



EMBASSY OF BRAZIL IN THE HAGUE

BRAZILIAN AGTECH & FOODTECH STARTUPS

MISSION TO THE
NETHERLANDS

MAY 2022



INNOVATION DIPLOMACY PROGRAM

The Innovation Diplomacy Program of Brazil, in a partnership with Embrapa (Brazilian Agricultural Research Company) and the Embassy of Brazil in The Hague, showcases in F&A Next 2022 a selection of six agtech and foodtech startups, out of a universe of over 1.125 Brazilian innovative companies in those two sectors. Ranging from cutting-edge biological control of pests to new food ingredients sourced in cooperation with indigenous peoples to AI in predictive soil monitoring, this startup mission reveals a vibrant innovation ecosystem, finely aligned with our common goals of promoting sustainability in its economic, social and environmental dimensions, fighting poverty and hunger in the world and facing up to the challenge of climate change.

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WHO IS COMING TO F&A NEXT:

AGROBEE

AgroBee connects farmers and beekeepers and provides smart pollination plans using AI and novel techniques.

AgroBee is a pioneer in coffee and soybean pollination. With a distributed network of more than 60,000 hives, AgroBee has already developed projects with major market players such as Nestlé, Koppert and Nucoffee, bringing more productivity, quality and sustainability to producers and generating new revenues with a social impact on regional beekeepers.

AgroBee is a fast-growing tech ESG startup that promotes sustainable agriculture and improvements in productivity and food quality. AgroBee's pollination network creates new sources of income and encourages the professionalization of beekeepers, generating a virtuous cycle of social impacts.

AgroBee is unique in Brazil, a leading producer of crops in which AgroBee's technology can be applied, such as coffee and soybeans. It finds a huge market to scale-up fast.

Products/Services: Specialized pollination services

Interests/Objectives: Contacts with investors and ESG project partners, especially in the coffee industry. Open investment round and looking for partners to scale-up.



WWW.AGROBEE.NET

Who to meet at F&A Next:

Guilherme Jorge Gomes de Sousa

Andresa Aparecida Berretta e Silva

Daniel Malusá Gonçalves

AMAZONIKA MUNDI

Amazonika Mundi developed a unique, vegan meat substitute product based on cashew fibre (that would otherwise be discarded), flavoured with novel amazon ingredients to provide tastier, healthier and more sustainable plant-based food.

Amazonika Mundi was born out of joint research of its founders with Embrapa, about finding uses for fibre in cashew production. The nuts and pulp of the cashew are quite popular, but 380k tons of cashew fiber are discarded every year in Brazil.

This fibre turned out to be ideal to manufacture vegan meat substitutes products, which Amazonika Mundi flavours with exotic Amazonian ingredients sourced in an environmental and socially responsible manner, from indigenous tribes, small-scale producers etc. The result is authentic and original flavors that appeal to consumers of all sorts, proving it can go beyond the vegan and vegetarian markets. Amazonika's plant-based products do not contain preservatives, trans fats, or genetically modified ingredients in their composition, and are rich in protein, fiber and nutrients.

Products/Services: Vegan substitutes for animal protein.

Interests/Objectives: Looking for investors to scale-up with focus on marketing, logistics and enhancing point of sales. Plans to start exporting its unique food tech products to other countries where it may hold a special appeal, such as the Netherlands.

AMAZONIKA MUNDI
MUNDO 100% VEGETAL



WWW.AMAZONIKAMUNDI.COM.BR

Who to meet at F&A Next:

Thiago Rosolem

Bruno Rosolem

BIRDVIEW

Birdview developed new technologies to release beneficial insects for ecological pest control in agriculture and for public health. The company has proven, validated technologies that increase the efficacy of beneficial insects as viable pest control agents, increasing shelf life and promoting insect competitiveness.

Currently operational for many different crops releasing predators, parasitoids and sterile adult insects, the technologies can also be used to fight malaria and dengue, helping quickly scale mosquito borne disease eradication projects.

Macro biological pest control helps reduce the need for chemical insecticides, helping avoid toxicity to farmers, in the food chain, environmental degradation and the development of molecule resistance in target pests.

Products/Services: Technologies to store, package and release beneficial insects for pest control in agriculture and fight mosquito-borne human diseases.

Interests/Objectives: Seeking investors and strategic partners to scale up its activities internationally, fund expansion and R&D and help license its new technologies in different markets around the world. Also looking for ESG investors and Foundations to help fund pilots to de risk and prove our technology to help the at scale eradication of chikungunya, zika, and other vector borne diseases.



WWW.BIRDVIEW.COM.BR

Who to meet at F&A Next:

Ricardo Machado

FARMLY

BiFarmly is building an ecosystem that aims to transform the coffee chain and the lives of small-scale producers around the world. Farmly is building an ecosystem, starting with the green coffee marketplace, that directly connects specialty coffee producers to roasters in Europe.

Farmly already operates with producers in Brazil and Colombia and is expanding to Ethiopia, offering everything from market intelligence to financial services. In Europe, Farmly recently opened its office in Rotterdam, as Farmly B.V.

Products and services: Farmly's services cover a wide range and is now expanding to fintech solutions and social networking:

- Farmlyclub: a marketplace connecting roasters in EU and UK with coffee producers. Farmly is responsible for all logistics from the farm to the roaster's location.
- FarmlyPay: a fintech that provides farmers with working capital financing and access to financial services. FarmlyPay is working with two products: anticipation of receivables and Coffee-backed Lending
- Cultivare: a social network that allows producers to share information about their products easily.

Interests/Objectives: Seeking investors to scale-up and partners to expand its international reach. Credit lines, Investment (Private equity), VISA application, Logistics partnerships.



WWW.FARMLYCLUB.COM

Who to meet at F&A Next:

Lucas Merhi Faria

NETWORD AGRO

Netword Agro developed proprietary technology for monitoring soils and crops using AI, Mathematical Modeling, Computer Vision and IoT to solve problems of sustainability and profitability for farmers, with a special focus on small-scale and family farming. Its exclusive technology automatically identifies the presence of harmful agents (such as pests, diseases and weeds) before damage has taken place, in 100% of the farm area and without need for field monitors. Currently, about 150k hectares are being monitored with Netword Agro's technology, resulting in reductions in handling costs between 20% and 40% and increases in productivity from 5% to 10%.

Netword Agro's technology has been applied in such crops as soybeans, corn, beans, wheat, cotton, sugarcane and pasture, in Brazil and Paraguay. Its business model is structured to scale its operations globally seamlessly, with information processed by Netword Agro's software at its cloud base.

Products/Services:

- Digital soil monitoring technology with proprietary sensor.
- Digital monitoring of crops, using with RGB imaging, for extension crops

Interests/Objectives: investors to scale-up; strategic partners for commercialization and operation in the Europe; establish ties with reinsurers, environmental certifications organizations, financial companies (to structure carbon credit actions), and agri companies and organizations of small farmers and family agriculture.



WWW.NETWORDAGRO.COM.BR

Who to meet at F&A Next:

Marcos Alexandre Fernandes Ferronato

Ana Carolina Clivatti Ferronato

SHIMEJITO

Shimejito Urban Farms offers agriculture-as-a-service for local, highly productive mushroom production, using its proprietary IoT technology. It assists the production of 25 species of functional mushrooms.

Through its award-winning technology (lauded inter alia by EIT Food), Shimejito introduced a bacon-like mycelium, and is currently working together with Embrapa on further research. The company is currently active in South America and in Portugal.

Products/Services:

- Pop-up Hub (Concept Franchise store with mushroom coffee shop)
- Smart Mushroom Farm (70m² Urban farms for 6 ton/year mushroom production)
- Biofactory (Mushroom substrate supplier facility that uses local waste to do produce 600 tons of soil recovery and 60 tons of exotic mushrooms per year)

Interests/Objectives: To strengthen its presence in the EU market and expand to other regions; seeking partners to establish research centers; and investors to scale-up, with special focus on its Latin America Operation in Brazil and Uruguay.



WWW.SHIMEJITO.COM

Who to meet at F&A Next:

Adriel Rodrigues Oliveira

Yara Ballarini

Renata Hessel

