



Essencial Comex

INTERNATIONAL TRADING

Trading – Connecting Global Markets to Your
Business



TRADING IS

RELATIONSHIPS

ETHICS

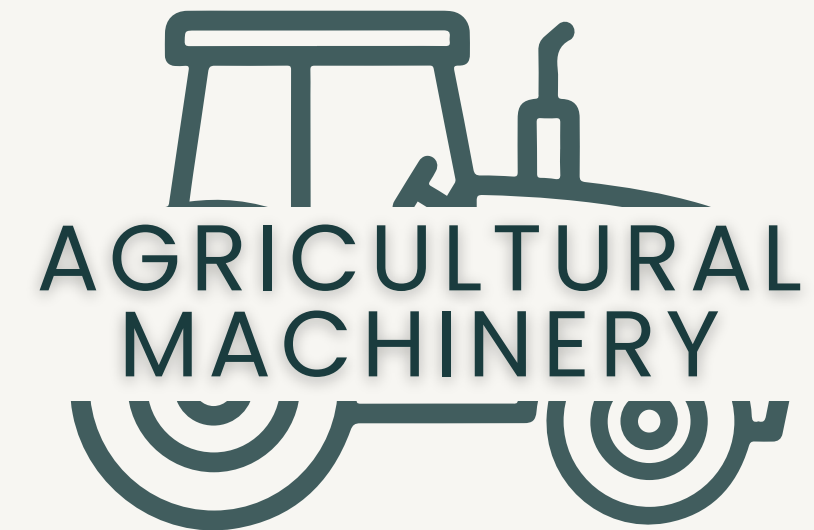
FINANCIAL CREDIBILITY

Trust That Drives Major Industries

Essencial Comex was built on **25 years of experience** from its leadership team in managing strategic foreign trade operations.

That is why our first clients are also part of this journey: companies that trust the same leadership that has consistently turned complex challenges into **tangible results**.

Industries we connect to global markets:



NOSSA EQUIPE



ALESSANDRA VARGAS

COMMERCIAL & ADMINISTRATIVE DIRECTOR

Specialist in the application of special foreign trade regimes for large-scale infrastructure and industrial projects, with expertise in analysis, planning, and the strategic use of mechanisms available under current legislation. She holds a degree in Business Administration and a postgraduate qualification in Foreign Trade from the Federal University of Rio de Janeiro.



ROSANE RIBEIRO

INTERNATIONAL TRADER

Responsible for supplier and buyer prospecting, commercial negotiations, and the structuring of international operations, overseeing projects from origin through final destination.



LETÍCIA ILDEFONSO

OPERATIONS

Works on market research, commercial prospecting, and the identification of new business opportunities, supporting the company's international expansion and positioning.

How **ESSENCIAL** Operates in International Trading

We act as a strategic and operational partner, connecting commercial opportunities to the execution of **international buying and selling operations** with security, a structured approach, and end-to-end support.

1



Opportunity Identification

We understand the client's needs and assess the product, market, and overall feasibility of the operation.

2



Deal Structuring

We connect buyers and suppliers, align commercial terms, and structure the transaction.

3



Compliance & Logistics

We manage required registrations and documentation, customs compliance, logistics coordination, and operational risks.

4



Delivery & Follow-up

We oversee and closely monitor the entire process through the arrival of the goods, providing integrated management and client support at every stage.



More than a supplier, Essencial Comex acts as a **strategic partner** in the development and execution of international trade operations.

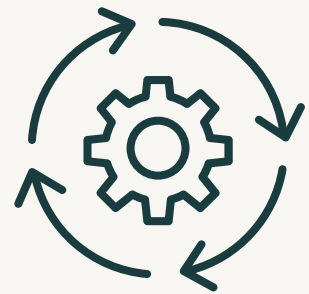
WHY USE A TRADING COMPANY?

Importing and exporting doesn't have to be complex, a Trading Company simplifies the entire process.

Many companies lose time and money by trying to import directly, facing customs bureaucracy, risks of incorrect tariff classification, high logistics costs, and limited supply chain visibility. A Trading Company takes responsibility for managing and following up on the operation, from negotiations with international suppliers through delivery of the goods to your door.

DIRECT IMPORTS AND EXPORTS	TRADING COMPANY
✗ Requires a specialized in-house team	✓ Outsourced and specialized operation
✗ Importer assumes tax and customs risks	✓ Trading Company compliance and governance
✗ Longer learning curve	✓ Results from the very first transaction
✗ Higher fixed structural costs	✓ Variable costs proportional to each operation
✗ Greater exposure to fines and cargo holds	✓ Enhanced legal and tax protection

Why Choose **Essencial Comex**?



Structured Operations

Every opportunity is carefully assessed before becoming a transaction.



End-to-End Management

From international negotiations to final delivery of the goods.



Experience That Reduces Risk

Commercial, logistics, and customs expertise combined in every operation.

OUR TRADING & IMPORT/EXPORT SOLUTION

Essencial Comex: From Supplier to Your Point of Sale

Essencial Comex acts as your commercial and operational partner in international transactions, offering an integrated solution that goes beyond simple intermediation.



GLOBAL SOURCING & NEGOTIATION

We identify reliable suppliers, negotiate competitive terms and prices, and manage international commercial relationships.



COMPLIANCE & RISK MITIGATION

We ensure full compliance with Brazilian customs and regulatory requirements, including ANVISA, MAPA, and INMETRO.



TAX & CUSTOMS EXPERTISE

Accurate tariff classification (NCM), tax planning, and application of special customs regimes to legally reduce costs.



END-TO-END EXECUTION

Complete logistics management, with close follow-up at every stage, from origin to final delivery, ensuring full control of the operation.

SUCCESS STORIES

Brazil – Protein

Protein Exports from Brazil



Challenge

Structure a secure operation between a Brazilian supplier and an international buyer, aligning:

- sanitary and documentation requirements
- production and availability;
- logistics and schedule;
- payment terms.

Solution

- selection and negotiation with a qualified supplier;
- definition of the product, volume, and negotiated terms;
- coordination of documentation, sanitary requirements, and logistics;
- financial and operational follow-up;
- management of the operation through arrival at destination.

Impact

Structured Operation

Greater control, predictability, and security.

Risk Reduction

Mitigation of commercial, financial, and operational risks.

Supply Chain Integration

Alignment between supplier, buyer, and logistics partners.

Agricultural Machinery from Brazil

Export of Agricultural Machinery



Challenge

Structure the entry of Brazilian agricultural machinery into the international market by identifying:

- buyers and local partners;
- industry demands and business opportunities;
- equipment suitability for the target market;
- commercial, logistics, and documentation model;
- risks and compliance requirements.

Solution

- market intelligence and local prospecting;
- qualification of buyers and distributors;
- technical and commercial presentation of the equipment;
- negotiation and contract structuring;
- logistics and documentation coordination;
- financial and foreign exchange support.

Impact

Market Entry

Positioning Brazilian manufacturers in new international markets.

Strategic Connections

Building relationships with distributors, producers, and local companies.

Increased Business Opportunities

Creating sales opportunities and long-term partnerships.

Brazilian Cassava Derivatives

Export of Cassava-Based Products



Challenge

Enable the entry of Brazilian cassava derivatives into international markets by connecting Brazilian manufacturers with international buyers and aligning:

- market demand and positioning;
- strategic buyers and distributors;
- sanitary and regulatory requirements;
- security of the international operation.

Solution

- market research and international prospecting;
- qualification of buyers and distribution channels;
- negotiation between manufacturer and importer;
- commercial, logistics, and documentation structuring;
- coordination of regulatory requirements.

Impact

Long-Term Commercial Partnerships

Connecting producers, distributors, and importers.

Strengthening Brazilian Brands

Enhancing the competitive positioning of Brazilian manufacturers in international markets. International Expansion

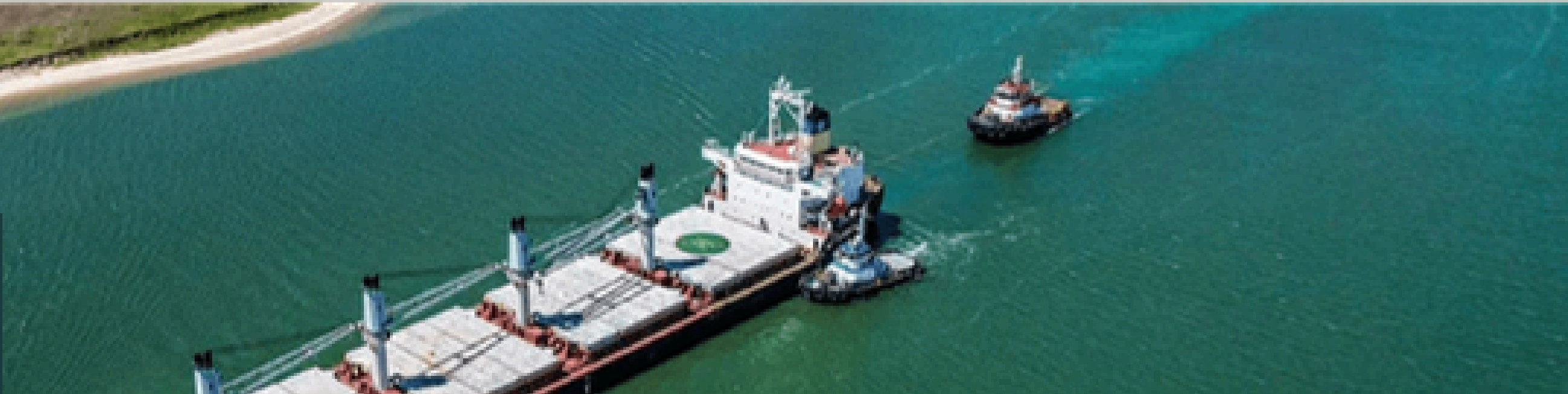
International Expansion

Expanding the presence of Brazilian cassava derivatives in new markets.

BEYOND TRADING OPERATIONS

Gas Project at the Porto do Açu (RJ)

Strategic Reduction of Import Tax Costs



Challenge

Minimize tax costs related to the import of large-scale equipment for the implementation of an energy plant.

Main focus: reduce Import Duty while ensuring significant CAPEX savings and full legal compliance.

Manage the customs process together with the supplier's partner to preserve the tax benefits throughout customs inspection requirements and ensure the intended tax reduction is effectively applied.

Solução

- Application of Ex-Tariff benefits for equipment with no equivalent domestic production;
- Use of mechanisms provided under the Brazilian Customs Regulations (Decree No. 6,759/2009);
- Full audit of the customs clearance process;
- Assurance of compliance in the application of tax incentives.

Impact

Effective Reduction of Import Duty

Significant CAPEX savings through a direct tax strategy.

Legal Certainty

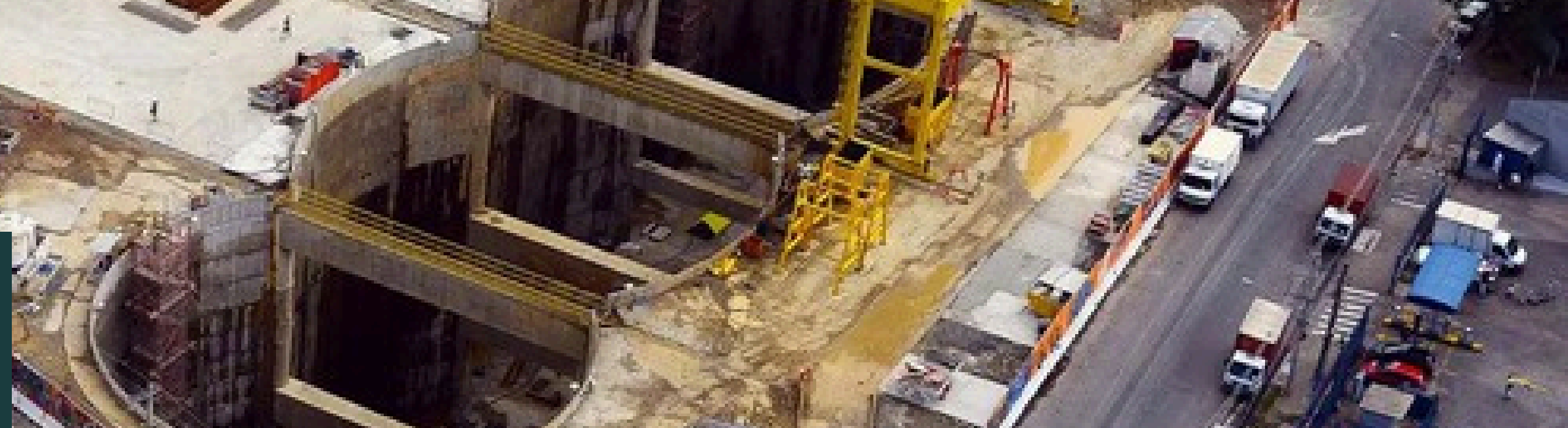
Mitigation of tax and customs risks with full support from applicable legislation.

Customs Governance

Improved review and customs clearance processes.

Case Linha 6 – Laranja (Metrô SP)

Tax Structuring for a Major Urban Infrastructure PPP



Challenge

This is one of the largest PPP projects in **Latin America**. Its complexity increased significantly with the transfer of ownership from Grupo Move São Paulo to Consórcio Linha Universidade (Acciona), requiring major adjustments to the project's regulatory and tax structure.

The scope involved customs clearance for the tunnel boring machine cutterhead and the application of Ex-Tariff benefits for Acciona.

Solution

- Documentation adjustments for the new concessionaire;
- Structuring of REIDI for the suspension of PIS/COFINS;
- Compliance with applicable legislation throughout the customs process;
- Accelerated schedule aligned with the physical execution of the project.

Impact

Ensured during the transition between consortiums.

Significant Tax Cost Reduction

Validated by the Ministry of Cities.

FEEDBACKS



“Essencial Comex demonstrated deep technical expertise and strategic insight throughout every stage of the process, from customs clearance to logistics and tax consulting. Its reliable management and close attention to detail ensured efficiency, compliance, and tangible results for the operation.”

Caio Coutinho

CEO – HIGIMARCAS DO BRASIL INDUSTRIA E COMERCIO
DE PRODUTOS DE HIGIENE PESSOAL LTDA



“Essencial Comex demonstrated a high level of expertise and technical knowledge in the energy sector, precisely managing the REIDI qualification process and the full coordination of Hydroen’s foreign trade operations. Essencial Comex’s broad, integrated, and effective approach ensured agility, compliance, and significant results at every stage of the project.”

Victor Leonardo

CEO – Hydroen Geração e Comercialização de
Energia Ltda.

Ready to Turn Your Challenges into Opportunities?

Contact Us



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