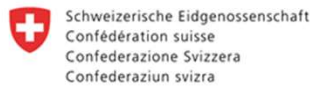


# Team Switzerland Infrastructure



enabling new business

 SWITZERLAND  
GLOBAL  
ENTERPRISE



# INBOUND FACT FINDING MISSION SANITATION

25<sup>TH</sup> – 29<sup>TH</sup> NOVEMBER 2024, SWITZERLAND

# Overview: Inbound Fact Finding Mission Sanitation

Invite your stakeholders to Switzerland for an unique know-how exchange and networking opportunities.

## BRAZILIAN DELEGATION

(max. 10 delegates)

- Public sector (Ministry of Cities, State Secretaries, CETESB)
- Private sector (Brazilian Water Supply Companies)
- Associations
- Brazilian players indicated by the Swiss companies sponsoring the FFM



## DATE

25 – 29/11/2024

## PLACE

Switzerland

## TOPICS

- Water / Wastewater treatment technologies
- Water leakage detection solutions
- Piping Systems
- Biogas solutions
- ESG / Low Carbon emission solutions

## PROGRAM

- Site visits to water/wastewater facilities
- Scientific centers
- Company visits
- Presentations BAFU, SERV, Swissmem, Kanton Zurich
- Social events

# Opportunities of Sanitation market in Brazil

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**CHF 115 BILLION**  
investment in sanitation  
in the next decade

**NEW TARGETS OF  
SERVICE  
UNIVERSALIZATION  
BY 2033**  
99% Water  
90% Sewerage

**NEW REGULATORY  
FRAMEWORK**  
Bringing new  
competition dynamics  
to the sector and  
increase participation  
of private companies

Brazil's water, wastewater, and waste markets present significant opportunities to Swiss companies following the new regulatory framework implemented in 2020. In the three years since its enactment, auctions have generated over CHF 15 billion in investment commitments, with half allocated for the next five years.

The framework aims to provide water to 99% and sewerage to 90% of the population by 2033, prompting new concessions, privatization, and partnerships with private sector companies. The new entrants and existing players are focusing on meeting performance and quality indicators, leading to substantial investments. Private sector operators prioritize reputation, superior quality, and advanced technology, as contracts commit to a 35-year operation period.

Approximately 100 million people lack sewage collection, 35 million lack drinking water, and Brazil faces a 40% water distribution loss rate.

The targeted universalization of water supply and wastewater treatment by 2033 is expected to attract over CHF 150 billion in investments, with CHF 115 billion in construction, CHF 33 billion in pipes, CHF 14 billion in machinery and mechanical equipment, CHF 1 billion in machinery and electrical equipment, and CHF 5 billion in investment services.

## Draft program

	Monday 25/11/2024	Tuesday 26/11/2024	Wednesday 27/11/2024	Thursday 28/11/2024	Friday 29/11/2024
Daily topic	Travel	Introduction to ecosystem	TBD	TBD	TBD
Morning	Travel to Switzerland	Official welcome (BAFU, SERV, Swissmem, Kanton Zurich & S-GE)	Visit of Facility Water/Waste water ( <i>Option B</i> )	Company visit ( <i>Option A</i> )	Visit of Facility Water/Waste water ( <i>Option B</i> )
Lunchtime		Joint lunch	Joint lunch	Joint lunch	Joint lunch
Afternoon	Arrival in Switzerland	Company visit ( <i>Option A</i> )	Visit of scientific site	Visit of Facility Water/Waste water ( <i>Option B</i> )	Company visit ( <i>Option A</i> )
Evening	Welcome Dinner	Social event/dinner in Zurich ( <i>Option C</i> )	Guided tourist tour and dinner in Zurich	Boat trip incl. dinner to Lucerne	Departure to Brazil

## Packages for Swiss companies (1/2)

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### OPTION A: HALF DAY COMPANY VISIT PACKAGE

- ✓ Host the entire Brazilian delegation during a **morning or an afternoon at your company**
- ✓ **Host the delegation for a lunch** before or after the company visit
- ✓ **Meet the delegation at one of the social events** and establish first connections and benefit from a know-how exchange
- ✓ Your company will be presented as **Platinum Sponsor** in all materials and presentations to the delegation
- ✓ Possibility to **indicate participants** to be invited to the Brazilian delegation

**PRICE: CHF 3'300.-**

### OPTION B: COMPANY PRESENTATION AT WATER/WASTEWATER FACILITY

- ✓ Participate at the visit of a Swiss Facility and **present the contribution of your company to such infrastructure projects (min. 10-minute pitch)** to the entire Brazilian delegation to position yourself as innovative Swiss company
- ✓ **Meet the delegation at one of the social events** and establish first connections and benefit from a know-how exchange
- ✓ Your company will be mentioned as **Sponsor** in materials and presentations to the delegation
- ✓ Possibility **to indicate participants** to be invited to the Brazilian delegation

**PRICE: CHF 2'000.-**

*The Business Trip will only be organized if and when a minimum number of Swiss companies have bought a participation fee package (at least 3 packages Option A and 2 packages Option B).*

## Packages for Swiss companies (2/2)

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### OPTION C: DINNER PACKAGE

- ✓ Host the entire Brazilian delegation for a **dinner**
- ✓ Possibility to be present with colleagues from your company to make the best of the networking opportunity with the delegation
- ✓ Your company will be mentioned as **Sponsor** in materials and presentations to the delegation

**PRICE: CHF 2'000.-**

*The Business Trip will only be organized if and when a minimum number of Swiss companies have bought a participation fee package (at least 3 packages Option A and 2 packages Option B).*

## Your benefits

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