









# Latin America – the "Donroe" Doctrine



















# Latin America as a zone of US influence



- Panama Canal
- Chinese control of key infrastructure
- "Dual use" facilities
  - Political and trade attacks on Brazil
- Alliances with ideological soulmates
- Threats against Mexico, Colombia, Venezuela













#### Latin America in the superpower battle















#### Europe is not the answer















#### Nor is China





Unit: metric tons of rare earth oxide equivalent

Source: U.S. Geological Survey













#### Dealing with Trump: diverse strategies





















#### Latin America's Trumpist Turn?















#### Venezuela - Trump's unfinished Business















#### Trump to realise a long-held dream?















#### New Markets







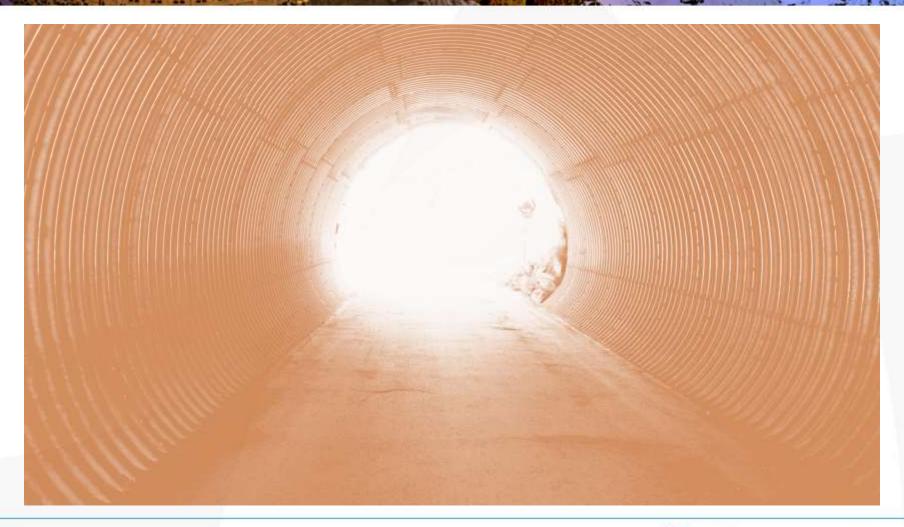








#### Reasons for optimism













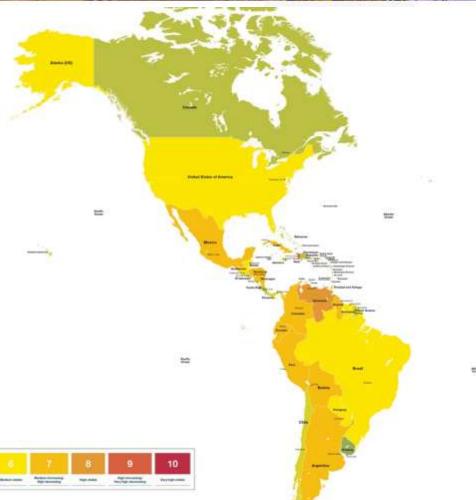




### Political Outlook 2026

#### CANNING HOUSE

**Risk**Map 2026





50> Fifty years of looking forward.





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Download the global forecast for 2026: controlrisks.com/riskmap





















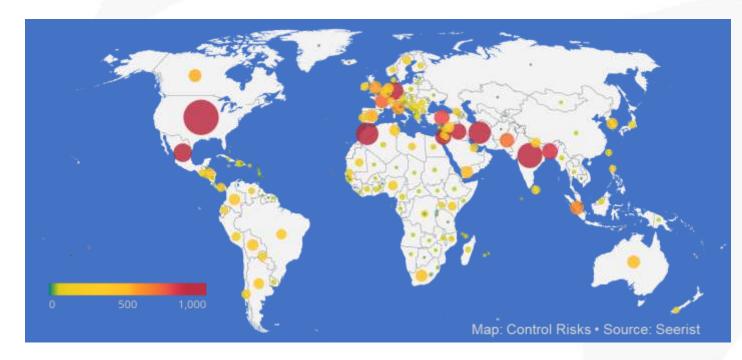


## Some key regional trends



- The collapse or retreat of radical projects and a pragmatic shift to the centre
- Pacified anger
- The US "re-engages" with Latin America – a new Monroe Doctrine?

Countries reporting social unrest incidents in 2025

















Argentina

Continuing governability challenges potentially stalling reform efforts

Social unrest to continue to increase amid austerity measures

Litmus test around investment interest, RIGI framework and economic diversification

Brazil

2026 Elections in which Lula will seek a historic fourth term

Stimulating growth amid highinterest rates and fiscal constraints

Potential to leverage Mercosur to advance trade deals and diversify commerce















#### Chile

Security concerns and immigration to continue to dominate domestic political agenda, even as violent extremism recedes

National lithium strategy and demand for copper to help drive economic growth

Issues around environmental permitting and water scarcity to slow down data centre expansion.

Colombia

Political polarization and the electoral build-up to increase governance paralysis

Fragmentation of armed conflict continues to give criminal groups some territorial and social control and drives security risks

Ongoing concerns over economic growth and fiscal discipline to persist (and potentially worsen)















Mexico

First half of the year to be dominated by renegotiation of the USMCA

Growing factionalism within Morena to undermine potentially pro-business reforms

Security to continue to represent key business issue for the foreseeable future

Peru

Political fragmentation will once again be the theme for the 2026 elections

Return to bicameral legislature likely to create even more legislative paralysis

Despite continuing political instability, and increasing concerns over organized crime, economic fundamentals will remain solid.















- Political and military tension to escalate US actions likely to extend beyond attacking alleged drug-trafficking boats in the Caribbean. Actions unlikely to ultimately topple Maduro
- Attacks inside Venezuela likely to trigger very limited, mostly symbolic, response.
- Social unrest to begin to escalate again due to poor socioeconomic conditions.















### The armed violence landscape CANNING The armed violence landscape











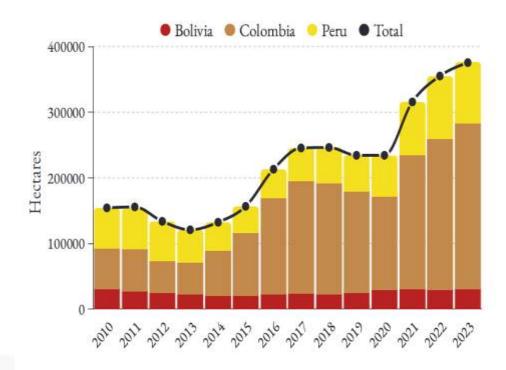




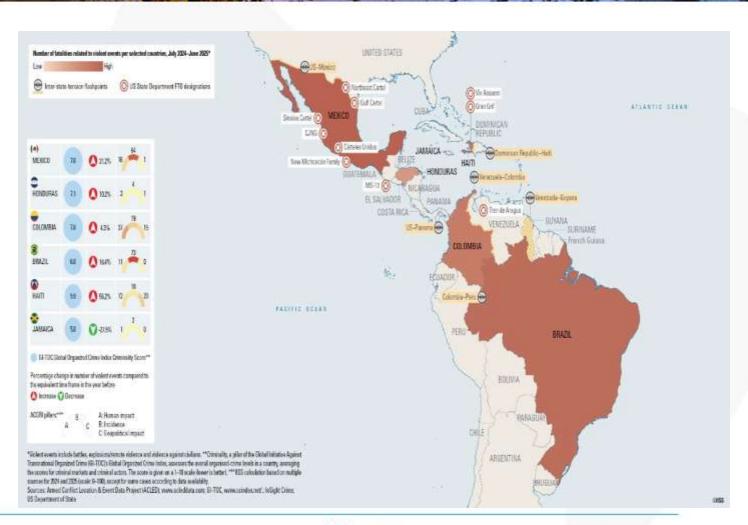
#### Global Drivers

#### CANNING HOUSE

#### Global illicit cultivation of coca bush, 2010-2023



Source: UNODC, World Drug Report 2025, Statistical Annex















#### The evolving face of organised crime







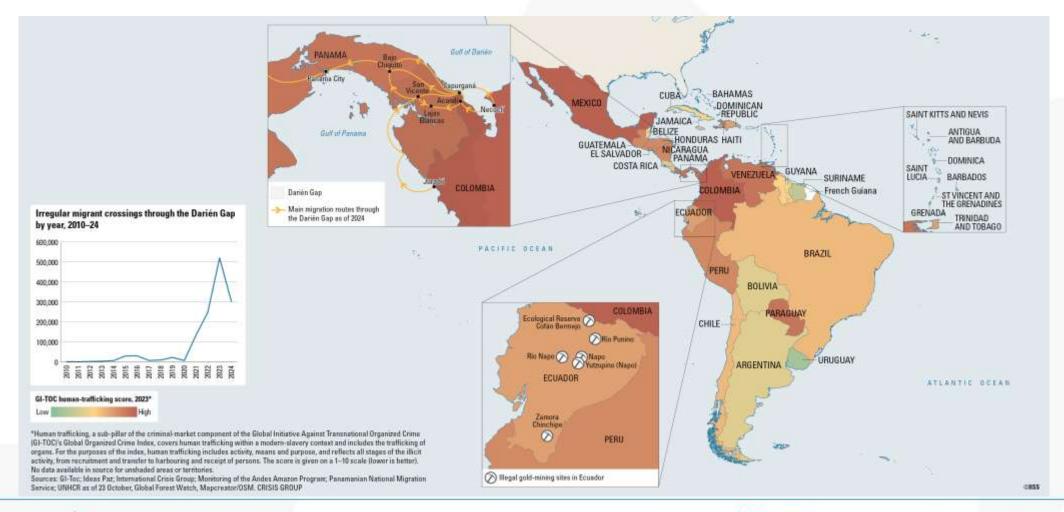








#### The evolving face of organised crime















#### Security Responses

















#### Selected security partnerships and initiatives

Initiative	Parties Involved	Start Year	Description
INTERPOL- Amazon International Police Cooperation Centre (CPPI Amazônia) joint operation against illegal gold mining	INTERPOL-Brazil	2025	Formed in response to the escalating threat of illicit gold mining in the Brazilian Amazon. The operation disabled 277 dredges involved in illegal gold mining and disrupted criminal profits valued at approximately USD \$193 million.
Memorandum of Agreement on Communications Information Security	Ecuador-United States	2025	Part of a broader series of bilateral agreements outlining cooperation in intelligence sharing, capacity building, drone acquisition, training and the provision of communications and surveillance equipment to strengthen efforts in the fight against criminal organisations.
US-Mexico 2025 bilateral agreement	Mexico-United States	2025	Framework for enhanced coordination between national security, law enforcement and judicial authorities to combat transnational organised crime and irregular migration. The agreement aims to strengthen border security, disrupt fentanyl and other drug trafficking and curb the flow of illicit arms through security and intelligence cooperation. A key component of the agreement is "Mission Firewall", a new initiative targeting illicit firearms trafficking from the US. This initiative will support Mexico's expansion of intelligence technologies and foster more effective bilateral information-sharing mechanisms.
Vida Colombia Strategy	Colombia-United States	2024	Joint initiative supporting peace accord implementation, anti-narcotics operations and the promotion of human and orderly migration management.
Global Coalition to Address Synthetic Drug Threats	170+ participating countries	2023	A multinational effort to counter the illicit production and trafficking of synthetic drugs through early detection of emerging substances, improved data sharing and public-health oriented interventions.
Joint Task Force Alpha (JTFA)	United States, Mexico, Guatemala, El Salvador, Honduras, Colombia and Panama	2021	US-led operational partnership focused on combatting human smuggling and trafficking.
EL PACCTO 2.0	EU-Latin American and Caribbean countries	2023	Second phase of the 2017 cooperation programme on the fight against transnational organised crime, corruption and money laundering by strengthening partnership on justice and security. It promotes political dialogue, technical assistance and institutional capacity building.
Inter-American Development Bank (IADB) Alliance for Security, Justice and Development	22 Latin American and Caribbean countries	2024	Regional platform fostering dialogue, cooperation and joint action to strengthen institutions and curb the rapid expansion, growth and influence of organised crime in the region.
Gang Suppression Force	United Nations, Haiti	2025	United Nations Security Council-mandated mission replacing the Kenyan-led Multinational Security Support Mission (MSS) in Haiti to conduct intelligence-driven operations to combat gang violence, provide security for critical infrastructure and support humanitarian access.













## Thank you!



















#### Introduction



- → Every month, at Ipsos, we interview more than 20,000 citizens in 30 countries, including 4,000 from the 6 main Latam countries, to find out their feelings, concerns & expectations
- → Today presentation is based on these data + **Data from multilateral organizations** like World Bank, IDB, CEPAL...
- → We identified 10 social trends toward 2026 and beyond
- → For each we present progress and persistent challenges















- → Crime and violence dominate public concerns with organised crime expansion
- → The major social issue facing Latin America
- → Driving next presidential elections in various countries















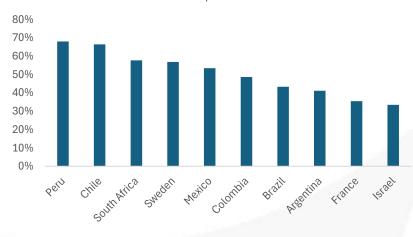
# Crime and violence: Expansion of organised crime Responses



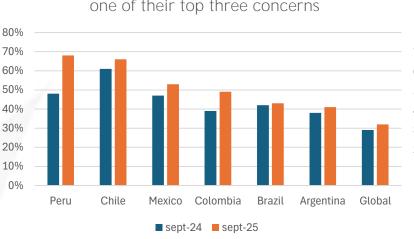
All main 6 Latam countries within the top 10 worldwide for concerned by crime and violence Concerns increasing vs previous year in most countries

Not only a perception, prompting governments to strengthen security measures.



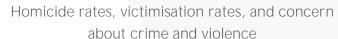


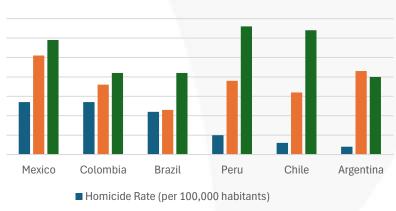
% of citizens that rank 'crime & violence' as one of their top three concerns



Source: Ipsos Global Advisor, Sept 2025 and Sept 2024

Sources: Organised crime and violence in Latin America, World bank April 2025 & Ipsos Global Advisor Sept 2025





■ Victimisation Rates (% declared)

■ Concern about crime and violence (% declared)



Source: Ipsos Global Advisor, Sept 2025











- → Corruption remains pervasive and recent scandals have heightened public concern...
- → BUT support for democracy is rising
- → AND Latin Americans perceived their system less broken or in decline than some years ago and less than various developed countries













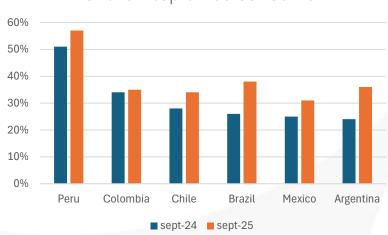


# . Corruption concerns but good democracy resilience



Corruption is the 2nd most important concerns, increasing in 2025, after various recent scandals

% of citizens that rank 'corruption, financial or polical scandals' as one of their top three concerns



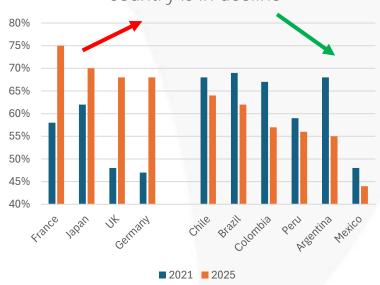
But Latin-Americans perceived their system less broken or in decline than some years ago and less than various developed countries

% of citizens who believe that their 'society is broken'



Source: Ipsos populism report 2025 and 2022

% of citizens who believe that their 'country is in decline'



Source: Ipsos Global Advisor Sept 2025













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- → **Poverty** has declined to historic lows...
- → BUT **inequality** exacerbate insecurity













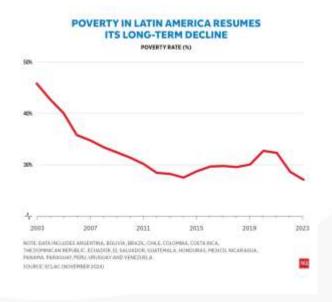


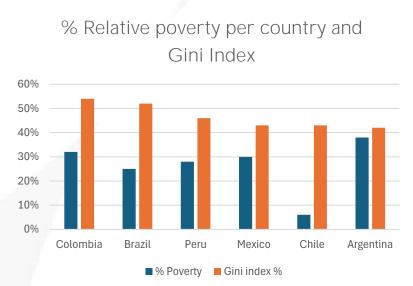
## 3. Reduction in poverty... Lags in inequality

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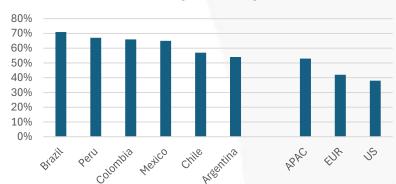
According to the World Bank, poverty rates in Latam have reached in 2024 their lowest level in a century

But inequality remains high (Gini Index) and inequality is a significant problem for citizens





% of citizens that believe 'inequality one of the most important problems in my country'



Source: World Bank 2025 and country estimates

Ipsos equality index report 2025













- → Immigration is not a major social issue...
- → BUT attitude toward immigration is becoming increasingly negative
- → With the "new America" more openness to China













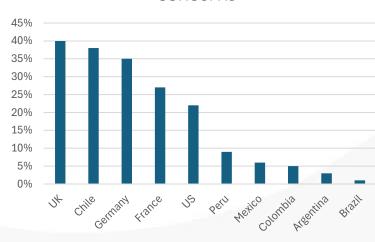


# 4. Migration and globalisation: Increasing sentiment towards China



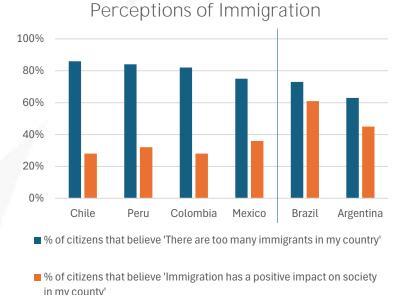
Immigration is NOT a major concern in Latin America (except in Chile)

% of citizens rank 'immigration control' as one of their top three concerns



Ipsos Global Advisor sept 2025

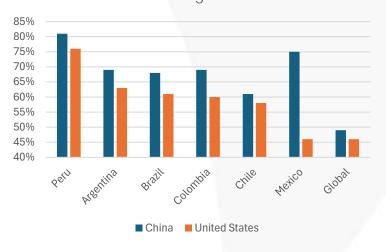
BUT attitude toward immigration is becoming increasingly negative



Source: Ispos global trends - 2025

With the "new America", more openness to China

% of citizens that believe the US and China have a 'positive influence on global affairs'



Source: Ipsos – Halifax April 2025













- → Education quality remains a top concern...
- → BUT optimism about AI and digital tools suggest potential improvements in learnings outcomes











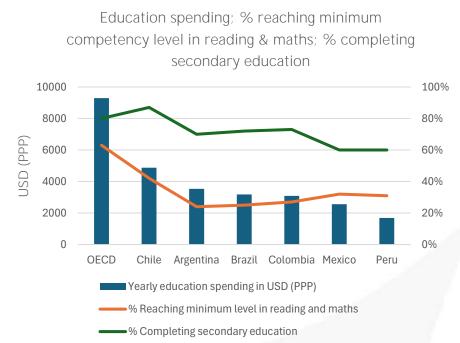


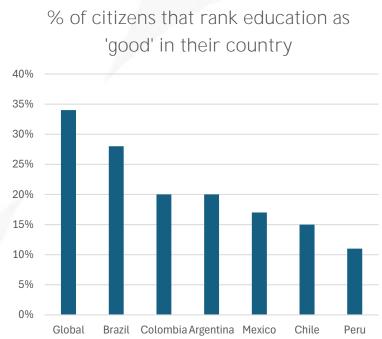


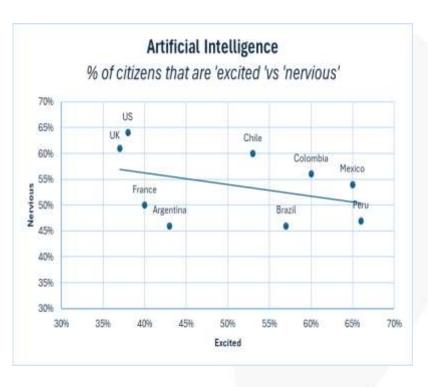
# 5. Education and technological disruption/AI: Window of opportunity



Education spending and levels reached remain below OCDE average, satisfaction with education quality is low... BUT optimism about AI and digital tools suggest potential improvements in learnings outcomes







Source: BID Educatión outlook in Latin America (2025)ource: Ipsos Global Education Monitor 2025

Source: Ipsos the wonder and the worry of AI - June 2025















- → Ageing: Latin American population is still relatively Young
- → **BUT** demographic forecasts indicate the most **rapid ageing process** globally over the next decades
- → Creating challenges for pension systems and healthcare infrastructure... but beneficing to education













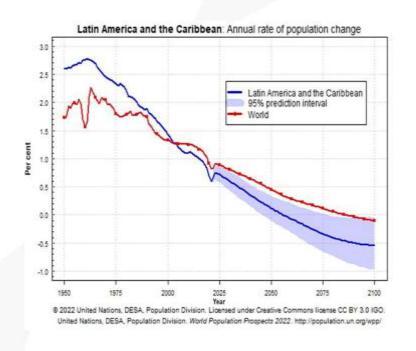


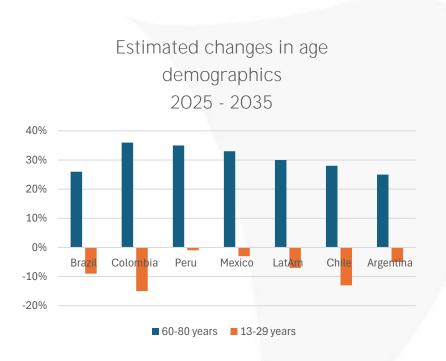
# 6. Population ageing: accelerated transition



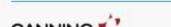
Relatively young population BUT the most rapid ageing process globally over the next decades Creating challenges for pension systems and healthcare infrastructure... but beneficing to education







Source: World Bank and UN 2025







Source: CEPAL 2025









- → Healthcare spending has increased...
- → BUT concern about quality and access remain high...

  Mental health as the leading health issue











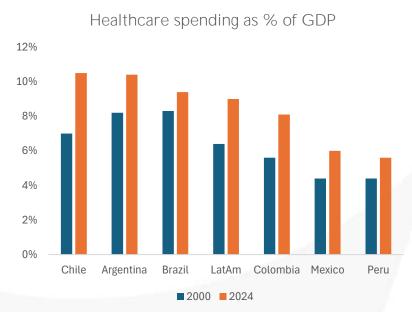




# 7. Healthcare: mental health



## Healthcare spending has increased



Source: World Health Organization 2024

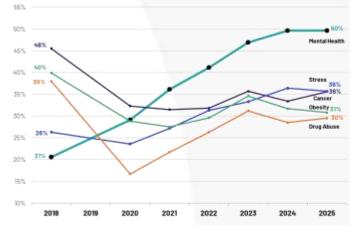
But concern about quality remains high

% of citizens that rank their quality of healthcare as either 'good or very good'



Source: Ipsos Health service report 2025

Mental health a leading issue, after the pandemic, stress and anxiety















- → A new gender balance with women being more progressive...
- → While men becoming more conservative...
- → Particularly among the youngest generation (Gen Z)













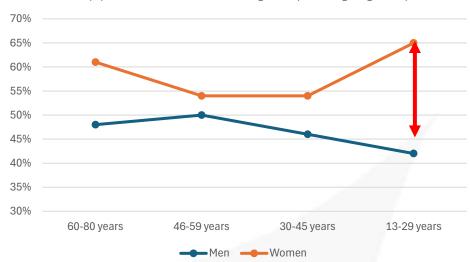


# 8. Women more progressive and men more conservative... Particularly among Gen Z



Women demonstrate more progressive attitudes, particularly in the youngest segment (13-29yo – Gen Z)

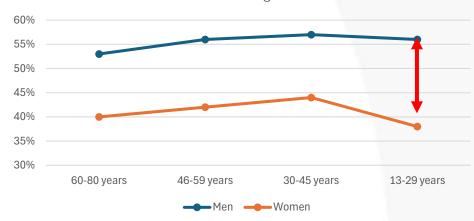
Support for LGBT+ rights per age group



While men becoming more conservative...

Particularly among the youngest generation

% of citizens that believe gender equality discriminates against men



Source: Ipsos Global Trends 2025













- → Climate change is recognized as a pressing issue...
- → BUT citizens has the feeling they are already doing all they can
- → AND so, expect "others" to lead mitigation efforts















## 9. Climate change: "others" must act



There is general agreement that we are heading towards an environmental disaster unless we change our habits quickly But a large majority has also the feeling they are already doing all they can to save the environment

And citizens are expecting « others » to solve the environmental issue (government, private companies....)

85%

We are heading for environmental disaster unless we change our habits quickly 74%

I'm already doing all that I can to save the environment

Believe their country should be doing more in the fight against climate

change

Source: Ipsos Global Trends 2025













- → Individual optimism is rising...
- → Driving entrepreneurial activity and social mobility















# 10. Individual optimism: Resilient driver CANNING HOUSE

84%

is optimistic that **2026 will be a better year** than 2025
The highest number since 2021
(vs. 71% globally)

54%

thinks that their disposable income will be higher in 2026 than in 2025 (vs. 47% globally)

Source: Ipsos Predictions Dec 2025

Although not always in the same direction

87%

of **Argentines** think that Argentina will win the next World Cup again

Vs. 24%

...of Brazilians















# A glass half full If we don't see it, who will do it for us?



- 1. Poverty has declined to historical low
- 2. Democracy is overall working well
- 3. A relatively young population
- 4. With a good digital adoption capacity (AI excitement)
- 5. An individual optimism driving innovation & entrepreneurial spirit













# A glass half empty





- 1. Crime and violence increasing concerns
- 2. Inequality and immigration exacerbate insecurity
- 3. Corruption remains pervasive
- 4. Accelerating ageing process creating challenge













# Outlook 2030



- → Latin America is making progress
- → A more "divided" world bringing some opportunities
- →2 main regional causes requesting synergies between governments, institutions and private sectors:
  - → (Organized) Crime and violence
  - → Economic growth
- → Considering citizen opinion's is a must:
  - → To understand concerns and expectations
  - → To align actions and measure progress / impact















# Thank You!

Jean-Christophe Salles,

Ipsos Latin-America CEO

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# Shared Headwinds (and Some Tailwinds)













## What will shape the LatAm outlook in 2026?

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#### **US Shocks**

- Will there be more back and forth with tariffs?
- Will the Fed cut as expected?
- Will the USD rebound or weaken further?

#### Global Growth

- Will the global economy slow down?
- If so, will it be a hard landing or soft landing?

#### US-China Tug of War

- Will the US revive its interest in the region?
- What will be offered in exchange for markets and minerals?

#### **Local Politics**

- Chile: Inauguration (March)
- Colombia: Elections (Congress: March, President: May/June)
- Peru: Elections (Congress: April, President: April/June)
- Brazil: Elections
   (Congress, Governors,
   President: October)











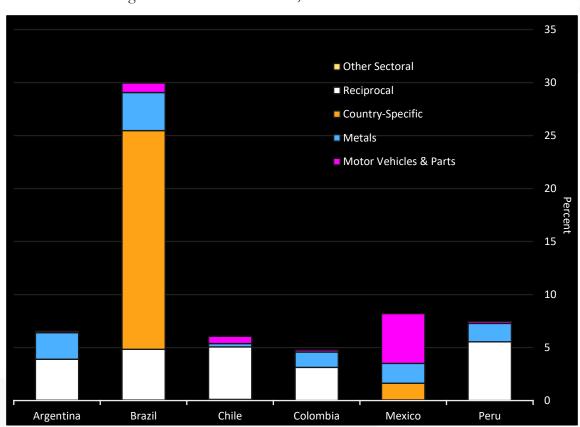


## Tariffs will bite, but won't kill growth in the region

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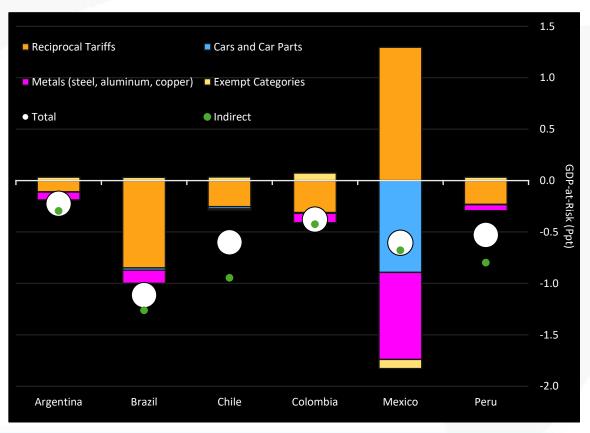
#### Average US Tariffs

Source: Bloomberg Economics. As of Dec. 4, 2025



#### GDP-at-Risk from US Tariffs

Source: Bloomberg Economics.













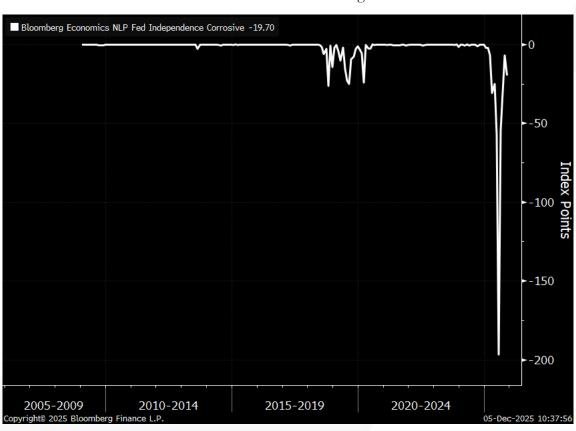


## Fed under extraordinary pressure to cut



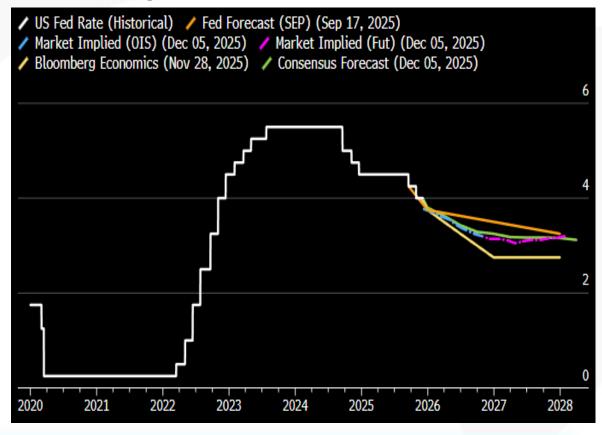
#### **US:** Fed Independence Corrosive

Lower values = more intense attacks. Source: Bloomberg Economics.



#### **US: Fed Funds Rate Forecast**

Source: Bloomberg Economics. **BECO MODELS FORECASTS <GO>** 













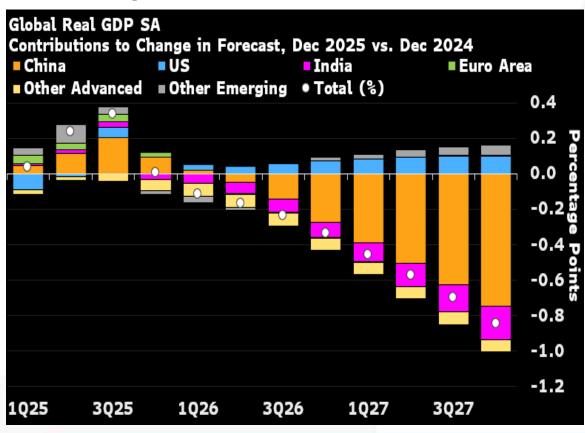


## Global growth to cool as tariffs bite China, India



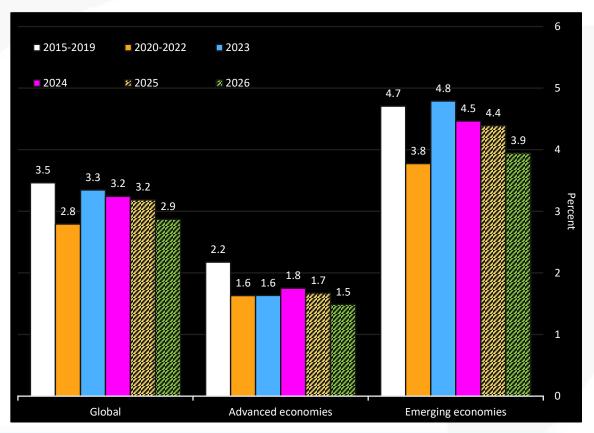
#### Global Growth: Recent Forecasts Revisions

Source: Bloomberg Economics.



#### **Global Growth: Forecasts**

Source: Bloomberg Economics.













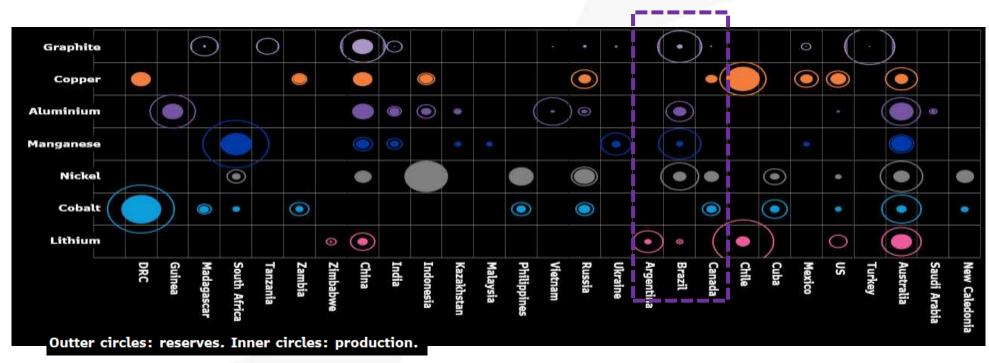


### US, China eye reserves of battery materials, rare earth



#### **Battery Materials Reserves and Production**

Source: BNEF.













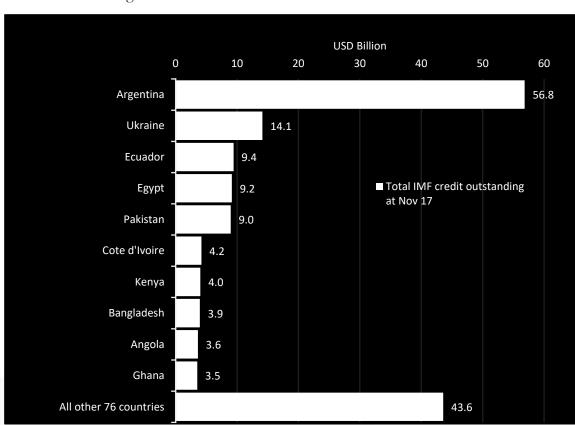


## Tariffs, dollars hint at stick-and-carrot approach



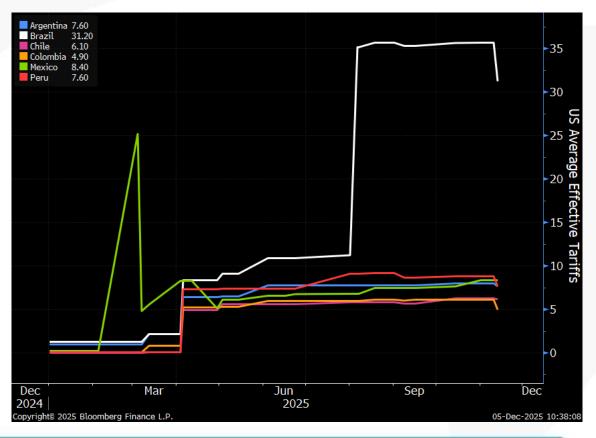
#### **IMF Loans: Main Debtors**

Source: Bloomberg Economics.



#### US Average Tariffs on Selected Latam Countries

Source: Bloomberg Economics.















## Popular discontent may trigger political change



#### **Misery Index**

Source: Bloomberg.



#### Presidential Approval

Source: Atlas Intel (Latam Pulse).

















# 2026 Forecasts











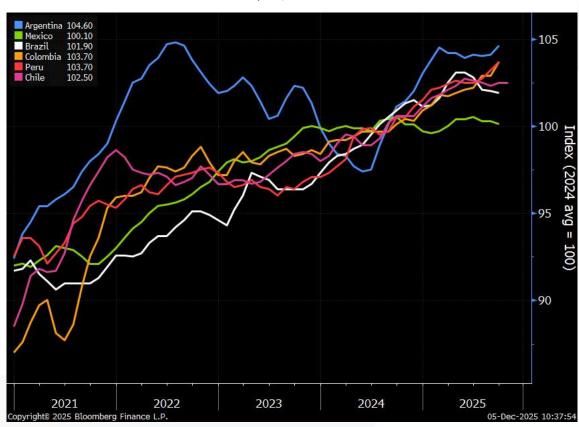


## After post-pandemic rebound, region's growth is cooling

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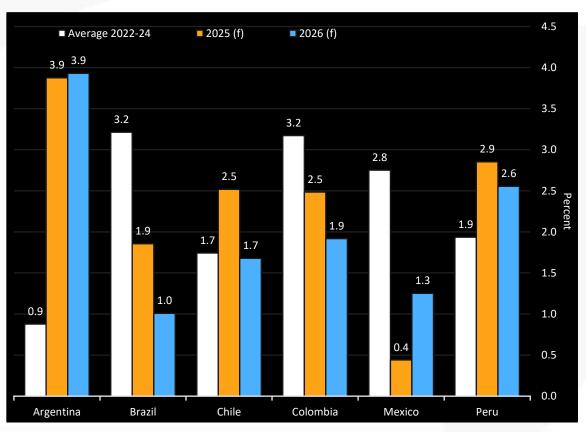
#### **Economic Activity**

Source: Statistical authorities. Seasonally adjusted, 3MMA.



#### **Growth Forecasts**

Sources: Statistical authorities, Bloomberg Economics.















## Disinflation's last mile may be hardest



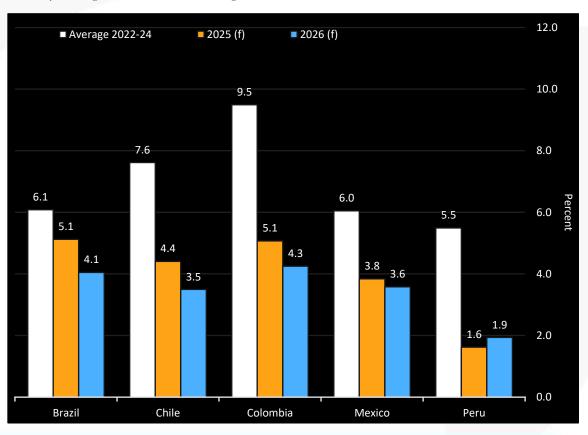
#### **Consumer Prices**

Source: Statistical authorities.



#### **Inflation Forecasts**

Yearly averages. Source: Bloomberg Economics.













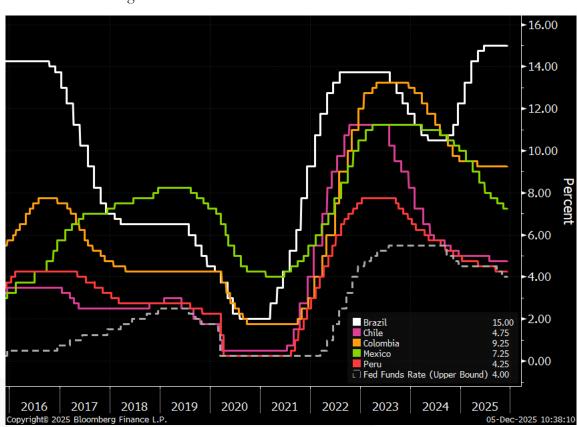


## Most countries are easing their tight policies



#### **Policy Rates**

Source: Bloomberg.



#### **Ex-Ante Real Policy Rates**

Source: Bloomberg Economics.









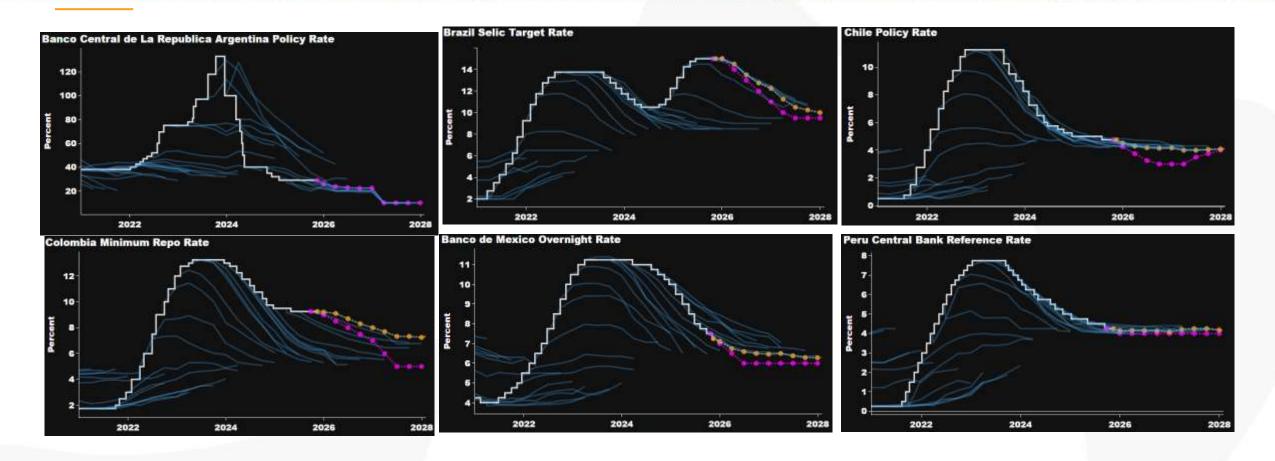






## Additional rate cuts in the region in 2026

















## USD weakness a boon for the local currencies



#### Nominal Exchange Rate Against the USD

Source: Bloomberg.



#### Real Effective Exchange Rate

Sources: BCRA, Bloomberg Economics.













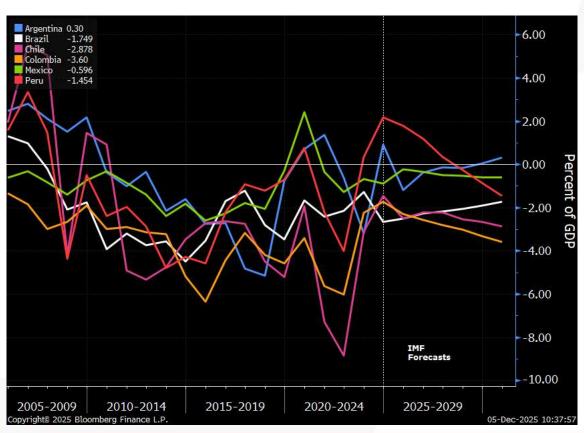


## Most countries with moderate deficits, covered by FDI



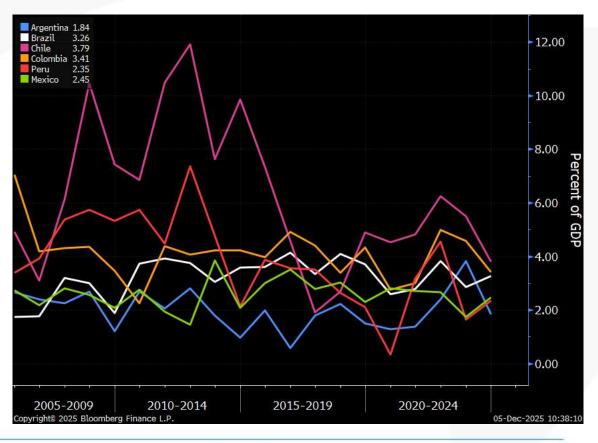
#### **Current Account Balance**

Source: IMF.



### Foreign Direct Investment

Source: World Bank.













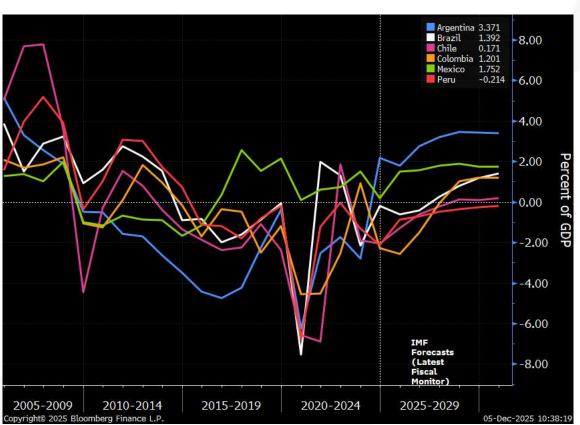


### Stabilizing public debt will require efforts from all countries



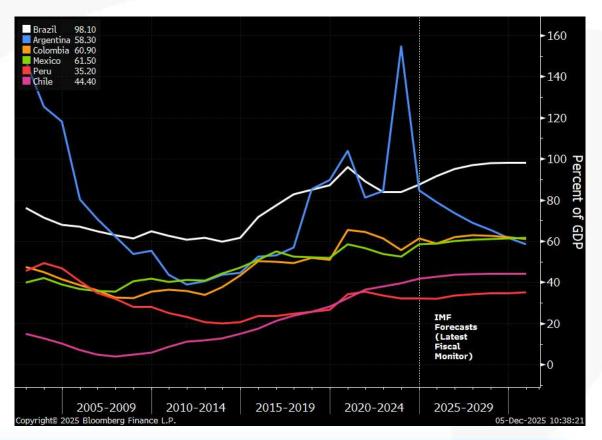
#### **Primary Balance**

Source: IMF.



#### Public Debt

Source: IMF.















## Slower growth, disinflation and lower rates in 2026



#### Latin America Economic Forecasts

Source: Bloomberg Economics.

	GDP Growth (%)			Inflation (annual average, %)			Policy Rate (end of period, %)		
	2024	2025	2026	2024	2025	2026	2024	2025	2026
Global	3.2	3.2	2.9	6.1	3.4	2.9	6.1	5.1	4.1
Emerging Markets	4.5	4.4	3.9	8.9	4.0	3.3	8.1	6.8	5.4
Emerging Markets Excluding China	4.1	4.1	3.7	14.7	6.8	5.2	12.6	10.6	8.4
Argentina*	-1.3	3.9	3.9	235.2	44.0	25.6	32.0	-	-
Brazil	3.4	1.9	1.0	4.4	5.1	4.1	12.3	15.0	11.0
Chile	2.4	2.5	1.7	3.9	4.4	3.5	5.0	4.5	3.0
Colombia	1.6	2.5	1.9	6.6	5.1	4.3	9.5	9.0	8.0
Mexico	1.2	0.4	1.3	4.7	3.8	3.6	10.0	7.0	6.0
Peru	3.3	2.9	2.6	2.4	1.6	1.9	5.0	4.0	4.0

<sup>\*</sup> Argentina discontinued its policy rate in July 2025. To ensure comparability across most countries, data bars are capped at 20% for both interest rates and inflation. Actual Argentine values exceed this ceiling, meaning their relative magnitude is understated in the chart. Forecasts as of Oct 29, 2025.















## All research available at BECO <GO>

Thank you!

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### UK - Latin America Trade Overview



### **LATAM** key for UK growth

- 640 million population
- \$6.7 trillion USD economy
- Abundance of natural resources

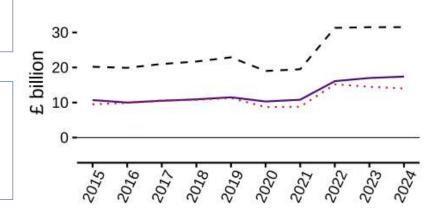
### Bilateral trade is good with room to grow

- Total trade £33bn in the 12 months to June 2025
- 1.3% UK market share in 2024
- UK exports have risen by 44% in current prices since 2019

### **DBT** works to support UK firms in region

- Trade agreements provide certainty and preferential access
- Industrial Strategy, Trade Strategy, SME Growth Strategy
- G2G and UK Export Finance support UK firms and host countries
- Market Access Programme and Ricardo Fund

#### UK trade with LatAM



- Exports · · · · Imports - - Total trade

Source: ONS, UK trade in goods and services, Q2 2025













### Brazil and Southern Cone





### **Brazil**

**10th** largest global economy

Total trade valued at £13.4 billion 12 months to June 2025

£8.2 billion total UK exports in 12 months to June 2025

1st UK trading partner in region

- Brazil's role in regional clean energy transition
- Opportunities in Argentina for **FinTech**
- Revolut's landmark bank acquisition
- Increasing capacity for clinical research













### Mexico and Central America



### **Mexico**

13<sup>th</sup> largest global economy with 133m population

Total bilateral trade valued at £6.6 billion in 12 months to June 2025

£3.7 billion total UK exports in 12 months to June 2025

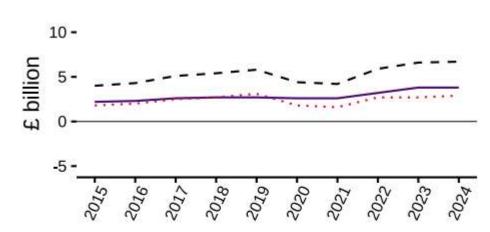
2<sup>nd</sup> largest trading partner in the region

### **Central America**

Trade with **Central America** worth £2.9bn in 12 months to June 2025

- Digital transformation opportunities in technology and healthcare
- Infrastructure partnership with Panama
- Recent success enabling UK pork products into Mexico's rapidly expanding market

UK trade with Mexico



- Exports -- Total Trade

Source: ONS, UK trade in goods and services, Q2 2025













### Andean Markets



Total trade with **Bolivia** valued at £36 million

Total trade with Chile valued at £2 billion

Total trade with **Colombia** valued at **£2.4 billion**. Colombia is 4<sup>th</sup> largest economy in LATAM

Total trade with **Ecuador** valued at **£443 million** 

Total trade with **Peru** valued at £1.3 billion

All trade figures reporting 12 months to June 2025

- CPTPP opportunities for Chile and Peru
- Infrastructure projects delivering through G2Gs (Peru)
- Revolut, UK FinTech looking to launch in 2026 (Colombia).
- Double Taxation Agreement in force since January 2025 (Ecuador)



Meeting with Peru's Vice Minister for Health (MINSA), August 2025

















Stability and economic reform are driving growth



Opportunities in large scale projects in energy and infrastructure



Strategic partnerships and innovation will shape the future

### **Get in touch:**

ExportSupport.LATAC@fcdo.gov.uk

















## Environmental Outlook 2026

### Latin America's role in leading a global energy transition

David Purkey, Ph.D.

Senior Research Fellow

Stockholm Environment Institute, Latin America









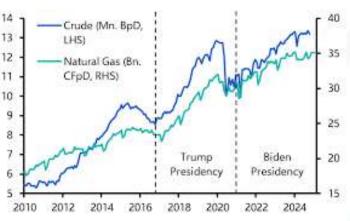




## Is the global energy transition real?







- The 2<sup>nd</sup> Trump Administration began with an Executive Order declaring a "national energy emergency", declaring a commitment to further develop fossil fuels.
- This in spite of the fact that US production of oil and gas had continued to grow during the Biden Administration.
- Still, it is valid to question whether stated US policy signals an end to the narrative regarding a global energy transition.









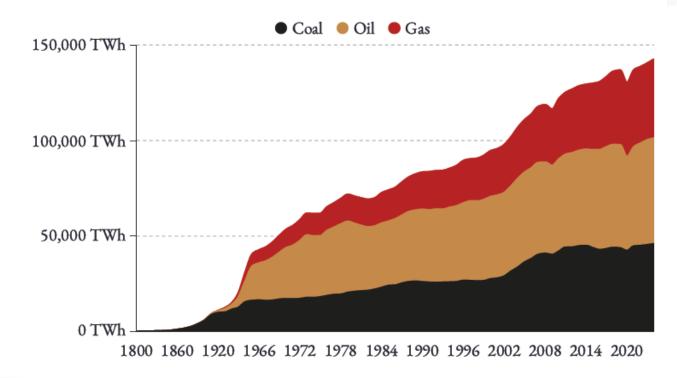




## Global fossil fuel usage is still growing

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### Global Fossil Fuel Usage



Source: Our World in Data 2025

- It is interesting to note that recent increases in fossil fuel usage are linked to increases in the use of natural gas.
- Both coal and oil use have plateaued.
- This raises the possibility that natural gas as the "transition fuel" is the correct global energy transition narrative.
- This could be important for various countries in Latin America.













## Still, renewables are also growing





#### **NEWS**

ome InDepth Israel-Gazawar War in Ukraine Climate UK World Business Politics Culture

Climate

# Renewables overtake coal as world's biggest source of electricity



- China is leading the way, having installed 1400 gigawatts of renewable generation capacity.
- Ironically, the United States ranks second with a bit less than 400 gigawatts of installed capacity.
- This, suggests that while the pace may remain uncertain, a transition towards electrified energy systems and economies is still underway.













## Cost is a key reason



### Renewable cost performance

	Total Installed Cost (2024 US\$/kW)			Capcity Factor (%)			Levelized Cost Of Electricity (2024 US\$/kW)		
	2010	2024	% Change	2010	2024	% Change	2010	2024	% Change
Solar Photovoltaic	5,283	691	-87%	15	17	13%	0.417	0.043	-90%
<b>Concentrated Solar</b>	10,703	3,677	-66%	30	41	37%	0.402	0.092	-77%
Onshore Wind	2,324	1,041	-55%	27	34	26%	0.113	0.034	-70%
Offshore Wind	5,518	2,852	-48%	38	42	11%	0.208	0.079	-62%

Source: IRENA 2024









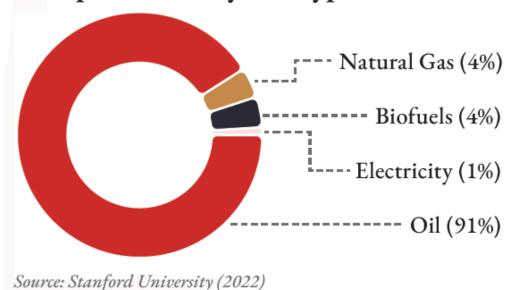




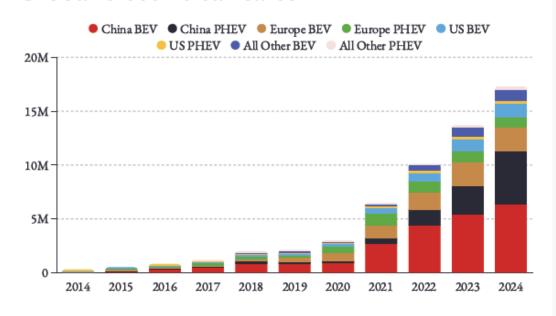
## The transport sector is key



# Global energy consumption in transport sector by fuel type



### Global electric car sales



Source: International Energy Agency 2025









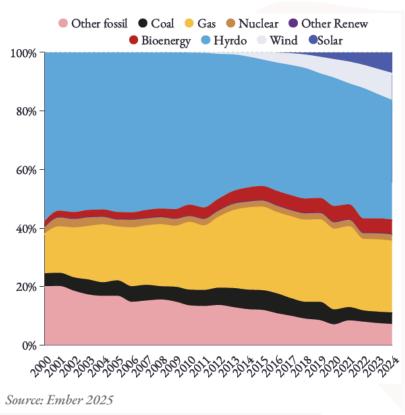




## Current conditions in Latin America



## % share of electricity generation in Latin America and the Caribbean



- Latin America is not as heavily dependent on fossil fuels for electricity generation.
- The contribution of natural gas is growing
- Hydropower plays an outsize role in the region's electricity matrix.
- The contribution of renewable sources is also growing steadily.







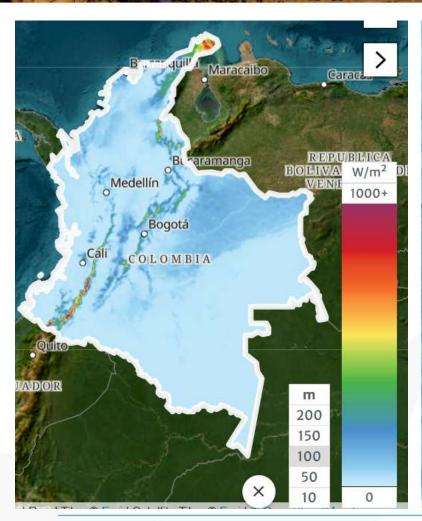


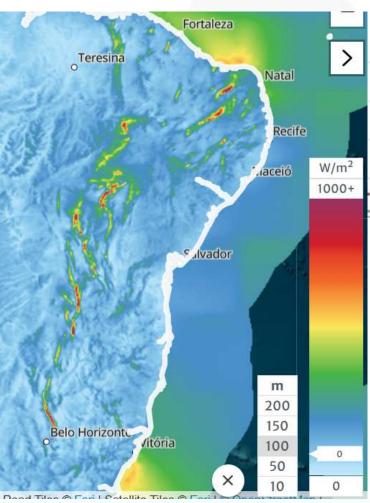


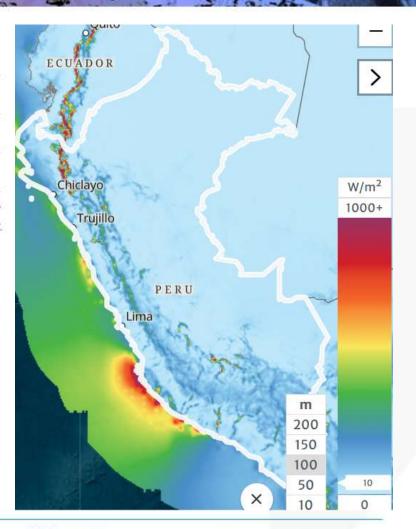


## Variable, but significant, potential

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## Critical minerals are another factor

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Mineral	Latin American Countries with Significant Resources	Regional Share (%)
Lithium	Argentina, Bolivia, Chile, Mexico	52
Silver	Argentina, Bolivia, Mexico, Peru	39
Copper	Chile, Peru, Mexico, Argentina, Brazil, Panama, Colombia	38
Graphite	Brazil, Mexico	23
Iron	Brazil, Chile, Peru, Mexico	20
Tin	Bolivia, Brazil, Peru	20
Zinc	Bolivia, Mexico, Peru	17
Nickel	Brazil, Colombia	17





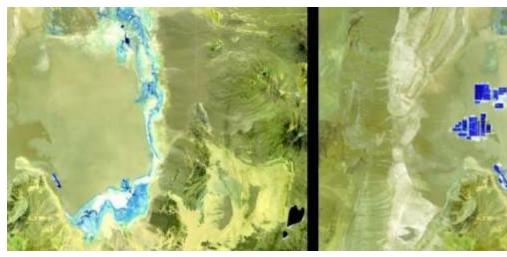






# Impacts can slow progress

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## Acuerdo de Escazú





- Ambitious commitments to public participation and access to information
- Ratified by 18 countries, including Argentina, Chile, Colombia, and Mexico.
- Implementation norms are still developing but the agreement creates a structure for assessing impacts and reducing conflict.













# Wind power example

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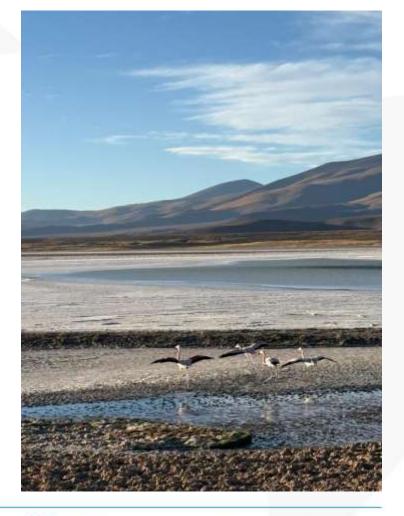
# Lithium mining example

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- While the pace of the global energy transition is uncertain, it is happening.
- Latin America is well positioned to play a leading role in the unfolding global energy transition.
- Good examples of how to manage this transition are emerging which need to be solidified and scaled.













# Thank you, Gracias, Obrigado



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