



*Gala Dinner*  
*2009*

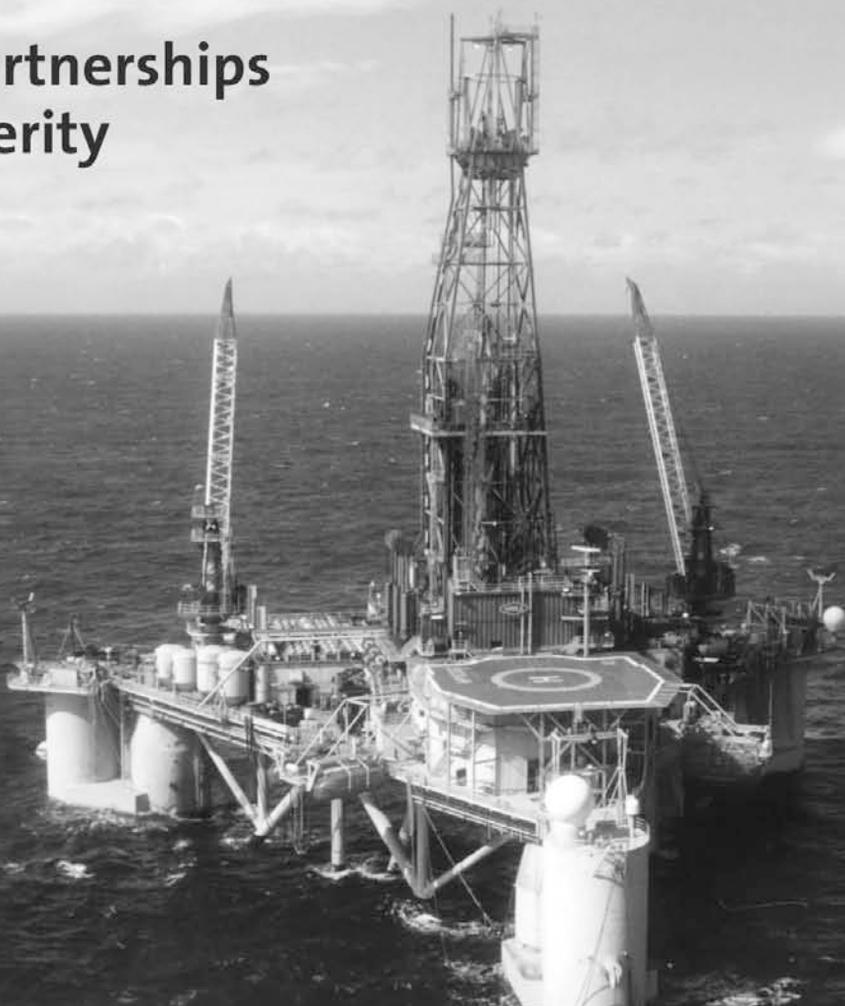


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### Welcome to the Gala Dinner Issue of BRAZIL BUSINESS BRIEF

This issue focuses on the 2009 Personality of the Year Award of the Brazilian Chamber of Commerce in Great Britain co-hosted by the Embassy of Brazil in London. About 420 guests attended this eleventh edition of the Gala Dinner at the Dorchester Hotel. The essence of theme of this year's Gala Dinner is contained in the words of H.E. Ambassador Carlos Augusto R. Santos-Neves and Sir Peter Heap. In the keynote speakers' addresses, the readers of the Brazil Business Brief will find Lord Mandelson's speech honouring Minister Edison Lobão and praising the Brazilian Chamber for its role in promoting trade between the United Kingdom and Brazil. Mr Paulo Skaf in his speech presenting the award to Sir Robert Wilson, offers a brief outline of the sustained good relations between our countries dating back at least to Lord Cochrane.

You will find the speeches and the photos of the Gala Dinner in this issue - a truly memorable event in the London business diary. The acceptance speeches reflect upon the prominent place that Brazil currently occupies in the world in diverse areas. We also hope that you find useful insights about the prospects for the future in the Brazilian oil and energy sector combined with the inspiring example of the involvement of the BG Group in Brazil - a model of excellence. This issue also brings short biographies of the Award winners and key-note speakers - outstanding careers and life stories.

A dynamic mix of networking and discussions started with the pre-dinner Brazilian cocktails. The group ARAKATUBA played Brazilian music (details about the group on the last page) before and during dinner. Guests mingled with the Award recipients and learned about each other's businesses, this continued over dinner and well after dinner with a few more enjoyable drinks and exchange of views.

Brazil Business Brief would very much like to ensure that you can continue networking and introducing your friends and business associates to the Chamber. We are planning an updated list of members' interests and news to be published in our larger yearly edition in November. Therefore, we would like to invite you to send the editor a brief outline of your business including your logo, a list of key interests of your company and contact details by 15th October.

Finally, we would like to hear from you, our readers, about new ventures and appointments, your news about UK-Brazil trade, events and suggestions that you would like us to cover.

Please contact us on [nadia@brazilianchamber.org.uk](mailto:nadia@brazilianchamber.org.uk)

**Nadia Kerecuk**

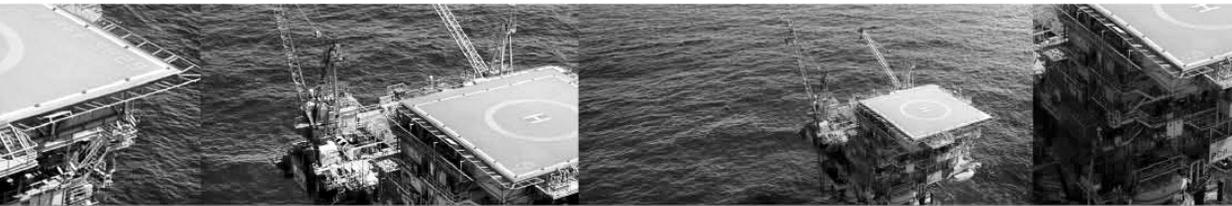
## Brazil Business Brief

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Cover photographs: top left, Lord Mandelson presents the Personality of the Year Award to Minister Edison Lobao. Top right, Gala Dinner at the Ballroom, Dorchester Hotel, London. Bottom right: Mr Paulo Scaf presents the Personality of the Year Award to Sir Robert Wilson. Bottom left: evening musical entertainment by ARAKATUBA.



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# HIS EXCELLENCY AMBASSADOR CARLOS AUGUSTO R. SANTOS- NEVES WELCOMES GUESTS TO THE 2009 GALA DINNER

The Embassy of Brazil is greatly honoured to co-host, with the Brazilian Chamber of Commerce in Great Britain, the 'Personality of the Year' Gala Dinner for the eleventh consecutive year. In 2009 we are celebrating the very dynamic energy agenda shared by Brazil and the United Kingdom, centred upon oil, natural gas, ethanol, mining and hydroelectricity.

Given this focus, the Brazilian recipient of this year's 'Personality of the Year' award is Edison Lobão, in recognition of his outstanding career in public life and especially his role as Minister for Mining and Energy, in which he has given full support to British investments in the Brazilian energy sector. The British recipient will be Sir Robert Wilson, chairman of BG Group, which is one of the most important energy companies in the UK, which will be making major investments in Brazil over the coming years, especially in the exploration of pre-salt reserves in a joint

undertaking with Petrobras.

Our two 'keynote speakers' this evening are two of the most important figures in the Brazilian and British economic and political worlds: Paulo Skaf, President of the Federation of Industries of the State of São Paulo, and Lord Mandelson, Secretary of State for Business, Enterprise and Regulatory Reform. We are delighted that they were able to accept our invitation.

This Gala Dinner is therefore a major celebration of the

economic and commercial relations between Brazil and the United Kingdom. These relations are vibrant and diverse, and yet a great deal of unexploited potential means they could - and, I am sure, will - develop further in coming years. Let us, therefore, rise to the challenge and use this very special occasion as an opportunity to further strengthen the ties between our two countries.

I wish you a very enjoyable evening.



Minister Edison Lobão and H.E. Ambassador Carlos Augusto R. Santos-Neves

A NOTE OF THANKS  
THE BRAZILIAN CHAMBER OF COMMERCE IN GREAT BRITAIN  
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# SIR PETER HEAP, CHAIRMAN OF THE BRAZILIAN CHAMBER OF COMMERCE IN GREAT BRITAIN SALUTES GUESTS



Sir Peter Heap

It is with very great pleasure that I welcome you all to our eleventh annual Gala Dinner. These dinners, we believe, are not only the highpoint in the Brazilian Chamber of Commerce's year, but are a significant landmark for all those interested in Anglo-Brazilian relations. We have had strong support from both governments, with senior ministers from both countries attending each of them. Last year John Hutton, Secretary of State for Business, Enterprise and Regulatory Reform, was our

guest. Patricia Hewitt, as Secretary of State for Trade and Industry, came twice. President Lula's previous Minister for Development, Industry and Foreign Trade, Luis Furlan, attended three of these dinners, while Sérgio Amaral when in the same office attended another.

In continuing that tradition, tonight we welcome Lord Mandelson, Secretary of State for Business, Enterprise and Regulatory Reform, and from Brazil, Mr Edison Lobão, Minister of Mines and Energy. Their presence amply illustrates the importance that both governments attach to the trade relations between our two countries.

At these dinners we present awards to two individuals, one from each country, who we judge to have made significant contributions towards bilateral trade and investment. Tonight the

awards go to Minister Lobão, and to Sir Robert Wilson, Chairman of the BG Group. In 2000, we also gave the award to the BG Group, but to a different Chairman, Richard Giordiano. This is the first time that we have made the award for a second time to the same company, which says a lot about BG's commitment to investing in Brazil's energy business.

Also attending tonight from Brazil and playing a part in our ceremonies, is Mr Paulo Skaf, President of FIESP, the Federation of Industries of the State of São Paulo, who will present the award to Sir Robert Wilson.

To our distinguished Ministers and award winners, and to all our other distinguished guests, which is all of you, we offer a very warm welcome. We hope you will find the evening both enjoyable and useful.

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**THE RT HON LORD MANDELSON** Secretary of State for Business, Enterprise and Regulatory Reform and, from 5th June 2009, First Secretary of State, Secretary of State for Business, Innovation & Skills, Lord President of the Council, presents the Personality of the Year Award to Minister Edison Lobão

Your Excellencies, My Lords, Ladies and Gentlemen, I am honoured to be here with you tonight at this important event for UK and Brazilian business. I know I have to be careful with the national comparisons, but I came to know Brazil quite well as EU Trade Commissioner. What always struck me was that sense of potential. Maybe it comes from living in such a huge country: such a wide frontier. There seems no limit to where Brazil can grow and what Brazil can grow into.

Anyhow, I was always struck by a confidence in its potential for the future, in a sense of opportunity - like many of you in this room - it is something I find new, I find exciting. I have always thought that its something we in Europe could do with importing from the emerging economies. That sense of possibility and that confidence about the future.

What is important at the moment is making sure that this global economic and financial crisis that all are coming to grips with in every



Lord Mandelson



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continent around the world does not put that essential optimism at risk, either here or there.

We are in the midst of the biggest global economic storm any of us have lived through. We are battling the sharpest contraction in global demand since the 1940s, with global trade forecast to fall by 9% this year. For exporting countries like Britain and Brazil that is tough - it is a real storm we have to weather.

The strong temptation at a time like this is always to retreat and throw the walls up. But trade has driven prosperity in both our countries. Our economies have both benefited from inward investment.

And we have to make sure that we keep the storms at bay to ensure these pressures do not come between us and damage our relationships and our trade.

Both of our cultures have been shaped by immigration, built on the import of ideas along with goods and services. I think we all know that protectionism is a mistake the world has made before and we must not make that mistake now.

We need to be standing together and making that case for openness, because a genuine recovery for both our economies will only come with a global return to growth.

The way we were at the London G20 Summit, where President Lula was present and made such a strong contribution. The way we have been in the Doha negotiations, where for all the fireworks and hardball negotiating, nobody ever doubted that both Brazil and the European Union want to see a deal signed, sooner rather than later and we still do.

Now our exports tell an interesting story. Despite the tough economic conditions, UK exports to Brazil rose by 50% in 2008. Despite the global uncertainty, we achieved record bilateral trade exceeding £4 billion a year. So the Brazilian Chamber of Commerce have obviously been earning their salaries!

But what really interests me is how much more we aim for. The global economy is going to double in size in the next decade.

We are going to be reinventing the way we think about so many things like energy, like about how the world feeds itself. Literally reinventing the industrial technologies that will be part of our everyday lives.

Between us, we have the skills and specialisms that the world is going to need. In manufacturing, in business services, in the biosciences, in agriculture and energy.

We, Britain and Brazil, have so much to gain by collaboration and growing together.

As Brazilian companies continue to grow and move beyond South America, I want London or Britain to be their obvious home in Europe and their springboard of choice to go out into Europe and to the rest of the world.

And I want to see British companies following BG Group, Standard Chartered, Rolls Royce, GSK, Land Rover and BT to Brazil. That is why I led a business delegation to Brazil the other month. It is a priority for us that we will continue to build on and grow.

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## Peter Benjamin Mandelson, Baron Mandelson

Lord Mandelson was appointed First Secretary of State, Secretary of State for Business, Innovation & Skills, Lord President of the Council on 5th June and was Secretary of State for Business, Enterprise & Regulatory Reform since 3 October 2008.

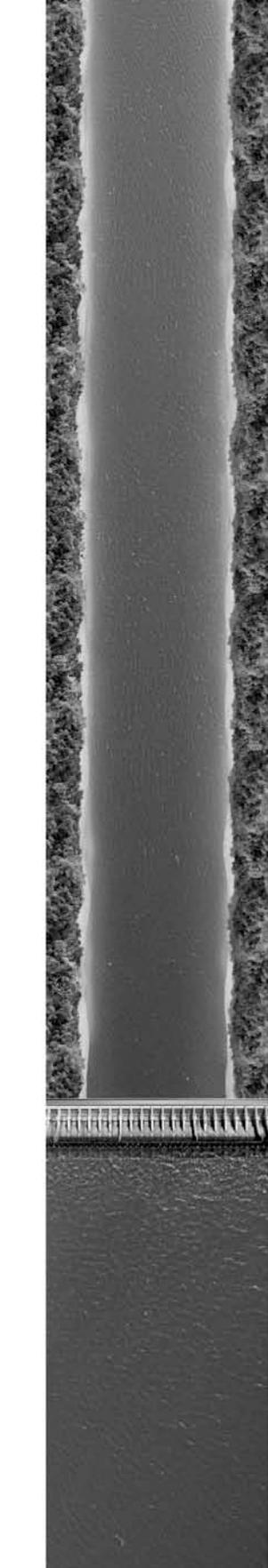
He was born in 1953, and studied Philosophy, Politics and Economics at St Catherine's College, Oxford. As a young man he lived in Tanzania for a year, an experience which formed life-long impressions of Africa and the challenges of fighting poverty. A life-long pro-European, he led the British delegation to the first ever meeting of the European Communities Youth Forum in Strasbourg in 1979. After working as an economist at the Trades Union Congress and as a current affairs TV producer, Peter Mandelson was later appointed Labour Party Director for Campaigns and Communications in 1985.

In 1992 he was elected as Member of Parliament for the constituency of Hartlepool. He served until his appointment to the European Commission in 2004. He was appointed to the Cabinet as Secretary of State for Trade and Industry in 1998, where he was responsible for

the introduction of the National Minimum Wage and overseeing new measures to strengthen regional development through the creation of Regional Development Agencies. During his tenure, he also published the Government's Competitiveness White Paper – 'Building the Knowledge-Driven Economy'.

In 1999 he was appointed Secretary of State for Northern Ireland. Between 1999 and 2001 he negotiated the creation of Northern Ireland's power sharing government and the IRA's announcement that they planned to put their arms beyond use. He also introduced the radical overhaul of the police service in Northern Ireland.

He is honorary Chair of Policy Network, a European and international think tank whose journal and conferences promote the exchange and debate of centre-left policy ideas and European social democratic thinking. He was UK chairman of the UK-Japan 21st Century Group, which brings together leading academics, politicians and business people. He has travelled widely and has lectured throughout Europe, in Asia and the United States. He was EU Commissioner for Trade from 2004 to 2008.



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# Honouring Edison Lobão

The key to trade and investment is of course trust. And tonight, we are here to recognise and honour people who embody that trust and friendship, whose work continues to strengthen the ties between us.

For the past thirty years, Edison Lobão has been a leading figure in Brazilian politics. After he did law at university, he began a career as a journalist.

I am sure that that is an experience that has served him well in his hundreds of interviews as a professional politician. He knows how to deal with a journalist having been one. I am sure it also shaped his decision to move into public service.

As Governor of the State of

Maranhão in the early 90s, he recognised the importance of a strong education system to Brazil's future and focused on improving educational policy for his state. This commitment to progressive reform has continued throughout his career, in areas as far-ranging as social security, public administration and Brazil's Judiciary.

We honour him tonight as a dedicated and respected senior politician. Celebrating his work to fulfil the potential for jobs, opportunity and innovation Brazil's rich energy resources offer; to support greater British investment in this sector; and to progress bilateral trade and the UK-Brazil Memorandum of Understanding on Energy,

which I know he is contributing so much to fulfil in his role as Minister of Mines and Energy.

Tackling climate change and ensuring energy security are two of the biggest challenges the world now faces. And only in collaboration, can we build the cleaner, more sustainable future that we need to bequeath to our future generations. I want to celebrate that collaboration and drink to it.

So it gives me great pleasure tonight to present Edison Lobão with the 2009 Brazilian Chamber of Commerce and Embassy of Brazil Personality of the Year Award. Congratulations.

**Lord Mandelson**

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## ACCEPTANCE SPEECH OF MINISTER EDSON LOBÃO



Minister Edison Lobão

In his acceptance address, Minister Edson Lobão stated that the Personality of the Year Award gave him much joy and that he felt very honoured to have been chosen. Instead of using the

prepared text of the speech, the Minister announced he would be following his wife's advice and extemporizing. Mrs Lobão is a Senator but regrettably was unable to attend the Gala Dinner because of ill health.

The Minister expressed his appreciation for the kind words of Lord Mandelson. Also, he praised the tireless diligence and efficiency of the Embassy of Brazil in London and the Brazilian Chamber of Commerce in Great Britain for forging ahead to promote broader and better relations between Brazil and the United Kingdom. Equally, the Minister spoke of the high regard in which he holds the BG Group and, chiefly, Sir Robert Wilson in their role of fostering economic links between Brazil and the UK. He also added that Mr Paulo Skaf, Chairman of FIESP, is greatly esteemed. Finally, Minister

Lobão laid emphasis on the fact that he was receiving the Personality of the Year Award on behalf of all of his compatriots and particularly of those in his own state of Maranhão.

The Minister went on to speak about the future of Brazil as a country that is predestined to become a reference of modernity on account of the robustness of its cultural diversity and the vigour of its democracy. The evidence that democracy has been consolidated in Brazil is the fact that a metal lathe worker became the President of Brazil, then was re-elected and continues with high rates of approval.

The Brazilian economy is both vigorous and stable. Its credentials are highly favourable. Not only does Brazil maintain solid rules but also honours contracts in an almost obsessive pattern. At the Ministry for Mines



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and Energy, his predecessors have used their many talents contributing greatly to the modernization of the energy and mining sectors in Brazil. Since January 2008, he has had the honour to build on their success. The Minister stated that he was very proud of the achievements of the past thirty years in which he has been active in public life. He added that he had had the privilege to see a huge transformation of Brazil into a powerful, respected and admired country over the second half of the 20th century and the beginning of this century.

Not only is the infrastructure of installed energy capacity in Brazil a lever for economic growth, but it is also an important influence upon climate and other socio-environmental issues. Brazil is privileged to have diversified primary sources of power generation: hydropower, which is a natural vocation for Brazil, biomass, wind, solar and nuclear.

The Minister stressed that the Brazilian energy matrix is one of the cleanest in the world with 46% renewable energy compared to the average of the rest of the world that barely reaches 14%. If we examine electricity, these percentages are even more significant as 89% of the electric power offer is from renewable sources. The world average is 18%.

In its ten-year Energy Expansion Plan for the period 2008-2017, Brazil contemplates investments of US \$352 billions of US dollars distributed in the following manner: 246 billions for oil and gas, 83 billions for electricity and 23 billions for bio-fuels. As Brazil is self-sufficient in oil, the Minister also spoke about the challenges that the forecasted exporter status present to Brazil. He also mentioned the projected offer of natural gas that should reach 81 millions of m<sup>3</sup>/day combined with 65 millions of imported gas by 2017. Another key area is for Brazil is

that of bio-fuels. During the first oil crisis in 1970s, Brazil began to produce a very clean type of fuel – sugar cane ethanol – as well as cars that could run on it. The fact is that ethanol complements the supply of fuel in Brazil and does not necessarily compete with it. Currently, Brazil consumes more ethanol than oil and all vehicles manufactured in Brazil are flexi-fuel. The Minister estimated that the Brazilian production of sugarcane ethanol should grow by 150% over the next ten years: from 27 billions in 2008 to 64 billions by 2017. The demand for ethanol as bio-fuel will also increase from the current 20 billions of litres to 53 billions in the near future. This will enable Brazil to start exporting 8 billions of ethanol by 2017 and will thus make Brazil the largest ethanol exporter in the world. In addition, Brazil is successfully manufacturing bio-diesel and there will be an increase in the mixture of carbon diesel to 4% from the current 3% and a further increase to 5% as from 2010 anticipating the original target of 5% for 2013.

The discovery of very significant pre-salt reserves in Brazil raised the stakes of Brazil becoming an oil producer sooner than that estimated earlier. For a number of years, Brazil has accrued technical know-how of deep sea technology. In May this year, Brazil began the experimental phase in the pre-salt area currently extracting 30 thousand barrels/day. The Minister highlighted the fact that Brazil would very much welcome a more significant participation of the United Kingdom in this area.

Minister Lobão spoke about the invitations that Brazil has been receiving to join OPEC. He mentioned his participation in the Jeddah Seminar and the London Energy Ministers Meeting in 2008 and the Fourth International OPEC Seminar in Vienna in March this year. In Vienna, the Qatar Energy Minister publicly advocated OPEC membership for

Brazil despite the fact that Brazil does not yet have exporting country status.

Brazil projects a very positive image abroad and there is a marked change in the perceptions of its partners. The Minister referred to the fact that he was very proud to see Brazil in its new role of a global protagonist.

Minister Lobão spoke of the auspicious perspectives in terms of further enhancing the United Kingdom-Brazil relations in various areas. Brazil has already started to implement the Brazil-UK Energy Memorandum of Understanding and is keen to exchange information in the energy sector with the UK. Furthermore, both countries are fully aware of the need to evolve in terms of adopting renewable sources of energy. The Minister added that there are plenty of opportunities to develop a profitable and mutually beneficial partnership in the renewables area between UK and Brazil.

Most of the UK investments in South America come to Brazil in areas such as finance, packaging, tobacco, sea oil platforms, foods, gas, telecommunications. There are very good prospects for UK and Brazil to further cooperation in specific science and technology areas. Brazil and UK have enjoyed long lasting solid relations. Great Britain had a very significant presence in the political history of Brazil. The Minister remarked that Brazil welcomes the possibility of increased participation of the UK as a preferential partner in most diverse investment areas as well as joint ventures. In conclusion, the Minister then remarked, 'My country is moving ahead to meet a future that will certainly be radiant. If the United Kingdom was relevant to our History, equally UK cannot forgo participating as a significant presence in the future of Brazil.'

*NB.: Translated and abridged by the Editor*



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## Edison Lobão Minister of Mines and Energy of Brazil

The Minister of Mines and Energy, Edison Lobão, has pursued a dynamic career in Brazilian politics for the past thirty years.

Having read law at university, he opted for a career in journalism. He held various posts in public administration before becoming a Federal Deputy for this native State of Maranhão in 1979. He was re-elected in 1983 and served two terms in the Federal Chamber of Deputies. In 1987, he was elected to the Federal Senate (until 1991) and subsequently re-elected twice in 1995 (until 2003) and 2003 (until 2011). He was elected the Governor of the State of Maranhão in 1991 and served until 1994. His governorship was regarded as very enlightened with many achievements with noteworthy improvements to the educational policy for his state.

In the Federal Chamber of Deputies and Senate, he chaired numerous committees. His performance has always been outstanding revealing a devoted and energetic politician. His role at the helm of the Constitutional and Justice and Financial Surveillance Committees has been very significant. In Brazil, new bills are initiated from the Constitutional and Justice

Committee, where he had an exceptional record by pursuing reforms of social security and the Judiciary. Within the Financial Surveillance Committee, he led the process of introducing measures aimed at improving public administration. The role of this Committee is crucial as it conducts a general audit of the Republic. In July 2001, he stepped in as the President (Speaker) of the Senate at a time when there was a very serious crisis, which had forced the then Senate president to step down. In his many years at the Senate, significant improvements ensued from his contributions to debate along with new and revised legislation.

As a member of various official Brazilian delegations, he attended meetings and conferences abroad and chaired the Inter-Parliamentary Union Brazilian group during three terms. He also published extensively on many areas of public interest and fittingly was awarded many honours and decorations.

Minister Edison Lobão is married to Nice Lobão (Federal Deputy) and he has three sons.

He was appointed as Minister of Mines and Energy on 21st January 2008.

## PAULO ANTONIO SKAF, Chairman of the Federation of State of São Paulo Industry (FIESP), presents the 'Personality of the Year Award' to SIR ROBERT WILSON



Mr Paulo Skaf

Dear Lords, Ladies and Gentlemen, Good evening!

It is with great pleasure that I address you at this year's edition of the 'Personality of Year Award', a fitting homage to honour men that have been contributing significantly to good relations between Brazil

and the United Kingdom.

It is worth reminding ourselves that the creation of this award in 1997 was a felicitous initiative of the former Ambassador of Brazil to London and currently the Chairman of the Foreign Trade Council of the Federation of the State of São Paulo Industry (FIESP), my friend, Rubens Barbosa, that honours us with his presence this evening.

It is a renewed joy for me to be here in London as like this city very much. I am always reminded of Samuel Johnson's wise words, '...when a man is tired of London, he is tired of life; for there is in London all that life can afford.'

At FIESP we had had the honour to welcome many UK visitors and trade missions. Most recently, Lord Mandelson and the Lord Mayor of the City

of London, Ian Luder, who are present here, visited FIESP and Brazil.

Last year, UK-Brazil trade registered a total of 6.3 billions of dollars, half a percent of the foreign trade of both of our countries (1.5 trillion dollars). This is not much if we consider the economic potential of both countries.

We need to find ways of diversifying and increasing our bilateral trade. I think that the existing cooperation could be intensified in areas of excellence as for example, high tech, nanotechnology, bio-technology. We should also consider possible partnerships in the new field of green technologies.

I also feel that it is the right time for the internationalization of our enterprises which can significantly increase Brazilian



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investment in the United Kingdom.

It is in this context that the Brazilian Chamber of Commerce in Great Britain, whose Honorary President is our Ambassador to London, Carlos Augusto Santos-Neves, and Sir Peter Heap, as its Chairman, is fundamental for the increase of business between our countries. I greet them very warmly this evening.

Friendly countries have demonstrated a great deal of interest in broadening economic and trade links with Brazil in view of its increasingly prominent presence in the international arena.

Given the current economic and financial situation, it is relevant to refer to the Brazilian economy. The arrival of the crisis in Brazil happened in a sudden manner in October 2008 generating a compression in credit offer and increase of banking spread, increase in insolvency and impact upon jobs. About 700 thousand jobs were lost between October 2009 and March 2009 in Brazil.

From the start, there were various governmental actions. Albeit those measures brought some comfort, they were not sufficient. Current forecasts indicate negative GDP growth

this year of perhaps -1%. As such we are fully aware that the crisis has arrived to our country as well and that we cannot ignore it, but we are confident that Brazil can become strengthened by this situation.

Conversely to what is happening elsewhere, we met the crisis with better conditions to beat it: consistent foreign exchange reserves of US\$ 200 billions, low inflation of 4% *per annum*, solid banking system, strong currency and dynamic production.

It is worth pointing out that the Brazilian industry plays a fundamental role in these challenging times. There is a large domestic market that needs to be catered for and a robust industrial park structured on the basis of state of art technology with well trained human resources capable of meeting demands and not to mention the foreign market that knows and already consumes our quality products with competitive prices.

We shall overcome this crisis as we did survive the preceding ones. In order to achieve this, we are able to count on the courage, determination and the labour force of our people, of the prevailing human values both in the Brazilian private initiative and public life.

On this occasion, I should like to pay my compliments to my friend, Minister Edison Lobão that makes all of the Brazilians proud by receiving the Personality of Year Award this evening. The Minister comes from a state in the north of Brazil, Maranhão, which has a very special place at Westminster Abbey. This may seem rather strange to many, but it can be explained by the fact that the first Admiral of the Brazilian Navy and a hero of the United Kingdom, Chile and Brazil is buried at Westminster Abbey. Lord Thomas Cochrane (1775-1860), Marquis of Maranhão, leaves an imprint of a bit of Brazil on the floor of the Westminster Abbey in this friendly nation. And, more than that, the everlasting reminder of the fact that sovereignty is the main attribute of a nation. Lord Cochrane had been invited by the Emperor Dom Pedro I, to command the Brazilian naval squad in the battle for the independence of Brazil in 1820.

Currently, this old friendship with the United Kingdom has been enhanced by the new opportunities linked to oil and energy.

*NB. Translated and abridged by the Editor*

## Paulo Antonio Skaf

Mr Paulo Antonio Skaf, 53, born and bred in the State of São Paulo, a business management graduate from the Mackenzie Presbyterian University, is a distinguished Brazilian businessman. Currently, he chairs the Federation of the State of São Paulo Industry (FIESP) and State of São Paulo Centre for the Industries (CIESP), the Regional Councils of the Industry Social Services (SESI), and the São Paulo - National Industrial Training (SENAI). He also chairs the Roberto Simonsen Institute (IRS) and was elected as the First Deputy Chair of the Brazilian National Confederation of Industries (CNI).

His business acumen and knowledge is valued in other posts as well. He is a Member of the Economic and Social Development Council of the President's Office of the Federative Republic of Brazil and Board of Directors of the Brazilian Development Bank - BNDES. Also he is a Board Member of Springs Global Partnerships and Deputy Chair of the Board of Directors of Paramount Lansul S/A.

He has also chaired the following bodies: Deliberative Council of the Brazilian Micro and Small Enterprises

Bureau (SEBRAE) - São Paulo branch; the Brazilian Textile and Apparel Industry Association (ABIT); and the São Paulo State Sewing and Weaving Trade Association - SINDITÊXTEL.

Mr Skaf received various honours and awards as, for instance: Order of Military Merit of the Brazilian Army, Order of Navy Merit of the Brazilian Navy, Order of Air Merit and Grand Official of the Order of Air Merit of the Brazilian Air Force, Anhangiera Merit Order - highest award of the Government of the State of Goiás, the Anchieta Medal by the City Chamber of São Paulo, Brigadeiro Tobias Medal of the Military Police of the State of São Paulo, 'Commentator' honour, by the Higher Court of Labour and "Al Mérito por Servicios Distinguidos" Order of the Republic of Peru. He has also received 30 honorary citizenships from various State of São Paulo City Chambers.

Mr. Skaf is married to Luzia Junqueira Pamplona de Menezes Skaf with five children: Paulo, André, Rafael, Gabriel and Antoine.

## Honouring Sir Robert Wilson

It is, therefore, very fitting that Sir Robert Wilson receives the Personality of the Year Award in recognition of his contribution to strengthening trade and economic relations between United Kingdom and Brazil.

Having served Rio Tinto for over 30 years, Sir Robert Wilson became the chairman of the BG Group plc in 2004. Under his chairmanship, the BG Group plc has been increasing its participation in the Brazilian market and is currently one of the main players in oil and gas explo-

ration. Operating at the pre-salt area of the Santos Basin, the BG Group made seven important discoveries of petroleum. The main one is the Tupi field regarded as the richest source of petroleum discovered over the past decades in Brazil and the Group hold 25% of the shares.

The Group under the helm of Sir Robert announced that it was ready to make new and substantial investment over the next few years as exploration and production in the Brazilian fields advances. We

are persuaded that the BG Group will continue to have good results in our country generating employment and wealth. The Group has other important interests in Brazil as the gas distribution company of the State of São Paulo, a Comgás.

It gives me great pleasure to hand the 2009 Personality of the Year Award to a man, who in the same way Brazilians do, very much believes in the future of Brazil - Sir Robert Wilson.

**Paulo Skaf**

## SIR ROBERT WILSON'S ACCEPTANCE SPEECH



Sir Robert Wilson

Ministers, Excellencies, Distinguished Guests,

It is a great pleasure to be here on this splendid occasion and an honour to accept, on behalf of BG Group, the Chamber's 2009 Personality of the Year Award.

BG's first significant investment in Brazil dates back to 1997 with the beginning of the Bolivia-Brazil pipeline in which we were a minority participant. Then, in 1999, we acquired a majority stake in Comgás which has an exclusive licence for the distribution of gas in the State of São Paulo. In the decade since our initial investment, Comgás has increased its volume of gas sales more than four-fold and has doubled the number of its customers to 630,000; and expanded its pipeline network from 2,400km to 5,700km. We

take great pride in the reputation that Comgás has established during these years.

BG Group's initial investment in Comgás was just under US \$1 billion and since then Comgás has invested just over US \$1 billion.

The concession contract operates within a regulated environment and its prices are controlled. The regulatory process has been transparent and professional.

All this was an encouraging introduction to Brazil for BG Group and a prelude to the next stage of our involvement.

In 2000, BG acquired minority positions of 25% to 30% in four exploration blocks in the Santos Basin off the East coast of Brazil. Petrobras was the majority partner and operator in each of these blocks.

When I became Chairman of BG 5½ years ago, we had not yet begun exploration in these licence areas, although seismic work had been done. I remember my first exploration briefing in BG - I was told that we had positions in these four exploration blocks, that if we were successful the discoveries could be very large, but that the chances of commercial success

were only around 12% for each of the blocks.

Drilling began in 2005. This was no simple challenge even for a deepwater operator like Petrobras. The first well, Parati, was in water more than 2km deep and then extended more than 5½ km below the seabed. This was the deepest well ever drilled in Brazil and amongst the deepest in the world.

It took nearly 2 years and cost more than US \$200 million. And whilst the results showed an oil and gas discovery, it was not clear whether it would be a commercial success. Since then, further wells have made it clear that we are lucky enough to be working with Petrobras in the most important oil and gas discoveries yet made this century.

The Santos Basin, which of course extends well beyond the blocks in which BG has an interest, will be a major new global source of oil and gas. During the next decade, it is anticipated that Brazil will move from being a nation accounting for less than 1% of global hydrocarbon supply to one of the top 10 resource holding nations in the world.

It is participation in great discoveries like this, which

makes the oil and gas industry so exciting. The opportunities in the Santos Basin will in turn open the door to huge economic development opportunities in Brazil and it is a privilege for BG to be party to it.

I talked earlier of the US \$ 2 billion already invested in Comgás. Our share alone in the development of the Santos Basin will require a large multiple of that investment. No company can afford to contemplate such investment unless it has exceptional confidence in both its host government and the capability of its partner.

BG Group's role in these Santos Basin discoveries will be as the junior partner to Petrobras, whose skills in deepwater exploration and production are widely recognised throughout our industry as being leading edge. That does not mean that we either want or expect to be a passive partner. We have an excellent relationship of mutual respect between us and, I know that Petrobras acknowledges that BG can and does add value to the joint venture.

First production from the so-called 'extended well test' at one of our discoveries, Tupi, was at the beginning of this month and I was delighted that President Lula led the celebration. First production from the 100,000 bopd initial development phase is expected late next year. The Tupi developments are beneath more than 2km of water and 2km of salt. The technical challenges will be considerable. These will be the world's first deep water, carbonate

salt developments.

There are no geological analogues to this development in the world today and we will be pushing the boundaries of technology to access the resources.

As a host to foreign investment, Brazil offers demonstrable stability. I think perhaps it is time that the Western business community became more discerning. Brazil should not be lumped together with the rest of Latin America in terms of its risk profile for investors. Nor can it be likened to the rest of the BRIC quartet. I think of investment risk in Brazil as much more comparable with average OECD – and I note, too, that Brazil now has investment grade status for its sovereign debt.

As BG embarks on the next stage of its involvement in Brazil, I would like to say a few words about BG's philosophy:

We do not see ourselves simply as resource extractors, committed to efficient performance in exploration, production and distribution. We also believe fundamentally in sustainable development which means that we want to contribute to economic, social and environmental progress in the countries where we operate.

Our strong preference is to work in a spirit of partnership with our host government, which means that we want to understand government's aspirations and objectives and the extent to which we can help achieve them.

And I give full credit to Minister Lobão and his colleagues. The Government has a very clear

vision of the future role of the Santos Basin oil and gas in Brazil's growth.

For example, the Brazilian Government has an objective of using the Santos Basin developments as an opportunity to build oil supply and services industries in Brazil. BG entirely understands and supports that policy.

It is important that these industries are world class in their own right – partly to make sure that the Santos Basin is developed as efficiently as possible, but also because there is a great opportunity for Brazil to develop major new export businesses in this sector.

In saying this, I know that Brazil already has several world class businesses in these engineering and service industries, but there is clearly an opportunity for expansion into a world centre of excellence and expertise for the supply of materials and services to the international oil and gas industry. This would create another enduring strength for the Brazilian economy. BG is committed to coming forward with constructive proposals to support this vision.

Finally, in accepting this award on behalf of my colleagues, I admit to having a very soft spot for the country. Brazilians are a warm, welcoming people. The country is spectacularly beautiful. It is my good fortune that I have had reason to become a regular visitor.

The future is full of promise and BG Group is honoured to join you on the journey ahead.

## SIR ROBERT WILSON

Sir Robert Wilson is Chairman of BG Group plc (since January 2004) and of The Economist Group (since July 2003). He is also the senior independent director of GlaxoSmithKline. Sir Robert spent most of his career with Rio Tinto, which he joined in 1970 when it was known as RTZ. His career in RTZ began as a project analyst at the head office. He then moved through various financial and commercial management roles until he became Managing Director of the Group's European zinc and lead smelting business in 1979 at the age of 35.

In 1982 he returned to RTZ's head office in London, taking responsibility for a major potential project in Central America. He

then moved through a corporate strategy role to become an executive director at the beginning of 1987, with responsibility for Planning and Development. He led the purchase by RTZ of BP Minerals in 1989 and, on completion of that transaction, became the RTZ director responsible for the Group's Mining and Metals businesses.

In 1991 he became Chief Executive. In 1995 RTZ merged with its Australian associate, CRA. He then became Chief Executive of Rio Tinto, the dual-listed Anglo-Australian company formed by this merger. He became Chairman of Rio Tinto plc in 1997 and Chairman of the Australian company, Rio Tinto Ltd, 1998. He remained as executive Chairman of the

dual-listed company until he retired in October 2003. He is a former non-executive director of Boots, BP and Diageo.

Sir Robert was educated at Sussex University, where he read Economics. He went to Harvard Business School for an AMP in 1981. He was awarded an honorary DSc by the University of Exeter in 1993; an honorary LLD by the University of Dundee in 2001; an honorary DSc by the University of Birmingham in 2002; and an honorary DSc by the University of Sussex in 2004. He was awarded a KCMG in 2000. Sir Robert is married with two children and his interests include theatre and opera.

(Date of birth: 2 September 1943)



Tupi Top Table: Clockwise from front: Lord Mayor, Mrs Luzia Skaf, Baron Kilclooney, Lady Wilson, Ambassador Santos Neves, Lady Mayoress, Mr Paulo Skaf, Mr Bob Blizzard, MP, Mrs Frances Reynolds, Sir Robert Wilson, Lady Heap, Senator Crivella.



Carioca Top Table: Clockwise from front: Mrs Silvia Crivella, Sir Peter Heap, Baroness Hooper, H.E. Ambassador Juan Jose de Bremer, Mr Márcio Lobão, Ms Jaqueline de Botton, Minister Edison Lobão, Mrs Santos-Neves, Lord Mandelson, Mrs Marcela de Bremer, Ambassador Rubens Barbosa.



Pão de Açúcar Embassy - Embassy Top Table: Clockwise from front: Ambassador Valter Pecly, Mrs Gloria Moreno, Mr Gilberto Amaral, Ambassador André Amado, H.E. Ambassador Ricardo Varela, Mrs Marie Helene Pecly, H.E. Ambassador Rafael Moreno, Mrs Mara Amaral, Dr Guilherme Estrella, Mr Nestor Osório, Sra Maria de Ceres.



Badejo Embassy Top Table: Clockwise from front: Mr Michael Reid, Mr Duncan Buchanan, Mr Brandon Haw, H.E. Ambassador Jean Michel de Watervliet, Mrs Graça Siqueira, Mr Paul Wilson, Professor Keith Hoggard, Ms Julianne Glass, Mrs Tangi Kaler, Mrs Maria do Carmo de Watervliet, Army General José Elito Siqueira, Ms Linda Newson.



Bagre Embassy Top Table: Clockwise from front: H.E. Ambassador Antonio Santana Carlos, Ms Sarah Gillet, H.E. Ambassador Ricardo Luna, Mr David Thomas, Mr Simon Harkin, Mr Stephen Phipson, Mrs Maria Santana Carlos, H.E. Ambassador Eduardo Roxo, Mrs Miranda Thomas, Mr John Backhouse, Mr Mark Hendrick, Ms Daniela Milanese



Espada BG Group - Patron Table: Clockwise from front: Mrs Chris Gaisford, Mr Rex Gaisford, Secretary Felipe Costa, Mr Steve Larcombe, Mrs Sonia Larcombe, Mr Terry Sach, Mrs Suzanne Sach, Mr Tony Coltart, Mr Jim Ayton, Ms Iman Hill, Mr David Woodgate, Mr Nick Lyford.



Cação BG Group - Patron Table: Clockwise from front: Mrs Nicky Wheeler, Mr Carlos Quintana, Mr Martin Houston, Mr John Rankin, Mrs Silvia Ankerson, Mr Dudley Ankerson, Mr Nicholas Armour, Mrs Patricia Julien, Mr Steve Wheeler, Mrs Jane Houston, Secretary Luiz Felipe Carvalho.



Caratinga Petrobras - Patron Table: Clockwise from front: Ms Daniele Veras de Andrade, Mr Roberto Reis Fontoura, Mr Ricardo Pereira Peixoto, Mr Fernando Balthar da Silva Pereira, Ms Ticiane Jereissati de Araujo, Mr José Antonio Cupertino, Mr Ricardo Latge Milward de Azevedo, Mr Murilo Barbosa Goulart, Mr José Raimundo Bradão Pereira, Mr Paulo Roberto Costa, Mr Marcelo Malta da Costa Messeder, Ms Andrea Salles Eichin Amaral.



Bonito Reynolds Venture – Patron Table: Clockwise from front: Mr Stuart Graber, Mrs Mandel, Mrs Watson, Mr Antonio Carlos Lima, Counsellor Regina Bittencourt, Mr Ian Wastson, Mrs Stefano, Mrs Susan Graber, Mr Rony Stefano, Mr Claude Mandel, H.E Ambassador Rubem Barbosa, Ms Rachel Durkin.



Mourinho Tristão – Benefactor Table: Clockwise from front: Mr Ricardo Tristão, Ms Florita Belle-Cisneros, Mrs Laura Tristão, Lord Walker, Mr Jonice Tristão, Secretary Paulo Eduardo Ribeiro, Mrs Lourdes Sette, Mrs Ilza Tristão, Ms Beth Lima, Mr José Sette, Mrs Mariana Ribeiro.



Barracuda Embassy Table: Clockwise from front: Mrs Monica Vieyra, Minister Ruy Amoral, Mrs Beatriz Nasr, Mr Martin Bauer, Mr Jorge Rachid, Minister Henrique Vieyra, Ms Angela Hooper, Mr Mounzer Nasr, Mrs Sandra Jovechelovitch, Mrs Jania Maluf, Mr Pergentino Holanda.



Aruari Embassy Table: Clockwise from front: Mrs Liliana Rocha, Miss Michelle Souza, Mrs Helena Witkowsky, Mr Fernando Lima, Mr Hélio Machado Bastos, Mrs Claudia Marega, Mr Nestor Rocha, Secretary of State Cristina Burlamaqui Duarte, Secretary Túlio Kafuri, Ms Gale Jenkinson, Minister Flávio Marega.



Sussurama Embassy Table: Clockwise from front: Ms Flávia Manahu, Colonel Valério Stumpf, Mrs Jacqueline Howell, Mr Antenor Barbosa Lima, Colonel Henrique Weber, Miss Franciele Silva, Secretary Eduardo Oliveira, Mrs Cristina Trindade, Secretary Augusto César Batista, Mrs Marta Weber, Ms Maria Alexandra Bryant.



Morrinho Table: Clockwise from front: Mr Miguel Nery, Leonardo Neves, Mr Ken Haddow, Ms Valentina Ravagni, Mr José Alkmim, Mr Luis Enrique Pescarmona, Luiz Fernando Leone Vianna, Mr Donizete Tokarski, Mr Jaime Gornstzejn, Ms Vinita Agarwal, Mr Pramod Agarwal.

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## **The Brazilian Chamber of Commerce in Great Britain**

**thanks the following members for purchasing a table at the 2008 Gala Dinner:**

**PATRON - BG Group**

**PATRON - Petrobras**

**PATRON - Reynolds Ventures**

**PATRON - ELETROBRÁS**

**BENEFACTOR - Banco do Brasil**

**BENEFACTOR - BP**

**BENEFACTOR - Tristão**

**THE CHAMBER OFFERS UNCONDITIONAL APOLOGIES TO BP, BANCO DO BRASIL AND ELETROBRÁS for The fact that the photographer inadvertently Missed their tables on the evening.**

A note about ARAKATUBA

Since the release of 'Brazilian Explosion' (MRBLP 006), a mixture of percussion based music and dance re-mixes, ARAKATUBA has developed its music using Brazilian roots with a Jazz/Dance approach.

Lead by BOSCO DE OLIVEIRA on percussion, drum kit and vocals, it features DAVID BITELLI on saxes, clarinet and flute plus arrangements and UGO DELMIRANI on piano and keyboards. It also counts with the solid work of ANDY LAFONE on bass and the amazing percussion and drums of FÁBIO DE OLIVEIRA.

ARAKATUBA has collaborated with notable Brazilian master drummers AIRTO MOREIRA (Jazz Cafe, Queen Elizabeth Hall, 606 Club) and DOM UM ROMÃO (Festival du Printemps - France and Drum festival - Amsterdam)



# Brazilian Chamber of Commerce in Great Britain

The Brazilian Chamber was founded in 1942 and has been active in promoting trade and business in general between Brazil and Great Britain. To this end, the Chamber maintains close liaison with the Embassy of Brazil and the Brazilian Ambassador is the Honorary President of the Chamber.

The Brazilian Chamber provides direct services and programmes to help you be more competitive and profitable.

The Chamber organizes seminars, conferences, networking opportunities, luncheons and dinners with speakers, free counselling and business opportunity meetings. The Chamber has also created the "Personality of the Year" awards. These awards are given each year to individuals who have contributed in an outstanding way to the strengthening of the economic, financial or commercial relations between Brazil and the United Kingdom.

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