



## INSTITUTIONAL PRESENTATION

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ZIP CODE: 22775-024

CNPJ: 45.832.253/0001-60

OYA ESTRATÉGIAS E SOLUCOES EM EXPORTACAO E LOGISTICA LTDA

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## INTERNATIONAL STRATEGY

OYA means speed in one of the dialects of African culture. Based on this, we adapted to the concept of our company the efficiency of planning and execution in order to reduce unnecessary expenses of time and finances.

We are a group of agents with know-how and solid partnerships in the field of import, export and other scenarios relevant to international business.

We believe commitment, transparency and determination are key parts for the flow of work and good relationships, as well as the ability to innovate and adapt.



## COMMERCIAL REPRESENTATION

We create structured professional relationships in the countries of interest to our clients. Building opportunities with a medium and long term vision for your business and sales, with this, we prospect international and national markets for foreign ventures. In this area we carry out commercial, operational and market research activities.

Research is included in our feasibility study, our first step before operations, after all, it is through the study that we calculate the operation costs from product dispatch, logistics, documentation, taxes, fees and related expenses until later delivery at destination.

Analysis of socio-cultural adequacy necessary to adapt the product to be exported, aiming at acceptance by the target audience. Identification of consumption poles and product flow.



## LOGISTICS

Our performance includes strategic cost planning and assertive details for the entire cargo route operation, with complete structuring and coordination in import and export operations.

Customs clearance, cargo consolidation, project management, freight forwarding and acquisition of cargo insurance. The importation is exclusively in the modality for the account and order of third parties.

Segments we operate:

Food and drinks

Construction

lighting and decoration

General machinery parts and pieces

Textile and Apparel

cosmetics

Electronic components

nautical equipment

## ADVICE

Aiming at the best paths, our consultants delve into the individuality of our customers for the performance of the service that best suits each case.

Development of international projects, search for partnerships and foreign investments, improvement of control and methods along with the preparation of relevant reports.

Creation of smart connections to enhance the relevance of the business in question, generating benefits and growth for the brand.



## LEGAL

We understand the legal importance for good business development, especially in the medium and long term, we have established a partnership with an office specializing in tax and customs law, so that there is excellence in the provision of services such as the preparation of contracts and procedural instruments, customs procedures, national taxation and international, fiscal and tax intelligence.

Assistance in special customs regimes, compliance with phytosanitary rules and international regulations.

# NEGOTIATION

Optimize business performance, aiming at what makes the best sense for the parties involved.

Negotiation of goods for import and export, connecting suppliers and demanders.

Definition of payment methods, insurance and exchange contracting.

Attracting global customers and suppliers. Accounting analysis and rates for economically viable solutions.

