KILIMO

each drop matters®

Reshaping the value
of water in food production.

Company

Kilimo verifies, improves and compensates the use of water in agriculture, improving farmers economics and reducing the environmental impact of food production.

7
Countries

+150.000
Hectares monitored

+72
Billions of liters of water saved

+2000
Farmers

+44
Crops

Business Model

Kilimo uses **AI to help farmers to save water** through efficient irrigation practices. Then, Kilimo **offers these water saving to companies** with water neutral-positive pledges.

Sellers

Water savings with Kilimo's SaaS solution

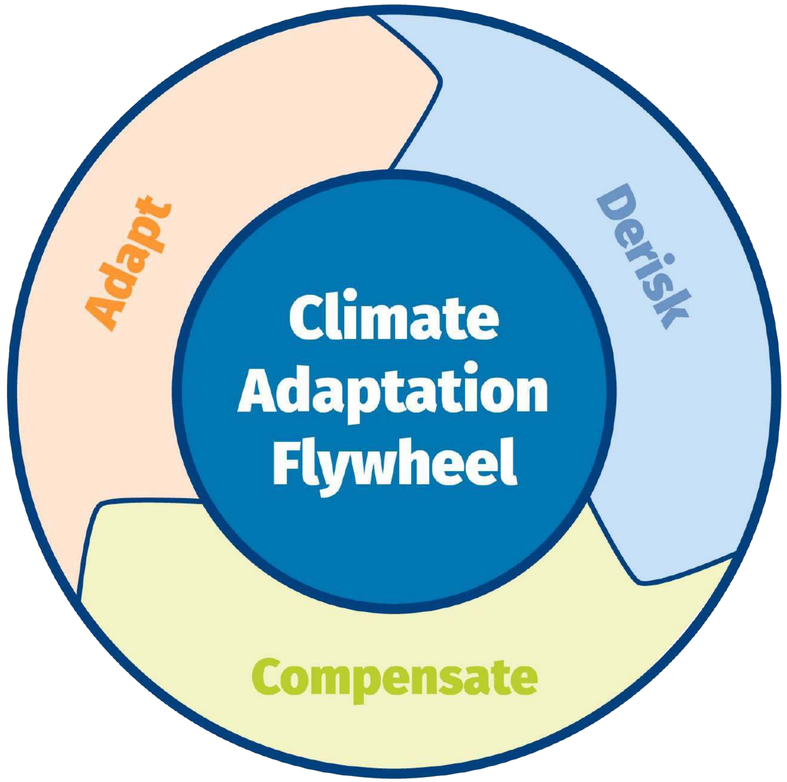
Buyers

Companies pledging to be water neutral

Business Model

1 Farmer buys Kilimo's service

2 Verify water savings at the end of the crop season



3 Corporate sponsor recognize savings as water stewardship goals

4 Farmers are paid by Kilimo for their water saved

Why Kilimo:
Escalable and accountable Circular Value

Verify

Impact

KILIMO

Improve

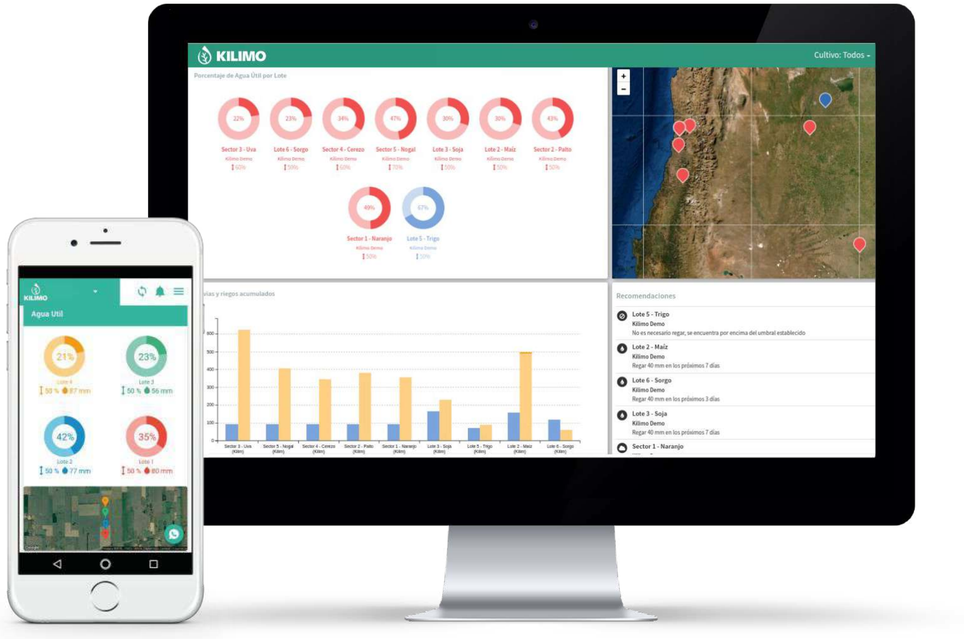
Verify → Baseline

Precise and validated information to achieve sustainability objectives and good practices in irrigation

Note: We use the Volumetric Water Benefit Accounting (VWBA) framework to calculate our water savings

Improve → Monitoring

Our system and agronomy team advises farmers on when and how much water to irrigate. They can monitor the exact hydrological needs of their crops through our **Web and Mobile platform.**



KILIMO

Improve → Our technology

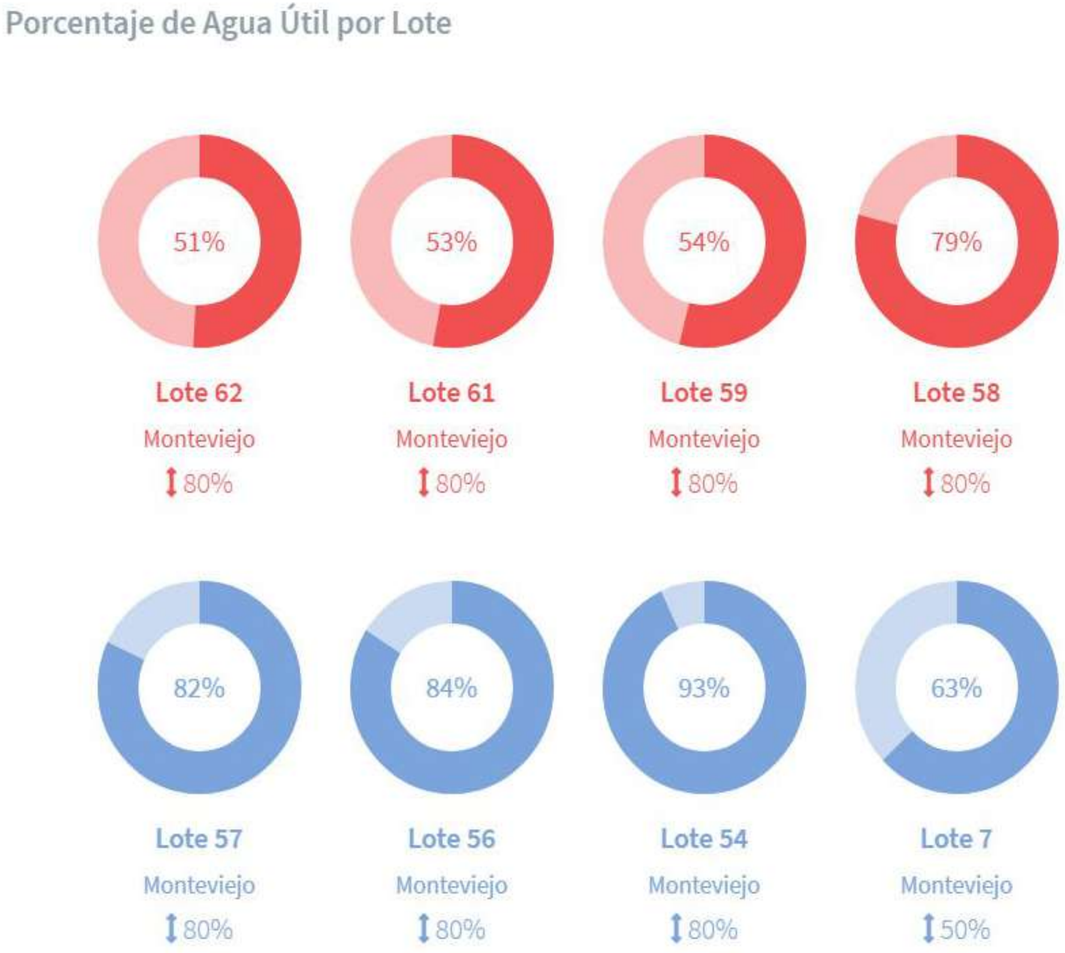
We collect and consolidate **weather data** from **publicly available weather stations** to calculate hyperlocal evapotranspiration.

Using an array of multiple satellites and machine learning we track **crop coverage** to create a **site-specific crop coefficient** for each field.

NO HARDWARE!

Combining these two data sources we determinate the **water consumption** of any crop **in any part of the world** without any hardware in the field

Improve → Platform overview



Impact → Water strategies

Watershed Health

Investing in projects that help increase watershed health in High Water risk areas.

Supply Chain efficiency

Investing in projects that reduce the use of water in the supply chain itself with an ecosystem perspective.

Clients

Largest agroindustrial companies

Water compensation partners

Team

The company is led by an **entrepreneurial team** with over 30 years of combined **experience in agtech and social impact.**

Jairo Trad

CEO/Co-founder

Computer engineer specialized in data science with +10 years of experience leading agtech startups.

Tatiana Malvasio

COO/Co-founder

Social Communication specialist with +8 years of experience as Executive director of NGOs like the regional food bank.

Juan Carlos Abdala

CTO/Co-founder

Computer Engineer with experience in GIS technology leadership experience. +10 years of experience in Agtech startups.

Andrea Ramos

Impact Manager

BA in International Relations +5 of experience leading the expansion of organizations with social impact.

Rodrigo Tissera

Head of BD/Co-founder

Agronomist trained as a irrigation specialist at INTA the leading irrigation institute in Argentina and worked with FAO.

Oscar Pomar

CFO / BD Manager

Economist and MBA. With a background in finance and new business for one of the biggest high value crop producers in Latin America.

KILIMO

¡Thank you!