

ANNUAL REPORT 2023



certi®

Centers of Reference in
Innovative Technologies





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LETTER FROM THE SUPERINTENDENCE

Part of the dynamic innovation ecosystem of Florianópolis, recently awarded with the 1st place in the CNI National Innovation Award, the CERTI Foundation forms its own ecosystem of technological innovation and entrepreneurship. Through its institutions and affiliated companies, it offers its clients a wide range of skills and technologies with a national and international scope. Throughout 2023, CERTI developed and implemented 70 technological innovation projects, distributed among its 6 centers of competence.

We highlight the diversity of applications using basic technologies such as artificial intelligence, from production planning and control at RUDOLPH, to the use of drones to monitor electrical substations at COPEL, to the analysis of medical reports with greater precision by SIEMENS Healthineers. Through “Digital Twins” technology, we have contributed to the management of asset integrity in PETROBRAS’ subsea exploration and to the analysis and forecasting of production in the supply chains of products from the Amazon rainforest. In addition, CERTI has contributed to improving the industrial productivity of customers such as SOPRANO and MULTI through the implementation of Industry 4.0 concepts. We are also committed to energy efficiency initiatives for COMGAS, electric mobility projects in collaboration with CELESC and Weg, and actions focused on the bioeconomy, with an emphasis on forest conservation.

In the field of innovative entrepreneurship, CERTI successfully completed the second edition of the “Arena CELTA” program, which supported 37 startups. In addition, the CELTA incubator welcomed new startups and graduated several companies, including the winner of the National Innovation Award in the small business category, NANOSCOPING. We continue to lead MCTI’s “Spark” and MDIC’s “Innovative Brazil” programs, as well as the Bioeconomy Synapse program within our AMAZON JOURNEY platform, which has provided training and financial support to a significant number of entrepreneurs.

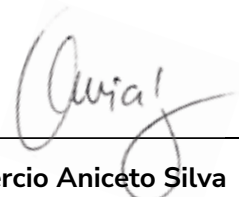
Last year, we continued to make progress internally, highlighting the “I Want to Work at CERTI” program to attract and retain talent. We also foster a collaborative work culture that seeks the best solutions by integrating multiple multidisciplinary technology areas across centers and units. The Superintendence of the CERTI Foundation expresses its gratitude for the commitment of its employees, the support of its directors and the trust of its customers and suppliers. We reaffirm our commitment to the sustainable development of the country through technological innovation and the constant promotion of innovative entrepreneurship.



Erich Muschellack
GENERAL SUPERINTENDENT
& OF SCIENCE, TECHNOLOGY
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 the sustainable development of Brazil.



Mission

Develop solutions in innovation, technology, and Entrepreneurship through a consistent and dynamic ecosystemic performance.



Vision

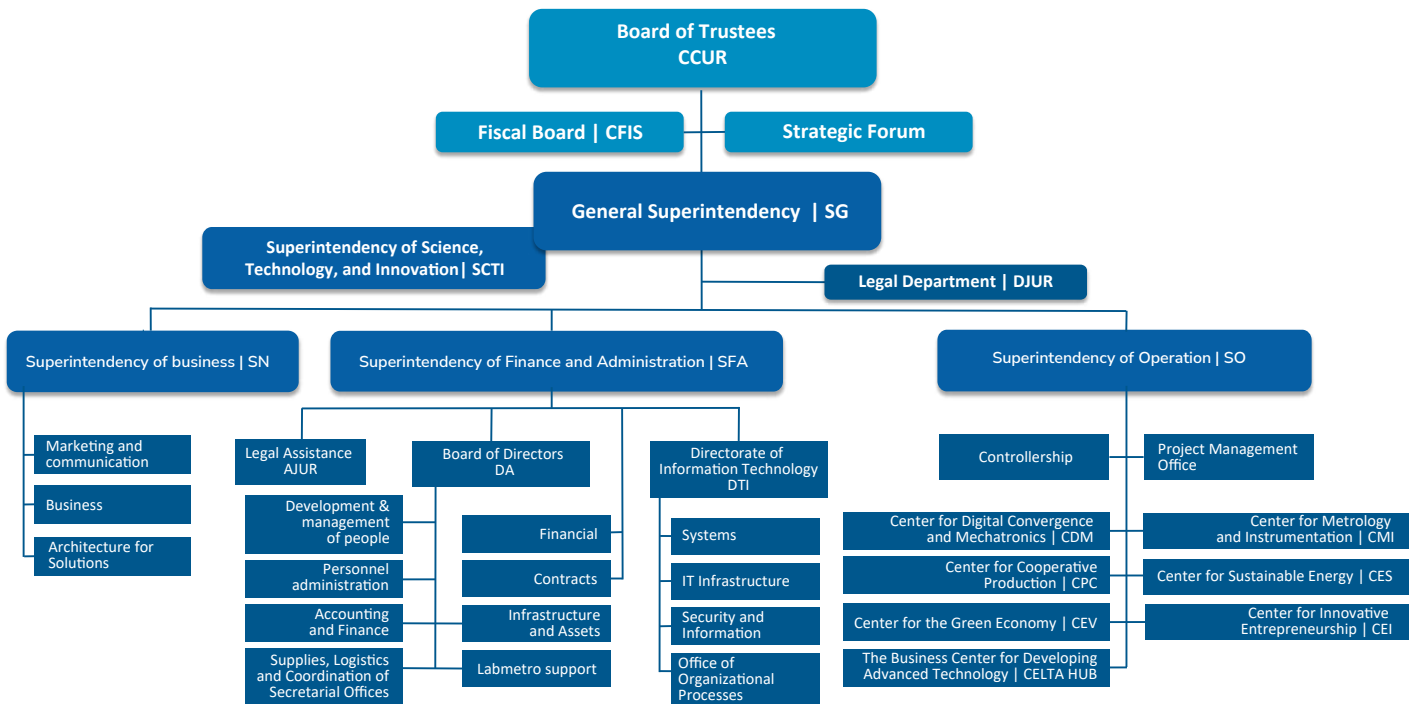
- Be recognized by its clients as one of the three science, technology and innovation institutions, thus promoting its competitiveness and importance.
- Be known as a desirable place to work
- Be a robust innovation hub, operating sustainably



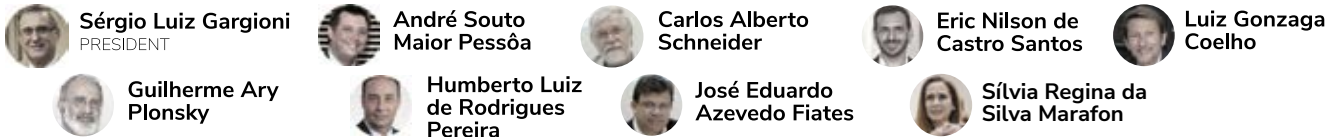
Values

- People as the Greater Good
- Honesty and Loyalty
- Innovation and Courage
- Result for the client
- Competence and Agility
- Collaborative Mindset and Professionalism
- Continuous learning
- Equity, Diversity and Inclusion
- Partnership and Cooperation
- Personal and Professional Prosperity

MANAGEMENT 2023



BOARD OF TRUSTEES



FISCAL BOARD



SUPERINTEDENCIES



EXECUTIVE DIRECTORATES



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

CERTI IN NUMBERS

Executive Summary

INSTITUTIONAL EVOLUTION

In 2023, the CERTI Foundation saw a positive return after three years of challenges. We repeated the growth rate of the previous year and reached a historic milestone: revenues of R\$ 115 million, gross margin of 30% and EBITDA margin of 15%. The net economic result of 3 million represented a 500% increase over the last pre-pandemic year. Our sound corporate governance was fundamental in a challenging environment characterized by restrictions imposed by government incentive and economic stimulus programs. Also this year, the organization worked on 70 different projects, although less than in the previous year. Nevertheless, the CERTI team grew by 30% compared to 2022, reaching 419 employees. This significant growth reflects our continued commitment to strengthening our ability to attract and retain talent. The “I want to work at Certi” program continues to evolve, making our institution more and more attractive to qualified and committed professionals in our sector.

TECHNOLOGY

Digital acceleration is present in all aspects of the institution, both in internal operations and in the development of products, processes, and systems through projects for clients. In 2023, technologies in mechatronics, hardware, firmware, software, instrumentation, connectivity, data analytics, edge computing, and especially artificial intelligence were critical to the success of several projects. During the year, the institution focused on three priority areas: Industry 4.0, Innovative Entrepreneurship and Green Economy. In the context of production processes and Industry 4.0, competencies in intelligent manufacturing systems, integrated MES systems, virtualization and digital twins of manufacturing environments, process prediction and simulation, and real-time control systems stand out. These capabilities are integrated with technologies such as computer vision, sensing, system integrity, and a BIM data exchange and interoperability platform. In the area of innovative entrepreneurship, there has been an expansion of skills in business innovation, management of innovation environments, and models of collaboration in entrepreneurship. The involvement in the Amazon Journey Program, which integrates entrepreneurship with the green economy, stands out. Furthermore, the creation of sustainable production chains with the aim of preserving the environment, valuing forest products and producers, and reducing the impact on the climate and ecosystems reflects the commitment to the third priority area for action, the green economy/bioeconomy. Through the collaboration of the different reference centers, innovative projects have been developed that combine multidisciplinary teams and technical skills in the fields of metrology, instrumentation, production processes, information and communication technologies, sustainable energy, green economy and innovative entrepreneurship, which are the hallmarks of the institution.

GOVERNANCE

The CERTI system brings together a series of entities with complementary competencies and objectives, for the benefit of a common goal: “To contribute in a relevant way to the competitiveness of companies and to the sustainable development of Brazil”. Under the guidance and strategic direction of the Board of Trustees and the Superintendence of Fundação CERTI, they adhere to good compliance and corporate governance practices and operate in perfect harmony, following uniform administrative, operational and contractual processes. This system integrates the following institutions: Instituto CERTI Amazônia and Instituto CERTI Sapiientia, together with the companies CVentures Empreendimentos Inovadores e Participações S.A. and PRODUCE Indústria, Comércio e Serviços em Eletrônica S.A.

MARKET

Over four decades, CERTI has established itself as a reference in innovation, taking advantage of the opportunities offered by the resumption of industrial policies and the stimulation of innovation, as well as the nearshoring strategy that attracts investments from large companies. In 2023, CERTI's recognition by the Petrobras Award for Best Supplier in the Innovation, Research and Development category highlighted the excellence and quality of its deliveries in projects. The institution is recognized for its ability to develop solutions in various sectors such as IT, electronics, healthcare, oil and gas, aeronautics, energy and bioeconomy. With multidisciplinary expertise in areas such as mechatronics, hardware, firmware, software, applications, instrumentation, connectivity, data analytics and artificial intelligence, CERTI has been at the forefront of digital transformation, demonstrating groundbreaking initiatives such as Smart Factories, which aim to optimize production processes and increase operational efficiency. Through programs such as Centelha, Inovativa, Arena Celta, CERTI drives innovative entrepreneurship. In addition, in partnership with Santander, Bradesco, ITAÚ and Fundo Vale, it implements the Amazon Journey program, which contributes to the conservation and sustainable development of the Amazon region. Committed to decarbonization and energy transition, CERTI develops charging stations, electric post networks, and sustainable microgrids with zero carbon emissions. By collaborating with governments, academic institutions, companies and development agencies, such as EMBRAPA, BNDES, FINEP and FAPESC, and using mechanisms to promote innovation, such as the Computer Law, the Good Law and the Innovation Law, CERTI adopts a systemic approach to promote, subsidize and mitigate risks, thus accelerating the transition to a more competitive and sustainable economy.

CAPITAL

The CERTI Foundation's greatest value lies in its human capital. Through it, the institution guarantees the creation of innovative and competitive technological solutions. In order to maintain and strengthen this aspect, the focus in 2023 was on human resources development, organizational culture and human resources management, through the initiative summarized in this report under the title "EQTC Program - I want to work at CERTI". However, the management of knowledge and intellectual capital requires special attention, especially in the face of high turnover in the aftermath of a pandemic. The sustainability of innovation and the competitiveness of the institution depend on these areas. With regard to equity, the actions for the monetization of own assets, started in 2021/2022 with the objective of supporting the economic and financial sustainability of the institution, were resumed in 2023 with the objective of being implemented in 2024. It is important to note that the lack of government funds for the development of laboratory and technological infrastructure limited the achievement of the planned goals. Despite the challenges, CERTI maintains its commitment to the continuous development of its employees, to the improvement of knowledge management and to the search for innovative solutions in order to remain competitive and relevant in the technological scenario.

MANAGEMENT

In order to improve its competitiveness in the market, the organizational restructuring implemented in 2020 had operational adjustments in 2023 management. The main change was the integrated and collaborative working model between the Reference Centers, focused on the matrix composition of competencies, replacing the old structure with Strategic Business Units. During this period, new and systematic tools were developed, such as: monitoring indicators, collegial meetings between the business and operations areas, and regular communication of strategies, goals and results to all employees through weekly and informative meetings. In order to evaluate the effectiveness of the changes and the satisfaction of the employees, internal surveys were conducted every six months using the NPS® (Net Promoter Score) method and the Employee Satisfaction Survey, providing relevant information to optimize the management and operation of the institution. The positive results of the restructuring are reflected in the 2023 financial statements, audited by an independent firm (PwC) and approved without reservation by the Fiscal Council and the Curator, which demonstrate the adequacy and compliance of institutional management.

CERTI IN NUMBERS

Executive Summary

TEAM

In 2023, the CERTI team grew by 30% compared to 2022, accompanied by a significant reduction in the turnover rate, reaching 419 employees. The implementation of a flexible work model (15% full face-to-face, 45% hybrid, 40% full telework) and the use of digital interaction platforms resulted in a more positive and productive work environment. To celebrate the achievements and strengthen the bonds between employees, we held two commemorative events in 2023, which played a key role in promoting the exchange of information and experiences and were widely appreciated by the teams. Despite this progress, we recognize that we still face challenges, including strengthening our employees' sense of belonging and building an even more integrated and collaborative work culture.

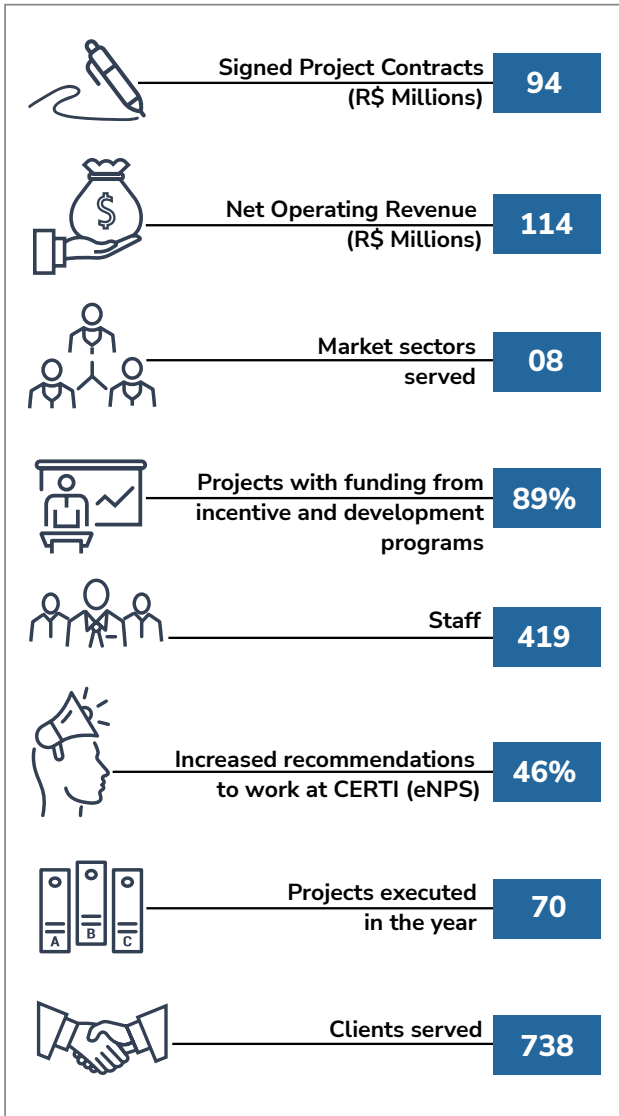
PRODUCTS AND SOLUTIONS

CERTI's solutions include: i) technological development, entrepreneurship and innovation projects; ii) technical consulting and short-term training; and iii) highly specialized technological services and support for startups in the incubation and acceleration process. In 2023, most of the operating revenue (93%) came from projects. There was a significant change in the number and size of projects compared to 2022: the number of projects decreased by 50%, while the size of large projects (over R\$ 10 million) increased by 71%. The growing demand from customers for solutions in more advanced stages of TRL 6 to 8, closer to the final solution for use in the market, has driven the trend toward solution production. Especially in the Electronics, Oil & Gas and Aerospace sectors, whose revenues accounted for 57% of annual project revenues. The delivery of technology solutions, increasingly in the form of end products, significantly increases the level of maturity and robustness of the solutions, and also includes aspects such as post-development support, product lifecycle maintenance and market viability, services that require close customer alignment. This process is in line with CERTI's vision that innovation is effective when the developed solution reaches the market and creates value in the market.

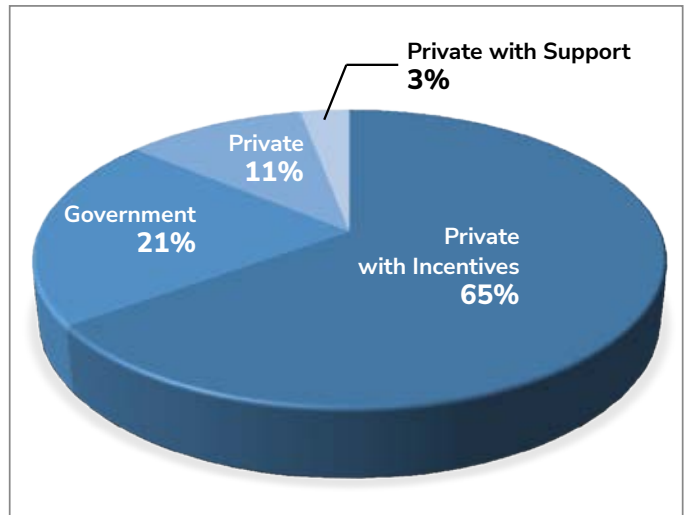
INFRASTRUCTURE

2023 was marked by investments that boosted manufacturing 4.0 and information security at the institution. We highlight the installation of new equipment at LABFABER, CERTI's factory laboratory. Located in the basement of the Institute of Industry at Sapiens Parque in Florianópolis, LABFABER operates in partnership with FIESC/Senai and Sapiens Parque. In 2023, the Laboratory received investments of R\$ 6 million in machinery, equipment and systems, from the Priority Program of the Computing Law/Hardware BR of the MCTI (Ministry of Science, Technology and Innovation) and coordinated by EMBRAPIL. With this achievement, CERTI has taken an important step to consolidate itself as a national reference in Industry 4.00, making LABFABER one of the most modern industrial plants in the country. CERTI has also invested in the implementation of the LGPD in all its areas, focusing on data security and network accessibility, ensuring that the institution is in compliance with the law and prepared to meet the demands of its customers and suppliers.

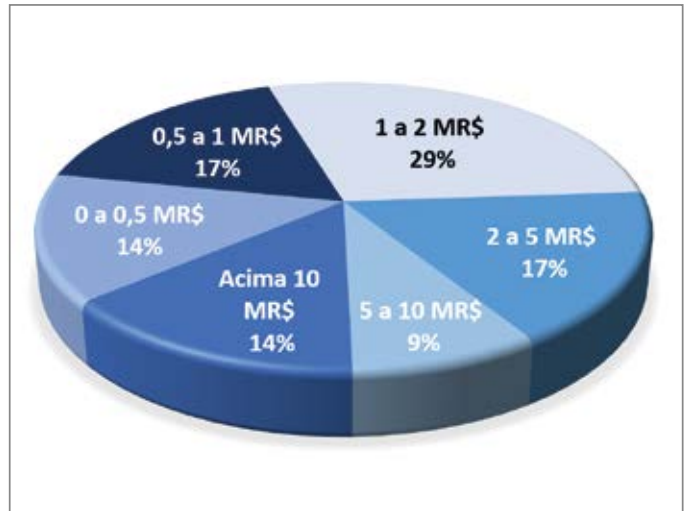
INDICATORS



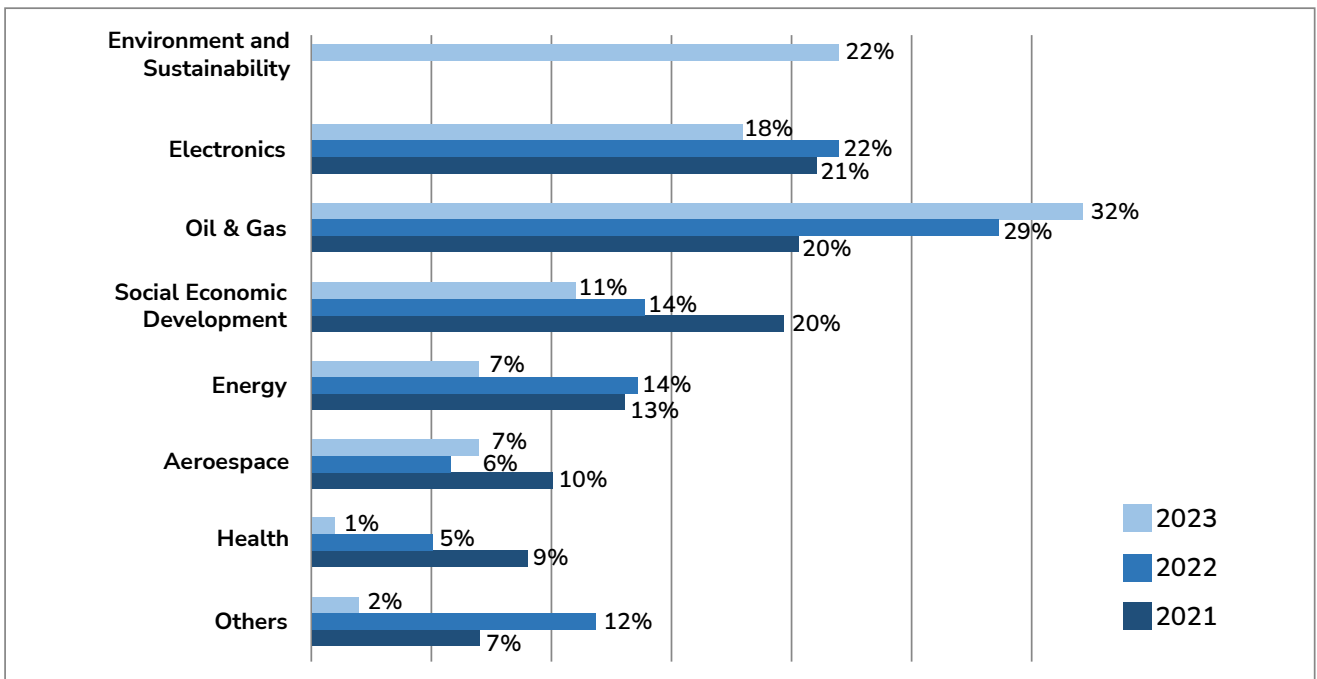
REVENUES BY TYPE OF RESOURCES



SIZE OF EXECUTED PROJECTS



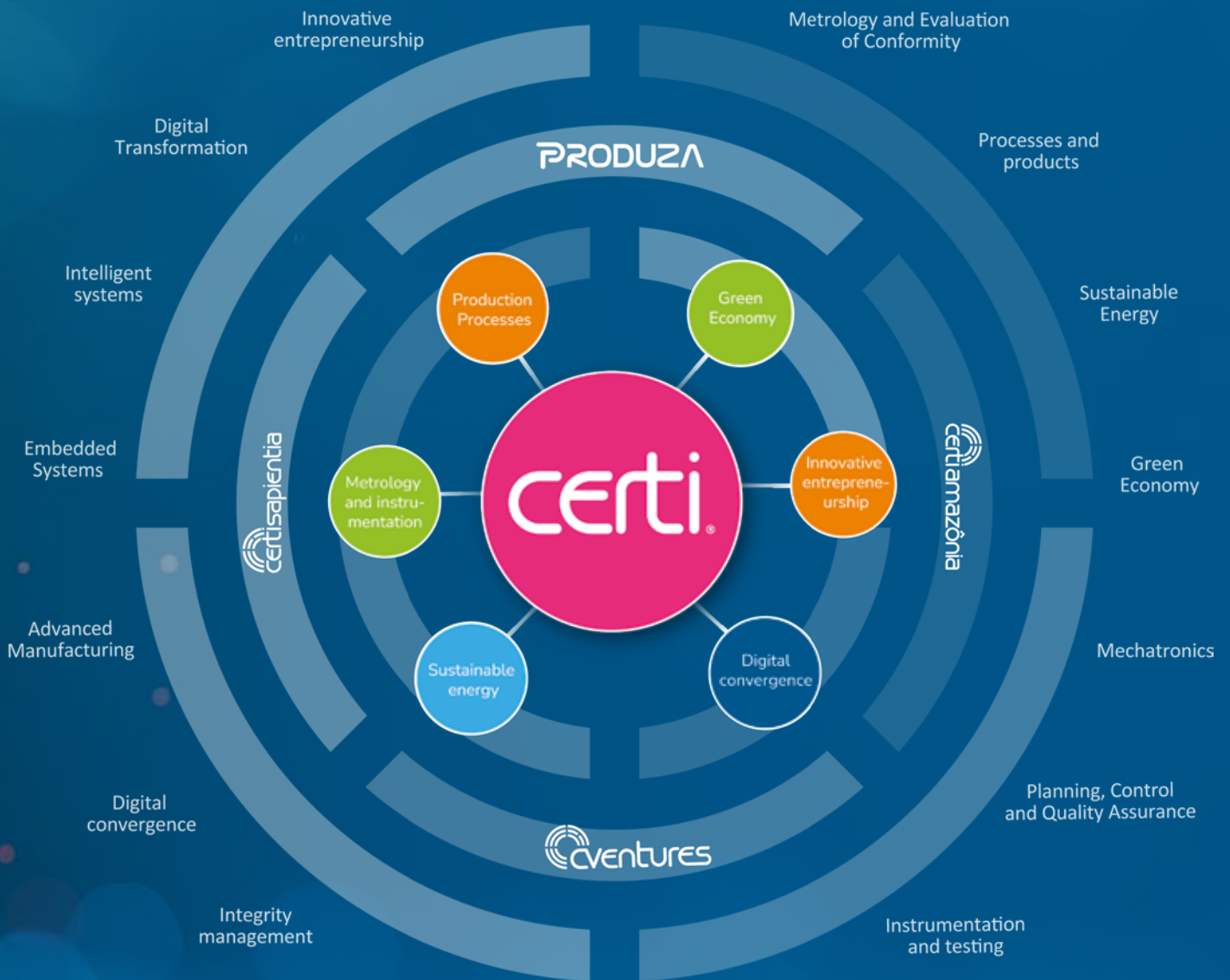
CHANGE IN SHARE OF SECTORAL REVENUE IN ANNUAL REVENUE



CERTI ECOSYSTEM

Initiatives and institutions





**CERTI Foundation
UFSC Campus**
Cooperation:



**CELTA
Alfa**
Cooperation:



**LABFaber
Sapiens Park**
Cooperation:



**CELTA
Inovation**
Cooperation:



**CELTA
InovaLAB**

CENTERS OF REFERENCE

METROLOGY AND INSTRUMENTATION

In 2023, the Center for Metrology and Instrumentation maintained its focus on improving the quality of industrial products and processes and managing asset integrity. Following international trends, the solutions developed have intensified the use of digital resources and artificial intelligence. The year saw the development of measurement systems for use in explosive environments, automated computer vision systems for the inspection of electronic products, the creation of benches for the automated calibration of sphygmomanometers, and hardware-in-the-loop systems for avionics testing, among others. In the area of integrity management, we have evolved with the development and implementation of digital twins to support decision making for the preservation of subsea oil and gas production facilities. Technological services have also been improved, such as the relaunch of industrial computed tomography services and an increase in training.

COOPERATIVE PRODUCTION

The Cooperative Production Center, in 2023, witnessed the consolidation of the Bim and Lean 4.0 area, with the expansion of the project portfolio and the growth and maturity of the team. We can highlight the OPEN BIM Project, whose solutions have advanced beyond Petrobras' internal environment, impacting the entire supply chain of its main suppliers. In the industrial projects scenario, continuous technological advances were observed in the main applications aimed at process optimization. These applications have been implemented and operationalized on the shop floor of large customers in several regions of Brazil, validating the basic concepts of the CERTI IIoT platform. The integration of BIM and Industry 4.0, in addition to the operation of the main projects, generated a historic growth of more than 30% in the year compared to the previous year.

GREEN ECONOMY

In 2023, the Center for the Green Economy continued the Genesis project focused on awakening entrepreneurial talent, with 5,300 registrants, 662 proposals received at the Bioeconomy Synapse, resulting in the creation/support of 71 impact businesses in the states that make up the Legal Amazon. Complementing the strategy of creating new businesses and promoting entrepreneurship in the bioeconomy, it launched the Amazon Journey platform, which has had a significant impact in stimulating an entrepreneurial, innovative culture with a positive impact on the forest. We created the Synergy Investment Program, a micro-corporate venture capital (CVC) and startup acceleration mechanism, carried out in partnership with two accelerators, Darwin Startups and Amazônia B, with investments led by industries from different sectors. In addition, at the beginning of the Restore+ project, in collaboration with IBAMA for the execution of fine conversion project in environmental services. In addition to the Atlantic Forest Ecological Restoration project with BNDES, these fronts represent an important role for CERTI in an issue that is relevant to Brazil's climate agenda.

DIGITAL CONVERGENCE & MECHATRONICS

In 2023, the Digital Convergence Center (CDM) sought to establish itself as a global reference in providing solutions for digital transformation. Integrating systems engineering and interface design skills and experience, CDM has developed a wide range of software solutions, including information systems, applications, and highly complex embedded systems. Throughout the year, CDM was involved in a variety of projects in segments such as consumer electronics, health and energy, ranging from the development of digital systems for remote management and operation to solutions in intelligent systems. We can highlight the application of artificial intelligence (AI) combined with computer vision (Computer Vision) and natural language processing (NLP) and data science (Data Science). It also continued to work on projects for web systems and cloud computing, mobile applications, the Internet of Things (IoT), and systems and electronics for critical systems.

INNOVATIVE ENTREPRENEURSHIP

In 2023, the Center for Entrepreneurial Innovation (CEI) served clients in the areas of ecosystems and innovation environments, innovative entrepreneurship, and business innovation. To increase the economic, social, environmental and technological impact, CEI mobilized a team of 42 experts who participated in a total of 18 projects. We consolidated our position as a key player in two important initiatives to promote innovative entrepreneurship in Brazil: the Innovation Hub (MDIC) and the Centelha Program (MCTI), which have benefited more than 6,000 companies. Within the framework of Corporate Innovation projects, we have expanded our services with the Arena CELTA program, adopting modern methodologies to support startups. We are strengthening our presence in innovation ecosystems and technology parks through collaborative initiatives in different regions of Brazil and strategic partnerships with SEBRAE Nacional, city governments and universities to promote the exchange of experiences and contribute to making the country more competitive and innovative.

SUSTAINABLE ENERGY

In 2023, we highlighted the appointment of Engineer Marco Izumida as Director to begin the implementation of a new research organization focused on teams dedicated to electromobility, smart grids and microgrids, energy market and green hydrogen. In the second half of the year, CES faced a decline in projects, although the projects delivered positive results as planned. In addition, there has been collaboration with the business unit and the development of new projects to bring to market, resulting in a solid pipeline for 2024. The initiatives related to electric mobility and the energy asset management market stand out. At the end of the year, there was a new change in the Board of Directors, and currently the CDM management takes over the CES until June 2024, with the objective of implementing the best operational and technological management practices, while maintaining the autonomy of the CES.



In 2023, CELTA registered an average growth of 30% for integrated companies, also reflected in the addition of eight new incubators. In the same year, three companies graduated, most notably NanoScoping, a nanotechnology provider. The company received several awards at the CNI National Innovation Award, standing out in four categories. Letícia Mazzarino, partner and technical director of the company, was awarded as an innovative researcher. The recognition of CELTA is reflected in the new incubators, such as MVP e-solutions, an autotech focused on vehicle electrification that recently entered the market and projects a promising future. Currently, about 730 employees work in the 43 startups that make up Celta.



The CERTI Amazon Institute (ICA), located in Manaus (AM), is dedicated to technological innovation through collaborative development. We provide solutions in the areas of digital transformation, Industry 4.0, bioeconomy and entrepreneurship for various sectors. In 2023, ICA actively participated in about 10 research, development and innovation (RD&I) projects, in collaboration with 6 clients, including industries in the industrial pole of Manaus (AVELL, JABIL, HANA and POSITIVO INFORMÁTICA) and institutions coordinating priority programs (CITS and IDESAM).

The projects focused on incremental process innovation, particularly in data extraction, integration, and processing, to drive digital transformation. We also collaborate in CERTI Foundation projects, highlighting initiatives such as CERTI-MES, IIOT SMART-SMEMA, CONECTIVIDADE-SMEMA, SMART-INVERTER, ENERGY METER and RUDOLPH ROTA 2030, through skills in embedded systems, hardware, data science and web systems.

In Bioeconomics, we expanded our activities by integrating them into the Amazon Journey, promoted innovative entrepreneurship programs, and launched the Digital Forest Platform, which already has registered extractivist cooperatives selling Brazil nuts through our marketplace.

Priority areas of business generation:

- Intelligent Systems
- Industry 4.0
- Bioeconomy
- Energy
- Entrepreneurship



The CERTI Sapiientia Institute (ICS) operates in technological development and innovation with a technical team specialized in the creation of product and system projects. In collaboration with the CERTI Foundation, ICS is part of a nationally recognized innovation ecosystem in Florianópolis. Its priority areas of activity include digital transformation and the energy sector.

In 2023, ICS continued to lead innovation projects for national and multinational companies, focusing on competitiveness and excellence. During the year, it has reviewed its management and business strategy, focusing its skills on Software Development and Artificial Intelligence (AI). The partnership with the CERTI Foundation in the execution of projects aimed at creating value through research and development and innovation in challenging and high-demand sectors such as electronics, health, Industry 4.0 and energy.

While traditional skills remained specialized, there was a significant expansion in computer vision, natural language processing, and especially data science in response to the growing demand for artificial intelligence.

Priority areas of business generation:

- Digital transformation
- Energy

ADVANCED MANUFACTURING FOR INDUSTRIAL COMPETITIVENESS



LABFABER is one of the most modern and technological environments in Brazil, focused on the development of digital technologies for Industry 4.0. In 2023, it achieved significant advances in the main technologies operated, the MES (Manufacturing Execution

System) was integrated into the IIoT platform, the automation and robotics cell was fundamental to validate flexible production concepts. The SMART family has been enhanced for the digitization of manufacturing environments. Furthermore, the use of artificial intelligence has made it possible to predict defects in production processes in real time.



Produza is a Contract Manufacturer that assembles boards and electronic products. It has the capacity to assemble medium and large series, also prototypes and pilot batches for validation of new products.

It operates mainly in the segments of electromedical equipment, energy, agriculture, defense, aerospace and aeronautics. One of its main services is the turnkey supply, where it works from the receipt of the project documentation, from the development of suppliers, through procurement, import, raw material inventory management, to the assembly of electronic boards, functional tests and integration of the final product.

PROGRAMS TO SUPPORT INNOVATIVE ENTREPRENEURSHIP



ARENA CELTA - The pre-incubation program aims to accelerate the development of new businesses by offering a proven methodology, interaction with entrepreneurs and networking with large companies, in addition to the support of the CELTA HUB, including the possibility of incubation. It stands out as a powerful tool for startups and/or innovative projects, providing pragmatic guidance to support and empower these businesses. The program brings together essential resources for growth, including investment funds, legal advice, ecosystem mapping, university partnerships, exchanges and business maturity observatories.



JORNADA AMAZÔNIA - The initiative aims to support the development of the bioeconomy in the Amazon by promoting the entire ecosystem of innovation and impact entrepreneurship with a focus on forest conservation. In 2023, several mechanisms were applied to promote an active entrepreneurial culture, support innovative startups and strengthen local incubators. The initiative was consolidated with the partnership between the CERTI Foundation and Fundo Vale, Bradesco, Itaú and Santander. During the year, more than 3,000 entrepreneurs were trained, 200 startups were created, 100 qualified companies and 30 promising companies received investments.



CVENTURES - The investment arm of the CERTI Foundation, it has managed the Cventures Primus Fund since 2013 and has invested in 15 startups to date. The fund is currently in a divestment phase, having successfully sold eight companies. The sale of Salux to SBPar, Wevo to Jitterbit (an American multinational), Hiper to Linx and Zygo to PagSeguro stand out. Cventures' current portfolio includes seven companies: Neoprospecta, Hi Platform, Asaas, Exact Sales, Checkplant, uMov.me and Sensorweb.



CENTELHA - Encourages the creation of innovative companies and promotes the entrepreneurial culture in Brazil by providing training, financial resources and support to turn ideas into successful businesses. In its second edition, in 2023, promoted by MCTI and FINEP in partnership with CNPq, Confap and Fundação CERTI, it achieved great success. More than 33,000 entrepreneurs participated in the program, generating more than 11,000 innovative ideas. Of the 25 federal units that have implemented the methodology, 20 are being monitored, 4 are in the process of contracting projects and 1 is in the process of submitting projects. In addition, more than 800 companies have been hired and more than 8,000 entrepreneurs have received direct services.



INOVATIVA - This is a public policy that drives the development of the innovative entrepreneurship ecosystem in Brazil through a set of initiatives. Carried out by the Ministry of Development, Industry, Commerce and Services (MDIC) and SEBRAE, it has the execution of the CERTI Foundation in partnership with Impact Hub and Abstartups. The program has already benefited from the development of more than 3,500 innovative companies and offers a variety of products and programs to support the creation of a new generation of solutions and optimize the potential of national startups.



SAPIENS PARQUE - Two CERTI buildings are installed in the innovation park, CeltaHub Inovalab and CeltaHub Inovação, the spaces house technology-based companies. At the end of 2022, a rate of about 95% of total occupancy was recorded. At CeltaHub Inovação, companies have a coworking space of 80 m², in addition to meeting rooms. A new building is currently being designed: the Celta Hub 10k, with 10,000m² of leasable area, intended to house technology and service companies. This expansion represents CERTI's commitment to entrepreneurship and innovation at Sapiens Parque, further strengthening our ecosystem.

CERTI EMBRAPII UNIT

Intelligent Systems

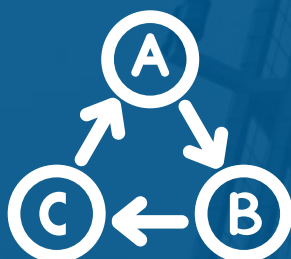


As a unit of Embrapii, CERTI is accredited to work in the field of Intelligent Systems (IS), which allows innovation projects to receive between 33% and 50% of their total funded value, depending on the source of funding of the partnership (EMBRAPII Management Agreement, BNDES, SEBRAE, Rota 2030, Ministry of Health, among others). This action covers three specific subareas in IS: Mechatronic Systems, Software for Intelligent Systems and Manufacturing Systems. In accordance with the strategic guidelines established for 2023, CERTI has strengthened and expanded its base of partner companies in strategic sectors for EMBRAPII projects. The innovation projects approved in 2023 will directly benefit companies such as Siemens Healthcare, Lenovo, Magneti Marelli, Acceta, Acrel, MMOptics, Napid, Emipharma and others.

TAX INCENTIVES



INFORMATICS LAW (8.248/91) - WHO IS IT FOR: The legislation is addressed to companies that have a national production of computer equipment according to the list established by Decree No. 5.906/06, dated 09/26/2006. CERTI keeps up to date on the progress of industrial policy in the Information and Communication Technology (ICT) sector, following the recent changes promoted by Law No. 13.969 of 12/26/2019 and Decree No. 10.356 of 05/20/2020. These updates brought significant changes to the regulation and use of benefits, including the introduction of a credit system that affects the planning and execution of research and development (R&D) investments by companies in the sector.



ORDINANCE 950 - The purpose of Ordinance 950 is to establish a methodology for the recognition of technology developed in the country for goods or products. The advantages for companies include: a) the right of first refusal in tenders for the purchase of goods and services; b) the margin of preference can reach up to 25% in relation to foreign products.



Law 11.196/2005 - The legislation is aimed at national companies in all sectors that invest in research and development of technological innovation, that operate under the Real Profit regime and that have a taxable profit throughout the year. The Law aims to encourage the creation of patents, reduce imports of equipment and computer components, strengthen local training and attract new companies to the country.

CLIENTS



PARTNERS



2023 HIGHLIGHTS

Solutions and Achievements

ARENA CELTA at national level



Arena CELTA, CERTI's initiative to train a new generation of entrepreneurs, held its second edition, this time nationwide. With the sponsorship of Sebrae Nacional and the NSC Group, the program had an edition in Florianópolis (SC), in addition to two parallel events called Arena CELTA Na Estrada, held in Santarém (PA) and Caxias do Sul (RS). In Florianópolis, the program lasted six weeks.

During this time, the selected companies participated in intensive learning, training and networking sessions. In total, there were three face-to-face rounds and a final arena, covering topics such as "Problem Validation," "Market Access," and "Financing and Fundraising. At each stage, only one group of companies advanced to the next stage, resulting in 26 finalists at the

Top 100 Innovative Open Startups Award 2nd place in TOP ECOSYSTEMS



100 Open Startups, the leading international platform for connecting companies and startups, promoted the award ceremony of the Ranking 100 Open Startups 2023, which recognizes the most innovative startups in collaboration with companies in Brazil.

The CERTI Foundation was honored to be represented by two of its programs in the "TOP Ecosystems" category, placing 2nd and 4th respectively with InovAtiva and Startup Outreach Brasil. This recognition underscores CERTI's commitment to fostering innovation and strengthening the country's entrepreneurial ecosystem.

National Innovation Award



CERTI Foundation's projects and clients have been recognized by the National Innovation Award (PNI). Florianópolis stood out in the Large Innovation Ecosystems category with a project that involved collaboration between the CERTI Foundation, the local government, Acate, UFSC and Sebrae.

Nanoscopying, a company that graduated from the CELTA Incubator created and managed by CERTI, received awards in the Small Business and Highlight in Occupational

Health and Safety categories. Furthermore, researcher Letícia Mazzarino, partner and technical director of

Petrobras Best Suppliers Award



CERTI Foundation was awarded as one of the best suppliers of Petrobras, specifically in the category of Innovation, Research and Development, during the OTC Brasil - Offshore Technology Conference. In the same award, renowned multinational companies such as Bristow, Tenaris and Subsea7 were also recognized.

This award symbolizes the recognition of our enduring commitment to Petrobras, a partnership that has grown steadily for more than a decade. This achievement further strengthens our commitment

to deliver products and systems of excellence, reinforces our ongoing commitment to innovation, and solidifies the CERTI brand as a benchmark in the marketplace.

Participation in the Startup Summit event



During the Startup Summit, an event recognized as one of the most important in the entrepreneurship sector, CERTI was present alongside more than 10,000 participants, 1,000 startups and more than 200 speakers. At the CERTI booth, prominent initiatives were presented, such as Arena CELTA, which aims to promote a new generation of successful startups; Inovativa Brasil, a hub full of products and programs aimed at the innovation ecosystem; and the Amazon Journey platform, which aims to strengthen the entrepreneurial and innovative culture of the Amazon region, in addition to increasing the number of companies in the bioeconomy sectors.

CELESC and the SC State Government Launch the 3rd Phase of the Electric Corridor



With an investment of approximately R\$ 6 million, this phase of the project aims to install 10 new charging stations for electric vehicles in all regions of Santa Catarina, creating one of the largest electrified routes in the country. The project has developed charge points that allow the management and control of electricity demand; this functionality is relevant for units installed in residential and commercial condominiums, as it helps avoid overloading existing electrical circuits, ensuring a safe and efficient energy supply. The initiative is carried out through Celesc's R&D/Aneel program in collaboration with the CERTI Foundation.

3rd Workshop SC2C.Aero



CERTI, in partnership with the Federal University of Santa Catarina (UFSC) and the Swedish- Brazilian Innovation Center (CISB), held the 3rd SC2C.Aero Workshop. The event brought together aerospace leaders, RD&I institutions and agencies from Brazil and Sweden. The workshop addressed topics such as: Innovation in the Aerospace Industry, Sustainability and Environmental Challenges and Global Technological Advances. Among the participants were representatives of companies such as Embraer, Boeing R&T Brazil, ITA and Saab AB. In addition, on the second day of the event, more than 100 participants were able to make technical visits to laboratories and institutes specialized in

aerospace in Florianópolis, providing an immersive

Visit by the Mayor of Florianópolis and the Secretary of Science and Technology



CERTI received a visit from the Mayor of Florianópolis, Topazio Neto, accompanied by the Secretary of Economic Development, Science and Technology of the City, Juliano Richter Pires, and the Undersecretary of Municipal Relations of the City Hall of Florianópolis, Eduardo de Souza. The purpose of the meeting was to learn a little more about the CERTI Foundation's trajectory and its fundamental role in the city's innovation ecosystem. In addition, possible partnerships were discussed to further boost innovation in the capital of Santa Catarina.

Expo Amazônia Bio&Tic 2023



CERTI Amazônia, in collaboration with the Amazon Journey Platform, was present at Expo Amazônia Bio&Tic 2023, the largest technology event in the North region. During the event, CERTI contributed with a panel on "Sustainable Bioeconomy in the Amazon" and was also present at the stand in partnership with Fundo Vale. Eight startups supported by CERTI's Synergy program also actively participated in the event, which brought together more than 16,000 attendees, in addition to more than 120 speakers and 85 startups.

Participation in the Web Summit in Lisbon, Portugal



CERTI joined the Brazilian delegation of APEX in the Brazil Pavilion along with 175 other companies at the prestigious Web Summit in Lisbon, Portugal, considered the world's leading technology conference. During CERTI's presentation at the event, we highlighted the Embrapii CERTI unit focused on internationalization, entrepreneurship programs dedicated to startups, such as the successful pre-incubator Arena CELTA, and Amazon Journey as a promising investment opportunity in the bioeconomy.

CERTI representative in the management of ANPROTEC



During the 34th Ordinary General Meeting of the ANPROTEC Association, the candidates elected for the 2024 - 2025 Board of Directors were announced. Tony Chierighini, Executive Director of the Celta Incubator, was announced as Vice President of ANPROTEC. His election is not only a recognition of his career, but also of the importance of CERTI in the national scenario of innovation and entrepreneurship.

CASES 2023

Projects completed



Jiga Esfigmo – Multi

The Jiga Esfigmo project was developed for Multi Group, aimed at automating the testing of digital sphygmomanometers with strict metrological reliability requirements. The system is capable of testing 24 instruments simultaneously by providing a reference pressure signal and capturing images via digital cameras. Artificial intelligence image processing allows for autonomous recognition of the model of each instrument, ensuring accurate reading of the characters displayed on the displays. Additionally,

the system has a dashboard that allows you to identify the instruments that are not passing the test, monitor various production parameters and the performance of the neural networks involved in the process. After rigorous tests and evaluations, the system was submitted to an audit by Inmetro, and approved.



TermoDrone – COPEL

The TermoDrone project, developed for COPEL Distribuidora, had as its main objective the development and testing of computer vision solutions for the monitoring of electrical substations. The project had two lines of work: The first line of work produced prototypes of smart cameras to perform thermographic inspections on equipment and detect intruders at specific locations; the second line of work explored the use of UAVs with adaptive trajectories controlled by the processing of

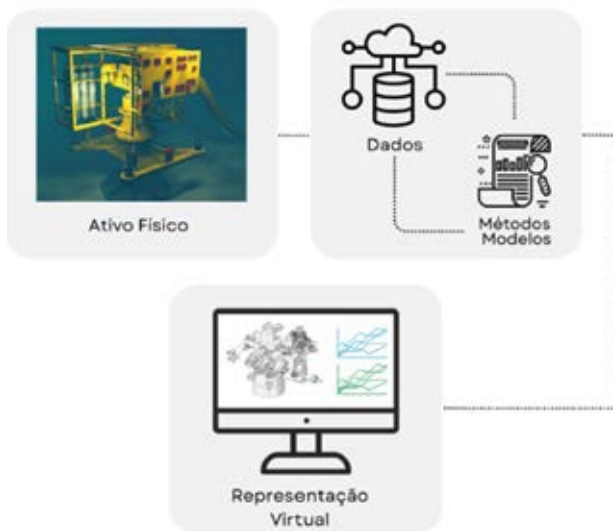
thermographic images captured by embedded cameras. After validation by COPEL's automation department, six smart cameras were installed in one of the company's substations and connected to the supervisory system via DNP3. Three cameras were assigned to perform thermal inspections on circuit breakers, while the other three were dedicated to intrusion detection and qualification. Testing of the solution using UAVs was conducted in a relevant environment, demonstrating the feasibility and effectiveness of the



CERTIFICARE

In 2023, the CERTIFICARE project will continue to digitize commissioning processes through a dynamic and interoperable tool that provides WEB and mobile visualization systems. Throughout the year, new functionalities were developed and validated through testing with Petrobras users. We have also advanced the modeling and translation of entities through the Industry Foundation Classes (IFC) data model to improve system interoperability. CERTIFICARE is a tool already being used

by end-users in the field and remains a competitive advantage for service providers in Korea, Singapore and Brazil. The pillars of the CERTIFICARE methodology include dynamic process modeling, user interface with mobile applications, use of IoT to increase operational security, and open source interoperability.



Digital Twins to support asset integrity management

The GEMEOSS and PipeTwin projects, commissioned by Petrobras, promote the digitalization of the integrity management of subsea assets, production facilities and rigid pipelines. Digital twin development supports inspection, life extension, and asset reuse decisions using product and production data in models of degradation processes, providing the ability to perform descriptive (current state) and predictive (future state) analysis. As a result, asset integrity threats such as corrosion, erosion, valve failure, and pipeline buckling can be accurately and thoroughly

assessed in a digital environment. This approach reduces the high cost of subsea inspections and the risk of leaks and production shutdowns. It is already possible to observe the digital twins in operation, albeit with limited functionalities. They are integrated into the IT system and connected to Petrobras databases, meeting strict communication and security requirements.



Factory Efficiency Plan and Roadmap 4.0 - Soprano Electrical Materials - SME

The main objective of the project was to map the existing capabilities of the Soprano Materiais Elétricos (SME) plant in order to create a technological roadmap for 4.0 applications and to develop a Proof of Concept (PoC) focused on the manufacturing process and industrial automation. Activities began with an on-site mapping of the company's facilities to systematically identify opportunities for improvement and innovation. Based on this mapping, technologies with potential for application at the SME plant

were identified, followed by an analysis of policies and innovation strategies with the company's senior management. Based on this data, a technology roadmap was built for the SME, addressing in a chronological manner the transformative technologies that will enable the change from the current state (as-is) to the future state (to-be) in the context of 4.0 applications. Under PoC, the project focused on the concept of automating the assembly of electrical switches with longer cycle times, but with lower CAPEX, to support the production growth curve during the transition from assembly to automation. To this end, production cells were set up in CERTI's LabFaber facilities to test and validate the concepts developed.



AIC / P4F

A project with the Amazon Investor Coalition (AIC), Earth Institute, with support and sponsorship from the UK Government's Partnership for Forest, aimed to strengthen impact entrepreneurship in the bioeconomy and a low-carbon economy that generates value from biodiversity and community sovereignty. Through a joint and coordinated action between the four institutions, we have modeled strategies to increase the allocation of impact investments in the region, through the

continuous integration between dynamizing organizations, investors and entrepreneurs, to make the forest bioeconomy ecosystem more competitive and transparent for the efficient allocation of capital, while on the other hand working on the qualification and strengthening of more than 40 local startups.



Euroclima

The action, carried out in partnership between the CERTI Foundation and the Conexsus Institute, is supported by GIZ, a German technical cooperation organization for the promotion of sustainable development, within the framework of the Euroclima+ program, in collaboration with the Ministry of Development, Industry, Trade and Services of the Brazilian Government. The project aimed to structure a mechanism to induce innovative solutions for the base of production chains, involving startups and local actors. The pilot cycle

included the participation of 10 community businesses and 10 startups, who were prepared through training and virtual meetings for the in-person phase, when two immersions will take place in the Lower Tapajós and Lower Tocantins regions of Pará State in 2023. As a result, a solution based on the characterization and segregation of solid waste from the production process to study the reuse of this waste in the community business itself (bioeconomy waste pellets) has had its implementation funded by the program.



P-260 COMGÁS

P260 - Management 4.0 of Heating System in Multifamily Buildings" was developed for COMGÁS with the aim of improving the energy efficiency of heating systems. The project implemented Industry 4.0 concepts through advanced instrumentation and an energy management panel, which enabled the monitoring of gas heating systems in a pilot apartment building. The digital platform was designed to be scalable and expandable to meet the needs of a larger number of consumers, making the project replicable in other

condominiums and regions. Through graphs and reports, the platform provides a complete view of gas consumption per customer, enabling comparative analysis and identification of optimization opportunities. With this project, COMGÁS further obtains the identification and correction of inefficiencies, reducing energy waste and costs, contributing to improve the performance of the heating systems.



Development of Artificial Intelligence Applied to Industrial Processes at RUDOLPH USINADOS S/A.

The main objective of the project was to develop a system solution for the production planning and control environment. This solution, based on data from production, engineering, purchasing, and sales, allows us to identify the most advantageous production scenario, with a focus on reducing inventories of both raw materials and finished products. The project began by mapping the company's current PCP processes to develop an accurate model of the system. During the development process, we worked closely with the

Rudolph team. The implemented system includes several functionalities, including integration with Rudolph's integrated data environment, a calculation engine for creating production scenarios, and material acquisition that uses genetic algorithms to solve machine overload problems. Furthermore, a front-end environment was developed to customize the simulation and visualize the result of MPs (Master Production Planning), MRP (Material Requirement Planning) and a dashboard that presents the result of the future inventory.



Technological Services

2023 marked the growth and transformation in the area of technological services. The Dimensional Metrology Laboratory maintained the specialized offer of complex measurement and calibration services with low uncertainties, reaching the mark of 602 clients served and 3600 certificates issued. The training activity had a significant growth with 58 classes formed and 702 people trained, consolidating its impact on the community. In parallel, significant improvements have been made in the laboratories, including the creation of a high-precision measuring cell and its integration

into the Prismo Ultra three-dimensional measuring machine. This restructuring not only optimized operational efficiency, but also allowed for the creation of an 18-person training and meeting room within the laboratory environment itself. Furthermore, creation of the Laboratory of Non-Intrusive Measurement Techniques was started, aimed at meeting the requirements of Industry 4.0. And an existing space was expanded and adapted to house structured light scanning and industrial computed tomography technologies, along with new demonstration booths equipped with computer vision, artificial intelligence and robotic arm automation technologies. In short, 2023 was a milestone of significant evolution for CERTI, consolidating its position as a national reference in Metrology.

EQTC PROGRAM

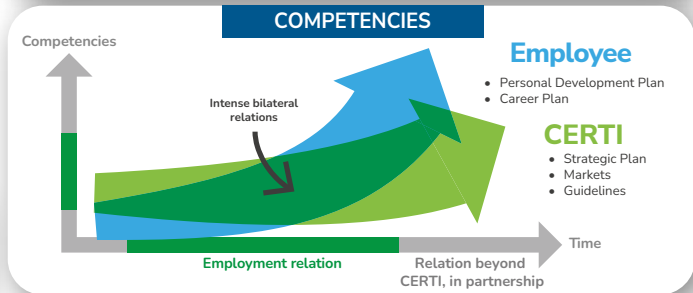
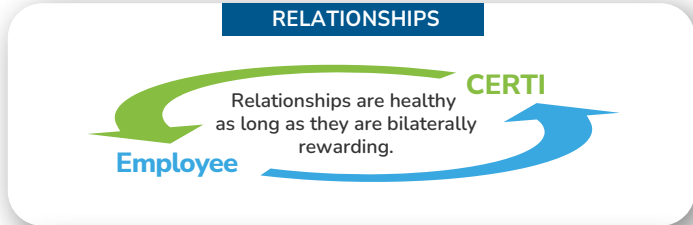
I Want to Work at CERTI



In October 2021, a program for attracting, retaining and valuing employees was launched, called “I want to work at CERTI”, composed of 5 axes and 12 subprojects, to be operationalized in 3 years. The main actions developed in 2023 focus on: i) communication and internal marketing; ii) work regime and work environment, with emphasis on the hybrid work regime; iii) construction of individual development plans (IDPs) of employees; and iv) mapping and characterization of competencies in reference centers and employees.

The CERTI team worked in 2023, in a third phase of experimentation and adaptation of the post-pandemic work regime, with very satisfactory results in this modality. Step by step, more face-to-face work is achieved, which is relevant to the processes of innovation, organizational culture building and belonging.

Two in-depth employee surveys will monitor the impact of the program through the Net Promoter Score, using two relevant questions: i) How satisfied are employees with working at this institution (NPS 26.9, up 6% from 2022) and ii) How much would you recommend this institution to a colleague/friend (eNPS 46.7, up 33% from 2022). The level of eNPS achieved - considered very good in relation to the market - and its growth compared to the previous year, signal the assertive rotation of the program, even if its execution fell short of what was planned for the year.



Individual Development Plan

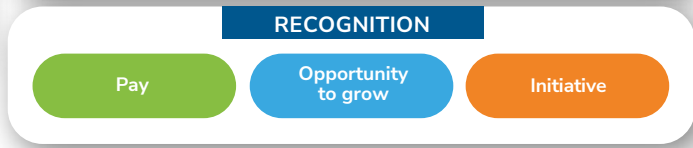
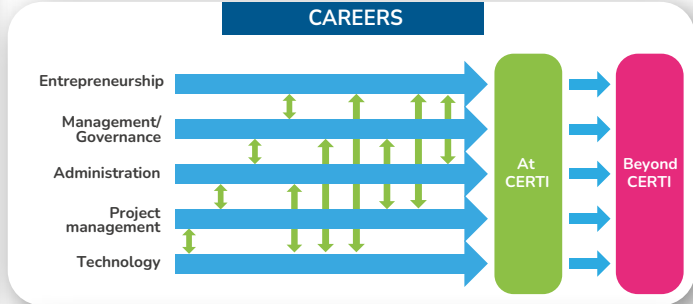
Evolution of employees

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

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



INTERNAL MARKETING

People Management Social & Management

PEOPLE MANAGEMENT

In 2023, the CERTI system continued its commitment to strengthening the institutional culture and adopting good practices in human resources management. In addition to routine activities such as internal and external recruiting, feedback, trainee follow-up and exit interviews, we focus our efforts on improving welcoming, conflict resolution, integration between units and individuals, and promoting events that strengthen personal and professional bonds. We have updated our institutional values, including three new pillars: 'People as the greater good', 'Diversity', 'Equity and Inclusion', and 'Collaborative mindset and professionalism'.

Throughout the year, we facilitated career development discussions, implemented individual development plans in specific groups within the institution, and held 35 online meetings on a variety of technical and informational topics during our remote "learning stops".

We evolved our internal visual identity to make it more modern and attractive. We conducted two satisfaction surveys, the results of which showed a significant improvement in our eNPS from 35 to 53. While we have achieved some successes as the year comes to a close, we recognize that there is more work to be done.

We remain committed to putting people first and strengthening our culture. In addition to better understanding our internal diversity and exploring new opportunities, especially this next year, which marks the 40th anniversary of the CERTI Foundation. We recognize that our success depends on the talent and continued commitment of our employees. As such, we reflect our purpose and reaffirm our continued commitment to promote people's development and contribute significantly to the country's progress.

SOCIAL MANAGEMENT

In 2023, Social Management prioritized efforts to promote the health of employees. Through consultations with the occupational health physician, referrals were made to a variety of specialties with the goal of providing comprehensive care to employees. The Sustentação project continued our garden, and vegetables were harvested and distributed to CERTI Sede, CPC and CELTA employees. Each harvest was accompanied by packages containing motivational messages, emphasizing the importance of healthy eating.

Following the tradition of previous years, in July we launched the Outerwear Campaign, with collection boxes available in all units of the CERTI system to receive donations of clothes, shoes, blankets and other warm clothing in good condition, with the aim of providing a warmer winter to the poorest communities.

The donated items were directed to the Social Action of the São Judas Tadeu Church, located in the Barreiros Neighborhood. In October, in celebration of Children's Day, we promoted the Solidarity Action "Donate Smiles - Make a Difference", in support of Casa Vovó Gertrudes, which serves children with cancer.

The campaign requested donations of diapers, baby wipes, children's clothes in good condition, personal hygiene products, etc., which were delivered to the Association of Volunteers for Support and Assistance to Children and Adolescents (AVOS) of the Joana de Gusmão Children's Hospital.

In the same month, we also carried out awareness-raising actions to prevent breast cancer, as part of the Pink October activities. Thus, we end 2023 with a renewed commitment to health, solidarity and social awareness.

MARKETING & COMMUNICATION

Inbound strategy, social media and press relations

The CERTI Foundation brand is a crucial asset for attracting new business and partnerships. In 2023, we focused on improving our inbound marketing strategy. The diversity of user backgrounds reflects the effectiveness of developing content in collaboration with internal experts to produce relevant content in the form of blog posts, videos, articles, and ebooks. The presence of the CERTI brand in the main search results reinforces our authority in the competencies we operate. This allows us to build strong relationships through the email marketing strategy.

Our monthly newsletter has an average open rate of over 36%, reflecting the interest and relevance of our content. The 14% increase in our social media followers and the 12,000 LinkedIn newsletter subscribers are tangible signs of the perceived value of our brand. We are also working on CERTI's reputation through our presence in the press. Throughout the year, we obtained a total of 1717 broadcasts on radio, TV, print and online media, highlighting our main competencies and achievements.

The following are some of the highlights:



Arena CELTA on the road
"Santarém rebrands national event on business with a focus on bioeconomy."
G1 - 13/06/2023



CERTI Growth
"Fundação CERTI has 60% growth in new projects."
SC Inova - 13/02/2023



Digitization in the Forest
"[...] gains in efficiency, income and quality of life for the riverside dwellers."
Valor Econômico - 31/10/2023



Laércio Aniceto article
"What the industry can expect from new technologies."
O Estado de SP - 29/03/2023



Amazon Journey
"The program will train entrepreneurs who support the Amazon rainforest."
Agência Brasil - 07/02/2023



Technology Park
"What the industry can expect from new technologies."
Valor Econômico - 29/03/2023



Rei Charles III & CERTI
"King Charles III knows of a project made by Fundação CERTI para Amazônia."
NSC Total - 27/02/2023

CanalEnergia Article Energy security

"In search of energy security: challenges and opportunities in Brazil."
Canal Energia - 03/07/2023

Major news outlets affected





SUSTAINABLE DEVELOPMENT GOALS

17 goals to transform our world

In 2015, the United Nations launched Agenda 2030, an ambitious action plan that seeks to make the world we live in sustainable. This agenda 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 Goals 1, the SDGs unfold into 169 specific goals that stimulate action in areas of crucial importance for humanity and the planet, with the year 2030 as the horizon. Integrated and indivisible, the SDGs seek to balance the three dimensions of sustainable development: economic, social and environmental.

To understand how CERTI's work aligns with the Sustainable Development Goals, we crossreferenced the 169 targets across the 17 SDGs with CERTI's projects in 2023 to create the 2023 SDG Profile. We analyzed 66 projects, finding that all contribute to the 17 SDGs in some way. It is worth noting that some projects impact multiple SDGs and/or targets within the same SDG. Below, we detail the results of this intersection, with a focus on SDG 15, which received the greatest positive impact from the 2023 projects. We also present the other projects, which are highlighted with their respective comparative contributions in terms of the volume of impact received by the SDG.

Sustainable Development Objectives (ODS)

1 NO POVERTY 	2 ZERO HUNGER 	3 GOOD HEALTH AND WELL-BEING 	4 QUALITY EDUCATION 	5 GENDER EQUALITY 	6 CLEAN WATER AND SANITATION
7 CLEAN ENERGY 	8 DECENT WORK AND ECONOMY GROWTH 	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE 	10 REDUCED INEQUALITIES 	11 SUSTAINABLE CITIES AND COMMUNITIES 	12 RESPONSIBLE CONSUMPTION AND PRODUCTION
13 CLIMATE ACTION 	14 LIFE BELOW WATER 	15 LIFE ON LAND 	16 PEACE, JUSTICE AND STRONG INSTITUTION 	17 PARTNERSHIPS FOR THE GOALS 	INDICATORS BOARD

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.

CERTI's positioning in relation to the Sustainable Development Goals

With a trajectory marked by significant projects for Brazilian society, CERTI continues to stand out and gain recognition in a global scenario in constant transformation. At the forefront of knowledge, we develop solutions in strategic areas of the country, such as innovative entrepreneurship, the bioeconomy and neo-industrialization. Respond to the needs of a society that demands agile and adaptable solutions in a scenario of accelerated and unpredictable change.

In this scenario, CERTI assumes the role of a strategic partner to face technological challenges and present solutions, both incremental and disruptive, for various sectors of the economy. In order to make a significant contribution to Brazil's competitiveness and sustainable development, we continue to follow the evolution of the 2030 Agenda, reaffirming our commitment to build a future in line with the principles of sustainable development, taking into account the needs of all stakeholders, both in the present and for future generations.

Erich Muschellack

GENERAL SUPERINTENDENT
& OF SCIENCE, TECHNOLOGY
AND INNOVATION

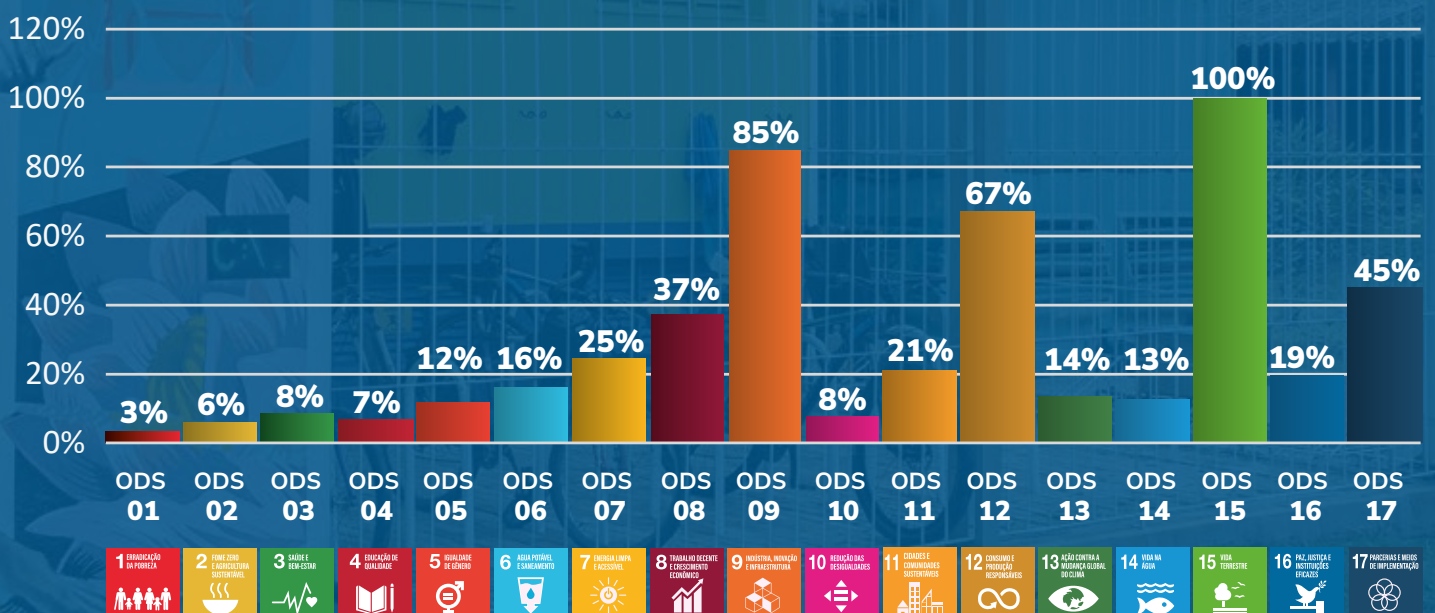
Günther Pfeiffer

SUPERINTENDENT OF
OPERATIONS, FINANCE &
ADMINISTRATION

Laercio Aniceto Silva

SUPERINTENDENT
OF BUSINESS

ODS CERTI Profile Sum









Visit our networks.



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