

**CONE**  
S U A P E  
Condomínio  
de Negócios



JOIN CONE SUAPE, THE  
BEST BUSINESS COMPLEX  
IN THE REGION





### **CONEMULTIMODAL** THE BEST LOGISTICS PLATFORM IN THE NORTHEAST

Cone Multimodal has four inter-connected transport modes and the most complete set of administrative and logistical services.



### **CONEPLUG & PLAY** AREAS AVAILABLE TO ESTABLISH YOUR INDUSTRIAL PLANT

All PLUG & PLAY areas are free of environmental restrictions and have a complete infrastructure, which facilitates the general licensing of the enterprises that will be established, thereby ensuring greater time savings and comfort.



### **CONEMULTICENTER** UNIQUE OPPORTUNITY FOR A WIDE RANGE OF COMPANIES AND SERVICES

The Multicenter is Cone's island of services. It contains office blocks, hotels, services and convenience centers (Cone Shopping), a polyclinic and a convention center.



### **CONEZPE** COMPLETE EXEMPTION FROM TAXES TO ENSURE COMPETITIVENESS IN THE INTERNATIONAL MARKET

In the Export Processing Zone (ZPE), your company will enjoy special fiscal and exchange treatment during the phases of processing, assembly, fabrication and services, and will also be able to export tax-free.



### **CONEZPA** AREA AIMED AT COMPANIES THAT USE STEEL AS A RAW MATERIAL

The Steel Processing Zone (ZPA) is an area specifically designed for the use of metalwork companies.



## **CONEAGREGADOS** DIFFERENT AREAS OF ACTIVITY INTEGRATED TOGETHER

Cone Agregados is a complex that functions like an industrial line, from the mineral deposits of gravel to products finished with a cement base.

In addition, Cone has a complete set of integrated global standard services at its disposal.



## **CONECONCIERGE** SUPPORT FOR INSTALLATION AND MANAGEMENT SERVICES FOR COMPANIES

From choosing the area, consulting services, ease of financing and tax incentives, your company has everything it takes to install and develop its activities in Suape. In addition to a full range of services ranging from equipment rental to outsourcing management.

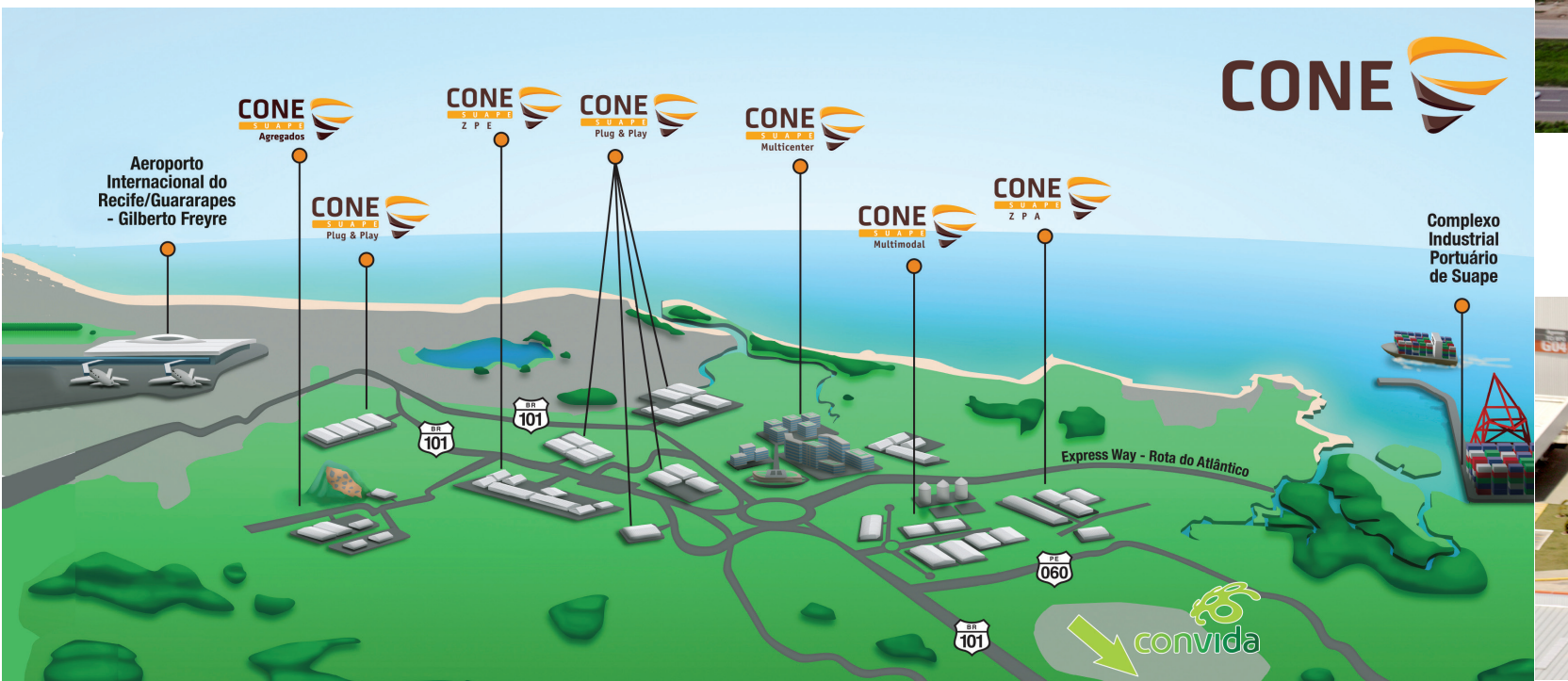


When a client deals with Cone, they need to know more than simply the height of the ceiling or the quantity of tons the ground will support. They arrive with a demand that requires a solution. Therefore, Cone evolved the concept of Built to Suit, which is mainly used in the construction of corporate buildings, and the concept of Solution to Suit, which is mainly used for the client's business and their needs. On the one hand, Cone has the hardware, which is the infrastructure, and on the other hand, the software, which are the services and solutions offered to the client.



The time is now. If you want your company to be established in the fastest growing region of Brazil and become a part of this development, in a unique convergence of factors, you need to be with Cone Suape. It involves a platform of enterprises of industrial logistics and services that will attend to the growing demand for areas equipped with quality infrastructure, capable of sheltering companies that wish to avail of the great competitive advantage that the Suape Complex provides.

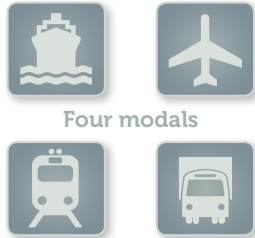
Cone's platform measures 18 million m<sup>2</sup>, divided into six business units, all of which are based on the concept of eco-urbanism and sustainability.





# CONEMULTIMODAL

## Advanced logistics and storage



Four modals

This is the perfect time for those who desire integrated multimodal international standard logistical platforms. They are ideal for companies with activities related to transport, storage, logistics, distribution of goods, both within Brazil and abroad. It is located 9 km from Suape Port, with a rail connection to the enterprise, as well as 16 km from Recife's Guararapes/Gilberto Freyre International Airport. The BR-101 and BR-232 highways have been doubled in size. In addition, Suape will be served by the Transnordestina, which will facilitate further transport in the area.



## Main benefits for your company

- Privileged location, which provides more agility and economic optimization
- Provision of differentiated logistical services, such as refrigerated warehouses, loading areas and product processing.
- Urban area projected exclusively to provide efficiency and the greatest possible mobility for companies.
- Area structured to receive distribution centers, logistical operations and yards, among others.
- Ideal platform to receive wholesale products for fast and secure retail distribution all over the North/ Northeast.



To see how the work is progressing, access [www.conebr.com](http://www.conebr.com).



# CONEPLUG & PLAY



Companies use time and money to analyze the region that will suit their establishment. However, after choosing the location, it is essential to have everything ready as quickly as possible to attend to demand. Cone Plug & Play reduces this valuable time considerably as it has areas already available for use. The different locations and different types of hangars provide you with even more choice.

## Areas available to establish your industrial plant – Join and operate

### Main benefits for your company

- Easy establishment of industrial plants or logistics, with significant time-savings during this process
- Easy production flow due to proximity with highways, rail lines, the Transnordestina, CFN, Suape Port, BR-101, Express Way and PE-60
- Possibility of personalizing establishments through customized contracts
- Reduced costs when implementing your activities since there is no need to invest in property
- All areas are delivered with earthwork, primary energy and logic networks, paving, drainage, water and other benefits

All of the Plug & Play areas are free from environmental restrictions, thereby facilitating the general licensing of the enterprises that are established and ensuring greater time-savings and comfort





# CONEMULTICENTER

**A unique opportunity for a wide variety of companies in a center of business tourism**

## **Strategic location**

Situated on the BR-101, less than 10 km from the port and 2 km from the center of Cabo

ConeMulticenter is truly an island of services and businesses endowed with great infrastructure for enterprises associated with business tourism. The range of possibilities makes Cone Multicenter a safe investment with great prospects.



## **See what is coming soon**

- Cone Shopping, with 20,000 m<sup>2</sup>
- Cone Expocenter – Convention Center, with more than 25,000 m<sup>2</sup>
- 2 hotels, one long stay and one executive, totaling 513 rooms
- Office space
- Cone Med, an area for medical clinics covering a wide range of specialties
- Restaurant
- 4,500 parking spaces



# CONEZPE Export Processing Zone

## Simplification of the import and export process

In this area, your company will enjoy special tax and exchange treatment and will be able to process raw materials and export completely tax free. From the point of view of development strategy, the fundamental role of ZPE Suape in Brazil is to provide highly competitive international conditions for Brazilian and international companies through tax-free exports of your products. Therefore, your products will become as competitive as those produced in areas with international incentives.



## Main benefits for your company

**Complete tax exemption – your company will have every guarantee of an excellent performance and high competitiveness in international markets**

- Suspension of import tax, IPI, AFRMM, PIS/Cofins, PIS/Cofins Importation (including machines and equipment used)
- ICMS exemption (Confaz agreement 99/1998)
- Exemption of licenses from federal organs
- Exchange freedom (100% of revenue from exports can be kept abroad)
- Conditions ensured for 20 years, renewable for another 20 years
- Legal security and stable "rules of the trade"
- Sell 20% of production internally (in this case, paying all taxes).
- Sell 80% of production externally (tax-free).
- Reduction of 75% for IR on all profits for 10 years (Sudene)

As well as the benefits of paying the lowest possible amount of taxes, there are other benefits associated with the excellent location of ZPE/Suape which reduces logistical expenses and facilitates exportation via Suape Port. Improvements in the current law are being discussed in the National Congress based on proposals by the Brazilian Association of ZPEs. The most significant points involve increasing the percentage of production for internal sales to 40% and permission to provide services within the customs area.





# CONEZPA Steel Processing Zone

## Area with incentives, integrated with the first steelworks plant for flat steel in the Northeast

The Steel Processing Zone (ZPA) is an area that provides incentives for companies that use steel as a raw material. In this area, your company will enjoy complete integration with the Suape Steel Company (CSS), the first steelworks plant for flat steel in the Northeast. The ZPA will provide semi-finished materials for use as raw materials in construction projects and electronic equipment factories, among others. The production will attend to the growing demand in the area for civil construction companies, white line products — ovens, refrigerators, machines, equipment — as well as the naval and automobile industries.



## Main benefits for your company

- Reduction of costs related to shipping on purchase of inputs, since the Laminadora plant that provides the raw material is beside the ZPA
- Unique logistical condition to attend to the market: strategic location ensuring proximity to the consumer market (faster and cheaper delivery).
- A model that is completely integrated to the other enterprises and services offered by Cone Suape (Multimodal, Multicenter, Cone Concierge), as well as the other structural projects of the Port
- State fiscal incentives, with deemed credit of up to 95% of the payment due to the ICMS
- Flexibility in the approval of Prodepe projects through Cone Concierge
- Companies established in the ZPA can enjoy fiscal benefits even before the initial operations of the Indústria Laminadora da CSS (importation of inputs and national purchases)

# CONEAGREGADOS

## Different areas of activity integrated together

Cone's newest business unit is Cone Agregados. Along with the other five existing units - ZPA, ZPE, Multicenter, Multimodal and Plug & Play – it is an important developer in the Complex.

Located in the expansion area, above the ZPE, with a total area of 22 ha (22,000 m<sup>2</sup>), Cone Agregados has arrived to offer three areas of activity that are independent, but interconnected. It is a veritable cluster, with companies united to produce material that is absorbed from within, generating aggregate value for the final customer. This is one of the greatest attractions for companies who wish to set up in this area.



## Quarry, pre-mould and concrete works

Cone Agregados operates through the three following areas:

- **Quarry** - Cone Natural Resources: area of 6 ha and a final product of gravel, which will be sold to different companies in the civil construction area. Cone will have an area of immense stones at its disposal, which are natural resources and the basis of any quarry. In addition, a leasing service of machines that transform stone into gravel will be offered through a partnership with one of the world's largest companies in this area: Lafarge. The operation is carried out through a system in which the supplier of the machine will be rewarded by the volume of production, all under the control of Cone.
- **Pre-mould** - area of close to 15 ha, half of which will be used by Cone and half of which will be leased to companies in the region. This segment offers several advantages such as high productivity, faster operations and lower costs.
- **Concrete works** - area of 1 ha, leased to Lafarge, another of Cone's clients.



# CONECONCIERGE

## Complete structure for your company to establish itself in Suape

The largest logistical platform in the Northeast, Cone provides integrated infrastructure solutions and multimodal logistics in development centers in the region, based on specific demands. In Pernambuco, which contains the greatest investment hub in the country – the Suape Port Complex - Cone undertook its first initiative, Cone Suape, which is continuing to develop since 2007 and will result in an investment of R\$ 1.4 billion over the next 10 years, 80% of which will be completed by 2016.

A fundamental part of this process, Cone Concierge offers a wide range of services which optimize the establishment of companies in the area surrounding Suape Port. With recognized partners, Concierge has all of the necessary know-how at its disposal to give your business a significant competitive advantage.



## Experience and expertise to attend to your business

Concierge takes care of all of the legal and structural stages, as well as the utilities required for the immediate operation of your company. This is done through partnerships with specific expertise in each area, selected to offer exclusive advice in a wide range of areas, thereby providing a complete monitoring system with specialized professionals in each area. So, you take care of your business, and Concierge and all of our partners will look after every detail of the processes involved.

- HR services: recruitment, selection, training, executive search, occupational medicine.
- IT services: IT management, Enterprise Resource Planning (ERP).
- Consultancy: legal, accounting, real estate, energy contracting.
- Property security.
- Insurance.
- Certifications.
- Advice for tax incentives.
- Long-term financing.



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*Merely illustrative perspectives, subject to alterations*