



The Amazon Forest
is worth more alive and standing
than cut and burned



AMAZON-POSITIVE BUSINESSES

LOOKBOOK
DECEMBER 2022

An aerial photograph of a river delta, showing a complex network of water channels and land. The image is overlaid with a dark green, semi-transparent filter. The text is positioned in the lower-left quadrant of the image.

AMAZON-POSITIVE BUSINESSES

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WHAT WE DO

The Amazon Investor Coalition is an impact finance learning-and-collaboration platform whose mission is to increase and improve investments in forest-friendly economic development and the rule of law across the Amazon region. We unite global investors, philanthropists, companies, and allies, in partnership with Amazonian entrepreneurs, governments, indigenous nations, and civil society to flip the economic script on deforestation. This year, the Amazon Investor Coalition joined forces with Fundação CERTI in a strategic partnership to strengthen forest-positive entrepreneurship and help the Amazon region realize its full potential as the world's largest sustainable and diverse bioeconomy. The partnership between the Amazon Investor Coalition (AIC) and the CERTI Foundation is supported by the Partnerships for Forests programme.

LATAM'S HIGHEST- POTENTIAL BUSINESSES FOR AMAZONIAN IMPACT

We are delighted to showcase 14 of Latam's most promising nature-positive businesses, ready for their next stage of growth. Our impact thesis as an organization is to promote businesses that can outcompete the deforestation economy by creating economic competitiveness for standing forests and biodiversity, and innovations for the bioeconomy. Together with CERTI, we issued an open call across Latin America for companies with solutions for protecting and restoring Amazon ecosystems, while placing community wellbeing at the center.

We received a total of 161 applications through our International Hub for Amazon Startups, and are excited to present 14 of the most promising investable businesses to our network of investors, donors, and corporations. These 14 represent a diverse range of Amazonian solutions, from land restoration and food security, to super-nutrients and nano-cosmetics, to web3 and supply chain transparency, to remote sensing for rapid fire response. And more.

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100% AMAZONIA

Botanical innovation and trade intelligence that supplies the world with forest-friendly products

LOCATION

Belém, PA, Brazil

FOUNDING YEAR

2009

STAGE

Expansion Stage

SECTOR

Food & Beverage

CUSTOMER TYPE

B2B & B2B2C

CONTACT



Problem

The current economics of Amazon land production has pushed the Amazon to the edge of an irreversible tipping point. Industrial innovation is needed to harmonize economic and ecological outcomes by scaling sustainable Amazon production in lockstep with Amazon ecosystem regeneration.

Solution

Known as the “factory of the forest,” 100% Amazonia processes and exports ecosystem-friendly ingredients that are either wild-harvested sustainably from the forest or cultivated through regenerative practices. 100% Amazonia’s product portfolio spans 50 ingredients and 25 species, and has serviced 69 countries in the functional food, beverage, cosmetics, and pharma industries. 100% Amazonia is flipping the economic script on deforestation by creating innovation that monetizes the value of plants, strengthening Amazon supply chains, and boosting regional entrepreneurship and product pipeline.



Meet the Team

FERNANDA STEFANI CEO & Co-Founder

A seasoned economist and trader, Fernanda was 2020 EY Entrepreneur of the Year for Social and Environmental Impact and Exame Magazine's 50 Brazilians for the Climate. She studied at the School of Economics, Business and Accounting, University of São Paulo, and holds a Masters from Vienna University of Economics and Business. She speaks five languages fluently, is a Board member of B Lab Brazil and the Aliança da Restauração da Amazônia

GIOVANI ALVES Industrial Director

Giovani is a seasoned executive with 15+ years working in engineering, product development and global procurement for national and multinational companies. With a Master's degree in Production Engineering from Universidade Federal de Santa Catarina, his expertise includes applications in plastics, composites, metals, electronic components and software. Since 2010 he has been a Professor in Mechanical Engineering, Production Engineering and Automation.

JOZIANE ALVES CFO & Co-Founder

Joziane Alves is a socio-environmental impact entrepreneur who has 10+ years experience working in Europe. She holds a Bachelor 's degree from Universidade de Administração e Negócios de Florianópolis. She created the concept of Cas'Amazonia, which aims to safeguard the cultural heritage of the city of Belém.

FABIANO ALVES Business, ESG & Innovation Manager

Fabiano is an Environmental Engineer with a Master's in Production Engineering from Universidade federal de Santa Catarina. He has extensive knowledge of the ISO-14001, ISO-37001 and 19600 quality systems and is a senior consultant for the management of Certification Projects for Global Compact Brazil and System B Certification. He is responsible for the development of new bioeconomy business projects in the Amazon with a focus on fundraising, personal engagement and governance.



AMAPURI

Boosting food sovereignty and carbon draw-down with superfruits and agroforestry

LOCATION

Bogotá, Colombia

FOUNDING YEAR

2003

STAGE

Growth Stage

SECTOR

Food & Beverage

CUSTOMER TYPE

B2B

CONTACT



Problem

The long history of extractive agriculture in the Colombian Amazon has laid waste to thousands of hectares of degraded and underutilized land. Meanwhile, demand for superfoods, such as açai, has skyrocketed, creating economic pressure on ecosystems that are unable to keep up with demand.

Solution

Amapuri is recovering large stretches of Amazonian soils by harnessing the regenerative engine of agroforestry, the commercial engine of carbon credits, and the global demand for superfoods. The large-scale regenerative agroforestry system that is being designed by Amapuri intermixes native hardwood species with açai palms to sequester carbon, create wildlife habitat, restore soils, create green jobs, while stabilizing fruit supply and optimizing production and logistics.



Meet the Team

EDGAR MONTENEGRO
CEO, Co-Founder & President

Edgar holds degrees in International Commerce and Executive Management and is a social leader and expert in the superfood industry. Born in Putumayo, and raised in the jungle, he participated in Colombia's first program to substitute crops used for illegal purposes. He founded CorpoCampo, a family-owned natural food company, over 20 years ago

JOAQUIN GASTELBONDO
Project Manager

Joaquin is an anthropologist with a Masters degree in Agriculture and Rural Development and 10 years of professional experience in environmental consulting, project design, management and sociocultural research with an emphasis on rural development.

PILAR PRIETO
Executive Director & Co-Founder

Pilar is general manager of Ampuri and directs international relations. She has been with the company for over 20 years and holds a degree in Hospitality Management.



AMAZON OIL
The Rainforest Company

AMAZON OIL

Super-powered cosmetic oils that keep rainforests standing and people thriving

LOCATION

Ananindeua, PA, Brazil

FOUNDING YEAR

2006

STAGE

Expansion Stage

SECTOR

Sustainable Materials & Chemicals

CUSTOMER TYPE

B2B & B2C

CONTACT



Problem

Amazon trees are routinely cut down because there is a perceived lack of value around the goods and services they provide. Innovative business models are needed that attach revenues to living forests and wildlife. Sustainable harvesting of tree oils create new incentives for protecting ecosystems by generating green incomes for rural communities and forest guardians.

Solution

Amazon Oil works directly with riverine and traditional communities to extract cold-pressed oils, butters, and resins from nutrient-dense trees—many still unknown to the global cosmetics industry—such as the burití, bacaba, and patauí. By training communities on sustainable extraction methodologies and offering alternative streams of revenue that reduce deforestation pressure, Amazon Oil is putting the Amazon region on the map as a globally relevant exporter of refined botanical oils with demonstrable socio-ecological impact.



Meet the Team

DR. EKKEHARD GUTJAHR CEO & Founder

Klaus is an agricultural economist who has served as a consultant for GIZ, KfW, Center for International Forestry Research, Natura, and Ambev with expertise on smallholder farm management, monitoring, income generation for women, natural resource planning, and more. He has a Ph.D. in Agricultural Economics from the University of Stuttgart and a Master of Science degree in Land Resource Management from the National Institute for Research, in the Amazon.

IGOR MORAIS Mechanical Engineer

Igor has worked for over ten years as a consultant on Amazonian business, enterprise development, and regulatory affairs. He is establishing partnerships between engineering laboratories at the Federal University of Pará and AmazonOil to bring innovation to the cosmetic, pharmaceutical, and materials industries and find economically viable and sustainable products that will contribute to forest preservation.

JAQUELINE MODESTO Chemical Engineer

With a degree in chemical engineering, Federal University of Pará, Jacqueline has expertise in high-efficiency liquid chromatography, mass spectrometry, scanning electron microscopy, biofuel production, applied nanotechnology, and more. She also has experience in management and unit operations, including regulatory processes and industrial certifications.

MELINA GUTJAHR Production Engineer

Melina has a degree in production engineering from CESUPA and an MBA in labor safety engineering. Leading the company as Production Manager, she's accompanied the certification procedures and requirements for their entire supply chain. Additionally, she has extensive experience in export sales, industry logistics and quality management.



COURAGEOUS LAND

Reforestation via biodiverse agroforestry systems to meet global demand for regenerative carbon, food, ingredients and timber

LOCATION

Rorainópolis, RR, Brazil

FOUNDING YEAR

2021

STAGE

Venture Stage

SECTOR

Agroforestry, Food & Beverage

CUSTOMER TYPE

B2B2C

CONTACT



Problem

The current conventional agricultural system is responsible for 80% of deforestation, 25% of CO2 emissions, catastrophic biodiversity extinction, and consumer health issues caused by the use of agro-chemicals. Additionally, humanity is not prepared with resilient agricultural systems that can withstand climate change.

Solution

Courageous Land is a vertically integrated agroforestry company that designs and operates biodiverse agroforestry systems that are optimized for carbon removal, climate change resilience, green jobs, and co-benefits. Courageous Land's strategy of reforestation via agroforestry serves to restore soils and recover the biotic pump, while delivering carbon-negative food, ingredients, and timber to the world. Courageous Land aims to reforest 10,000 hectares of degraded Amazon lands by 2030, while stimulating large-scale adoption of agroforestry by smallholders across the basin.



Meet the Team

PHILIP KAUDERS
CEO & Co-Founder

Philip has over a decade of experience in Brazil with global sales, investments, marketing and technology. He started his career in the investment management division of Goldman Sachs, then worked in private equity at Tarpon Investimentos in Brazil, and for the last seven years was Head of Latin America for LTK which has driven over \$12B in sales globally. He graduated Magna cum Laude from Cornell University.

GILBERTO TERRA
Head of Agroforestry & Co-Founder

One of the world's leading agroforestry experts, Gilberto is a pioneer of large scale, biodiverse and carbon-optimized agroforestry in Brazil. He has planted more than 1,000 hectares of agroforestry including at his farm Sucupira (now part of Courageous Land), and has a Master's degrees in Ecology from Federal University of São Carlos, and in Forest Engineering from Universidade Federal Rural do Rio de Janeiro.



DARVORE

Disrupting deforestation with cosmetics powered by rainforests and nanotechnology

LOCATION

Manaus, AM, Brazil

FOUNDING YEAR

2020

STAGE

Venture Stage

SECTOR

Cosmetics, Perfumes & Pigments

CUSTOMER TYPE

B2C

CONTACT



Problem

Recent satellite data over this past year shows that Amazon forest destruction has broken a 15-year high. The ultimate challenge for the Amazon region in the near-term is to consolidate a forest economy with high-end value chains that generate socio-ecological-economic profits.

Solution

Darvore combines innovative nanotechnology with the rainforest's biological "technology" to beautify the world and create value that protects native forests, serves the global cosmetics market, and strengthens local economies. Darvore's commitment to fully utilizing the biodiversity of native forests creates efficiency and sustainability that is key to overcoming the opportunity cost of deforestation.



Meet the Team

DR. JOÃO TEZZA CEO & Partner

João is an economist with a PhD, Center for Environmental Sciences and Sustainability; MBA, Strategic and Economic Business Management. He has worked in companies, governments and the third sector, modeling and implementing Amazon impact businesses. He has extensive knowledge in corporate governance, origin certification processes, and R&D for forest products/services and was responsible for implementing the largest program of payments for environmental services in the Amazon, involving 8k families and more than \$30 m in investments.

DR. PAULO BENEVIDES Consultant

Paulo is Bachelor in Chemistry from the Federal University of Rio de Janeiro, Master in Organic Chemistry from the University of São Paulo and PhD in Organic Chemistry from the University of São Paulo. He is one of the most recognized specialists in cosmetics innovation management, collaborative models, corporate technology strategy, competitive intelligence, natural product chemistry, sustainable development and socio-biodiversity product chains for the cosmetic sector.

DR. ANDREA WAICHMAN Partner

Andrea Viviana Waichman has extensive experience in managing national and international research projects, having coordinated several network projects financed by the main Brazilian scientific and innovation promotion agencies: CNPq, CAPES and FINEP. She worked for 5 years (2012 – 2017) as Technical-Scientific Director of the Fundação de Amparo à Pesquisa do Estado do Amazonas – FAPEAM.

VALENTINA REGO Executive Manager

Valentina has a Bachelor's degree in Business Administration from the Federal University of Paraná. For 5 years Valentina worked as a tax incentive analyst with Brazilian companies to facilitate the financing of the Pequeno Príncipe children's hospital. A member of the Global Shapers youth community, Valentina was selected in 2022 to participate in the Amazonia 21 Expedition.



ECOFLORA

Harnessing native biodiversity to create the world's best natural alternative to synthetic blue dyes

LOCATION

Sabaneta, Antioquia, Colombia

FOUNDING YEAR

1998

STAGE

Growth Stage

SECTOR

Biotechnology

CUSTOMER TYPE

B2B

CONTACT



Problem

There are two parallel problems: First, deforestation has been increasing in central-west Colombia since the 2015 peace process—undermining its diverse and important ecosystems. There are few options for local communities to secure a sustainable income outside of deforestation-linked industries, such as cattle ranching and logging. Second, the food and cosmetics industries are fruitlessly searching for stable natural colorants to replace synthetic ones. There are few options to find natural and healthy pigments that are not affected by lower performance, especially those containing the color blue—a tint scarcely found in nature.

Solution

Ecoflora is solving both problems at once by unlocking the commercial potential for the Jagua (*Genipa americana*), a native tree whose fruit provides a stable and natural blue colorant, which the food and cosmetics industries have sorely lacked. Stable at a wide range of pH, temperature, and light exposure, the blue natural pigments created by Ecoflora are becoming the best option available globally for replacing synthetic blue dyes with natural alternatives. By consolidating value around protecting the native Jagua tree, Ecoflora is servicing the massive global personal care and domestic industries looking for nature-positive and healthy pigments, while serving as a leader on environmentally sustainable and socially responsible practices.



Meet the Team

PAOLA SALAZAR – CEO

A chemical engineer and management marketing specialist, Paola has 20+ years experience, as Business Manager, Commercial Director and Sales Manager in companies from the agro-industrial, chemical and human nutrition sectors. She has extensive experience in commercial strategy for B2B businesses, nationally and internationally, including direct sales, channel management, representations, and diversification of growth and profitability lines, and has carried out negotiations with Latin American, US, and Asian companies acting as a client, representative, supplier, and key account manager.

NICOLAS COCK - Chairman of the Board of Directors

Nicholas is an innovative and visionary leader who has been co-founder and manager of several companies including Ecoflora Agro, Ecoflora Cares and My Ecohome SAS, pioneers in the world of green businesses and biosolutions based on extracts of plants and green chemistry for the crop protection, food, personal care and home industries.

SANDRA ZAPARA - Innovation Manager

Sandra is a PhD in Engineering from the Universidad de Antioquia; co-developer of 4 international patents for natural products; awarded “Woman in Science” in 2009 by L’Oreal/UNESCO; and Green Talents by The German Federal Ministry of Education and Research. Listed as one of the 50 Latin women innovating to feed the world sustainably and deliciously by Forbes magazine. 20+ years experience in innovation management, research and development, project management and technology adoption. Focused on the development of Colombian biodiversity derived products for the agricultural, food, and personal care industries involving sustainable management, fair trade and legal access to biodiversity.

SERGIO ARANGO - Supply Chain Manager

Sergio has an MBA from Universidad de EAFIT. Social entrepreneur and Master in Business Administration with 35 years of experience in rural socio-business development, overcoming poverty, economic inclusion and sustainable development. Member of the Ashoka Global Network as a Fellow since 2008. University Professor – Master’s Degree in Agribusiness (Universidad de Antioquia) and Specialization in Agribusiness (Universidad Pontificia Bolivariana).



LUISA ABRAM CHOCOLATES

Chocolate from ancestral trees to delight the world, protect forests, and strengthen riverside community resilience

LOCATION

São Paulo, SP, Brazil

FOUNDING YEAR

2014

STAGE

Growth Stage

SECTOR

Food & Beverages

CUSTOMER TYPE

B2B & B2C

CONTACT



Problem

Riverside community livelihoods along the Amazon's drainage basin are suffering from overfishing, ecological fragility, and deforestation pressure. The current global cocoa supply chain is rife with issues that undermine the industry and its labor force. Producers receive few economic benefits from stewarding cocoa trees (receiving an average 6% share of the final price sold to consumers). This skewed concentration of economic power has led to social tragedies in the chocolate industry, from child labor to slavery-like working conditions. The Amazonian cocoa supply chain has great promise to serve as an alternative to deforestation-linked industries, unlocking green income streams that create incentives to protect rivers, trees, and soils, while building community resilience in the process.

Solution

Luisa Abram is a family-run 'bean to bar' chocolate-maker that makes wildy grown chocolate products from the Amazon basin. By partnering with riverside communities who steward wild ancestral cacao trees, Luisa provides local communities with incentives for protecting surrounding forests while providing global markets with top-tier, rare-origin chocolate. Abram provides family farmers with training and infrastructure to enrich their earning potential, and to quality-control every stage of the process—from the harvesting of the cacao to the finished bar and logistics. This explains why Luisa Abram chocolate tastes so good and so personal at the same time.



Meet the Team

ANDRÉA ABRAM CEO

The deal maker, responsible for sales and marketing (including digital and online market places), Andréa also oversees the daily activities in the factory. With a Law degree from Pontifical Catholic University of São Paulo, she plays a critical role in writing and analyzing all client contracts.

MIRIAN ABRAM CBO

As a former Systems Applications and Products (SAP) specialist, Mirian, the mother, takes care of the company's logistics, finances, and systems integration, and controls the back office workload. She has an Information Technology degree from the Federal University of Pernambuco, Recife, Brazil.

LUISA ABRAM COO

Luisa Abram's management team consists of the members of the Abram- Banks Family. Luisa is responsible for the cocoa origination, recipe creation and production, and has received many international awards. She also leads the training and mentoring of the farmer families in the Amazon forest and employees in the factory in São Paulo. She graduated in Culinary Studies from the Anhembi-Morumbi University in São Paulo.

ANDRÉ ABRAM CFO

André, the father, manages finance and accounting, oversees pricing strategies, and acts as a counselor and business consultant. He has a Ph.D. in Maths from Warwick University in the United Kingdom and more than 20-years of experience as an equity analyst working in the Brazilian financial market.



AGROSMART

A climate intelligence and ag monitoring platform that creates predictability for the food and cosmetics supply chains

LOCATION

Manaus, AM, Brazil

FOUNDING YEAR

2017

STAGE

Growth Stage

SECTOR

ESG & Impact Metrics

CUSTOMER TYPE

B2B, B2C & B2B2C

CONTACT



Problem

Companies in the food and cosmetics industries that use raw materials from the forest are increasingly concerned with supply chain instability in our drier, more flammable, less ecologically stable world. Still, most companies that depend on land-based resources do not have the data needed to make evidence-based decisions to mitigate supply chain risk and generate positive impacts on the resource base—especially in the Amazon region.

Solution

Agrosmart is the largest network of agdata across Latin America. To solve the data shortage problem, Agrosmart's field notebook tool aggregates information about crop production, climate, inputs, soil, and irrigation, and transforms this data into insights about yields, carbon and resilience through its ESG platform. This provides companies with assurances on whether their suppliers are in compliance with environmental requirements of certifications and protocols, allowing them to reduce their environmental footprint in the region and implement positive impact.



Meet the Team

MARIANA VASCONCELOS CEO & Co-Founder

Mariana Vasconcelos is a daughter of farmers, and co-founder and CEO of Agrosmart, techpioneer company by the World Economic Forum. Biz Dev with degrees from UNIFEI, ESALQ / USP, UCLA and Singularity University, Mariana was nominated MIT Technology Review Innovators under 35, Forbes Under 30 and Fast Company 100 Most Creative. She is a global ambassador for Thought for Food, expert in digital agriculture and considered one of the 100 most influential agribusiness people by Dinheiro Rural Magazine

THALES NICOLETI Production Director & Co-Founder

Thales Nicoleti is Co-Founder and Production Director at Agrosmart, a maker and an electric engineer graduated from UNIFEI. He led the electronic division of the UNIFEI's Uairrior robotics team for 4 years, taking them to be global champions for several years in a row. Today he leads the supply team in Agrosmart.

RAPHAEL PIZZI Chief Product Officer & Co-Founder

Raphael Pizzi is co-founder and CPO at Agrosmart and Board Member at 4Lab - an NGO focused on R&D and entrepreneurship in Hardware and Hard Sciences. Graduated in Design by the IED - Istituto Europeo di Design and Bauhaus-Universität Weimar. Awarded as the innovator of the year 2018 by the BRICS Young Innovator Prize



AMACHAINS

Blockchain technology that brings trust to agribusiness and the bioeconomy

LOCATION

Belém, PA, Brazil

FOUNDING YEAR

2019

STAGE

Venture Stage

SECTOR

Information Technology

CUSTOMER TYPE

B2B

CONTACT



Problem

One of the chief obstacles to traceability and accountability in agricultural supply chains is the lack of efficient integration of data along each link of the land-based production journey. Today, there is a fragmentation of information on production, industrialization, and carbon emissions. Consumers have a narrow perspective on the cumulative histories of the agriproducts they purchase, seldom privy to the relative costs and consequences of product life cycles—from planting, to manufacturing, to commercialization.

Solution

Amachains is a traceability platform that collects, synthesizes, analyses, and visualizes agri-impact data along each link of the production supply chain. By tracking impact indicators, SDGs, ESG metrics, and carbon emissions, the Amachains blockchain technology brings reliability and transparency to agribusiness information. Amachains can also be integrated via API, and contains the protocols developed through the design of sustainable business networks, another Amachains technology service.



Meet the Team

ALEXANDRE BEZERRA CEO & Co-Founder

Alexandre is a social entrepreneur, production engineer, agribusiness technician, disciple of innovation and problem solver. He has 20+ years of experience in business management, having worked in Education, Civil Construction, Visual Communication and Retail companies. He also served as Director and Vice-President of Açai Valley (Paraense Technology and Innovation Association) and was founder and CEO of Planeta Agro, a startup focused on solutions to add value to family farming products

BILLY PINHEIRO CTO & Co-Founder

Billy has a Bachelor's and Master's degree in Computer Science and Doctorate in Electrical Engineering focused on applied computing. He worked as a postdoctoral researcher in the NECOS Project (Novel Enablers for Cloud Slicing), developed in partnership by 7 Brazilian research institutions, including CPqD. He is an expert in Computer Networks and Distributed Systems, working on virtualization, SDN, wireless mesh networks, cloud computing, blockchain and architectures for microservices.

PAULA REBELO CFO & Co-Founder

Paula, an electrical engineer specializing in civil construction management, began her administrative journey 20+ years ago in a Telecommunications company coordinating teams in North and Northeast Brazil. She has worked in the administrative and financial management of companies in the Civil Construction, Retail and IT segments. She developed a social project in partnership with Banco Tupinambá (first community bank in the North), volunteering for female empowerment and income generation through the production of native Amazon bees.

ANDRÉ DEFRÉMONT CIO & Co-founder

André holds a bachelor's degree in Information Systems from the Federal University of Pará, his major was on building a decentralized application with blockchain. He is currently an MA student in Computer Networks with a major on permissioned blockchain. He started his career as a developer in 2013, working with projects for private companies and public agencies in different states of Brazil. Currently he designs, manages and develops systems mostly in Node.js and blockchain.



BIOVERSE

Break-through bioeconomy technology, powered by remote sensing and AI, to increase the efficiency of forest-positive production

LOCATION

São Paulo, SP, Brazil

FOUNDING YEAR

2019

STAGE

Venture Stage

SECTOR

Information Technology

CUSTOMER TYPE

B2G, B2B, B2B2C

CONTACT



Problem

Predictive data on the abundance of rainforest fruits and nuts are needed to equip Amazonian businesses with improved harvesting procedures that can meet the increasing global demand for superfoods, while protecting the rainforest's diminishing biodiversity. Improved methods are needed to map, locate, and estimate annual harvest of non-timber forest products (NTFPs)--the basket of products that can be sustainably harvested from a rainforest without depleting its underlying biological diversity.

Solution

Bioverse is a remote sensing and artificial intelligence impact solution for forest inventory that uses robust technologies for surveying, processing and applying NTFP harvest data to increase the productivity of NTFP supply chains. The Bioverse solution enables businesses and community cooperatives in the Amazon to increase their collection efficiencies, expand areas of operation, streamline logistics, and enlist off-takers in forest-positive production chains. Powered by drones, satellites, and machine learning, Bioverse's geospatial analysis services provide estimates of annual yields, biodiversity, and forest integrity, and estimates of future uplift from forest restoration. The global demand for natural products, such as NTFPs, is increasing and Bioverse's technology helps the Amazonian people take advantage of this opportunity to safeguard the local communities that protect the forest from the increasing threat of logging, mining, and ranching.



Meet the Team

FRANCISCO D'ELIA CEO

Francisco is a business and innovation leader with experience in satellite and ecological monitoring, climate risk analysis to ecosystem structures, geophysics and remote sensing. He has worked on startups in the mobility sector (Citimoov), and precision agriculture (Bioverse Labs), and has a Master's in Space Sciences from the University of Melbourne, Australia.

ROBERT MUGGAH CSO

For 2 decades Robert has advised national and municipal governments, tech companies, start-ups and international organizations on issues ranging from crime prevention to digital transformation. He co-founded Igarapé Institute, ranked the world's leading social policy think tank in 2019, and SecDev Group, dedicated to stopping digital risk and strengthening cybersecurity. Robert is a senior consultant at McKinseys, fellow at Princeton, the Graduate Institute, Chicago Council on Global Affairs and faculty at Singularity University.

NATHANIEL CALHOUN CIO

Nathaniel specializes in co-designing technologies that help scale proven interventions in low-income countries and challenging environments. He founded CODE Innovation to help development work organizations like UNICEF or DFID in more than two dozen mostly Sub-Saharan countries. Current projects focus on financial inclusion, women's empowerment and biodiversity monitoring.

MATEUS MARCOTO COO

Engineer specialized in aerial survey and system integration. Mateus has extensive experience leading aerial survey operations in remote locations with complex logistical detail. Since 2020, Mateus has led and managed Bioverse's field operations, as UAV RPA certified by ANAC in BVLOS (Beyond Visual Line-Of-Sight). Mateus is also responsible for creating Bioverse field operations protocols including first response to emergencies, training, equipment, logistics and management.



DIRECTTO

A one-stop-shop marketplace that streamlines buying and selling in the forest-positive bioeconomy

LOCATION

Belém, PA, Brazil

FOUNDING YEAR

2020

STAGE

Venture Stage

SECTOR

Food & Beverages

CUSTOMER TYPE

B2G & B2B

CONTACT



Problem

The dominant business model for the Amazon bioeconomy has been challenged by a lack of digital innovation and infrastructure to ensure the speed, security, and transparency needed for international commerce. Currently, the export journey of a bioeconomy product depends on black-box processes and multiple intermediaries, which limits the competitiveness of Amazonian producers in the global market for natural foods. Entry into global value chains is restricted to very competent companies that have the capacity to attract staff that have marketing and technology skills, and export know-how. Such skills are scarce in the Amazon.

Solution

Directto is a digital platform that empowers sellers and buyers of the bioeconomy. It provides local Amazon producers with the tools and services needed to access international markets based on the “one-stop-shop” concept, whereby producers exhibit their products and access services that tailor their export journeys to their local realities. Directto enables producers to concentrate their efforts on optimizing their business operations, and not on the complex day-to-day bureaucracy of an export process, to guarantee transactional risk reduction, eliminate intermediaries, and increase the efficiency of import-export operations.



Meet the Team

RODRIGO GOMES CEO & Co-founder

Rodrigo has over a decade of experience in technology-related marketing, sales and CS in Brazil. He started his career as an entrepreneur at the age of 22 in the segments of commerce, and services related to technique, today he runs a fintech company with 12 years in the market and last year generated 12 MM in revenue. At Directto, he leads the strategic and commercial development of the company.

ANDRÉ PRETZ COO

André has 15+ years of foreign trade experience in logistics and negotiation. Exporting Amazonian products to the USA, Israel, Turkey and Canada. He has expertise in cost analysis and financial controls, market evaluation, contracts, shipping, billing, collections, and the development of new suppliers. He graduated in business administration from Universidade da Amazônia (Unama).

ROSINEI OLIVEIRA CTO & Co-Founder

Rosinei has 15+ years experience contributing to rural socio-economic community-based projects in the Amazon. He started his career in research, has extensive experience in innovation management, digital transformation and currently focuses his time on developing bioeconomy-based businesses that contribute to improving the lives of rural communities across the Amazon. He has a PhD in computer application from the Federal University of Pará (UFPA). In 2016 and again from 2019 - 2020 he was a visiting scholar at Nova University of Lisboa.

DRAUZ REIS Board Member

Drauz is an accountant with an MBA in Corporate Finance from Fundação Getulio Vargas. He spent 6 years at EY auditing listed companies and a subsequent 10 years in private equity funds with holding companies in Brazil, Europe and the USA. He's had experience acting as CFO & CEO in different companies at different stages of governance. He has 25 years of experience in leadership, people management, quality control, systems, business planning, accounting and financial reporting, fundraising and M&A.



MANEJE BEM

Helping companies deliver on ESG goals by boosting family farmer productivity, sustainability, and life quality

LOCATION

Florianópolis, SC, Brazil

FOUNDING YEAR

2018

STAGE

Growth Stage

SECTOR

ESG & Impact Metrics

CUSTOMER TYPE

B2B

CONTACT



Problem

In Brazil, there are more than 5 million family farmers whose agricultural practices directly affect ecosystem integrity and global food security. However, the vast majority of these farmers (>75%) lack access to agricultural technical assistance and professional training that could increase their productivity, optimize ESG outcomes, and generate higher credibility with large buyers and consumers.

Solution

Maneje Bem is a digital application that provides land-based production monitoring and optimization services for agribusinesses and family farmers. It uses a mobile application to deliver daily technical assistance to family farmers, and collects socioeconomic, agronomic, and environmental data from family farmers. This enables local producers to increase their operating efficiencies and companies from land-based sectors to meet their ESG goals. By collecting field data and synthesizing socio-agri-environmental reports, Maneje Bem helps agribusinesses structure strategies, standardize indicators, and track progress towards forest-friendly development. Furthermore, Maneje Bem helps rural communities improve their agricultural productivity, environmental practices, and management through ManejeChat, a mobile application that provides family farmers with agronomic on-call services and remote technical assistance, already reaching more than 900,000 farmers, technicians and agronomists throughout Brazil. Providing agricultural content, agronomic on-call and remote technical assistance.



Meet the Team

JULIANE MENDES LEMOS BLAINSKI CEO & Co-Founder

Juliane is a biologist from Unipar. She has a Bachelor's degree in Biotechnology applied to Agroindustry from the Federal University of Paraná, Master's degree in Agronomy from Unioeste, and Ph.D. in Biotechnology and Biosciences from Universidade Federal de Santa Catarina, Brazil. She is the former director of Vertical Agribusiness at Acate and has an MBA in Entrepreneurship for Startups.

JULIANA MATTANA Chief Visionary Officer

Juliana works as an innovation coordinator developing new technology products focused on family farming. A biologist with a Master's degree in Biotechnology from the Federal University of Santa Catarina, she worked for seven years as a public servant in a company dedicated to agribusiness development in Santa Catarina.

CAROLINE LUIZ PIMENTA COO

Caroline is an agronomist engineer with a Master's degree and PhD in Sciences from the Postgraduate Program in Plant Genetic Resources at the Federal University of Santa Catarina (UFSC). She has worked at the Phytopathology Laboratory of the Center for Agricultural Sciences at UFSC; and the German company "PEAT GmbH" on the identification of plant diseases and pests and online agricultural technical assistance for farmers across the world. In 2016 she founded Fitocon, an agricultural consulting company for family farmers.



PIX FORCE

Streamlining carbon stock measurement in living forests with satellite radar and Artificial Intelligence

LOCATION

Porto Alegre, RS, Brazil

FOUNDING YEAR

2016

STAGE

Growth Stage

SECTOR

Information Technology

CUSTOMER TYPE

B2B

CONTACT



Problem

Plants have the world's most efficient technology for drawing down carbon emissions from the atmosphere; forests assimilate carbon into their tissues. Agile solutions are needed to map, measure, monitor, and validate the contributions of nature-based solutions (e.g., forest restoration and preservation) toward climate and nature targets. However, with the current approaches, estimating forest carbon stocks is a complex process, often lacks precision, and requires extensive time and effort.

Solution

Ranked as Brazil's #1 Computer Vision Startup in 2018-2019, and Brazil's #1 Artificial Intelligence Startup in 2020-2021, Pix Force harnesses spaceborne imagery from Synthetic Aperture Radar (SAR) and Artificial Intelligence to estimate forest biomass. Pix Force delivers biomass information to monitor the amount of carbon sequestered by conservation and restoration efforts, and the resources available for sustainable pulp and paper production. Pix Force draws from its expertise with SAR to detect deforestation in rainforests and oil spills on the high seas to provide biomass inventories that are cheaper, faster, and more accurate than what is currently available on the market.



Meet the Team

RENATO GOMES President & Co-Founder

Renato is also a co-founder and a Board Director of Graphite Company of the Americas, developing a graphite mine and processing plant in Brazil. Mr. Gomes holds a degree in electronics and a law degree both from the Federal University of Minas Gerais (Brazil), a master's degree from the London School of Economics (U.K.), and a doctorate from Georgetown University (U.S.A.).

HORACIO FORTUNATO CTO

Doctor in Physical Sciences graduated from the University of Buenos Aires in 1990. From 1990 to 1999, he worked in the private sector developing industrial automation systems. In 2012, he completed a post-doctorate in computing at UFRGS, during this period he taught classes for graduate and postgraduate students. For the last 21 years, he has worked in Computer Vision. From 2013 to 2018 he was a professor of Informatics and Engineering at the University Center Ritter dos Reis.

DANIEL MOURA CEO & Founder

For over 10 years, Daniel served as Partner and Brazil's Country Manager of NewFields, a US-based world-class environmental consulting firm. Mr. Moura started in Brazil as its sole employee in 2009 and, in 10 years, led the company to a 10-fold revenue increase powered by over 50 employees spread across 4 offices. Daniel is a licensed Engineer in Brazil with a Master's Degree from the University of Florida.

MARCELO GHILARDI CIO

Marcelo holds a master's degree in Computer Science from the Pontifical Catholic University of Rio Grande do Sul and a specialization in technologies applied to information systems. He has over 20 years of experience in programming and managing teams engaged in software development.


 A large, stylized graphic of the number '1.5' followed by a degree symbol and the letter 'C', representing the 1.5°C climate goal.

UMGRAUEMEIO

Reducing ecological destruction from forest fires through systemic prevention, early detection, and rapid response

LOCATION

Piracicaba, SP, Brazil

FOUNDING YEAR

2016

STAGE

Growth Stage

SECTOR

Wildlife Preservation

CUSTOMER TYPE

B2B

CONTACT



Problem

Megafires have led to a planetary crisis, made worse by the increasing flammability of vegetation from a drier climate, and the proliferation of fire ignitions from pro-deforestation agriculture. Not only are wildfires responsible for 20% of the planet's CO2 emissions, but they gravely impact biodiversity, human health, the economy, and water availability. In 2020, the mega-fires that destroyed a third of the Pantanal (Brazilian Wetlands) killed more than 17 million vertebrates. Another 3 billion animals were killed in Australia's 2019 mega-fire. In California, the toxicity of megafire plumes polluted water reservoirs, which created cancer mutations and systemic health problems for resident populations. Billions of dollars are burned each year in wildland fire catastrophes along with forests, which provide global economies with ecosystem services that our planetary health depends on.

Solution

umgrauemeio has developed an integrated technology and rapid-response system to monitor and defend Brazilian forests against fires. By employing Artificial Intelligence and multi-sensor resources (satellite imagery and high-resolution cameras) umgrauemeio stops forest fires in their early stages by instantaneously identifying ignition sources and sending alerts to on-the-ground system operators and fire brigades. umgrauemeio's software, the Integrated Platform for Forest Fire Management, Pantera, translates the fundamentals of fighting forest fires into scalable modules for prevention, early detection, and rapid response.



Meet the Team

ROGERIO CAVALCANTE CEO & Founder

A leader in strategy and business planning, Rogerio has been recognized for pioneering the new low-carbon world by Época Negócios (one of 100 innovative professionals) and the 2020 global Meaningful Business 100 (MB100) list, which identifies 100 outstanding global leaders who combine profit with purpose each year. He has Bachelor of Law degree from Padre Anchieta College.

EIMI ARIKAWA General Director & Co-Founder

Eimi is a Forest Engineer with experience in team management, project planning, process improvement, budgeting, small business administration, marketing, and internal strategic planning. She graduated from the Federal University of São Carlos, and has a Master's degree in Forest Resources from the University of São Paulo College of Agriculture, with emphasis on Forest Measurement.

ANTONIO LEBLANC CTO & Co-Founder

Antonio is a Mechanical Engineer from the Federal University of Rio de Janeiro and École Centrale de Lyon. He has experience with web development, artificial intelligence, remote sensing, and geo-technologies and is responsible for the strategic vision of the product and the management of interdisciplinary teams for the development of fire solutions.

OSMAR BAMBINI Chief Innovation Officer & Co-Founder

Graduated in Advertising and Marketing with extensive experience in innovation, sustainability, and circular economy, at umgrauemio works in the development of national and international partnerships and connections. Responsible for implementing and participating in acceleration programs focused on expanding institutional and strategic relationships to generate new business with ODS impact drive. Responsible for the implementation, monitoring and management of umgrauemeio as a B Certified Company.

OUR PARTNERS

The Amazon Investor Coalition is a joint program of the Earth Innovation Institute and the Giving Back Fund, in collaboration with NEXUS and CERTI, and with support from Partnerships for Forests, and other partners.



Earth Innovation Institute: Low Carbon Economy

The Earth Innovation Institute promotes the transition to low-emission rural development, a shift to economic growth across political boundaries that keeps the forest standing and rewards forest communities, farmers, and fishermen for using sustainable practices.

Partnerships for Forests: Shared Value

Partnerships for Forests (P4F) catalyzes investments in which the private sector, public sector and communities can achieve shared value from forests and sustainable land use. P4F is a program of the UK's Foreign Commonwealth and Development Office (FCDO), currently operating in Central, East and West Africa, Southeast Asia and Latin America. It is implemented by Palladium and Systemiq.

Fundação CERTI : Innovative Solutions

Fundação CERTI is a non-profit organization based in Brazil, with 37 years of experience fostering and developing innovation ecosystems in Brazil. In the Amazon, CERTI leads the Jornada Amazônia initiative, which aims to contribute to forest conservation by activating the impact entrepreneurship and innovation ecosystem and promoting the competitiveness of the standing forest.

NEXUS: Bridging Wealth and Impact

NEXUS bridges communities of wealth and impact. It serves as a global platform to unite next gen philanthropists, impact investors, and social entrepreneurs to bring about the most promising global solutions of our time.

CONTACT

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AMAZON INVESTOR COALITION