHT FLOOR (R\$/trip) = (DISTANCE x CCD) + CC

Ports, terminals and infrastructure

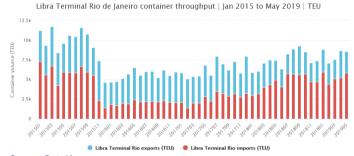
The judge of the second branch of bankruptcies and judicial recoveries of the city of São Paulo has approved the sale of Libra Terminais Rio, in judicial recovery, to the Philippine group International Container Terminal Services (ICTSI).

East Coast South America trade, shipping and infrastructure

As announced, the purchase was made as part of the judicial auction of the judicial recovery process of Grupo Libra, where the shares owned by Boreal Empreendimentos e Participações, also under judicial reorganization, were sold.

The effective transfer of shares issued by the company to ICTSI will be subject to certain common conditions precedent to this type of transaction and, once implemented, will result in the transfer of its corporate control to ICTSI.

The following DataLiner chart shows Libra Terminais Rio container throughput from January 2015 to May 2019:



Source: DataLiner

The Tecplata Container Terminal, which operates in Puerto de La Plata (Argentina), has signed agreements with YPF and Dow to operate on-site cargoes, joining those operating regularly in the terminal from the start of operations, last April.

Both companies will ship their cargo on the ships of LogIn, a Brazilian container transportation company that stops at TecPlata.

YPF will export products from its "Lubricants" division to the Port of Santos and will also import inputs from the Brazilian port of Pecém.

In addition, the "Chemicals" area of the state oil company also began to transport isotanks from TecPlata Terminal to Brazil.

Meanwhile, the petrochemical company Dow will export polyethylene from the container terminal of Puerto La Plata to the port of Itajaí in Santa Catarina.

TecPlata has an installed capacity capable of operating $450,\!000$ TEUs and its infrastructure can be expanded to accommodate 1m TEUs.

The terminal is owned by Philippine holding company ICTSI, one of the largest port operators in the world, with 32 terminals in 19 countries. They have demanded an investment of more than 450m dollars.

Located 60 kilometers from Buenos Aires, TecPlata occupies an area of 41 hectares, of which 25 are areas for containers.

Shipping

Freight rates for bulk shipping reached its highest levels in five years, driven by the resumption of Brazilian iron ore exports.

According to the Baltic Dry Index, which measures the cost of moving commodities such as coal, grains, and iron ore, current freight costs are reaching the same level as of January 2014, with long-haul shipowners stating that transport of raw materials from South America to China have tripled in recent months.

One reason is that the Brazilian mine operated by Vale started pumping iron ore once again after a series of fatal accidents had kept the sites closed for months. Demand from China, the world's largest commodity importer, remains active.

In addition, several ships are in dry dock for maintenance and in the coming weeks/months exports should remain heated.

A Singapore broker said Capesize ships, the largest dry cargo ships, now earn more than US\$30,000 a day on a trip from Brazil to China, up from less than US\$10,000 a day in recent months.

Depending on the route, some of the larger ships can bill up to US\$60,000 per day.

This year, Vale's prices are very competitive, importers are queuing up, and there are not enough ships to keep up with demand.

Some experts, however, say the strong demand may not last beyond September because China's economy has been slowing this year and the continuing trade dispute between the US and China may cut US soy exports.

Shipping companies also expect vessel capacity to increase this year as operators re-operate ships that are being adapted to meet new emissions restrictions.

<u>Fish</u>

The Federal Fisheries Council of Argentina authorized five days of shrimp exploration between the parallels 43 and 44, in the northern area of the country.

Eighteen boats will participate in the activity. This is because there has been a decrease in yields in shrimp fishing in the southern zone, both in volume and in size.



Source: DataLiner

In addition, the Council has already authorized the Undersecretariat of Fisheries of the Nation to open the area for the rest of the vessels should the results of the survey be favorable.

As of July 14, 10,200 tons of hake had already been fished. The landings of shrimp in the period were about 82,000 tons.

<u>Ores</u>

Vale SA reported that it's iron ore production in the second quarter of 2019 fell almost 34% over last year since many of its main dams were totally or partially closed after the accident with the dam of Brumadinho in January.

The fall to 64.06m tons was also due to the closure of Brucutu, its largest mine in the state of Minas Gerais, due to the risk of accidents, during most of the quarter.

Unusual weather conditions in the Northern System in April and early May 2019 also negatively affected the company's results.

The world's largest iron ore exporter also said quarterly sales of its main raw material fell 15.5% to 61.95m tons.

Vale's pellet production was 9.1Mt, down 25.5% and 29.3% lower than in the first quarter of 2019 and the second quarter of 2018, respectively, mainly due to the total stoppage of the pelletizing plants of the Southern System during the quarter, because of the heavy rains in the North and Southeast System, as well as the maintenance in the vicinity of the Tubarão plants.

According to the company, Vale's iron ore fines production showed substantial improvement at the end of the second quarter of 2019 with the increase in shipments in the North System and the resumption of Brucutu operations, but the combined effect of the two events will be considerably noticed in the second half of 2019.

Chile, the world's largest copper producer, cut copper price projection of 2019 from US\$3.05 to US\$2.89 a pound as the demand from China, the world's biggest copper consumer, fell.

In its quarterly report, the Chilean Copper Commission (COCHILCO) also reduced forecast of copper price in Chile for 2020 from US\$3.08 to US\$2.90 per pound, the statement said.

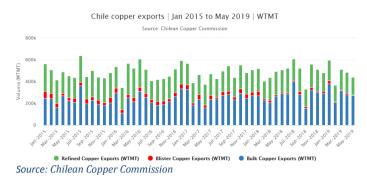
The drop is because China "is experiencing a cycle of the economic downturn that has undermined short-term demand expectations," the statement said.

According to Cochilco, this was exacerbated by "global macroeconomic and geopolitical tensions that reduced world growth projections," primarily due to a trade war between China and the United States.

For Cochilco, a deficit of 197,000 tons of refined copper, equivalent to 0.8% of annual consumption, is expected for this year.

The company says it expects global copper production of about $20.85 \mathrm{m}$ tons this year, down 0.4% compared to 2018, driven by decreased production in China and Indonesia.

The projected world demand for copper this year is 23.98m tons, an increase of 0.9% over 2018. Chile is expected to end 2019 with a production of about 5.8m tons, similar to the level last year. The following Chilean Copper Commission graph shows copper export trend of Chile since January 2015:



Logistics

Brazil and Paraguay have started the bidding process for the construction of the Bioceanic Bridge that will link Carmelo Peralta (Department of Alto Paraguai) to Porto Murtinho (MS), passing over the Paraguay River. Currently, this route can only be done by ferry.

Itaipu Binacional will finance the work. The bidding was budgeted at US\$7.5m and includes hiring a company for a feasibility study, final engineering design, and supervision of the construction of the new bridge.

The technical studies are expected to be completed in 8 months and work should be tendered in the first semester of 2020. The bridge will be 680 meters long.

The bioceanic bridge is scheduled to be completed in April 2023 and has an estimated cost of \$75m.

Twin ocean railway: Main route and integration routes



Bioceanic corridor

Besides the bridge, Paraguay plans to finish 50 kilometers of the bioceanic corridor by the end of the year.

It is worth remembering that the Bioceanic Corridor project – which aims to unite Brazil with Chile through Paraguay – is underway in its first stretch, from Carmelo Peralta to Loma Plata, in what will be the first paved road in the department of Alto Paraguay.

Construction began in February of this year and, according to the schedule, it is expected that by the end of the year the first 40 to

50 kilometers will be completed. This work was budgeted at \$420m.

Friozem Logística inaugurated a new distribution center in the city of Duque de Caxias (RJ), totaling 10 centers spread in several strategic cities around Brazil.

According to Fábio Fonseca Filho, CEO of Friozem, the choice of Rio de Janeiro is linked to the need to meet demand. "Our strategy has always been based on installing distribution centers in the main capitals of the country. In addition, the region of Rio de Janeiro is devoid of refrigerated services and there is a great demand of customers. Our intention was to create a new distribution center to meet the need, in addition to the external and internal market." The company has a strong presence in the South, Southeast and Northeast regions of the country.

The new distribution center has a privileged space. It occupies a total area of $40,000~\text{m}^2$, of which $20,000~\text{m}^2$ is built, with a total capacity of $161,000~\text{m}^3$ and 30,000~pallet positions. According to Fábio, the expectation is to maintain a monthly movement of 30,000~tons of food products stored in one of the nine chambers that can conserve refrigerated, air-conditioned, or frozen foods.

One of the great differentials of Friozem's distribution center in Rio de Janeiro is technology. The operation of cooling and maintenance of food temperature is 100% automated. "The management of the operation of the engine room is done by computer," says Fabio. The objective, according to the director, is to achieve greater efficiency and reduction of electricity consumption – considered the second-highest expense of the company, behind only the workforce – in the order of 20%. The goods are controlled by RFID, radiofrequency system, and its movement is controlled by the WMS system, which allows obtaining greater speed in the separation and accuracy in the stocks.

Another highlight of the new distribution center is the offering of outsourced services to Friozem customers, providing space for storage, as well as having the product delivery service. "The intention is to take care of the logistics area that is not the core of our customers." According to Fábio, about R\$ 60m was invested in Friozem's new distribution center and the expectation is the generation of 150 new direct and 200 indirect jobs. And the new center should boost the company's growth estimate for 2019, which is expected to reach 15%. "With the economy stagnating, we expect the new business generated with the new distribution center to drive our growth to the double-digit mark this year," he concludes.

<u>Trade</u>

The president of the National Chamber of Customs Brokers of Bolivia (CNDA), Antonio Rocha, reported that by the end of the year the country is planning to move about 2m tons of import and export cargo through the Paraguay-Paraná waterway.

Rocha said that in 2018, commercial traffic for this Paraguay-Paraná waterway was 1.2m tons, representing about 18% of the total that Bolivia moves annually (5.2m tons) across the Atlantic, Pacific, and neighboring countries.

"Cargo moved through waterways include steel, cattle, grains (soy bran and oil), lumber, clinker (cement in the basic phase of its manufacture), and cement," Rocha said.

The president of the CNDA also mentioned that the flow of cargo grew gradually thanks to the fact that the ports of Jennefer, Gravetal, and Aguirre had obtained international status. In addition, with the authorization of the primary bonded zone at the port of Jennefer, it is expected that more freight traffic will be generated.

"Expectations should exceed 1.8m tons or reach 2m by the end of the year."

The manager explained that until May of this year the flow of trade exceeded 4,500 tons, which is in line with the projection estimated for this period.

Export revenue of Chile fell by 5.9% between January and June 2019 compared to the same period in 2018. The country's National Customs Service reported that the main buyer of Chilean products was China, with a 30% share in total, followed by the United States with 14.3%, and Japan with 9.6%. Together, these three countries account for 53.6% of Chile's total exports.

Of the total shipments, 50.6% were related to the mining sector, with an emphasis on ores, copper, and concentrates of copper. These exports reached US\$18.60bn, a fall of 9% compared to the first half of last year.

During the first half of this year, non-mineral products represented 49.4% of shipments abroad, corresponding to US\$18.15bn, 2.6% less than the same period in 2018.

Of exports of non-ores, 22.3% were fruits, which fell 5.9% in relation to the previous year and totaled US\$4.04bn. However, boarding of avocados and cherries stood out, with an increase of 13.4% and 10.3%, respectively.

Another of the exports that stood out was the shipment of seafood, with 18.5% of sales; however, they fell 1.3% over the same period in 2018.

Regarding how the cargo was transported, 88.5% of exports were by sea; followed by the road/land route with 2.1% and the air route with 1.5%.

Aduanas data shows the trend of Chile export revenue from January 2015 to June 2019 in M US\$ FOB:



Brazilian President Jair Bolsonaro stated that his country, which now holds the presidency of the Mercosur trade bloc,

will work to include the automotive and sugar industries in the regional customs union.

South American leaders from Mercosur member countries met in Argentina with plans to accelerate the recent free trade agreement with the European Union, which is likely to be at the center of the discussions.

"It is unjustifiable that there is no agreement between us," he said in a speech at the Mercosur summit in Santa Fé, Argentina, noting that both industries are still on the group's list of exception products.

Paraguay also wants an agreement

Paraguay also wants to negotiate bilateral agreements on cars and auto parts with other members of Mercosur: Brazil, Argentina, and Uruguay, according to Foreign Minister Luis Alberto Castiglioni.

"Paraguay is the only country that does not have a car agreement with any of its partners" in Mercosur, Castiglioni said in an interview during the summit of the South American trade bloc in Santa Fé.

According to him, Paraguay and Brazil are likely to begin negotiations later this month in Asuncion.

Paraguay's economy slowed this year due to weak growth in neighboring Argentina and Brazil, with the central bank signaling that it could reduce its current growth forecast of 3.2% next week. Even so, Paraguay is one of the fastest-growing economies in the region.

Mercosur Summit

At the Mercosur summit meeting in Argentina, countries also discussed the implementation of the trade agreement between the South American bloc and the European Union, which could take up to three years, with the ratification by the parliaments of all its signatories as the last step.

That is why Mercosur has decided that the agreement will come into play by country, instead of waiting until all bloc legislatures approve the agreement.

Oil & gas

Plans recently announced to promote competition in the Brazilian natural gas market may trigger a wave of privatizations between state-controlled distribution companies, attracting international and domestic buyers, industry experts say.

Brazil's Cosan and Spain's Naturgy Energy Group SA are among the companies potentially interested in the segment, which also include Portugal's Galp, France's Angie, and Spain's Repsol.

The plan to reshape Brazil's domestic natural gas market, approved by Brazil's energy policy board at the end of June, requires that companies with a "dominant position" sell all their shares in distributors.

Petrobras, as the company is known, has entered into an agreement with the local antitrust authority to sell its gas transportation and distribution assets by 2021.

Petrobras has minority stakes in-state gas companies through its subsidiary, Gaspetro, in which Japan's Mitsui holds a 49% stake.

Petrobras leaves Uruguay

Still on Petrobras, Uruguayan President Tabaré Vázquez and Petrobras President Roberto Castello Branco met on July 16, in Santa Fe, Argentina, to discuss a possible solution to the crisis that affects the two gas suppliers of Montevideo, both subsidiaries of the Brazilian consortium.

It was agreed that all necessary administrative measures will be taken to put an end to the concessions of Conecta SA and Distribuidora de Gas Montevideo before September 30, 2019.

According to a presidential statement, "The Uruguayan state will assume the operations of both concessions through legal instruments legally authorized for this purpose, in order to continue the services."

Other sources have stressed that this solution will be "temporary" while new investors are found.

<u>Meat</u>

Since the African swine flu devastated pig herds in China, pork prices have soared in the country forcing it to increase imports to meet demand.

More than 1.1m pigs have died or been killed as authorities struggle to contain a virus that has spread to neighboring countries since the first cases emerged in August 2018 and for which there is no vaccine.

But the number is believed to be much higher, as official data show China's herd of pigs totaled 347.6m in the first half of the year, down 60m from the same period last year. Pork prices rose only a fifth in June.

China is the country that produces and consumes pork more than anywhere else in the world.

To meet demand, Beijing has increased pork imports, with EU shipments rising by 37% between January and April, according to data from the European Commission. Brazil has also become a major source of imports.

China is importing only frozen pork and the meat goes to the big cities. Prices, meanwhile, could rise as much as 40% over the next six months, according to a Nomura banknote.

BRF aims for China

Faced with this situation, BRF SA expects to receive up to four new export licenses soon to sell chicken and pork to China, which could help the Brazilian processor to reverse three consecutive annual losses.

BRF lost a total of R\$5.9bn (US\$1.58bn) until 2018. According to BRF's chief executive, Lorival Luz, a Chinese delegation is visiting several Brazilian exporters.

If the BRF plant in Lucas do Rio Verde gets permission to sell to China, Luz said the company could increase chicken and pork exports to that destination by about 30%.

African swine flu in China raised BRF pork exports to Asia by up to 30% by the end of the second quarter. The volumes are likely to rise when new export licenses are issued, according to the BRF chief executive.

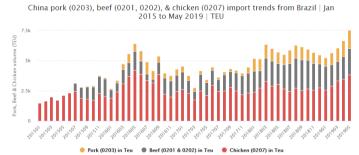
BRF began an effort last year to get a turnaround in its business, which involved asset sales to reduce debt, a reduction in raw material inventories, and a 5% reduction in its Brazilian workforce to adjust capacity to demand.

Luz said the recovery continues and should help BRF to generate cash in the future without the need to sell more assets.

In addition to boosting exports to China, BRF is also interested in finding a partner to produce beef locally in Saudi Arabia, as the halal Gulf market is a priority.

Luz visited the Gulf region in the first semester and hopes to return in the second since no decision was made with his local business partner.

The following DataLiner graph shows Brazil's pork, beef, and chicken export trends to China from January 2015:



Source: DataLiner

<u>Grain</u>

Protein content in Brazilian soybeans fell in 2018 for the first time after four harvests, according to preliminary government data.

The decline in protein levels in Brazil, the world's largest soybean supplier, causes problems for exporters facing the possibility of cancellations, discounted grain sales, or tougher contracts that demand soy quality assurances such as China.

The protein content in the 2018 soybean crop in Brazil, harvested in January of that year, fell from 37.14% in the previous harvest to 36.83%, according to preliminary results of the Embrapa study.

The data will be adjusted until September when Embrapa's final soybean quality report will be finalized.

Embrapa stated that annual variations in soybean protein content in Brazil are not statistically significant, and indicate that levels of this grain component remained stable.

Despite this, Cesar Borges, chief executive of food processor board Caramuru Alimentos SA, said in an interview that the company had to refuse a possible sale to China because it could not guarantee the minimum levels of protein required by the Chinese importer. $\,$

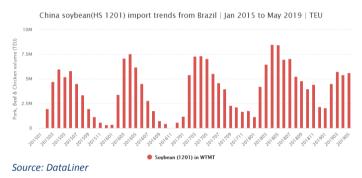
China, which imports soybeans for use in feed, has been increasingly dependent on Brazil for soybeans since last year when it applied retaliatory tariffs on US soybeans in response to US tariffs on Chinese products.

However, Beijing's global soybean import needs are dwindling as an outbreak of African Swine Flu has killed millions of pigs, which means the country may be more selective in its purchases.

China is also importing soy from Argentina, albeit in smaller quantities.

China currently buys about 80% of Brazil's soybean exports. If Embrapa's numbers are confirmed, Brazilian soybeans still have a protein content higher than the average of 34.2% of US soybeans in 2018, according to the US soybean quality report compiled by industry groups. But US protein levels have improved slightly compared to 2017, while protein levels in Brazil appear to be moving in the opposite direction.

The following DataLiner graph shows Brazil's soybean export trends to China from January 2015 to May 2019:



Brazil, the world's second-largest producer and exporter of corn after the US, is quickly accelerating its corn exports this year amid a strong domestic harvest and the expectation of a drop in US corn production.

The country exported 2.4m tons of corn between May and June this year, which is significantly higher than the export average of 343,415 tons during the same period in the last six years, according to official data.

In the period from May to June, Brazil's corn exports are generally the lowest. However, the amount of corn exported in these two months this year indicates that buyers are actively pursuing this alternative market.

In addition to record production, early harvest and higher US grain prices are also pushing South America's exports above its usual pace.

Vietnam, Japan, and South Korea were the main buyers of Brazilian corn during this period, according to data from the Ministry of Industry, Foreign Trade, and Services.

According to the Food Supply and Statistics Agency (Conab), the country should produce a record of 98.5m tons of corn in 2018-19, but even if we take into account the larger production, the

Brazilian corn exports from the last two months are considerably larger.

When Brazil's corn output was at the earlier high of 97.8m tons in 2016-17, corn exports stood at 873,200 tons from May to June 2017

Brazil's 2018-19 business year, as defined by the US Department of Agriculture, began in March 2019 and will end on February 2020.

In addition, during the first two weeks of July, corn exports had already reached 1.88m tons, while at the same time in July 2018 they totaled 1.2m tons.

The US is likely to produce 352.44m tons of corn in 2019-20, compared to 366.29m tons in 2018-19, according to the latest data from the USDA World Agricultural Supply and Demand Estimates.

Initial harvest in Brazil

Another factor behind the increase in Brazilian exports is the anticipated harvest of corn. As a result, a lot of corn is available in the market.

The second corn crop in Brazil is usually planted between February and March after the soybean harvest and its harvest begins between July and August.

But early harvesting of soybeans this year encouraged farmers to plant corn safflower at a record pace several weeks ahead of the normal schedule and within the ideal planting window.

"The main reason (for high exports) is related to the early harvest of the second corn crop- just to put into perspective, Mato Grosso and Paraná started the harvest in May, reaching 3.5% and 3% of the areas harvested respectively – they usually start in June", said Victor Ikeda, senior analyst at Rabobank Brazil. "This has resulted in having a corn volume available for export earlier than last season," he added.

Price Competitiveness

According to Rabobank analyst Ikeda, Brazilian corn export prices in the port of Paranaguá are 10% lower than those of the port of New Orleans in the USA.

The record high in Brazil and Argentina should also keep global corn prices under pressure, according to market participants.





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"The highest production in the Brazilian and Argentinean histories has been the main reason that is limiting a strong upward trend in prices," said Ikeda. The following DataLiner graph shows corn exports trends of Brazil per quarter, beginning from the Q1 2014:

The government of Argentina published the Resolution 813/2019, in its Official Gazette, which permanently assigned the National Food Safety and Quality Service (Senasa – Servicio Nacional de Sanidad y Calidad Agroalimentaria) the responsibilities to control grain storage and handling in the warehouses and vessels.

Senasa put into operation in 2017 SIG Bodegas, a computer system to improve the control of grain warehouses and vessels, but after this regulation, its function as the controller will be permanent.

The Argentine government has made the decision to improve the pre-loading controls of the warehouses and tanks, according to the equivalent requirements of the export markets for the international transportation of grains.

The resolution indicated that, after the test period, official rejections of remittances abroad were not received due to problems in the warehouses and tanks that compromised the conditions of grains, products and by-products exported.

With the resolution, Senasa is in charge of supervising the verification of warehouses and tanks by the grain controllers and certifiers in its Register, intervening in case of discrepancies.

Senasa stressed that SIG Bodegas promotes the strengthening of the grain storage control system, increasing the guarantees for direct users and the safety of the products transported to the final consumer, through the certifiers registered in the Register of Grain Controllers and Certifiers and accredited export subproducts audited by the agency.

The decline in Australia's iron ore supply and China's rising steel output have raised freight rates in Brazil to the Asian country, forcing soy producers to lower the price as soybeans and Brazilian iron ore use same type of ship for export.

"The fact that freight prices rise, and demand is not so aggressive means that although sellers are reluctant to release their soybeans in Brazil, buyers are not in a position to offer a better price," said Steve Cachia, an analyst Brazilian brokerage Cerealpar.

It is worth noting that Chinese demand for soybeans has decreased as a result of the African swine flu, which has eliminated most of its pigs.

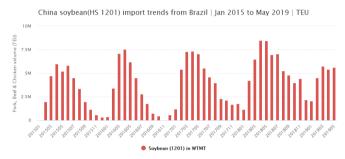
Freights from Santos to northern China rose by US\$7/t, to almost US\$40/t in August, up more than 20% in two weeks.

With iron ore, grains, and soybeans being shipped on the same type of vessel, the shortage of Capesize vessels (150,000 tons) led the iron ore sellers to buy Panamax vessels.

This, in turn, forced freight rates to rise on the popular East Coast route from South America to northern China and forced the sellers of wheat in the Black Sea to seek ships all the way to the Persian Gulf.

"The market is overheated in the Atlantic. After Vale solved some problems it had with its tailings dams, Brazil's iron ore exports increased considerably", said a source from the freight market who declined to be identified.

The following DataLiner graph shows soybeans export trends from Brazil to China from January 2015 to May 2019:



Source: DataLiner

 $\label{lem:decomposition} DatamarWeek \ is \ our \ weekly \ newsletter. \ Previous \ editions \ can \ be \\ downloaded \ at \ \underline{www.datamarnews.com}$

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