

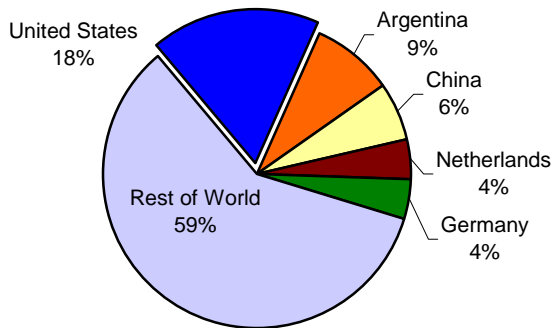


# The United States Contributes to Economic Prosperity in Brazil

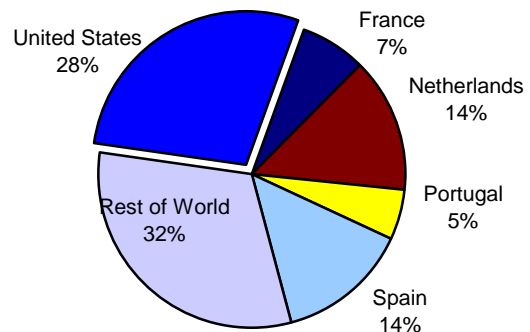


- In 2006, U.S. direct investment in Brazil reached \$32.6 billion (BEA, *Survey of Current Business*, Sept. 2007); this is equivalent to 3.1 percent of Brazil's GDP of \$1.07 trillion (World Bank, *World Development Indicators*).
- 197 of the Fortune 500 Companies are direct investors in Brazil, employing over 302,000 formal sector workers and producing \$91 billion in revenues in 2004 (Brazil-U.S. Business Council 2005).
- The Brazilian affiliates of U.S. direct investors employed 393,300 people in 2005 and their value added contributed 2.1 percent to Brazil's GDP (BEA, *Survey of Current Business*, Nov. 2007).
- The Overseas Private Investment Corporation (OPIC) provided over \$25.5 million in finance and insurance funds in 2006.
- The United States Agency for International Development (USAID) provided over \$6.5 million in aid to Brazil in 2006.
- The United States purchased nearly 18 percent of Brazil's total merchandise exports in 2006 (World Trade Atlas).
- U.S. merchandise exports to Brazil grew from \$12.7 billion in 1996 to \$19.2 billion in 2006, an increase of approximately 51 percent (U.S. Census Bureau).
- In 2006, the United States exported over \$7.6 billion in private commercial services to Brazil while it imported \$2.8 billion in private commercial services from Brazil (BEA, *Survey of Current Business*, Oct. 2007).
- In 2006 over \$7.3 billion in remittance money was sent by Brazilians living abroad (Inter-American Development Bank).

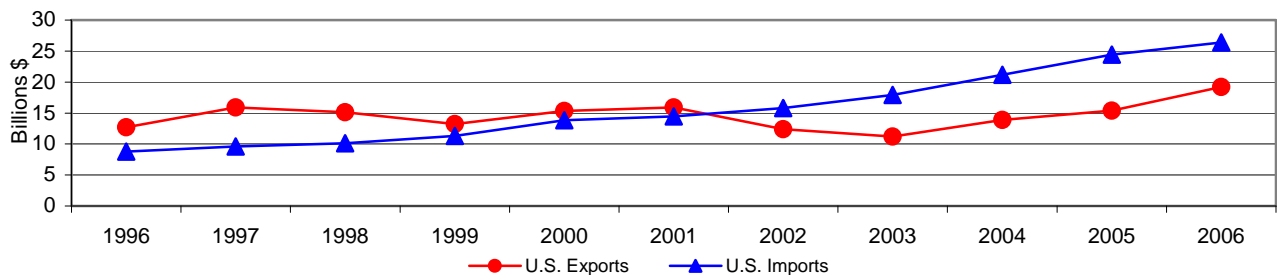
**Total Market Share the United States Represents for Brazil's Merchandise Exports - 2006**



**Net Inflows of Foreign Investment in Brazil (as % of total) 1997-2006**



**United States Trade in Goods with Brazil**





## Brazil

# U.S. Companies Contribute to Economic Prosperity and Social Development



### Protecting the Environment - Caterpillar Brazil

Caterpillar Brazil employs 4,700 people in its Piracicaba plant. To foster a culture of environmental stewardship of the Amazon, the company created the "Whispers in the Forest" project for students between the ages of 7 and 18, featuring an interactive 600 square meter indoor thematic exhibit, where young visitors can take a trip into the Brazilian Rain Forest and experience native flora and fauna. 350,000 students have visited this exhibit. Caterpillar Brazil also supports other environmental educational projects such as "Useful Garbage" which teaches urban residents the importance of garbage reduction and environmental alternatives to protect the environment. More than 200,000 students in São Paulo and Rio de Janeiro have visited this installation. In 2006 Caterpillar introduced a new education project, H2O Planet, to promote the conscious consumption of water. More than 30,000 students visited this exhibit.

### Encouraging Innovation, Promoting Access and Protecting the Environment - Merck

Merck & Co., Inc.<sup>1</sup> and Merck Sharp & Dohme (MSD) Brazil are working closely with Movimento Brasil Competitivo (MBC) to promote competitiveness and innovation in the Brazilian life sciences sector. MSD Brazil's activities related to the United Nations Millennium Development Goals focus on the Environment, Education and Health. Examples include MSD Brazil's commitment to HIV/AIDS: research and development of new medicines and vaccines to treat the disease, programs to facilitate access, a progressive pricing policy that provides an 80% price reduction (vs. US prices) for Merck's anti-retroviral medicine, STOCRIN® and almost \$400,000 donated towards public-private partnerships that support HIV/AIDS prevention, care, counseling and treatment programs. MSD Brazil is also engaged in an extensive environmental initiative, 'Compromise with the Community', partnering with government, NGOs, local communities, schools and the private sector to help craft local plans of action related to Agenda 21 (UN environmental principles on sustainable development).

### Investing in Education - Eli Lilly & Co.

In 2005, Eli Lilly Brazil employed more than 600 people. The company's commitment to exemplary employment practices, diversity and flexibility for all employees, is reflective in its professional development and benefits programs. Eli Lilly offers leadership and technical training opportunities for all employees, and also offers 50% economic support for college and post-graduate degrees for its employees in Brazil. Its strong commitment to diversity is evident in the company's specialized recruiting that focuses on disabled candidates and increasing female leadership.

### Enhancing Worker Education and Safety - Becton, Dickinson & Company

As a medical technology company, Becton, Dickinson & Company (BD) is intrinsically focused on health, safety and well-being. Through BD University (BDU), BD encourages its associates to enhance and broaden their skills and knowledge. Since 2001, BDU has offered training to more than 1,500 individuals in Diversity, Ethics, Coaching and Management. Through Projeto Renascer, BD invests \$150,000 each year in its Formal Tuition Program, helping illiterate associates achieve elementary and high school education. In addition, BD promotes several safety education programs aimed at doctors, nurses and healthcare workers to prevent accidents and contamination with infectious diseases. BD-Brazil also sponsors special studies conducted by medical and scientific researchers at several public universities in Brazil to develop statistics regarding healthcare workers' safety.

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<sup>1</sup> Merck & Co., Inc. is a global, research-based pharmaceutical company based in Whitehouse Station, NJ, USA. Merck & Co., Inc. and operates as Merck Sharp & Dohme (MSD) in most countries outside the United States. In Canada, the Company operates as Merck Frosst Canada, Ltd. In Japan, it operates as Banyu Pharmaceutical Co., Ltd.



## Brazil

# U.S. Companies Contribute to Economic Prosperity and Social Development



### Expanding the Labor Market - Wal-Mart Brazil

In Brazil since 1995, Wal-Mart has invested heavily in the country's economy. In 2004, after opening 25 Wal-Mart stores, the company acquired the retail chain Bompreço, with 118 stores throughout Brazil's northeastern region. In 2005, as Wal-Mart Brazil acquired the retail assets of Sonae Distribuição do Brasil with 140 stores. The company has also invested in organic growth. Besides operating its stores in Brazil and generating benefits in terms of taxes, creation of formal jobs and contribution to the local economy, Wal-Mart has also been a net contributor to the Brazilian export sector by selling Brazilian products in its stores all over the world. In 2006 the company expects to sell more than \$300 million in Brazilian products in its stores in North America, Argentina, Europe and Asia. Wal-Mart has also created an Institute in Brazil to invest in the local development of poor communities, investing \$3 million in its first year of activities. Currently, Wal-Mart Brazil has over 300 stores and provides employment to more than 54,000 associates (employees) throughout the country.

### Whirlpool Brazil

In 2006, Whirlpool was acknowledged for the tenth consecutive year as one of "The best companies to work for" in Brazil by the Great Place to Work Institute. Whirlpool Brazil's Corporate Social Responsibility efforts focus on improving the lives of low-income and low-education women in regions where Whirlpool production plants are installed, in cooperation with The Woman's Consulate. The Woman's Consulate Institute is incubating six small business cooperatives designed to develop the entrepreneurial and employment skills of low-income women, while also providing their families with a steady income. More than 100,000 women have benefited from the program since its inception, in 2002. Whirlpool is also engaged in environmental initiatives in Brazil such as the Ozone Project, which raises awareness and provides training for Authorized Services (third parties) to collect refrigerating gases. Since 2000, the project has collected more than 9 tons of these gases every year—which are then recycled. Whirlpool's Gaia Project collects packaging materials from their door-to-door delivery system. This material is sent to an NGO and used as raw material to make environment friendly products. Since 2003, 48 tons of packaging material have been collected and delivered for recycling. Whirlpool also collaborates with Brazil's ETHOS Institute to develop local and global Corporate Social Responsibility standards.