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)

#### CORONAVIRUS LEADS TO INCREASE ORANGE JUICE THE CONSUMPTION IN MAIN MARKETS During the coronavirus pandemic, orange juice consumption increased in some of the main regions of the world between the first weeks of March and the first days of April. The statement was made by the executive director of the Brazilian Association of Citrus Juice Exporters (CitrusBr), Ibiapaba Netto, in an interview broadcast live by Globo Rural's Instagram profile. According to him, market research has detected greater demand, especially in American retail. In the United States, the increase reached 40%. In Europe, the movement was similar. This movement may be related to the fact that the orange is known to be rich in vitamin C and also to a consumer decision to store more food, due to the uncertainties with the pandemic and the isolation measures. "In the first nine months of the crop year (July 2019 to March 2020), the influence of the coronavirus on exports cannot be increased. We noticed that there was this trend of higher consumption." Source: Revista Globo Rural

### WITH DIESEL FALL, COST OF OPERATION AND FREIGHT DECREASED

The president of the Brazilian Association of Soybean Producers (Aprosoja Brasil), Bartolomeu Braz Pereira, pointed out, in a "live" promoted by Datagro, that agribusiness "has not stopped" with the new coronavirus and that Brazilian producers are finishing harvesting soybeans and handling the off-season corn. According to him, the drop in diesel prices, which reached 30% in some regions, had the positive effect of reducing the cost of the operation, since the fuel is widely used in agricultural machinery, and freight. On the other hand, the US dollar strengthened against the real raises the price of fertilizers, which are largely imported. "We are trying to balance this at the moment, taking advantage of the high US dollar to do business. We have sought to guide producers to engage in future business, even to ensure that we will have markets and plant the next harvest," he said. Source: Revista Globo Rural

#### SOYA HITS THE RECORD PRICE WHILE DEMANDING FOR CORN DECREASE

Surveys by the Center for Advanced Studies in Applied Economics (Cepea-Esalq / USP) show that soybean prices reached new record highs last week. Analysts explain that the upward movement is linked to the significant rise in the US dollar against the Brazilian Real, which continues to favor Brazilian exports. According to them, given the strong external demand and attractive prices to sellers, producers have already sold 80% of the 2019/2020 harvest, harvested in the first guarter of this year. The commercialization of 2020/2021, which will be sown in mid-September, reached approximately 20% of the forecasted production. The volumes are record compared to those same periods of previous years, according to agents consulted by Cepea. The Esalq / BM & FBovespa indicator for Paranaguá (PR) soybeans registered a significant increase of 5.18% last week, closing the 60 kg bag at R \$ 106.16 on Friday (24/4). Source: Revista Globo Rural

# PORT OF RECIFE HAS A 60% INCREASE IN CARGO HANDLING IN MARCH

The Port of Recife registered a 60% increase in cargo handling during the month of March. The anchorage handled 162,469 tons of goods in the last month, while in the same period last year, the movement was 101,381 tons. Among the most transported products were corn, barley, fertilizers, wheat and barley malt. One of the reasons for the high movement, according to the President of Porto, Carlos Villar, was the anticipation of orders by companies, to prevent the arrival of the coronavirus, due to what was already happening in the international market. Villar also points out that another factor that justifies the positive number, are the harvests, mainly of corn, barley and wheat, which usually happen between October and March in the South of the country, in Uruguay and Argentina. "The demands of each location are important to determine cargo movements", justified Villar. In March, the main movements were corn, with 32.9 thousand tons, followed by 29.6 thousand tons of soda, 25.7 thousand tons of wheat, 25.7 thousand tons of fertilizers and 16.4 thousand tons of malt of barley. Corn, for example, is imported and is destined for poultry and feed factories in Pernambuco and Paraíba. Barley malt, on the other hand, is used as raw material for the Pernambuco brewing hub, concentrated in Igarassu and Itapissuma. The Port of Recife also released the balance sheet for the first quarter of 2020. The numbers demonstrate a stability in port activity, when compared to the same period in 2019. Source: Folha PE / Global Fert

#### GOVERNMENT WILL INCREASE CONTRIBUTION AND TAKE GASOLINE IMPORTS

The Ministry of Economy decided to increase the Contribution for Intervention in the Economic Domain (CIDE) by R \$ 0.20 per liter for gasoline, passing the tax from R \$ 0.10 to R \$ 0.30 per liter and to tax imports from the fossil fuel by 15%. The official announcement should be made on Friday (1st), since the decision on the new taxes was taken at a meeting held last night. The measures should be published in the Federal Official Gazette after being approved by President Jair Bolsonaro. "The import tax is immediately applicable. The CIDE will only be valid in 90 days, since raising the tax requires ninety to come into effect, but it gives a price signal. With that price sign, things evolve and next week, we will set up the warranting program for storing ethanol. It is good news that gives a breath to the sector ", celebrates Arnaldo Jardim, deputy and president of the Parliamentary Front for the Valorization of the Sugar-Energy Sector. The financing for warranting would make it possible to keep 6 billion liters of biofuel in stock, a volume equivalent to almost 25% of the production of the 2020/21 harvest. The estimate for this storage is R \$ 9 billion and Ministries of Economy and Agriculture are studying credit lines that would be created through a consortium between public and private banks, as the BNDES does not have the resources to make the loan to the segment alone. The temporary reduction in the federal tax burden applied to hydrated ethanol PIS / Cofins on biofuel, which is about R \$ 0.24 / liter today, also requested by the sector, was not approved by the Ministry of Economy. Source: Jornal Cana

## GRAIN CARGO HANDLING SHOULD GROW 20% IN THE PORT OF PARANAGUA

The new coronavirus pandemic did not harm the production and export of grains in Paraná. In the month of March, the movement



Williams Serviços Marítimos Ltda. + 55 81 3327 9200 williams@williams.com.br www.williams.com.br in the state had an increase of 21% in comparison with the same month of 2019. And the expectation of the terminals that integrate the Export Corridor of the Port of Paranaguá is that, in the semester, the increase is of 20% compared to the same period last year. "We had a strong growth of 28% in the soybean crop this year in Paraná, compared to 2019. Production rose from 16.5 million tons in the 2018/2019 crop, to 20.8 million tons in 2019/2020", explains Fabrício Fumagalli, director of the Interalli Group, which operates two terminals in the port of Paraná. According to him, Interalli Grãos' growth forecast is 15% and with a change in the mix of products handled. "Last year, the first half, we operated a lot of corn. In this first semester, we had practically no corn, but we have

explains Fabrício Fumagalli, director of the Interalli Group, which operates two terminals in the port of Paraná. According to him, Interalli Grãos' growth forecast is 15% and with a change in the mix of products handled. "Last year, the first half, we operated a lot of corn. In this first semester, we had practically no corn, but we have more soy. With that, in the total matrix, we should grow around 15%", he explains. The positive outlook is supported by three main factors: the increase in production in Paraná, the favorable change in the exchange rate and the resumption of purchases by China. "The terminals are operating, most of the time, with little interruption. We have a lot of product, a lot of demand and another factor that is the dry climate - fundamental for the success of the operations in the Port of Paranaguá. These are factors that have helped us to overcome possible problems that the new coronavirus could bring ", explains Helder Catarino, manager of the Interalli Grãos terminal. in Paranaguá. Source: Portos e Navios

## PORT OF SANTOS HAS NEW RULES FOR BERTHING AND PRIORITY

Santos Port Authority (SPA) established, through Resolution 59.2020, of April 24, new docking rules and access priorities for vessels for operation at the Port of Santos facilities. The new provisions alter the resolution of the defunct Portobrás that regulated the activity for more than 40 years. "The new standards represent another important step in the modernization of Porto's activities", says SPA president, Fernando Biral. The new standards are already adequate for when the VTS (Vessel Traffic Service, in Portuguese), comes into operation. Among the novelties, a new plan for mooring ships has been determined, with suggestions for arrangements for the various berths, including even ships with 366 meters in total length, the so-called LOA 366 or "lenght overall". The changes included technical reports and observation of the best mooring practices in the last year. The new resolution provides for the inclusion of minimum movement, through a productivity table according to the type of load, generated from the statistics of operation in public berths, allowing a more efficient control and providing the optimization of the occupation of public spaces. Source: Portos e Navios

### CABOTAGE TRANSPORT GREW 10.5% IN FIRST TWO MONTHS OF 2020

Brazil's cabotage transport grew 10.54% in the first two months of 2020 compared to the same period last year, totaling 29 million tons. The amount of cargo handled via cabotage grew by 8.9% during this period, totaling 39.8 million tons. This is the highest transported for the months of January and February since 2010. The figures are from the 'Waterway Statistician', produced by the Statistics and Performance Evaluation Department of the National Waterway Transport Agency – ANTAQ and show the behavior of cargo handling in coastal shipping in January and February this year when the Covid pandemic -19 was already ravaging Yuhan Province in China, as well as other Asian countries and part of Europe, but not Brazil. Of the total transported via cabotage in the



Williams Serviços Marítimos Ltda. + 55 81 3327 9200 williams@williams.com.br www.williams.com.br first two months of this year, private ports accounted for 79.8%, totaling 23.2 million tons, with growth of 7.38% compared to the same period in 2019. Public ports represented 20.2% of the total transported via cabotage, registering 5.8 million tons and representing growth of 25.1% in comparison with January and February of last year. With regard to the type of cargo transported, 7.3 million tons were solid bulk and 2.4 million tons containerized cargo, which represents growth of 127.8% and 6.9% respectively, compared with the first two months of 2019. Liquid and gaseous bulk cargo volumes were 18.4 million tons, and general cargo reached 957,000 tons – decreases of 6.5% and 17.2% respectively in comparison with the first two months of the previous year. *Source: Datamar News* 

# IPEA PREDICTS A 10-20% DROP IN BRAZILIAN EXPORTS IN 2020

The Applied Economics Research Institute (Ipea) released a study this Tuesday (April 28) about the possible impacts of the Covid-19 pandemic on the Brazilian trade balance between 2020 and 2021. The projections point to a retraction in foreign trade this year, in response to the worsening global financial crisis. On the export side, the forecast is for a fall of between 10% and 20% in 2020, to US\$180 billion. The study also predicts a 20% slash in imports, reaching U\$140 billion. According to the survey, the sharp drop in the commodities market - especially in the oil sector - is seen as one of the drivers this drop, with impacts on the country's trade balance and a significant drop in Brazilian exports. The work presents three possible scenarios derived from data provided by the International Monetary Fund (IMF) and the World Trade Organization (WTO). The WTO predicts two scenarios: a pessimistic one with a reduction of around 30% in world exports and imports for the period analyzed, and another moderately optimistic one with a reduction of 19%. The IMF, on the other hand, points to a 20% drop in trade flows globally until 2021. The data corroborates the forecast of a significant drop in Brazilian exports and negotiations with commercial partners such as the European Union, which is expected to reduce by 20% in the next two years due to the Covid-19 crisis. Source: Datamar News

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