

**Due to this situation with Coronavirus, most of business are operating from home-office. In case of need, please contact us through our Key Personnel mobile phones in our website ([williams.com.br](http://williams.com.br))**

### GLOBAL SUGAR SURPLUS IN THE 2021/2022 SEASON MAY REACH 3 MILLION TONS

The English company Czarnikow estimates that sugar production will have a surplus of 3 million tons in the global 2021/22 season (October to September). However, it depends on how Brazil, India, Thailand and the European Union (EU) will wrap up their harvests, said the analysts Ana Zancaner and Vincent O'Rourke. "There are significant issues surrounding most of these crops. CS Brasil is expected to produce 36 million tons of sugar in 2021/22, a drop of 2.4 million tons compared to the previous year, after a long period of below-average rainfall". In India, meeting ethanol targets may reduce overall sugar production. Beet crops in the UK, France, Germany and Poland may face problems with the beet yellow virus again, as neonicotinoids have been deemed a danger and remains banned. "Probably, uncertainties will persist for a while, as covid-19 continues to impact logistics and market" they point out.

Source: *Jornal Cana* (\*Translated by la Niani)

### SOYBEANS EXPORTS TO PRODUCE US\$ 45 BILLION

In January, Brazilian soybean mills purchased only 1.69 million tons of soy. In nine years, this is the lowest volume for January. Altogether, about 2.17 million tons of soy have been processed in the period, which represents the lowest number in seven years. The data are from Abiove (Brazilian Association of Vegetable Oil Industries) and represent 85% of soybean market interests. The companies that hold 15% of the sector's movements have not provided any information. Despite a slow beginning to the year, the soy sector can achieve an unprecedented feat. High prices and a greater harvest will make a record with US\$ 45 billion in foreign currency for exports to the country. In addition, about 84 million tons of soybeans alone will bring in US\$ 37 billion, together with bran and oil supplement incomes from foreign sales. This year's consumption of soybean oil will reach 9.2 million tons. Of this volume, 5.7 million will be used to mix biodiesel with diesel, up 13%.

Source: *Folha SP* (\*Translated by la Niani)

### AREA PLANTED WITH CONVENTIONAL SOYBEAN VARIETIES TO GROW DURING THE 2021/2022 SEASON

Rural producers in Mato Grosso are bracing for the 2021/2022 crop year, as interests in conventional soybeans production are expected to grow. According to the Institute of Agricultural Economics in Mato Grosso (Imea), soybean production was forecast to reach 35.7 million tons in an area of 10.3 million hectares. About 5% of this area may be cropped with conventional varieties of the oilseed, according to the Instituto Soja Livre. "This year, the demand for conventional soybeans has been high, causing premiums to increase. In the eastern region of Mato Grosso, offers are at a US\$ 4/per bag to US\$ 5/per bag premium, which reaches up to R\$ 30", says Endrigo Dalcin, president of ISL. He adds that there are new players in the conventional soy market, such as brokerage firms. China has also shown interests in these varieties. "Our challenge is to open the Chinese market for conventional soybean varieties", explains Dalcin.

Source: *Soja Livre/Noticias Agricolas* (\*Translated by la Niani)

### URUGUAYAN PRESIDENT RAISES POSSIBILITY OF EXPORTING RICE THROUGH BRAZILIAN PORTS

The president of Uruguay, Luis Lacalle Pou, raised the possibility of exporting rice through Brazil instead of through the ports of his country, as he had highlighted when he participated in the inauguration of the harvest. According to the Uruguayan president, "sovereignty is not weakened" if producers need to use foreign ports because they are cheaper; on the contrary, he believes that Uruguay would benefit. "If we have to take port cargo through Brazil because it is cheaper for the eastern region, it will be better for our country," he said, according to a note from the Uruguayan Presidency. The Minister of Livestock,

Agriculture, and Fisheries of Uruguay, Carlos María Uriarte, said that on the president's last visit to Brazil "he renewed his hopes" and that he looks forward to the completion of the Merín lagoon waterway. The official said that this work will represent extra benefits for soybeans and forestry, as well as for the rice sector. As for the Merin Lagoon waterway, the President of Uruguay considered it a fundamental initiative and, likewise, indicated that the Brazilian authorities agreed that it is a good initiative.

Source: *Portal Portuário/Datamar News*

### SAFRAS REDUCES PROJECTION FOR CORN 20/21 CROP IN BRAZIL

According to Safras & Mercado, Brazilian corn production is expected to hit a record with 112.8 million tons in the 2020/21 season, however this number represents a reduction when compared to that originally estimated. The forecast would still far exceed the 106.8 million registered in the previous season. During the current cycle, producers have faced delay in summer planting due to the dry season, and afterwards, with excessive rains affecting the soybean harvest and postponing the second crop. In contrast, the Safras & Mercado expects an increase in the planted area. Brazil is the second largest global exporter of corn undergoing high levels of prices. The area cultivated in the off-season at 14.211 million hectares is 7.1% higher than the previous season. The area is also larger when compared to the 14.124 million hectares of corn expected in January.

Source: *Reuters/Noticias Agricolas* (\*Translated by la Niani)

### THE STATE OF SANTA CATARINA INVESTS R\$ 24 MILLION TO ENCOURAGE THE CULTIVATION OF GRAIN

The state of Santa Catarina plans to expand grain production to provide a solution to meet the demands of the meat production sector. The State Government will invest R\$ 24 million to encourage the cultivation of corn and winter cereals, bringing more competitiveness to Santa Catarina's agribusiness. With the Terra Boa Program, the State Government will support the acquisition of 200,000 bags of corn seed across the state. About R\$ 23 million will be invested in resources to provide seeds with medium to very high yield genetic potential. The intention is to reduce the grain deficit in Santa Catarina, bringing more competitiveness to the agribusinesses and more income to the rural producer. "We are doing everything to succeed so that producers have access to technology and can expand production of corn, also investing in the production of winter cereals. We need to seek solutions to real problems. Our intention this year is to increase the production of winter cereals", said the Secretary of State for Agriculture, Fisheries and Rural Development, Altair Silva.

Source: *Universo Agro/DATAGRO* (\*Translated by la Niani)

### DIRECT SALE OF ETHANOL FUEL INCLUDED AGAIN IN GOVERNMENTAL DISCUSSION

President Jair Bolsonaro has asked the president of the Chamber of Deputies, Arthur Lira, to proceed more swiftly as to approve the direct sale of ethanol from producers to gas stations. The measure aims to make the biofuel commercial transaction more flexible without the intermediation of distributors. The claim is led by the Association of Sugar, Ethanol and Bioenergy Producers (NovaBio), which waits for final decision from the National Petroleum Agency (ANP). According to the president of NovaBio, Renato Cunha, the new law reap benefits to the mills and the consumers, as direct sales can speed up the arrival of the product at gas stations. "NovaBio has been working on this issue since its foundation in 2019. We understand that this obstacle is something that does not add, does not bring the producer closer to the consumer. The links in the supply chain need to be more efficient", he said. According to the company, direct sales benefit producers and consumers, and represents a first step to fair prices, not affecting greater interests in the supply chain.

Source: *Folha de Pernambuco/Nova Cana* (\*Translated by la Niani)



**SUSTAINABLE INFRASTRUCTURE MAY INCREASE TRANSACTIONS UNTIL 2040**

Investments in sustainable infrastructure may possibly reach R\$ 3.5 trillion in Brazil by 2040, according to a study by the Prosperity Fund, a cooperation fund between the United Kingdom and other countries. The study named "Opportunities for Sustainable Infrastructure Investments" lists eight sectors that can create about 2.4 million jobs and add R\$ 4.5 trillion to the country's Gross Domestic Product (GDP), namely: low carbon energy, public lighting, sanitation, waste, ports and waterways, telecommunications and urban transport. The study says that Brazil should expand support for regulatory agencies, as well as adjust the policy for granting subsidies, and expand the use of public-private partnerships in municipalities as to attract private capital to fill gaps. That would help to reduce capital costs and make projects more financially sustainable. The study points out that clean energy and telecommunications projects can attract almost R\$ 2 trillion and create about 1.72 million jobs.

Source: Reuters (\*Translated by la Niani)

**CARGO HANDLING AT RIO GRANDE DO SUL PORTS UP 11% YOY IN THE FIRST TWO MONTHS**

On March 16, the Superintendence of the Ports of Rio Grande do Sul (Portos RS) released the January and February results of the three public ports for the states under its administration (Porto Alegre, Pelotas, and Rio Grande). Adding to this the 4,925,800 tons handled at the Rio Grande Superport complex in January and February, there was an increase of 10.82% over the same period last year. Exports at the Superport were driven by shipments of wheat, which increased by 138.93%, and by soybean meal, which increased by 82.64%. The sum of all exports from the complex increased by 9.97% compared to the same period in 2020. Handling at the Port of Pelotas registered a growth of 11.19% over the first two months of 2020. Handling at the Port of Porto Alegre increased by 22.26% compared to 2019, with 27,000 more tons handled in the period. China continues to hold first place in exports, buying 18.64% of the cargo exported. In terms of import origins, Argentina jumped to first place in the ranking. The largest import partner jumped from 6.09% to 19.77% in the participation of importing countries.

Source: Datamar News

**ANTAQ FORECASTS A 4% GROWTH IN PORT HANDLING IN 2021**

ANTAQ's Statistics and Performance-Evaluation Management projection points out that the national port sector (organized ports + authorized and leased terminals) should handle 1.2 billion tons in 2021, a growth of 4% compared to last year. Also according to the Agency, that number may be even higher if the iron ore movement recovers from the recent drops of 3% in 2020 and 10% in 2019. On March 16, ANTAQ updated the Waterway Statistics to include the figures for January 2021. Cargo handling in the first month of the year was 87.6 million tons, a 14% increase compared to the same period of 2020. The main public port of Brazil – Santos (SP) – handled 7.2 million tons in January of this year, an increase of 12% compared to January of last year. Expectations are optimistic for 2021 and also for the coming years, due to Brazilian agribusiness. According to projections, the agricultural harvest should reach 500 million tons by 2050, as highlighted by the manager of Statistics and Performance-Evaluation of ANTAQ, Fernando Serra.

Fonte: Datamar News

**HIDROVIAS DO BRASIL TO EXPAND ITS PARTICIPATION IN BRAZIL'S NORTHERN ARC REGION**

Hidroviás do Brasil wants to expand its logistics operation to the northern arc of Brazil. To this end, the company, which already has a strong presence in the transportation of grains through the region, plans to expand its current infrastructure, create new routes, and even participate in BR-163 and Ferrogrão bids, with minority participation, to guarantee its competitiveness. "The year 2020 marked the consolidation of the northern arc as an outflow for production from Mato

Grosso. The region's ports now account for more than 50% of exports, surpassing the Santos route. This is a very big structural change, which will only advance because the growth of agricultural production will be concentrated in the north of the state", says the company's president, Fabio Schettino. The route is the main business of Hidroviás do Brasil. The journey begins by truck, leaving Mato Grosso to a transshipment station in Miritituba (PA). From there, the cargo goes by waterway to the Private Use Terminal (TUP) in Vila do Conde (PA). Last year, movement on the route skyrocketed. The volume transported by the company rose 46% in comparison with 2019. The increase was stimulated by the drop in road freight on the BR-163, after the asphaltting of the road at the end of 2019. The improvement in road conditions made the northern arc more competitive.

Source: Valor Econômico/Datamar News

**ANTAQ APPROVES SIMPLIFIED TARIFF AT IMBITUBA**

ANTAQ (the national waterway transport agency) approved the inclusion of the "tariff due for temporary-use contracts and leases made based on simplified studies" in the tariff structure of the Port of Imbituba (SC). The Statement of Decision No. 101-2021 was published in the Official Federal Gazette on March 22. During the 496th Ordinary Meeting of the Collegiate Board of Directors held on March 11, the agency directors authorized the values of the tariffs approved in this process, adopted specifically for caustic soda, to be inserted in the corresponding resolution, as well as included in the simplified lease studies mentioned in ANTAQ Resolution No. 7821 / 2020. "The tariff approved for use in the simplified lease, which, possibly, should become the new model to be adopted for the future, means that the remuneration of the lease is defined only per square meter of occupied area", explains the manager of ANTAQ Port Regulation, Dax Rösler, noting that for now, this type of tariff is only applicable to small businesses: terminals limited to R\$ 330 million in total revenues (contract value) and with a maximum contractual term of 10 years. According to the Statement of Decision, the new tariffs and the tariff group to be added to the tariff structure in force at the Port of Imbituba will come into force within five working days of its publication, without altering the existing general application rules. This tariff in Imbituba was the second that ANTAQ has approved. The first was in Itaguaí (RJ).

Source: Datamar News

Please, do not hesitate to contact us for further information through our [commercial@williams.com.br](mailto:commercial@williams.com.br) and [lineup@williams.com.br](mailto:lineup@williams.com.br)! Always keeping you duly posted

Please, follow us on Instagram  
 [@williamsagents](https://www.instagram.com/williamsagents)

