



Growing the future through accessible digital technology

Using remote sensing and farm-level data to facilitate field mapping, regional market intelligence, and predicting optimal crop growth curves

Year founded:

2014

Headquarters:

Maryland, USA

Regional Scope:

20 countries across Europe, Latin America, and SSA

Provider Type:

Climate Risk Intelligence Provider



Climate Risk Tools and Services

Relevance to thesis

Climate Risk Analytics

Agriculture Focus

Working in emerging markets

Business model overview

Transforms farm data into information that can be used to increase success and boost uptake in crop protection services, credit provision, and high-yielding seeds

Services are highly customizable based on client, i.e., worked extensively with Syngenta to facilitate farm mapping in sub-Saharan Africa using remote sensing

Climate risk analytics

Couples abiotic and biotic risk assessments to predict optimal crop growth curves, backed by remote sensing

Offers regional market intelligence

Data Sources

Public satellite data, weather, farmer data

Uses proprietary weather & disease model

Uses proprietary yield assessment model

Supporting Services

Farm mapping

Mapped all maize fields in Zimbabwe using remote sensing and allows users to digitally draw field boundaries

Climate risk analytics

Assisted agronomists in digitizing farm data collection

Commercial Parameters

Target customers

FI

AG Producer

GOVT/ NGO

AG Buyer/ Processor

Readiness to implement

Low (FIs in developing markets)

Pricing/Revenue model

Annual license - direct sales/reseller options, enquire directly for pricing

Customization options

Configurable API+ license options

Data Protection

GDPR compliant, data passporting, ISO/Cyber essentials certified

Geographic reach

Europe, US, and Canada. Plans to expand to Africa, APAC, and LatAm H1'23

Crops covered

Flood and drought-related crop losses to be added in Q4'22

Languages available

English, additional languages in 2023

Engagement Opportunities

Financial Institutions

Has not worked extensively with FIs in past, but looking to expand services:

- Loan underwriting
- Loan monitoring
- Loan collection/recovery
- Portfolio management
- Portfolio allocation

Potential services include farmer loan automation: digitize and streamline loan process for SHFs, allowing real-time decisioning

Agribusiness

Ability to use remote sensing to map and monitor farm productivity