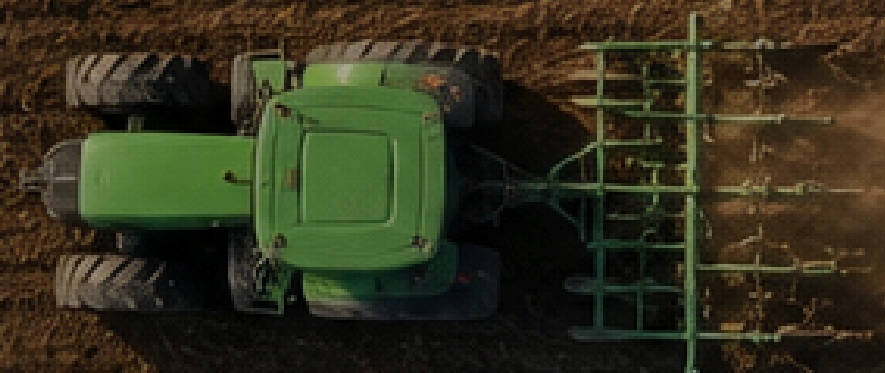




Brazilian AgriFoodTechs Innovation in Italy



FINDESA3

Primo
BRASILE
ITALIA



SEBRAE

mci
Ministério da Ciência, Tecnologia e Inovação

FAPES
Fundação de Amparo à Pesquisa do Estado de São Paulo

GOVERNO DO ESTADO
DO ESPÍRITO SANTO
Secretaria de Ciência, Tecnologia,
Inovação e Educação Profissional
Secretaria da Agricultura,
Abastecimento, Aquicultura e Pesca



Programa
Diplomacia
Inovação



Brazilian AgriFoodTechs Innovation in Italy (BRAVI2026) aims to foster the **internationalization of Brazilian agrifoodtechs** in the agribusiness sector, **connecting them with Italy's innovation, research, and business ecosystem.**

The initiative is part of the **Brazilian Startups Worldwide (BSW)** program, designed to build strategic connections and create concrete opportunities for business, cooperation, and international expansion.

BRAVI2026 is operated by **Findeslab** and promoted by the Foundation for Research and Innovation Support of Espírito Santo (**FAPES**), in partnership with the Espírito Santo State Secretariat for Agriculture, Supply, Aquaculture and Fisheries (**SEAG**). The initiative is supported by the Innovation Diplomacy Program (PDI) of the **Brazilian Ministry of Foreign Affairs**, the **Embassy of Brazil in Rome**, and **Sebrae ES**, with local operations in Italy coordinated by **Promo Brasile Italia**.

Learn more about the BRAVI2026 participating companies →





BagLog

Connecting the countryside and the city

CONTACTS

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<https://www.baglog.com.br/>

DESCRIPTION

Rural producers need pathways to reach further. BagLog connects producers, associations and cooperatives with carriers already travelling along their routes, making use of spare vehicle capacity to transport small volumes more efficiently. The digital platform combines geolocation, artificial intelligence and predictive analytics to match transport needs with available capacity, support traceability and prevent losses in transit—all without owning a fleet or warehouses. Together with local partners, we connect rural production to new markets, focusing on reducing logistics costs, waste and emissions, even in remote regions.

BUSINESS MODEL

BagLog operates a B2B, tech-driven, and asset-light business model, positioned as a market-access digital infrastructure service for small and medium-sized agrifood supply chains.

SUCCESS CASE

For over 100 years, Café Moulin has produced coffee in Espírito Santo, preserving a family tradition passed down through generations. Its main challenge was logistics, which limited access to new markets. With BagLog's technology, the farm optimized transportation through smart routing, traceability, and load consolidation. The result: 30% higher revenue margins and expansion into São Paulo, Rio de Janeiro, and Montevideo, Uruguay. A century-old coffee tradition, powered by technology, reaching new markets.

PRODUCTS



120+

active businesses on the platform

10.000km

traveled via smart load consolidation.

+18%

gain in producer profit margins

CUSTOMER PROFILE





certificafé

CertifiCafé

Proving sustainability, simply.

CONTACTS

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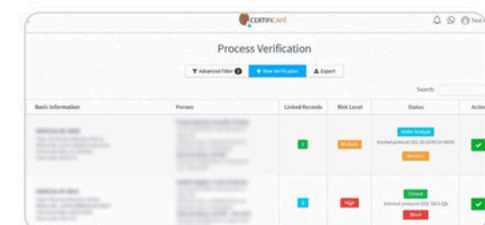
@certificafe

eu.certificafe.com

DESCRIPTION

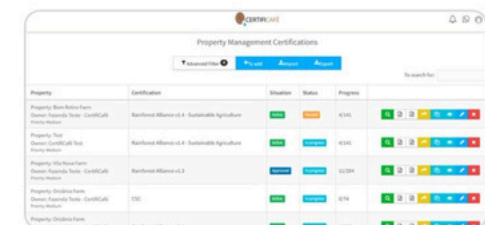
CertifiCafé serves importers, roasters and trading companies that buy coffee in Brazil. From 30 December 2026, the EUDR requires large and medium companies to prove three things for every lot: traceability, deforestation-free origin and compliance with the law of the country of production. Satellite providers already cover the first two. CertifiCafé delivers the third proof, on a web and mobile platform with two products: labour and legal compliance, and sustainability project management. We are the legal and certification evidence layer, and we integrate with the buyer's geospatial data provider.

PRODUCTS



Labour and legal compliance

Alerts on labour infractions in your supplier base months before the name reaches the Register of Employers.



Sustainability project management

Turns any standard into tasks, with evidence, action plans and lot traceability.

BUSINESS MODEL

B2B SaaS: platform license with a minimum 18-month contract, plus specialized certification consulting.

MEMBER OF



SUCCESS CASE

Cooxupé, a coffee exporting cooperative operating across Minas Gerais and São Paulo, has used CertifiCafé since 2024 to monitor a supplier base of about 27,000 producers. Before, the process was 100% manual and it was not possible to check every supplier. Today every supplier is checked continuously: the platform cross-checks official sources against the supplier base and issues an alert as soon as an infraction notice is published. In one case, the alert came five months before the name appeared in Brazil's Register of Employers, giving the compliance team time to guide the producer to correct the situation before it became a conviction.

86,000

coffee producers monitored

41,000

coffee farms on the platform

60%

lower certification management cost, compared with the manual process

CLIENTS





FARMLY

Global markets for a more prosperous agriculture

DESCRIPTION

Farmly is a digital platform connecting agribusiness to global markets. Born in specialty coffee, it integrates direct trading (Farmly Club), international logistics (FarmlyGo) and access to financial solutions (FarmlyPay) in one ecosystem. We connect producers and cooperatives with buyers abroad, reducing trade barriers, simplifying cross-border operations and expanding access to transparent, traceable transactions. Built on real coffee operations, Farmly is developing infrastructure with potential to serve other agricultural supply chains.

PRODUCTS



 **FARMLY CLUB**
Global coffee trade



 **FARMLY GO**
International Logistics



 **FARMLY PAY**
Financial Solutions

BUSINESS MODEL

Farmly operates a diversified B2B business model integrating international trade, logistics, and financial solutions. Through Farmly Club, FarmlyGo, and FarmlyPay, the platform generates revenue from commercial transactions, logistics services, strategic financial partnerships, and subscription-based solutions. This integrated approach creates multiple monetization opportunities, strengthens customer relationships, and supports scalable growth across the global agribusiness supply chain.

SUCCESS CASE

Since 2019, Farmly has facilitated €3.12M in cumulative GMV and traded over 400 tons of coffee. Its platform brings together 3,000+ producers and roasters, with commercial reach across 27 European countries. The company also supports international door-to-door logistics through FarmlyGo, with hubs in the Netherlands, Florida, the United Arab Emirates and Japan. This operating track record provides a foundation for expanding Farmly's integrated trade and logistics solutions.

CONTACTS

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3K+

producers and roasters
registered

400+

tons of coffee
traded

€3.12M

acumulative GMV
(2019-2026)

CUSTOMER PROFILE



Beanology





GreenWay Environment & Climate

CO₂ captured. Soil regenerated. Cycle closed.

DESCRIPTION

Italy's agrifood sector faces three crises: over 70% of fertilizers are imported, EU regulation mandates a 20% reduction by 2030, and toxic effluents like olive mill wastewater (OMWW) remain unresolved.

GreenWay's Super-Biofert converts captured CO₂ and local effluents into microalgae biomass, then into 6 tonnes of certified biofertilizer — delivering +10 to 20% productivity gains. Modular, installed on-site, and fully circular. The only solution that simultaneously treats waste, sequesters carbon, and generates MRV data for ESG and carbon credits.

PRODUCTS



BUSINESS MODEL

GreenWay operates with three complementary revenue streams: 1. Super-Biofert Supply Direct sales to agricultural cooperatives, wineries and olive mills. Medium-term offtake contracts. The product has a clear regulatory pathway already established under EU Regulation 2019/1009, which expressly permits algae-based biofertilizers. 2. URCAS as a Service (UaaS) Modular system installation at the client's agrifood facility with a setup fee plus a recurring operation and maintenance (O&M) contract. The client supplies fermentation CO₂ and effluents as feedstock at no cost, and receives Super-Biofert as the end product. 3. Carbon MRV for DOP/IGP Chains Real-time monitoring of 16 soil and supply chain carbon footprint parameters, generating auditable documentation for ESG labeling and carbon credits as additional revenue for the producer.

SUCCESS CASE

GreenWay ranked 1st in the NISA Call No. 02/2025 — Blue Economy, promoted by FAPES in partnership with SEAMA, demonstrating the alignment of its solutions with priority environmental agendas. Out of 95 projects submitted, only 28 were selected — and GreenWay took 1st place. In the face of one of the greatest challenges in global agribusiness — dependency on imported fertilizers — GreenWay turned science into a real solution: proprietary carbon capture technology through microalgae, generating high-value-added co-products, closing the carbon cycle and enabling full waste circularity.

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TRL 5

TECHNOLOGY VALIDATED
IN CULTIVATION FACILITIES

9

ACTIVE CLIENTS &
PARTNERS

+120%

PROJECTED REVENUE
GROWTH IN 2026

CUSTOMER PROFILE



PREFEITURA DE
ARACRUZ



ACT



MA.IA Solutions

Efficiency in every detail, innovation in every process.

CONTACTS

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DESCRIPTION

MA.IA Solutions is an Artificial Intelligence provider focused on agricultural and industrial applications. Using AI and computer vision, it automates inspection and analysis processes, solving critical challenges in these sectors. In agribusiness, it offers greater precision and efficiency in the counting and evaluation of grains and seeds. MA.IA promotes digital transformation, ensuring more control and precision in production processes.

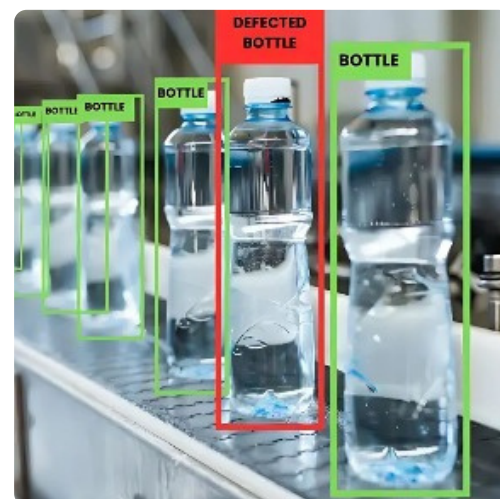
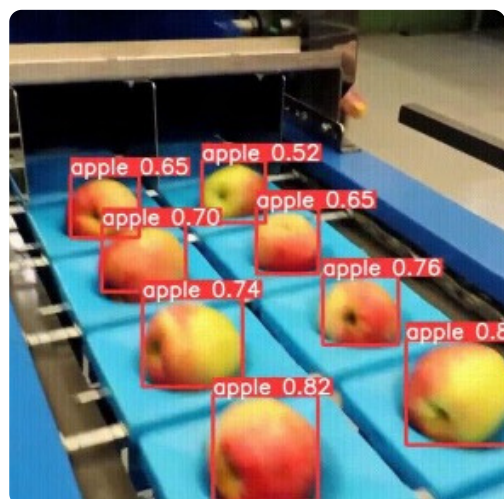
BUSINESS MODEL

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SUCCESS CASE

MA.IA Solutions has implemented its technology at SEW Eurodrive, automating assembly inspection and ensuring that 100% of defects are identified, eliminating human variability. The solution aids decision-making and provides a detailed history of faults for more precise corrections. It also supported the implementation of an automated seed counter, replacing traditional methods with computer vision. This optimized agricultural production and increased efficiency in precision agriculture. These cases show how MA.IA's AI increases productivity, reduces costs and improves industrial precision.

PRODUCTS



7

active clients

+500K

images processed
in production

+99%

accuracy in
computer vision
solutions

CUSTOMER PROFILE





Nutralis

From the sea to the crops

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DESCRIPTION

Farmers face growing pressure to increase productivity amid drought, extreme temperatures, soil limitations, rising input costs, and inefficient nutrient uptake. Nutralis addresses these challenges with marine-based biostimulants for farmers, distributors, cooperatives, and agricultural companies. Our technology combines functional compounds from seaweed and marine by-products to enhance plant physiology, root development, nutrient-use efficiency, and stress response. By improving crop performance under challenging conditions, Nutralis helps farmers increase productivity while maximizing existing resources.

PRODUCTS



BUSINESS MODEL

Nutralis operates a B2B and B2B2C business model, addressing the need for farmers to access effective biological inputs with lower adoption barriers and clear economic returns. Revenue is generated through direct sales to farmers, partnerships with distributors and cooperatives, and B2B supply agreements with agricultural companies. The model is scalable through regional distribution, commercial partnerships, and industrial channels, combining recurring demand, portfolio expansion, and increasing sales volume per customer.

SUCCESS CASE

A soybean farmer in Paraná was facing productivity limitations despite maintaining his standard crop management. After adopting Nutralis' marine-based biostimulant, yield increased from 42.49 to 51.36 bags/ha, a gain of 8.87 bags/ha (+20.9%). The result demonstrated how activating plant physiology and improving stress response can translate into measurable productivity and economic return in real field

+400

CUSTOMERS SERVED

40%

ANUAL REPURCHASE
RATE

+20.9%

SOYBEAN YIELD
INCREASE IN FIELD
TRIALS

CUSTOMER PROFILE

(*) The company's customer base is composed exclusively of local agricultural producers and family farming operations.



Quero Banana • Agro Integrado and Lote Integrado

From farm to container

CONTACTS

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DESCRIPTION

Three integrated businesses take Santa Catarina bananas from the farm to the European buyer. Agro Integrado is the farm ERP: growers and agronomists manage soil, inputs, harvest, costs and records across dozens of small farms. Quero Banana is the marketplace: growers publish their own offers and deal directly with buyers, while the platform handles matching, invoicing, payment and fiscal records. Lote Integrado certifies and packs the fruit, preparing each lot with the traceability and compliance documents European importers require. Growers join through WhatsApp, without learning a new system.

BUSINESS MODEL

Quero Banana charges a transaction fee of R\$0.08 per kilogram, about 3% of the typical market price, and never takes ownership of the fruit, so it carries no inventory, price or spoilage risk. Agro Integrado is sold as an ERP subscription to growers, associations and agronomists, and already serves crops beyond bananas. Lote Integrado charges for certification and packing services per lot. Further revenue is planned from input intermediation, price intelligence, sponsored education and credit origination. The same field data flows from the ERP to the sale and to the export file, so each step makes the next one cheaper.

SUCCESS CASE

Quero Banana is part of the working group, with the Santa Catarina state government, the Port of Itajaí and SEBRAE, that is preparing the export of Santa Catarina bananas to Italy. As part of this effort, 60 growers from the Bananeiros Association of São João do Itaperiú joined the platform in a single operation, creating an organized supply base. The platform records transactions, publishes daily prices and trains growers, with Epagri as a training partner, on Italian quality and export requirements. Its export school already offers a dedicated course on exporting bananas to Italy.

PRODUCTS



Quotazione di oggi — Indice Quero Banana					
Media delle offerte reali pubblicate dai produttori					
Prezzi in reais brasiliani (BRL) al chilo.					
Tutte	Nanica	Prata	Maçã	Ouro	Terra
					Caturra
					
Nanica	Prata	Maçã			
R\$ 2,40 /kg	R\$ 2,85 /kg	R\$ 3,60 /kg			
-1,2% oggi	+0,8% oggi	+2,1% oggi			

60

GROWERS REGISTERED ON
THE PLATFORM

46.8 T

BANANAS TRADED
THROUGH THE
PLATFORM

4

ORDERS FROM A REPEAT
BUYER

CUSTOMER PROFILE





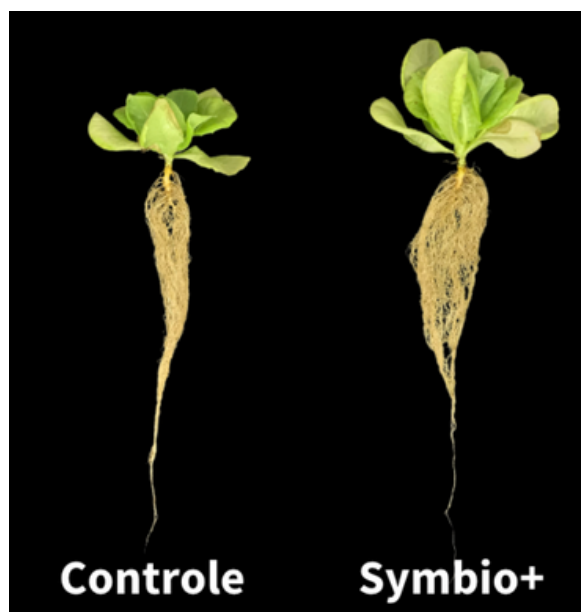
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DESCRIPTION

We develop customized microbial biofertilizers and biostimulants that reduce dependence on mineral fertilizers, lower costs and environmental impacts, and improve crop performance. Its R&D platform identifies beneficial bacteria and fungi, designs microbial consortia, develops tailored formulations, and validates them under commercial conditions. Solutions are designed for bioinput manufacturers, agricultural companies, nurseries, and farmers, adapting to different crops, soils, climates, and practices, with potential to reduce mineral fertilizer use by up to 50%.

PRODUCTS



BUSINESS MODEL

SymbioTech operates through a B2B model with two main offerings: ready-to-use microbial solutions from its validated portfolio, or customized R&D projects tailored to specific crops, soils, or agricultural challenges. Through its proprietary methodology, SymbioTech develops and validates tailored biofertilizers for each application. Revenue comes from R&D and development contracts, technology licensing, and commercial partnerships with bioinput manufacturers, agricultural companies, nurseries, and other agribusiness partners.

SUCCESS CASE

In a lettuce nursery validation, SymbioTech's microbial consortium significantly improved plant development, increasing shoot fresh weight by 56%, shoot dry weight by 236%, root fresh weight by 54%, and root dry weight by 149%. The treatment also increased phosphorus and potassium accumulation by 150% and 134%, respectively. These results demonstrate the solution's potential to produce more vigorous seedlings while reducing dependence on mineral fertilizers.

4

COMMERCIAL
NURSERIES VALIDATED

1.2M+

SEEDLINGS WITH
ANUAL IMPACT
POTENTIAL

50%

POTENTIAL REDUCTION
IN MINERAL FERTILIZER
USE

CUSTOMER PROFILE





VENT

Turning data into decisions.

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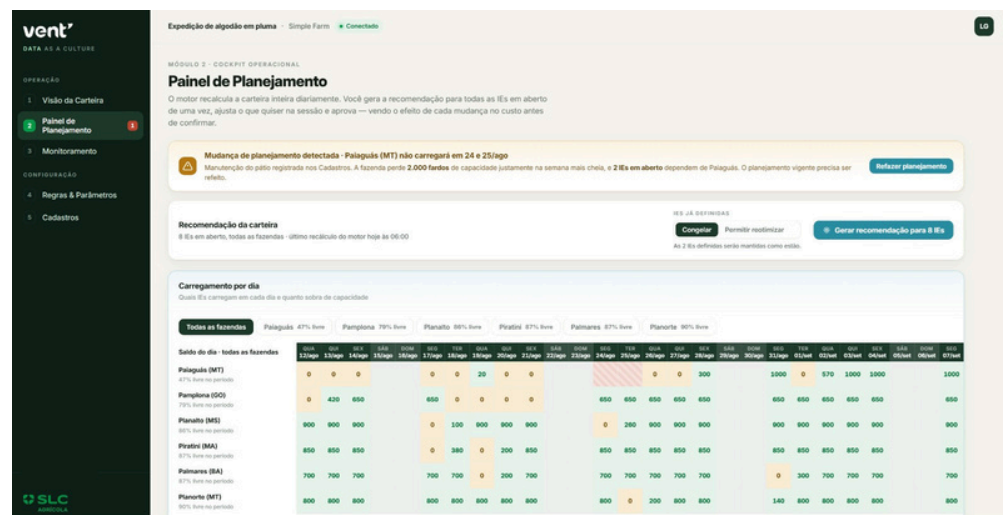
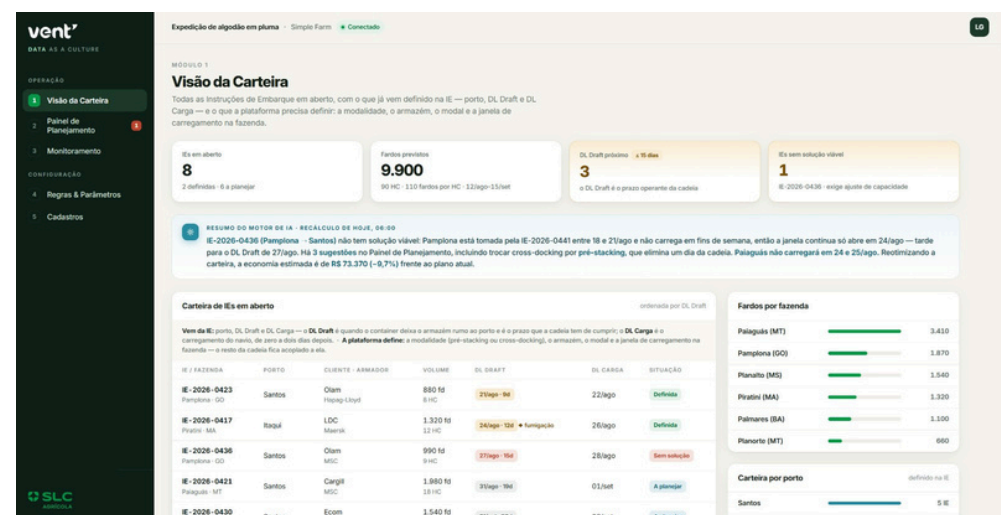
www.vent.digital

DESCRIPTION

Vent addresses a recurring challenge across the agrifood and agroindustrial value chain: making production, procurement, and logistics decisions based on fragmented data, manual processes, and limited operational visibility.

Our platform integrates internal data from ERP systems such as SAP and TOTVS with 200+ external sources covering crop cycles, weather, agricultural credit, and global markets. AI-powered models deliver demand, production, and crop forecasts, price signals, and logistics optimization—turning data into actionable decisions.

PRODUCTS



SUCCESS CASE

SLC Agrícola needed to optimize cotton bale selection to fulfill current and future export contracts, integrating market conditions, weather, inventory availability, and commercial commitments.

Vent implemented a solution combining demand forecasting, bale selection support, and shipment optimization, with the entire process centralized in a single platform.

The results were 92% demand forecast accuracy, a reduction in planning time from 14 days to a single shift, and a 27.5x ROI per crop season.

250
CLIENTS SERVED

500
EXTERNAL DATA
SOURCES CONNECTED

8°Place
100 OPEN STARTUPS
RANKING - ARTIFICIAL
INTELLIGENCE

CUSTOMER PROFILE

