### Climate Risk Tools and Services

#### Relevance to thesis
- **Climate Risk Analytics**
- **Lending Risk Offering**
- **Agriculture Focus**
- **Working in emerging markets**

#### Business model overview
Algorithm incorporating weather, soil, water, and biodiversity data into the credit underwriting process to unlock capital in agriculture sector. Acts as the equivalent of credit scoring algorithms for consumer and corporate finance but for agriculture adaptation for lenders and investors.

#### Climate risk analytics
Three-stage Climate Smart System (CSS) that layers into traditional credit approval flow: delivers a Climate Score (CS) at credit entry, a Climate Adaptation Plan (CAP) to enhance borrowers’ resilience, and a digital Portfolio Monitoring System (PM) to monitor CAP.

#### Data Sources
Geospatial information, climate change projections, and data covering soil pH and carbon, water availability, and protected habitats. Data updated daily, and some annually.

#### Supporting Services
- Training to FIs on ADAPTA CS and interpreting data
- Climate Adaptation Plan jointly developed with the farmer and service can be provided to FIs for a fee
- Land Report is being developed to provide buyers of land key climate, soil, water, and biodiversity information

### Commercial Parameters

#### Target customers
- **FI**
- **AG Producer**
- **AG Buyer/Processor**

#### Readiness to implement
High

#### Pricing/Revenue model
1) ADAPTA CS sold to FIs as a SaaS model for annual subscription fee
2) ADAPTA Finance lends and invests using CSS

#### Customization options
SaaS accessed through the WEB and via an APP. Mobile token for access

#### Data Protection
GDPR compliant

#### Geographic reach
East and Southern Africa, Central America, Peru; Colombia and Ecuador in 2023

#### Crops covered
30 value chains (maize, potatoes, tea, grass, tomatoes, tea, coffee, onions, macadamia, dairy, etc.)

#### Languages available
English, Spanish in 2023

### Engagement Opportunities

#### Financial Institutions
- Track record of working with FIs across loan cycle:
  - Loan underwriting
  - Loan monitoring
  - Portfolio management
  - Portfolio allocation
- Facilitates decision-making across the loan cycle from underwriting and portfolio monitoring
- Provides early risk climate adaptation plan to enhance farmer resilience thereby lowering probability of default
- Five Kenyan banks testing beta version

#### Agribusiness
ADAPTA has 3 committed projects, expects to close 4 more by end 2022 with cooperatives, processors, and medium-sized farmers as clients.

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"We developed ADAPTA CS to transform the way we assess food and agricultural risk. Our SaaS leverages climate, soil, water, and biodiversity data to provide a score that can guide you on risks at the farm level while providing you with mitigation solutions to lower such risks."

*from website*