

**From:** [REDACTED] s.40 (Personal information)  
**To:** [REDACTED]  
**Cc:** [David Ludlow](#)  
**Subject:** Vale, Brazil  
**Date:** 14 December 2015 10:14:00  
**Attachments:** [EAS](#)

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[REDACTED], [REDACTED], [REDACTED] s.40

As you'll see below Rio post have been in contact with Vale.

In the news for the wrong reasons at the moment (environmental spill post-burst dam) but do we have an existing relationship with them already? If so, I will not push for further contact below.

Thanks

[REDACTED] s.40

**From:** [REDACTED] s.40  
**Sent:** 10 December 2015 18:51  
**To:** [REDACTED]  
**Cc:** [REDACTED] David Ludlow; [REDACTED] s.40  
**Subject:** RES: Thank you / UKTI / UKEF

Dear [REDACTED], s.40

Thank you for your message. We heard back from our colleagues – please see below:

1. On UKEF, Vale's Finance Department has already had contacts with the representative in Rio and discussed options. In any case, I am copying in this message my colleague [REDACTED] s.40 [REDACTED] from Finance to put you directly in contact. s.43(2) (Prejudice to commercial interests)

2. [REDACTED] Next January could be a good time for a new contact. I am also copying here my colleague [REDACTED] from the Tax Department.

Kind regards,

s.40

**De:** [REDACTED] s.40  
**Enviada em:** segunda-feira, 7 de dezembro de 2015 08:48  
**Para:** [REDACTED]  
**Cc:** [REDACTED] David Ludlow; [REDACTED] s.40  
**Assunto:** RE: Thank you / UKTI / UKEF

Dear [REDACTED]

s.40

I just wanted to follow up on the message from [REDACTED] below. Once you have heard back from your colleagues, I would be delighted to discuss the UKEF offer with your team.

Kind regards

[REDACTED] s.40

**From:** [REDACTED] s.40  
**Sent:** 03 December 2015 14:13  
**To:** [REDACTED] s.40  
**Cc:** [REDACTED]  
**Subject:** RES: Thank you / UKTI / UKEF

Dear [REDACTED], s.40

Thank you for the follow up and the visit to our office – we also found the meeting interesting and productive.

I shared your message and the files with colleagues in the respective Vale departments.

Also thank you for the offer of a call with [REDACTED] s.40

Will follow up as my colleagues get back to us.

Best regards,

[REDACTED]

De: [REDACTED] s.40

Enviada em: quarta-feira, 2 de dezembro de 2015 16:44

Para: [REDACTED]

Cc: [REDACTED] s.40

Assunto: Thank you / UKTI / UKEF

Dear [REDACTED]

I know [REDACTED] s.40 has been in touch to follow up our meeting last week. A note from me aside to thank you for your and your colleagues time, particularly to you for bringing the meeting together. We found it interesting and productive. We hope you and colleagues also.

I write in English as copy here to [REDACTED] s.40 our lead in London for UK Export Finance. I attach a brochure that explain UKEF's offer, as well a link to the credit line I mentioned UKEF confirmed with Petrobras two weeks ago: <https://www.gov.uk/government/world-location-news/uk-export-finance-announces-support-for-line-of-credit-in-brazil.pt>

Please let us know if Vale would like more details or to arrange a telephone call with [REDACTED]. s.40

Separately, I also committed to sending you the following:

- Brochure setting out why the UK is the best place to do global business. Please find attached
- More details on the London Stock Exchange as a capital market:  
<http://www.londonstockexchange.com/companies-and-advisors/listing/london/london.htm>

Ficamos a sua disposição.

Att,

[REDACTED] s.40

[REDACTED] | [REDACTED] Rio de Janeiro and Sao Paulo s.40

**UK Trade & Investment Brazil** | British Consulate General | Praia do Flamengo 284, 2 andar, Rio de Janeiro - 22210-030 | [REDACTED] s.40

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