

A Sponsor Exclusive

INTERVIEW PIECE



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Featured Sponsor of Liquid Gas Week 2025/Rio de Janeiro

Thank you for taking the time to talk to the Liquid Gas Week News. Could you tell us what made you decide to become a sponsor of this year's Liquid Gas Week 2025 in Rio de Janeiro?

Tabajara Bertelli Costa: Ultragaz has been a pioneer in the LPG industry, playing a key role in introducing the product to the Brazilian market. We led the first energy transition in Brazilian households by converting rudimentary wood cooking into innovative gas stoves, marking a significant milestone in the nation's social and economic development.

This entrepreneurial spirit has guided our operations throughout Ultragaz' s 88 year history in Brazil. In the 1950s, we executed the country's first maritime LPG imports, securing a reliable national supply. In the 1990s, we launched Ultrasystem in Brazil, a small-scale bulk delivery solution (bobtail), which innovated service models for commercial clients. Recently, we achieved another landmark by introducing the first commercial sale of BioLPG in Brazil, reinforcing our commitment to renewable liquid fuels.

LPG is a strategic energy source for Brazil, a country with continental dimensions and diverse geographic conditions. The robust logistics of the national LPG industry enable safe and efficient distribution to 100% of Brazilian municipalities, including the most remote regions, supporting the daily lives of millions of people. It is a versatile energy solution, with multiple applications, serving over 150 thousand businesses with high energy performance and a lower environmental footprint.

Ultragaz invests approximately USD 80 million annually in Brazil to drive market development and infrastructure projects, ensuring greater modernization, safety, and supply security for Brazilian consumers.

We have been active contributors to WLGA for many years, helping to shape the industry's pillars: safety, innovation, and energy transition. We are also committed to promoting global best practices in regulatory frameworks, fostering enhanced consumer safety and promoting private investments.

Liquid Gas Week 2025, held in partnership with AIGLP, will play a critical role as Latin America faces common energy challenges. This event will offer an important platform for deep discussion and meaningful contributions to policy makers across the region.

This year, we are honoured to host the event in the iconic city of Rio de Janeiro which is an emblematic landmark of Brazil, renowned for its hospitality and cultural vibrancy. It has been 15 years since Brazil last hosted this forum, during which the market has experienced significant evolution. Liquid Gas Week 2025 will offer a unique opportunity to showcase the full potential of the Brazilian LPG industry, strengthen strategic networks, and foster knowledge exchange and innovation.

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INTERVIEW PIECE (CONTINUED)

What are according to you the three main strengths of Liquid Gas Week?

Tabajara Bertelli Costa: Liquid Gas Week is a valuable opportunity to bring together authorities, policymakers, and industry leaders to discuss experiences, challenges, opportunities and to provide meaningful content.

It is a unique event for networking among industry stakeholders, suppliers, and technology providers, fostering investment and innovation aimed at increasing the efficiency and versatility of liquid gases.

The high-quality content of the sessions offers a comprehensive global perspective on industry trends and challenges, enabling knowledge sharing and supporting more qualified decision-making.

We would also like to express our appreciation for the dedicated efforts of the WLGA, AIGLP, and Sindigás teams, whose efforts have been instrumental in delivering a world class event.

What are your thoughts on the key opportunities for Liquid Gas, including LPG in Brazil (and beyond)?

Tabajara Bertelli Costa: Brazil presents significant growth opportunities for the liquid gas market.

Currently, non-cooking applications represent only about 20% of total LPG consumption in the country. For comparison, this segment accounts for approximately 30% in Latin America and around 40% globally.

The factor behind this disparity is a regulatory restriction on certain LPG uses, which is currently under review in Brazil. We are optimistic that progress will be achieved. Liquid Gas Week can play a vital role in demonstrating how a more open market fosters innovation, environmental benefits, and increased infrastructure investments.

Within the Latin American context, the event offers a platform to discuss the importance of a regulatory environment that incentivizes private investments - driving job creation, infrastructure expansion, and improved consumer safety.

These discussions will also address the societal benefits, such as clean cooking, emissions reduction, enhanced public health, and forest conservation. To this end, Liquid Gas Week will dedicate a specific session, the Latin American Day will bring together authorities, policymakers, and industry leaders for comprehensive dialogue on these critical issues.

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INTERVIEW PIECE (CONTINUED)

What specific products or services will you highlight this year during Liquid Gas Week? Or anything else that you would like to share with the readers of Liquid Gas Week News?

Tabajara Bertelli Costa: It is imperative to emphasise the collective role and responsibility of all stakeholders, government authorities and corporate leaders in fostering a favourable environment for industry. Key focus areas include:

- Driving investments in infrastructure that strengthens energy security
- Enhancing safety standards for customers and employees
- Promoting technological innovation (including Artificial Intelligence) to improve efficiency and energy diversification
- Expanding consumer access to LPG, with the goal of definitively replacing wood fuel in households
- Supporting LPG's role in the energy transition and Brazil's low carbon journey
- Fostering a culture of sustainability by educating communities on clean cooking practices and improving public health and safety

What message do you have for the attendees in Rio de Janeiro?

Tabajara Bertelli Costa: We expect Liquid Gas Week 2025 to be the largest public event ever hosted by WLGA and AIGLP. Our message to all participants is to fully engage with the event embracing both its global content and its in depth discussion of regional themes.

We encourage attendees to maximise the value of the sessions, leverage networking opportunities across the exhibition, and enjoy the vibrant and welcoming atmosphere of the city of Rio de Janeiro.

Welcome to Rio!