University of Miami's Itinerary

Austral Group has prepared a sample trip itinerary to Brazil below which highlights several potential companies and industries that we believe would be great organizations for your students to visit during their international experience. All of these companies below have met with other MBA programs that we have hosted previously in Brazil.

Please note that the itinerary below features only a sample of our potential contacts for your program. We will work diligently to match the quality of the business meetings presented here, but please keep in mind that these companies are subject to executive availability which will be defined according to each company's schedule. This is not a confirmation of the included companies availability. Should you be interested in viewing a wider spectrum of Austral Group’s customized itineraries, we have attached a handful of completed itineraries from recent programs into the appendix of this proposal.

Internal Flight with Gol Airlines

<table>
<thead>
<tr>
<th>Depart</th>
<th>Time</th>
<th>Date</th>
<th>Destination</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gol Linhas Aéreas – Flight 1050 (economy)</td>
<td>0h 55m</td>
<td>Fri, Mar 4</td>
<td>GRU São Paulo, Brazil</td>
</tr>
<tr>
<td></td>
<td>6:40p</td>
<td>Fri, Mar 4</td>
<td>GRU São Paulo, Brazil</td>
</tr>
<tr>
<td></td>
<td>7:35p</td>
<td>Fri, Mar 4</td>
<td>GIG Rio de Janeiro, Brazil</td>
</tr>
</tbody>
</table>

Itinerary Created For University of Miami

<table>
<thead>
<tr>
<th>Monday, February 29 Sao Paulo, Brazil</th>
</tr>
</thead>
<tbody>
<tr>
<td>meals included: <strong>Welcome coffee/snack &amp; Welcome Dinner</strong></td>
</tr>
<tr>
<td>[a.m.] Group transfer from International Airport to Hotel</td>
</tr>
<tr>
<td>Check in to Hotel:</td>
</tr>
<tr>
<td>Melia Jardims Europa</td>
</tr>
<tr>
<td>Orientation meeting</td>
</tr>
<tr>
<td>• Itinerary</td>
</tr>
<tr>
<td>• Safety</td>
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<tr>
<td>• Q &amp; A</td>
</tr>
<tr>
<td>• Welcome coffee/snack</td>
</tr>
</tbody>
</table>
### Tuesday, March 1 Sao Paulo, Brazil

**meals included: Breakfast & Group Lunch**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>[a.m.]</td>
<td>Breakfast at the hotel</td>
<td></td>
</tr>
<tr>
<td>[p.m.]</td>
<td>Group Lunch</td>
<td></td>
</tr>
</tbody>
</table>

**FIESP**

~ General overview of Brazil’s economy and trade. How strong is the MERCOSUR trade block between the Southern cone countries and what benefits have technology companies reaped from this agreement? Talk on governmental incentives for foreign hi tech multinationals locating to Brazil and Brazil’s tax and labor law systems.

[or alternative meeting in the financial industry]

or

**US Commercial Service**

~ Discussion on USA-Brazil trade relations and how Brazil’s growth is so intricately tied to the US economy’s performance as stated by Brazil President Roussef.

[or alternative meeting in the international economic sector]

**ETH Bioenergia**

~ ETH Bioenergia is a company of Organização Odebrecht which works with the production, sales and logistics of ethanol, electric energy and sugar. Discussion on the Bioenergy Sector in Brazil and the strong trade links between USA and Brazil in this industry. How sustainable is this industry.

[or alternative meeting in the energy industry]

or

**Panasonic Brazil**

~ Meeting with world leader in the electronic goods sector, with a huge production facility in Brazil. Discussion on cross-cultural consumer trends in the electronic goods industry and Panasonic’s strategy in Brazil.

[or alternative meeting in the consumer goods industry]

### Wednesday, March 2 Sao Paulo, Brazil

**meals included: Breakfast & Group Dinner**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>[a.m.]</td>
<td>Breakfast at the hotel</td>
<td></td>
</tr>
</tbody>
</table>
| [p.m.]| Federaco Paulista de Futebol  | Meeting with the soccer association in charge of Sao Paulo State’s football league which manages some of the best clubs in South America.  
[or alternative meeting in the sports industry] |
|       |                               |                                                                                                        |
|       | Corinthians Football Club     | Visit to the stadium of one of the most successful clubs in Brazilian football, which is currently home to one of the world’s best football players.  
[or alternative meeting in the sports industry] |

**BTG Pactual**

~ BTG PACTUAL is the largest independent investment bank based in emerging markets. With over 25 years of experience and renowned success in both Brazilian and international markets, the bank has offices in four continents.

[or alternative meeting in the financial industry]

**Group Dinner**
## Thursday, March 3 Sao Paulo, Brazil

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.m.</td>
<td>Breakfast at the hotel</td>
</tr>
<tr>
<td>p.m.</td>
<td>Group Lunch</td>
</tr>
</tbody>
</table>

**CH2MHill Brazil**
- Discussion with the global provider of engineering, construction and operations with total revenues of US $4.5 billion. Talk on its involvement in the infrastructure projects linked to the Olympic Games and World Cup. What difficulties does CH2MHill face when competing against leading local companies such as Camargo Correa and Odebrecht?
- [or alternative meeting in the development and construction industry]

**AES Brazil**
- AES Eletropaulo distributes electric power to 5.4 million customers in the 24 municipalities in the metropolitan region of Sao Paulo. AES Eletropaulo is the largest distributor in sales and consumption in Latin America.
- Visit to AES’s social responsibility projects in the Sao Paulo favelas. Meeting with project directors.
- [or alternative meeting in the energy sector]

## Friday, March 4 Sao Paulo/Rio de Janeiro, Brazil

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.m.</td>
<td>Breakfast at the hotel</td>
</tr>
<tr>
<td>p.m.</td>
<td>Transfer to airport for afternoon flight to Rio de Janeiro</td>
</tr>
</tbody>
</table>

**LinkedIn Brazil**
- Discussion on the impact of social media and IT in Brazil in terms of recruiting, the labour market and the impact this will have on Brazil’s growth. How does the impact of social media differ for SMEs versus larger multinationals?
- [or alternative meeting in the social media industry]

## Saturday, March 5 Rio de Janeiro, Brazil

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.m.</td>
<td>Breakfast at the hotel</td>
</tr>
<tr>
<td>p.m.</td>
<td>Free afternoon for tourism activities or beach relaxation</td>
</tr>
</tbody>
</table>

**Rio de Janeiro City Tour**
- Christ the Redeemer Statue
- Sugarloaf Mountain
- Historical Downtown

**Optional Activity (Cost covered by individual)**
- Visit to Professional Brazilian Soccer Game

**Group Dinner**
### Sunday, March 6 Rio de Janeiro, Brazil

**[a.m.] Breakfast at the hotel**

Free day for relaxation on Ipanema, Copacabana and Pepino Beaches

**Suggested Activities:**
- Diving
- Surfing
- Beach Volleyball
- Delta tour over Rio de Janeiro
- Hang Gliding

**[p.m.] Optional Activity (Cost covered by individual)**

*Visit to Ipanema Hippie Fair*

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### Monday, March 7 Rio de Janeiro, Brazil

**[a.m.] Breakfast at the hotel**

**Shell Oil Brazil**

~ Discussion on the trends in the oil industry worldwide and the discovery of the new oil field off the Brazilian coastline and the implications on energy alliances in the region. What complications does Shell encounter when competing against such a large domestic oil company such as Petrobras.

[or alternative meeting in the oil industry]

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**Petrobras**

~ Petrobras is a publicly traded corporation, the majority stakeholder of which is the government of Brazil, and they perform as an integrated energy company. Petrobras is a leader in the Brazilian oil industry, with presence in 17 countries. Discuss the challenges and opportunities of pre-salt oil exploration in Brazil.

[or alternative meeting in the energy sector]

**[p.m.] Group Lunch**

**UFRJ Tech Park**

~ Started in 2003, the mission of UFRJ Tech Park is to create an environment for cooperation between entrepreneurial initiatives and the academic community, in order to strengthen the capacity for innovation and wealth and well-being generation for the society. More than 200 tech-based companies are installed in the Park; among the big ones, we find Schlumberger and Baker Hughes. Visit the UFRJ campus and learn why the Tech Park has been so successful.

[or alternative meeting in tech sector]
Tuesday, March 8 Rio de Janeiro, Brazil

meals included: Breakfast & Group Farewell Dinner

[a.m.] Breakfast at the hotel

**Volkswagen**

~ Volkswagen Brazil has been operating for 56 years in Brazil and is renowned for being one of the most innovative automobile manufacturers, having initiated the Total Flex Fuel technology for its line of cars 6 years ago. It was voted by Exame business magazine as Brazil’s largest private company and captures 22% market share.

[or alternative meeting in the automobile industry]

or

**Gafisa**

~ Gafisa was the first Brazilian homebuilder to be listed on the New York Stock Exchange. It is now the sixth largest Brazilian residential construction and real estate company. Its joint venture with Odebrecht will focus on the development of projects outside of metropolitan areas.

[Or Alternative meeting with leading corporations in the real estate sector]

[p.m.]

**VALE**

~ Vale is a diversified mining and logistics company. Vale had an investment budget of $11 billion for 2008, the largest annual investment program ever undertaken by any mining company in the world. Talk about its recent mergers and acquisitions in South America.

[or alternative meeting in the mining industry]

Group Farewell Dinner

Wednesday, March 9 Rio de Janeiro, Brazil

meals included: Breakfast & Group Lunch

[a.m.] Breakfast at the hotel

**Roche brazil**

~ Visit to Roche Brazil’s plant in Jacarepaguá, that was constructed in 2004 and which produces approximately US$90 million of pharmaceutical goods each year. Talk on Roche’s competitive advantages over some of Brazil’s largest domestic competitors such as EMS.

[or alternative meeting in the consumer goods industry]

or

**CDI – Center for Digital Inclusion**

~ Non-profit organization that uses technology to fight poverty and stimulate entrepreneurship. CDI and partners create community centers in low-income, rural, indigenous communities, hospitals, prisons, and psychiatric clinics.

[Or alternative meeting in the non-profit industry]

[p.m.] Group Lunch

**Rio Operations Center**

~ Inaugurated in 2011, the Rio Operations Center aims to monitor the city in real time, 24 hours a day. With a technology developed by IBM and 500 cameras spread throughout the city, talk about the upcoming challenges and necessities of Rio in order to be able to host the upcoming Olympics.

[or alternative meeting in the logistics industry]

Group Transfer to the Airport

Official End of Program
Items Included in the Austral Group Proposal:

- One group transfer in and out from the airports for international and internal flights;
- Deluxe coaches for transport to all business meetings and group lunches/dinners and group cultural activities. Two bottles of water are provided each day on bus transportation;
- 9 nights of hotel accommodation with complimentary breakfast and internet;
- Welcome coffee at hotel upon arrival;
- Welcome dinner at exclusive Sao Paulo restaurant;
- Farewell dinner at exclusive Rio de Janeiro restaurant;
- 4 group lunches and 3 group dinners (in addition to welcome and farewell meals);
- Sao Paulo and Rio de Janeiro city tours or communications game, with entrance to Christ the Redeemer Statue and Sugarloaf Mountain in Rio de Janeiro;
- Visit to a soccer stadium in Rio or Sao Paulo;
- Gratuities for guides, drivers, waiters, porters etc.;
- Organization of all logistics/academic activities involved in the study trip;
- Program manager dedicated to pre-trip planning and on the ground scheduling. PM will be available 24/7;
- Assistance of one local bi-lingual, English speaking guide for all scheduled cultural activities, business meetings, and evening dinners. Guides are budgeted for 12 hours on normal work days;
- The use of a group cell phone during your stay in Latin America;
- Printed information and meetings kit upon arrival;
- Customized group website allowing students to make payments for additional nights, optional activities, register guest details etc; Access to the Austral Group online library and information kits;
- Distribution via email of numerous articles, business reports, case studies, etc., on key business/economics and politics related issues in Latin America;
- Availability for virtual conference orientation with the students prior to study trip.
- Internal flight (Cost not included in the land package pricing);

Items Not Included in the Austral Group Proposal:

- Hotel extras not included in the standard room rate (Telephone, laundry, meals, minibar, etc);
- Meals not included in the itinerary;
- Optional activities covered by individuals;
- Brazil visa fees and planning for students.
- International flight from USA to South America;
Meliá Jardim Europa, Sao Paulo

Superior Four Star Hotel in Sao Paulo

Included in your Land Package options was the Meliá Jardim Europa in Sao Paulo. Below, you'll find a handful of photos of the hotel as well as a link to the hotel's website should you be interested further.

Pestana Rio Atlantica, Rio de Janeiro

Four Star Hotel in Rio de Janeiro
Included in your Land Package options was the Pestana Rio Atlantica in Rio de Janeiro. Below, you'll find a handful of photos of the hotel as well as a link to the hotel's website should you be interested further.
