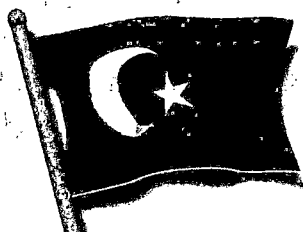


# JYOOCLUSTER

HOLDING & PARTICIPAÇÕES

## Türkiye Büyükelçiliği



Jyoo Cluster Holding & Participations is a company of business development, headquartered in São Paulo and acting worldwide. It is a corporation of systemic and integrated vision focused on business development, providing development and industrialization to the country with sustainability, through innovative and international technologies, placing the companies under its responsibility in the beginning.

Jyoo Cluster Holding & Participações, empresa de fomento de negócios, com sede em São Paulo e atuação global. É uma corporação de visão sistêmica e integrada para o fomento de negócios, proporcionando o desenvolvimento e a industrialização do país de modo sustentável, através de tecnologias inovadoras e internacionais, colocando as empresas sob a sua tutela na vanguarda.

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The company holds societies with companies of goods and services that are part of the Jyoo Steel group and other companies that are part of the Holding and its derivations, formed by the following companies, whose paid-up capital stock sums a total of R\$ 3.268.746.200,00 (Three billion, two-hundred and sixty-eight million, seven-hundred and forty-six thousand and two-hundred reais):

Participa societariamente em empresas de bens e serviços participantes do conglomerado Jyoo Steel e demais empresas componentes da Holding e suas derivações, composto pelas seguintes empresas, cujo capital social integralizado soma R\$ 3.268.746.200,00 (três bilhões, duzentos e sessenta e oito milhões, setecentos e quarenta e seis mil e duzentos reais):

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**Brazilian Logistic S/A**

**logistics services company** / empresa de serviços em logística



**BSG - Brazilian Steel Group**

**one of the largest steel mills in the world** / um dos maiores complexos siderúrgicos do mundo



**BSG Projeto Piloto**

**high technology company in mineral extraction** / empresa de extração de minerais de alta tecnologia



**BMM- Brazilian Metal Mining S/A**

**metallic alloys industry** / indústria de ligas metálicas



**CERB - Complexo de Energia Renovável e Biotecnológico**

**production of food, biofuels, renewable energy generation and Biotechnology Center**  
produção de alimentos, biocombustíveis, geração de energias renováveis e Centro de Biotecnologia



**Clustsider Holding e Participações S/A**

**company of industrial business development** / empresa de fomento de negócios industriais

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### **Gold Spear**

gold mining, refining and certification of the state of Minas Gerais / mineradora, refinaria e certificadora de ouro no Estado de Minas Gerais



### **Inova Holding & Participações S/A**

company for the management of engineering projects and services / empresa gerenciadora de projetos e serviços de engenharia



### **Instituto Haggia Sofia**

Non-Governmental Organization (NGO) that always aims at encouraging humane and volunteering causes  
ONG que visa sempre incentivar as causas humanitárias e o voluntariado



### **JUN - Japan Union**

air transportation of passengers and cargo / transporte aéreo de passageiros e cargas



### **Jyoo Cluster Holding & Participações**

development of business societies with companies that provide goods and services, headquartered in São Paulo  
fomentadora de negócios societariamente em empresas de bens e serviços com sede em São Paulo



### **Jyoo Investment**

company for the management of financial investments in London / empresa gerenciadora de investimentos financeiros em Londres



### **Jyoo Steel**

mining Holding Company / Holding de Mineração



### **Jyoo Technology**

technology investment Company / empresa de investimento em tecnologia



### **MGB - Mineração Group of Brazil S/A**

mineral extraction industry field / indústria do setor de extração de minério



### **Project One**

production of food, biofuels, energy and sustainable development  
empresa de produção de alimentos, biocombustíveis, energia, pesquisa e desenvolvimento sustentável



### **Soares Rubini Trading**

Trading company headquartered in Lisbon - Portugal / Trading company sediada em Lisboa - Portugal

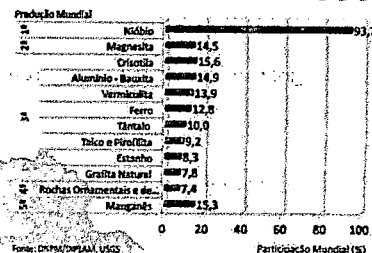


### **Serra da Lontra**

Iron mines in the state of Bahia / jazidas de ferro no Estado da Bahia

Even though our company's main activity is mining, we also offer numerous products outside the mining scope. The partnerships established with Brazilian commodities producers gives us the capacity to sell their merchandise worldwide. We are at our associates disposal to assist them with exportation and importation of their products, thus nourishing Brazilian commerce and enhancing national economy in front of the international market.

Ainda que a principal atividade de nossa empresa seja a mineração, oferecemos diversos produtos fora desta esfera. As parcerias com produtores de commodities brasileiros nos dá capacidade de escoar suas mercadorias pelo mundo, e nos colocamos a disposição para auxiliar na exportação e importação de produtos dos nossos associados, assim fomentando o comércio brasileiro e incrementando a economia nacional perante o mercado internacional.



In the world scenario, Brazil stood out as the main producer of niobium, with 93.7% of the market stock. The country became the second largest producer of magnesite, at 14.5% production. Other mineral substances also showed high participation in world production, such as: chrysotile (15.6%), manganese (15.3%), aluminium (14.9%), vermiculite (13.9%), iron (12.8%), tantalum (10.0%), talc and pyrophyllite (9.2%), tin (8.3%) and graphite (7.8%).

No cenário mundial, o Brasil se destacou como o principal produtor de nióbio, com participação de 93,7% no mercado desse metal. O país se tornou o segundo maior produtor de magnetita, com 14,5%. Outras substâncias minerais também mostraram elevada participação na produção mundial, a saber: crisotila (15,6%), manganês (15,3%), alumínio (14,9%), vermiculita (13,9%), ferro (12,8%), tântalo (10,0%), talco e pirofilita (9,2%), estanho (8,3%) e grafita (7,8%).

## OUR PRODUCTS ORES

- Industrial Sand
- Silica Sand
- Bauxite
- Cassiterite
- Ore of Dolomitic Limestone
- Ore of Kaolin and Clay
- Copper ore
- Dolomite ore
- Feldspar ore
- Iron ore
- Manganese ore
- Quartzite and Silica ore
- Gold ore
- Tantalum and Niobium ore
- Tungsten ore
- Silver / Platinum / Palladium
- Wolframite ore
- Ore of Zinc
- Niobium
- Nickel
- Granite
- Marble

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PRECIOUS & SEMI PRECIOUS STONES



- AGATE
- ACQUAMARINE
- AMETHYST
- CITRINE
- CRYSTAL
- EMERALD
- GRANADA
- PINK QUARTZ
- RUBELITE
- RUBY
- YELLOW TOPAZ
- BLUE TOPAZ
- TOURMALINE

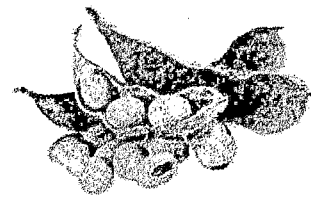


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COMMODITIES



- BEANS
- CHICKEN
- POWDER
- MILK
- HONEY
- CORN
- FISH
- PEPPER
- SALT
- REFINED SUGAR
- COTTON
- PEANUTS
- RICE
- COCOA
- CATTLE MEAT
- SOY
- WHEAT
- LAMB
- CEREALS
- CELLULOSE
- POPCORN



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## PROPOSAL

**Both national and international markets are now presented as potential consumers, there are no limits or boundaries. Therefore, we seek commercial partnership for exporting and importing, exploring new economic societies and encourage the relationship between Brazil and other Countries and Companies.**

Os mercados nacional e internacional se apresentam como potenciais consumidores, não há limite nem fronteiras. Portanto, buscamos parceria comercial para exportação e importação, explorar novas sociedades econômicas e fomentar o relacionamento bilateral entre Brasil e outros Países e Empresas.

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**WWW.JYOOCLUSTER.COM**  
**+55 61 3551-5564**

SCN QUADRA 05 BLOCO O BRASÍLIA SHOPPING  
TORRE SUL NÚMERO 306 - BRASÍLIA

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**From:** Jyoo Cluster | International Team [ ]  
**Sent:** Tuesday, March 13, 2018 10:39 AM  
**To:** Turkish Embassy in Brasilia  
**Subject:** Proposta de Cooperação Internacional Comercial - Jyoo Cluster

Prezados Senhores (as),

Temos a honra de lhes apresentar a empresa de fomento de negócios Jyoo Cluster Holding e Participações. O grupo é líder no ramo de mineração no Brasil, contando com uma vasta opção de pedras preciosas e semipreciosas de alta qualidade. Somos especializados em reformulação e internacionalização de empresas, transferência de tecnologia, joint ventures e adaptações comerciais bilaterais.

Também trabalhamos com diferentes tipos de commodities (Grãos, Açúcar Refinado, Algodão, Amendoim, Arroz, Cacau, Frango, Carne Bovina, Carne de Carneiro, Cereais, Celulose, Leite em pó, Mel, Milho, Peixes, Pimenta, Sal, Trigo).

Gostaríamos de solicitar mui gentilmente a possibilidade de fazer uma breve apresentação da Holding na Embaixada da República da Turquia, para que possam conhecer melhor nossa empresa e considerar uma possível parceria no futuro.

Agradecemos pela sua atenção.

Melhores cumprimentos,

Equipe Internacional - Jyoo Cluster

Brasília Shopping, Torre Sul, 3º andar, salas 306 e 307, Asa Norte - Brasília

Tel.: +55 61 3551 5564

Cel.: +55 61 98122 1383 - Marina Barcellos

+55 61 99805 8558 - Albert Galoyan

+55 61 99598 8500 - Sarah Mikosz

Dear Sir/Madam,

We are honored to introduce to you Jyoo Cluster Holding & Participations, a business development company. Our group leads the mining field in Brazil, relying on a wide variety of high quality precious and semiprecious stones. We specialize in business reform, technology transfer, joint ventures and in bilateral trade adaptations. We also work with a big variety of commodities, such as: Grains, Refined Sugar, Cotton, Peanut, Rice, Cocoa, Chicken, Bovine Meat, Lamb Meat, Cereals, Cellulose, Powder Milk, Honey, Corn, Fish, Pepper, Salt, Wheat and so forth.

We would like to kindly schedule a visit to perform a brief introduction of our Holding Company at the Embassy of the Republic of Turkey, in order to create an acquaintance with us and consider a possible partnership in the future.

We appreciate your attention;

Best regards,

International Affairs Unit - Jyoo Cluster

Brasília Shopping, Torre Sul, 3º andar, salas 306 e 307, Asa Norte - Brasília

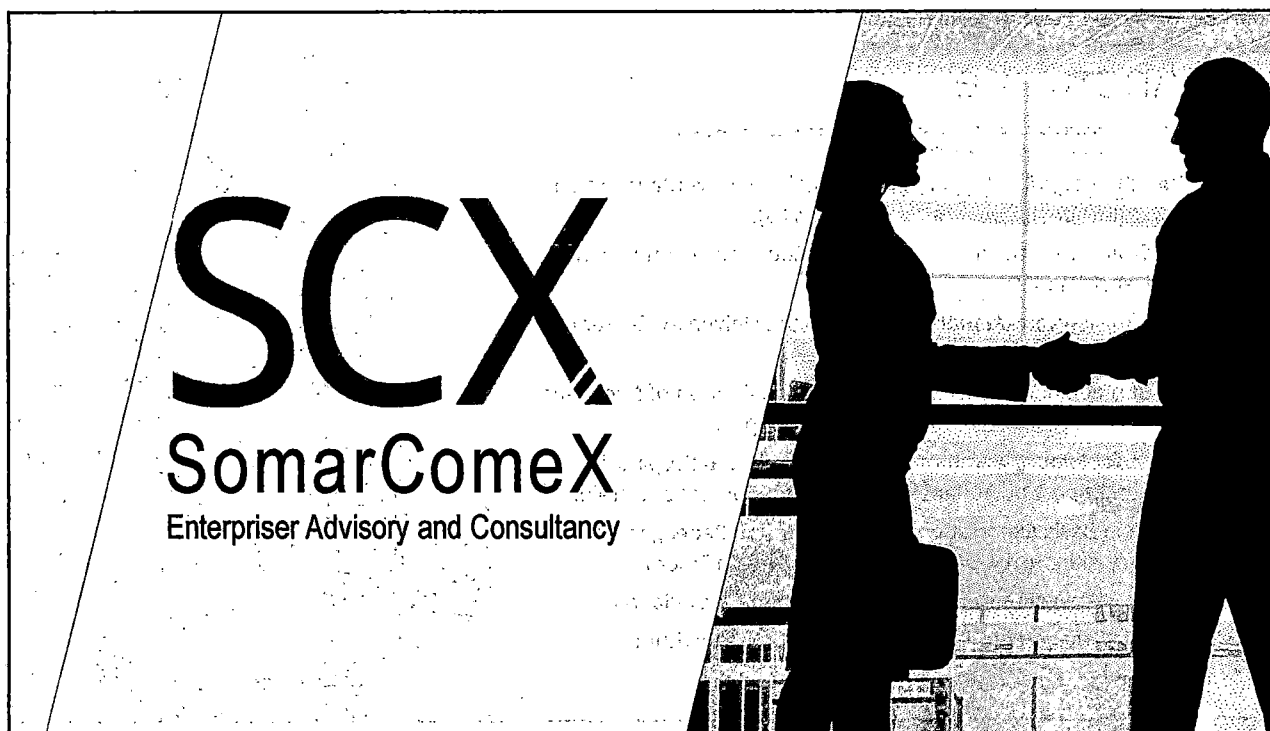
Tel.: +55 61 3551 5564

Cel.: +55 61 98122 1383 - Marina Barcellos

+55 61 99805 8558 - Albert Galoyan

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## About me

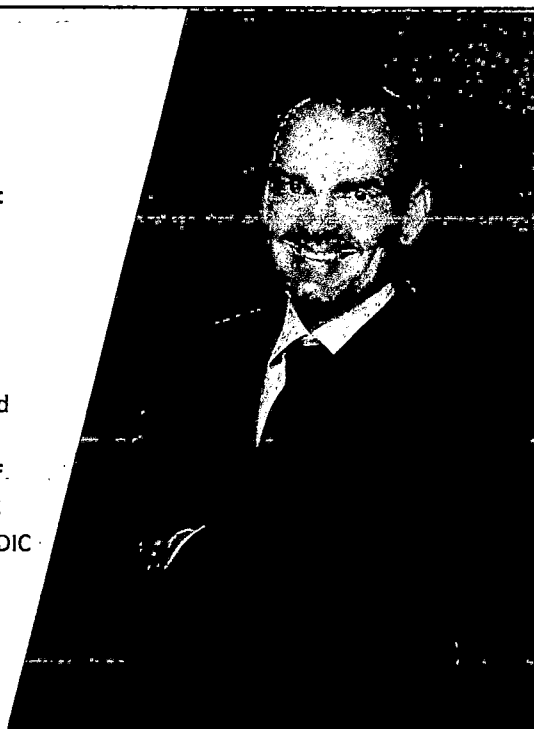
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**Raphael Almeida e França**  
Adviser and Consultant



## About me

- **MBA in Foreign Trade and International Business Management** by Getúlio Vargas Foundation (FGV Brasília).
  - Strategy for the internalization of Cooparalso Coffee in the french market
- **Bachelor in International Relations** by the University Center of Brasília (UniCeub)
  - Bureaucratic barriers in the internationalization of Micro and Small Brazilians Enterprises through export
- **Course for Export Assistant and on Analysis and Preparation of Costs on Import** by Aduaneiras Institution Courses and Training
- **Course in Basic Exportation** by the Institution Redeagentes / MDIC (Ministry of Industry, Development and Foreign Trade)
- **Project Management on Practice** by the company Plano Pro2
- **MBA in Management Project** by Postgraduate Institution (ongoing)



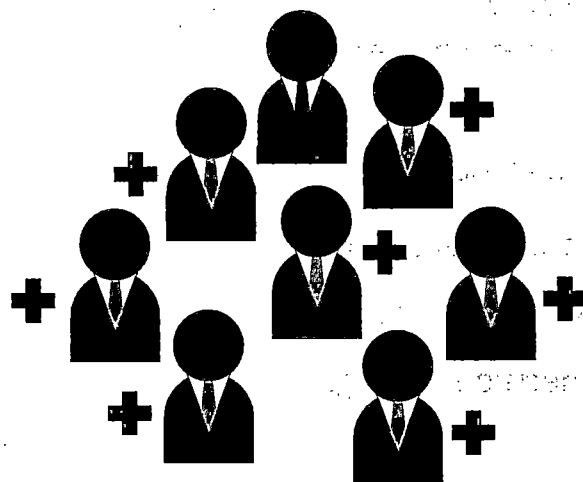
Commercial  
Intelligence

Business  
Development

Strategic  
Solutions

SCX

Better  
Business  
Prosperity



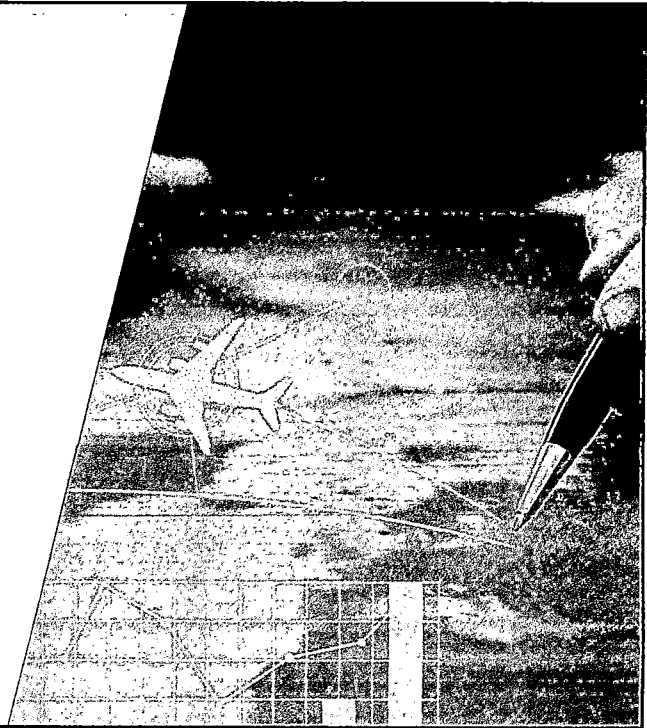
## Our services include

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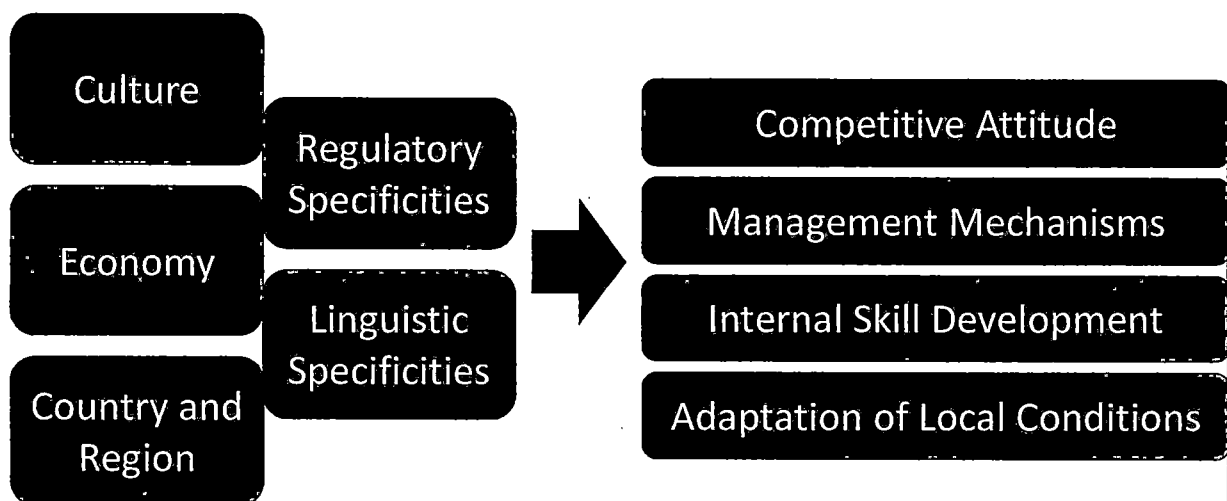
- **Market Analysis**
- **Business Plan for Internationalization**
- **Trade Exhibitions**
- **Advisory on Customs Procedure**

## Market Analysis

Conduct study and analysis of the target market prior to the realization of the investment gives guarantee of greater reliability for decision making.

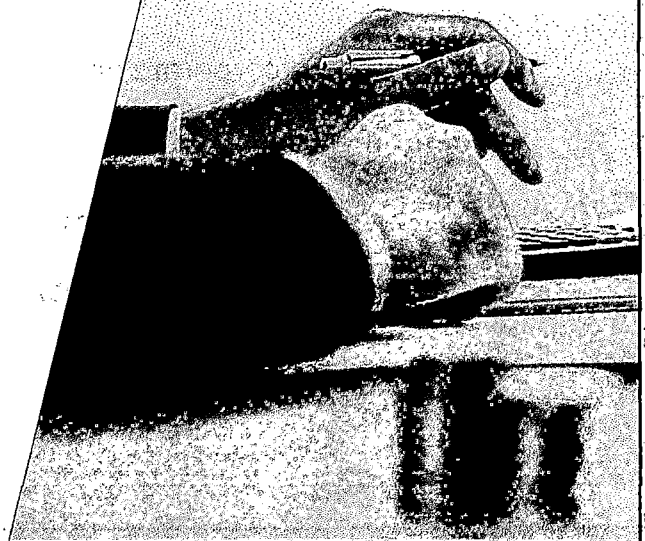


## Market Analysis

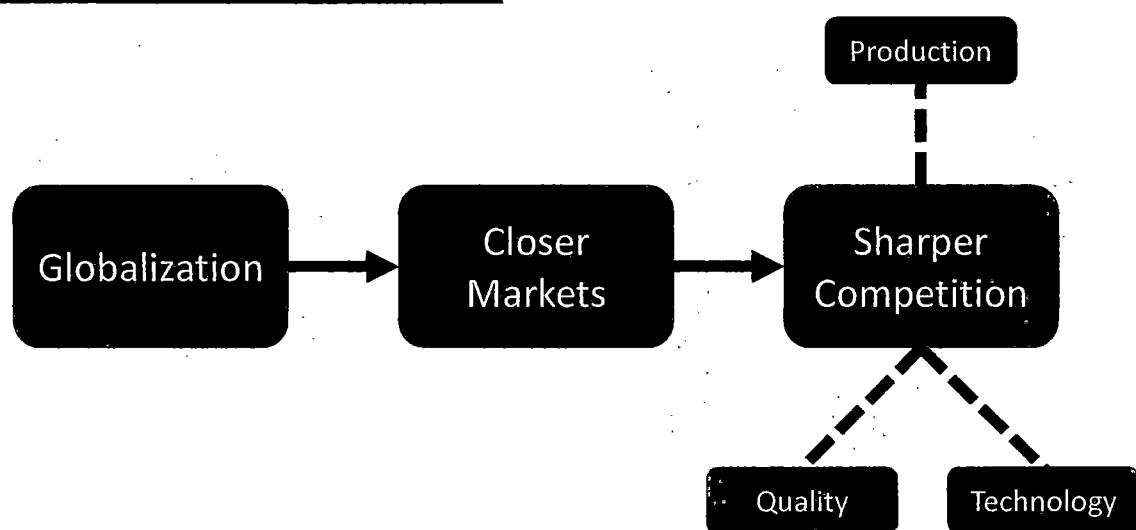


## Business Plan for Internationalization

The interaction of companies and products in national and international markets must remain competitive and attentive to the symptoms and business opportunities.



## Business Plan for Internationalization



## Trade Exhibitions

Participation on corporate or on relationship events are an effective way to identify business opportunities and potential markets

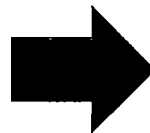


## Trade Exhibitions

Public  
approaching

New  
contacts

Better cultural  
understanding

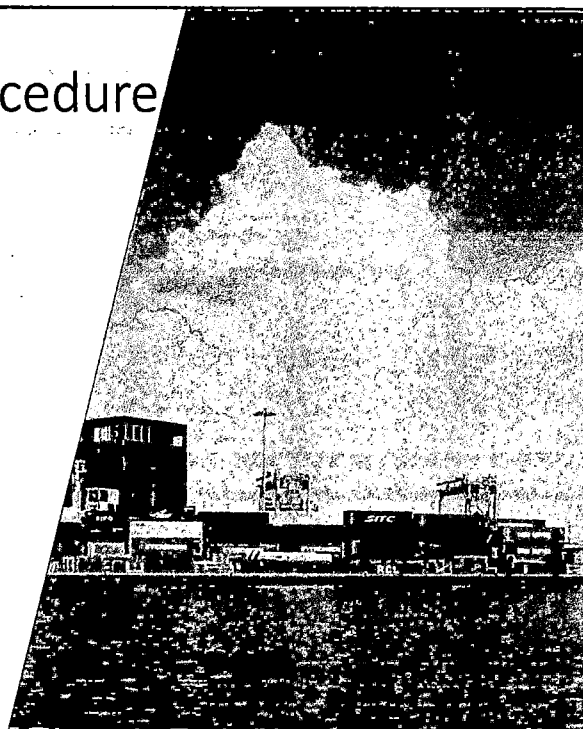


**Safety**

on business development  
decision making

## Advisory on Customs Procedure

Foreign trade demands legal operations and measures, as well as authorizations and restrictions so that a product can enter or leave a country

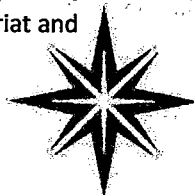


## Advisory on Customs Procedure

The Brazilian foreign trade operations are registered in SISCOMEX and inspected in the customs area for verification purposes in compliance with the pertinent legislation for nationalization or denationalization of the merchandise.

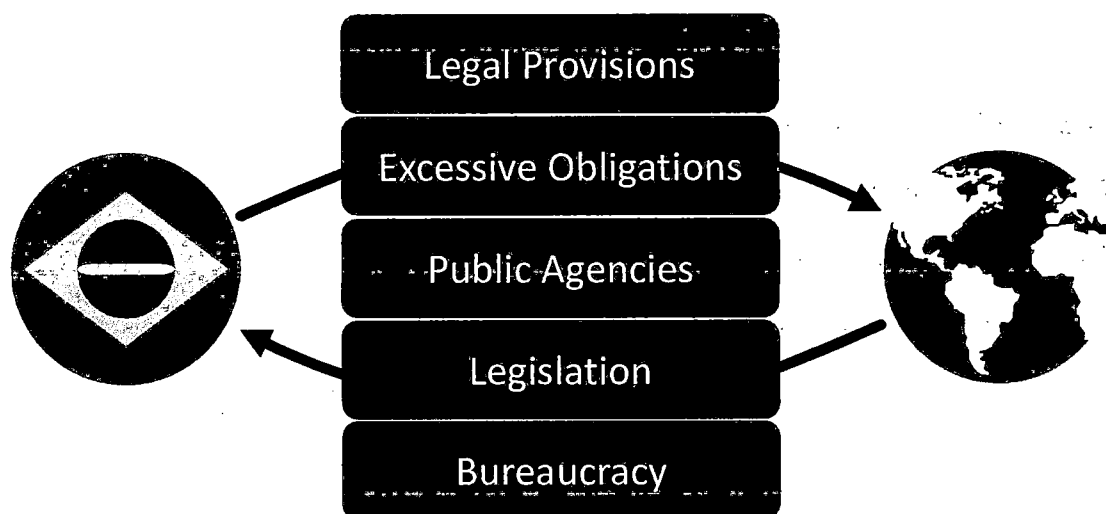
Siscomex is an instrument that integrates the activities of registration, monitoring and control of foreign trade operations, through a single flow of information whose processing is carried out exclusively and compulsorily by the system.

The system is managed by the Brazilian Foreign Trade Secretariat; Brazilian Federal Revenue Secretariat and Central Bank of Brazil.



**Siscomex**  
Sistema Integrado  
de Comércio Exterior

## Advisory on Customs Procedure



## Advisory on Customs Procedure

As a general rule, Brazilian imports are exempt from import licensing with prior authorization by consenting bodies. However, for other goods there is the Automatic Licensing mode, when it runs after the shipment and before the customs clearance; and Non-automatic licensing, when it occurs prior to the shipment of the merchandise abroad.



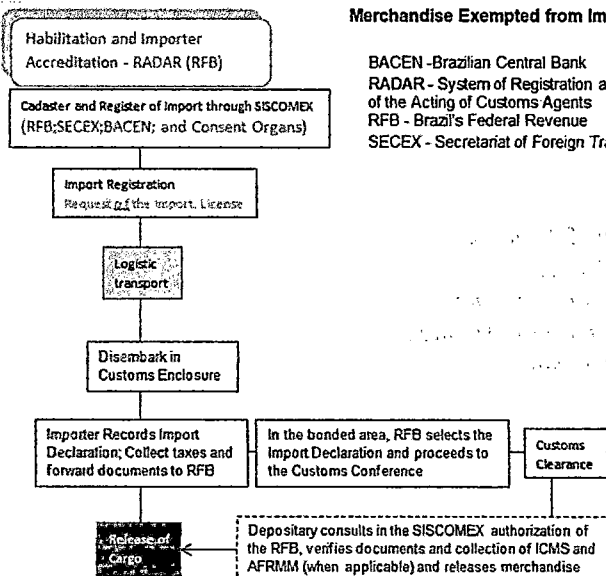
## Advisory on Customs Procedure

Managing Organs: Foreign Trade Secretariat; Federal Revenue Secretariat and Central Bank.  
Consenting Organs for certain products:

- ❖ Agência Nacional do Cinema
- ❖ Agência Nacional de Energia Elétrica
- ❖ Agência Nacional de Petróleo
- ❖ Agência Nacional de Vigilância Sanitária
- ❖ Comissão Nacional de Energia Nuclear,
- ❖ Comando do Exército Brasileiro Ministério da Defesa
- ❖ Departamento de Operações do Comando do Exército
- ❖ Comando do Exército - Diretoria de Fiscalização de Produtos Controlados
- ❖ Departamento Nacional de Produção Mineral do Ministério de Minas e Energia
- ❖ Departamento de Polícia Federal do Ministério da Justiça
- ❖ Empresa Brasileira de Correios e Telégrafos
- ❖ Ministério do Meio Ambiente
- ❖ Instituto Nacional de Metrologia, Normatização e Qualidade Industrial
- ❖ Ministério da Agricultura, Pecuária e Abastecimento
- ❖ Ministério da Ciência e Tecnologia

## Advisory on Customs Procedure

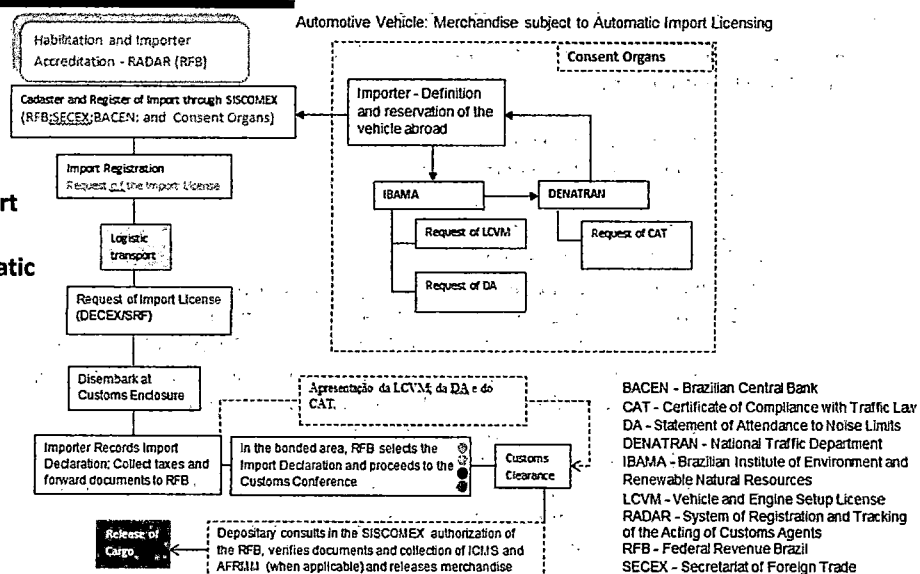
**Example of Brazilian Import Procedure**  
**Flowchart for product exempted of the import license**





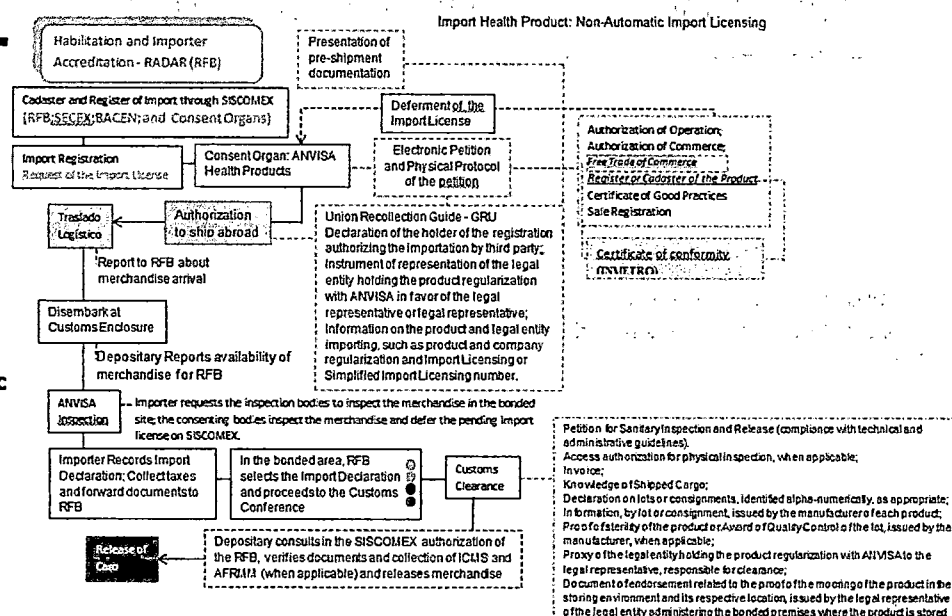
## Advisory on Customs Procedure

### Example of Brazilian Import Procedure Flowchart on Product subject to Automatic Import License

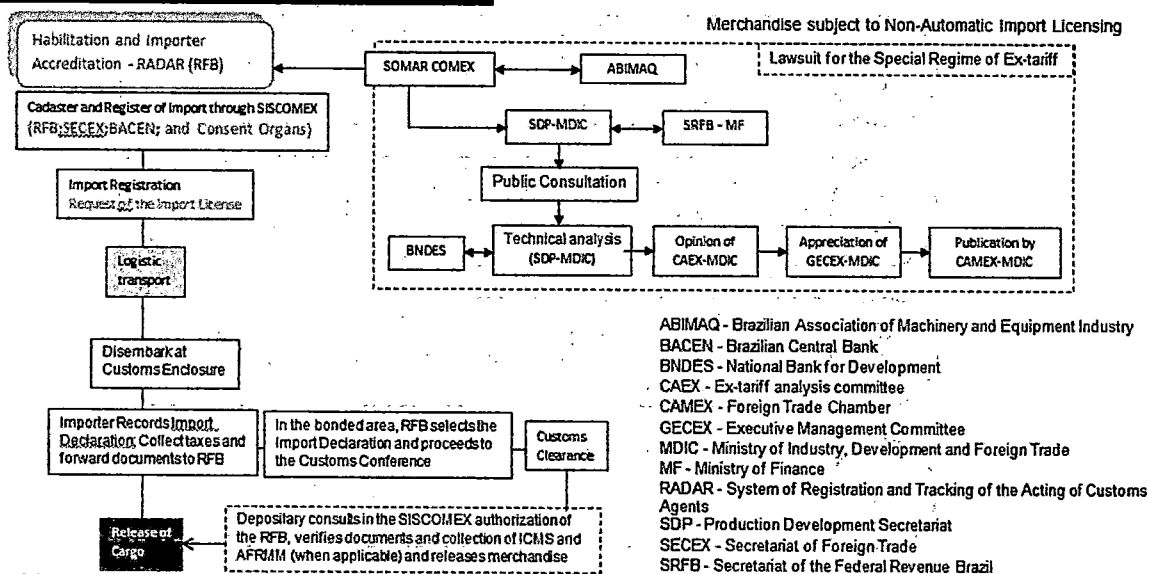


## Advisory on Customs Procedure

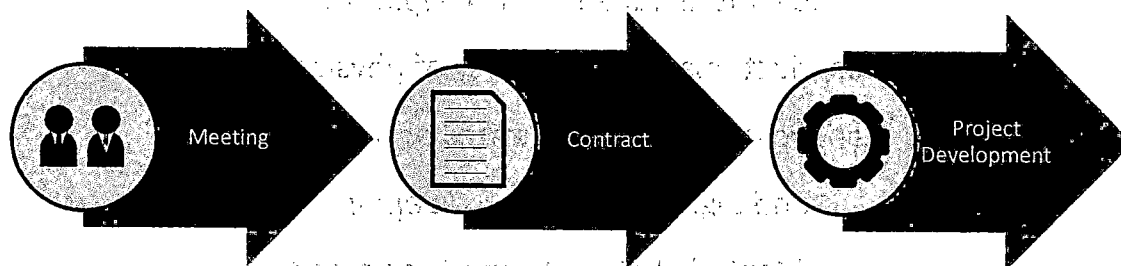
### Example of Brazilian Import Procedure Flowchart on Product subject to Non-Automatic Import License



## Advisory on Customs Procedure



## Development Method



## Project Development

- 1 Briefing and Scope Definition
- 2 Previews for Content Preparation Analysis
- 3 Slide Presentation
- 4 Document and Presentation Delivery

SCX within its ethical principles of conduct, maintains a policy of physical and logical security in terms of printed and digital documents, keeping confidential all the information passed.

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.

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# SCX

**SomarComeX**  
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Brasil, Brasília – DF SHCGN 709 Bloco I, 204 ZIP Code 70.750-709

[Skype: somarcomex](https://www.skype.com/en/contacts/business/somarcomex)

# **Opening Statement**

## **Consultancy on the process to import medical equipment in Brazil**

Brasília, April of 2018

## Opening Statement

**Name of the Project:** Business consulting service for the process of importing medical equipment in Brazil (health products)

**Objective:** prospect the process of regularization to Import medical equipment in Brazil

**Justification:** Foreign pharmaceutical industry interested in joining the Brazilian market.

**Specific objectives:**

Relevant legislation

Definitions and technical concepts of medical equipment in Brazil.

Rules for classification of medical products and application for registration or registration with Anvisa (Brazilian Sanitary Surveillance Agency).

Requirements for operation of medical equipment company (manufacturers and importers)

Certifications, Registers and Administrative Fees.

Import process

Analysis and elaboration of import costs

**Goals:** Present clearly and objectively all steps related to the process of regularization of the company for the import or manufacture of medical equipment in Brazil

**Benefits:** knowledge about: bureaucratic process for company legalization; customs procedure in the importation of medical equipment in Brazil; error mitigation; and cost optimization;

**Functions and responsibilities:**

**Sponsor**

**Function:** present topics of interest, motives, intent and proposed objective.

**Responsibility:** Approve developed content.

**Project Manager**

**Function:** Direct activities to the team; Maintain active communication interface between sponsor, development team and stakeholders. Establish rapport for the purpose of the project and the expectations of stakeholders.

**Responsibilities:** Plan, direct, organize and manage the monitoring and control of activities in progress during project development with the executive team.

**Project Assistant**

**Function:** perform activities ordered by the Project Manager; prepare content in conjunction with the project development team; clarify doubts, suggest solutions and exchange knowledge with the development team and the Project Manager.

**Responsibilities:** Do research; elaborate content; schedule meetings; answer questions; and share the knowledge with the team and the project.

#### Import Analyst

**Function:** Identify the Organs involved in the import process; list the documents and steps necessary for customs clearance; analyze and measure the costs of importing the operation; and legal review on compliance with legal requirements related to the consenting bodies involved.

**Responsibilities:** Verify the customs procedure for importing medical equipment in Brazil; analyze and calculate the average import cost (tax incidence);

#### Stakeholders:

Brazilian Institute of Environment and Renewable Natural Resources (IBAMA)

**Function:** Issuance of the Environmental License for the construction of industry;

**Responsibilities:** Protect the environment - Brazilian climate, fauna and flora.

Ministry of Health / National Sanitary Surveillance Agency – MS/Anvisa.

**Function:** Authorize health company operation; register products under sanitary surveillance; certificate companies with good practice of manufacturing and control.

**Responsibilities:** Attest sanitary control. Care about public health

National Institute of Metrology, Quality and Technology – Inmetro.

**Function:** perform tests and clinical trials

**Responsibilities:** Attest product compliance to standards and regulations.

#### SISCOMEX

**Function:** administrative instrument that integrates the activities of registration, monitoring and control of Brazilian foreign trade operations (DECEX/SECEX; RFB; BACEN; and Consent Agencies)

**Responsibilities:** allow single flow of information, in which all public and private stakeholders record information, statements in successive stages, according to the established flow chart, thus standardizing the procedures.

Department of Foreign Trade Operations; of the Foreign Trade Secretariat of the Ministry of Development, Industry and Foreign Trade (DECEX/SECEX/MDIC)

**Function:** Review the relevant documents to grant the Import License;

**Responsibilities:** Grant or not the Import License..

Federal Revenue of Brazil - Customs Clearance - RFB

**Function:** verify the conformity of the data informed in the Import Declaration (DI) with the imported merchandise, the documents presented and the specific legislation, to clearance of the merchandise.

**Responsibilities:** check cargo compliance and collect tax payment  
(II IPI;PIS;COFINS;ICMS;AFRMM)





**SomarComeX**  
Assessoria e Consultoria Empresarial

**Time Requisite:** 1,200 (one thousand and two hundred) work hours

**Cost Requisite:** US\$ 70,00 (Seventy American Dollars) per hour

**Quality Requisite:** compliance with legislation and content integrity.

**Premissas:** The Project Manager and his team will be available 40 hours a week for visits, meetings and data surveys and information gathering for the development of the project

**Global Investment:** US\$ 84.000,00 (eighty four thousand American dollars)

**Restrictions:** This project contemplates the provision of consultancy on the legal procedure for the installation of industry in Brazil and for import of medical equipment in Brazil. Advisory services will be charged separately.

Costs with emoluments for the issuance of licenses, certificates and declarations with SISCOMEX and consenting bodies and the collection of taxes with the RFB are the responsibility of the CONTRACTING PARTY.

**Subscriptions/Signatures:**

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**Raphael Almeida e França**  
**Investment Analysis and Management**

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**Contractor**



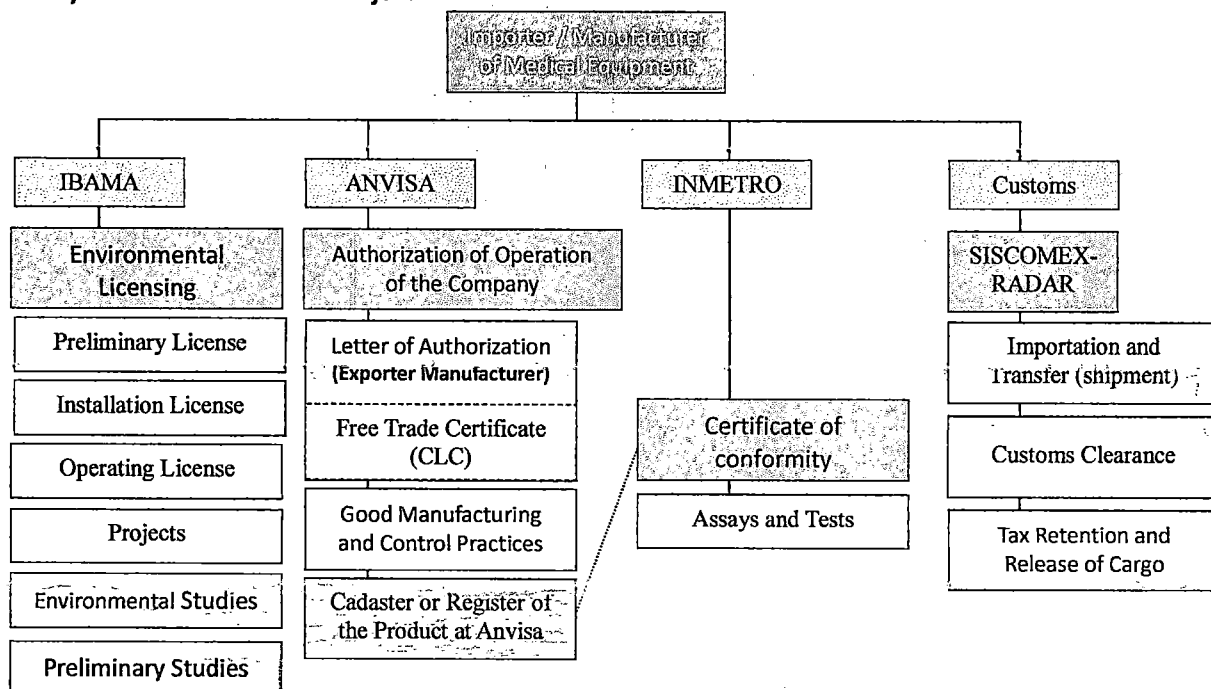
## SCOPE OF THE PROJECT

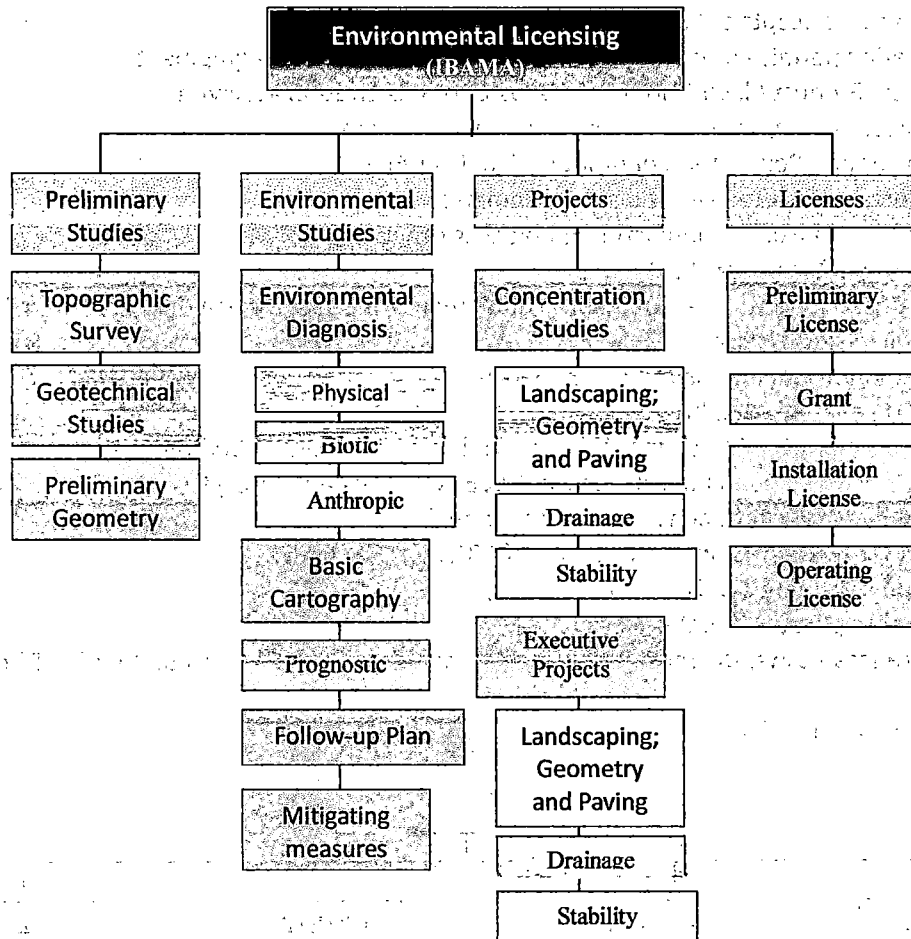
**Object:** prospect the process of regularization to Import medical equipment in Brazil

### Object Detailing

- Technical Concepts of Products for Health and Related
- Operating permit - Manufacturers and importers of medical equipment
- Medical Product Classification for Cadaster or Registration at Anvisa
- Cadaster and Registration of Health Product at Anvisa
- Cadaster and Registration of products family at Anvisa
- Products subject to tests and assays (Inmetro)
- Certificate of Good Manufacturing Practices (Anvisa)
- Free Trade Certificate (CLC)
- Authorization for the sale of medical equipment / product for health in Brazil (Anvisa)
- Sales Register (Anvisa)
- Rates and payments (Anvisa and Inmetro)
- Import process of health products
  - Importer Accreditation and Qualification in RADAR - (SISCOMEX)
  - Apply for an Import License (DECEX e Órgãos Anuentes) through SISCOMEX
- Procedures for contracting company for transfer
- Registration of the Import Declaration (DECEX) at SISCOMEX
- Customs Clearance of Merchandise (RFB)
- Cost of import (payment of taxes)
- References - Laws; Decrees; Resolutions; Resolutions of the Collegiate Board of Directors

### Analytical Structure of the Project

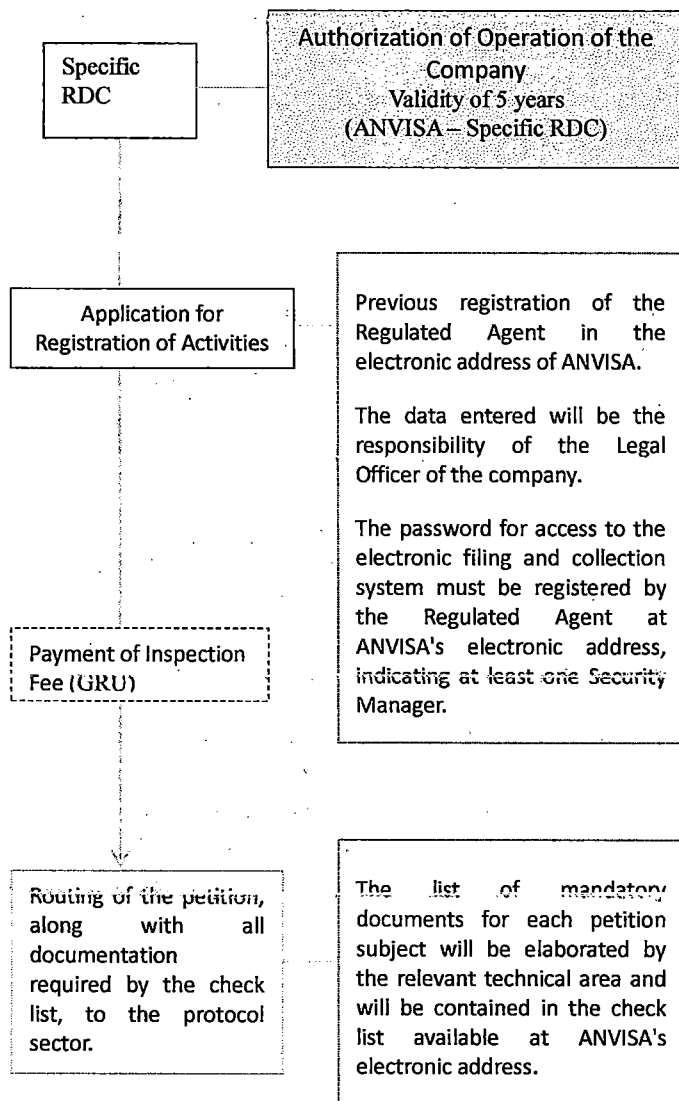






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## Authorization of Operation of the Company (Anvisa)



### Requisites:

I - have an authorization issued by Anvisa according to the activity of the company: (manufacturing, import, export, distribution, storage, transport)

II - prove technical and operational capacity and the availability of essential installations, equipment and apparatus, and in conditions appropriate to the purpose for which it is proposed;

III - have the means to guarantee the quality of products and activities carried out by the establishment, in accordance with the specific regulations.

IV - have trained human resources to carry out the activities; and

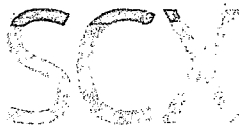
V - means to prevent, eliminate or reduce environmental risks arising from activities carried on by the establishment which have adverse health effects.

### Precepts:

Where a single establishment manufactures or markets products of a different nature or purpose, is obligatory to separate facilities for the manufacture and packaging of materials, substances and finished products;

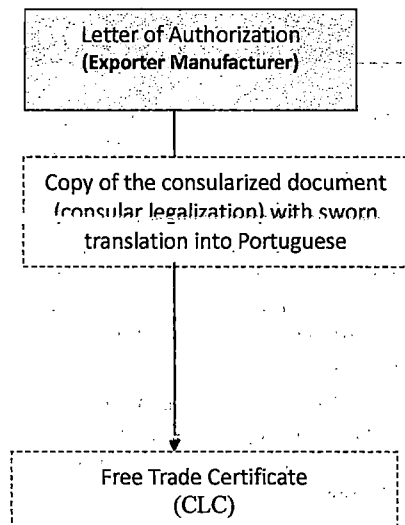
Adequate location of the premises and prohibition of residences or dwellings in the buildings destined to them and in the adjacent areas;

Prior approval by the state health agency of the projects and plans of the buildings and inspection of the respective one.



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## Authorization for the sale of medical equipment / health product in Brazil



### Requisites:

The name and address of the equipment manufacturer, identical to those given on a specific form.

The name and models of the equipment, as specified in the specific form;

Explicit statement that the equipment is freely marketed in the country of issue of the certificate. Actual/present validity.

### Precepts:

When the manufacturer is subordinate to a business group, the Representation Authorization may be granted by the group holding company, provided it is accompanied by a statement issued by that holding company, informing the list of the companies forming the group in which the question can be identified;

In case of legal manufacturer, present Representation Authorization issued by this manufacturer.

The Authorization of Representation must be granted in favor of the company, containing the corporate name identical to that indicated in the Authorization of Operation of the Company issued by Anvisa;

The authorization must state that the company, the registrant, can market the product in Brazil. If only certain geographical regions or states of Brazil are indicated, the authorization must indicate explicitly that the company can register the product in Anvisa, although its commercialization is restricted to some states or regions.

When there is explicit expiration in the authorization, it must be in force at the time of the protocol of the petition at Anvisa.

## Free Trade Certificate

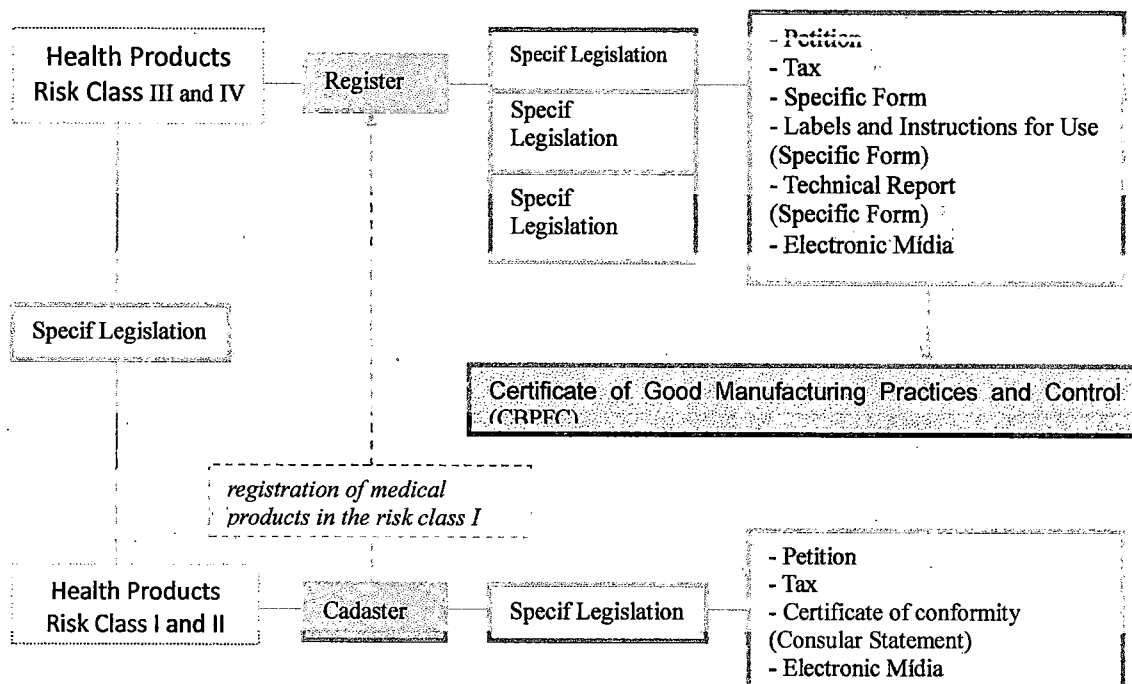
Medical Equipment Risk Class: II, III e IV

Free Trade Certificate (CLC);  
Manufacturer's authorization to market  
health product/equipment

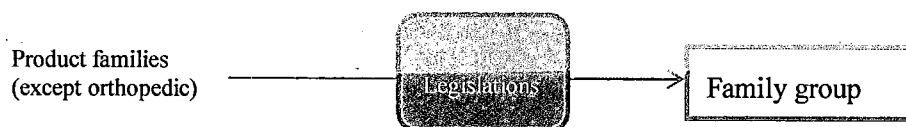


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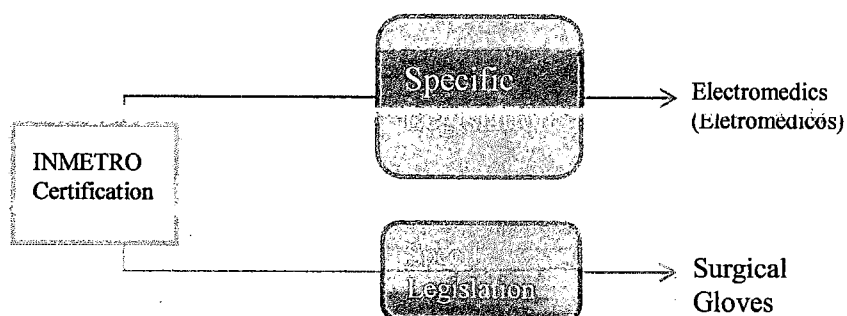
### Cadastro ou Registro de produto médico junto à Anvisa



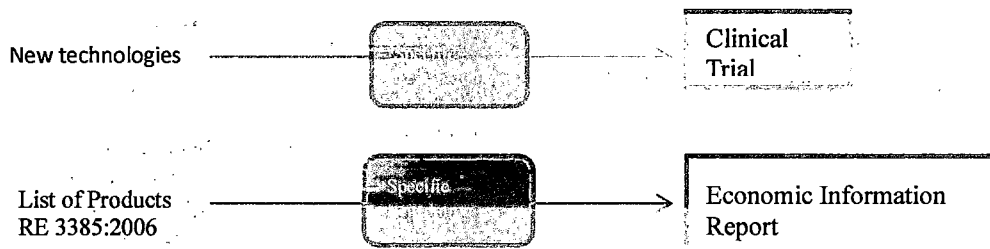
### Cadaster or Register of products on group (group of family products)



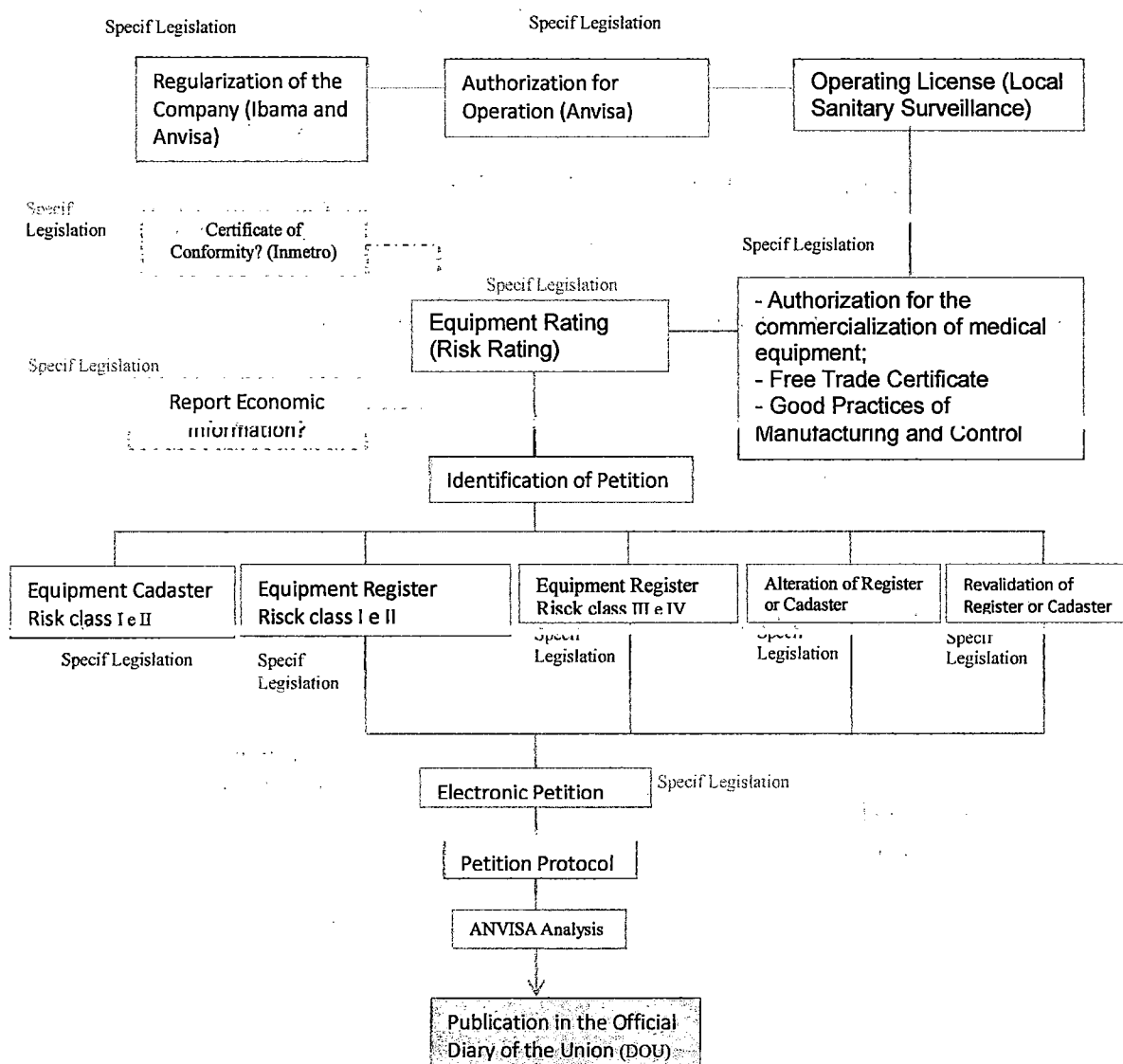
### Certificate of conformity (INMETRO)



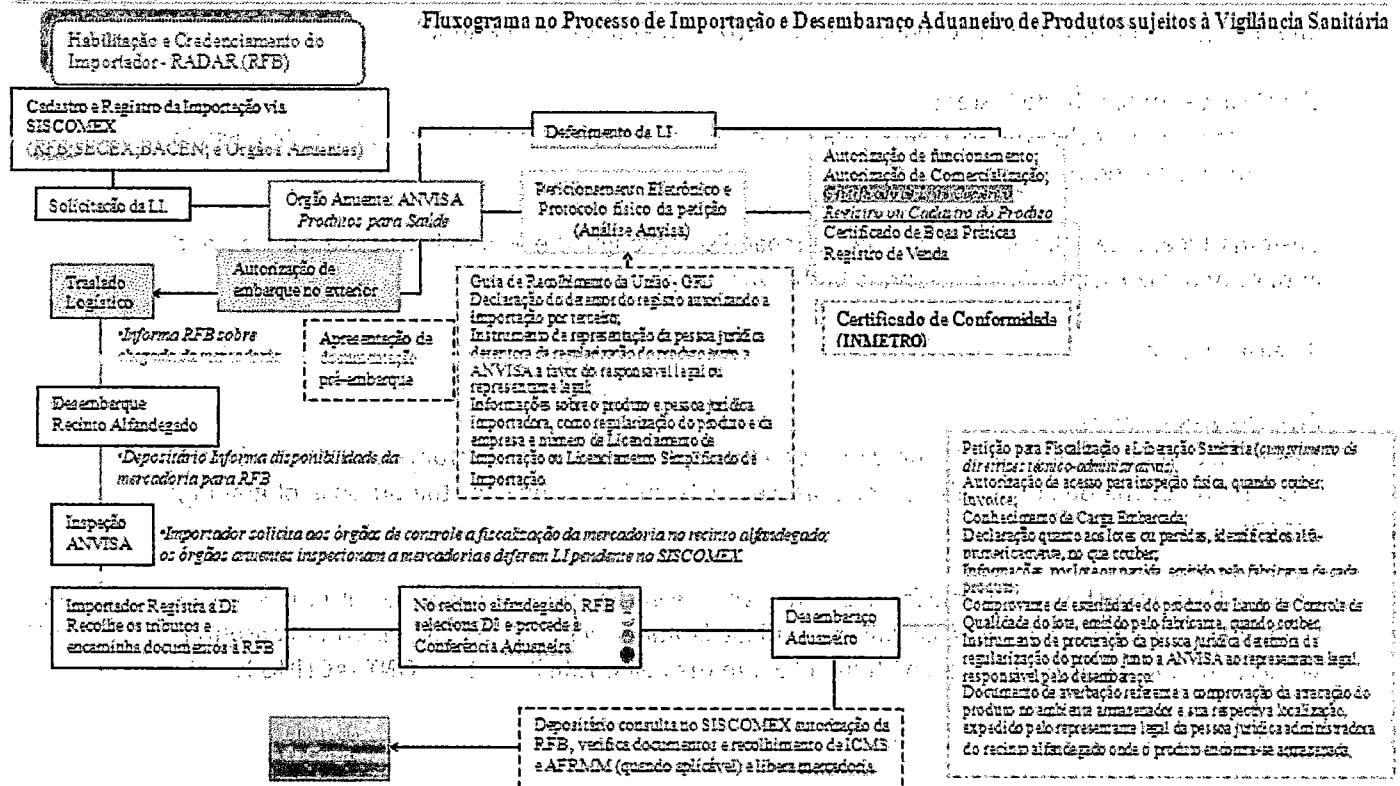
**Imports subject to clinical trials and / or economic report**



### Flow chart of the process for register or cadaster of health products at Anvisa



**Fluxograma no Processo de Importação e Desembarço Aduaneiro de Produtos sujeitos à Vigilância Sanitária**





**Dicionário da Estrutura Analítica do Projeto**

Environmental License - document issued by Ibama for the purpose of installing industries.

Authorization of Operation of Company - document issued by Anvisa for the proposed purpose.

Cadaster or register of the product at Anvisa - procedure for regularization of product subject to sanitary surveillance. (products subject to clinical trials, compliance and economic reporting)

Imports subject to clinical trials and / or economic report - Compliance with Inmetro and / or other Consenting Bodies.

Import registration on Siscomex and request of LI (DECEX and Anvisa; Petition).

**SISCOMEX - Foreign Trade System**

Deferment of the Import (Authorization of shipment abroad and landing of merchandise in the destination)

Customs Clearance - Inspection of the merchandise through the Federal Revenue Service and auditor of the corresponding consenting body, when applicable.

Release of Cargo

**Projects Restrictions**

This project does not include the provision of advisory services in the customs procedures for the importation of the object of this contract, as well as technical studies for the purpose of granting licenses.

Costs with the purchase and transfer (insurance and freight) of the merchandise with the supplier, emoluments for issuing licenses, certificates and declarations with SISCOMEX and other consenting bodies, and the collection of taxes with the RFB, are the responsibility of the CONTRACTING PARTY.

**Work Packages**

Briefing and Scope with the Client: knowledge of the situation, the difficulties identified, the alternatives to solutions, the goal reached / sought; and of the delivered product.

Research on specific legislation and consent related to the object of this project.

Scheduling of meetings with the related bodies for the purpose of clarifying understanding, healing doubts. (Anvisa, Ministério da Saúde, Inmetro)

Analyze and elaborate content to explain matter and to relate criteria and regulated requirements assertively in compliance with the legislation for the correct customs clearance of the merchandise.

## Clarifications for customs procedure

### Habilitation on RADAR – SISCOMEX

Solicitation of Import License (LI) at SISCOMEX (Portaria Decex nº 8, de 1991, amended by Portaria MDIC 235, de 2006).

Accreditation of the importer; Solicitation of LI (DECEX / SECEX) and Registration of Import Declaration on SISCOMEX with the electronic petition; NCM / SH classification; port of origin and port of destination; CIF value (Cost, Insurance and Freight) ; supplier's data; transport company data; and other pertinent information (proof of income, residence, etc.)  
Requerimento de Habilitação

The license may be rectified after the merchandise has been cleared, upon request to the consenting body, which will be object of manifestation provided in a specific document.

### Import Registry – SISCOMEX.

Solicitation for Import License and electronic and physical petition with the corresponding consent organ (Anvisa). If deferred: Acquisition of property and transfer.

### Acquisition of property and transfer

Acquisition of the good according to the historical analysis of the supplier: suitability; experience; and quality of service. International payment by means of an exchange contract in the form of letter of credit with a banking institution authorized by BACEN - Brazilian Central Bank

Letter of credit: instrument issued by a bank (the issuing bank), at the request of a customer (the borrower). In accordance with its instructions, the bank undertakes to make a payment to a third party (the beneficiary), against delivery of stipulated documents; provided that the terms and conditions of the credit are fulfilled.

By terms and conditions of the credit, it is understood that the transaction is executed in accordance with the agreement, especially as regards the following items: credit value, beneficiary and address, validity period for shipment of merchandise, validity period for negotiation shipment and destination, merchandise breakdown, quantities, packaging, permission or not for partial shipments and for transshipment, bill of lading, invoices, certificates, etc

The letter of credit is a conditional payment order, that is the exporter will only be entitled to the receipt if it meets all the requirements it has agreed to.

1º opens the credit in favor of the exporter

2º bank issues letter of credit to the bank of the exporting country

3º bank of the exporting country communicates to the exporter the arrival of the letter of credit and its conditions.

4º the exporter arranges for the shipment of the goods;

5º the exporter delivers the documents required by the credit to the exporting bank for examination and payment.

- 6º the exporting bank sends the documents to the importing bank
- 7º the importing bank reimburses the exporting bank; receives the documents and delivery to the importer
- 8º the importer, in possession of the documents, pays the customs duties and withdraws the goods

**Registration of the Import Declaration on SISCOMEX (Secex nº 35, de 24 de novembro de 2006) .**

**Presentation of documents relating to the importer and imported goods**

- Copy of the importer's identification document; (CNPJ, Legal Representative); Proof of Income (IR declaration); Proof of Residence / Residence; Copy of Commercial Invoice (Invoice) Instrument of empowerment (proxy) for representation of legal entity, if applicable; and copy of the identification document of the representative (s) to be accredited.

**Request for Customs Transit (case of clearance in Secondary Zone)**

The granting and application of the customs transit procedure shall be requested from the competent customs authority of the unit of origin. When granting the procedure, the customs authority under whose jurisdiction the goods to be carried are to be transported will:

- I - establish the route to be followed;
- II - shall set the deadlines for the execution of the operation and for proof of the arrival of the merchandise at the destination; and
- III - will adopt the precautions deemed necessary for fiscal security.

For the purpose of completing customs transit, the unit of destination shall examine the documents and verify the vehicle, the safety devices, and the integrity of the cargo. If it finds that the transporter has fulfilled its obligations, the destination unit shall complete the customs transit.

**Customs Clearance and Release of Cargo**

Reliable presentation of the documents in accordance with the data informed in the Import Declaration-SISCOMEX (DI) and in the collection of taxes with RFB for release of cargo. (documents, receipts of payments and collection of taxes).

**Monitoring and control mechanism**

The Manager will check daily and weekly the evolution of the project with the development (executive) team. The Manager will communicate monthly progress of the project to the Sponsor.

The Manager will hold two weekly meetings with the team to identify the progress status of the project (activities carried out and activities to be carried out). Meetings between the team and the Project Manager will take place in person, with the first meeting on Mondays in the morning and the second meeting on Fridays in the afternoon.

Any external activity should be communicated to the Project Manager. Any external activity carried out must provide justification and the purpose of its accomplishment. For this, a questionnaire



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regarding the pertinent subject and report on the meeting should be elaborated. The external activity will only be authorized with approval of the Project Manager.

| Matriz de Responsabilidade |                       |         |          |            |          |         |            |                    |
|----------------------------|-----------------------|---------|----------|------------|----------|---------|------------|--------------------|
| Conteúdo                   | Responsáveis Técnicos |         |          |            |          | Cliente | Fornecedor | Órgãos<br>Anúncios |
|                            | Patrocinador          | Gerente | Analista | Assistente | Continuo |         |            |                    |
| Pesquisa da Legislação     | I                     | R,A     | R, A     | R,P        | --       | A       | --         | --                 |
| Elaboração de Conteúdo     | I                     | I, R, P | I, P     | P          | --       | A       | P          | --                 |
| RADAR-SISCOMEX             | I                     | I       | R, P     | P          | --       | I       | --         | A                  |
| Solicitação da LI          | I                     | I       | R, P     | P          | --       | I       | --         | A                  |
| Peticionamento             | I                     | R,P     | R, P     | I, P       | --       | I       | --         | A                  |
| Registro da DI             | I                     | I       | R        | P          | --       | I       | --         | A                  |
| Desembaraço                | I                     | I       | R        | P          | --       | P ou I  | --         | A                  |

Legenda das Responsabilidades: A- Aprova; I – Informado; P – Participa; R- Responsável; Continuo – Apoio;

### Communication Management

Communications will occur through hierarchical levels as follows:

First level - Sponsor / Project Manager / Customer

Second level - Project Manager / Project Team / Stakeholders

- Any questions of the Project Manager should be presented to the sponsor or to the client, who is responsible for clarifying them
- Any doubts of the project team should be presented to the GP, who is responsible for clarifying them.
- The project team will not have communication access with Sponsor and Customer and vice versa.
- The project team will have communication access to the Project Manager and interested parties (Consent Organs) for guidance and / or clarification of pertinent questions.
- The Project Manager will be responsible for evaluating the content prepared by the project team and then forwarding it to the client for evaluation and approval

| MATRIZ DE COMUNICAÇÃO |              |                    |                      |                      |
|-----------------------|--------------|--------------------|----------------------|----------------------|
| Público Alvo          | Evento       | Periodicidade      | Formato              | Armazenagem          |
| Cliente               | Reunião      | 1 vez por mês      | e-mail ou presencial | Relatório de Reunião |
| Patrocinador          | Status       | 1 vez por mês      | Comunicação (e-mail) | e-mail               |
| Gerente de Projetos   | Reunião      | Cada 15 dias       | Presencial           | Relatório de Reunião |
| Equipe do Projeto     | Apresentação | 2 vezes por semana | Presencial           | --                   |

### Analysis and Risk Management

| Cause   | Effects  | Probability | Impact | Exposure Level | Type of action                 | Action   | Risk Owner        |
|---|--|-------------|--------|----------------|--------------------------------|--|-------------------|
| Absence of Briefing and Scope with the Client           | Research of information divergent to the proposed object.                                | 5           | 5      | 25             | Mitigate the cause             | Elaboration of document subject to the analysis and approval of the client certifying the understanding of the proposed object.  | Project Manager   |
| Elaboration of content contrary to the proposed object. | Quality of information compromised   | 4           | 5      | 20             | Mitigate the cause             | Identification of the pertinent legislation, ordinances and resolutions as well as direct contact with the involved organs to clarify understandings and to solve doubts.  | Project Assistant |
| Failure at the Consent Organs                           | Non-granting of Licenses, Declarations and Certifications                                | 5           | 3      | 15             | Mitigate the cause Contingency | Relate documents per license, statement and certification in accordance with specific regulations.   | Project Assistant |
| Retention of Merchandise in Customs Enclosure           | Non-conformity of the imported product with the data presented in the Import Declaration | 4           | 2      | 8              | Mitigate the cause             | Payment by Letter of Credit so that the release of resources to the supplier by the Bank is made only after verification of conformity of the product purchased (documented) with the product to be shipped (physical product) | Importer Acquirer |



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#### Briefing e Escopo

**Risk** – incorrect collection of data and or collection of information divergent to the project object. Average Probability. Low Impact

**Mitigating Action** – Preparation of document after meeting certifying the proposed understanding between the client and the Project Manager (this document should contain the definition of the guidelines for the correct collection of pertinent information and should be subject to the analysis and approval of the client)

#### Research and Content Development

**Risk** – Elaboration of content contrary to the proposed object. Low probability. High impact.

**Mitigating Action** – Identification of the pertinent legislation, ordinances and resolutions as well as direct contact with the involved organs to clarify understandings and solve doubts.

#### Consent of the Organs involved

**Risk** – Non-granting of Licenses, Declarations and Certificates. Low probability. High Impact

**Mitigating Action** – the complete list of the documents relating to each license, declaration and certification in accordance with the specific regulations by the managing bodies and consenting bodies involved

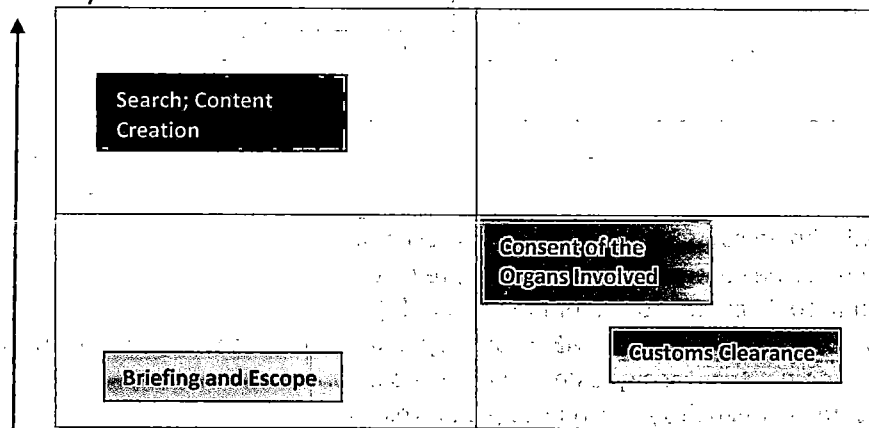
#### Customs Clearance

**Risk** – Non-conformity of the imported product with the data presented in the Import Declaration. Low probability. High impact

**Mitigating Action** – Payment by Letter of Credit so that the release of resources to the supplier by the Bank is made only after verification of conformity of the product purchased (documented) with the product to be shipped (physical product).

#### Matrix of Probability and Impact

Probability



Impact

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## Schedule Development

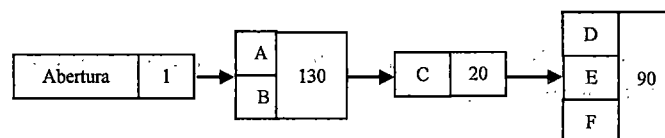
### Sequencing of activities and duration estimates

Research of information with the client → research and elaboration of content according to the legislation in question → accreditation on SISCOMEX (RADAR) → solicitation of the LI → Electronic petition and physical protocol at Anvisa (Registration or Product Registration) → authorization for shipment of the goods → purchase and transfer of the goods → inspection of Anvisa and SRFB → Custom Clearance → tax payment → register of the DI → release of cargo.

### Precedence Diagram Method

| Cronograma de atividades |  |             |                 |
|--------------------------|--|-------------|-----------------|
| Activity                 | Description  | Precedes of | Tempo           |
| Abertura                 | Briefing and Escape (Client)                           | P. Manager  | 1 work day      |
| A                        | Research on Relevant Legislation                       | Opening     | 115 work days   |
| B                        | Content Creation                                       | A           |                 |
| C                        | Preparation of material for petition (Anvisa)          | A           | 10 work days    |
| D                        | RADAR – SISCOMEX (LI/DI); Petition (Anvisa)            | A,B         | 90 running days |
| E                        | Advice for Acquisition and transfer of the merchandise | D           |                 |
| F                        | Customs Clearance (Letter of attorney)                 | E           |                 |
| G                        | Release of cargo                                       | F           |                 |

### Critical Path Method



Obs.: The "A" and "B" and F" and "G" activities will occur simultaneously..

### Mark's Schedule

| Main Activity  | Work days |    |     |     | Running days |   |
|--|-----------|----|-----|-----|--------------|---|
|  | 30        | 60 | 100 | 130 | 90           |   |
| Briefing and Escape                                      | ◇         |    |     | ◇   |              |   |
| Research and Content Development                         |           | ◇  |     | ◇   |              |   |
| Accreditation RADAR / SISCOMEX;<br>Petitioning at Anvisa |           |    |     | ◇   | ◇            |   |
| Deferment of LI; Shipping Authorization                  |           |    |     |     |              |   |
| Inspection of merchandise;<br>Customs Clearance          |           |    |     |     |              | ◇ |

1º Mark: Apresentação de conteúdo elaborado (1ª preview).

2º Mark: Apresentação de conteúdo elaborado (2ª preview).

3º Mark: Apresentação de conteúdo elaborado (finalizado).

4º Mark: Credenciamento RADAR/SISCOMEX; Solicitação da LI e Peticionamento Eletrônico

5º Mark: Deferimento da LI; Autorização de Embarque no exterior

6º Mark: Desembaraço Aduaneiro / Nacionalização do veículo

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## Deadline for Project Timeline Development

Schedule of activities with an expectation of 150 working days

### Project Organization - Allocated Team

1 Consultant - Business Development Analyst

### Stakeholders Partes interessadas

- Importer
- Equipment Supplier
- Anvisa; INMETRO (Consent Organs)
- DECEX/SECEX/RFB  
(BR foreign trade management organs)
- Transfer company / Logistics

**Total deadline for project development – 150 work days.**

### Budget

Consulting Service for Importation of Medical Equipment in Brazil

US\$ 84.000,00 (eighty four thousand American dollars) corresponding to 1.200 work hours at the cost of US\$ 70,00 (seventy American dollars) per hour

This project does not include the provision of advice services for the customs procedure in the importation of the object of this contract.

Costs with the purchase and transfer (insurance and freight) of the merchandise with the supplier, technical studies and emoluments for the issuance of licenses, certificates and declarations with SISCOMEX and consenting bodies, and the collection of taxes with the RFB are the responsibility of the CONTRACTING PARTY.

### Shutdown

- Delivery of the document prepared to the client
- Formal acceptance of project results by client
- Reporting of all documents required to execute the project;
- Reporting of lessons learned during project development; and
  - Estimated time versus actual time spent for each activity;
  - Expectations and difficulties facing the needs of each activity for the development of the project;
  - Results on the risk response plans implemented throughout the project development;
- Coordinated closure of the project with the sponsor, GP and staff allocated.





| <b>Curriculum Vitae</b>                                |   |
|--|---|
| <b>Personal Information</b>                            |   |
| Name   | Raphael Almeida e França  |
| Address  | Brazil:<br>SHCGN 709 block i. apt 204 Asa Norte,<br>Brasília, DF Cep 70.750-709,  |
| Telephone  | Brazil +55 61 98187-1206 (mobile)   |
| E-mail   | raphaelfranca80@hotmail.com   |
| Nationality  | Brazilian   |
| Birth Day  | jun.30.1984   |
| Civil Status   | Divorced  |
| <b>Academic Graduations</b>                            |   |
| <b>Graduations</b>                                     |   |
| 2018 - 2020  | MBA in Management Project - Post Graduate Institute (IPOG) Brasilia, DF. On going: will be concluded in January 2020.   |
| 2010 - 2013  | Post graduate in Management Foreign Trade and International Negotiations - Fundação Getúlio Vargas - Brasília, DF<br>Started in March 2010 and concluded in June 2013. Theme Monograph: Internationalization Strategy COOPARAÍSO Coffee in the French market. |
| 2003 - 2008  | Bachelors in International Relations - UNICEUB - Brasília, DF.<br>Started in January 2003 and concluded in 2008. Theme Monograph: Bureaucratic obstacles in the Internationalization of Brazilian Micro and Small Enterprises/Business                        |
| <b>High School and</b>                                 |   |
| 2001-2002  | Salem High Scholl --Senior<br>Salem, Missouri -- EUA  |
| 1999-2002  | Centro Educacional Horacina Catta Preta - CECAP   |
| 1995-1998  | Colégio CEUB  |
| 1989-1994  | Centro de Ensino Maurício Sales de Mello  |
| <b>Professional Experiences<br/>(Internships/Jobs)</b> |   |
| Maio de 2017-2018                                      | Self-employed in Foreign Trade, Commercial Intelligence and Develop Business -  |
| 2014-2016  | Collaborator and service provider (Commercial Department) at Nova Brasília Media Digital Advertising Agency, in Brasília-DF, during the period from March 2014 to July 2014, and from March 2015 to December 2016.  |
| 2014-2015  | Somar Comex Enterprise Advisory and Consultancy in Foreign Trade - Foundation of the company, Brasília, DF -  |
| 2013-2014  | Self-employed in Foreign Trade - 11.2013 a 04.2014, Brasília, DF  |
| 2013   | Collaborator and service provider (Commercial Department) at World Fair Advisory in Foreign Trade, based in São Paulo-SP, during the period of February 2013 to August 2013, in Brasília, DF  |
| 2010-2012  | Project Assistant in Kenbridge Consultant, advisory and consulting firm specializing in international trade and advisor government between  |

|                        |  |
|------------------------|--|
|                        | Brazil and Japan Started at 03.10.2010 and ended on 03.12.2012 but then I put myself to the company's willingness until 31.01.2013.  |
| 2005-2009              | Parliamentary Assistant in the Office of Senator Marco Maciel DEM-PE - FEDERAL SENATE  |
| 2005-2008              | Internship/Stage in the project of trade promotion, internationalization strategies of companies and international trade management, at the company OYO & FRANCA Consultoria Empresarial Ltda, located in SAUS 1, Building Libertas, Room 910, Asa Sul, Brasília, DF.  |
| September 2003         | Telemarketing, Telephone operator and receptionist, lasting 20 hours, accomplished, with company TREINARH Advice Empresarial Ltda CNPJ 01.072.157/0001-95, located in the SCS, Block 1, No. 16, Room 804, Asa Sul, Brasília, DF.   |
| <b>Idiom/Languages</b> |  |
|                        | <p><b>Cultural Exchange</b><br/>Fort Lauderdale, Florida, USA 2013 (august-november)<br/>Salem High School, Missouri, USA 2001/2002</p> <p><b>English Class</b><br/>Casa Thomas Jefferson - Brasilia, DF<br/>Advanced English Course 2006<br/>Basic English Course 1997/1999</p> <p><b>Spanish Class</b><br/>ILAL - Latin American Institute of Languages Intermediate Spanish Course – 2007.<br/>ILB – Legislative Brazilian Institute<br/>Intermediate Spanish Course – 2007.</p>  |
| <b>Training</b>        |  |
|                        | <p><b>Professor Filemon Course</b><br/>Portuguese Course – Grammar, Text Interpretation and Writing – October of 2017</p> <p><b>Plano Pro2</b><br/>Course on Project Management in Practice – July of 2017</p> <p><b>Aduaneiras Institute</b><br/>Course of Export Wizard - April 2010<br/>Course of Review and Development Costs on Imports – 04/10</p> <p><b>ILB – Legislative Brazilian Institute</b><br/>Theoretical and Practical Course of Operator CadastroWeb - 2008.<br/>Theoretical and Practical Course Operator of Microsoft Office Outlook - 2007.</p> <p><b>SENAC – Brasília, DF</b><br/>Theoretical and Practical Course of Microcomputer Operator, 90 hours / class, August / September 2003</p> <p><b>In Company Marketing e Consultoria Ltda – Brasília, DF</b><br/>Course of Telemarketing Operator and Receptionist, 20 hours / class,</p> |

|                   |  |
|-------------------|--|
|                   | September 2003<br><br><b>Rede Agentes - MDIC</b><br>Basic in Export - 2003   |
| <b>Objectives</b> | Perform all duties assigned to me with accuracy and efficiency, 'always seeking to maintain a professional attitude and ethics with all the people in my workplace |

Brasília - March of 2018

Raphael Almeida e França  
CPF 471.908.251-34

**FW: Somar Comex - Turkey Embassy**

Ahmet Ziya Tercioğlu [atercioglu@mfa.gov.tr]

Sent: 15 Mart 2018 Perşembe 15:09

To: NADIDE BUYUKOZTURK

Nadide hanım Günaydınlar

-----Original Message-----

From: Turkish Embassy in Brasilia

Sent: Thursday, March 15, 2018 10:05 AM

To: Resul Şahinol &lt;resul.sahinol@mfa.gov.tr&gt;; Selda Şahinol &lt;ssahinol@mfa.gov.tr&gt;; Duygu Özdem &lt;duygu.ozdem@mfa.gov.tr&gt;; Ahmet Ziya Tercioğlu &lt;atercioglu@mfa.gov.tr&gt;; Mariana Miranda &lt;mariana.miranda@mfa.gov.tr&gt;

Subject: FW: Somar Comex - Turkey Embassy

-----Original Message-----

From: comercial@somarcomex.com.br [mailto:comercial@somarcomex.com.br]

Sent: Monday, February 26, 2018 9:45 AM

To: embassy.brasil@mfa.gov.tr; Turkish Embassy in Brasilia

Subject: Somar Comex - Turkey Embassy

Dear Sirs of the Turkey Embassy

My name is Raphael Almeida e França.

I am contacting you to introduce Somar Comex; an advisory and consultant company in foreign trade, business development and business intelligence.

If appropriate, I would like to schedule a meeting with the Embassy at a suitable date and time for presentation of our services.

We provide consulting services for business development and business intelligence through data and information on government incentive programs, market research and analysis, identification of opportunities, cost analysis of procedures for the operation and development of strategy for distribution and commercialization.

We advise individuals and legal entities in the customs procedure (import or export) so that there is no risk of fines, seizure of goods, retention days or return of the product to the country of origin. For this, we indicate the way and the steps in respect to the rules of the Brazilian foreign trade and definition of the place of clearance of the merchandise and release of the load next to the managing organs and consenting organs.

We also perform supplier and merchandise research, protocol and process follow-up with federal government organs and support services in the organization of companies and associations for participation in international fairs and events.

Certain that we can complement your demand, we value the understanding of the content to be proposed and the quality of our services to the success of our projects. Visit our website [www.somarcomex.com.br](http://www.somarcomex.com.br) for a better knowledge about us.Thank you for the opportunity, I wish you a good day.  
Bests regards from,

Commercial Department

Somar Comex Assessoria e Consultoria Empresarial [www.somarcomex.com.br](http://www.somarcomex.com.br) 1 Skype: somarcomex

Mobile: 55 61 98187.1206

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Bu e-posta mesajı ve ekinde bulunabilecek dosyalar yalnız mesajın alıcısı hanesinde kayıtlı kullanıcısı( lar) içindir. Mesajın alıcısı değilseniz, lütfen hemen göndericiyi uyarınız. Mesajı dağıtmayınız, kopyalamayınız, içeriğini açıklamayınız; çıktı almaksızın siliniz. Bu mesaja

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