

# 2024

## MEMBER DIRECTORY

A STORY OF PASSION FOR BUSINESS AND PEOPLE





# OUR WORLD IS CHANGING. BUT OUR PURPOSE REMAINS CONSTANT.

Our strategy is designed to ensure we continue to drive the shift in a time of radical transformation. Cutting emissions in line with science is about strengthening our competitiveness and contributing for the ongoing climate transition. Each of us has a role to play in making sustainable transport a reality.

**We drive the shift together.**



**SCANIA**

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**V O L V O**

**Recarregue seus níveis  
de segurança e confiança.**



**Conheça o EX30 e agende seu test drive.**



Paz no trânsito começa por você.



# A WORD FROM THE MANAGING DIRECTOR



The last Member Directory was a special anniversary edition, since we celebrated 70 years of existence in 2023, and luckily, we have achievements and milestones to celebrate also this year.

We are living well up to our goals and expectations, not only the KPIs, however, as all companies and organizations, we must be alert to always bring value to our customers/members. We all knew about the VUCA environment, and recently at an event with the HR Committee we learned about *permacrises*, a word that won a prize recently. In times of uncertainty, it is important to have strong and respected partners and it is very encouraging that organizations come to ask us for joint projects and events, and some examples this year have been The Nobel Outreach Foundation, Inesper, FGV, Childhood Foundation, The World Scout Foundation, The Swedish Institute and Imagem Corporativa.

We have organized 38 events, an interesting mix of "business and pleasure" and "IRL and online". Members frequently comment that they enjoy and appreciate the friendly and open atmosphere at our business center/auditorium. Networking and best-practice sharing is one of our core services, and will always be, but we are exploring new models, as an addition to traditional physical events. The handbooks on ESG and sustainable supply chains is one example and online groups is another. The mentorship programs have been a success where we "only" do the matchmaking, and then the pairs (mentor-mentee) organize when and where to meet. Our role as a catalysator should not be underestimated.

It is difficult to pick some highlights from this year, but just to mention a few: the presentations by Bradesco's chief economist Fernando Honorato Barbosa, Inesper professor Gustavo Macedo on AI, environmentalist Fabio Feldmann and the event on 5G with Ericsson, TIM and Claro were all very inspirational. In September we were pleased to receive the Swedish Parliament Committee on Taxation. They had asked for a meeting with Swedish companies so we joined CFOs or "heads of Tax" from some of our larger members.

We were also a partner during the events with Nobel Outreach in Rio and São Paulo in good company with UERJ, USP, Fiesp and The Brazilian Academy for Science. The Team Sweden cooperation in Brazil continues to work very well and we have regular meetings where we discuss how to work efficient as a real team, and we really do. The Business Climate Survey will grow in 2025 and more than 40 countries will participate. As a board member of *SCI Swedish Chambers International* it is a privilege to be in the forefront when it comes to the internationalization of the Swedish Chambers abroad, and also the regional Chambers in Sweden.

We are steadily growing on social media and I really hope you already follow us on LinkedIn, YouTube and Instagram. Our media partner EVCOM is doing a great job in creating noise about our activities out there in the giant cyber space. The sky is no longer the limit for what and who we can reach.

My message has been rather retrospective but to finish, there are many indications that we have a bright future ahead. We started the year with two young and energetic Swedish interns, Josephine Lindberg and Louise Lee Hultberg and now we have Lucas De Pina Lopes from the University of Gothenburg with us. Lucas is working together with the Sweden Brazil Alumni Network in the organization of workshops, company visits, social gatherings and the traditional Career Fair. In fact, this year's Fair will be the 10th, not including the two digital ones we organized during the pandemic.

Our super busy agenda, and stable economy would not have been possible without the efforts and hard work of my small but efficient team consisting of Elaine, Vivi and Gessica who always are doing more with less.

Another key person for the Chamber is Chairman Sergio Quiroga with his support and engagement and positive energy in the Board. At the General Assembly in April some new Board members were elected: Jacqueline/Ericsson, João/Electrolux, Marco/Tetra Pak and Alexandre/Meirano – I look forward to work together with you and the rest of the Board – Avante!



# SWEDCHAM ORGANIZATION



# HONORARY MEMBERS

**FIRST HONORARY MEMBER**  
H. M. Queen Silvia of Sweden



## BOARD OF DIRECTORS

### CHAIRMAN



**Sérgio Quiroga da Cunha**  
Independent Consultant

### VICE CHAIRMAN



**Anders Norinder**  
Senior Advisor at  
Business Sweden

### TREASURER



**Stefan Lundkvist**  
Managing Director,  
BM Optimus  
Consultoria Ltda

### LEGAL DIRECTOR



**Alexandre Verri**  
Managing Partner,  
Veirano Advogados

### ETHICS DIRECTOR



**Juliana G. Meyer Gottardi**  
Founding Partner of  
PNST Law Firm

## DIRECTORS



**Marco Dorna**  
President, Tetra Pak Brazil



**Gustavo Bonini**  
Director of Public Affairs,  
Scania



**Luciano Nassif**  
Country Holding Officer,  
ABB Brasil



**João Zeni**  
Sustainability Director ESG  
(América Latina), Electrolux



**Tarcisio Triviño**  
Managing Director Latin  
America Et Caribbean  
Importers, Volvo Cars.



**Jacqueline Lopes**  
Director of Institutional  
Relations LATAM South,  
Ericsson



**Alessandra Sellmer**  
Corporate Communications  
Manager, Atlas Copco -  
Latin America



**Marianna Silva**  
Trade and Investment  
Adviser



**Hans Sjögren**  
Strategy Director,  
Ericsson



**Olle Widén**  
CEO and Co-Founder,  
FinanZero

# AUDITORS

Cyntia Peluso



Senior Corporate Counsel  
Atlas Copco

Emerson Teles Silva



Tax Manager

Francisco Rodrigues



Finance and Adm. Director  
Kito & The Crosby Group

Rogério Tatulli



CEO - Etrusca Finanças

# ADVISORY COUNCIL

THE MEMBERS OF SWEDCHAM'S ADVISORY COUNCIL ARE:

## HONORARY COUNCILLORS

Swedish Ambassador  
in Brasília



Karin Wallensteen

Brazilian Ambassador  
in Stockholm



Maria Edileuza  
Fontenele Reis

Swedish Consul General  
in São Paulo



Renato Pacheco

Trade Commissioner,  
Business Sweden



Andreas Rentner

Chairman of the  
Advisory Council



Sergio Quiroga  
da Cunha

## COUNCILLORS

**Leandro Aires** – Managing Director – Camfil Brazil

**Vanessa Ajeje** – General Manager – Epiroc

**Guilherme Amaral** – MD Brazil – The Crosby Group (Gunnebo Industries)

**Daniel Becker** – CEO – Wordloc

**Luciano Bonaldo** – Country Manager Brasil – Diaverum

**Håkan Buskhe** – CEO and Director – FAM

**Luiz Buzzo** – Senior Vice President & Head of Latin America – ASSA ABLOY

**Fabricio Campos** – CEO – Semcon do Brasil

**Aurelio Carmona** – President Latam – Getinge

**Olavo Correa** – Managing Director – AstraZeneca Brazil

**Rodrigo Dienstmann** – President – Ericsson Latam South



## > COUNCILLORS

**Marco Dorna** – President - Tetra Pak Brazil  
**Peter Dölling** – Country Manager - Saab  
**Mauro Favero** – Vice President Sales and Services Latin America - Husqvarna  
**Fábio Bellotti da Fonseca** – President - AFRY Latin America  
**Klaus Franco** - Managing Director - AQ Trafotek  
**Alexandra Freitas** – Managing Director - Sandvik Holding Brazil  
**Gerardo Garza** – President - South America - AAK  
**Juan Carlos Gozzer** – Managing Director Brazil - LLYC - LLORENTE Y CUENCA  
**Marcelo Godoy** – President - Volvo Cars Latin America  
**Eduardo Gondo** – Head of Office - Stora Enso Brasil  
**Claudio Goulart** – Chief Representative - DNB  
**Per Henricsson** – Sales Director Latin America and Caribe -Thule Group  
**Victor Hernandez** – VP Sales and Marketing South LATAM - Essity  
**Patricio Ibarra** - Americas Regional Manager-Member of Board - Quant  
**Leandro Jasiocha** – President - Electrolux Latin America  
**Wilson Lirmann** – President - Volvo Group Latin America  
**Adriano Machado** – CEO - Höganäs Brasil  
**Juliana Meyer** – Founding Partner of - Pacheco Neto Sanden Teisseire Law Firm  
**Gustavo Molero** – President - SKF Latin America  
**Wilson Monteiro** – Division Manager de Processos Industriais – ABB, South America  
**Fábio Muniz** – CEO - Alfa Laval do Brasil  
**Håkan Näslund** – Project Manager - BAE Systems Hägglunds  
**Raul Ocampo Mangin** – Executive Director, General Manager of Mexico and Central America - Elekta  
**Márcia Oliveira** - Finance Manager - Axis Communication  
**Magnus Olsson** – Regional Manager for Southern Hemisphere - H&M  
**Cesar Palmieri** – Managing Director - Nexer  
**Lisandro Peliciolli** – General Manager - SSAB South Atlantic  
**Magnus Pereira** – Vice President Operations Brazil - Autoliv  
**Christopher Podgorski** – President - Scania Latin America  
**Christian Meyer de Rezende** – Chief Representative - SEB  
**Fernando Rodrigues** – Operations Manager - Mentor Supply Chain (Elanders)  
**Danilo Santos** - Managing Director - Munters Brasil  
**Pedro Schildknecht** – General Manager Latin America - Mölnlycke Health Care  
**Felipe Smith** – Diretor Executivo de Produtos - Tokio Marine  
**Oscar Stenström**- Director and former Ambassador - Wallenberg Office  
**Rafael Suarez** – CEO da Laboratórios - Ferring  
**Ronaldo Veirano** – Senior Partner - Veirano Advogados  
**Olle Widén** – CEO & Co-Founder - FinanZero  
**Vera Zaitseva** – Vice President - Atlas Copco Holding Latin America

# Electrolux Group approaches 100 Years in Brazil Focused on innovation, sustainability and consumer experience

The development of products with unique design and high performance, strong investments in operations and people, and the constant pursuit of excellence in the consumer journey are factors that define Electrolux as a strategically global brand for the Group. These are also the reasons that solidified the brand as the top seller of home appliances in Brazil\*, as well as the most recalled brand by Brazilians\*\* in 2023. All this happens just two years before reaching a century of activity in Brazil, which will be in 2026.

With four factories in Brazil, the Group is preparing to inaugurate a fifth unit. In the first half of this year, it began construction of a manufacturing plant in São José dos Pinhais, in the state of Paraná, with investments exceeding U\$128 million. This will be the Group's first 100% sustainable facility in the region and will generate approximately two thousand direct and indirect jobs. Meanwhile, the Group continues to invest in strengthening its portfolio, which is the largest in the sector in Latin America, totaling over 1,000 products.

Recently, it reinforced its leadership in the multidoor refrigerator category with Auto-

Sense technology, which uses artificial intelligence to automatically control temperature and prevent food waste. Among the innovations, there is the most compact multidoor refrigerator in the national market, demonstrating the brand's vision of keeping up to the needs of those living in smaller apartments and wish to pursue a premium standard. This, combined with market leadership since 2020 in A++/A+++ refrigerators, considered the most efficient in the market. The brand's goal is to democratize sustainable technologies while innovating into new consumption habits and lifestyles.

“At Electrolux Group, our mission is to shape living for the better by offering solutions that truly make a difference in everyday life. We know this is only possible because we constantly innovate. Each product, each factory or service is designed to create value for both people and the planet,” emphasizes Leandro Jasiocha, CEO of Electrolux Group Latin America.

**9,000**

colaboradores na América Latina

**+300**

new products in Latin America

**21%**

of the Group's total sales comes from Latin America

**67%**

of Brazilian households have an Electrolux or Continental product

\*Top-selling brand according to the GFK Monthly Panel, from January 2022 to October 2023, including: Stoves, Washers, Refrigerators, Microwaves, Ovens, Cooktops, Beer Coolers, Wine Cellars, Water Filters, Air Conditioners, Freezers, Range Hoods, Hoods, Dishwashers, and Clothes Dryers.

\*\*Source: Kantar, Brand Health Track, conducted between January and December 2023 with 1,169 adults aged 25 to 70 who own or rent a home and have at least 2 household appliances.





The SKF logo is positioned in the top right corner of the advertisement. It consists of the letters 'SKF' in a bold, white, sans-serif font, with a registered trademark symbol (®) to its upper right. The background of the entire advertisement is a soft-focus photograph of a woman and a young child in a kitchen. The child, wearing a striped shirt, is pouring a white liquid from a glass pitcher into a large glass bowl. The woman is smiling and looking down at the child's hands. The overall tone is warm and domestic.

In every street, every industry,  
every home, there's an action  
that makes the world go round.

And wherever there is motion,  
there is an SKF product or solution.

**SKF. BECAUSE EVERY  
MOVEMENT MATTERS!**



[www.skf.com/br](http://www.skf.com/br)

## SWEDCHAM TEAM WORKING FOR YOU

**Jonas Lindström**

Managing Director

**Elaine Soares**

Administrative and Finance Manager

**Viviane Ringbäck**

Events Manager

**Lucas De Pina Lopes**

Swedish student on internship program from the University of Gothenburg

## SWEDCHAM COMMITTEES

**Communication and Marketing** - Coordinators: Alessandra Sellmer, Corporate Communications Manager, Atlas Copco Latin America and Andreza Rodrigues, Communications Manager, Tetra Pak

**Human Capital** - Coordinator: Carol Böttcher - Managing Partner of BrainKapital Executive Search & Intercultural Coaching

**Innovation** - Coordinator: Edvaldo Santos - Director of Research, Development and Innovation at Ericsson Latam South

**ESG** - Coordinator: Marcela Miranda - Founder & CEO, Uttala - Educação Climática

**Legal & Business** - Coordinator: Renato Pacheco Neto - H. Consul General of Sweden, Partner of Pacheco Neto, Sanden, Teisseire Advogados

## SWEDCHAM REPRESENTATIVES

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## YOUNG PROFESSIONALS

The Swedish Chambers' Young Professionals (YP) network connects Swedish and Brazilian professionals and students who share common interests. It serves as a platform to advance their careers by linking them with Swedish companies in Brazil and universities, creating opportunities for networking, learning, and growth. Through a variety of events such as business workshops, company visits, and social gatherings, YP fosters both professional and personal development. In addition to these activities, it also supports newly arrived Swedes in adapting to Brazil. With over 200 members, YP plays a key role in enriching careers and social lives.

In 2024, YP began the year with a dynamic event, where participants had the opportunity to learn how to conduct effective, engaging, and productive meetings—leaving behind the conventional and unimpressive ones. Following Carnival, a macroeconomic lecture was held at the Chamber, providing valuable insights into policy changes, the country's economic prospects, and potential growth. In addition to these lectures, the spring season was marked by our successful mentorship program, which paired over 25 participants from various member associations. We also organized a full-day company visit to Alfa Laval's factory, where attendees learned about the company's sustainability efforts, production processes, and gained firsthand experience of how a Swedish company operates successfully in Brazil.

After a brief break during the Brazilian winter, we kicked off the fall season in collaboration with the Sweden Alumni Network by hosting an evening dedicated to exploring what it takes to become a sought-after leader. The event featured valuable insights from both academia and business, with engaging speakers from Insper and Atlas Copco. The night concluded with lively networking, laughter, and new connections made among the participants.



## > YOUNG PROFESSIONALS

Looking ahead to October, we're excited to invite all YP members to a social Happy Hour. Think of it as what we in Sweden call "AW" (After Work), where we gather to relax, enjoy a drink, and catch up after a busy day. It's the perfect opportunity to network and unwind in a laid-back setting.

On November 7th, we will host the 10th edition of the Sweden-Brazil Career Fair at Transamerica International Plaza in São Paulo. We're preparing to welcome a large number of Brazilian students eager to explore opportunities for studying in Sweden or working at a Swedish company here in Brazil. Several prominent companies, including Volvo Cars, Saab, Nexer, Epiroc, Essity, Ferring, and AFRY, have already confirmed their participation. In addition, leading Swedish universities from across the country will be represented. The Embassy will also be present, offering valuable information and guidance on the practicalities of studying or working in Sweden.



We have an exciting lineup of social and professional YP events ahead, with a focus on in-person gatherings to foster new connections, just as we've done in the past. Our goal is to continue creating opportunities for meaningful networking and relationship - building. Looking ahead to 2025, our ambitions remain high, and we are committed to crafting valuable, enriching experiences for our young professionals that will help them grow both personally and professionally!

**Lucas De Pina Lopes** – Swedish Trainee

## SWEDISH BUSINESS CLIMATE SURVEY –

In June we launched the 2024 version of the Brazil Business Climate Survey (BCS). The BCS is part of a larger global assessment with the goal to evaluate the business environment in 23 key markets for Swedish companies. A global analysis of the surveyed markets was presented in Stockholm on June 14th, providing an outlook of the world's business climate and overall conditions for Swedish expansion worldwide.

This year, 54 Swedish companies with local operations in Brazil participated in the survey, which represents the highest engagement in the series of the BCS. Below, the main takeaways:

1. 83% of Swedish companies in Brazil were profitable in 2023, maintaining the high level seen in previous years
2. 79% of companies expect to grow their business, and 59% confirmed new local investments
3. 39% perceive Brazil's business climate as positive, 57% as regular and only 2 companies (4%) perceive it negative
4. Taxes, regulation and infrastructure continue to represent the main challenges to do and run business in Brazil
5. 3-4 companies were exposed to some form of corruption in 2023; one company identified human rights violations
6. Environmental awareness and the green transition are growing as important topics in Brazil

## > SWEDCHAM REPRESENTATIVES

After a year of market uncertainties and a new government elected, the majority of Swedish companies still see the market as neither very positive nor too negative. However, only 4% have a stronger negative position about Brazil, which represents the lowest observation in the series, marking an overall more optimistic outlook. In fact, 39% see the business climate as positive, the third highest figure in the series since initiated in 2016. 79% of respondents indicated that they expect to grow in Brazil in the next 12 months, a relevant increase over the 2023 assessment, while only 4% expect to see a reduction in revenue. However, a lower share of companies (59%) expects to invest in Brazil during the same period. This may represent the idea that, although companies expect to grow and be profitable in Brazil, their global organizations are facing challenges in other markets, preventing larger local investments.

When it comes to sustainability, 58% of the respondents said that the environmental impact will be driving change in Brazilian business in the next years. Moreover, the companies' assessment over their customers environmental concerns has changed since 2020. Now, 39% indicate that their customers consider environmental aspects during their purchases, against 23% four years ago. This year, only 22% said that customer concerns over the environment are little or very little, a low record figure for the BCS. Yet in another question, 46% of companies see that opportunities related to a green transition can be created depending on stronger government action, while 43% already identify great business related to segments such renewables, energy efficiency and mobility. Despite the cost sensitivity challenges in the Brazilian market, preventing local customers from acquiring cleaner but more expensive solutions, the green transition is already a hot topic for Swedish companies and their positioning in Brazil.

The fact that more companies than ever before participated in the survey indicates that the management teams see the report as a useful tool and temperature gauge for business in Brazil. Since the survey became global, it has added yet another unique dimension where we can compare results and investments among many markets, and being able to do so annually is extremely valuable considering how fast the business landscape is changing.

## APPLIED ESG HANDBOOK – A GUIDE FOR RESPONSIBLE SOURCING

Swedcham's ESG Committee has been working to share information among companies, helping to implement production processes and business practices that meet important agendas: environmental sustainability, social responsibility and ethics in governance. One of the topics the Committee has been focusing on is responsible sourcing. Responsible sourcing covers sustainable procurement, transparency in business relations, supplier training, redesign of natural resource extraction and consumption, among many other topics covered in this Handbook. The subject is broad and the following pages certainly do not address all of its aspects. But they bring enough information to show that these issues will redefine various value chains in the coming years. Cases are part of Swedish multinational companies, mainly industries, but they can surely inspire other businesses, regardless of size or industry. Recommendations can be adapted in different industries and locations. The invitation is made for organizations to considerably reduce negative impacts and encourage positive and sustainable aspects throughout their supply chains.

The following Swedish companies operating in Brazil participated in the making of this Handbook through interviews, roundtables and sharing of public documents. Each of them contributes to the implementation of responsibility in their supply chains.

AAK, ABB, Alfa Laval, Atlas Copco, Autoliv, Electrolux, Epiroc, Scania, Tetra Pak, Quant

The climate crisis and the need to develop an economy that does not exploit nature and people has stimulated the development of programs, actions and regulations demanding that companies build strategies capable of handling a large variety of challenges such as:

- reducing greenhouse gas emissions;
- reducing the dependence on fossil fuels in production cycles;
- eliminating land misuse and reducing occupation;
- reducing waste generation;
- accomplishing circular economy strategies;
- removing products that are toxic to human and wildlife;
- investing in technologies with greater energy efficiency;
- using more renewable energy sources;
- protecting biodiversity, among many others.



One of the ways for organizations to achieve tangible results in tackling the climate crisis is to promote significant changes throughout their supply chains.

The handbook can be downloaded from Swedcham's website, in Portuguese and English.

**Karin Vecchiatti**  
Project leader

## SWEDCHAM ON YOUTUBE AND SOCIAL MEDIA

The Chamber has strengthened its presence on the main social platforms, such as Instagram, Facebook, LinkedIn and YouTube. Consistency in publishing diverse content is essential to facilitate communication with current and potential members, in addition to promoting events taking place at the Chamber, fostering cultural exchange and keeping us connected to the most relevant trends and discussions in the public debate.



## > SWEDCHAM ON YOUTUBE AND SOCIAL MEDIA

Our most recent social media report reveals that we have reached more than 50 thousand accounts, which increases Swedcham's visibility in the strategic international economic scenario. Our events have been the main channel for discussing relevant topics. Our digital platforms have also become a major differentiator for our members, while organizing in-person events remains a central focus. Our facilities in São Paulo serve as a vital point for meetings, networking and skills development.

To cover all the media and communication demands, we count on the collaboration of our member and partner evcom in creating posts. We believe in the power of networks and in building a strong presence on social networks, generating an information and content sharing channel that highlights our members, businesses in Brazil and cultural aspects in the Sweden-Brazil exchange.

We encourage you to follow us on our social media channels to stay up to date with all our activities!

A young child with curly hair is sitting on a rock in an underwater scene. The scene is illuminated with a teal light. In the background, there are wind turbines and coral reefs. The child is smiling and looking towards the camera.

If we invest in the Ocean,  
we invest in the Future.

DNB has long traditions as a leading Energy and Ocean Bank.  
We focus on financing sustainable solutions.

### Rio de Janeiro

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**DNB**

SPECIAL MEMBERS

GOLD MEMBERS



# SPECIAL MEMBERS

## SILVER MEMBERS



## BRONZE MEMBERS







# Technology that transforms the future.

Atlas Copco Group enables technology that transforms the future. We innovate to develop products, services and solutions that are key to our customers' success.

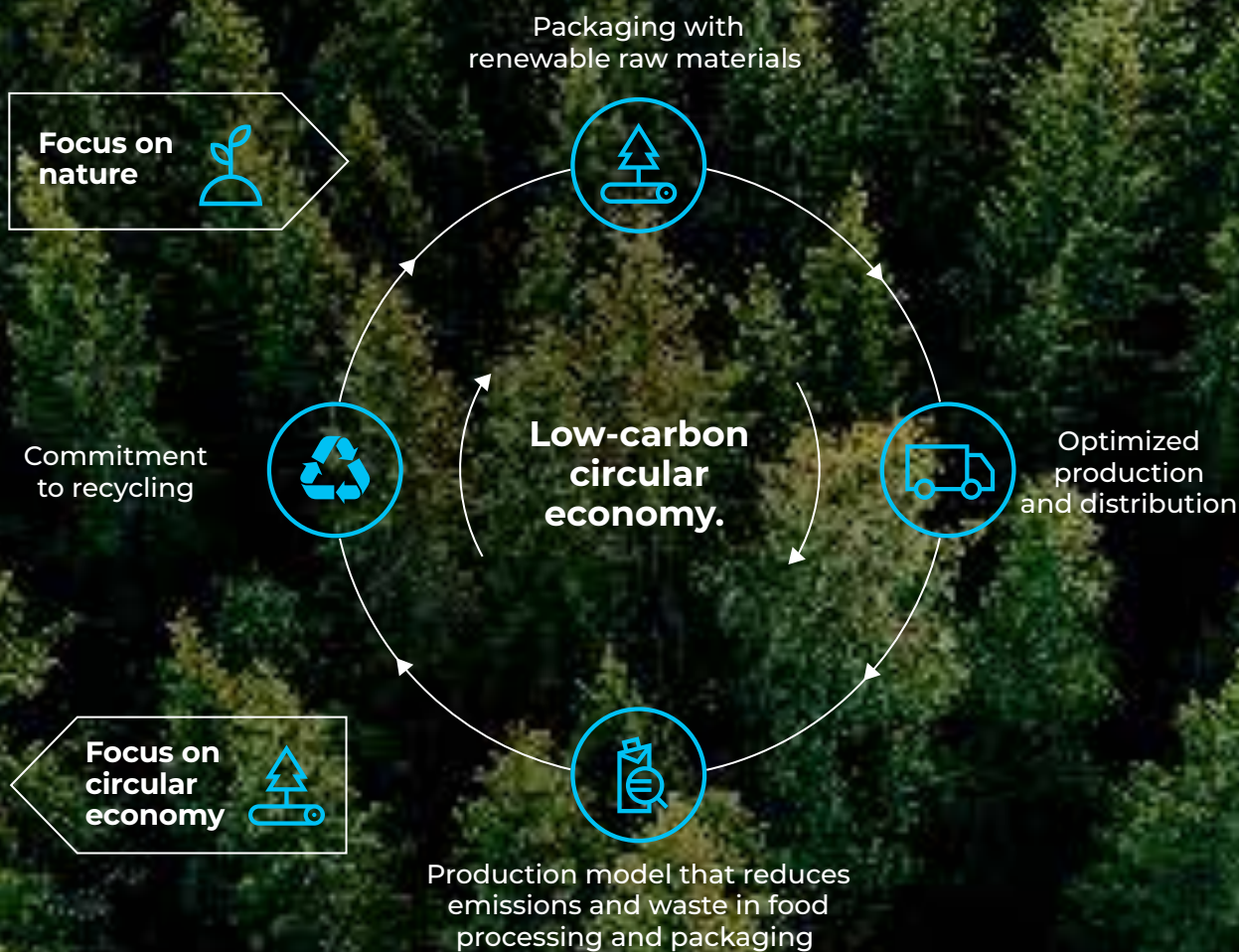
[atlas-copco.com](https://atlas-copco.com)

Atlas Copco  
Group





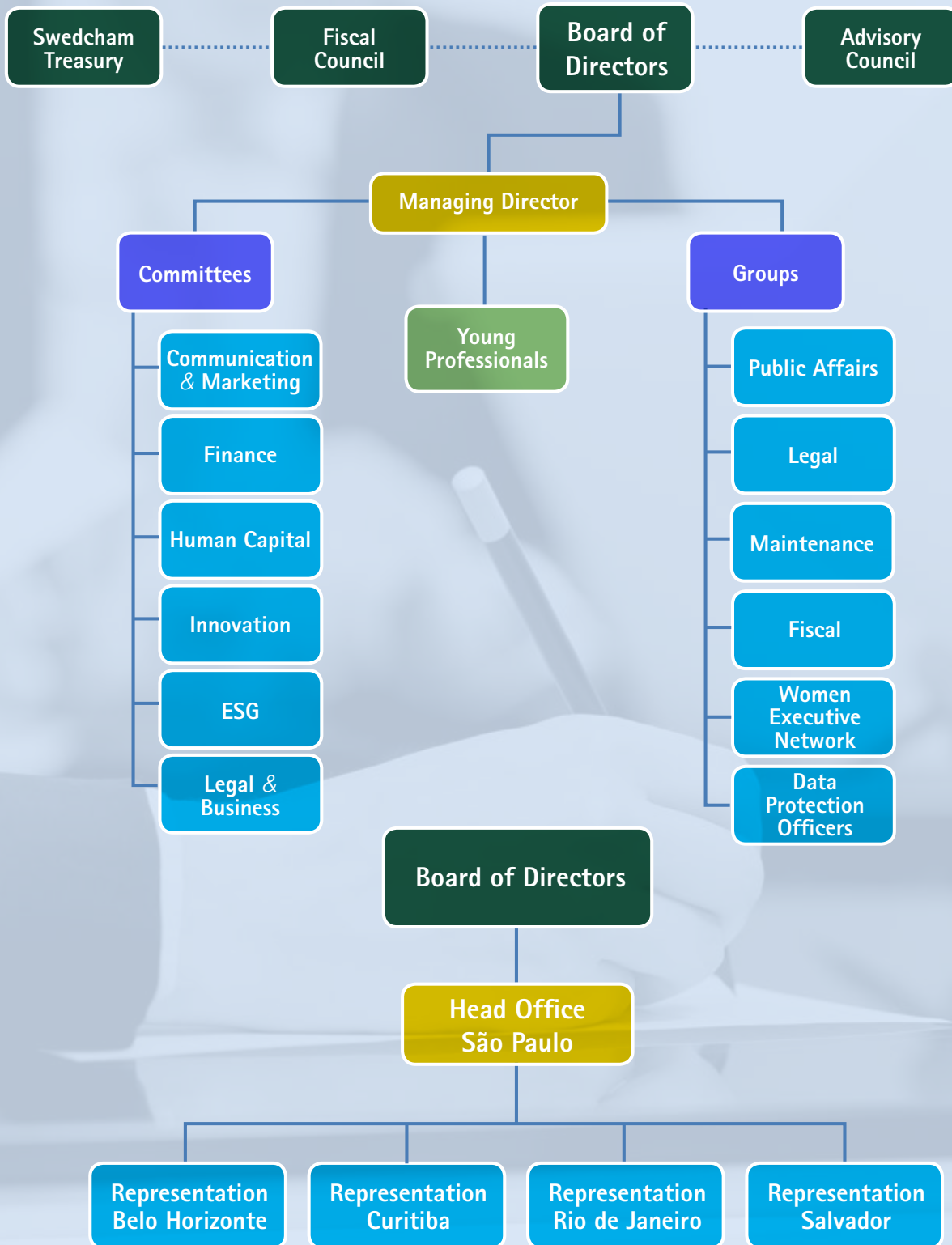
# At Tetra Pak, sustainability is the strategy.



In Brazil for 67 years, Tetra Pak maintains its commitment to developing packaging and processing solutions aligned with a circular economy. And together with our partners, we continue to build the path towards a net zero operation.



# SWEDCHAM ORGANIZATION





F-39 GRIPEN

# Uma nova era para a Defesa do Brasil



Os caças Gripen iniciaram suas atividades operacionais na Força Aérea Brasileira, garantindo um salto tecnológico para o país. Com sua versatilidade e capacidades de alta tecnologia, o F-39 Gripen garantirá, pelas próximas décadas, a segurança e a soberania nos céus brasileiros. Uma nova era operacional para a Força Aérea Brasileira já começou.

[saab.com/br](http://saab.com/br)



**SAAB**

**investor**

[investorab.com](https://investorab.com)

**Building  
best-in-class  
companies  
since 1916**

# OUR BUSINESS CENTER

Our modern Business Center is at our members disposal:

## MINI AUDITORIUM

28 m<sup>2</sup>

Wi-Fi and cable access to the internet, integrated sound system, projector and big screen. For presentations, courses and speeches, the Theater offers accommodations for up to 20 people, when seated, and offers all the necessary equipment.



## MEETING ROOM

22 m<sup>2</sup>

08 chairs, 1 table with plugs and cable access. Integrated sound system, projector and big screen, Wi-Fi and cable internet access.



## STARTUP OFFICE

- 1 table with plug and cable access.
- Wi-Fi and cable internet access

You can rent per hour, day or full time



## AUDITORIUM

95 m<sup>2</sup>

Three combined rooms. Ideal for presentations, courses and speeches, the combination area, which combines the Lounge, Theater and the Meeting Room, is an auditorium for up to 50 people seated.

Complete camera and sound system for **hybrid events**.





A close-up photograph of a light brown, fluffy teddy bear sitting in a car seat. The bear is wearing a dark grey seatbelt that is buckled across its chest. The background is a dark blue, textured surface, likely the car's interior. The bear has black eyes and a small red nose.

# Saving More Lives

Autoliv is the worldwide leader in automotive safety systems. We develop, manufacture and market protective systems, such as airbags, seatbelts, and steering wheels for all major automotive manufacturers in the world as well as mobility safety solutions. In 2023, our products saved close to 35,000 lives and reduced more than 450,000 injuries.

In South America, ~1,200 associates located in Taubaté/SP and Goiana/PE are passionate about our vision of Saving More Lives.





# Transforming tomorrow.

For over 160 years, SEB has been a trusted partner, supporting corporations and entrepreneurs at all stages and helping them navigate the complexities of the global market. Today, our focus is on being the best partner possible in the sustainability transition.

Through deep insights, responsible advice and capital, we're innovating new financial frameworks and incentives linked to decreased CO<sub>2</sub> emissions in Latin America. From working capital to trade, exports, and project finance, our dedicated client team is supporting our clients in reaching their sustainability targets. Because every link in the supply chain counts for the world to decarbonise by 2050.

No matter where you stand in your sustainable journey, SEB is here to support you.

Find out more at [sebgroup.com/Brazil](https://sebgroup.com/Brazil)

**SEB**



## FEBRUARY

- 01 Swedcham e Young Professionals Kick off - *How to conduct efficient meetings* - Fredrik Bauer
- 06 *Mentorship Program Kick off*
- 23 *Networking Lunch* - Tuy Cocina
- 27 *Brazil 2024 - Analysis and projections for the year* - Fernando Honorato Barbosa - Banco Bradesco, Dany Rappaport and Laurent Jadoul - Investport, Débora Miguel - Atlas Copco and Christian Meyer de Rezende - SEB

## MARCH

- 07 Young Professionals - Company visit - Alfa Laval
- 12 Jönköping University - *Explore, Create, and Study in Jönköping, Sweden - Your Gateway to a World of Entrepreneurship and Creativity!* - Professor Carla Goncalves Machado
- 14 *The Challenge of Gender Equality in Leadership in the Technology and Infrastructure Sectors* - Patricia Acioli Gontijo Mendes - Scania, Ana Paula Cordeiro - ICEYE and Juliana G. Meyer Gottardi - Honorary Consul General of Norway
- 28 After Work with Ärtsoppa och Punsch

## APRIL

- 04 *Discover the Future of Artificial Intelligence in Brazil* - Gustavo Macedo - Insper

- 09 Young Professionals - *Decarbonization in Action: Towards a Sustainable Future* - Marcela Miranda - SENAI, Maria Fernanda Pistori - Pacto Global and Karin Vecchiatti - ESG Committee Coordinator
- 16 Meet & Greet - *Innovative European Scaleups* - Norrköping Science Park
- 23 *General Assembly*
- 26 *Networking Lunch* - Tuy Cocina

## MAY

- 10 Happy Hour and Pizza at Dona Rosa - Young Professionals
- 16 *Swedcham Bowling Tournament* at Shopping Vila Olímpia

## JUNE

- 04 Young Professionals - *What's your phase? - reflections on technology, evolution, career, leadership and more* - Sergio Quiroga
- 05 Advisory Council - *Launch of the Business Climate report and the report on Responsible Sourcing.* Ambassador Karin Wallensteen and Fabio Feldmann
- 05 *Mentorship Graduation*
- 14 Launch of the International Business Climate Survey

## AUGUST

- 09 Second semester kick-off - *Networking lunch at Sena restaurant*
- 29 Legal and Business Committee - *Governance and Compliance - 10 years of the Brazilian anti-corruption law and its impacts on foreign companies* - Mirela Righetti - Oliveira Paolucci Advogados

## SEPTEMBER

- 05 Swedish Parliament Tax Committee visit
- 16 ESG Handbook - *Human rights in the supply chain*
- 18 *Disarming the traps of the Brazilian market: Keys to thriving in a period of permacrisis* - Laurent Serafini - Velours International, Vincent Parachini - Halifax Consulting and Nicolas Touchet - Telos Transition
- 19 Young Professionals - *Training Leaders for the Future: Insights from the University and the Market* - Professor Gustavo Tavares/Insper, Managing Director Silvia Sauaia/Atlas Copco.
- 20 *5G in Brazil - Has the revolution begun?* Flávia Bittencourt - Ericsson, Alexandre Gomes - Embratel and Leonardo Belotti - TIM Brasil
- 24 Human Capital Committee - *WHAT IF I CHANGE CAREER? - From the stage and the sea - to corporate leadership!* Inês Bogéa, Director of São Paulo Dance Company e Matheus Dellagnelo, sailor, CEO / Co-founder of Indicium

## OCTOBER

- 08 Finance Committee - *Economic scenario: Navigating risk aversion* - Fernando Honorato Barbosa - Chief Economist Banco Bradesco
- 15 *ACIMA DE TUDO*® - *Strategy, management, marketing, and design* - Max Bavaresco - Founder and CEO of SONNE
- 24 Young Professionals Happy Hour - Boteco Boa Praça
- 25 *Networking Lunch* - O Escandinavo restaurant
- 29 ESG Committee - *New Horizons: Business Opportunities in the Circular Economy and ESG* - Flávio de Miranda Ribeiro - Expert in Circular Economy and Gilberto Sanchez - SKF Latin America
- 30 DPO Group's meeting on regulations from ANPD and challenges with GDPR - LGPD

## NOVEMBER

- 06 Advisory Council meeting with Ambassador Karin Wallensteen and Camilla Dewoon, Head of Communication and Sustainability at Scania
- 07 Sweden-Brazil Career Fair at hotel Transamerica

## DECEMBER

- 05 End of Year Party - Grand Mercure Ibirapuera
- 13 Young Professionals Lucia and Xmas Party
- 14 Milk donation campaign in partnership with Dutcham

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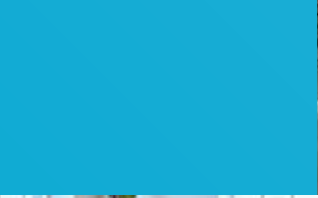
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# Vamos comemorar 30 anos de sucesso desde 1994

O Grupo ASSA ABLOY celebra 30 anos de liderança global em soluções de acesso, moldando o futuro com inovação, segurança e eficiência. Ao longo dessas três décadas, tornamo-nos referência mundial, desenvolvendo tecnologias que transformam o modo como o mundo interage com ambientes seguros e inteligentes.

No Brasil, nossas soluções têm desempenhado um papel fundamental, oferecendo produtos que garantem proteção, acessibilidade e praticidade em diversos setores. Cada projeto é uma oportunidade de contribuir para a criação de um mundo mais conectado e seguro, com a mesma excelência que nos torna líderes globais.

Nossos 30 anos são uma celebração de conquistas e um convite para que clientes, colaboradores e parceiros continuem conosco nesta jornada de inovação e segurança.





# CORPORATE MEMBERS

### **AAK**

Everything we do is about Making Better Happen™. AAK specializes in plant-based oils that are the value-adding ingredients in many of the products people love to consume. We make them better tasting, healthier, and more sustainable. We enhance the sensory experience – by giving the silkier mouthfeel in premium chocolate, the juicier texture in a plant-based burger, and the puffier appearance in a lower-fat pastry. AAK's value-adding solutions enable our customers to be successful in a better way. AAK has been Making Better Happen™ for 150 years.

### **ABB**

ABB is a technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. The company's solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered, and operated. Building on more than 130 years of excellence, ABB's 105,000 employees are committed to driving innovations that accelerate industrial transformation.

### **AFRY**

AFRY provides engineering, design, digital and advisory services to accelerate the transition towards a sustainable society. We are 19,000 devoted experts in industry, energy, and infrastructure sectors, creating impact for generations to come. Making Future.

### **ALEHSI & PARTNERS ASSESSORIA LTDA.**

Alehsi & Partners is a business consultancy that provides BPO Solutions meeting the structural and cultural needs of the customers. We assist foreign companies in establishing and managing their subsidiaries in Brazil with local competence and experience. Our services consist of assuming legal representation, and our administrative support focused on Back-Office BPO includes the following services: Cash Management, Human Resources Administration, and Operational Matters (registrations, licenses, and partnerships). Be free of bureaucratic functions to concentrate on developing your core business.

### **ALFA LAVAL**

Alfa Laval is a leading global provider of specialized products and engineering solutions and acts in Brazil since 1959. It provides equipment for various industrial segments and, among its main products, we highlight the heat exchangers, centrifugal separators, pumps, and valves.

### **ALL WAYS TRAVEL**

All Ways Travel is a medium sized agency with specialized services in corporate, business travel, groups and events, always with personalized attention.

### **ALLEIMA DO BRASIL**

A world leading producer of seamless stainless steel and special alloys tubes, stainless steel round solid bar, stainless steel strip. Our company is specialized in advanced materials and engineered solutions to the market. Our technicians are prepared to support our customers with customized solutions to mitigate the most severe corrosions problems in industrial equipment.

### **ALTERNATIVA FLEXO**

With more than 17 years of experience in the flexographic printing market, we are currently one of the largest companies in the field in Brazil. Specialized in the sale of machinery, equipment, inputs, and products for the packaging and graphic printing industry. We import the best products and the most advanced technology from the United States and Europe to satisfy our customers.

### **ANA VIRGINIA SHAMMASS**

We work to promote art for more than 4 decades, not only in the jewellery market, but also holding courses on a variety of cultural subjects. AV is proud to announce its newest partnership with Swedcham through which interesting opportunities can be developed.



#### ANDERSSON WATER BRASIL

Andersson Water is a Swedish company that innovates, produces, and markets mechanical equipment for municipal and industrial water and wastewater. We are internationally recognized for producing the highest technology and most robust equipment on the market. We have been dedicated to screens for over 30 years actively working all around the world. Our speciality is step type fine screens for wastewater plant headworks and greasy water u waste applications. Within screens u screenings handling, Andersson Water has unique capabilities on design application knowledge and extensive international marketing support. We aim to provide the highest level of service and strongest quality machinery. Our products are made in Sweden.

#### ANGLO AMERICANA CONSULTORIA E ASSESSORIA DE IMÓVEIS

Anglo Americana has been in the real estate market since 1941 providing our clients with the best and personalized services. We sell, rent and manage luxury real estate always looking ahead. Our highly-trained and hardworking team of agents are all certified and multilingual. We are well known in the market and a reference when it comes to welcoming clients from all over the world.

#### AQ TRAFOTEK

AQ TRAFOTEK has a long history as a trusted manufacturer of transformers, reactors and electrical filters. The focus of our activities is to improve power quality, promote electrical energy efficiency and the exploitation of renewable energies.



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reduzir seu custo....**

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lâmpada para LED ?



**Quanto é possível  
reduzir seu custo....**

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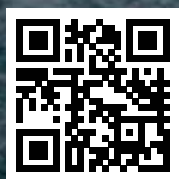


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Believing that every person and community should have an access to the best possible medical care, Getinge provides hospitals and life science institutions with products and solutions designed to improve performance and optimize workflow. Our product portfolio supports intensive care, cardiovascular procedures, operating rooms, sterile reprocessing, and life science.

Getinge's global team consists of approximately 12,000 employees, and its products are distributed in more than 135 countries.

Our sustainability efforts are an integral part of our passion for life. At Getinge, we help our customers save lives with an obligation to run our business in a respectful, ethical and environmental friendly manner. We invite you to learn more about our efforts and solutions on our website: [www.getinge.com](http://www.getinge.com)





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Arkley Holding AB – represents Collective Minds Radiology – a Swedish healthcare collaboration company. Collective Minds Radiology is a health-tech startup founded in Stockholm, Sweden in 2017. Collective Minds develop and deliver a cloud-based collaboration platform for healthcare with access to data, and human and digital expertise. Together with our partners and customers, we offer products and services within medical imaging research, clinical consultation, and education.

**A.S CONSULTORIA CONTÁBIL LTDA**

We present our accounting company, with 27 years of experience in the market, especially with multinational companies. We offer accounting, fiscal and tax services, as well as financial solutions and paralegal advice.

Our commitment is to provide complete support for the accounting and financial demands of your business, ensuring compliance and efficiency.

We have a qualified and dedicated team, ready to meet your needs and help your company grow.

**ASSA ABLOY BRASIL**

ASSA ABLOY is the global leader in access solutions and a market leader in most of Europe, North America, South America, China and Oceania. ASSA ABLOY has a complete range of door opening products, solutions and services for the institutional, commercial and consumer markets. Using the latest technologies and tried and-tested techniques.

**ASTRAZENECA**

AstraZeneca is a global, science-led biopharmaceutical company that focuses on the discovery, development and commercialization of prescription medicines. Our business is organised to deliver our strategic priorities sustainably, supporting continued scientific innovation and commercial success. We focus on the discovery, development and commercialisation of prescription medicines in Oncology and BioPharmaceuticals, including Cardiovascular, Renal u Metabolism, and Respiratory & Immunology.

**ATLAS COPCO**

Our Group mission is to achieve sustainable, profitable growth. Sustainability at Atlas Copco Group means innovating with a long-term perspective and supporting our customers to meet their sustainability ambitions. In 2023, Atlas Copco Group had revenues of BEUR 15 and at year end about 53 000 employees. For more information, visit: [www.atlascopcogroup.com](http://www.atlascopcogroup.com)

**AUTOLIV**

Save lives is our passion! Autoliv makes it by producing the best safety system in the world.

**AXIS COMMUNICATIONS**

- An IT company offering network video, audio and access control solutions for professional installations
- Global market leader in network video, driving the ongoing shift from analog to digital video surveillance, audio and access control
- Axis develops and markets innovative network solutions for schools, retailers, transportation, and safe cities.
- Founded in 1984
- Worldwide presence in more than 40 countries, more than 4,000 employees
- Cooperation with distributors in 70 countries
- Global presence through resellers and system integrators in more than 179 countries

**BAE SYSTEMS HÄGGLUNDS AB**

BAE Systems | United States BAE Systems Hägglunds in Sweden focuses on the design, manufacturing, integration, and support of a wide range of military vehicles to customers worldwide. Our primary products are medium weight combat vehicle family, armoured allterrain vehicle family, logistical support and services to meet the future requirements. Our core values are Trusted, Innovative and Bold.

#### **BAMA CONSULTORIA EMPRESARIAL**

Business consultancy specialized in corporate governance, quality systems, risk analysis, start-ups and project management. Real estate incorporations and administration of properties.

#### **BM OPTIMUS CONSULTORIA**

BM Optimus Consultoria is a business consulting firm that focuses on services related to management of three main areas: Start-ups, performance and change.

#### **BMO COMERCIAL E IMPORTAÇÃO**

Import/export company in São Paulo, Brazil. Authorized distributor for Micropower battery chargers.

#### **BR-VISA MIGRATION SOLUTIONS**

BR-Visa Migration Solutions is a Global Mobility consulting firm specialized in all stages from transfer to migrant accommodation in Brazilian or foreign soil.

The company has services of visas and documents necessary for the entry and residency of migrants in Brazil and the departure of Brazilians and migrants.

BR-Visa also assists in the fulfilment of foreign tax obligations and offers a 360° solution for newly arrived migrants in the country with Relocation services.



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NEW  
PERSPECTIVES  
ON  
TECHNOLOGY.**



### **BRAINKapITAL EXECUTIVE SEARCH**

BrainKapital Executive Search excels in the strategic Search u Selection of Top Talent serving primarily European small and mid-sized enterprises in Brazil and Latin America. Our expertise lies in delivering unique intercultural value through a strategic, discreet and long-term oriented approach to selecting Specialists, Middle Management and C-Suite professionals across diverse industries, such as: Manufacturing Industries, Consumer Goods, Governmental & Consulting Services, Pharma & Life Sciences, Renewable Energies, Third Sector and Hospitality. Our unwavering commitment is to elevate performance across the board enhancing our clients' business outcomes while empowering professionals in their career journeys. To further enhance organizational leadership capabilities also offer differentiated Leadership Advisory and Intercultural Development Coaching programs.

### **BRASIL PROJECTS**

A competitive Brazilian forwarding company located in the state of São Paulo in Brazil with offices in São Paulo and Santos. We offer following segments in forwarding:

- Container and General Cargo
- Projects and special cargos
- Air freight
- Warehousing
- Supply chain
- Customs clearance
- Consultant services
- Project management

### **BRATAX – BRAZUNA, RUSCHMANN E SORIANO, SOCIEDADE DE ADVOGADOS**

We are an authentic partnership focused on tax law services, balancing technical capacity, interest in understanding the facts under analysis, closeness to the client's day to day reality and strategic vision of alternatives to pursue. We seek to act under a pragmatic, efficient and quick solution approach to address tax issues, referred to tax law consulting; indirect, direct, and international taxation; foreign trade taxation and tariff classification; administrative and judicial tax litigation. Bratax, 2022-2023: for ten years providing highly specialized legal and tax advice, creating value for clients in the challenging Brazilian tax market.

### **BUSINESS SWEDEN**

We help Swedish companies grow global sales and international companies invest and expand in Sweden. Business Sweden is semi-governmental and consists of 500+ business consultants, based in >50 of the most promising markets for Swedish export. Our office in Brazil is located in São Paulo, in the neighbourhood of Itaim Bibi.

### **CAMFIL**

Camfil is the main air filtration specialist, which business concept is to deliver value to customers all over the world while contributing to something essential to everyone – clean air. Our mission is to make clean air a human right protecting people, processes and the environment by defining, developing and delivering filter solutions that combine clean air with energy efficiency, in a sustainable and profitable way.

### **CAVA CONSULTING**

Founded in 2018 by Sergio Quiroga, a former top global executive from Ericsson, CAVA Consulting operates mainly in Latin America with Technology companies focusing primarily Telecom, Services and IT.

### **CAVALCANTI, SION E ADVOGADOS ASSOCIADOS**

Cavalcanti, Sion e Advogados is formed by highly specialized criminal law practitioners, who have been at the forefront of the vast majority important and complex criminal cases in the country in recent years with an impressive success rate. The firm is dedicated exclusively to meet the most diverse challenges in the field of criminal law today, from advisory to litigation matters.

# FAM is an active and engaged owner of innovative companies with a long-term ownership horizon.

FAM is owned by the three largest Wallenberg Foundations – via the holding company Wallenberg Investments AB.

FAM's largest holdings include SKF, Stora Enso, Munters, IPCO, Kopparfors Skogar, The Grand Group, Höganäs, Nefab and Kivra.

FAM's promise as an owner is to support portfolio companies in future-proofing their operations by emphasizing sustainability, innovation, and digitalization for long-term success.

Growth in the value of holdings and dividends from FAM contribute to the Foundations' value growth and their ability to give grants for research and education.



# FAM

[www.fam.se](http://www.fam.se)

### **CENTRUM FÖR NÄRINGSLIVSHISTORIA**

The Centre for Business History in Stockholm preserves and presents Swedish corporate history. We are a non-profit association, and our customers are our members. We help our member companies preserve their historical material in structured archives. We also help them use their history as a strategic asset, a practice called history marketing. Combined, we make sure Sweden's business history is a vibrant part of the country's heritage.

### **CHALINGA**

Chalinga is an online travel agency that specializes in the sales of air tickets and air ticket-related ancillary services such as insurances, luggage, and seat upgrades in Latin America. The vision is to become the leading online travel agency on price comparison sites in Latin America.

### **CHALMERS UNIVERSITY OF TECHNOLOGY**

Chalmers University of Technology is a highly progressive and internationally top ranked university with strong links to industry and advanced research. Chalmers is an international university par excellence offering • 38 English taught master's programmes within engineering, architecture and maritime & technology management • Higher Education combining research, entrepreneurship, sustainability and innovation • 100+ Scholarships • Guaranteed housing • Top 70 in the world for graduate student employability.

### **CHILDHOOD BRASIL**

Childhood Brasil is a non-profit organization and part of the World Childhood Foundation (Childhood), an international institution established in 1999 by Queen Silvia of Sweden. Childhood Brasil has been fighting for childhood free from sexual abuse and exploitation, and currently develops programs, influences public policy and educates and guides the private sector by promoting prevention and forming protection networks for Brazilian children and adolescents.

### **CISB**

The Swedish-Brazilian Research and Innovation Centre is an innovation platform that promotes an environment capable of connecting people, fostering opportunities, catalysing initiatives and producing results for its members and partners

### **CLICK EDUCATION**

ClickAula is an innovative educational platform that offers a variety of online classes for small groups.

### **COMEXPORT TRADING**

With over 50 years of operations, COMEXPORT is the largest international trading company in Brazil, offering intelligent and tailor-made end-to-end supply chain solutions to clients of all sectors of the economy. With an annual revenue north of US\$ 4 billion and a highly qualified staff, the Group has the most efficient and qualified international trading structure, consolidating itself as the pioneer and industry leader in Brazil.

### **COMPRENDAS CONSULTORIA DE COMPRAS E VENDAS LTDA**

Comprendas Consulting, operating out of São Paulo, provides Procurement & Supply Chain Consulting and Local Representation/ Agent services in Brazil for foreign chemical/ ingredient suppliers. Comprendas leverages a strong network of local freight forwarders & warehouse operators to provide a secure and cost & cash optimized supply of imported raw materials, driving value for both the foreign suppliers and their local customers.

### **CONSAT BRASIL**

Consat is a family-owned company which has been around since the mid 80's. We have worked with public transportation since the late 80's, with our first reference being the tramways system in the lovely city of Gothenburg, where Consat is still based to this day.



Since then, we have grown in size and customer base, and we have become the leading Nordic supplier of public transport systems. We offer turnkey solutions designed and produced in Sweden, and supported with the assistance of our local teams around the world for a quick and on-site presence.

### **CONSULATE GENERAL OF DENMARK IN SÃO PAULO**

The Consulate General of Denmark in São Paulo is part of the Trade Council, which is the governmental export and investment promotion organization under the Ministry of Foreign Affairs of Denmark. The organization embraces all governmental activities designed to promote Danish export and foreign investment in Denmark.

### **CONSULATE GENERAL OF SWEDEN IN SÃO PAULO**

The Consulate General has jurisdiction over the states of São Paulo and Mato Grosso do Sul allowing 45 million Brazilians and 10 million Swedes access to general information about institutions, culture, economy and society in the respective countries, constantly interacting with various official agencies and partners in the cultural, scientific, educational and economic fields, both in Brazil and Sweden.

### **COSAFE LATAM**

CoSafe Safety and Security digital platform for communication and documentation on Crisis Management. Risk Analysis, Protocols, Checklists, Loss Prevention, Crisis Management, Business Continuity and Corporate Security.

### **CREDRISK SEGUROS – CORRETORA ESPECIALIZADA EM SEGUROS DE CRÉDITO**

CredRisk Seguros is a specialized mono line trade credit insurance brokerage company. The company was founded in 2007 and is part of the MDS group. Presently, CredRisk Seguros insures receivables in most industrial and financial sectors of the Brazilian economy.

### **DEFFENTI & QUEIROZ ADVOGADOS**

D&Q is a boutique law firm focused on international transactions and dispute resolution, especially those with a Brazilian connection. We work on complex problems and provide high standard, creative, client-tailored solutions to our clients. D&Q provides seamless and customised services to both very large and mid-sized companies looking to expand their operations around the world. We act for clients from a wide gamut of jurisdictions including Sweden, the United Kingdom, the United States, the Netherlands, Singapore, Uruguay, Australia, New Zealand and Brazil.

### **DELLNER BUBENZER BRASIL**

DELLNER BUBENZER is a global leader in the design and manufacture of braking systems for the Material Handling, Crane & Hoist, Container Handling, Mining, Marine, Industrial, Offshore, Oil & Gas, and Wind energy sectors.

DELLNER HYDRATECH is Hydraulic solutions supplier with Hydraulic cylinders and HPU for Wind, Mining, Oil & Gas and Offshore application.

### **DELLNER DO BRASIL**

Dellner is a world leader in Train Connection Systems providing products, system packages and services to the majority of the worldwide train manufacturers and operators. Dellner's reputation is based on innovative research and advanced design.

Based in Sweden, the company has 21 sites throughout the global – the South American markets are supported by two operations located in Brazil and Argentina.

### **DIAPERUM**

Diaverum is a global integrated renal care provider with a clear patient focus. We stand for excellent medical quality, renalcare services and a patient-centered research. Being product-independent also gives us the flexibility to offer individual treatments for the individual needs of our patients, and by coordinating our patients' healthcare needs we are improving their quality of life.

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At Mölnlycke,  
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and innovative  
ESG solutions.

All of this is with one  
purpose: **revolutionise  
care for people and  
planet.**

With a green mindset, we offer our customers the most sustainable solutions without compromising the safety and quality of our products. Sustainability guides every decision we make and every action we take.

In addition, we promote a healthy, safe, and engaged workforce that embraces diversity and inclusion, contributing to sustainable growth and society.

At Mölnlycke, we set high standards of ethics and responsibility in our business, acting with integrity and care for human rights throughout our value chain.





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Quant's services are offered through tailored partnerships emphasizing shared risk and return, common objectives, and business benefits linked to each unique customer situation.

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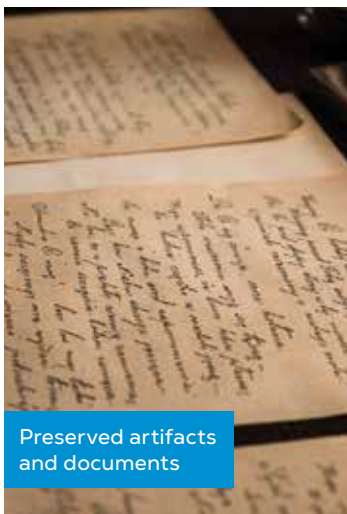
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- Founded in 1955 near Stockholm, Sweden.
- Began operations in Brazil in 1995.
- Factory located in Araucária, PR.
- Over 4,900 employees worldwide.
- Manufacturing and sales in more than 40 countries.

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- Environmental Law
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- Antitrust and Economic Criminal Law
- Intellectual Property Law

**We are the Brazilian member of ALLIURIS International, an association of business law firms present in several countries worldwide.**

### **DIREÇÃO CULTURA**

Direção Cultura was created by Antoine Kolokathis in 1999 and since then has been responsible for many live experiences in performing arts. The company has built strong partnership with artists, NGOs and sponsors, developing cultural services, especially in social field. Direção Cultura works in all Brazilian regions and has a large experience as a consultant for tax incentives in Brazil for culture, sports and social purposes.

### **DNB BANK ASA**

DNB is a large Nordic financial services group and a world leading financial institution within shipping, offshore, seafood and energy with significant activity in Latin America for more than 30 years. With a total of 13 professionals located in Rio de Janeiro - Brazil and Santiago - Chile, we have the competence needed to be the best discussion partner for structuring the optimal financial solutions for our Nordic and international corporate clients.

### **EDUARDO CABRAL ARQUITETURA**

Our architecture atelier specializes in the execution of comprehensive architectural projects, coordination of complementary technical projects, assembly of stands and similar structures, technical supervision, and construction manager. Commercial, institutional, and promotional projects are integral components of our extensive portfolio and service offerings for businesses.

### **EFFECTIVE DO BRASIL REPRESENTAÇÕES**

The company was founded to represent and develop business for national and foreign companies in Latin America. The company currently serves the logistics, packaging and offshore energy markets.

### **EKAMANT DO BRASIL**

EKAMANT - SWEDISH QUALITY ABRASIVES Ekamant is one of the world leading producers of coated abrasive products for the wood industry. The company was founded in 1928 with headquarters in the south of Sweden. Our products are sold in more than 50 countries around the globe. We have our own global sales organization and conversion plants in eight different countries with approximately 500 employees in total. We supply abrasives for wood, metal and leather.

### **EKN - THE SWEDISH EXPORT CREDIT AGENCY**

The Swedish export credit agency, EKN, is a state authority with the task of promoting exports and developing the internationalisation of Swedish business and industry. Since 1933, EKN has contributed to Swedish companies' long-term competitiveness, by ensuring payments and sharing risk with banks, exporting companies and their suppliers.

### **ELECTROLUX**

Electrolux Group is a leading global appliance company that has shaped living for the better for more than 100 years. We reinvent taste, care and wellbeing experiences for millions of people, always striving to be at the forefront of sustainability in society through our solutions and operations. Under our group of leading appliance brands, including Electrolux, AEG and Frigidaire, we sell household products in around 120 markets every year. In 2023 Electrolux Group had sales of SEK 134 billion and employed 45,000 people around the world. The headquarters are located in Stockholm, Sweden, and the Electrolux share ELUXb is listed on Nasdaq OMX Stockholm.

### **ELEKTA MEDICAL SYSTEMS**

Elekta is a human care company pioneering in significant innovations and clinical solutions for treating cancer and brain disorders. Elekta provides intelligent and resource-efficient technologies that improve, prolong and save patient lives.



### ELOF HANSSON

Worldwide marketing and distribution of pulp, paper, timber and machinery.

### EPIROC

Epiroc is a vital part of a sustainable society and a global productivity partner for its customers. With technology, it develops innovative equipment for surface and underground applications. It also offers services, after-sales support and solutions for automation, digitalization and electrification. In the 2024 ranking of the most sustainable companies in the world, published by Time Magazine, Epiroc was among the top 100 and seventh in the Manufacturing and Industrial Production category.

Epiroc is headquartered in Sweden, had revenues of \*SEK 60 billion in 2023, has 18,200 employees in 150 countries. More information: [www.epiroc.com/pt-br](http://www.epiroc.com/pt-br)

### ERICSSON TELECOMUNICAÇÕES

Ericsson is the driving force of the networked society – a world leader in communications technology and services. Our long-term relationships with every major telecom operator allow people, business and society to innovate and know the future in advance, such as IoT, Digital Transformation and 5G, functions that begun to change the networked society, and make our partners realize their potential and start to create a future with great solutions.

**HARDOX**<sup>®</sup>  
WEAR PLATE

**O AÇO Nº 1  
CONTRA  
O DESGASTE**



**STRENX**<sup>®</sup>  
PERFORMANCE STEEL

**EQUIPAMENTOS  
MAIS FORTES  
E LEVES**



### ESSITY BRASIL (SCA DO BRASIL)

Essity is a leading global hygiene and health company dedicated to improving well-being through its innovative solutions. Number one global player for the Incontinence Market with TENA® brand, it also develops a successful Professional Hygiene line commercialized through B2B under Tork® brand, and offers cutting-edge products in wound care, compression therapy and orthopedics under Jobst®, Actimove®, Leukoplast®, Cutimed® brand among others. Also, there are 2 brands: Libresse for women care and Pequeñin for baby wipes. The production site is located in Jarinu/SP and headquarter is located in São Paulo. Currently the company has 530 employees.

### ESTÚDIO ANADARCO

- Consulting on corporate governance, considering ESG criteria
- Preparation of sustainability reports
- Sustainability survey and research
- Social and environmental responsibility project management
- Support in responding to socio-environmental questionnaires from customers and suppliers

### ETRUSCA FINANÇAS

Economics and finance consulting and advisory focused on investment management and governance for pension funds, family office or international investors. Additionally, exercise the activity of independent directors in investees or member of the investment committee.

### EURO LATINA FINANCE

Established in 2010, Euro Latina Finance is a French and independent financial advisory firm specialized in M&A transactions in/with Latin America.

With offices in São Paulo, Bogotá and Paris, we typically act as sell-side or buy-side advisors, on minority and majority deals ranging mostly from US\$100m to US\$1bn+ in transaction value. We are industry agnostic but we have an unparalleled knowledge of the consumer goods and retail segments.

Our execution capabilities leverage our top-level personal networks built up throughout 20+ years, relayed by our local offices and by our historical senior advisors around the world.

### EVCOM

Evcom is formed by a team of professionals, with many years of experience in different areas, such as journalism, PR, advertising, literature and design. We believe in Marketing and Communications as a transforming element. Something that creates bridges, more than just selling products. But how? Understanding your business unique needs, for you and with you. Respecting clients' budgets and cultures. Our consulting service helps companies and professionals of all kinds and sizes to reach out for their audiences. Anywhere, with every possible tool.

### FAM AB

FAM AB is a privately owned holding company that manages assets as an active owner with a long-term ownership horizon. FAM is owned by the three largest Wallenberg Foundations – through Wallenberg Investments AB. FAM's largest holdings are SKF, Stora Enso, Munters, IPCO, Kopparfors Skogar, The Grand Group, Höganäs, Nefab and Kivra. The Wallenberg Foundations annually grant around SEK 2.7 billion in funding and have granted a total of SEK 44 billion since it was founded in 1917.

### FERGAS GROUP

Fergas thrives on innovation and making our customers successful! Under the business concept: 'Your Global Partner in Air-Moving Solutions' we develop and manufacture air moving products that help our customers meet their challenges. Fergas is committed to product development, design and world-class production. Development and adoption of new technologies has ensured the success of our business over the last half century and will continue to do so into the future.



# Höganäs, 25 anos no Brasil e na rota da Sustentabilidade

**Höganäs**   
POWDER THAT EMPOWERS®

**A Höganäs completa 25 anos em Mogi das Cruzes, São Paulo, focada em responsabilidade social e sustentabilidade, comprometida em ser a primeira fabricante de pós-metálicos sustentável do mundo até 2030.**

Com zero emissões de gases até 2030 construiremos um futuro mais limpo e sustentável, impactando diretamente a sua vida, das futuras gerações e do planeta.

Conheça as ações que realizamos em Mogi das Cruzes e no mundo para um futuro mais sustentável. Acesse o Relatório de Sustentabilidade Höganäs pelo QR Code:



[www.hoganas.com](http://www.hoganas.com)



Höganäs - 227 anos de história.  
25 anos em Mogi das Cruzes.



### FERNANDA GABRIEL ARQUITETOS

WE GATHER TALENTS FROM AROUND THE WORLD TO DEVELOP YOUR PROJECT IN BRAZIL.

With 20 years in the market, today we have partnerships with architecture offices from all over the world. With the premise of offering customized solutions, our projects are unique, developed specifically to meet the needs of each client. We present an intellectual universe that goes beyond trends, combining concept, structure and image. We seek to be a reference for those who dare to challenge the new needs of the office market. We are always curiously observing contemporary society and its interactions with the most diverse and seemingly distant cultural spheres to propose the best workspace to our clients.

### FINANZERO

Brazil's number one loan marketplace FinanZero has simplified the way to apply for all types of consumer loan products in Brazil. The company has 3 million monthly visits to the site and over 50 million credit applications through finanzero.com.br. It launched its operations in 2016, and today the company's services include loans, credit cards and refinancing and have 70 bank partners.

### FOGMAKER

Since 1995, Fogmaker International AB has been developing, manufacturing, and marketing fire suppression systems with high-pressure water mist for engine compartments.

We are proud of the trust our customers around the world have shown us: more than 300,000 vehicles in over 60 countries are equipped with Fogmaker's high-pressure water mist systems. We serve to save lives, machines, and properties.

### FORVIS MAZARS NO BRASIL

Forvis Mazars is an internationally integrated partnership, specializing in Audit & Assurance, Consulting, Financial Advisory, Tax, and BPO. Operating in over 100 countries and territories around the world, we draw on the expertise of 40,000 professionals to assist clients of all sizes at every stage in their development.

### FREYR

Freyr is a Scandinavian/Brazilian consulting firm specialized in three areas: 1. Corporate Social Responsibility (CSR) and NGO support for businesses; representative of Children at Risk Foundation, advice on tax deduction incentives for companies to support Brazilian NGOs 2. Translation of texts (Portuguese, English and French) 3. Webpage design, social media (SoMe) marketing & commercial support.

### GETINGE DO BRASIL

With a firm belief that every person and community should have access to the best possible care, Getinge provides hospitals and life science institutions with products and solutions aiming to improve clinical results and optimize workflows. The offering includes products and solutions for intensive care, cardiovascular procedures, operating rooms, sterile reprocessing and life science. Employs over 12,000 people worldwide and the products are sold in more than 135 countries.

### GWP BUSINESS SOLUTION

We work with Business Consulting and Strategic Training for Better Performance of employees' results.

- Training and Qualification of people and teams.
- Business and Personal Coaching
- Financial consultancy
- Tax consultancy
- Administrative consultancy
- Commercial consultancy
- Developing New Business in Brazil and USA

### H&M HENNES & MAURITZ

In 1947, our founder had a vision. Erling Persson wanted to make great fashion available to everyone and to do it in the right way. He built the foundation for a customer-focused, creative, value-driven and responsible company. Since then, we went from a single store to an entire family of brands—offering customers all around the world the best combination of fashion, design, quality and sustainability at affordable prices. We are pleased to announce that we are planning to open our first H&M stores in Brazil 2025. Offering the best combination of fashion, design, quality and sustainability at affordable prices to the Brazilian consumers.

### HALDEX DO BRASIL

Haldex is a leading global supplier of sustainable brake systems and air suspension solutions dedicated to the commercial vehicle industry. Over 130 years of innovation have provided Haldex with competitive expertise in brake and air suspension systems for commercial vehicles.

### HALIFAX CONSULTING

Halifax Consulting was born in France and is internationally recognized as one of the leading specialists in Sales Consulting and Training. Since 2021, Halifax Consulting has been featured on the "Watch List 40 of the Top Sales Training Companies" worldwide, by Training Industry (USA). It offers a unique and specialized portfolio of solutions for enhancing sales performance (Online Sales



**Primate-Friendly**  
Environmental conservation  
is our priority.

marketing.sa@aak.com  
www.aak.com  
AAK South America

## *That's how we make better happen!*



We are against any form of animal labor: We do not support primate labor in the harvest of coconuts for the production of raw coconut oil.



We work directly with suppliers.



We have 100% control of our coconut chain.



100% human labor guarantees safety harvesting and an incentive to increase bargaining power of farmers.



“Their ability to handle complex and sophisticated matters is truly exceptional. They possess a remarkable intellect and an impressive level of expertise in their field, which allows them to navigate even the most intricate of issues with ease. Their attention to detail and analytical skills are truly impressive.”

CHAMBERS BRAZIL



## Results-oriented law practice

Since 1972, we practice law with business acumen and a focus on results, developing tailored solutions for multinational companies operating in strategic sectors of the economy.

Along the years, we have built strong relationships with leading companies in various industry sectors, simplifying international relations and opening pathways for business in Brazil, from Brazil to the world and from the world to Brazil.



Rio de Janeiro

São Paulo

Porto Alegre

Brasília

New York

[veirano.com.br](http://veirano.com.br)



Academy, exclusive commercial reinforcement solutions, Organizational Diagnostics, AI-driven coaching, Competency Assessment, customized training, coaching, and transformation programs). Halifax leads research, studies, and publications on B2B Sales topics and heads the Commercial Excellence Club in Brazil.

## HÖGANÄS

Höganäs - Driving positive change through materials innovation

At Höganäs, our vision is to drive positive change through materials innovation, which in turn will help us in our ambition to become the partner of choice globally for sustainable metal powder materials.

Metal powder technology offers countless opportunities; it not only enables our customers to reduce their consumption of materials and energy, but also helps them to use new and better techniques, which make final products more efficient and cheaper, in other words, metal powders are an efficient alternative in terms of resources that is ideal for various industries.

Höganäs, driving positive change through materials innovation to create a better, more sustainable world for future generations.

## HUSQVARNA

With over 330 years of innovation and passion, Husqvarna is one of the world's largest producer of outdoor power products providing professionals and residential users with forest, garden and farm products. Husqvarna offers a wide and growing range of products and accessories, including everything from chainsaws and trimmers to innovative robotic lawn mowers.

Find out more at [fly.global](http://fly.global)

LLYC



LET'S FLY

Instinct says stay where  
there are more people.  
Boldness urges us to  
ignore instincts.

At LLYC,  
we believe that  
being bold is the only  
way to create value and  
take brands much further.  
That's why we constantly  
evolve our service offering and  
recruit the best talent in creativity,  
influence, and innovation.

### **IKEA PURCHASING SERVIÇOS COMERCIAIS LTDA**

We are Purchasing organization within IKEA group responsible for development of production capacities in South America and mainly Brazil.

### **IMAGEM CORPORATIVA**

Imagem Corporativa is a public relations agency with its own offices in São Paulo, Rio de Janeiro and Brasília. IC is the only Brazilian agency member of PROI Worldwide and Interel Global Partnership - focused on PR and Public Affairs activities respectively. Through these connections, we support organizations in the relationship with the Brazilian market and also act as ambassadors for our clients abroad, opening dialogues with different audiences.

### **INATEL – FINATEL**

Finatel—The National Institute of Telecommunications Foundation is a private, non-profit law institution that maintains Inatel—which is a center of excellence in teaching and research in the area of Engineering, and has been increasingly consolidated in Brazil and abroad. In addition to a college, Inatel also operates as an extension of the areas of Research, Development and Innovation, of companies and transfers all academia knowledge through a service center—Inatel Competence Center – ICC.

### **INCA TOURS**

Inca Tours is a family-owned bespoke travel agency founded in 1984 in Sweden. We tailor-made unique package trips to Latin America, with world-class service. Our staff, with many years of experience in the business, will take care of all your travel needs. We have offices in Stockholm, Malmö and São Paulo. Please welcome to contact us to discuss your travel needs.

### **INTER IKEA SYSTEMS B.V.**

Inter IKEA Systems B.V. is the worldwide IKEA franchisor. We are constantly investigating expansion opportunities in new markets to reach more people with affordable home furniture solutions.

The International Sales Department sells the full IKEA product range to customers in countries where there are no IKEA stores yet. We furnish apartments, hotels, offices, schools, restaurants, and houses throughout the world. Reach out!

### **INTRODE INTEGRATED SOLUTIONS**

Introde has just completed 21 years helping your customers to develop their Totvs Microsiga Protheus system. We act mainly on Deployment, Development, Training, HelpDesk and Maintenance. We have deep knowledge and large experience. If you are looking for a system consulting company to support your operation in Brazil, we are your choice! We are ready to help you!

### **INVEST PARTNERS**

Country Experts in Strategic Growth Initiatives and Corporate Finance:

- Over 25-year track record - local experts, global reach
- Market Entry facilitation and Partner search
- Business combinations – M&A, Joint Ventures, Licensing agreements
- Sector specialists - agribusiness, renewable energy, health, mining, tech companies
- Inbound Internationalization of Digital solutions
- Venture De-Risking, Consulting and Rapid Growth
- Funding & Roadshows - Private Equity/Venture Capital
- Valuations, Financial Modelling, and Business Plans
- Legal Representation



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# Diversidade & Inclusão

Promover uma cultura de diversidade, equidade e inclusão é prioridade para a ABB e representa uma base fundamental para a inovação em nossas atividades. A Inclusão é essencial para igualar as oportunidades dentro da organização e a Diversidade é um diferencial competitivo e fator determinante para o crescimento de todas as pessoas.

[abb.com.br](http://abb.com.br)





### INVESTPORT

Multi Family Office founded in 2004. Dedicated to providing exclusive, tailor-made Wealth Management services (e.g., consolidation of financial resources), as well as looking beyond traditional liquidity services, providing strategic and financials analysis and governance of family businesses, optimizing their illiquid assets and preparing future generations to run or seat on the Board of their companies.

### IPCO BRASIL SISTEMAS DE PROCESSAMENTO INDUSTRIAL

IPCO provides advanced process solutions that require a deep knowledge of customer production processes across a wide range of industries and geographies. We provide advanced high performance processing solutions and reliable service across a wide range of industries and geographies. The versatility of our systems means there are literally hundreds of potential applications.

### JÖNKÖPING UNIVERSITY

Jönköping University is one of the most international universities in Sweden offering high-quality education and research focused on entrepreneurship, sustainability, and internationalization.

We offer bachelor, master, pathway and summer programmes taught in English in business, economics, engineering, computer science, communication, education and health science. Internships and study abroad are key elements in most of our programmes. JU's Jönköping International Business School is ranked by the Financial Times, accredited by AACSB, EQUIS and is signatory of PRME, Principles for Responsible Management Education. The School of Engineering is accredited by ACEEU, member of CDIO and research leading in materials and manufacturing technology.

### KARLSTAD UNIVERSITY

Karlstad University is a modern and dynamic institution located in Sweden, known for its strong emphasis on research and high-quality education. We offer attractive programs in business, humanities, IT and social sciences. The university fosters a collaborative and innovative learning environment, encouraging interdisciplinary studies and close partnerships with industries. With a focus on sustainability and global perspectives, Karlstad University prepares you to meet the challenges of the future.

### KATAM BRASIL LTDA

Katam is today a global provider of software-based services for forest data acquisition and analysis. High precision forestry data, where each single tree is registered, enables forest management to increase wood volume growth and production yield. These are key components for reducing CO2 net emission and at same time driving business for the global forest industry.

### KAZAMAX

Kazamax makes it easier to successfully do business in Brazil and South America. We work together with our partners to develop a great market strategy, drive sales and manage the operation.

### KINCAID | MENDES VIANNA ADVOGADOS

Founded in 1932, Kincaid | Mendes Vianna Advogados is one of the most traditional law firms in Brazil, with extensive experience in providing legal advice to national and international clients. Headquartered in Rio de Janeiro, with offices in São Paulo, Santos, Brasília and Vitória, we operate throughout the national territory, in the areas of Maritime, Port Law, Infrastructure, Energy, Oil & Gas, Insurance & Reinsurance, Litigation, Arbitration and ADR, Tax and Customs Law, Labour, Regulatory, Corporate, Environmental, Commercial Contracts and Compliance Services.

### KITO & THE CROSBY GROUP

Gunnebo Industries, founded in Sweden in 1764, is part of The Crosby Group, the global leader in the innovation, manufacturing and distribution of products and services used to make lifting and load securement safer and more efficient, with premier brands such as Crosby, Gunnebo Industries, Crosby Straightpoint, Crosby BlokCam, McKissick, Crosby Feubo, Speedbinder and CrosbyIP. With global engineering, manufacturing, distribution and operations, the company provides a broad range of products and solutions for the most demanding applications with uncompromising quality that exceed industry standards.

### KORSA RISCOS E SEGUROS

Korsa is reference in corporate insurance, risk management and consulting. Korsa started its operations with a focus on highly complex sectors, such as transport, warehousing, logistics, and energy. We operate in all lines of insurance and corporate benefits, providing our clients, during our 30 years of operation, quality services with the commitment to propose innovative solutions for their satisfaction.

### KTH ROYAL INSTITUTE OF TECHNOLOGY

Since 1827, KTH Royal Institute of Technology has become one of Europe's leading technical and engineering universities and a key centre of intellectual talent and innovation. KTH welcomes students, researchers and faculty from around the world. Through collaboration with industry and society, sustainable solutions to some of humanity's greatest challenges are addressed. KTH offers education in natural sciences and all branches of engineering, including architecture, industrial management, urban planning, history and philosophy. The five campi in the Stockholm region comprise 13,514 full time students, 2000 PhD students, and approximately 3700 full time employees.

### LABOR SOLUÇÕES EM ENGENHARIA

LABOR SOLUÇÕES EM ENGENHARIA was founded in 1987 with core business in High Voltage Maintenance equipment, in 1992 LABOR LIFE SCIENCE division was started and today is serving the food, beverage and pharmaceutical companies in Brazil with the ultimate and most innovative solutions for quality assurance and monitoring.

### LABORATÓRIOS FERRING

Ferring Pharmaceuticals is a big biopharmaceutical company based on research and development. Our goals are to identify, develop and commercialize innovative products in the fields of Human Reproduction, Urology, Gastroenterology, Endocrinology an

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Swedish innovation for protection, partnership and prosperity.

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Osteoarthritis. Ferring has been operating in Brazil for more than 30 years, with a Marketing and Sales model, and has around 100 employees in the country. The company also invests innovation locally with a laboratory focused on Research and Development. Ferring for over 70 years, building families worldwide and helping people live better lives.

### LEAX DO BRASIL

LEAX Group is a leading manufacturer of mechanical components and subsystems for the heavy vehicle industry, passenger cars, mining and construction and other engineering industries. LEAX do Brasil is the group's first establishment in Latin America. In addition to Brazil, LEAX Group operates in Sweden, Latvia, Germany, Hungary and Procurement office da India, totalizing more than 1,200 employees and a turnover of more 1.9 billion SEK.

### LINKÖPING UNIVERSITY

With the power of 40,000 students and co-workers. Linköping University has had research collaboration with Brazilian institutions for many years. One area of particular interest is aeronautics. Linköping, with a well-established tech industry, is the aeronautics capital of Sweden and the home of Saab, a major employer in the region. Other areas of collaboration are artificial intelligence (AI), biogas and environment, engineering education, materials science, innovation and entrepreneurship, and control engineering. In addition, LiU offers master's degree programmes, entirely taught in English, in areas such as: Engineering and Computer Sciences, Design, Education, Environmental Studies, Natural Sciences, Social Sciences, Humanities and Business

### LINNAEUS UNIVERSITY

Linnaeus University offer the highest possible quality in education. Education that helps you to actually make a difference in the world. An international university with 40 000 students located in south-eastern Sweden. At Linnaeus University, you will find a rich academic offer with more than 50 degree programmes and 500 courses in English, on both bachelor's and master's level. Linnaeus University has campuses in two cities, Kalmar and Växjö, with nature just around the corner, adding to the quality of life during your studies.

### LLYC – LLORENTE L CUENCA

With more than 15 years of operation in Brazil, we have established ourselves among the 5 largest independent agencies in the market with a team that reflects the diversity of origins and cultures of our country, but which is globally integrated into a global network of experts, present in 13 countries. We are a reference in data-based consulting, strategy and creativity, forming your one-stop agency that combines a variety of specialties. We anticipate and lead changes, transforming communication into a powerful tool for achieving results in complex scenarios.

### LUND UNIVERSITY

Lund University was founded in 1666 and has been a centre of culture and learning for more than 350 years. Today, it is one of Sweden's foremost universities, and among the top 100 universities in the world. As a world-leading research and innovation centre, the University is complemented by advanced scientific infrastructure, such as the ESS and MAX IV facilities. A large part of the University's success can be ascribed to its broad disciplinary range and its boundary-crossing education and collaboration. The University's other strengths include student influence, a high degree of internationalisation and close engagement with wider society.

### MANEIRA ADVOGADOS

Considered a benchmark among the most prestigious law firms in Brazil, Maneira Advogados represents clients in the most relevant areas of the business law. The firm has a wide portfolio of national and international clients, especially in regulated markets such as telecommunications, oil and gas, mining, energy and infrastructure. Maneira Advogados has offices in Rio de Janeiro, São Paulo, Belo Horizonte and Brasília.

### MAUGER MUNIZ ADVOGADOS

MAUGER MUNIZ has experience in a broad range of sectors, including automotive, banking and financial services, telecom services and electronic industry, as well as FMCG industry and retail companies, amongst others. Our excellence is to provide legal services



on a timely manner, cost-effective and personalized manner, in all areas of law, customized according to the needs of each client, with a great level of expertise, dedication, ethics and professionalism

### **MAYFAIR IDIOMAS – ESPECIALISTAS EM CONVERSAÇÃO**

Mayfair Idiomas is specialized in corporate language training and has been catering mainly for multinational companies since its inception 45 years ago.

In the wide range of languages offered, Portuguese for foreign executives and their families is in high demand, before or after their arrival in Brazil.

Following a pre-course questionnaire, a customized course is designed to suit the participant's needs. The course can be programmed in the form of intensive, semi-intensive or regular training, depending on time availability or urgency of the student in acquiring the language for business or social purposes.

### **MENTOR MEDIA**

Mentor Media is part of Elanders group, a global supplier of integrated solutions in the areas of supply chain management, print & packaging and e-commerce.

### **MIROW & CO.**

Mirow u Co. is a strategic consulting company that supports clients in solving their most critical management and operational challenges. With teams in São Paulo and Rio de Janeiro, Mirow has been serving large clients from different sectors and innovative startups for 10+ years.

Great ideas deserve  
a **great translation**  
to match

Your company deserves excellence in translation, with expertise, thorough research, and attention to detail.  
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We translate because  
your words matter



### **MÖLNLYCKE**

Mölnlycke is a world-leading medical devices company focused on freeing patients, caretakers, and healthcare systems from the weight of wounds, through innovative and intuitive solutions for prevention, fast healing, and better quality of life. We're passionate about what we do because it matters.

### **MOVING FLOOR**

Moving Floor, is an innovative Swedish firm operating in the agribusiness sector, specializes in delivering automated cleaning solutions for both pig and dairy farms. Our patented technology plays a pivotal role in assisting farms to diminish their carbon footprint while striving to reduce antibiotic consumption. Currently, over 100 farms have adopted this technology, in addition to collaborations with more than 8 universities.

### **MR16 CONSULTORIA EMPRESARIAL**

Strategic and commercial management consultancy for small and medium-sized companies.

With a personalized approach, we work closely with you to develop strategic planning and a solid business plan, laying the foundations for constant and sustainable growth.

From meticulously analyzing your processes to identifying key opportunities, our business consultancy is designed to create a successful trajectory that will propel your company to new horizons.

### **MUNTERS**

Munters is a global leader in climate control solutions for mission-critical processes. Through innovative technologies, we create the most optimal climate for demanding industrial and agricultural applications where controlling humidity, temperature and air quality is mission-critical.

### **NAHAS SOCIEDADE DE ADVOGADOS**

The NAHAS LAW FIRM is a Brazilian legal office based in São Paulo, founded in 2015 with entrepreneurial spirit and expertise in the Innovation Ecosystem and the entertainment sector. In the entertainment sector they have good clients and concept bars, clubs and restaurants This together create networking that has a strong fit with Swedcham's goals. Led by Dr. Rodrigo Bruno Nahas, has specialists in Corporate Law, Tax, Labor, Civil, Consumerist, Corporate and Contracts, both as advisory contentious legal advice.

### **NEFAB EMBALAGENS**

The global network of experts in packaging and logistics Nefab provides its customers with services of international jurisdiction. Our packaging designs are combined with analysis of cost reduction, providing optimal solutions for your company and product.

### **NEGRINI CENOGRAFIA E EVENTOS**

Specializing in corporate event production, technical scenography with an in-house factory, event communication, event design, international events, WE.DO.LAB studio for recording, hybrid, and virtual events, and a laboratory for future events.

### **NEXER ENTERPRISE APPLICATIONS**

Nexer is a dynamic and innovative tech company dedicated to helping its customers thrive in the digital age with strategic, technology, and communication solutions. Nexer is a Microsoft Solutions Partner with more than four Advanced Specializations, specializing in creating Microsoft Dynamics 365 business systems that boost its customers' performance, efficiency, and profitability. The company deeply understands its clients' needs and processes, delivering Microsoft Dynamics 365 systems that empower their teams with timely and relevant information. Additionally, it integrates the latest AI technology embedded in Microsoft products, including Copilot, to further optimize processes and enhance productivity. Nexer leverages its local expertise and global reach to ensure clients achieve the best results with Microsoft's solutions.



## VIVA DE PERTO A EXPERIÊNCIA AXIS



A Axis Communications oferece soluções de última geração em áudio, controle de acesso, intercomunicação e vídeo em rede.

Em nosso Axis Experience Center (AEC) você terá uma experiência única com especialistas que ajudarão a descobrir e encontrar a melhor solução para suas necessidades.



- **Teste prático de produto**
- **Contato e suporte com especialistas em tecnologia**
- **Design com abordagem abrangente para soluções de rede**

Conheça o AEC mais próximo de você

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### **NIRA DYNAMICS**

NIRA Dynamics AB, established in 2001 with main office in Linköping, Sweden, and also one of its branch offices in Sao Paulo, is specialized in sensor fusion and road surface monitoring. NIRA develops cost-efficient safety and navigation solutions for the global vehicle industry. Among the customers are leading vehicle manufacturers like Audi, Volkswagen, Honda, Seat, Skoda, Toyota, Volvo, Geely, BYD, TATA, Stellantis, and Renault.

### **NOBULA 3D**

Nobula 3D, founded in 2021, is revolutionizing the glass fabrication industry by introducing world's first glass 3D printer that utilizes Direct Glass Laser Deposition™ technology to melt and deposit glass in a layer-by-layer manner. Nobula's desktop 3D printers allow fast, affordable and energy-efficient development of customized, high-resolution glass pieces with intricate designs, without the need for post-processing treatments. Nobula continually strives to expand its portfolio of potential applications, aligning with the company's vision of a world where glass and laser-based manufacturing drive meaningful breakthroughs that improve lives, fuel discovery, and create a better future for all.

### **NORDIC BRAZILIAN CAPITAL**

Nordic Brazilian Capital (NBC) is a São Paulo-based boutique financial advisory and consultancy firm managed by experienced Nordic professionals with a proven track record working within investments, consultancy and finance in Brazil and Latin America. NBC specializes in providing Nordic and Brazilian companies with tailor-made financial solutions to ensure that our clients have the best and most cost-efficient capital structure available. Through our experience and network NBC is positioned to access capital which typically is not easily available for companies in Brazil. NBC also acts as an active and hands-on strategic partner for Nordic companies entering Brazil ranging from start-up companies to well established international companies.

### **NORDIC WATER PRODUTOS PARA TRATAMENTO DE ÁGUAS**

NW BRASIL/ENDEAVOR supplies equipment and systems for the treatment of water and wastewater, as well as services related to the separation, recovery and processing of specific biomasses with co-generation of energy, and the generation of photovoltaic energy along with its supplies.

Nordic Water product line offers solid-liquid separation technologies that can filtrate since 6 micra opening w/Disc Filters (Dynadisc and Dynacloth), until 80 mm opening w/Multirake Bar Screens. Meva Combi Units w/ fine screens for pre-treatment, Primary Belt Settlers (Sobye), Continuous Sand Filtration (Dynasand), Bottom Scrapers w/o travelling bridges (Zickerts) and Lamelas Separation complement technologies of solid-liquid separation.

### **NORDIC WAYS**

Nordic Ways is specialized in B2B events and travel programs across the Nordic region, with a strong focus on unique experiences. Our expertise spans the Swedish Lapland and other Arctic destinations, making us one of Scandinavia's leading specialists in customized travel and incentive events. Additionally, we provide comprehensive assistance and logistics for international meetings and congresses throughout Europe and the USA. With over 25 years of field experience, Nordic Ways team is service-oriented, deeply committed to sustainability and environmental responsibility.

### **NORRKÖPING SCIENCE PARK**

Norrköping Science Park drives growth, competitiveness, and regional attractiveness by fostering entrepreneurship, research, and societal impact. Working closely with Linköping University, Campus Norrköping, we create opportunities for individuals and businesses to start, grow, and innovate. Our focus areas include visualization, printed and organic electronics, and efficient logistics. We also work with internationalization through the EU-funded project Bridging4Growth, helping innovative companies from Sweden, Finland, Estonia, and Latvia expand into markets outside Europe, including Brazil.

### NORTH TRADE BRASIL

Norvida is the leading Nordic importer of branded meat products and the portfolio of products from South America is an important part of their business. Norvida has a separate sourcing office in São Paulo leading and coordinating the product flow into the Nordic market.

### OKSEBRA DO BRASIL – ARBESKO

At Arbesko, we have been making shoes since 1839. What started as one of Sweden's first shoe wholesalers is now a company with sales both in and outside the Nordics. Production is based in Sweden's only safety shoe factory – Arbesko Skofabrik – where we still today develop quality products for people who need to stay safe and comfortable in their working life. Since 2017, Arbesko is owned by the Swedish company Bergman & Beving.

### OLIVEIRA PAOLUCCI ADVOGADOS

We are a law firm of highly qualified professionals with a solid background in the national and international market.

Our proven track record of success in our practice areas allows us to incorporate a non-negotiable and inherent commitment to ethics when defending the interests of our clients.

Quality, agility, efficiency, partnerships, and the provision of premium legal solutions tailored for each of our clients are our pillars. This competitive advantage allows us to offer pragmatic and innovative solutions based on the real-life challenges and requirements of each business and sector of our clients, without losing sight of the highest standards of excellence and quality, which allow us to build a long-term relationship of trust and proximity with its clients.

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### OMTARE

We are a global development company committed to inspiring and preparing leaders and organizations for a better tomorrow. We are committed to regenerating leadership and organizational models to be healthier and positively impact our society and planet. Our objective is to improve the understanding and practice of conscious leadership, systemic vision, and positive innovation through tailored, practical, and sustainable transformation journeys. We design and implement bespoke transformative team buildings and development journeys such as conscious leadership, female leadership acceleration and well-being and creative leadership.

### PACHECO NETO, SANDEN, TEISSEIRE ADVOGADOS

This office is a leading Brazilian law firm that provides legal advice to Brazilian and foreign clients. The firm provides quick and customized solutions in all legal aspects of business transactions, also to establish and maintain close working relationship with clients in order to guarantee an in-depth perspective that leads to tailor-made solutions to any given situation.

### PQR MA2 ENGENHARIA & CONSULTORIA

PQR MA2 is the Brazilian filial of PQR International, a Sweden consulting services company in engineering and integrated projects for electrical and plumbing installations, fire protection, automation and air conditioning, mainly focusing on 3D projects in BIM environments. Since the merger with MA2 seven years ago, PQR strengthened, expand and improved the performance in the Brazilian market, adding the quality and international 40 years expertise of PQR to the portfolio and local experience of MA2, maintaining the mission of bringing innovative solutions to our clients, and increasing the quality and operational efficiency displayed by both companies. We provide global innovative engineering combined with creativity and experience to find solutions for your complete installation needs.

### PRIMAGOLD

We are a wholesale jewellery company, which started in the interior of São Paulo, and due to demand and growth, we decided to open a branch in the city of São Paulo - SP.

### QUANT BRASIL MANUTENÇÃO INDUSTRIAL

For over 35 years, Quant has been a market leader in this industry, maintaining and improving the safety, production and equipment performance for over 400 facilities around the world. Quant is headquartered in Stockholm, Sweden, and continues as a leader in the provision of professional industrial and building maintenance services, supported by Digital Solutions, with a global presence.

### RESTAURANTE ESCANDINAVO

Located in the Pinheiros neighborhood of São Paulo, the O Escandinavo is the ideal place to feel like you're in Scandinavia, whether enjoying the menu that changes periodically, or holding your closed event with typical foods. For this end of the year, we will have a Special Christmas Menu, as well as gifts, products and typical dishes.

### SAAB BRASIL

Saab is a leading defence and security company with an enduring mission, to help nations keep their people and society safe. Empowered by its 22,000 talented people, Saab constantly pushes the boundaries of technology to create a safer and more sustainable world. Saab designs, manufactures and maintains advanced systems in aeronautics, weapons, command and control, sensors and underwater systems. Saab is headquartered in Sweden. It has major operations all over the world and is part of the domestic defence capability of several nations. In Brazil, Saab maintains a long-term partnership with the Armed Forces and provides several advanced solutions, for both civil and military use. With the Brazilian Gripen Programme, the company has established a broad technology transfer that is benefiting the national defence industry.

### SANDVIK

Sandvik is a high-tech and global engineering group with about 41,000 employees with a strong commitment to enhancing customer productivity, profitability, safety, and sustainability. Our operations are based on unique expertise in materials technology, forefront





# GROWING SWEDEN

Business Sweden strengthens Sweden as an attractive, innovative and competitive business partner. With around 400 employees both in Sweden and in 57 countries, Business Sweden facilitates and promotes the growth of Swedish companies abroad and investment opportunities for foreign companies in Sweden. We do this through strategic advice and hands-on support.

## IN BRAZIL WE HAVE A STRONG INDUSTRIAL FOCUS WITHIN

- ▶ Manufacturing
- ▶ ICT
- ▶ Energy & environment
- ▶ Health care & life science
- ▶ Defense

## WE HAVE LONG EXPERIENCE OF WORKING WITH BUSINESS DEVELOPMENT FOR SWEDISH SUBSIDIARIES IN THE FOLLOWING AREAS

- ▶ Market analysis and segmentation
- ▶ Public affairs & Stakeholder management
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- ▶ Merger & Acquisition support
- ▶ Supply chain development
- ▶ Office space and administrative support for companies entering the market
- ▶ Executive recruitments

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of digital solutions, extensive knowledge about industrial processes and close customer cooperation. This combination, coupled with continuous investments in research and development (R&D), has enabled us to achieve world-leading positions in the selected areas.

### **SÃO PAULO CONVENTION & VISITORS BUREAU – VISITE SÃO PAULO**

São Paulo Convention & Visitors Bureau is a non-profit organization financed by the private sector. Our mission is to promote, attract and generate events in order to increase the flow of visitors to São Paulo.

### **SCANDINAVIAN CHURCH**

The Scandinavian Church of São Paulo has for over 50 years been a natural meeting point for Scandinavians living in São Paulo. The Scandinavian Church was built in 1974 by the Nordic Community in São Paulo to serve as a religious, cultural and social meeting point for the Nordic Community to come together to celebrate their Lutheran Faith and Nordic Heritage. It is situated on a beautiful plot with a tranquil garden in Jardim Petrópolis – SP.

### **SCANIA LATIN AMERICA**

Scania is a world leading provider of sustainable transport solutions. The Production Unit established in São Bernardo do Campo (SP) was its first site unit outside Sweden. Producing heavy trucks, buses and industrial and maritime engines in Brazil, Scania, together with its customers and partners is driving the shift towards a sustainable transport system.

### **SEB SÃO PAULO REPRESENTATIVE OFFICE**

SEB is a Nordic, German and UK Corporate & Investment bank headquartered in Stockholm. The SEB office in São Paulo has been operating for over 50 years in the Brazilian market, with a strong focus on financing the Brazilian subsidiaries of our Nordic, UK and German corporate clients. SEB has also a long-standing tradition in International Trade Finance business with Brazilian banks.

### **SEBRATEC**

Sebratec is a Swedish IT & Engineering company helping industries solve technology-based problems and accomplish complex projects. The company offers solutions within Recruitment, Headhunting, Consulting and personalized software development. With offices in Sweden and Brazil, they deliver expertise to prestigious clients like Volvo, SKF, CEVT, Scania, Petz and Stellantis. With the vision to act as a bridge between countries, Sebratec aims to integrate professionals and share knowledge across global markets.

### **SECO TOOLS**

With a reputation for product innovation and applications expertise, Seco Tools is a leading global provider of metal cutting solutions for milling, turning, hole making and tool holding. The Brazilian branch has a complete structure of services and a high-quality factory for custom tooling products giving solutions for all customers specific needs.

### **SEK**

The Swedish Export Credit Corporation (SEK) is a commercially driven, state-owned company that provides financing to Swedish exporters, their subcontractors, subsidiaries, and international buyers of Swedish products and services. SEK's financing supports company growth, creating new jobs and driving economic growth in Sweden. Additionally, SEK promotes the transition to a more sustainable society, both within Sweden and globally.

### **SEMCON DO BRASIL**

We put people first. As far as we are concerned, technology has no purpose of its own – it's the value it adds to people and our planet that is most important. By combining the physical and digital we can create user-friendly solutions based on human needs and behavior. Semcon has more than 30 offices located in Sweden, UK, Norway, Germany, Hungary, Brazil and China. We are organized in two business areas: Engineering & Digital Services and Product Information

### **SKANSKA AB**

Skanska is a world leading project development and construction company, 135 years in the making. After 15 years of operations in Latin America, Skanska decided to leave the market in order to focus on its home markets in Europe and the US. However, still working with finalizing outstanding issues, it desires to leave a good legacy in Brazil.

### SKATEOVATION

Skateovation is a product development company for skateboarding. Founded by a Swedish woman, Lisa Thorén, in Stockholm, who now has all focus on meeting growing demand in Brazil.

### SKF DO BRASIL

SKF is a world-leading provider of innovative solutions that help industries become more competitive and sustainable. By making products lighter, more efficient, longer lasting, and repairable, we help our customers improve their rotating equipment performance and reduce their environmental impact. Our offering around the rotating shaft includes bearings, seals, lubrication management, condition monitoring, and services.

### SONNE GLOBAL SOLUÇÕES EMPRESARIAIS

SONNE is a consultancy focused on developing and implementing strategic planning.

We are experts in serving owners, presidents and directors of companies who have autonomy and are responsible for the future of their business, their brands and the people under their leadership and command. Whether the challenge is turnaround, succession, growth, sale, merger or acquisition – in any scenario, we can help you achieve your goals and objectives.

**POSTPARTUM  
HAEMORRHAGE  
AFFECTS  
WOMEN  
OUTSIDE RISK  
CLASSIFICATION  
IN 60% OF  
CASES**



Postpartum haemorrhage (PPH) is one of the leading causes of maternal mortality and severe morbidity. Approximately 60% of severe bleeding cases are caused by uterine atony.<sup>1,2,3</sup> This condition is among the primary causes of maternal mortality in Brazil, which remains high at 107.5 deaths per 100,000 live births. According to the Ministry of Health, there was a 77% increase in cases between 2019 and 2021.<sup>4</sup>

Postpartum haemorrhage is defined as any bleeding exceeding 500 ml in vaginal births and more than 1 litre in caesarean sections within the first 24 hours after delivery. Factors such as inadequate antenatal care and obstetric complications can contribute to the maternal mortality rates in Brazil. A maternal death is defined as any death during or up to 42 hours after childbirth due to haemorrhage or other causes.<sup>5</sup>

"The figures show that maternal mortality and postpartum haemorrhage are a significant public health issue in Brazil, requiring special and targeted attention," says Rafael Suarez, CEO of Ferring in Brazil.

According to the risk classification, postpartum haemorrhage is more likely to occur in cases of multiple pregnancies, pre-eclampsia, chorioamnionitis, episiotomy, caesarean section, macrosomia, use of vacuum extraction or forceps, and a history of postpartum haemorrhage. When these conditions are identified during antenatal care, women can receive preventive therapy for postpartum haemorrhage.<sup>1,2,3</sup>

Although there are known risk factors that increase the risk of PPH, this type of haemorrhage can also affect women who did not present these factors.<sup>1,2,3</sup> "That is why an individualised assessment of each case is important, to be carried out through dialogue between the woman and her doctor during antenatal care, to evaluate the use of preventive therapy even without risk factors," comments Sérgio Teixeira, Medical Director of Ferring in Brazil.

Prevention of mortality from postpartum haemorrhage is crucial and can be achieved through the use of medications that stimulate uterine contractions. When these contractions are insufficient, the risk of bleeding increases, endangering the woman's life.<sup>6</sup> Prevention is a feasible and accessible reality nowadays.

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### **SOUTHPARTNER**

Southpartner is a local partner to international tech companies seeking to establish, manage and grow their business in Brazil. Southpartner accelerates the international expansion of technology companies to Brazil by partnering with them and supporting with Start-up turnkey solutions, Market entry strategies, M&A and JV strategies, Commercial representation, Local operations, Partner search, Business development, Sales, Legal and back-office support, or whatever is needed to make the market entry successful. Areas of expertise include ICT, IoT, Satcom, UAV, AgTech, and AI.

### **SSAB SWEDISH STEEL COM DE AÇO**

SSAB is a highly-specialized global steel company driven by close relationships with our customers. SSAB develops high strength steels and provides services for better performance and sustainability.

### **STARSPRINGS DO BRASIL**

Starsprings is the leading manufacturer in Scandinavia of spring units for excellence in comfort for mattresses and seats. Innovative company supplies the market with high quality products and competitive prices. Our products are applied in mattresses, chairs, sofas and also automotive industries, like Volvo, Scania and Renault. Factories: Located in Sweden, Brazil, United States, Mexico and Poland. Vision: is to be market and technique leader within bed and seat comfort.

### **STOCKHOLM SCHOOL OF ECONOMICS**

The Stockholm School of Economics (SSE) is the leading business school in Northern Europe. For more than a century, SSE has educated talented women and men for leading positions within the business community and the public sector. SSE offers bachelor's and master's degree programs along with highly regarded PhD, MBA and executive education programs. SSE has earned a reputation for excellence both in Sweden and around the world. The School is accredited by EQUIS (European Quality Improvement System) certifying that all of its main activities, teaching as well as research, are of the highest international standards. SSE is also the only Swedish member institution of CEMS, PIM, GNAM and CIVICA, which are collaborations between top business schools worldwide, contributing to the high quality SSE is known for.

### **STOCKHOLM UNIVERSITY**

Stockholm University is one of the 200 highest-ranked universities in the world. Stockholm University has 29,400 students, 1,300 doctoral students, and 5,500 members of staff.

### **STORA ENSO**

Stora Enso is a leading provider of renewable solutions in packaging, biomaterials, wooden constructions and paper on global markets. Our customers include publishers, retailers, brand owners, print and board producers, printing houses, merchants, converters and joineries and construction companies. We use and develop our expertise in renewable materials to meet the needs of our customers and many of today's global raw material challenges. Our products provide a climate-friendly alternative to many products made from non-renewable materials and have a smaller carbon footprint. Being responsible – doing good for the people and the planet – underpins our thinking and our approach in every aspect of business.

### **STRATEGA**

Stratega is a Global Advisory firm. Our Senior Partners have worked across the globe over the last 20 years, in many industry and government sectors, replacing old strategic planning with a strategy-as-a-journey approach.

### **TALENTO SEGUROS**

Talento Corretora de Seguros is a company that provides consulting services in the health plan and insurance areas. You will receive precise information to contract Health and Dental Plans, Life and Auto Insurance, elementary areas.

### TELOS TRANSITION

Telos Transition is pioneer in interim management in Latin America, member of Valtus Alliance™, a worldwide network of leading executive interim management companies.

Transition Management, or Interim Management, consists of engaging experienced and qualified professionals to perform executive roles in project mode for organizations, in C-level positions and senior management to manage transition events such as, reorganizations, restructuring (turnaround), preparation of acquisitions and company sales, integrations, crisis management, digital transformation or temporary replacements.

### TETRA PAK

Tetra Pak is a world leading food processing and packaging solutions company. Working closely with customers and suppliers, it provides safe, innovative and environmentally sound products that each day meet the needs of hundreds of millions of people in more than 160 countries. With more than 24,000 employees around the world, Tetra Pak arrived in Brazil in 1957 and believes in responsible industry leadership and sustainable approach to business. The moto, "PROTECTS WHAT'S GOOD™," reflects the vision to make food safe and available everywhere.

### THULE

Thule is a global sports and outdoor brand established in 1942. Under the motto "Bring your life" Thule offers a wide range of premium products for active people worldwide that allows them to bring what they care most for – safely, easily and in style. With a sustainable mindset, Thule designs and manufactures roof racks and roof boxes, bike, water and winter sport carriers, roof top tents, luggage, sports bags, backpacks as well as child-related products such as strollers, bike trailers, and child bike seats. For recreational vehicles, Thule offers awnings, tents and bike racks. The products are sold in more than 138 countries worldwide.

Thule is the largest brand within Thule Group. [www.thule.com](http://www.thule.com)

### TIBAH

We assist leaders, teams, and companies in developing productive environments and relationships. Through customized courses and journeys, we empower teams and leaders to achieve sustainable high performance.

### TOKIO MARINE

Present in Brazil for over 60 years, Tokio Marine is among the ten largest insurance companies in the country, and is part of the oldest Japanese insurance conglomerate in the world.

The company's mission is to bring tranquillity and protection to people and companies, contributing to the development of society.

Tokio Marine is a trustworthy company that works and grows with people who identify with its culture of innovation and leadership.

Tokio Marine is constantly looking for new technologies that add value to their business, advance the quality of their products and services.

### TOZZINIFREIRE ADVOGADOS

TozziniFreire is one of the leading legal services organizations in Latin America with a significant track record in serving national and foreign companies in a wide variety of business sectors. Our collaborative culture, with integrity, social responsibility, and respect for diversity, makes us more than just a law firm. We are a strategic partner for our clients, delivering legal and business solutions with innovation, agility, and creativity, combining technical expertise with a strategic and multidisciplinary approach. With fully owned offices in several cities in Brazil, we can ensure a unique standard of quality and service.

### TRUST TAX

Trust Tax is a consulting firm dedicated exclusively to tax issues focusing on providing customized solutions that assist companies in dealing with the challenges of tax management in Brazil through practical and efficient consulting, without sacrificing legal certainty.

**TTC CONSULTORIA**

Founded in Europe 2003, presence in Brazil since 2011. Last 5 years on-site in large customer projects in Europe, Asia and Brazil. Our senior professionals have 40 years of experiences in a wide variety of multinational positions - a complete toolbox for customers demanding BUSINESS IMPROVEMENT. We expand and turnaround your business & profitability combined with adding local insights on C-level. We put a lot of effort in our role as leaders. Open to travel all over the world in order to add best possible customer value.

**ULTIMA PRAIA**

Holding of companies holding real estate assets in the Northeast of Brazil. The company aims to acquire bare land, to later regularize ownership, develop urban plans, obtain licenses and build projects.

**UMEÅ UNIVERSITY**

Umeå University is one of Sweden's largest universities with over 36,000 students and 4,000 employees. The university is home to a wide range of high-quality education programmes and world-class research in a number of fields. Umeå University is also where the revolutionary gene-editing tool CRISPR-Cas9 was discovered that has been awarded the 2020 Nobel Prize in Chemistry.

**UNIVERSIDADE NILTON LINS**

Institution of Higher Education for Undergraduate, Postgraduate and Extension. Nilton Lins University is a Brazilian university, operating in the state of Amazonas, generating around 1,000 direct jobs. It was founded by Prof. Nilton Costa Lins, administrator, lawyer and who was also a professor at the Federal University of Amazonas.

**UNIVERSITY OF GOTHENBURG, SCHOOL OF BUSINESS, ECONOMICS AND LAW**

The University of Gothenburg is a multidisciplinary university that dates back to 1891. We consist of eight faculties and 38 departments. We also have a large number of centers of expertise that span across several academic disciplines. These disciplines serve as a meeting point for students, researchers and representatives from the commercial, industrial, and public sectors.

**UNIVERSITY WEST**

University West is a dynamic university with a clear focus on education and research of high international quality. It is particularly well known for its focus on work-integrated learning. It offers international programs at both the bachelor's and master's level in a range of fields across social sciences, engineering, and IT.

**UPPSALA UNIVERSITY**

Uppsala University, founded in 1477, is Sweden's first university, offering a vibrant cultural environment and an exceptional student life. World-class research and high-quality education conducted here benefit society and businesses globally. The University is distinguished by its diversity and breadth, with leading international research across nine faculties and an extensive range of educational programs at both undergraduate and postgraduate levels.

**UTTALA EDUCAÇÃO CLIMÁTICA**

Uttala is dedicated to developing present and future climate leaders by offering climate education and guiding human society in addressing the impacts of climate change. We empower elementary and higher education educators to impart climate education to students. Additionally, we train companies across all sectors to empower their employees to advocate for corporate sustainability.

**V3RSO**

The hospitality market has been going through a revolution in the last years but no one has been able to deliver a model that meets the aspirations of a new generation. Besides that, none of the existing models has a clear scalability opportunity. From that concept comes the opportunity of a smart hospitality model that uses the technology as an ally and enables the best experience



with the lesser friction possible. V3rso is a tech company that offers apartment complex administration and hospitality service for living residents, work spaces and for hotel guests in multistay buildings with sophistication, exclusivity and customization through technology. A disruptive model that combines living, working and hospitality for clients that want to have control of their own experience.

### **VECSA INTERNATIONAL**

Specialized in industrial safety solutions. Troax, D-flex and Fichet-Bauche Distributor.  
Steel mesh panel systems; advanced industrial polymer barriers; certified fire and burglar-proof safes.

### **VEIRANO ADVOGADOS**

Founded in 1972, Veirano Advogados is one of the leading and most renowned Brazilian business law firms, focused on developing tailored solutions for multinational companies operating in strategic sectors of the economy. With a diverse team of over 600 people, including 250 lawyers working in an integrated fashion, we handle both routine and complex multidisciplinary cases that require the coordinated talents of professionals with diverse areas of expertise. Our lawyers are recruited from the country's universities and many are specialists with international education and practical skills gained in prominent law firms in the United States, Europe and Asia, as well as extensive experience in cross-border transactions.

### **VERMICULUS**

Vermiculus Financial Technology AB provides cutting-edge trading, clearing, and CSD solutions to financial markets around the world. The company started its operation in 2020 and is founded by industry experts with the incentive to revolutionize the

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technology of exchanges, clearing houses, and CSDs. With its headquarters in Stockholm, Vermiculus consists of hand-picked teams, trained to deliver mission-critical solutions. With decades of accumulated knowledge and expertise, the team has previously completed 75+ projects for the world's largest financial markets.

### **VOLVO CAR BRASIL**

Volvo Cars was founded in 1927. Today, it is one of the most well-known and respected car brands in the world with sales to customers in more than 100 countries. Volvo Cars aims to provide customers with the Freedom to Move in a personal, sustainable and safe way. This is reflected in our ambition to become a climate-neutral company by 2040.

### **VOLVO GROUP – AMÉRICA LATINA**

Volvo Group Latin America is in charge of the brand's businesses in Latin America. Its headquarters is located in Curitiba, where it has a large production plant of trucks, buses, chassis, cabs, engines and gearboxes. The subsidiary also has another unit in Pederneiras, where construction equipment are manufactured.

### **WEBROCK VENTURES**

Webrock is an investment company that generates shareholder value by creating joint ventures with Swedish-based technology companies to build and develop new, successful companies in Brazil. Using our understanding and experience of doing business in the country, we provide a unique operational expertise that ensures our companies grow and prosper. With proven business models serving as blueprints, the joint ventures benefit immediately from the Swedish JV-partner's technology, know-how and experience, allowing us to build companies at an accelerated pace with less risk.

### **WOLFFISH**

We provide an overview of the company's financial health to help managers make the best decisions. Our work is based on the technical and technological capacity that we have of reading and interpreting the financial statements dynamics so that business can thrive. Throughout solid 20 years of experience, we have developed analyzes based on our values: precision, safety and speed.

### **WORDLOC TRANSLATION & LOCALIZATION**

We are a Brazilian translation and localization boutique located in the heart of São Paulo city. At Wordloc, we work closely with our clients to provide premium linguistic services, offering customized solutions in the life sciences, clinical research, marketing, and luxury sectors. As a boutique agency, we are devoted to a human-centered approach in all we do: from ensuring fair compensation and treatment for our translators to dedicating more time to each client, we continually work to be better and do better in the world.

### **XYLEM**

Xylem (XYL) is a leading global water technology company committed to solving the world's critical water challenges with innovation and expertise. Our 23,000 diverse employees delivered combined pro forma revenue of \$8.1 billion in 2023. We are creating a more sustainable world by enabling our customers to optimize water and resource management and helping communities in more than 150 countries become water-secure. Join us at [www.xylem.com](http://www.xylem.com) and Let's Solve Water.

### **ZIMPLER**

Zimpler's extensive bank network allows us to collect funds in real-time for instant Pay-ins and Payouts locally and regionally as well as settle cross-border and intercontinentally without delay. Merchants have instant access to funds and don't need to worry about manual reconciliation of transaction data.



# 2024

## MEMBER DIRECTORY

### MEMBER DIRECTORY 2024 COLLABORATORS

**Jonas Lindström**  
Swedcham Managing Director

**Viviane Ringbäck**  
Events Manager

**Lucas De Pina Lopes**  
Swedish student on internship program  
from the University of Gothenburg

**Edson Borba**  
Layout and Graphic Design