



11thAIT

Brazil
Academia-Industry Training

Brazil camp Booklet 2025

 University of St.Gallen
Institute of Management in Latin America
Leading House Latin America

 swissnex

MINISTÉRIO DA
CIÊNCIA, TECNOLOGIA
E INOVAÇÃO

GOVERNO FEDERAL
BRASIL
UNIÃO E RECONSTRUÇÃO

 CNPq



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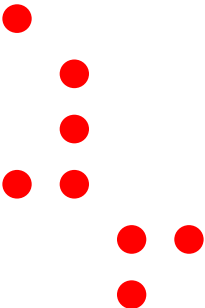
Academia-Industry Training Brazil (AIT) 11

Chapter 1

The Academia-Industry Training (AIT) Brazil is a training camp for Brazilian and Swiss scientists, launched and powered by Swissnex in Brazil, the Leading House Latin America (University of St.Gallen), the Brazilian Ministry of Science, Technology, and Innovation (MCTI), and the Brazilian National Council for Scientific and Technological Development (CNPq).

The AIT aims to connect promising researcher-entrepreneurs with industry so they can advance and bring their high-level research projects from the lab to the market. Now in its 11th edition, AIT Brazil has supported more than 200 researcher-entrepreneurs in strengthening their projects and growing their startups through workshops, mentorships, technical visits, specialized keynotes, and networking events in both Brazil and Switzerland.

Each edition of the program takes place in two phases, with one week in Brazil and another in Switzerland. With 10 Brazilian startups and 8 Swiss startups participating, the AIT Camp in Brazil will offer participants a deep dive into the Brazilian startup and innovation ecosystem. Taking place from September 8 to 12, the camp will provide valuable insights from experts on topics such as doing business in Brazil, the local DeepTech landscape, best practices in entrepreneurship, pitching to investors, and opportunities for science-based startups in the country. The Swiss-Brazilian delegation will also be introduced to key players, stakeholders, and potential local partners, fostering international collaboration and encouraging everyone involved to think “beyond borders.”



Partners & Funding

Chapter 2



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs,
Education and Research EAER
State Secretariat for Education,
Research and Innovation SERI

The State Secretariat for Education, Research and Innovation (SERI) within the Federal Department of Economic Affairs, Education and Research (EAER) is the federal government's specialized agency for national and international matters concerning education, research and innovation policy.



swissnex

Swissnex is the Swiss global network connecting the dots in education, research, and innovation. Our mission is to support the outreach and active engagement of our partners in the international exchange of knowledge, ideas, and talent. We thereby contribute to strengthening Switzerland's profile as a world-leading innovation hotspot.



University of St.Gallen

Institute of Management in Latin America
Leading House Latin America

The Institute of Management in Latin America is an affiliated institute of the University of St Gallen (HSG) based in São Paulo, Brazil, and has served as a bridge between Switzerland and Latin America since 2011 and promotes academic partnerships, research collaborations and cultural exchange.

MINISTÉRIO DA
CIÊNCIA, TECNOLOGIA
E INOVAÇÃO



The Brazilian Ministry of Science, Technology and Innovations (MCTI) exerts its strategic functions, promoting research and studies that result in the generation of knowledge and new technologies, and in the creation of products, processes, management and national patents.



The Brazilian National Council for Scientific and Technological Development's (CNPq) main duties are to promote scientific and technological research and to encourage the formation of Brazilian researchers.

Swiss Startups

Chapter 3



Aurélien Ducrey

Co-founder and CEO at ProSeed

ProSeed offers efficient, food-safe and renewable-energy microwave drying machines that enable food and beverage producers to turn wet by-products like brewers' spent grain and soy okara into valuable food-grade materials on-site.



Gregor Perich

Co-founder and CEO at Terensis

Terensis provides an agricultural intelligence platform which makes it easy for players in the agrifood chain to calculate their price risks when sourcing agri-commodities.



Gwenael Hannema

CEO at OrthoSens

OrthoSens turns standard orthopedic implants into smart, connected devices using battery-free sensors and a digital platform, unlocking real-time, personalized recovery insights to reduce complications, empower patients and transform post-surgical care.



Margareta Rybarikova

LemanFenix

LemanFenix is developing the first preventive thermoregulatory supplement to combat heat stress in poultry, enhancing animal welfare and ensuring food security in a warming world.



Swiss Startups



Poorya Amini

Founder and CEO at Risklick

We've developed the first AI-powered software that helps pharmaceutical companies bring their treatments to market up to 12 months faster



Thomas Goetschmann

CEO at TINAMU

At TINAMU we make drones fly automated to digitize traditional industries with flying sensors in tough environments.



Timur Ashirov

Founder and CEO at SEPARATIC

Transforming industrial CO₂ emissions into clean energy opportunities with breakthrough carbon-capture technology.



Virginia Ortiz

Founder and CEO at Balmo

Oral Care Solutions is redefining oral health with Balmo, a clinically-driven gel that brings lasting relief to people suffering from dry mouth due to chronic illness or medical treatments.



Brazilian Startups

Chapter 4



Esdras Salgado da Silva

Co-Founder at PipeX Robotic Systems

PipeX Robotic Systems develops bioinspired and autonomous robotic solutions for offshore inspection. Our patented dual-module system enables internal and external riser inspection in deep waters, reducing operational risks and costs. We aim to bring cutting-edge engineering to the energy sector with impactful and scalable technology.



Fabiane Almeida

CEO and Co-Founder at Aqua Viridi

Aqua Viridi is a biotech startup born in the heart of the Amazon, on a mission to regenerate agroindustry supply chains through microalgae-based solutions. We develop functional ingredients for animal nutrition, biofertilizers, and bioproducts that serve as sustainable alternatives to soy and synthetic agrochemicals — reducing deforestation, emissions, and resource overuse.



Felipe Cohen

CEO and Founder at Urbansea

Urbansea is a deeptech startup that leverages aquaculture-based technology to develop cultivation systems and products from native Brazilian seaweeds for the food and dietary supplement markets. The company focuses on producing native macroalgae through precision integrated multitrophic aquaculture, aiming to deliver innovative, plant-based products that are diverse, fresh, and safe. Urbansea stands out for offering consistent supply and high-quality standards, contributing to a more sustainable and reliable seaweed value chain.



Igor Pinto

CEO and Founder at Bioplazon - Amazon Bioplastics

Bioplazon is a Brazilian climate-tech startup transforming agro-industrial residues from the Amazon into sustainable packaging solutions. We develop advanced biodegradable and compostable bioplastics, as well as a proprietary biopolymer blend combining traditional plastics with up to 40% agro-waste, significantly reducing carbon footprint. Our mission is to accelerate the transition from fossil-based materials to circular, nature-based alternatives that meet industry standards without compromising the planet.



Brazilian Startups



Leonardo Fernandes

Scienco Biotech

Scienco is a trailblazer in supplying high-quality reagents for immunoassays, protein analysis, and molecular biology. With a commitment to local production and cutting-edge R&D, we specialize in: custom recombinant proteins for diagnostics and industrial applications; rapid diagnostic solutions, including our DairyTech vertical for A2 milk testing in livestock; end-to-end support, ensuring agile, cost-effective solutions for Brazil's biotech sector.



Luiz Torres Neto

CEO at Alvitta

Alvitta is a science-based company focused on developing natural ingredients for the food industry. Using advanced encapsulation technologies, our solutions promote effective preservation, health, and sustainability, all aligned with food safety and the future of food. We help transform products through natural and safe innovation.



Marcelo Pereira

Founder at LOGICO

LOGICO is an innovative SaaS platform designed to transform cost management and pricing strategies in logistics companies. Tailored specifically for freight carriers and third-party logistics (3PL) operators, LOGICO empowers businesses with full visibility and control over their operational costs.



Olivia Carr

CSO at Qnity

Qnity is a deeptech startup pioneering a quantum electrochemistry platform for ultra-sensitive, label-free molecular interaction analysis. Our technology enables attomolar-level detection, offering a novel alternative to ELISA and SPR, with broader molecular compatibility and significantly higher sensitivity. We are building a scalable platform that combines proprietary hardware, consumables, and reagents, aimed at accelerating drug discovery and molecular diagnostics. Our business model is designed to serve the pharmaceutical, biotech, and diagnostic industries, with future expansion into clinical applications through partnerships and licensing.



Brazilian Startups



Thaís Montanheiro
SHM Innovative Solutions

SHM Innovative Solutions is a startup dedicated to the development of non-intrusive structural health monitoring systems for critical systems and infrastructure such as pipelines, naval, automotive and aerospace components, and civil engineering structures. Our solutions integrate advanced sensors and wireless data acquisition and transmission systems, enabling real-time damage detection. By providing early warning of structural failures, our technology helps prevent accidents, reduce maintenance costs, and extend the lifespan of structures, offering a smarter and safer approach to asset management.



Vitor Hugo Almeida Junior
Co-founder and COO at TideSat

TideSat offers a complete service for water level monitoring — from the IoT water-level sensor to the cloud computing and data access online. Our flexible system is suitable for rivers, dams, and coastal areas. Our unique sensor operates from a safe distance from the water, ensuring functionality even during extreme events. It is low-cost, easy to install, and operates autonomously. TideSat empowers governments, vulnerable communities, and stakeholders in sanitation, ports, and navigation with reliable, real-time data to enhance flood response, strengthen climate resilience, and improve water resource management.



Important information

Chapter 5

Hotels

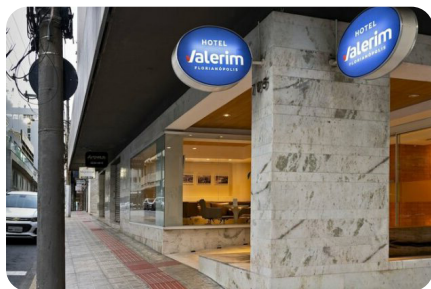


Ibis Budget Frei Caneca

R. Frei Caneca, 826 - Consolação, São Paulo
SP, 01307-002

Check-in: September 7th

Check-out: September 10th



Hotel Valerim

R. Felipe Schmidt, 705 - Centro, Florianópolis
SC, 88010-001

Check-in: September 10th

Check-out: September 13th

Please note: different dates may apply to specific participants.
Make sure to check the information on your ticket.

Communication



Join the WhatsApp group

All vital information will be shared through Email and WhatsApp. Email will be the primary communication channel, with WhatsApp being the more informal communication channel for quick news and updates, especially during the event

Social media

Posts, shares, and (re)tweets about your participation are more than welcome!

Please remember to be respectful when sharing content, especially when it involves the representation of local communities.

We also highly encourage you to use the official event hashtag #AITBrazil11 and tag Swissnex in Brazil and the Leading House (+ the CNPq profiles for Brazilian participants).



AIT Brazil11

What to bring?

Documents:

- ID/Passport;
- Insurance Card;
- Vaccination Certificate (not mandatory, but recommended — include records of vaccines such as yellow fever, polio, measles, mumps, rubella, diphtheria, and tetanus).

What to bring during the day?

- Water, a light snack, and comfortable footwear.

Social events (what to bring): We will have two social events during the program: the AIT Connection Night (09/09) and the AIT Pitch Competition (12/09). These are days on which a Business Casual outfit would be adequate.

Logistics: All transport during the week is organized for you. No need to worry about logistics. All departures will be from the official participants' hotels. Transport for extra activities or during weekends is not the responsibility of the organizers.



Program

Chapter 6

8 - 12 September

	08/09 Monday	09/09 Tuesday	10/09 Wednesday	11/09 Thursday	12/09 Friday
09:00					
10:00	Swissnex <ul style="list-style-type: none"> The Brazilian DeepTech ecosystem - an overview Pitch Training Workshop 	Cietec <ul style="list-style-type: none"> Shifting Academic to the Business Language Workshop 	Bioma Food Hub <ul style="list-style-type: none"> Doing Business in Brazil - Key Legal Insights Business Model Innovation Workshop 	Fundação CERTI <ul style="list-style-type: none"> Startup Roadmap - Practical Visits to Startups from Academia 	Darwin Startups <ul style="list-style-type: none"> Expert Insights from Florianópolis
11:00					
12:00					
13:00	Lunch				
14:00					
15:00	Aya <ul style="list-style-type: none"> Working towards a circular economy - Workshop Sustainable Entrepreneurship Workshop 	IPT <ul style="list-style-type: none"> IPT Startup Programs and Funding 	O Boticário & InovaHC <ul style="list-style-type: none"> Open Innovation and Corporate Venture Capital: How to engage with large companies 	Vesper Ventures <ul style="list-style-type: none"> What's important when pitching to investors 	Impact Hub <ul style="list-style-type: none"> AIT Pitch Competition
16:00					
17:00					
18:00				Startup Sunset Stories	
19:00	Dinner	AIT Connection Night at Green Sampa	Flight to Florianópolis	Dinner	Closing dinner
20:00					
21:00					

Please note: the agenda is still subject to changes.

Agenda

Chapter 7

Sunday, September 7

Welcome to São Paulo!

18:30 Pre-AIT dinner at NOU

Address: R. dos Pinheiros, 274 - Pinheiros, São Paulo

Informal and optional networking dinner to meet fellow participants, organizers, and set the stage for the week.

Monday, September 8

From local to global impact

Departure from the hotel at 08:45

09:15 Setting the stage

Location: Swissnex in Brazil

Address: Av. Paulista, 1754, 10th floor - Bela Vista, São Paulo

09:00 Welcome coffee & Welcome remarks

We kick off the week with an informal welcome coffee — a chance to start building connections that will grow throughout the program.

09:30 Personal Introductions

In this opening circle, participants and organizers introduce themselves and share expectations. We'll walk through the agenda, highlighting the week's themes.

10:00 The Brazilian Startup Ecosystem

An overview of the main innovation hubs across the country, key sectors, and the role of universities, corporates, and government in fostering entrepreneurship.

10:15 Pitch Training Workshop with Leticia Jorge (Sebrae for Startups)

Led by Leticia Jorge, from Sebrae for Startups, this interactive workshop helps participants sharpen their pitch narratives, align messages with investor expectations, and build confidence to present their ventures effectively.

12:00 Lunch

Location: Mug.sp - Casarão Pamplona

Address: R. Pamplona, 145 - Bela Vista, São Paulo

13:30 Transfer from the restaurant to AYA

14:00 Innovation for a circular and regenerative future

Location: AYA Hub

Address: Alameda Rio Claro, 28 - 5th and 6th floors - Bela Vista, São Paulo**14:00** Introduction and institutional presentation from Aya**14:30** Working towards a circular economy Workshop

An interactive workshop exploring the principles of the circular economy, and how startups can embed circular thinking in product design, operations, and strategy to create value and reduce waste.

15:30 Sustainable Entrepreneurship Workshop

A hands-on session to reflect on business models that generate positive environmental and social impact, balancing financial sustainability with purpose-driven innovation.

**About AYA:**

Aya Hub is a pioneering innovation space in São Paulo dedicated to sustainability, regenerative economy, and climate-positive solutions. It brings together entrepreneurs, researchers, corporations, and creators to collaborate on building an economy that respects planetary boundaries and generates positive impact. Aya Earth Partners is the first and largest ecosystem dedicated to accelerating Brazil's regenerative and carbon-zero economy.

About Eureciclo:

Eu Reciclo is a Brazilian environmental solutions company that connects brands, recycling cooperatives, and society through a compensation mechanism called the "green seal." Its platform helps companies meet reverse logistics targets and promotes the development of the recycling chain across the country.

About eAmazonia:

eAmazonia is a creative impact project that uses art, design, and communication to highlight the richness and challenges of the Amazon. By turning narratives and data into inspiring content, eAmazonia seeks to raise awareness and drive action for the preservation and regeneration of the biome.

17:30 Transfer from Aya to Ibis Budget Frei Caneca hotel**19:30 Welcome dinner**

Location: Spot

Address: Alameda Min. Rocha Azevedo, 72 - Bela Vista, São Paulo

Tuesday, September 9**From lab to peer exchange**

Departure from the hotel at 08:30

*Please bring a change of more formal clothes with you

09:30 Bridging Research and Market Language

Location: Cietec

Address: IPEN - Av. Prof. Lineu Prestes, R. Interna da Cidade Universitária, 2242, São Paulo

09:40 Settling Down and Welcome Coffee

10:00 Introduction to Cietec and Entrepreneurs Connection

An opening visit to Cietec, one of Brazil's largest incubators supporting science- and technology-based startups. Participants will meet resident entrepreneurs and explore how university-born innovations become market-ready businesses.

10:15 Exchanging lessons learned with AIT Alumni – Ailton Pereira, Aiper

An inspiring conversation with Ailton Pereira, alumni of the AIT program. He'll share reflections on building a startup in Brazil, overcoming challenges, and the role AIT played in their journey.

10:30 Differences between academic and corporate language Workshop

A practical discussion on translating scientific and technical research into messages that resonate with investors, industry partners, and customers, an essential skill for moving from lab to market.

**About Cietec:**

Cietec is a leading incubator based at the University of São Paulo's IPT campus, dedicated to transforming innovative research into high-impact businesses. It offers infrastructure, mentorship, and a vibrant entrepreneurial network to support early-stage science- and technology-based startups.

About Aiper:

Aiper is a Brazilian biotech startup founded in 2021, specializing in the development of microbial biopigments using industrial agro-waste via fermentation. These biodegradable and non-toxic pigments offer an ecological replacement for synthetic dyes—with beneficial features such as UV protection and antimicrobial properties—ideal for industries like textiles and cosmetics.

12:00 Lunch

Location: Viveiro Gnanni

Address: Rua do Matão, 801

13:30 Business in Brazil

Location: IPT - Instituto de Pesquisas Tecnológicas

Address: Av. Prof. Almeida Prado, 532 - Cidade Universitária – Butantã – São Paulo

13:30 IPT Introduction and Labs Connection

A guided visit to IPT, one of Brazil's leading applied research centers. Participants will connect to cutting-edge laboratories and experts, and learn an example of tripe-helix partnerships in Brazil.

15:00 Setting in Brazil Workshop

A hands-on introduction for aspiring entrepreneurs who want to launch their business in Brazil. Understand the ecosystem, avoid common pitfalls, and get actionable steps to start strong.

**About IPT:**

Founded over 120 years ago, IPT is a renowned center for applied research and technological development in Brazil. With state-of-the-art laboratories and multidisciplinary expertise, it supports industry, government, and startups to prototype, test, and bring innovative products to market.

16:00 Transfer from IPT to Green Sampa**18:30 AIT Connection Night**

Location: Hub Green Sampa

Address: R. Sumidouro, 580 - Pinheiros, São Paulo



An evening dedicated to celebrating the spirit of collaboration and innovation that defines the Academia Industry Training (AIT) program. Bringing together current participants, alumni, partners, and partners, the AIT Connection Night is an opportunity to strengthen networks, and spark new ideas across science, entrepreneurship, and impact

**About Green Sampa:**

Hub Green Sampa, operated by ADE SAMPÁ (São Paulo Development Agency) under the city's Secretariat for Economic Development, Labor and Tourism, is a flagship program and innovation space dedicated to green economy and sustainability ventures.

Located in the historic revitalized incinerator building at Praça Victor Civita in Pinheiros, it hosts and accelerates startups working on environmental technologies that tackle challenges like clean energy, waste management, water and air quality, eco-agriculture, urban mobility, and circular industry.

Wednesday, September 10**From Classroom to Market**

Departure from the hotel at 08:30

*Please check out of your hotel in the morning and bring your luggage with you for the transfer.

09:30 Innovating Business Models & Navigating Legal Landscapes

Location: Bioma Food Hub

Address: Av. Cidade Jardim, 377 - 1st | 3rd | 6th floors - Itaim Bibi, São Paulo

10:00 Welcome to Bioma Food Hub

10:00 Business Model Innovation Workshop

Led by Dr. Rocio Robinson from the Leading House for Latin America (University of St. Gallen), this workshop explores innovative approaches to designing and adapting business models that meet market needs, foster scalability, and maximize impact, essential skills for startups and entrepreneurs navigating dynamic environments.

11:00 Doing Business in Brazil: Key Legal Insights

Virginia Coelho from FCR Law shares crucial legal insights and practical guidance for foreign and local entrepreneurs aiming to establish and operate businesses in Brazil. The session covers regulatory challenges, compliance requirements, and best practices to ensure legal security.

**About Bioma Food Hub:**

Bioma Food Hub is an innovation ecosystem dedicated to exploring “food and its futures.” More than a coworking space, it brings together impact-driven companies like NotCo and Nude in a collaborative environment offering professional kitchens, event venues, and coworking facilities. Through programs, partnerships, and community-driven events, Bioma fosters regenerative food systems by aligning production, consumption, and culture around sustainability and social impact.

About FCR Law:

FCR Law is a Brazilian legal firm specializing in corporate law, intellectual property, and regulatory compliance. With a strong focus on supporting startups, innovation-driven companies, and cross-border business operations, FCR Law offers tailored legal solutions to help clients navigate Brazil's complex legal environment.

12:00 Lunch

Location: Papaya Café

Address: R. Pedroso Alvarenga, 1051 - Itaim Bibi

14:30 Open Innovation and Corporate Venture Capital: How to Engage with Large Companies

This session explores strategies for startups and entrepreneurs to collaborate effectively with large corporations through open innovation and corporate venture capital (CVC). Participants will learn how to navigate partnership opportunities, align interests, and leverage corporate resources to accelerate growth and scale impact. The group will be divided in 2 in this moment.

Visit 1

Location: Grupo Boticário

Address: Continental Square - R. Olimpíadas, 205 - 12 - Vila Olímpia, São Paulo

Visit 2

Location: InovaHC

Address: R. Dr. Ovidio Pires de Campos - Cerqueira César, São Paulo

**About Grupo Boticário:**

One of Brazil's largest beauty companies, with brands like O Boticário, Eudora, Quem Disse, Berenice?, and Vult. Through GB Ventures, it accelerates and invests in startups in beautytech, retailtech, biotech, and fintech, offering a five-month equity-free acceleration program and a R\$100 million CVC fund for minority investments.

About InovaHC:

The Technology Innovation Center of Hospital das Clínicas (USP), Latin America's largest hospital. Inova HC fosters healthcare innovation, supporting 70+ projects, mentoring 80+ solutions, training 350+ professionals, and investing R\$50 million in impactful healthcare technologies.

17:00 Transfer from Corporate Visits to Congonhas Airport

20:40 Flight from Congonhas Airport to Florianópolis

22:00 Transfer from Florianópolis Airport to Hotel Valerim

Thursday, September 11

From Plans to Presence

Departure from the hotel at 09:15

10:00 Florianópolis - Ecosystem Insights

Location: Fundação CERTI / Sapiens Parque

Address: Rua Eng. Agrônomo Andrey Cristian Ferreira, 201 - Florianópolis/SC

10:00 Reception at Celta/Sapiens & Ecosystem Actors Overview

Participants are welcomed at the Celta/Sapiens space, where key ecosystem actors such as incubators, funding sources, and support organizations will be introduced. This overview highlights valuable resources available to startups for growth and development in the region.

10:30 Startup Roadmap - Practical Visits to Startups from Academia

A guided visit to startups housed at Celta/Sapiens that originated in academic environments. Founders will share their entrepreneurial journeys, including challenges and lessons learned, offering inspiration and firsthand insights to emerging entrepreneurs.



About Fundação CERTI:

Founded in 1984 in Florianópolis, Fundação CERTI is a nonprofit that provides research, development, and specialized technology services for private, public, and nonprofit sectors. With units at UFSC campus, Alfa and Sapiens Parks, and institutes in Manaus and Brasília, CERTI supports innovation across Brazil. It has partnered with major companies like WEG and Embraer, assisted over 8,000 startups, and developed around 2,000 projects in various sectors. CERTI employs over 400 professionals focused on advancing technology and industry competitiveness.

About Sapiens Parque:

Sapiens Parque is a technology park and innovation hub located in Florianópolis, dedicated to fostering the growth of knowledge-based companies. It provides infrastructure, networking, and strategic support for startups and businesses, focusing on sectors like ICT, health, and cleantech.

12:00 Lunch

Location: Restaurante Barió

Location: Ground floor of Makan Center - Sapiens Parque, Av. Luiz Boiteux Piazza, 1302B - Cachoeira do Bom Jesus, Florianópolis

14:00 Investor Insights

Location: Vesper Ventures

Address: Espaço +UM - Rod. José Carlos Daux, 6997 - Santo Antonio de Lisboa, Florianópolis - SC

14:00 Introduction to Vesper Ventures

An overview of Vesper Ventures, a biotech venture capital firm focused on supporting innovative startups in the life sciences sector. Participants will learn about Vesper's mission, investment focus, and how they empower emerging companies to grow and succeed.

14:30 What's Important When Pitching to Investors? – Lucas Fachin, Vesper Ventures

Lucas Fachin shares key insights on how to craft compelling pitches that resonate with investors, covering elements like clarity, storytelling, business potential, and addressing investor expectations.

15:00 Pitch Practice

Participants work directly on refining their pitches by presenting their pitch in small working groups. This hands-on session provides personalized feedback and practical advice to improve pitch delivery and content.

**About Vesper Ventures:**

Vesper Biotechnologies is a biotechnology company that unites world-class scientists to develop revolutionary technology platforms in human health and agriculture. The company focuses on creating bold and disruptive solutions by providing access to capital, a national and international network, and a dedicated management team. Vesper stands out for its hands-on, participatory, and collaborative management style, aiming to address major global challenges through innovative biotech projects.

17:30 Startup Sunset Stories

Location: Santo Antônio de Lisboa, Florianópolis - State of Santa Catarina

An open, peer-led workshop where participants break into small groups to share real challenges they're facing — from team building to product validation — and co-create possible strategies and solutions. A space for candid dialogue, learning, and mutual support.

18:40 Dinner

Location: Lisboa 48

Address: R. Quinze de Novembro, 171 - Santo Antônio de Lisboa, Florianópolis

Friday, September 12**From Presence to Future**

Departure from the hotel at 09:15

10:00 Market Strategy

Location: Darwin Startups

Address: Primavera Office - SC-401, Km 04 - 4th floor - Saco Grande, Florianópolis - SC

10:00 Introduction to Darwin Startups

An overview of Darwin Startups, a leading Latin American startup accelerator that supports early-stage ventures with mentoring, funding, and market access. Participants will learn about Darwin's approach to scaling startups and fostering innovation across diverse sectors.

10:30 Workshop: Product and Pricing Strategy

A hands-on workshop focused on developing effective product and pricing strategies. Participants will explore key concepts and best practices to align product value with customer needs and market demands.

**About Darwin Startups:**

Darwin Startups is one of Latin America's most active accelerators, offering tailored programs to help startups refine their business models, access investment, and connect with corporate partners. Founded in 2017, Darwin has supported hundreds of startups across multiple countries, driving innovation and entrepreneurship in the region.

12:00 Lunch

Location: Passeio Primavera

Address: Rodovia SC 401, 4100 - Km4 - Saco Grande, Florianópolis

13:00 Pitching, Feedback & Celebration

Location: Impact Hub

Address: Primavera Office - SC-401, Km 04 - Saco Grande, Florianópolis - SC

13:00 Introduction to ACATE

Participants get to know ACATE, the leading innovation and technology association in Santa Catarina, and its role in supporting startups and strengthening the local entrepreneurial ecosystem.

14:00 Next steps

Dr. Rocío Robinson-Wiedemann will introduce the outline from the AIT Brazil 11 - Week in Switzerland. Together with Isabela Temístocles, follow-up programs will also be introduced.

14:30 AIT Pitch Competition

Startups present their pitches to a panel of expert jurors. A chance to showcase their solutions, test messaging, and gain visibility within the ecosystem.

17:15 Winners announcement and Closure

**About ACATE:**

ACATE is the Santa Catarina Association of Technology. With over 1,700 member companies, it connects startups, scale-ups, and large corporations, driving collaboration and growth across the state's technology hubs. Through initiatives like the world-renowned MIDITEC incubator, the LinkLab open innovation platform, and its international hub in Canada, ACATE supports talent development, business acceleration, and global connections that strengthen one of Brazil's most dynamic innovation ecosystems.

About Impact Hub:

Impact Hub is a global network of locally founded and operated innovation incubators, accelerators, coworking spaces, and nonprofit organizations, all governed under a distributed model headquartered in Vienna, Austria. Founded in 2005, the network fosters social and environmental entrepreneurship across more than 65 countries and dozens of innovation hubs.

18:00 Dinner

Location: Boni's Bar

Address: Av. Pref. Acácio Garibaldi São Thiago, 67 - Lagoa da Conceição, Florianópolis

AIT Pitch Competition

Chapter 8

What to prepare?

In the Final Pitching Competition, a panel, composed of business and industry experts, will evaluate the final pitches with the following criteria (equal weight):



Quality of overall idea, applied research, technology (product, service)



Market potential (competition, scalability, and application possibilities of the research project, product, and/or service)



Feasibility of business model (revenue and cost model)



Roadmap to success (following milestones)



Entrepreneurial personality and team (experience, skills, diversity)



Possibility of exchange (possibility of a trade, markets, and scientific exchange between Brazil and Switzerland)

Every participant will have a total of 3 minutes of pitch. Please do not exceed your time, as you will be interrupted whether you have finished or not.



Your 3-minute pitch must be added in PDF by Thursday (11.09) at 23:59 to the linked folder

AIT Pitch Competition

Pitch Moderator



Vincenzo Arrighi Spedo

Program Manager at Swissnex in Brazil

As Program Manager at Swissnex in Brazil, Vincenzo works to strengthen the dialogue between Brazil and Switzerland, especially in areas where creativity, technology, and public impact meet. He holds a bachelor's degree in Design from the University Centre of Fine Arts of São Paulo (Belas Artes) and is currently pursuing a postgraduate specialization in Strategic Foresight and Futures Design at the Superior School of Propaganda and Marketing (ESPM) in partnership with the Italian Institute for the Future (IIF)



Meet the jury



Dr. Rocío Robinson-Wiedemann

Head of Innovation & AIT Startups

Dr. Rocío Robinson-Wiedemann is the Head of Innovation and AIT Startups (Switzerland, Brazil, Colombia, Chile, and Mexico) at the Swiss Leading House for the Latin American Region, where she has worked for the past 8 years. Her areas of specialization include social innovation, internationalization strategy, and business model innovation. Before focusing her career on innovation, Rocío worked in New York City in financial industries tied to Emerging Markets, in Sierra Leone for a Norwegian NGO, and at UBS Wealth Management International in Zürich. Rocío completed a BA in Political Science at Smith College in Massachusetts, USA, and studied International Relations at the Graduate Institute in Geneva (IHEID). She earned an MSc in Comparative Politics from the London School of Economics (LSE) and wrote her PhD dissertation about the politics, business, and sustainability of Swiss Multinationals in Latin America at the University of St.Gallen in Switzerland.



Isabela Temístocles Gomes

Innovation and Startups Program Manager at Swissnex in Brazil

Isabela is a Program Manager connecting Switzerland and Brazil in the fields of innovation and startups. A Brazilian national, she holds Bachelor's degrees in International Relations and Science and Humanities from UFABC and is pursuing a Master's in International Relations at FGV. With experience in supporting startup internationalization, public-private partnerships, and international delegations, Isabela works to strengthen innovation and sustainability ecosystems. Previously, she led initiatives between Germany and Brazil, reflecting her dedication to international cooperation and impact.





Lucas Bories Fachin

Portfolio Manager at Vesper Biotechnologies

Lucas Bories Fachin is a Portfolio Manager at Vesper Biotechnologies, where he supports the growth of biotech startups developing innovations in health and agriculture. A Chemical Engineer with an MSc in Materials Science, he has over a decade of experience bridging deep tech research and market applications across diagnostics, advanced materials, agtech, and therapeutics.



Edroaldo Lummertz da Rocha

Assistant Professor at the Federal University of Santa Catarina

Dr. Lummertz da Rocha trained in prestigious universities, hospitals and research institutions, such as the Wyss Institute for Biologically Inspired Engineering at Harvard University, Mayo Clinic, Boston Children's Hospital and Harvard Medical School. Dr. Lummertz da Rocha is an Assistant Professor at Federal University of Santa Catarina and Affiliate Faculty of Dell Medical School at the University of Texas in Austin. He has secured funding from the National Institutes of Health, USA, The State of Santa Catarina Research and Innovation Support Foundation (FAPESC) and the Serrapilheira Institute, Brazil, to support his laboratory's research on hematopoiesis and cancer metastasis at the intersection with biomedical data science.



Betina Zanetti Ramos

Founder and President of Nanovetores Group and Vice President of Relationships at ACATE

Betina Zanetti Ramos is the Founder and President of Nanovetores Tecnologia S.A., a leading Brazilian company in nanotechnology for cosmetics, exporting to over 46 countries. With a PhD in Chemistry from UFSC and Université Bordeaux I, she is the inventor of 13 patents and author of more than 20 international publications on encapsulation systems and biocompatible materials. Under her leadership, Nanovetores has received multiple innovation awards and was ranked among Brazil's fastest-growing SMEs by Exame magazine. She also serves as Vice President of Relationships at ACATE, championing innovation and entrepreneurship in Brazil.



AIT Ambassadors

Chapter 9



Ailton Pereira

CEO at AIPER

Ailton Pereira, Master in Biotechnology, founder, executive and scientific director of AIPER.



Anja Rundquist

Chief Commercial Officer at InvestConservation

Anja Rundquist, Chief Commercial Officer at InvestConservation focus on making conservation of tropical forest investable, leveraging smart technologies.



Aris Mukherjee

Co-founder & COO at RTDT Laboratories

Aris Mukherjee is the Co-founder and COO of RTDT Laboratories AG, an ETH Zurich spin-off pioneering advanced sensor and software solutions to optimize wind turbine performance, design, and risk management. He earned his degree in Electrical Engineering from ETH Zurich before beginning his career in Venture Capital, where he gained deep exposure to the startup ecosystem and entrepreneurial growth strategies. Transitioning from investor to operator, Aris co-founded RTDT to drive innovation in renewable energy technology. In 2024/2025, he participated in the 10th edition of AIT Brazil.



Marcela Camargo

CEO at Sante Science

Biologist with over 20 years of experience in teaching and research at leading Brazilian, US and UK universities. She transitioned from academia to scientific entrepreneurship to turn knowledge into tangible health solutions. As the founder and executive at Sante Science, she operates at the intersection of science, innovation, and business, with a strong focus on human development and social impact. Throughout her journey, she has participated in numerous business training programs both in Brazil and abroad, which strengthened her role as a mentor, consultant, and speaker. She is recognized for her analytical mindset, strategic thinking, and passion for generating value through the application of scientific knowledge.



Meet some of our speakers

Chapter 10

Welcome remarks



Peter Hafner

Consul General of Switzerland in São Paulo

Peter Hafner is the Swiss Consul General in São Paulo since July 2025. In Bern, he served as Head of Regional Coordination for South America, amongst other positions.

Benjamin Bollmann

CEO Swissnex in Brazil

Benjamin Bollmann is CEO of Swissnex in Brazil since January 2025. He was previously CEO of Swissnex in Boston and New York, and Consul of Switzerland in Boston. He is the Chair of Swissnex's CEO Committee, which coordinates strategic priorities across the global Swissnex network. Under his leadership, Swissnex has launched several long-term initiatives such as Project Quantum, Climate Collider, and more recently Swissnex for the Planet. Until 2020, Benjamin was Deputy CEO at Swissnex in San Francisco, where he led interdisciplinary programs ranging from science communication to humanitarian technologies and human rights in the digital age. Before joining Swissnex in 2015, he worked as a journalist and communications consultant at the interface of science and design in Switzerland. He is a graduate of ETH Zurich and has conducted research in neuroscience and artificial intelligence at the Massachusetts Institute of Technology.



Dr. Rocío Robinson-Wiedemann

Head of Innovation & AIT Startups

Dr. Rocío Robinson-Wiedemann is the Head of Innovation and AIT Startups (Switzerland, Brazil, Colombia, Chile, and Mexico) at the Swiss Leading House for the Latin American Region, where she has worked for the past 8 years. Her areas of specialization include social innovation, internationalization strategy, and business model innovation. Before focusing her career on innovation, Rocío worked in New York City in financial industries tied to Emerging Markets, in Sierra Leone for a Norwegian NGO, and at UBS Wealth Management International in Zürich. Rocío completed a BA in Political Science at Smith College in Massachusetts, USA, and studied International Relations at the Graduate Institute in Geneva (IHEID). She earned an MSc in Comparative Politics from the London School of Economics (LSE) and wrote her PhD dissertation about the politics, business, and sustainability of Swiss Multinationals in Latin America at the University of St.Gallen in Switzerland.



Meet some of our speakers



Ailton Pereira

CEO at AIPER

Ailton Pereira, Master in Biotechnology, founder, executive and scientific director of AIPER.



André Freire

Founder at PoliEnergy

André Freire is the founder of PoliEnergy and holds a PhD in Mechanical Engineering from the University of São Paulo. His expertise spans advanced coatings, energy efficiency, FEA/CFD simulations, machine design, manufacturing, and tribology, with a strong focus on energy transition technologies. He has international research experience at the University of Illinois Urbana-Champaign and has authored scientific publications on machining, tribology, and energy systems.



Anna Aranha

Co-CEO at Quintessa

Co-CEO of Quintessa, she has been working since 2012 to strategically integrate business and positive impact. She drives startups that address social and environmental challenges and promotes the agendas of innovation, positive impact, and ESG among large companies, investors, institutes, and foundations. A business graduate from FGV, she completed the Stanford Ignite program with a focus on entrepreneurship and innovation. She is an industry specialist, columnist at Um Só Planeta, and board member of the initiatives Aliança pelo Impacto, Base Colaborativa, FEA Social, GVentures, and Hand Talk.



Caroline Takita Levy

General Partner at eAmazonia Ventures

Caroline is an investor and executive with a career dedicated to building high-impact businesses in Latin America. She currently leads eAmazonia Ventures, a fund focused on early-stage investments in Nature & Climate Tech. She is an active player in the ecosystem as a mentor, board advisor, and ambassador for ClimateHack, the global network connecting climate tech founders and investors.



Meet some of our speakers



Fernanda Konradt de Campos

Director at CERTI Foundation

Executive Director of the Center for Innovative Entrepreneurship at the CERTI Foundation, leading the team responsible for developing projects in areas of innovation and ecosystems; corporate innovation; and programs to encourage entrepreneurship, such as InovAtiva Brasil, Programa Centelha, Sinapse da Inovação and CitzTech. In 12 years working at the CERTI Foundation, she helped to support more than 5 thousand startups and more than 100 thousand entrepreneurs.



Gabriel Bottós

CEO and Co-Founder at Vesper Biotechnologies

Gabriel Bottós is a production engineer (Brazil and Germany – RWTH Aachen) with a specialization in management and entrepreneurship (Harvard Business School). He has received major innovation awards, including twice the FINEP National Innovation Award and the Medal of Knowledge from Brazil's Ministry of Development and CNI. Gabriel is the founder and CEO of Vesper Biotechnologies, a holding company of eight biotech companies tackling global challenges in agriculture and human health.



Herculano Cella

CEO & Co-Founder at b-algae Bioprodutos de Algas

Herculano Cella holds a degree in Aquaculture Engineering (UFSC, 2017), a Master's in Aquaculture (UFSC, 2019), and a PhD in Aquaculture (UFSC, 2023). He is the CEO & Co-Founder of b-algae Bioprodutos de Algas S/A and has been passionate about microalgae cultivation since 2013. His expertise includes biomass production, bioactive compound extraction, and the study of photobiology for microalgae applications.



Ikaro Castro

Expert at Grupo Boticário

Ikaro Castro is a seasoned innovation professional with a strong track record in shaping and launching Corporate Venture Capital (CVC) operations as Lojas Rener (Fashion), Suzano (Paper), Vivo (Telecom) and others. After working closely with high-impact entrepreneurs at Endeavor, he began to focus on accelerating disruptive startups through venture capital investments.



Meet some of our speakers



Isabela Temístocles Gomes

Innovation and Startups Program Manager at Swissnex in Brazil

Isabela is a Program Manager connecting Switzerland and Brazil in the fields of innovation and startups. A Brazilian national, she holds Bachelor's degrees in International Relations and Science and Humanities from UFABC and is pursuing a Master's in International Relations at FGV. With experience in supporting startup internationalization, public-private partnerships, and international delegations, Isabela works to strengthen innovation and sustainability ecosystems.



Juliana Bechara Parente

Founder & Managing Director at Bioma Food Hub

Juliana Bechara is the Founder and Executive Director of Bioma Food Hub, a pioneering collaborative space in São Paulo dedicated to building sustainable food systems and driving climate action. With over a decade of experience at the intersection of entrepreneurship, sustainability, and community engagement, she has fostered networks that connect startups, businesses, and initiatives to promote systemic change in Brazil's food value chain. Juliana holds a Master's degree from The New School for Social Research in New York and has worked internationally on projects related to sustainable food, climate change, and social innovation.



Leticia Jorge

Market Access Lead at Sebrae-SP

As an Open Innovation specialist, with experience in projects with global corporations, Leticia utilizes her skills in product and service design, project management, and entrepreneurship to drive market access for startups in the São Paulo ecosystem.



Ricardo Luiz Alves

Innovation Hub Coordinator at IFSC - Federal Institute of Santa Catarina

Dr. Ricardo Alves holds a Ph.D. in Electrical Engineering from the Federal University of Santa Catarina (UFSC). He is a professor at the Federal Institute of Santa Catarina (IFSC) and currently serves as Coordinator of the EMBRAPPII Unit at IFSC, linked to the IFSC Innovation Hub. His expertise lies in Power Electronics, Electrical Drives, and Energy Efficiency, with solid experience in applied research, project coordination, and R&D&I management in collaboration with industry.



Meet some of our speakers



Romina Horianski

Senior Innovation Analyst (Internationalization, Ecosystems and Products) at InovaHC

Romina Horianski is senior analyst at InovaHC, Latin America's largest hospital TTO leading business internationalization, and PhD researcher in Neuroscience at USP and UMCG, leads research on the Latin American biotech ecosystem at Nucleate.



Virginia Coelho

Partner at FCR Law

Virginia is an attorney with extensive experience assisting international companies entering the Brazilian market, with a practice focused on data protection, contract, and corporate law, providing comprehensive legal and strategic counseling. As a partner at FCR Law, she works alongside the firm's team to deliver reliable and business-oriented legal support to numerous DACH-region companies successfully operating in Brazil.



AIT Mentors

Chapter 11



Augusto Terra
#food



Bruna Rezende
IRIS



Camila Castro
Bio-Manguinhos/FIOCRUZ



Camila Prata
Vox Capital



Carolina Koike
BASF Agro



Fábio Verruck
University of Caxias do Sul



Fabrício De Martino
Carretel Mídia



Felipe Vannuchi
SENAI Institute of Innovation in Polymer Engineering



Gabriela Aguiar
Plug and Play Brazil

AIT Mentors



Henrique Reis
SUPERA Park



Immo Oliver Paul
Carenet Sistemas e Dispositivos SA



Jeanicolau Simone De Lacerda
Lacerda Partners



Joice Preira
Made in Futures



Jullena Normando
Federal University of Goias



Laura Scofield
Business Incubator of COPPE UFRJ



Marcello Bressan
TDS company



Mark Wormser
Emunah



Mirella Lisboa
BASF

AIT Mentors



Paulo Silveira
Food Tech Hub Latam



Pedro Camargo
Pedro Camargo Advocacia



Raphael Medeiros
Centro de Empreendedorismo da Amazônia



Rodrigo Rodrigues
J&J Innovation



Rosi Araujo Silva
Quintoandar



Thais Macieira
Finep



Thiago Sakamoto
Sthorm.io

Meet the AIT Team

Chapter 12

Swissnex in Brazil



Benjamin Bollmann
CEO Swissnex in Brazil



Isabela Temístocles Gomes
Innovation and Startups Program Manager



Emilie Sena
Operations Coordinator



Karoline Reis
Communications Lead



Vincenzo Arrighi Spedo
Program Manager

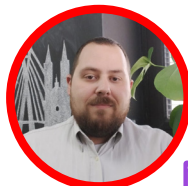


Vincent Neumann
Head of Programs

Leading House for the Latin American Region - University of St. Gallen



Dr. Rocío Robinson-Wiedemann
Head of Innovation & AIT Startups



Marcelo Pedrazzoli
Office Manager and Communications
Coordinator at the Institute of Management
in Latin America at the University of St. Gallen
(GIMLA - HSG)

Thank you!

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