

IoT pilots and SDGs

How the Brazilian Development Bank fosters IoT adoption for inequality reduction

Eduardo Kaplan

Aarhus, June 18th 2019



BRAZIL's IoT ASPIRATION

Accelerate the implementation of the Internet of Things as a tool for the sustainable development of Brazil, capable of...

...increasing the economy's competitiveness...



...strengthening Brazil's manufacturing chains...



...and fostering better quality of life

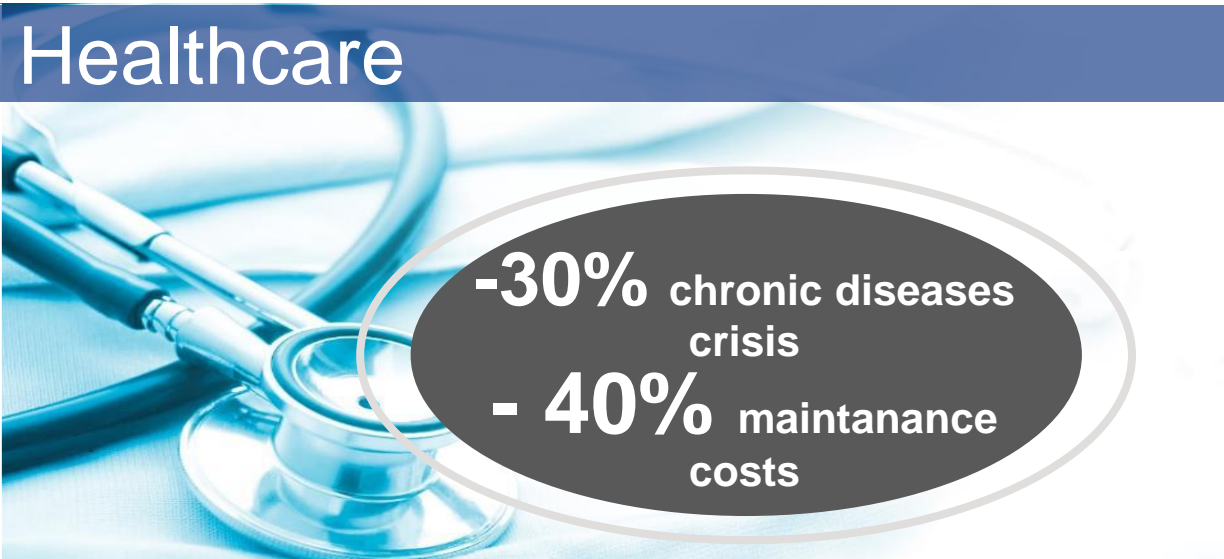


The study prioritized the environments with highest potential for Brazil, defining specific objectives for each one

Cities



Healthcare



BNDES has several options to support foreign investment in Brazil

Financial Instruments for IoT Solutions

- **Credit for IoT solutions**
- **ICT Companies:** €3.25Bi (last 3 yrs)
- **Users:** financial support for farmers, cities, hospital, industries, etc.

✓ **BNDES to finance investment in local currency**

Investment Funds

- **€125M+ available** for investment in IoT companies (next 3 yrs)
- **Co-investment with Corporate Venture and Institutional Funds** (e.g. aerospace with Embraer)

✓ **Co-invest in Funds for IoT companies**

IoT Pilots

- **1st initiative** for coordinating **IoT pilots in Brazil**
- **Demand driven** applications

✓ **Joint investment in IoT pilots**

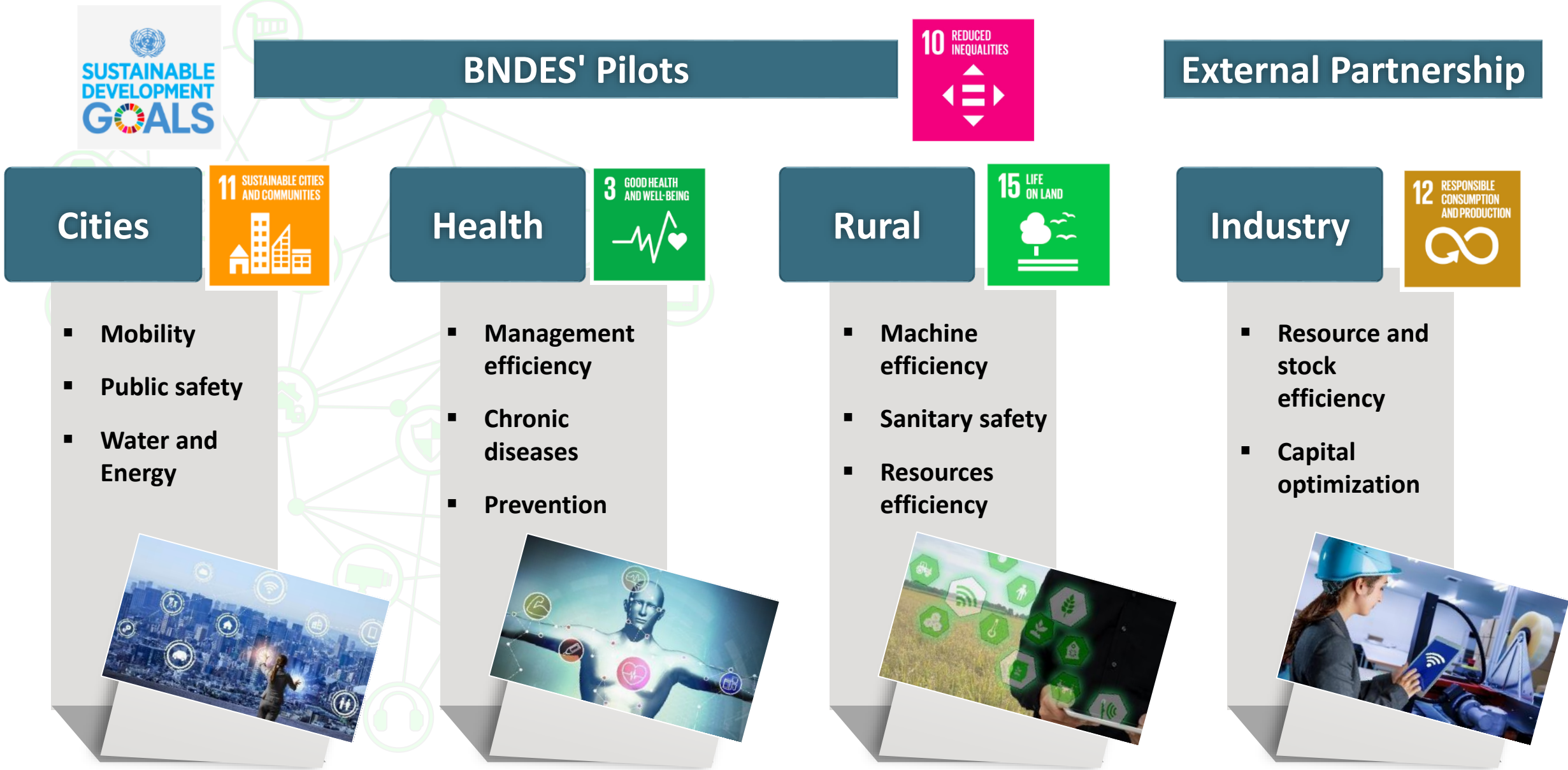
In order to accelerate the adoption of IoT in the these select environments, we decided to start to work on a key initiative: BNDES IoT Pilots

BNDES IoT Pilots Goals

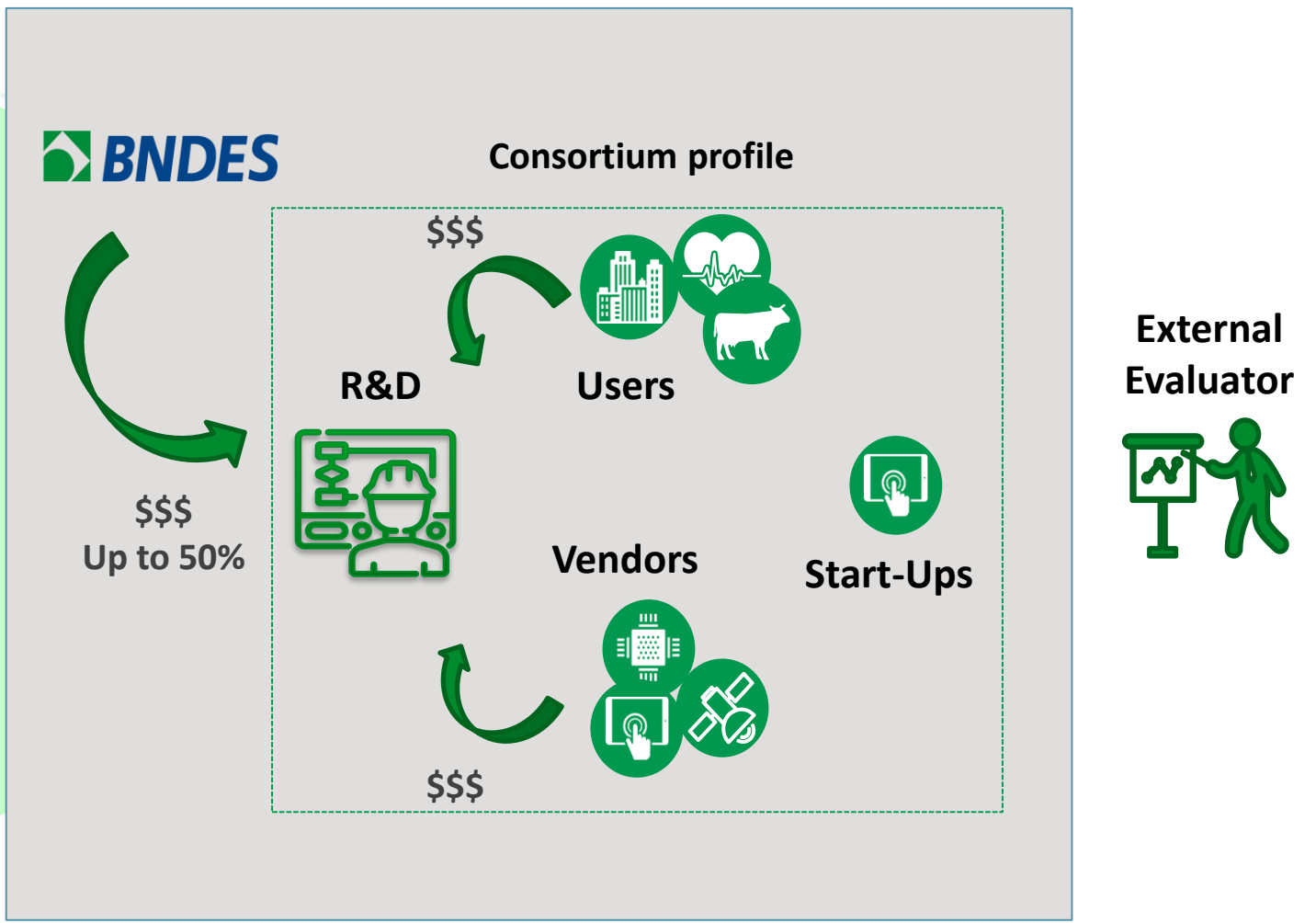
- Use IoT to solve **Brazilian problems**
- **Foster local innovation** and IoT ecosystem
- Identify sustainable **IoT business models** and **scale up**
- Faster the **addressment/mitigate the risks of IoT thresholds** (privacy, safety, interoperability, HR etc)



The Pilots will target the goals and applications set aligned to the SDGs



Non-reimbursable funding is structured through an R&D Institution that should be part of the consortium



BNDES IoT Pilots - submitted projects

54 submitted projects

US\$ 90 million in total investments



22 projects

US\$ 40 million



17 projects

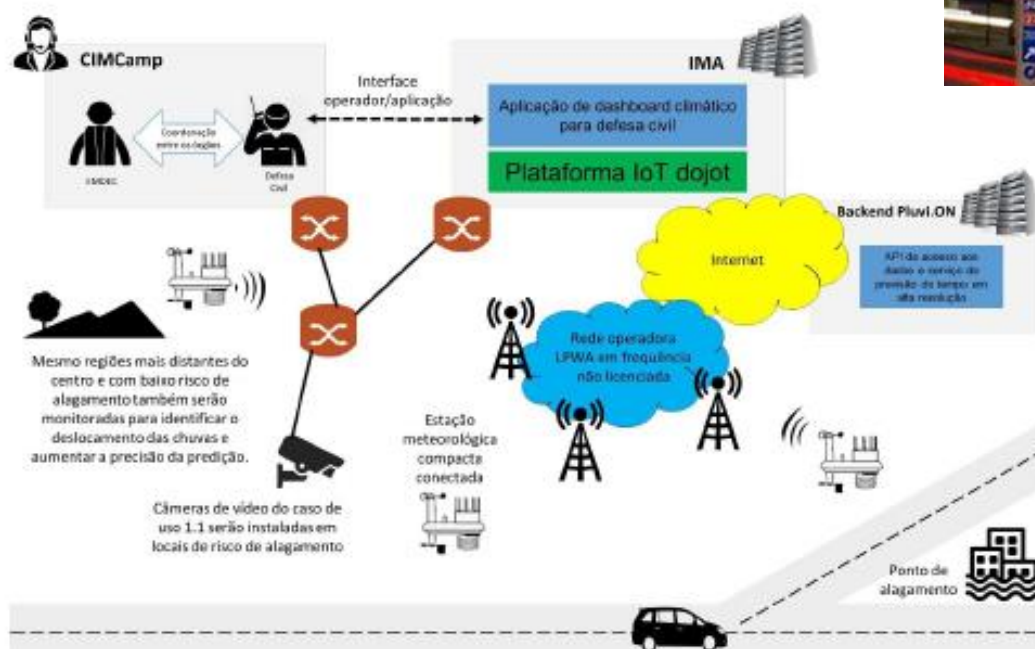
US\$ 25 million



14 projects

US\$ 25 million

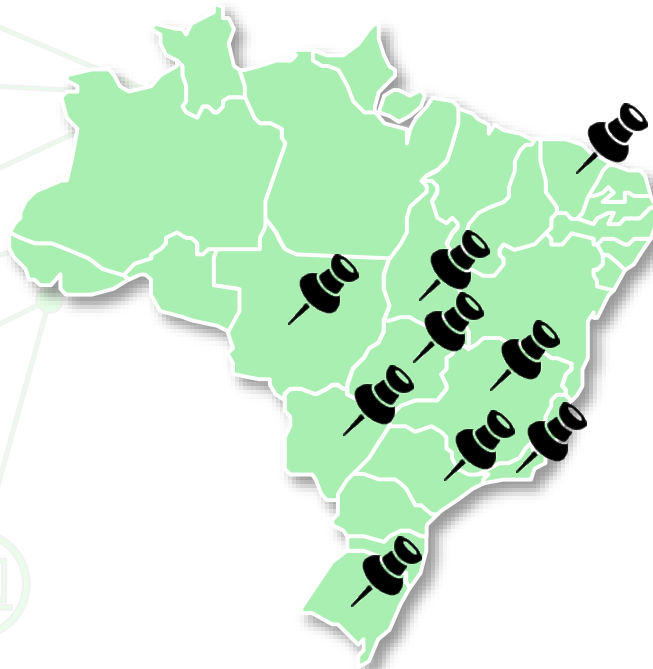
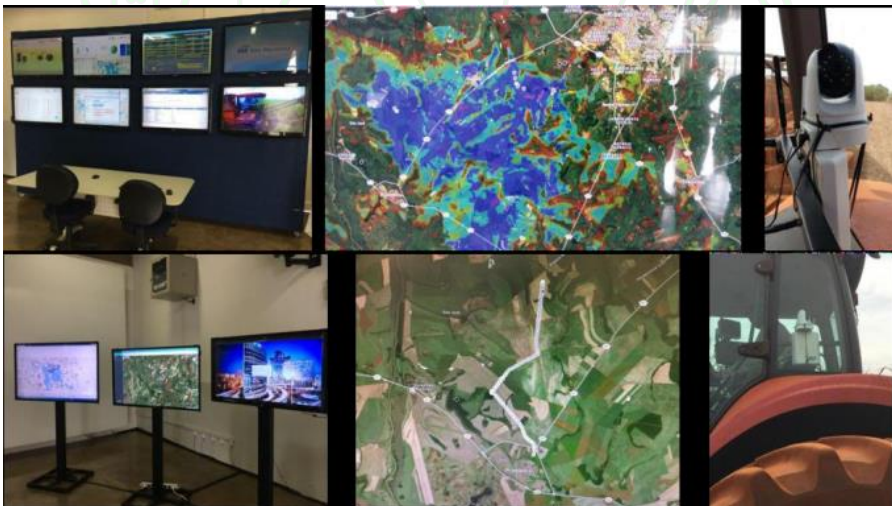
BNDES IoT Pilots – selected projects for smart cities



BNDES IoT Pilots – selected projects for health sector



BNDES IoT Pilots – selected projects for agriculture



**Government
initiatives could
accelerate IoT
adoption**



On Health...

**Foster the adoption of IoT
based solutions on Public
Health System (“SUS”)**



On Rural...

“Plano Safra” (Inova Agro)
100 M EUR (‘17)



On Cities...

**“Educate” public agents for
using technology**
**BNDES financing to
municipalities**

It will be a pleasure to answer your questions

eduardo.barbosa@bndes.gov.br

Thank you!