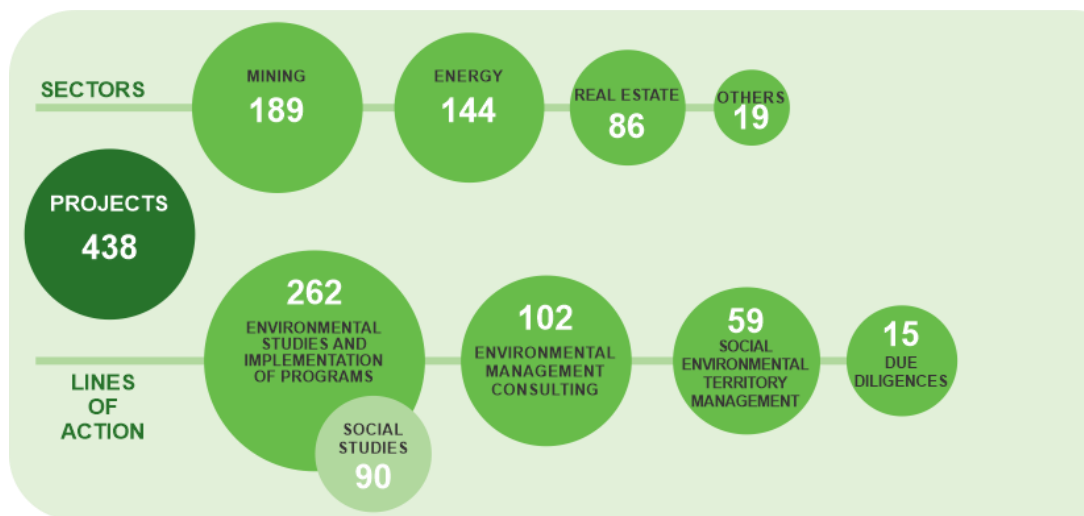


# **FERREIRA ROCHA: 14 YEARS OF INNOVATIVE MANAGEMENT WITH VALUE OUTCOMES**

What are our main areas of activity? How did our territorial expansion occur, and what attributes ensured the creation and maintenance of our client portfolio and our strategic partnerships?

That's the story that we present in this Newsletter FR Radar. Have a nice reading!

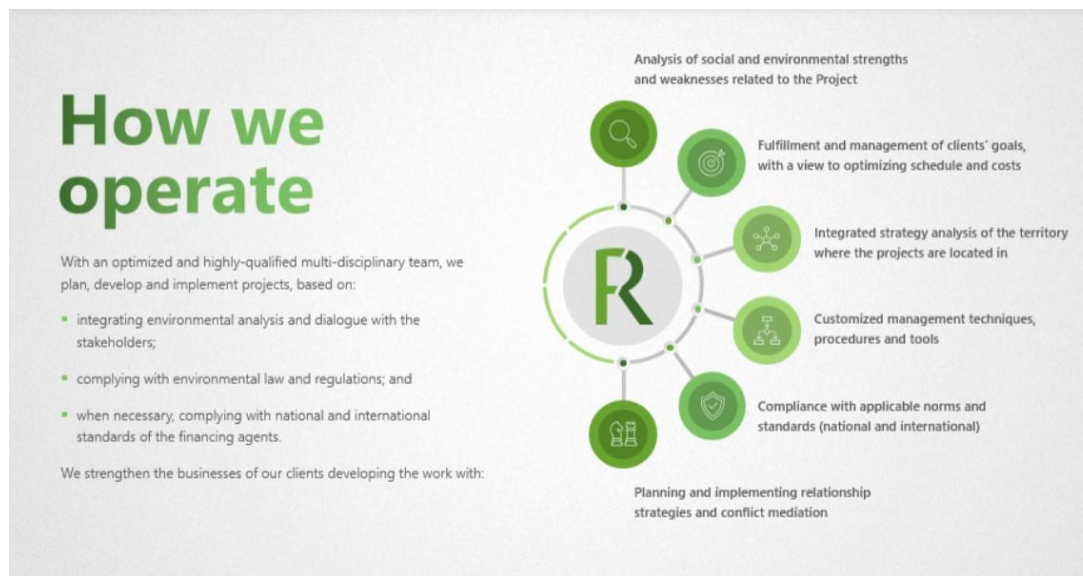
## **FERREIRA ROCHA'S EXPANSION HISTORY**



Ferreira Rocha Assessoria e Serviços Socioambientais is celebrating its 14th year. Throughout our history, we developed more than 450 projects in all regions of the country, covering virtually all Brazilian states. We are a company specialized in technical and strategic management, as well as in studies, plans, programs, and social, economic and environmental projects development, having as guiding principles transparency, creativity and innovation.

We are recognized in the market by our innovative management and

valuable outcomes for our clients. Our differential is based mainly on systemic vision in analyzing challenges and on innovative design for the solutions that we offer. We work with excellence and quality in consulting and social and environmental services delivery, mainly for energy, mining, and real estate development sectors.



Our integrated solutions are recognized mainly by three factors:

1 – The synergistic analysis of legal aspects and of environmental, social, economic, and cultural attributes of the territories where we operate;

2 – The balance in achieving clients' aims and goals with national and international policies and benchmarking that contribute to strategic risk and opportunity analyses;

3 – The excellence of our interactions, products and solutions that contemplate as a basic principle the natural and ecosystem services conservation, respecting different cultures and human rights and increasing social control and participation.

Our capability of collecting and developing talents for an effective teamwork is also excellent. Our multidisciplinary team has professionals that are part of the company for more than 10 years and have progressively reached management and board positions. There are others

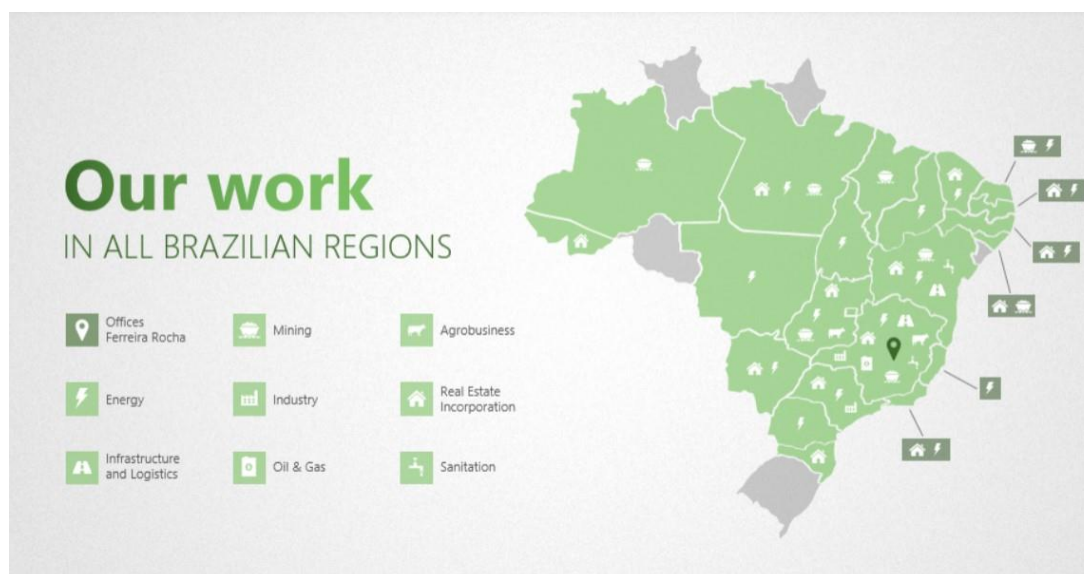
that have integrated our team and because of their skills now fill prominent positions in energy and mining multinationals.

This set of factors is also enabling that we enhance and add-on our experiences in strategic partnerships with national and international firms that we've been luring and strengthening.

*In this matter, stands out our partnership with RPM Global, an Australian company with global acting directed to the mining sector, with which we are already developing a multitude of projects, especially in the social and environmental due diligences and pre-social diagnoses areas.*

All in all, this is the set of factors that entrench our action in the market and bases our expansion history.

## **INNOVATIVE MANAGEMENT AND CLIENT FIDELIZATION**



We contribute to all the project steps since its conception and evaluation of investment attractiveness, going through a detailed analysis of its social and environmental viability and participating in its implementation, operation, and termination. Solutions are designed according to each

client's specificity and project.

Among the services that we offer, we highlight:

- 1 – Environmental Management Consulting;
- 2 – Social and Environmental Studies and Implementation of Environmental Programs;
- 3 – Social and Environmental Business Evaluation (Due Diligences);
- 4 – Environmental Consulting and Financing;
- 5 – Social and Environmental Territory Management.

Innovative management focused on value creation that really adds value to our ventures has contributed to our clients' loyalty, which is one of the striking points in our history. Throughout these 14 years, we've worked with big and renowned corporations from many segments, with some important players in fields such as:

Energy:

- Norte Energia;
- Neoenergia;
- EDF Norte Fluminense;
- Aliança;
- Associação Brasileira de Geração de Energia (ABRAGEL).

Mining:

- Anglo American;
- Ipê Mineração;
- Gerdau;
- Appian Capital;
- Galvani Fertilizantes.

Real estate development:

- Artesano;

- Alphaville Urbanismo S.A;
- Brookfield Incorporações.

***By observing day-by-day challenges confronted by our clients, we found the driving force to our innovation history, based on methodologies developed by us that are founded in national and international scientific references.***

The main cores of our operations in which we concentrate our innovation strength are:

1 – Social and Environmental Management: associating traditional tools and controls to new forms of report, combining with administrative contract management;

2 – Management, Planning and Implementation of Strategic Relationship with Stakeholders: basing our methodologies on the knowledge that stakeholders have about their territory, thus adding to their perception on the impacts that they undergo or will undergo due to certain interference of some business venture on community relationships. Our main innovation products in this core are derived of social effectiveness indicators applicability to evaluate the level of social legitimacy enterprises, namely Social License to Operate (SLO), the structure or restructure of policies, procedures, and programs of social interactions with nonindigenous communities, indigenous and/or traditional, and the so-called "pre-social diagnoses".

3 – Ecosystem Services: with the reinterpretation of traditional environmental diagnoses under the viewpoint of ecosystem services, namely those natural services that have benefits known by stakeholders in a territory. From this diagnosis derive plans and conservation acts, implementation guidelines of payment programs for environmental services, among others.

In short, throughout the years, Ferreira Rocha has been accumulating countless experiences close to national and international corporations that evidence our technical expertise, innovative management, and excellence in operating social and environmental projects in many fields. Our mission is to fidelize our clients developing integrated solutions that respect people and preserve the environment.

Sincerely,

**Delfim Rocha.**  
**Executive Director of Ferreira Rocha Assessoria e Serviços**  
**Socioambientais**