

## Brazil Cooperatives Sell Less Overseas, But Revenues Grow 28%

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Cooperatives in Brazil had revenues of US\$ 1.86 billion with exports in the first half of this year. They increased their sales by 28.4% when compared to the same period in 2007, according to a study by the Organization of Brazilian Cooperatives (OCB).

In terms of volume, the cooperatives in the country exported 3.5 million tons of the product, against 3.8 million in the previous period. There was a reduction in the volume sold.

The OCB pointed out that the increase in revenues obtained was due to appreciation of the Brazilian real against the dollar. And he also recalls that the percentage of growth was above that of national exports as a whole, which grew 23.8% from January to June.

The products that led in the ranking of cooperative exports were the soy complex. They answered to 34.8% of total revenues obtained, with US\$ 648.68 million. Sales of soy and its concoctions grew 73.24% over the same period in 2007. The sector of meats posted the second best performance, US\$ 410.94 million. Meats answered to 22.10% of the total sold by cooperatives.

The main market for cooperative products abroad was China. The Chinese bought 12.28% of the total exported by the sector, with US\$ 228.25 million. In the same period in 2007, China answered to just 10.79%. According to OCB, the increase took place due to sales of the soy complex, mainly grain. The remaining importers were Germany, the Netherlands, Russia, the United States and Japan.

The cooperatives of the state of Paraná were the ones that most exported in Brazil. They shipped abroad 36.6% of the total, for a value of US\$ 680.55 million. There was growth. In the first half of last year, cooperatives had exported US\$ 430.58 million. In that period, soy and meats were also the main products sold.

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