

BRAZIL-CANADA CHAMBER OF COMMERCE

Brazil-Alberta Opportunities



Brazil-Canada Chamber of Commerce
Brésil-Canada Chambre de Commerce

BCCC 50th ANNIVERSARY SEPT 14, 2023



Brazil Canada Chamber of Commerce BCCC, based in Canada, has been developing, supporting and leading the way for Canadian businesses to expand to Brazilian Markets. And for Canadian Markets to discover Brazilian companies.

We provide **networking** at the highest level to help our member companies reach their goals.

MEET OUR MEMBERS

CORPORATE MEMBERS



Mattos Filho, Veiga Filho,
Marrey Jr e Quiroga Advogados



MEET OUR MEMBERS



INSTITUTIONAL PARTNERS



Global Affairs
Canada
Affaires mondiales
Canada



Consulate General of Brazil in Toronto
Consulado-Geral do Brazil em Toronto



Embassy of Brazil
Ottawa



MEET OUR MEMBERS - EDUCATION

**CENTENNIAL
COLLEGE**

**Lambton
College**
In Toronto

Seneca
TORONTO CANADA

 **CONIF**


smrt


MapleBear
Canadian School

**Toronto
Metropolitan
University**

BCCC 50th Anniversary Scholarship Program 2022



BCCC BRAZIL-CANADA CHAMBER OF COMMERCE

BCCC 50th Anniversary SCHOLARSHIP PROGRAM

Three scholarships of \$2,000.00 CAD each
Applications due November 18th, 2022

[Apply Now](#)

www.brazcanchamber.org

ORGANIZED BY:



SCHOLARSHIP DONORS:

WORKING PARTNERSHIPS

ACATE

Mitacs

 Canadian Chamber of Commerce
Chambre de Commerce du Canada

 CHAMBER OF COMMERCE
BRAZIL-CANADA

 TORONTO REGION
BOARD OF TRADE

 MISSISSAUGA
BOARD OF TRADE
CONNECT | CHAMPION | ADVANCE

 LATAM STARTUPS

 CIFFA

 CanExport

 FCBB

 CONSELHO
BRASILEIRO
DE CIDADANIA
DE ONTÁRIO

 crestview
strategy

 BCBA
BRAZIL CANADA BAR ASSOCIATION

 ONTARIO
TEACHERS'
PENSION PLAN

 CPP Investments

 bdc

 50 years
BCCC
The future starts now

MINING

 | BRAZIL-CANADA CHAMBER OF COMMERCE



BCCCC MEETING
AT THE **AME ROUNDUP**
2023

**VIDEO AVAILABLE
ON YOUTUBE**
LINK IN BIO

Organized by

Brazil-Canada Chamber of Commerce
Brazil-Canada Chamber of Commerce



**17TH EDITION
BRAZIL CANADA
CONFERENCE AT
PDAC 2023**

BRAZIL-CANADA MINING BRUNCH
March 5th, 2023
11:00 AM to 01:30 PM (EST)

**BRAZIL-CANADA MINING LEADERSHIP
LUNCHEON**
March 5th, 2023
11:30 AM to 4:00 PM (EST)

IST & ESG



MEET BRAZIL
BCCC COCKTAIL

A BCCC Cocktail to Celebrate Collision Delegates

Tuesday, June 27th, 2023

5:30 PM - 8:30 PM EDT

Storys Building
(11 Duncan St, Toronto, ON M5V 3M2)

LIMITED TICKETS

JOIN US

50 BCCC
Brazil-Canada Chamber of Commerce
Brazil-Canada Chambre de Commerce
brazcanchamber.org



INTERNACIONALIZAÇÃO
ACATE

MISSÕES ACATE 2023

**International Tech
Tour TORONTO**

Conheça um dos maiores ecossistemas
de inovação do mundo

*travel bursary for qualified participants



MIDITEC
ACATE

BCCC CHAPTERS

BRITISH COLUMBIA CHAPTER

ALBERTA CHAPTER

MANITOBA CHAPTER



Fernanda Whitaker



Ingrid Polini



Patricia Garcia



Gustavo Zentner



Dave Owens

OTTAWA CHAPTER

ATLANTIC CHAPTER



Inês Gomes



Laila Hawrylyshyn



Bernadette Fernandes



Peter Shaw



Gringos Doing Business in Brazil

- Use Chambers of Commerce like the BCCC and CCBC
- Use Trade Commissioner Service for research, leads and introductions. Global Affairs Canada has trade offices in key cities. It is FREE!
- Go on Trade missions & Trade shows and use the Canadian Brand.
- Understand why trade diversification: Don't assume the US market will always be there for you.
- Plan and Prepare for export to Brazil and plan for Repeated visits (so they can take you seriously)
- Did you follow up with your prospects (partners or clients) after meetings? Are you a Bad Boyfriend?
- EDC can help you close the sale and protect against potential loss.
- How will you be paid? Can currency rates help you?

Who are the Brazilians?

- Brazilians are proud, friendly, welcoming, and much more sophisticated than the News makes you think (ring a bell?)
- Brazilians want quality and value for the dollar, and they are born with a calculator in their head!
- They move fast, so you need a person on the ground to represent your interests.
- Time is loose so you will have to go to them for appointments (mainly because THEY know the horrors of traffic)
- They are nosy and express opinions about everything
- It is a huge country with different regions and temperaments, so look at regions that match your businesses geography and requirements

GROWTH AREAS

- Green Tech and Clean Tech
- Health Tech for diagnostics
- Cyber security and Intellectual Property management
- Mining and services for mining (especially safety and compliance)
- Networking & Coaching (including DEI& ESG)
- Education / Immigration / StartUp Visa
- Food and consumables
- Support for Canadian Companies can be found with CanExport, Mitacs and BCCC travel bursaries

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