



ABOUT BNCC

BNCC is an independent non-profit organization, run by a Board of Directors composed by representatives from the business community in Norway. The team also consists of a General Manager heading the organisation, who is also available for project management as needed.

The main source of income for BNCC is the membership fee, but key members also sponsor some of our events. Volunteering work from board members and others help us keep the fees as low as possible. The Chamber drives to be relevant and create added value for members and other stakeholders.

BNCC'S VISION

BNCC shall be recognised by Norwegian authorities and the business communities in Brazil and Norway as the preferred facilitator for business activities between the two countries.

BNCC'S MISSION

The objective of the Brazilian-Norwegian Chamber of Commerce is to strengthen the commercial relationship between Brazil and Norway, in such forms as the Chamber deems opportune. This will mainly take the form of members networking meetings, conferences, seminars and social meetings, bridging potential business partners.

BNCC has also been invited to contribute at the political arena and has signed MoU with important organisations. Events, workshops and meetings are organised in order to give the members updated information about the political, economical or sector business issues. Business and organisation leaders are invited to share their expertise with the Chamber members. The meetings are settings and platforms for interaction and sharing interests.





HOW BNCC OPERATES

Our board today is composed by representatives of major organisations and companies operating in Brazil (Brazilian Embassy in Norway, with Consulate based in Stavanger also covering Kristiansand, Innovation Norway, Aker Solutions, DNB, DNV GL, Equinor, Hydro, Kongsberg Group, Scatec Solar and Yara).

Target markets - tech, innovation, shipping and offshore, oil and gas, alternative energy, sustainability, tourism, fish farming and blue ocean amongst others.

Through our sister chamber in Rio de Janeiro we are well equipped to act as the first access point for businesses tempted or considering Brazil in their corporate strategies.

BNCC are present at major events around the world to address innovation, sustainability and cooperation across networks and continents.

BNCC'S NETWORK

- Members
 - Individuals (Professionals, Students)
 - Companies (Large, Medium and Small)
- Norwegian Brazilian Chamber of Commerce in Rio de Janeiro (NBCC)
- NHO
- Innovation Norway, INTSOK and similar organisations
- Brazilian Embassy in Norway
- Norwegian Authorities
- Business communities in Norway and Brazil
- Brazilian Governmental Agencies for Industries, Oil and Gas, Environment and Tourism



FACTS ABOUT BRAZIL AND HOW TO DO BUSINESS IN BRAZIL

Brazil is the largest and most populous country in South America, with the eighth biggest economy in the world. It's a member of the G20, one of the four "BRIC" countries deemed to be a dominant economy by 2050, and recently hosted the 2016 Summer Olympics.

Considering how personal relationships are valued in Brazil's business culture, major trade shows are a way for you to meet potential Brazilian suppliers, but can also be the ideal location to network with industries and organisations to secure a strong presence in Brazil. Some examples of good trade shows and major events to strengthen personal relations in Brazil are the World Travel Market Latin America and Technology and Innovation Leadership Forums in São Jose dos Campos adjacent to São Paulo to mention a few.

BUSINESS CULTURE

Brazil is a diverse nation and its business culture is the same. With São Paulo being Brazil's most internationally-recognized business city, the culture tends to be more Western than other Brazilian cities. An important rule of thumb: the further north you go in Brazil, the more conservative the business culture tends to be.

Brazilian business culture is much more informal and intimate than the United States, with a greater emphasis on the personal relationship made between buyer and seller. Physical contact and close proximity are both common traits of conversing in Brazil, and shouldn't be taken as being impolite or brash.

If you are visiting Brazil and want to learn more about the Brazilian Culture or finding partners in Brazil, the chamber can assist you

BUSINESS COMMUNICATION

Brazilians prefer face-to-face meetings with potential trade partners as opposed to video conferences and emails, as a strong personal relationship is essential to successful business in Brazil.

Learning about Brazilian culture is highly suggested as a potential conversation topic, as Brazilians tend to be very patriotic. In addition, agreeing on areas where Brazil beats the United States, such as in food or sports, helps in building your client relationship.

An engaging conversation with Brazilian business partners can have more of an impact on a deal than what is formally presented to them. Food, art, sports and family are great topics of discussion, while politics and religion should be strictly avoided.





BNCC'S PLANS AHEAD

Through an enthusiastic and knowledgeable board, BNCC aims:

- Increase the visibility and relevance of the BNCC as a facilitator and support team for business development between Norway and Brazil.
- Attract speakers for the Executive Dialogue covering topics of interest.
- Hosting events alone or in partnership with trade organisations, public and private sector highlighting opportunities and issues relevant for decision makers.
- Further strengthening the communication with the Embassy, Consulate as well as NBCC.
- Enlarge the network outside Oslo with targeted notifications and communication.
- Engage with entrepreneurs and upstarts to assist and support in their search for insight and credible information and relations.



WHY JOIN BNCC?

As member of the Brazilian-Norwegian Chamber of Commerce you will enjoy the benefits:

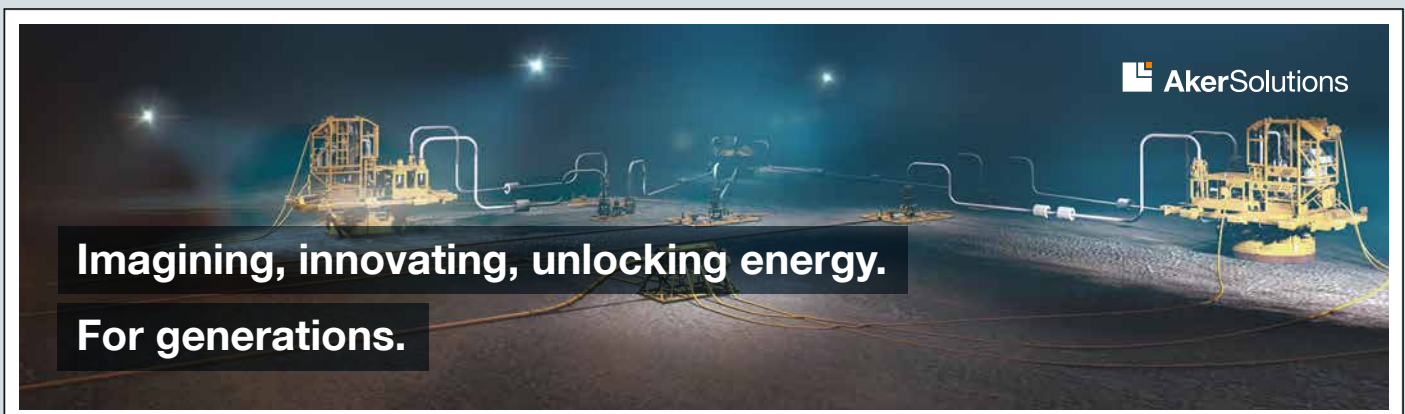
- A well experienced organisation recognised by both Brazilian and Norwegian authorities at all levels
- A strong network of Governmental and private entities, including embassies, ministries, enterprises and individuals
- A point of reference in the business community in both Brazil and Norway
- We advise member companies in their search for the right partners in both countries
- We generate tools and platforms to discuss sectorial issues between the two countries
- We provide forum to promote bilateral trade, investments and relationships

HOW TO JOIN BNCC

No matter if you are a student or a big company, your membership and support does matter, and we value all our supporters!

Visit our website and fill out the application form here:
www.brazilchamber.no/become-a-member.html

WELCOME ONBOARD!



Thank you to our supporters!

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We have long experience assisting clients in Brazil. Together with our partner Vieira Rezende we add value to your business through first class legal advice and strong industry knowledge.

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Is your company in need of support in Brazil, or are you a Brazilian seeking legal advice in Norway?

STRAY VYRJE is a Norwegian law firm that provides legal assistance to Norwegian and Brazilian companies and business clients. Our lawyers have extensive and varied experience in the field of Business law.

The competence of our team also comprises several years of experience from the Oil & Gas industry in Brasil.

At STRAY VYRJE, Brazilian clients may be attended to in Portuguese. For Norwegian clients we have the capacity to handle matters, including correspondence, documentation and negotiations in Portuguese.

To learn more about what we can achieve together, please contact:



RONNY-V VAN DER MEIJ
Partner | Lawyer MNA | LL.M
M +47 986 43 149 | rm@svco.no

Stray Vyrje & Co DA Advokatfirma
Boks 520 Skøyen, 0214 Oslo, Norway

