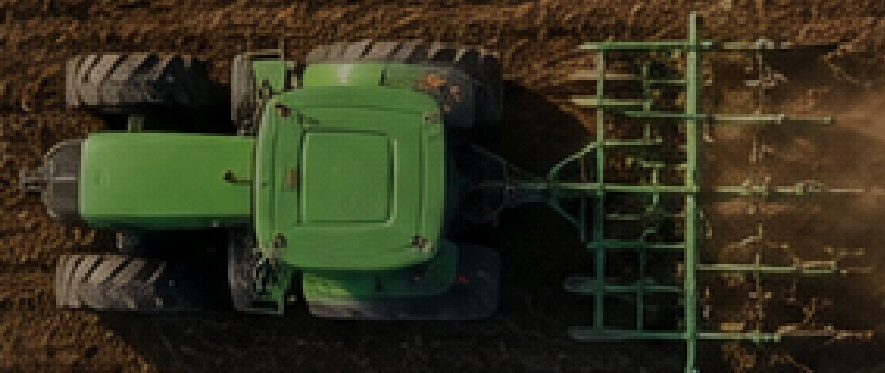




Brazilian AgriFoodTechs Innovation in Italy



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 — BRAVI 2026 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.

BRAVI 2026 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 BRAVI 2026 participating companies →





BagLog

Connecting the countryside and the city

CONTACTS

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DESCRIPTION

BagLog is an agrifoodtech company that solves the structural inefficiency of first- and last-mile logistics in fragmented rural territories, where small-volume transport is expensive, irregular, and underserved by large logistics operators. Our platform is 100% tech-driven and asset-light, with no fleet or warehousing of our own, built on a data-oriented architecture that combines geolocation, smart routing, and AI-driven load consolidation.

This results in load aggregation, reduced freight costs, and higher operational efficiency, 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

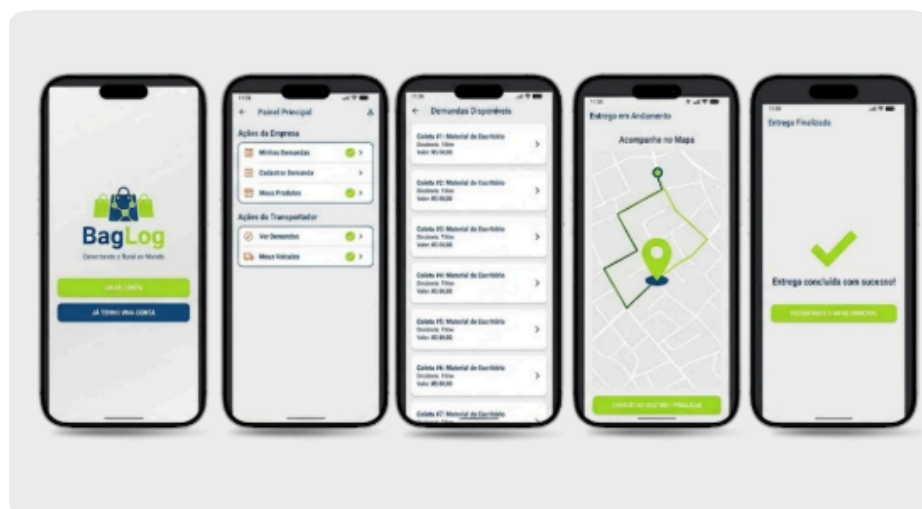
For over 100 years, Café Moulin has produced coffee in Espírito Santo, preserving a family tradition passed down through generations.

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

100.00km
traveled via smart
load consolidation.

+18%
gain in producer
profit margins

CUSTOMER PROFILE





CERTIFICAFÉ
CERTIFICAÇÃO SIMPLIFICADA

CertifiCafé
Proving sustainability, simply.

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DESCRIPTION

To serve the sustainability departments of roasters, importers, and trading companies that purchase Brazilian coffee, we offer a web and mobile platform that provides European buyers with two layers of protection regarding Brazilian origin: labor compliance, with monitoring of suppliers in the supply chain for labor violations—particularly child labor and conditions analogous to slavery—flagging exposure before it reaches the buyer; and sustainability project management, with data collection directly in the field and monitoring of key indicators that verify the sustainability of production.

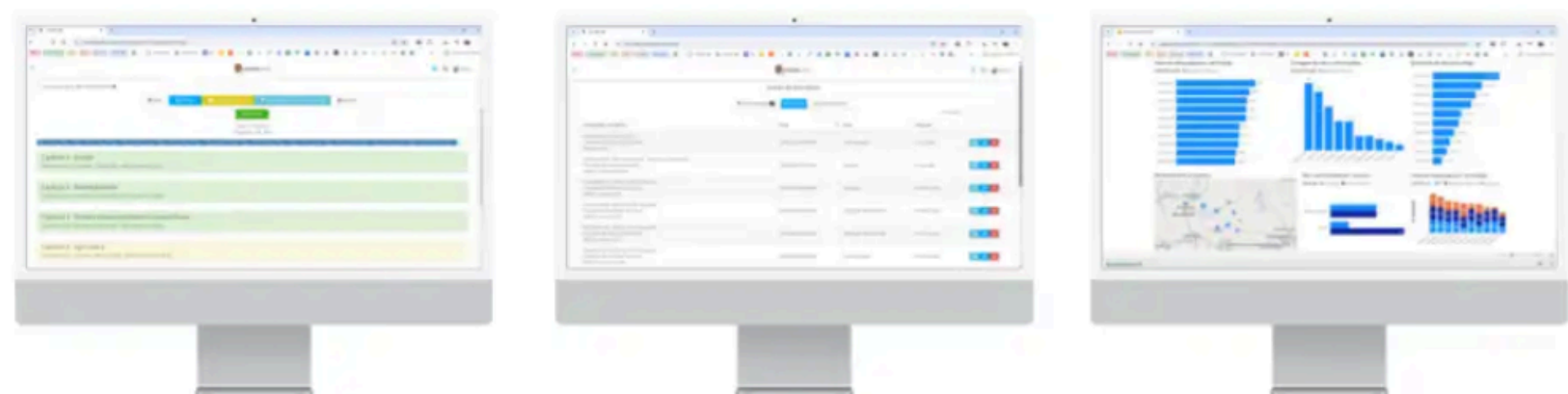
BUSINESS MODEL

B2B

SUCCESS CASE

Espírito Santo launched a state program in 2024 to bring 8,000 coffee farms into social and environmental compliance by 2027. CertifiCafé turned the original Incaper methodology into a web and mobile platform, digitalizing farm registration, field assessment, action plans, tracking, and certification. Today, the system supports 120 technicians and 6,471 farms, a 4x increase in one year, while generating traceability and compliance evidence required by international buyers and regulations such as the EUDR.

PRODUCTS



86K

Coffee producers
monitored

41K

Coffee farms on
the platform

60%

Reduction in the cost
of the certification
process

CUSTOMER PROFILE



GOVERNO DO ESTADO
DO ESPÍRITO SANTO



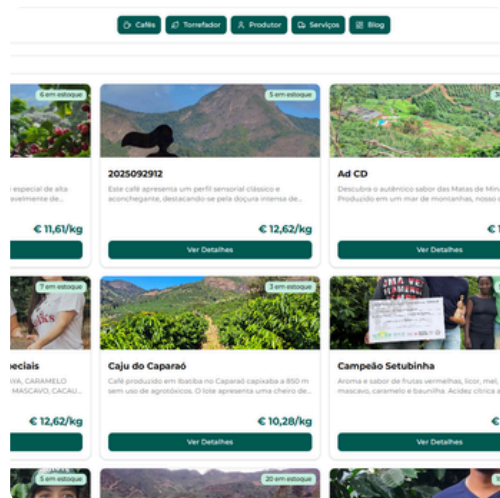
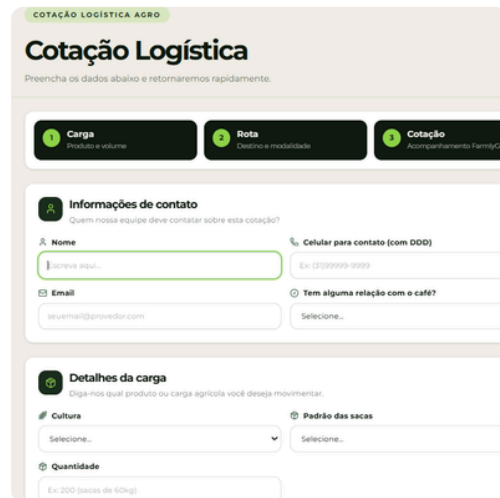


FARMLY

DESCRIPTION

Farmly is a digital platform that makes global specialty coffee trade simpler, more transparent and more accessible. We solve four major challenges in the coffee supply chain: limited international market access for producers, inefficient and costly cross-border logistics, lack of traceability and transparency for buyers, and limited access to financial solutions. Our model allows small and medium-sized producers to access global markets while enabling roasters to source traceable coffees directly from origin without having to build their own import and logistics infrastructure.

PRODUCTS



BUSINESS MODEL

Farmly operates a B2B, transaction-based business model with multiple revenue streams generated from the same ecosystem. We earn a 2%–20% fee on commercial transactions facilitated through the platform, a minimum 35% markup on logistics services provided through FarmlyGo, and commissions on financial products originated through FarmlyPay partners. This diversified model allows Farmly to monetize trade, logistics and financial services while increasing customer lifetime value and creating recurring opportunities across the coffee supply chain.

SUCCESS CASE

By consolidating coffee from multiple producers and managing export, import and door-to-door logistics, Farmly made international sourcing viable even for buyers purchasing smaller volumes. The model has scaled to commercial operations across 27+ geographies, supported by Farmly's European logistics infrastructure, and generated €856.5K in GMV and €235.1K in revenue in 2024. Today, the ecosystem connects 2,026 producers and 1,294 roasters.

CONTACTS

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27+
geographies

+1.294
roasters
connected

€856.5K
Gross revenue

CUSTOMER PROFILE





AgroTechWay (GeoPlantio)

Management and transparency delivering results.

CONTACTS

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DESCRIPTION

The specialty coffee supply chain in Espírito Santo faces high EUDR compliance costs, transport risks that can affect bean quality, and loss of ESG value to intermediaries. Our solution uses a decentralized blockchain infrastructure with IoT telemetry to support traceability, compliance, automated payments, and a Digital Product Passport for the coffee supply chain.

BUSINESS MODEL

The project operates under a hybrid SaaS + Pay-Per-Bag business model, with costs shared across the supply chain. Small producers and cooperatives bear 0% of direct OPEX, receiving free access to the platform, support, and diagnostic tools. Espírito Santo exporters cover 35% of OPEX, paying €0.90 per bag plus a B2B portal subscription of €150 per month. European importers cover the remaining 65% of OPEX, paying €1.80 per bag plus an API/ERP integration license of €400 per month.

SUCCESS CASE

Refúgio do Ninho Farm (Domingos Martins): Bianca Gomes Fernandes, a standout in high-altitude Arabica coffee competitions. - Validation

PRODUCTS



128.9%

Estimated annual ROI
for the average
European importer

74.8%

Estimated
reduction in
sensing costs

CUSTOMER PROFILE





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.

TRL 5

TECHNOLOGY VALIDATED
IN CULTIVATION FACILITIES

9

ACTIVE CLIENTS &
PARTNERS

+120%

PROJECTED REVENUE
GROWTH IN 2026

CUSTOMER PROFILE



PREFEITURA DE
ARACRUZ



ACT

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MA.IA Solutions

Efficiency in every detail, innovation in every process.

CONTACTS

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<https://maia.solutions/>

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.

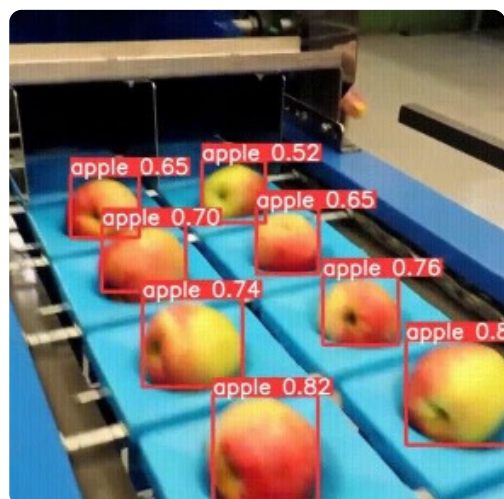
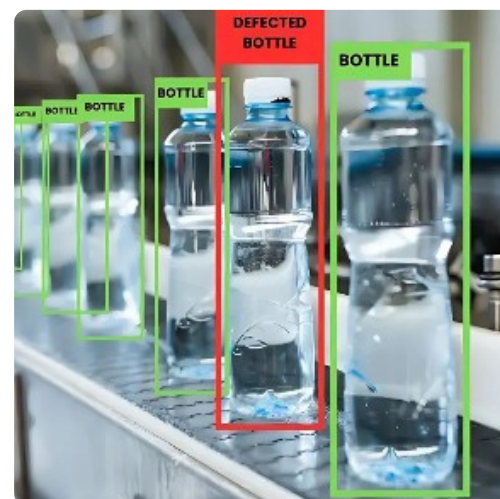
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SUCCESS CASE

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



6

active clients

+500K

images processed
in production

+99%

accuracy in
computer vision
solutions

CUSTOMER PROFILE





Nutralis

From the sea to the crops

CONTACTS

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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

Direct · Fair · Fast

DESCRIPTION

Quero Banana is a platform where growers publish their own offers, set their desired prices and deal directly with buyers. The platform does not buy, store or resell fruit, earning a R\$0.08/kg commission on closed deals. It manages the full transaction cycle—from offer and demand matching to invoicing, payment, reconciliation and grower payout—while registering fiscal documents to ensure traceability. Growers can join and publish offers through WhatsApp, without learning a new system.

PRODUCTS



BUSINESS MODEL

The business model is based on a transaction fee of R\$0.08 per kilogram, equivalent to approximately 3% of the typical market price. Quero Banana does not take ownership of the fruit, eliminating inventory, price, and spoilage risks. Revenue scales with transaction volume, with additional revenue streams planned through input intermediation, targeted advertising, price intelligence, sponsored education, and credit origination.

SUCCESS CASE

Quero Banana is participating in discussions to export Santa Catarina bananas to Italy alongside the state government, Port of Itajaí and SEBRAE. 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. This trusted community-based approach helps overcome one of the key barriers to agricultural platforms: grower adoption. The platform records transactions, publishes daily prices and provides training on Italian quality and export requirements. Its export school already offers a dedicated course on exporting bananas to Italy.

CONTACTS

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5
GROWERS REGISTERED ON
THE PLATAFORM

46.8 T
BANANAS TRADED
THROUGH THE
PLATAFORM

4
ORDERS FROM A REPEAT
BUYER

CUSTOMER PROFILE





CONTACTS

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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%.

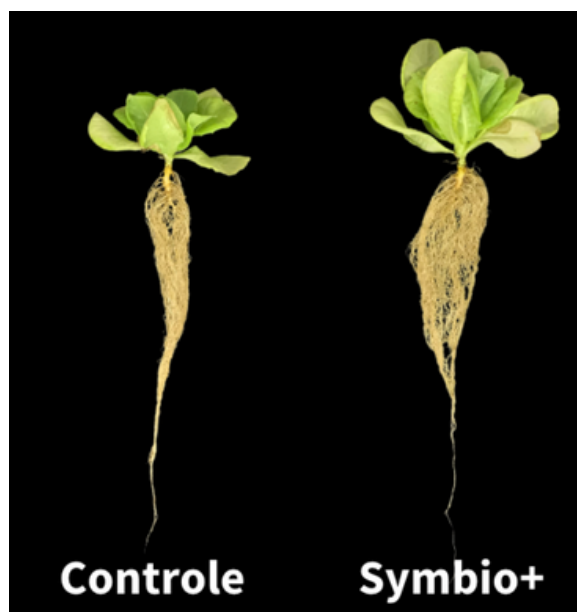
BUSINESS MODEL

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.

PRODUCTS



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.

CONTACTS

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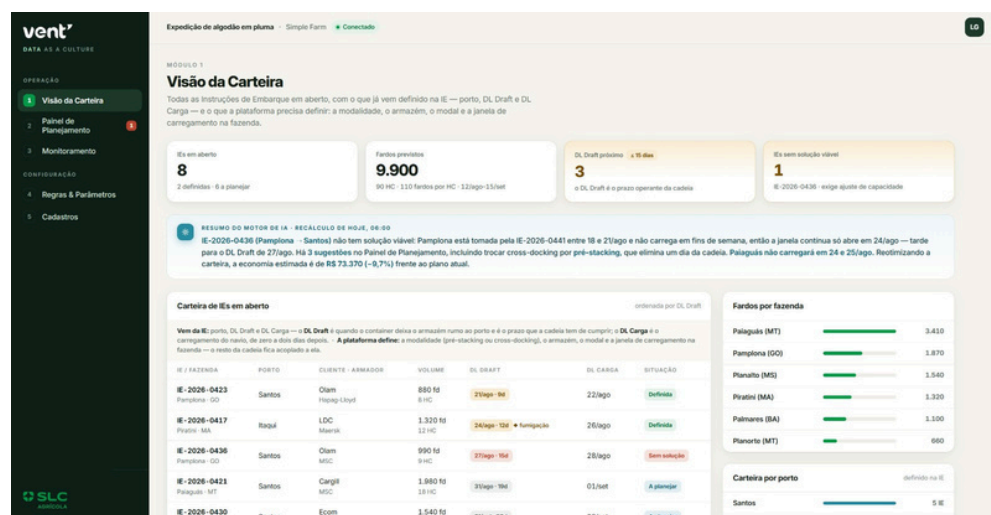
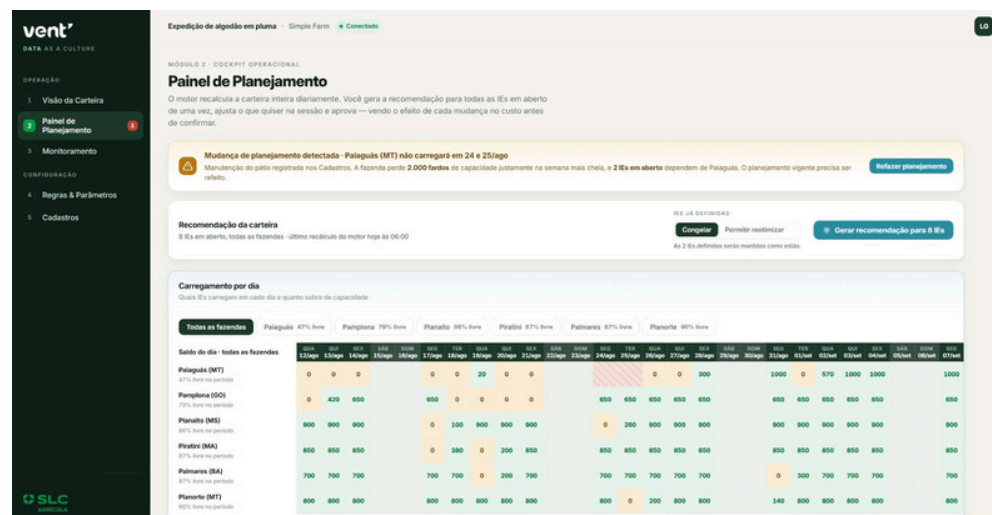
www.vent.digital

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



250
CLIENTS SERVED

500
EXTERNAL DATA
SOURCES CONNECTED

8°
100 OPEN STARTUPS
RANKING - ARTIFICIAL
INTELLIGENCE

CUSTOMER PROFILE

