



Deal Origination & International Business Expansion
Global Commercial Representation

COMPANY OVERVIEW

RBS Export is a **premier trade and commercial representation** firm focused on global market expansion.

Our dual operating model delivers a full “soft landing” for international companies entering Brazil, from market validation and buyer access to deal structuring and execution. We manage the entire commercial cycle — identifying opportunities, engaging qualified buyers, and closing transactions. In parallel, we structure secure and scalable supply chains, sourcing high-quality Brazilian products to meet global demand through our international network.

Strategy. Execution. Measurable Results.



CORE PILLARS OF EXCELLENCE

Our methodology is engineered to convert international trade strategy into predictable, risk-controlled sales results:

Market Intelligence & Readiness

We provide comprehensive feasibility analysis, competitive positioning, and a roadmap for regulatory compliance to ensure your product is market-ready.

Direct Sales & Business Development

Assigned Account Manager driving in-market strategy, qualified prospecting, and conversion of pipeline into closed deals.

End-to-End Operational

Our partners handles the complexities of regulatory documentation and logistics coordination to ensure deal closure and long-term commercial recurrence.

This integrated model combines **strategic decision-making**, **direct commercial execution**, and **operational security**.



IDEAL CLIENT PROFILES

Inbound: From Global Markets to Brazil

Strategic support for companies from the EU, Asia, North America, and Latin America:

- **Market Validation:** Testing product viability in the Brazilian ecosystem.
- **Commercial Expansion:** Scaling sales through reliable local distributors.
- **Soft Landing:** Risk-mitigated entry with full local compliance.

Sourcing & Origination: Brazil to Global Markets

Structured access to Brazilian supply, with performance-driven execution and operational reliability:

- **Origination & Sourcing:** Access to vetted Brazilian producers and globally competitive products aligned with buyer demand.
- **Deal Execution:** End-to-end management of negotiations and commercial terms through deal closure.
- **Operations & Risk:** Integrated logistics, compliance, and risk mitigation to ensure reliable and consistent supply

OUR ADVANTAGE

Brazil Infrastructure & Managed Services

Through our operational partners in **São Paulo** and **Santa Catarina**, we offer a unique "Merchant of Record" model that allows for immediate distribution without the need for a local legal entity.

- **Turnkey Import Execution:** Managed door-to-door logistics and inventory resale structures.
- **Local Logistics Hub:** Access to warehousing, store setup, and last-mile coordination.
- **Scalable Entry:** An ideal solution for immediate presence with the flexibility to evolve into a local subsidiary as your market share grows.

Ideal for companies seeking immediate presence in the Brazilian market, with the possibility of evolving into a local subsidiary as a progressive expansion strategy.





GLOBAL PRESENCE & CONTACT

RBS Export leverages deep-rooted expertise in internationalization to allow your organization to focus on its core operations while we handle the complexities of the Brazilian and global markets.

Lead Trader: Barbara Roma

Phone: +55 11 96920-1746

E-mail: barbara@agenciarbs.com

Web: agenciarbs.com

Operacional Hubs:

São Paulo · Miami · Atlanta · Dubai · Beijing