



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**

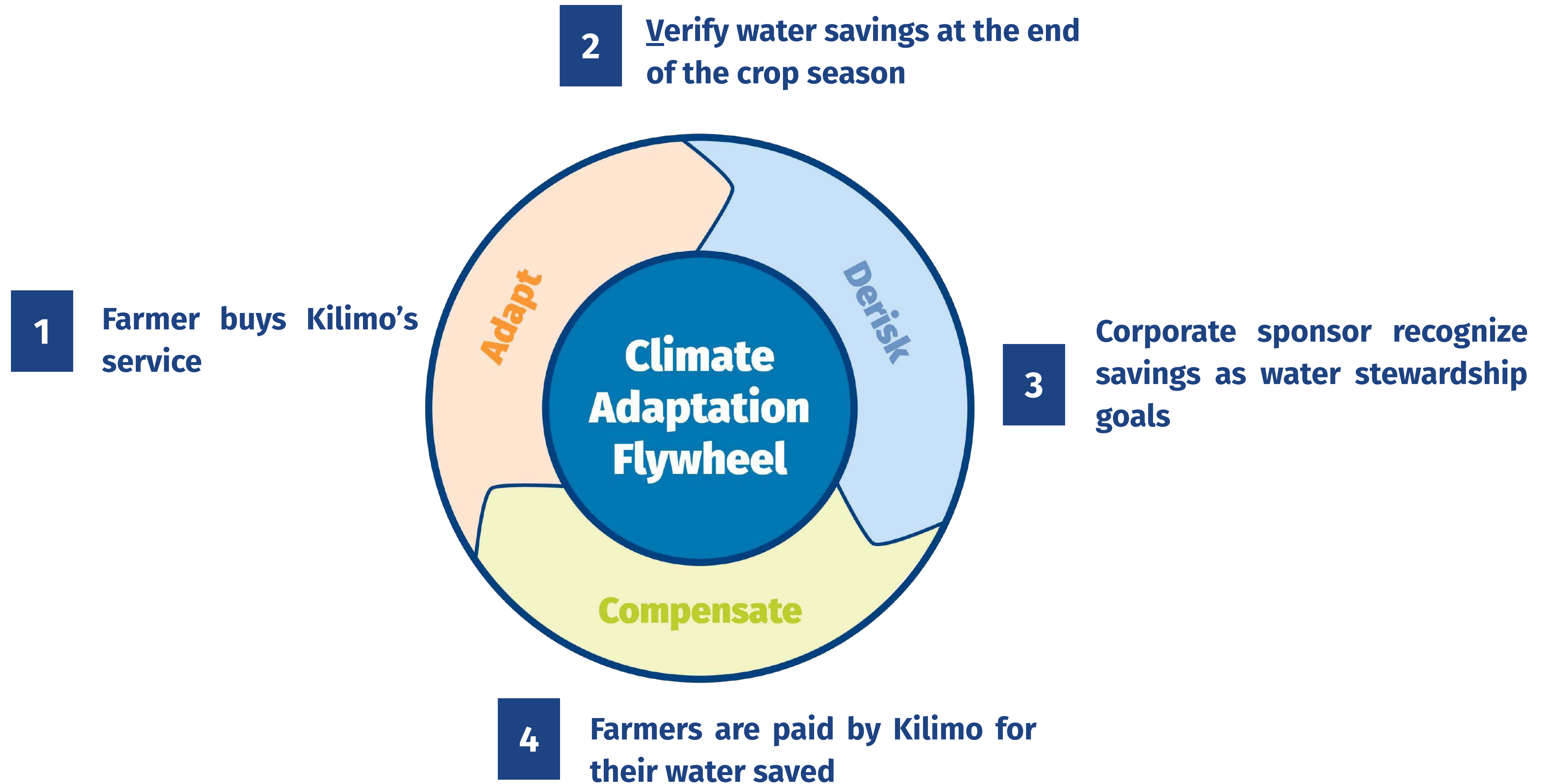
Crops

# 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.



# Business Model



# Why Kilimo: Escalable and accountable Circular Value



# 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**.



# 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

Porcentaje de Agua Útil por Lote



# Impact → Water strategies

**Watershed  
Health**

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

**Supply Chain  
efficiency**

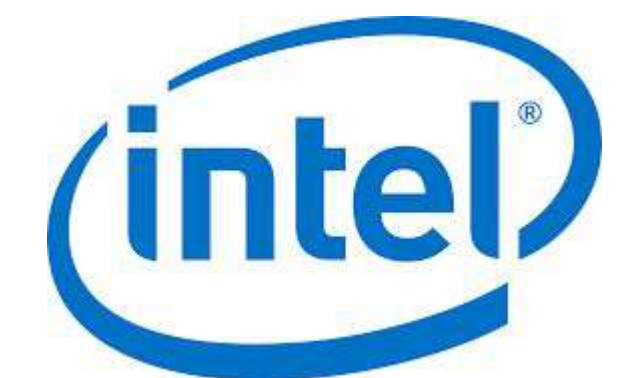
Investing in projects that reduce the use of water in the supply chain itself with an ecosystem perspective.

# 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.





iThank you!