ANNUAL REPORT 2022





Centers of Reference in Innovative Technologies







Letter from the Superintendency

An ecosystem of technological innovation and entrepreneurship at the service of development.

This is a good definition of the CERTI Foundation and its affiliated institutions and companies, which offer their clients a wide range of skills and technologies with national and international reach. The more than 100 technological projects executed in 2022 are highlighted by the pioneering application of BIM technology in offshore oil exploration, and the development of digital twins to analyze the integrity of critical offshore systems, both for Petrobras; the optimization of industrial processes at Legrand and LENOVO; control system and energy microgrid improvements for AES; the development of the first national line of electric vehicle charging stations for WEG; several electric vehicle projects for operators; the application of artificial intelligence in the medical area for SIEMENS Healthineers; and the development of electronic systems in aeronautics for EMBRAER.

In terms of promoting and supporting innovative entrepreneurship, CERTI intensified its activities at the national level by operating four programs focused on this theme. They include the traditional CELTA company incubator whose selection process was reformulated by the "CELTA Arena"; the expansion of support for impact entrepreneurship by the "Amazon Journey" platform; and leadership in the Ministry of Science, Technology and Innovation's "Centelha" [Spark] and "InovAtiva Brasil" programs. These programs are dedicated to stimulating the creation and development of startups throughout Brazil, and to work in various ecosystems of innovation and entrepreneurship. Several companies incubated at and graduated from CELTA won awards that indicate its success and attest to the quality of our incubation process.

The Amazon Journey deserves special mention because it has attracted support from international entities that work for the sustainable use of forests such as the Climate and Land Use Alliance (CLUA) and Good Energy, for its work in the supply chain of Brazil nuts from Pará, and for the launch of the Synapse of the Bioeconomy program to identify and assist up to 200 startups with support from Bradesco, Fundo Vale, Itaú-Unibanco and Santander. Internally, we have progressed in the "I Want to Work at CERTI" program, for attracting and retaining talents, our main asset, and in the collaborative work culture that favors the best solutions, integrating the multidisciplinary technological domains of CERTI's various centers and units. The Superintendency of the CERTI Foundation appreciates the commitment of its employees, the support of the Board members and the trust of its clients and suppliers, and reaffirms the CERTI Foundation's commitment to the sustainable development of Brazil, through technological innovation and the continuous promotion of innovative entrepreneurship.

Erich Muschellack

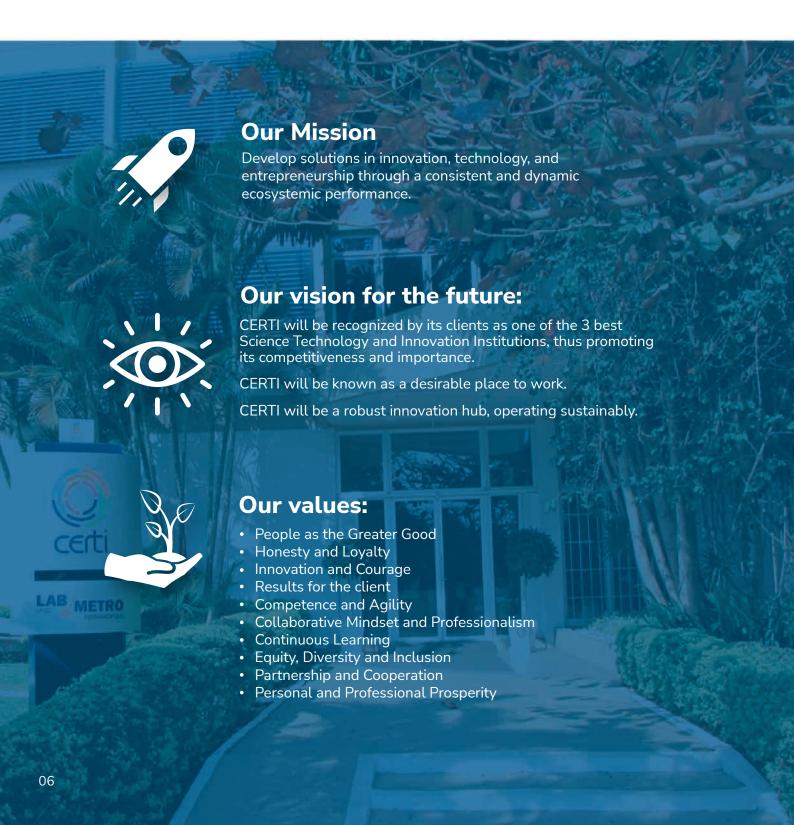
GENERAL SUPERINTENDENT & OF SCIENCE, TECNOLOGY AND INNOVATION Günther Pfeiffer

SUPERINTENDENT OF OPERATIONS, FINANCE & ADMINISTRATION Laercio Aniceto Silva

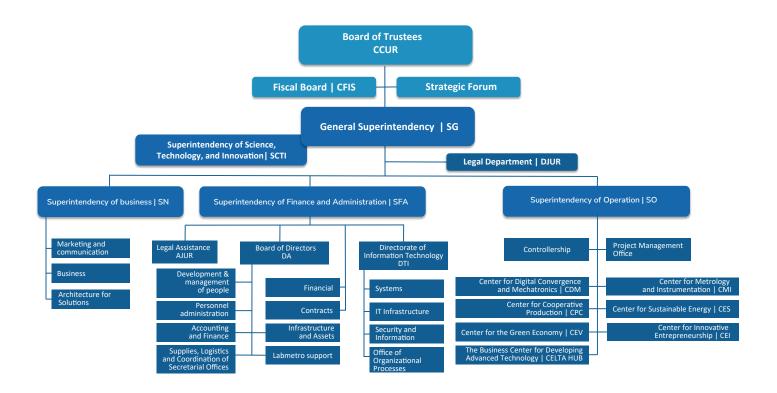
SUPERINTENDENT OF BUSINESS

Our purpose

Contribute in an important manner to the competitiveness of companies and to the sustainable development of Brazil.



Gestão 2022



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Marcos Aurélio Da-Ré Center for the Green Economy | CEV



Aucinei Angenor Brandão Administration



Gustavo Daniel Donatelli Center for Metrology and Instrumentation | CMI



Mauricio Ibarra Dobes Center for Digital Convergence and Mechatronics | CDM



Rodrigo Gabriel da Silva Information Technology

The CERTI Foundation is a Science, Technology and Innovation organization monitored by the Public Ministry of Santa Catarina [the State Attorney's Office].



A CERTI in 2022 Executive Summary

E STALL

INSTITUTIONAL EVOLUTION

After two difficult years due to the COVID-19 pandemic, national elections in the country, and the reorganization of R&D investments by the market, CERTI returned to operational growth and positive economic progress in 2022. Continued adjustments in operational processes, a focused strategy, and strong performance in sales, enabled 34% growth in net operating revenue over 2021, reaching R\$ 85.1 million, with a rising contribution margin. Its staff worked in a regime composed of three modalities: I) fulltime in the offices for 20% of staff; hybrid (60% in office and the option to conduct 40% as telework) for 30% of the staff; and 50% of staff in telework. CERTI executed 146 different projects, (15% more than 2021), with a staff of 374 employees (2% less than 2021), accounting for a contribution margin of 22% and an EBITDA of 5.22%, which are very reasonable results considering the nature of the institution, which operates in a restrictive context of meeting the costs of R&D activities based on the partial reimbursement of expenses in force in the country, and undertaking projects of increasing complexity and risks, which is inherent to the innovations that it has been implementing.

TECHNOLOGY

Digital acceleration increasingly transversalizes all of the institution's work, either in its form of internal operations, or in the development of products, processes and systems through projects for clients. In 2022 CERTI's digital transformation projects were strongly characterized by its competencies in mechatronics, hardware and firmware, software applications, instrumentation, connectivity, data analytics, edge computing and artificial intelligence. In the context of production processes, with emphasis on Industry 4.0, we highlight the competencies in intelligent manufacturing systems; integrated MES systems; virtualization/digital twins for factory environments; real time prediction and simulation of processes and control systems, with integration to computer vision technologies; sensing, integrity of systems and data exchange platform; and interoperability by BIM. In the context of innovative entrepreneurship, competencies in corporate innovation, structuring and management of innovation environments, and models of cooperation and collaboration in entrepreneurship have been expanded, with ramifications for entrepreneurship and impact innovation. This is highlighted by the strong performance by the Amazon Journey initiative, which unites entrepreneurship with the green economy. The integration of sustainable production chains dedicated to environmental preservation, mitigation of impacts on the climate and the forest, combined with providing producers access to technology and entrepreneurship have demanded intense efforts to propose, articulate and integrate concepts and models tailored to that reality. Through the collaborative work between the various Reference Centers, which contribute their respective technical skills by forming teams for high-performance multidisciplinary projects, complex and innovative technology projects were developed, as reported in the cases of projects presented in this report.

MARKET

In 2022 CERTI increased the volume of contracted projects by 70% and intensified prospecting, conquering new opportunities in the strategic focuses of Industry 4.0, entrepreneurship, green economy, digital transformation, and energy. Combining its multidisciplinary capacity, CERTI developed MES, automation, computer vision, IoT and artificial intelligence projects for process optimization and productivity gains. Electric vehicle projects, microgrids and smart systems have leveraged new business for companies in the energy segment. CERTI's Amazon Journey initiative for forest and climate preservation won important national and international supporters interested in the sustainable development of biodiversity chains, and in creating and training new startups.

A CERTI in 2022 Executive Summary

CAPITAL

The CERTI Foundation's greatest asset is undoubtedly its human capital, which allows the institution to ensure the provision of innovative and competitive technological solutions, internally and externally. The key actions to preserve and strengthen this aspect in 2022 are summarized in this report under the title "The I Want to Work at CERTI Program", which was begun in 2021 and focuses on employee development, organizational culture, and people management. The management of intellectual capital and knowledge are issues important to the sustainability of the institution's innovation process and competitiveness — especially considering the intense employee turn-over in the technology sector in the post-pandemic period. The advances made in this area, compared to what was foreseen, were still quite timid, and will require special attention in the future. In terms of equity capital, given the country's economic situation and the current real estate market, the actions initiated in 2020/2021 to monetize its own assets to support the institution's economic and financial sustainability were hampered in 2022.

ADMINISTRATION

The organizational restructuring implemented in 2020 was accompanied by the implementation of new management indicators at the level of projects, Reference Centers and the Institution as a whole. The revision of the cost structure and management expenses, the implementation and control of the concept of considering the contribution margin as a management model, the binary delivery systems and stage-gates in projects, as well as adjustments in the project planning and budgeting model, with the appropriate adjustments in processes and tools, were consolidated in 2022. New systems and tools for monitoring indicators, meetings between the business and operations areas, as well as periodic communication of institutional strategies, goals, and about the achievement of goals to all employees were also enacted during the period. Surveys implemented in 2022 to internally assess the satisfaction with administrative services in the various areas every six months using the Net Promoter Score (NPS©) method began to provide information that is important to optimizing the institution's administrative management and operation. As for the external evaluation of institutional management, as required by its by-laws, the 2022 financial statements audited by an independent (big-four) audit firm were approved without restrictions, emphases and/or reservations, and by the Fiscal Board and the Board of Trustees. This attests to CERTI's compliance with and modernity in institutional management.

GOVERNANCE

The CERTI Foundation is the central actor in the proposal of a model for Operation and Governance that involves the CERTI Foundation, the CERTI Amazon Institute, the CERTI Sapientia Institute, CVentures Empreendimentos Inovadores e Participações S.A. and PRODUZA Indústria, Comércio e Serviços em Eletrônica S.A, which are the actors that compose the CERTI System. Their common purpose is "To contribute in an important way to the competitiveness of companies and to the sustainable development of Brazil". In 2022, actions were taken to bring together and further integrate the group of institutions, with operational and administrative alignments, to strengthen the CERTI System's ecosystem concept. Studies advanced in 2022 that are dedicated to the near-term consolidation of the CERTI System's legal-operational model of governance and management, ranging from aspects of contractual processes to uniformity and harmonization in the application of the data protection law (LGPD), intra-entrepreneurship, intellectual property regulation, compliance and good corporate governance practices.

A CERTI in 2022 Executive Summary

STAFF

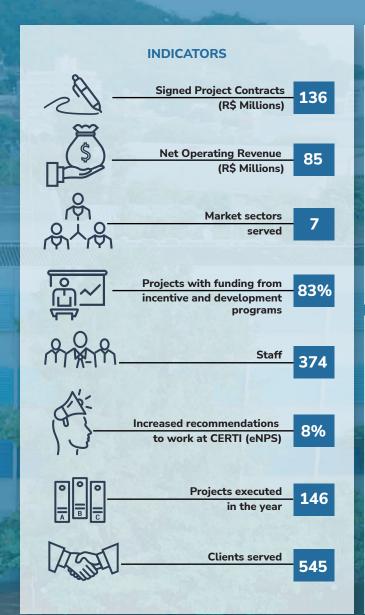
The number of employees remained relatively unchanged in 2022 compared to 2021, although there was significant turnover. At the end of the COVID-19 pandemic period, which lasted until 2022, two factors intensely challenged CERTI's ability to maintain its intellectual assets and teamwork culture. The first was the heated market for qualified employees in the Brazilian and international technology sectors and at startups. High-salary job offers, often for work at home, and paid in dollars or Euros, led to the departure of a significant group of experienced CERTI professionals. The second was the "I'll try it to see if it's for me" factor, - especially in hiring new talents from generation Y and generation Z, which has proven to be quite taxing. Often, at the end of the "on boarding" process, the talent decides to change experience, leave for another or test another possibility – declining to continue. Factors such as these, which are characteristic of current times, have required intense efforts in continuous selection processes. They require institutional learning about the behavior of short cycles and present the challenge of forming stabilizing bonds that contribute to an institutional culture, especially in CERTI environments that operate in hybrid and home office regimes. Moreover, through remote work and digital interaction platforms, it has been possible to add qualified employees who are geographically distant, both in Brazil and abroad. It is necessary to develop forms of strengthening the culture of teamwork and cultures of high-performance teams in this context, even beyond what was achieved in 2022.

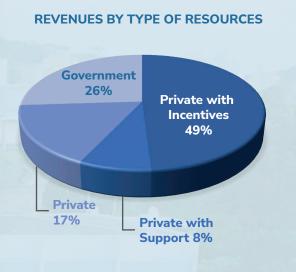
PRODUCTS AND SOLUTIONS

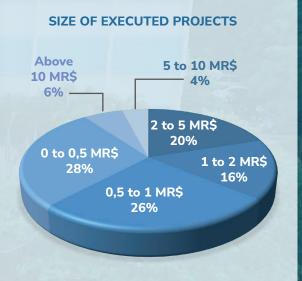
CERTI's solutions for its clients comprise: i) projects in technological development, entrepreneurship and innovation; ii) technical assistance and short-term training, and iii) highly specialized technological services. Work on projects accounted for 91% of production revenues in 2022. The configuration of the size of projects executed, as presented in the Indicators table, remained at percentages close to 2021. With strong demand from customers for solutions at a higher level of the Technology Readiness Level Scale (TRL) (6 to 8), there was also a strong trend in projects in 2022 towards the productization of solutions, leading them to the stage close to releasing the product. This was especially true in the electronics and oil & gas sectors, whose revenues accounted for 51% of annual revenues. Technological solutions increasingly delivered in the form of a product to the client, significantly raise the level of maturity and robustness of the solutions, as well as the need for intense alignment with clients, the market and market trends. This path converges with CERTI's understanding that innovation is effective when the solution developed generates value in the market.

INFRASTRUCTURE

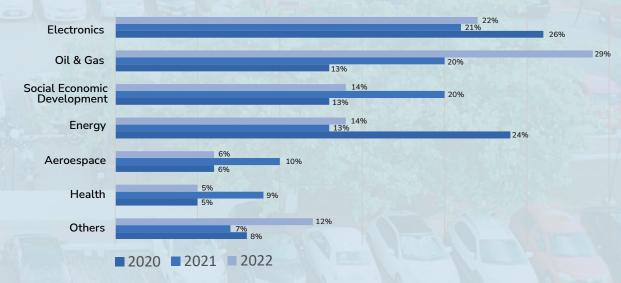
Regarding infrastructure for technological development, special recognition was earned in 2022 by new equipment for maintaining CERTI's laboratory-factory (LABFABER) as a national reference in manufacturing 4.0. LABFABER operates in the basement of the Instituto da Indústria at Sapiens Parque in Florianópolis, in cooperation with FIESC/SENAI and Sapiens Parque. This reference laboratory in Industry 4.0 technologies had investments for infrastructure and technological development in 2022 of some 8 million R\$, which were contributed via the Priority Program of the Informatics Law / HardwareBR of the Ministry of Science, Technology and Innovation (MCTI). This made LABFABER one of the most modern industrial plants in the country. This differentiated manufacturing infrastructure is dedicated to the development, mastery, and dissemination of Industry 4.0 technologies for the productive sector in Brazil, to help this sector meet its competitive challenges. Another highlight is related to IT infrastructure at the Fundação CERTI, with the implementation of the data protection law in all its key aspects, especially with regard to data security and accessibility to networks, and thus in compliance with the law and suitable to contracts with clients and suppliers with related clauses.













Reference Centers

METROLOGY AND INSTRUMENTATION

The Center for Metrology and Instrumentation (CMI) delivers value by supporting the consolidation of the technological advancement of its clients and partners. Guided by this vision, in 2022 it worked actively on projects to improve product and process quality and conserve the integrity of production assets. It employs cutting-edge technologies such as smart sensors, data analysis, computer vision, digital twins, micromechanics, computed tomography, and others. It stands out for its participation in R&D&I projects of various sizes and complexity, ranging from small metrological consultancies, product design development to large-scale disruptive projects. It is recognized throughout Brazil for excellence in technological services in various economic sectors, and had 20% growth in sales over 2021.

COOPERATIVE PRODUCTION

In the industrial context, the year 2022 was marked by the intense performance of the Cooperative Production Center (CPC) team, in applications focused on the use of factory floor technologies for process optimization. Using the CERTI IIoT Platform, and development of the Industrial Edge Computing theme, it was possible to install and run pilot applications in LABFABER from the SMART line for data collection, and to expand these applications to other industrial environments, especially for clients such as Lenovo, Legrand, Rudolph and Soprano. It is also worth mentioning the growth and consolidation of the BIM theme in the context of process innovation in the oil and gas sector, based on the results generated in projects for PETROBRAS.

INOVATIVE ENTREPRENEURSHIP

In 2022, the Center for Innovative Entrepreneurship (CEI), served clients in its three focus areas: Ecosystems and Innovation Environments, Innovative Entrepreneurship, and Corporate Innovation. We strengthened our performance in innovation ecosystems and technology park projects, stimulating promotional arrangements in several Brazilian regions, with results in more than 100 municipalities. In this segment, we added partnerships with National SEBRAE [Brazilian Service for Support to Micro and Small Companies], municipal governments, and universities, using methodologies developed by CERTI and allowing a greater exchange of experiences. We expanded the focus on promoting Innovative Entrepreneurship. Inovativa Brasil (MDIC), and the Centelha [Spark] Program (MCTIC), stood out at the national level, becoming references for entrepreneurs from all over Brazil. We increased our expertise in corporate innovation projects, bringing startups closer to becoming consolidated companies, to exchange knowledge and increase the number of innovation projects. In 2022, the Center had a staff of 51 specialists working on 25 projects focused on boosting economic, social, environmental and technological impact, creating and strengthening innovation ecosystems and helping Brazil to become more competitive and innovative.

Reference Centers

DIGITAL CONVERGENCE & MECHATRONICS

In 2022, the Digital Convergence Center (CDM) worked to become a reference for the national and international market as a major provider of digital transformation solutions through the development of Information Systems and Applications (Software), Embedded Systems, and Conventional and High Complexity Electronics. It focuses on projects such as the development of digital systems for remote management and operations, solutions in intelligent systems, and artificial intelligence (AI) combined with computer vision (Computer Vision) and natural language processing (NLP) and data science (Data Science). It has also worked on web systems and cloud computing and mobile applications, as well as the Internet of Things (IoT), and systems and electronics for critical systems. The main segments of operation were consumer electronics, healthcare, aerospace and defense, energy, telecommunications, home appliances, and oil and gas.

GREEN ECONOMY

The Center for the Green Economy (CEV) ended the year with an important achievement for the institutional positioning of the CERTI Foundation, related to the ecosystem of innovation and entrepreneurship in the Amazon. The Amazon Journey strategy was consolidated with the unprecedented partnership between Bradesco, Itaú, Santander and Fundo Vale to begin the initiative's first cycle at scale, over the next 3 years. The year 2022 was dedicated to improving strategic modeling and prototyping of some of the key mechanisms to support bioeconomy businesses, such as the Synergy Program, which supported more than 30 startups in the region, with mentoring and connections, and the Genesis Program that mobilized more than 1,500 young Amazonian talents.

SUSTAINABLE ENERGY

The year 2022 was challenging, marked by the restructuring of the Sustainable Energy Center (CES), which brought more control over the activities and deliveries carried out, mainly from a technical and economic perspective, aligned with the CERTI Foundation's guidelines, focus and objectives. Although consequences of the pandemic still persist in companies in the electrical sector and are aggravated by the uncertainties in the reformulation of the sector's research and development regulations, the center remains cohesive, strong and motivated to face market demands, acting proactively with the other CERTI centers in the search for solutions for the energy sector. Our projects present growing results, many with exposure in the media and social networks. Highlights include the areas of electric vehicles, smart grids, microgrids, the energy market and low carbon hydrogen.



ICA - Instituto CERTI Amazônia



The CERTI Amazon Institute (ICA) operates in the generation, capture, mastery, and application of advanced knowledge to the technological innovation process, through the cooperative development of innovative solutions for companies, government, and society.

CERTI Amazon's core competencies in project development in previous years were maintained during 2022. The recent strategy to increase its work in the field of sustainable development was intensified, with the expansion of the staff (from 3 to 8 full-time employees) and activities (from 1 to 4 projects) under the Amazon Journey initiative, which focuses on supporting the development of an innovation ecosystem for the creation of shared value in the Brazilian Amazon. The areas of entrepreneurship and Industry 4.0 are the other current focuses of action.

The final clients of the projects executed in 2022 were companies in the electronics, information technology and green economy segments, with R&D&I activities carried out in at least 18 projects with 11 different direct clients. The combined results generated the indicators presented below. Global administrative revenues grew 20% over 2021, which reveals the rise in new project contracts and productivity gains, obtained by improving the management methods and tools implemented in 2021.

Priority areas for generating business:

- Entrepreneurship
- Industry 4.0
- Digital transformation
- Energy
- Sustainable development



ICS - Instituto CERTI Sapientia



Instituto CERTI Sapientia (ICS) works with technological development linked to an Innovation Ecosystem that has a technical staff for the development of innovative projects, company acceleration, prototyping of pilot batches and promotion of innovative entrepreneurship. Seeking excellence, the Instituto CERTI Sapientia executes innovation projects for public sector, and science and technology institutions and to boost the competitiveness of Brazilian and multinational companies, continuously seeking to encourage competitiveness and improve its clients and processes.

In 2022, the CERTI Sapientia Institute had to reformulate its management and business strategy. With its administration closer to the CERTI Foundation, it began to focus its competencies on software development and artificial intelligence (AI) for the energy sector. The joint execution of projects now seeks to generate value through R&D and Innovation in a demanding and challenging sector.

The traditional competences in web technologies for front-end and back-end, mobile technologies, compilers, communication protocols and embedded software have been specialized, while computer vision, natural language processing and especially data science are expanding in the growing demand for artificial intelligence.

Áreas prioritárias de geração de negócios:

- Digital transformation
- Energy
- Innovative and Impact Entrepreneurship
- Program and project management

Advanced Manufacturing for industrial competitiveness



LABFABER



LABfaber operates as a reference Laboratory-Factory in the development, mastery, practice, and diffusion of digital technologies for the manufacturing and integration of products and systems for Industry 4.0, supported with resources from Brazil's Informatics Law in the context of the HardwareBR Priority Program. In 2022, LABfaber maintained its commitment to technological innovation by implementing autonomous material handling systems, IIoT platforms and real-time industrial management systems, to achieve greater manufacturing efficiency and productivity. It has also enhanced the digitalization of manufacturing through the use of sensors and endpoints, and in flexible automation systems, enabling more adaptable and agile production.

PRODUZA



Produza is a Contract Manufacturer that works in the assembly of electronic circuit boards and products. It has the capacity to assemble medium and large series, as well as prototypes and pilot batches for the validation of new products. It operates mainly in the segments of electromedical equipment, energy, agriculture, defense, aerospace, and aeronautics. Its main services include turnkey supply, in which, from the receipt of the project documentation, it acts through the entire process from the development of suppliers, to purchasing, importing, inventory management of materials, assembly of electronic circuit boards, functional testing, and integration of the final product.

Programs to support Innovative Entrepreneurship

CELTA



CELTA is a reference not only in Incubation, Acceleration and Post Incubation, but also in connecting both startups and large companies with clients and new technologies, in Brazil and worldwide. In 2022, we created the CELTA HUB with two more facilities that occupy almost $8000 \, \mathrm{m}^2$ in Sapiens Parque for supporting companies and entrepreneurs, completely connected with all CERTI centers. In 2022 another innovation was launched: the ARENA methodology for selecting startups for incubation, generating qualified demand for the CELTA HUB. Throughout the 37-year trajectory, we have attracted startups and large companies to have them see our ecosystem as a provider of many business opportunities in the Brazilian technology sector.

ARENA CELTA



ARENA CELTA is a pre-incubation program dedicated to the accelerated development of new innovative businesses. It works with proven methodology that provides interaction with successful entrepreneurs, networking with large companies and support from the CELTA HUB, including the possibility for incubation. It is a powerful tool for startups or innovative projects, and pragmatically steers efforts to support and empower innovative businesses, bringing together the best in business acceleration, such as investment funds, legal regulations, ecosystem mapping, connection with universities, exchanges and accompaniment of company maturation.

JORNADA AMAZÔNIA



The Amazon Journey is an initiative for fostering the development of the bioeconomy in the Amazon and the entire ecosystem of innovation and impact entrepreneurship, with a strategy to maintain the standing forest. During 2022, mechanisms for activating entrepreneurial culture, supporting innovative startups and strengthening local incubators were modeled and prototyped. In coming years, the initiative will gain scale through the partnership signed with Fundo Vale, Bradesco, Itaú and Santander, training more than 3,000 entrepreneurs, creating 200 innovative startups, qualifying 100 companies and investing in the 30 most promising businesses.

INOVATIVA



InovAtiva is a public policy that promotes a set of initiatives to support the development of the ecosystem for innovative entrepreneurship in Brazil. It is a project of the Ministry of Development, Industry, Trade and Services (MDIC) and SEBRAE, and is executed by the CERTI Foundation with co-execution in network with Impact Hub and Abstartups. It has already contributed to the development of more than three thousand innovative businesses across the country and offers a series of products and programs to support the creation of a new generation of solutions and optimize the potential of national startups.

Programs to support Innovative Entrepreneurship



CENTELHA

The Centelha [Spark] Program aims to stimulate the creation of innovative ventures and disseminate entrepreneurial culture in Brazil by providing training, financial resources, and support to transform ideas into successful businesses. In 2022, the second edition of the Centelha Program, promoted by MCTI and FINEP in partnership with CNPq, Confap and the CERTI Foundation, reached more than 10 thousand innovative ideas received, with the participation of more than 30 thousand entrepreneurs. Of the 25 states and federal districts now implementing the methodology, 14 have already finalized their selection process and more than 300 companies have been contracted. It is expected that one thousand startups will be supported.





Cventures, the investment arm of the CERTI Foundation, has been managing the Cventures Primus Fund since 2013. The fund has invested in 15 startups and is now in a divestment period. In this stage, the Fund successfully divested eight companies, highlighted by the sale of Salux to SBPar, Wevo to Jitterbit (a US-based multinational), Hiper to Linx, and Zygo to PagSeguro. It now has 7 companies in its portfolio: Neoprospecta, Hi Platform, Asaas, Exact Sales, Checkplant, uMov.me and Sensorweb. At the end of 2022, the Cventures Primus Fund extended the term of the fund by another 24 months. It plans to continue the divestment process in 2023.

DARWIN STARTUPS



Darwin is a startup accelerator that was conceived and created in the CERTI ecosystem. Since 2015 it has made seed capital investments alongside corporations such as B3, RTM, Safra, Sinqia, TransUnion and Via. It has a preference for early-stage startups from all over Brazil, in the financial, data, telecommunications and retail sectors. In 2021, Darwin was recognized for the fourth consecutive time as the Best Accelerator in Brazil by the Brazilian Startup Association and also held its tenth series. Throughout this period, it has invested a total of R\$ 25 million in 89 different companies. Until 2023, it had 10 company exits, a mark achieved with the sale of the startup Finansystech to Celcoin, the fintech of BaaS, and financial infrastructure invested by BTG.



SAPIENS PARQUE

At Sapiens Parque, two CERTI buildings are installed, CeltaHub Inovalab and CeltaHub Inovação, each has space to receive technology-based companies that are aligned with the areas of activity of the Foundation and the Park, and ended 2022 with about 95% of total occupancy. At CeltaHub Inovação, an 80 m² coworking space is available for companies, as well as meeting rooms. A new building is being designed, the Celta Hub 10k, with 10,000 m² of leasable area to receive technology and service companies, marking the expansion of Certi's entrepreneurship and innovation activities in Sapiens Park.

CERTI EMBRAPII UNITY

Intelligent Systems

| Specialist System | Connectivity | Embedded Software | Human- Machine | Industrial Products and |
|------------------------|------------------------|-----------------------|-------------------|-------------------------|
| Electronic Hardware | Sensors & Actuators | Equipment & Device | Interfaces | Processes |

CERTI is accredited to operate in the field of Intelligent Systems (IS), which allows innovation projects to have from 33% to 50% of their total value financially subsidized, depending on the source of the partnership (BNDES, SEBRAE, Rota 2030, Health, among others). There are three sub-areas of activity in IS: mechatronic systems, software for intelligent systems and manufacturing systems. In compliance with the strategic guidelines for the year 2022, CERTI strengthened and expanded the base of partner companies in strategic sectors for EMBRAPII projects. The innovation projects approved in 2022 directly benefit companies such as Siemens Healthcare, Lenovo, Birmind Automação e Serviços, WEG, Petrobras, Pecsmart, SAAJ Industria e Comércio de Materiais Plásticos, Geoinnova, and others.

Fiscal Incentives

THE INFORMATICS LAW (8.248/91): for companies that produce in Brazil computer equipment listed in Decree No. 5.906/06, of 09/26/2006. CERTI closely accompanies industrial policy for the ICT sector, which has been updated by Law No. 13,969, of December 26, 2019 and Decree No. 10,356 of 05/20/2020, bringing important changes in the regulation and use of benefits, creating a system of credits that affect the planning and execution of investments in R&D by companies.



ORDINANCE 950: The objective of Ordinance 950 is to define the methodology for recognizing technology developed in Brazil for goods or products. Advantages for the company include: a) a right of preference in bids for the acquisition of goods and services; b) the margin of preference can reach up to 25% of foreign products.



LEI DO BEM [LAW FOR THE GOOD] (11.196/2005): This measure applies to Brazilian companies from any sector that invest in research and development of technological innovation, use the real profit accounting regime and have tax profit during the year. The law aims to generate patents, reduce imports of computer equipment and components, support local training and attract new

companies to the country.

CERTI is qualified to carry out R&D&I projects and, in the context of the Hardware BR Priority Program, is the manager of the LABfaber 4.0 project (www.LABfaber.org.br). LABfaber is a reference in the development of industry 4.0 concepts, technologies, and solutions and in the effective application of these technologies in a real manufacturing/production environment. The current Informatics Law allows that resources destined to the National Fund for Scientific and Technological Development have the option to be allocated to the Hardware BR Priority Program to support the LABfaber project. Learn more: https://info.certi.org.br/por-que-investir-no-labfaber. CLIENTS - PARTNERS































































































































































































Highlights 2022

Solutions and achievements

CARLOS EDUARDO NEGRÃO BIZOTO



Time passes, life changes, but special people are never forgotten. You have left us precious memories, like ARENA CELTA. The entrepreneurship pulsing through your veins has spread around the world.

We will always remember your inspiring joy, your opportune way of seeing innovative entrepreneurship as the compass of development, life and Innovation. Arena was just a small sample of your greatness. Thank you for everything friend!

(Text by Tony Chiereghini)

ARENA CELTA



We launched the first edition of the Arena CELTA program. There were 98 proposals from 35 cities and 14 states.

Fifty-two companies were selected for the program and participated in intense training and networking over 7 weeks. At the end of 4 rounds, we selected the 12 best companies, which earned the opportunity to present their business models to potential clients and investors.

celta.certi.org.br/arenacelta/



EXPODEFENSE



On May 19 and 20, CERTI participated in the 2nd edition of SC Expo Defense – The Defense Technology and Products Fair, at the Florianópolis Air Base. At its booth, CERTI exhibited the IANA projects, the Estação WEG and Produza.

CELTA AWARD 2022



The CELTA Incubation Award seeks to recognize the effort and dedication of incubated companies. The 2022 awardees were: Global Drones (implantation) Predialize (growth) and NanoScoping (consolidation).

Highlights 2022

Solutions and achievements

SYNAPSE FOR THE BIOECONOMY_

The Synapse for the Bioeconomy is a program that is part of the Amazon Journey platform. It is coordinated and executed by the CERTI Foundation and the CERTI Amazon Institute with co-participation and investments from Bradesco, Fundo Vale, Itaú Unibanco and Santander. Based on the methodology of the Synapse of Innovation program, conceived by CERTI in 2008, Synapse Bio will offer grants of up to R\$ 70 thousand per company, training and contacts to transform innovative ideas that can contribute to the preservation of the standing forest in successful ventures. By 2025, the program will support the creation of 200 startups in the Legal Amazon region, over 3 editions.



PRODUZA BOT

The objective of the project was to develop a family of industrial robots with technical characteristics suitable for replacing the work of people in manual activities that are repetitive and or dangerous for humans. Conceived in a context of simultaneous engineering in an integrated environment of product and process, the solution disseminates good practices in integrated development supported by the digital platform: info.certi.org.br/produza-bot.



WAVETECH INAUGURATES THE FIRST VERTI-CALIZED HEARING DEVICE FACTORY IN LATIN AMERICA

Wavetech, a company incubated at CELTA, has created a hearing device of the Personal Sound Amplification Product (PSAP) type, with technology developed in Brazil, coupled with programming software that meets the current demands of the Brazilian and international markets.



CATARINENSE INNOVATION AWARD - PROFESSOR CASPAR ERICH STEMMER

The incubated company NanoScoping won second place in the Innovation Category for Agricultural Products and the entrepreneur Betina Giehl Zanetti Ramos, president of graduada company Nanovetores, won the first place award in the Innovation Agent category.



NATIONAL INNOVATION AWARD

the company Nanovetores, which is a CELTA graduate, won the 7th edition of the National Innovation Award in the Innovation in Sustainability category.



Completed Projects



MOBEQ / EQUATORIAL

This is a pioneering project in the concession area of Equatorial Energia in the state of Maranhão to prepare Equatorial Energia for, and introduce it to, the electric vehicle market. The electric vehicle market is growing at an accelerated pace throughout the world and tends to grow rapidly in Brazil as well. The project aims to replace the vehicles of the company's service fleet with electric vehicles. The CERTI Foundation executed all the technical and economic apparatus for this change

including: studies, technical and business modeling, software development, supervision and operation interfaces for scheduling the use of electric vehicles, proposals for contributions, and a pilot implementation with electric vehicles and recharging systems. The recharging system has a dynamic fee system, which can be used not only by Equatorial Energia vehicles, but will also benefit all of society. The project combines technical, commercial, and regulatory solutions that quarantee the future sustainability of the business.



MICRORREDES 2

The project aims to develop a microgrid control and optimization system, composed of a centralized environment for the operation of microgrid applications, containing general supervision screens and an intelligence layer for integrated operation of microgrids at several clients of AES Brasil. This project was divided into four work fronts. (1) The continued development of the control system, with new software functionalities and the implementation of generation/demand forecasting and machine intelligence techniques for predictive

maintenance purposes and recommendations for decision making. (2) The analysis, specification and proofs of concept of hardware solutions for facilitated microgrid implementation for potential customers, considering different application scenarios and the miniaturization of solutions for the Energy Management System (EMS) and the Power Management System (PMS) of the controller. (3) The implementation with installation of proofs of concept at end consumers, to experiment with the solution in real applications and gain feedback from end customers, including the integration of an energy storage system in the Generation Operation Center microgrid — AES Brasil. (4) Updating and operationalization of the business model for commercial exploitation of the results by AES Brasil and its partners, with the insertion of the solution in the market, as a product / service linked to a platform of digital energy solutions.



DIGITAL TWIN INTEGRITY OF UNDERSEA ASSETS

Development and consolidation of computerized systems in the Digital Twin format for undersea assets, integrating

functional elements of integrity diagnosis, risk of failure analysis and inspection needs.

Completed Projects



ARTIFICIAL INTELLIGENCE WITH THE FEDERATED LEARNING CONCEPT

This artificial intelligence project uses the federated learning concept to develop an integrative platform for training medical data models. Data from different institutions and applications are trained on machine learning algorithms with fragmented private data stored on a variety of servers and devices. In this way, all participants train the algorithm with their separate data instead of performing data pooling from

all institutions. Then, each institution pools its trained algorithm parameters (models), not its data, on a central server, which aggregates all the contributions in a new composite algorithm (larger model). When these steps are repeated, the models between the institutions converge, which improves the diagnoses and guarantees protection of private data, as called for by the General Data Protection Law (LGPD).



POWER TRANSFORMER SWITCHING AND CONTROL SYSTEM

Development of a system for power switching and control for a transformer for an X-Ray tube. The objective of the research project is to optimize an architecture for development and manufacturing costs aligned with the client's cost objective. The project also had a regulatory stage, to ensure that its electronics, software and mechanical operations comply with ANVISA regulations for commercialization in Brazil and with

equivalent institutions in Latin America.



LAGOON STARTUPS PROGRAM

Lagoon Startups was an initiative promoted by the state of Alagoas, through the State Secretariat for Science, Technology and Innovation - SECTI, in partnership with the Alagoas Research Support Foundation - FAPEAL and operated by the CERTI Foundation. The objective of the initiative was to accelerate the development of the ecosystem for startups in Alagoas, fostering technological entrepreneurship, stimulating the development of a

production environment and innovative culture, and seeking to bring local entrepreneurs closer to the main innovation hubs. Thus, 12 selected companies participated in an acceleration cycle, during which they received 5 workshops, 6 collective mentoring sessions and 225 Office Hours, in addition to other training moments for the entrepreneurs, totaling 262 hours of support offered directly to entrepreneurs.

Completed Projects



ACCELERATION OF AGROFORESTRY BUSINESS OF FUND VALE

The Fund Vale's Meta Florestal Agroforestry Business Acceleration Program was a project carried out in conjunction with Darwin Startups. Its objective was to strategically strengthen 5 businesses that are implementing agroforestry at scale and contributing to the Amazon bioeconomy. During the acceleration, the businesses were connected with CERTI's ecosystem and received specialized support to overcome the

challenges of validating the business model, by organizing a strategic staff and developing business impact modeling. Among the supported businesses, Belterra Agroflorestas and Caaporã Silvipastoril stand out, which together manage more than 3,000 productive hectares and contribute to the regeneration of the Amazon.



OPENBIM

The OpenBIM project, developed by the BIM CERTI Group, is part of Petrobras' digital transformation plan to increase the digitization rates of the company and its supply chain. Its initial focus is on the undersea field to achieve interoperability of its projects and operations. The BIM CERTI Group is the only one certified by the National Petroleum Agency (ANP) for R&D projects in BIM. The interoperability standards applied in OpenBIM are based on the international state-of-the-art and

follow standardized and open models, such as the Industry Foundation Classes (IFC). In this context, BIM CERTI developed the world's first extension of the IFC model for the oil and gas sector. Notably, the developed standards have already been tested and proved to operationalize data interoperability between Petrobras and its largest suppliers. The IFC O&G BIM CERTI standard is already part of Petrobras' contracts with its suppliers. Recognizing CERTI's pioneering spirit, credibility and proven applications, Petrobras signed another contract with CERTI in 2022 to increase the customization rate of the OpenBIM model for various applications and uses in its undersea and interconnections operations.



CERTIFICARE

In 2022, CERTIFICARE was recognized with the highest award in R&D among the projects of the Petrobras Research Center (CENPES). The commissioning project went beyond the digitization of commissioning tool processes and presented a revolutionary dynamic and interoperable process. Throughout the year, tests were conducted with Petrobras users, and information interoperability through the Industry Foundation Classes (IFC) data model was successfully

developed among service providers in Italy and Singapore. The pillars of the CERTIFICARE methodology are: dynamic process modeling, user interface with mobile applications, use of IoT to increase operational safety and Open Source interoperability.

Completed Projects



LEGRAND PROJECT Factory Integration

To improve its competitiveness in the market, one of LEGRAND's strategic guidelines was to reduce costs and optimize processes by combining operations of two of its facilities. The operations and infrastructure of the Diadema plant would be transferred to the Manaus plant. To make this change feasible, CERTI mapped and analyzed the processes, and elaborated a simulation model to determine the best scenario for process flow and layout, thus allowing the

demand of both plants to be met at the Manaus unit alone. After the validation of the new layout, an implementation plan for the merger of the two plants was established, and its physical transfer occurred 2 months ahead of the original plan, resulting in a significant reduction in Legrand's operating costs. The project also has another front in the development and implementation phase of one of CERTI's products, SmartSmema, at the Legrand unit in Manaus, which is expected to be completed in the first half of 2023.



SINERGIA GIZ

The Sinergia Giz project is within the scope of the Amazon Journey, and is a continuation of the support in conjunction with the German Agency GIZ. A total of 5 startups that are related to bioeconomy chains: participated in an immersion trip to the Florianópolis Ecosystem; received technical mentoring from CERTI experts in process flows aimed at buying and selling biodiversity assets; accompanied the implementation of a hydro-turbine for sustainable energy

generation in Amazonian igarapés.



CITZ.TECH

The Citz.Tech program was an initiative of Meta in partnership with the CERTI Foundation, the Citizen Innovation Laboratory of the Chamber of Deputies - LabHacker and the UK Brazil Tech HUB, an entrepreneurship initiative of the British Government. The objective of the program was to accelerate startups that can offer citizens the means and conditions to interact with government, to promote citizenship and enable a closer, more transparent and innovative monitoring of its

actions. The program had a national scope, and took place in a hybrid way, with online stages and two face-to-face events. It was free of cost, and equity-free, lasting 5 months. The Citz.Tech methodology was divided into two main stages: (1) registration and training and (2) acceleration, with the latter divided into the phases of (a) validation; (b) evolution; and (c) connection. Throughout the program, 10 collective mentoring sessions, 4 collective workshops and 1 individual mentoring per company were offered.

Completed Projects



ECOSSYSTEMS OF INNOVATION IN SANTA CATARINA

In 2022, CERTI was involved in the planning of the Joinville and Florianópolis innovation ecosystems, the two largest in Santa Catarina state. This resulted in the organization of governance structures in these regions and solid plans were drawn to address the challenges encountered in these environments. In addition to the planning of the two innovation ecosystems, the project involved the preliminary

business modeling of the Reference Center for Innovation and Startups (PRIS), a unit that promises to positively impact the transformation of the country through innovative entrepreneurship.



CURRENT STATE AND CHALLENGES OF FINANCING FOR THE BIOECONOMY IN BRAZIL

The bioeconomy has been seen as a new economic paradigm to help solve the global crises related especially to biodiversity loss and climate change. In this context, in partnership with the United Nations Development Program and the Ministry of Economy, the Center for the Green Economy conducted a study on the state of financing for the bioeconomy in Brazil. The purpose was to identify the main impediments and make recommendations that can help scale the role of the

bioeconomy in the national scenario. The project published a report with the results of the analysis carried out on more than 200 financing mechanisms. It also examined routes of the path that offer opportunities to improve the 50 mechanisms selected as priorities, including philanthropy, large constitutional funds and BNDES.



TECHNOLOGICAL SERVICES

The Dimensional Metrology Laboratory continued to provide services in the areas of dimensional, shape and roughness, microgeometry and coordinate measurement, issuing over 3,330 calibration certificates throughout 2022. It provided external calibration of reference standards and participated in Proficiency Testing Programs. Workshops were held for internal training of employees concerning updates to the ISO 21920 standard on roughness, and to the ABNT NBR ISO/IEC

17025:2017 standard, in which we have been accredited by CGCRE since 1993. Vacancies in courses on the schedule were made available to employees. We were present at important events such as FEIMEC and Intermach, to seek partners, see how the market is doing, and observe innovations in the field of metrology. Through improvements in the Laboratory infrastructure, it was possible to improve on the time needed to perform calibrations and space was opened for the construction of a classroom and face-to-face training at CERTI, which was an important investment for leveraging results. Meanwhile, there was a 20% growth in sales of courses and training over the previous year, due to the existing structure and digital marketing actions of inbound and outbound, sales funnel, customer journey and other tools that resulted in growth. In the past year, 660 students were trained.

The EQTC program I Want to Work at CERTI

Understanding that people are the greatest asset of the institution, and facing fierce competition in the local and national market, and even from high-paying job opportunities in the international market — strongly accelerated by the teleworking regime adopted worldwide due to the pandemic — as well as the challenges of updated work models, in 2021, CERTI organized and launched an internal program called "I want to work at CERTI".

It is designed to enhance human development, people management and organizational culture, and to retain, develop, attract and multiply talents, so that they work at CERTI with high performance, in a motivated, innovative and happy way. We want to provide them with a rewarding experience that is of great value to their career. The program is 36 months long, and is structured in 5 lines and 12 subprojects and involves all CERTI employees. The analytical structure and summary of the program are shown in the figures below.

RELATIONSHIPS Relationships are healthy as long as they are bilaterally PROGRAM rewarding. **Employee** I WANT TO **WORK AT CERTI** COMPETENCIES **Employee** Personal Development Plan Career Plan **CERTI** Strategic Plan Markets Guidelines Individual **Development Plan** Relation beyond CERTI, in partnership

By working at CERTI you can:

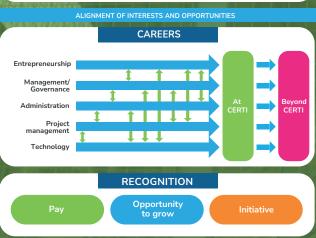
People Management System

CERTI's Evolution

- Management by competencies
- Development of leaders
- People management
- Policies, methods, processes, and tools
- Work environment and regime
- Cooperation and partnerships

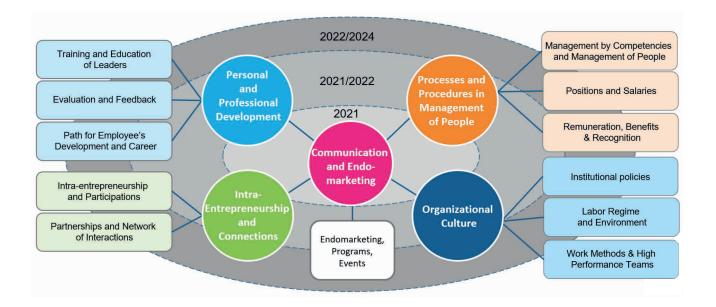
Evolution of employees

- Self-awareness
- Reflection and planning
- Alignment
- Training
- Skill development
- Initiative
- Development
- Professional repositioning



The EQTC program

I Want to Work at CERTI



The most intense actions undertaken in 2022 are concentrated in: i) Communication and Endo-marketing (presented in the chapter Endo-marketing People Management & Social Management in this report); ii) The Work Regime and Work Environment, with emphasis on the hybrid work regime; iii) Personal development paths, with emphasis on the construction of individual development plans, Feedback system and skills mapping; iv) Intra-entrepreneurship with emphasis on the modeling of the startup proposal system with the participation of CERTI.

In 2022, the staff worked in a third stage of experimentation with the post-pandemic work regime (completely face-to-face 20%, hybrid 30%, complete teleworking 50%), to be adjusted/consolidated in 2023. Two quite in-depth surveys were carried out with employees, through which an important advance was identified in the eNPS (Employee Net Promoter Score) model in two important questions on the surveys: a) Contentment with working at this institution grew from 17 to 25 on the scale (from -100 to +100); b) How much would you recommend a colleague to work at CERTI? grew from 19 to 35 on the same scale (an increase of 8%).



Endo-marketing

Management of People & Social Management #CERTIfique-se & #CERTInews



We began 2022 advancing in the "I want to work at CERTI" program, on different fronts: advances in institutional communication, integration among employees, cultural events, and institutional parties. In June, with the milder pandemic scenario, we held our first institutional party, with all the necessary care. The choice was a traditional "June" or winter party, which brought together most of the employees. We advanced in important dialogs about career, individual development plans, feedback and training and development of employees. We held 44 institutional live video sessions throughout the year, with diversified content, always with the presence of senior leadership.



Social Management continued its work, which is to ensure the health and well-being of employees and their families. With the use of masks becoming optional due to the decrease in COVID-19 cases, safety protocols were reinforced, so that employees working at our offices felt safe when entering the CERTI building. Considering the low temperatures of the Santa Catarina winter, as early as April, we vaccinated employees against H1N1 flu at CERTI-headquarters. We also launched the 2022 clothing donation campaign, "A small gesture of generosity, can warm a life". Collection boxes were placed at all units of the CERTI System to receive donations of clothing, shoes, blankets, etc. The items collected were donated to the Social Action of the Holy Trinity Church. In October, along with the "Pink October" campaign, T-shirts from the CEPON Volunteers Association (AVOC) were offered to employees at CERTI System Units who were interested in contributing, as well as pink bows. The "Red June" campaign was also promoted, to encourage blood donations, in partnership with the state blood center, HEMOSC, through the project: Company In Solidarity with HEMOSC. In conjunction with the "Sustenção" [Sustain] campaign, we continued to separate recyclable materials, and the proceeds, combined with support from CERTI, were used to revitalize the vegetable garden. During the year, many employees received gift packages of fresh vegetables, accompanied by a special message.

Digital Marketing

The CERTI Insights Blog, Social Networks and Inbound Strategies

The CERTI Foundation's digital marketing is an important part of its business strategy. It allows the organization to increase its visibility on the internet in an organic way, strengthen the brand, get closer to the public, clients, and partners, and raise awareness about the value of its products and services. The CERTI Foundation has a strong and well-established online presence, with an official website and hot-site of its main areas, providing information about its projects and services. The organization also has a regularly updated blog (CERTI Insights) and active profiles on social networks, including LinkedIn, Instagram, YouTube, Google Companies, Twitter and Facebook, which are used to share news, articles and updates about its activities. Care is taken to optimize search engines (SEO) to ensure that its website appears in the first search results on Google.

CERTI regularly produces and shares useful and informative content on its website and social media, including articles, infographics, videos, and research reports, which helps attract visitors to the site and establishes the organization as a trusted source of information on technology and innovation. Email marketing is used to communicate with customers and partners, and to share important updates, news, and events. The organization also issues regular newsletters with highlights of its activities and recent projects. CERTI's digital marketing strategies include the organization of and participation in events and webinars related to technology and innovation, which helps to establish the organization as a leader in ideas in the sector, and these events also provide opportunities for the CERTI Foundation to connect with potential clients and partners.

CERTI in the media

Important news about CERTI in 2022



Location: CNN Brasil Tipo de Mídia: Online Date: 27/03/2022



Location: NSC TV | BDSC Type of Media: Television Date: 06/05/2022



Location: AgroMais BandTV Type of Media: Online Date: 24/082022

O futuro é sustentável e o hidrogênio verde, protagonista ESTADÃO 💏

Location: Estadão Type of Media: Press Date: 02/11/2022

Main news vehicles reached organically



(R) CIMM

mobile 10

nsc total



Valor

baguete



STARTUPI 1



AMAZÔNIA



ESTADÃO





Meio&











FOLHA DE S.PAULO



















17 goals to transform our world

In 2015, the United Nations launched the 2030 Agenda, an ambitious action plan to make the world we live in sustainable. It understands that cooperation between governments, the private sector and civil society is essential to establish partnerships and share responsibilities. The 17 Sustainable Development Goals (SDGs) demonstrate the scale and ambition of this universal Agenda. Building on the success of the Millennium Development Goals¹, the SDGs involve 169 specific targets that stimulate actions in areas of crucial importance for humanity and the planet, with 2030 as the horizon. Integrated and inseparable, the SDGs seek to balance the three dimensions of sustainable development: the economic, social and environmental².

To understand how CERTI's performance relates to the Sustainable Development Goals, we cross-referenced the 169 goals associated with the 17 SDGs with projects undertaken by CERTI in 2022, to sketch what we call the 2022 SDG Profile. We identified 68 CERTI client projects that contributed in some way to all 17 SDGs. It is worth mentioning that several projects are related to more than one SDG and/or to more than one goal within the same SDG. Below you can see the result of this analysis, highlighting the 17 SDGs that had the most positive impact among the projects in 2022, and the others with the respective objectives compared to the volume of contribution received by the SDG highlighted.

Sustainable Development Objectives (ODS)



¹ The Millennium Development Goals (MDGs) were a set of global targets for the period 2000-2015 that achieved significant success, mainly in developing countries, in areas such as reducing poverty and improving health and education.



Positioning CERTI in relation to the Sustainable Development Goals

For the CERTI Foundation, sustainable development is an attitude towards actions that consider the needs of all stakeholders in the present and future. Society faces structural challenges to change practices and development models that are not aligned with sustainability. At times this strategic change presents technological barriers and requires solutions for the different economic sectors.

CERTI understands that innovation is a key element for sustainable development. Issues such as increasing urban and rural resilience to climate change, the transition to a low-carbon economy and major humanitarian challenges will be overcome through innovative, sustainable, and intelligent strategies. In addition, innovation is a critical success factor for strengthening institutional capacities aimed at fully realizing the essence of our Federal Constitution, especially in relation to the fundamental rights it foresees. We are monitoring the evolution of the 2030 Agenda and continuously reinforce our strategies to attain a prosperous and balanced future for the progress and well-being of Brazilian society. In 2022, CERTI advanced with important projects in the areas defined as strategic to CERTI's performance, namely the Bioeconomy, Industry 4.0, Digital Transformation and Innovative Entrepreneurship, pillars that are directly related to the 2030 agenda and aligned with our goal of contributing in an important way to the competitiveness and sustainable development of Brazil.

Erich Muschellack

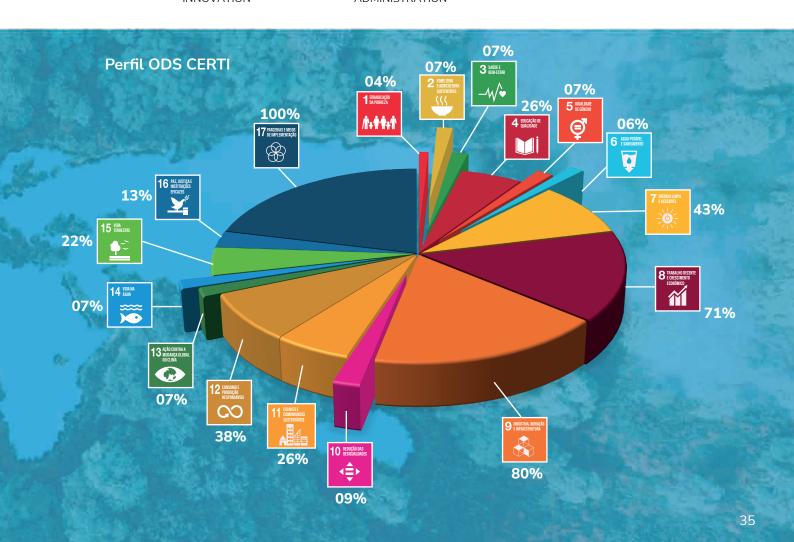
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Günther Pfeiffer

SUPERINTENDENT OF OPERATIONS, FINANCE & ADMINISTRATION

Laercio Aniceto Silva

SUPERINTENDENT OF BUSINESS





Visit our networks.











CERTI FOUNDATION

CERTI | Headquarters Campus of the Federal University of Santa Catarina P.O. Box 5053 | 88040-970 Florianópolis - SC - Brazil

+55 48 3239 2000 certi@certi.org.br www.certi.org.br