ITGA ANNUAL GENERAL MEETING

Issues Day – November 24th

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International Tobacco Growers' Association

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The Problem

Agriculture is the largest consumer of freshwater: **70% of the blue water withdrawals from watercourses and groundwater are for agriculture usage**, three times more than 50 years ago.

By 2050, the **global water demand of agriculture is estimated to increase by further 19%** mainly due to irrigation needs.

By 2030, Half of the World population will live in regions with absolute or severe water scarcity, and two-thirds of the world population could be under strees conditions.


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70%
of freshwater worldwide
It is used in
agriculture for food
production.
(three times more
than 50 years ago)
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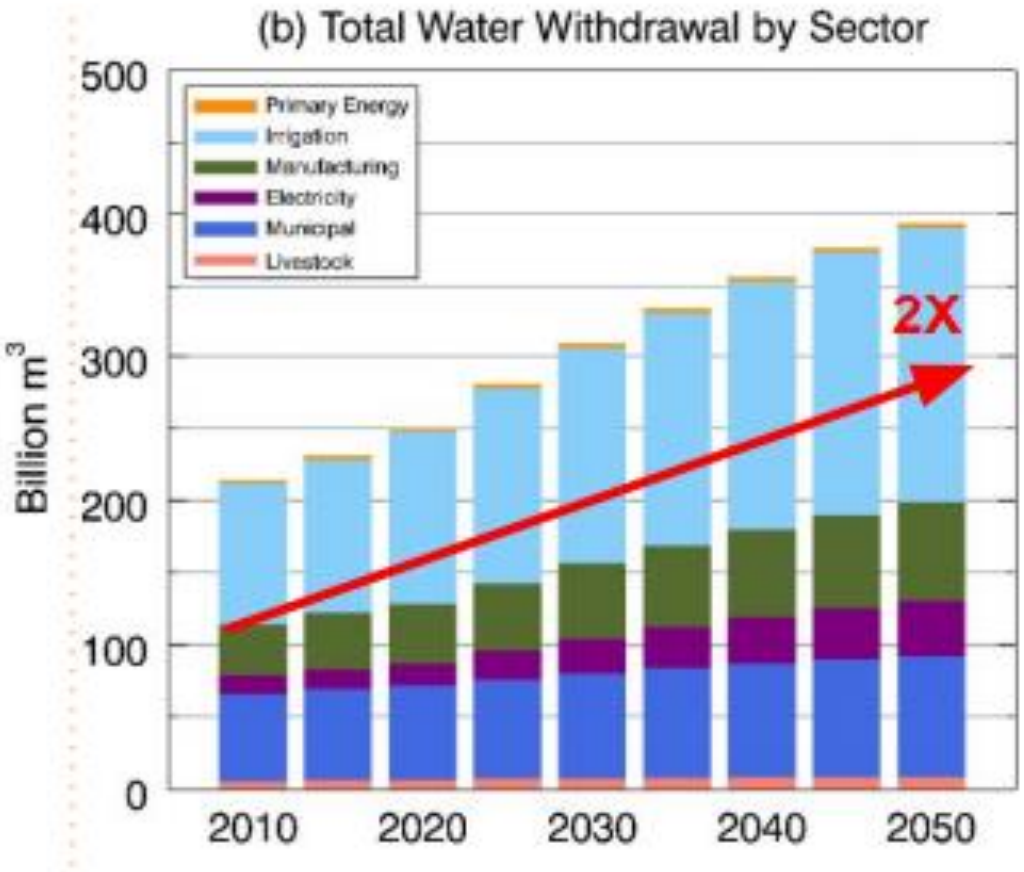
Irrigation Water Withdrawal Growth in LAC

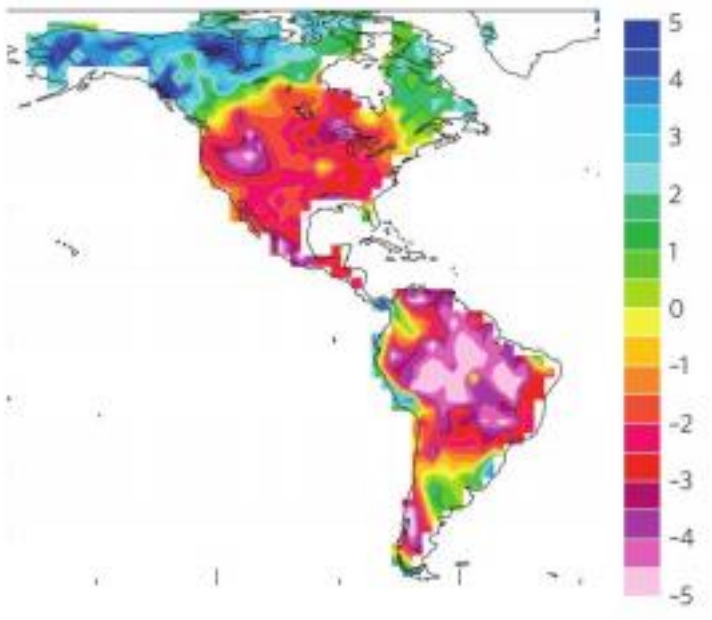


By 2050, the global **water demand of agriculture is estimated to increase by a further 19%** mainly due to irrigation needs.

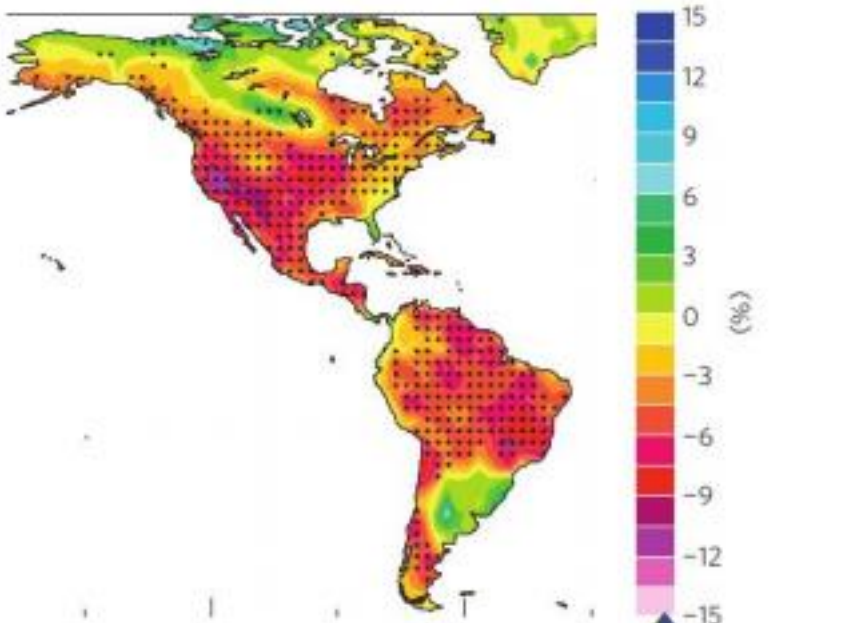
EWL NEXUS IN LAC A PERSPECTIVE FROM THE PARIS AGREEMENT CLIMATE MITIGATION PLEDGES

Increasing drought under global warming

By 2030, Half of the World population will live in regions with absolute or severe water scarcity, and two-thirds of the world population could be under stress conditions.



Palmer drought severity index (PDSI)



Soil-moisture content in the top 10 cm layer

Source:
Increasing drought under global warming (2013)

Irrigation efficiency in LAC

Water savings potentials of irrigation systems

59%

Ave. Global Irrigation efficiency

39%

Ave. LAC Irrigation efficiency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20
Trillion
liters
of water wasted
every year only in
irrigation
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Solutions

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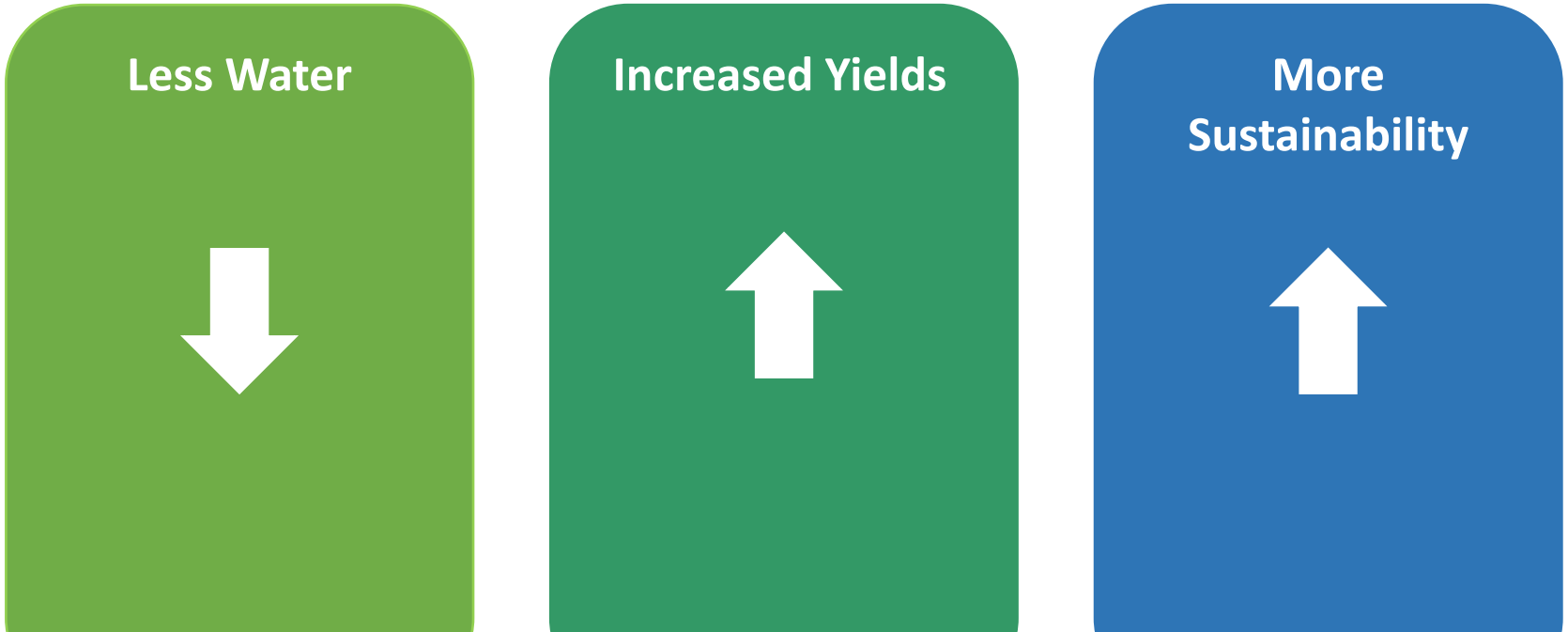
A data science tool for water management that can measure, reduce and exchange the potable water used in the field on a global scale.

Improving environmental responsibility, reducing costs and increasing the sustainability of crop production.



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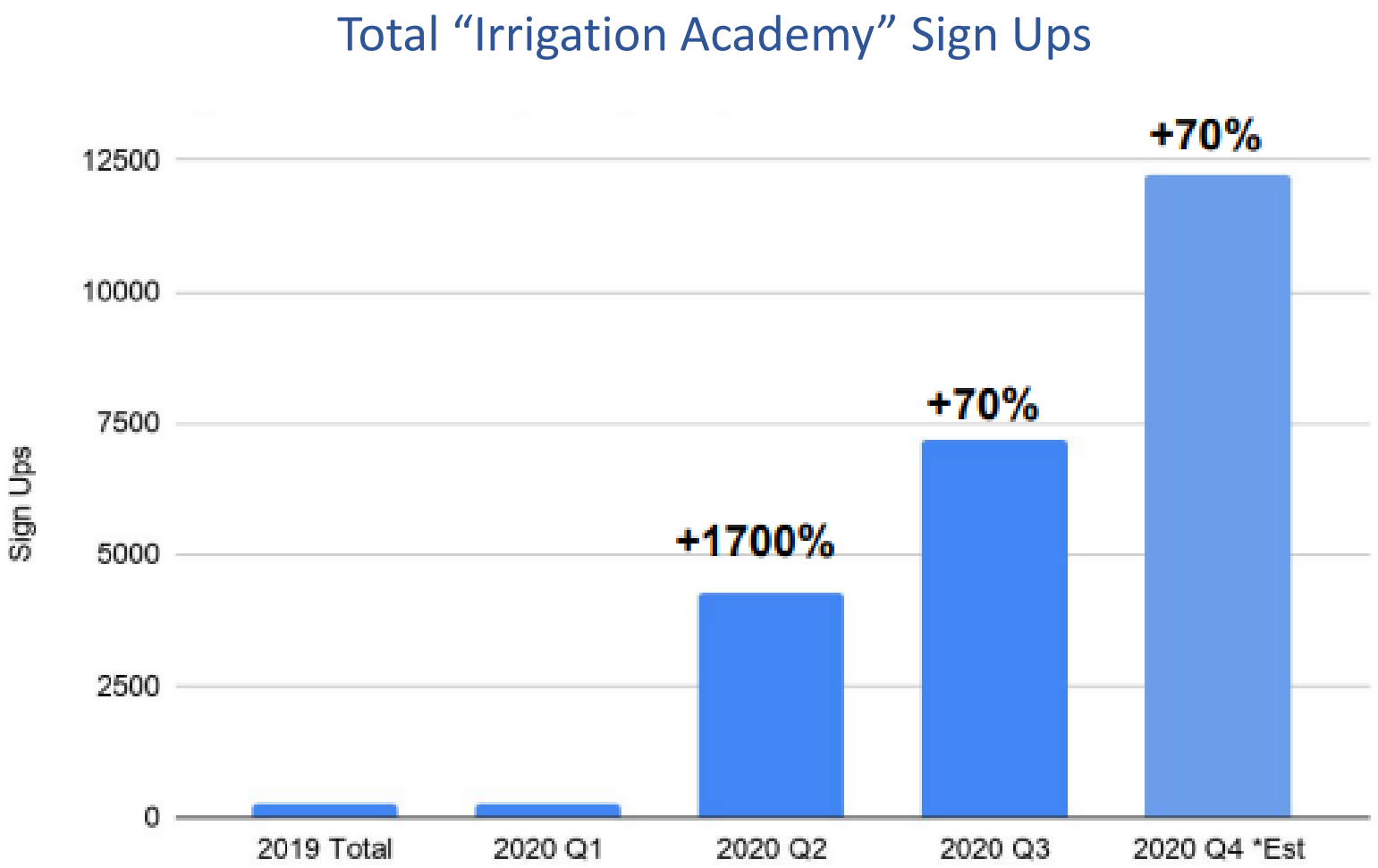
Disruptive Forces

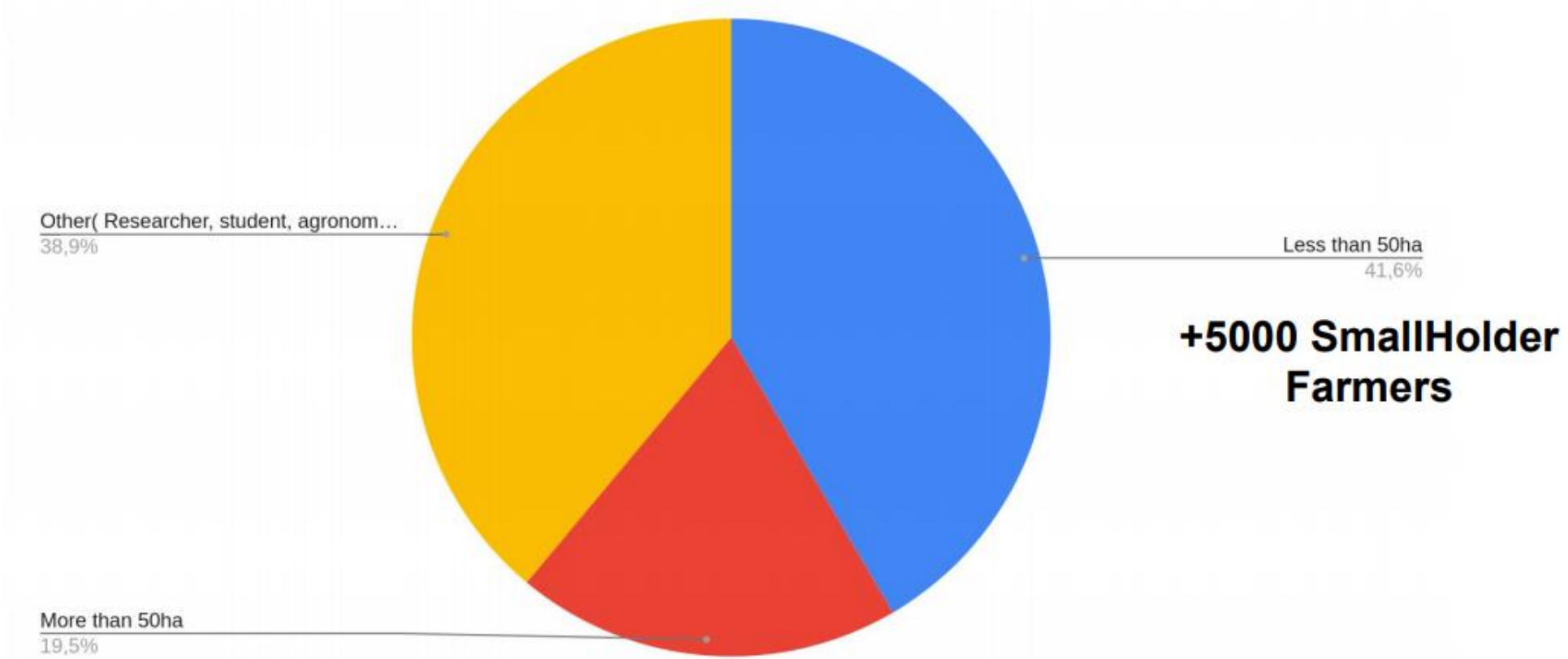
Remove Sensing Revolution

E-Learning wave

Online training growth



Online training growth



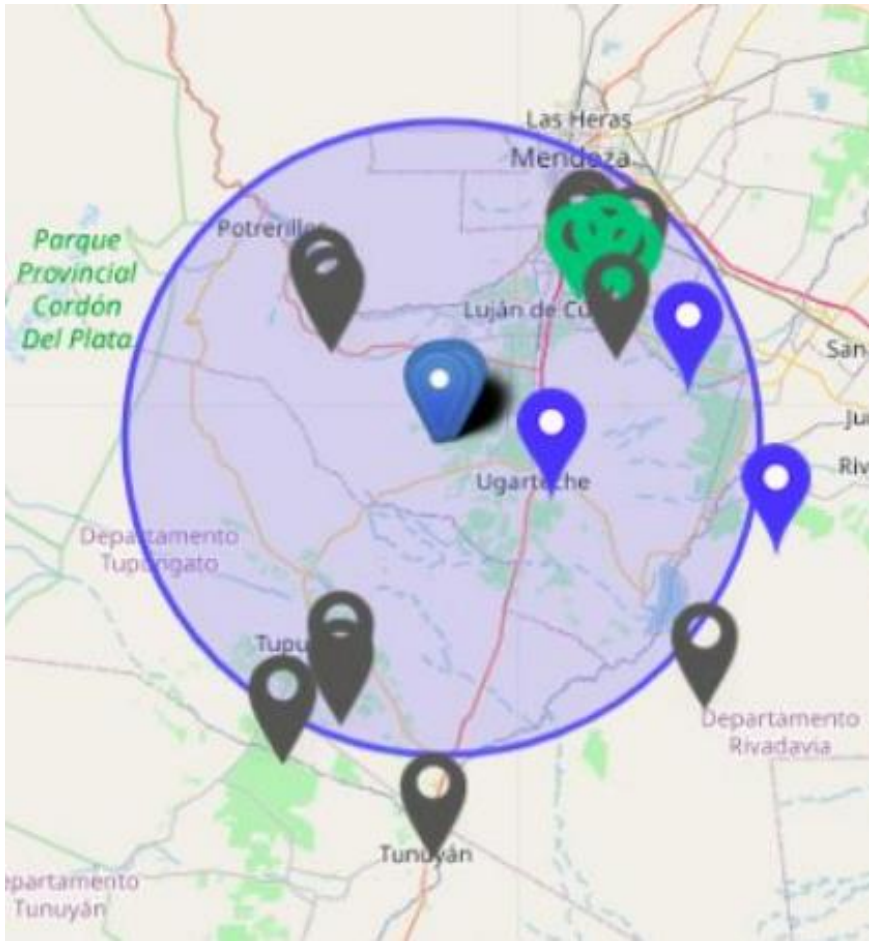
+5000 SmallHolder Farmers

How it works?

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

Using an array of 5 satellites and machine learning we track **crop coverage** to create a **site-specific crop coefficient** for each field.

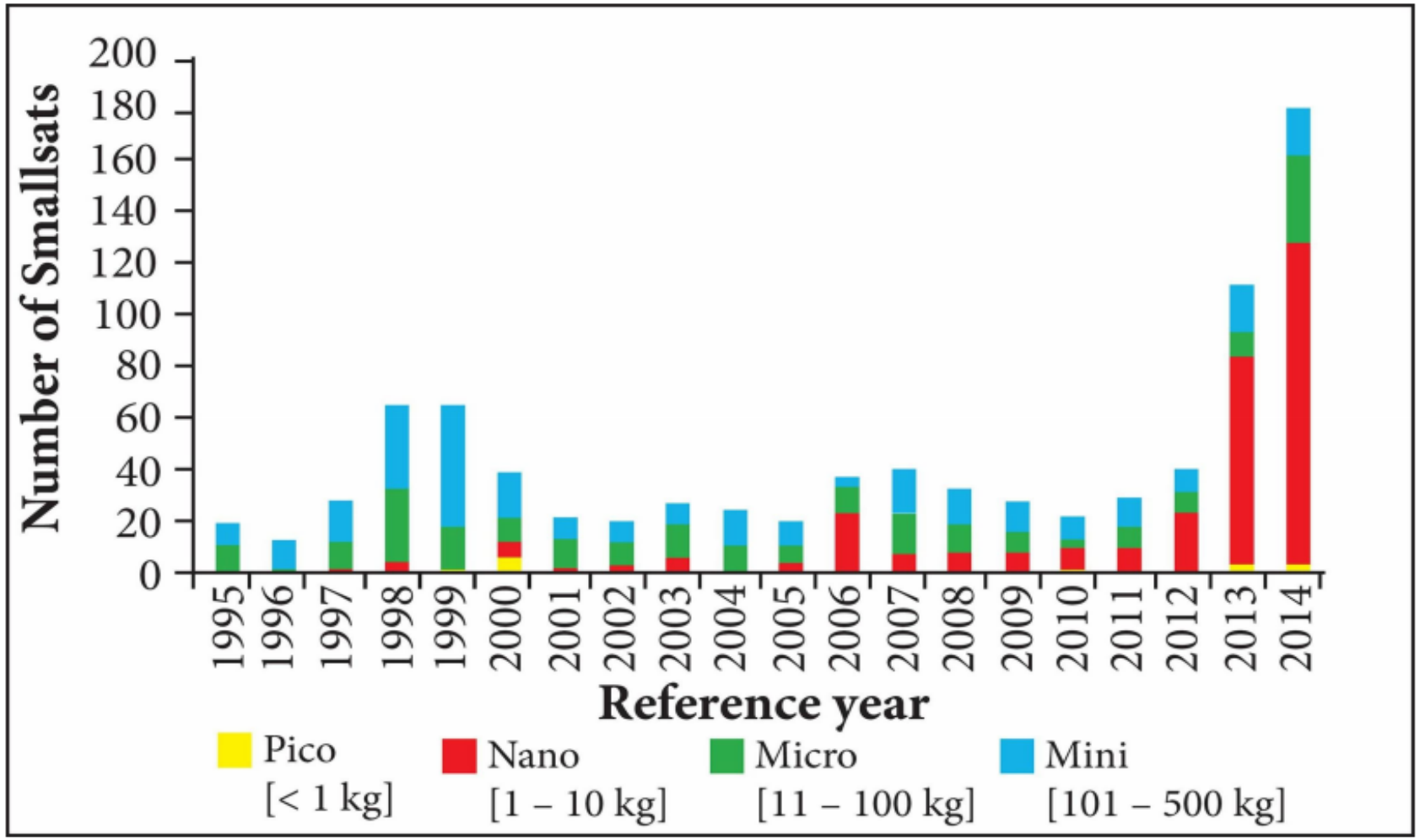
Weather Stations



Source: Participación de américa Latina y del caribe en los registros globales climatológicos, ghcn; Caracas sep. 2006

- There are more than 20,000 weather stations in Latin America.
- Most are with free access data.

Smallsats Launched



High spatial resolution

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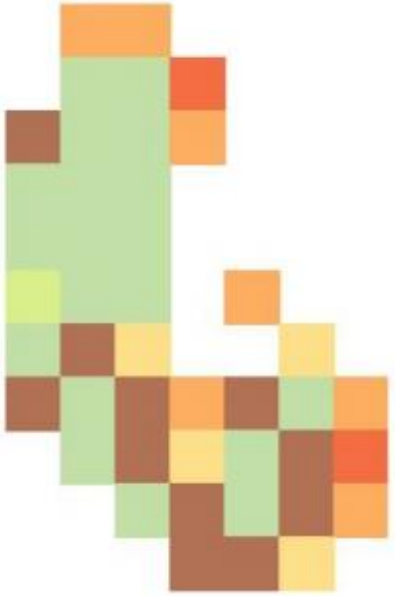
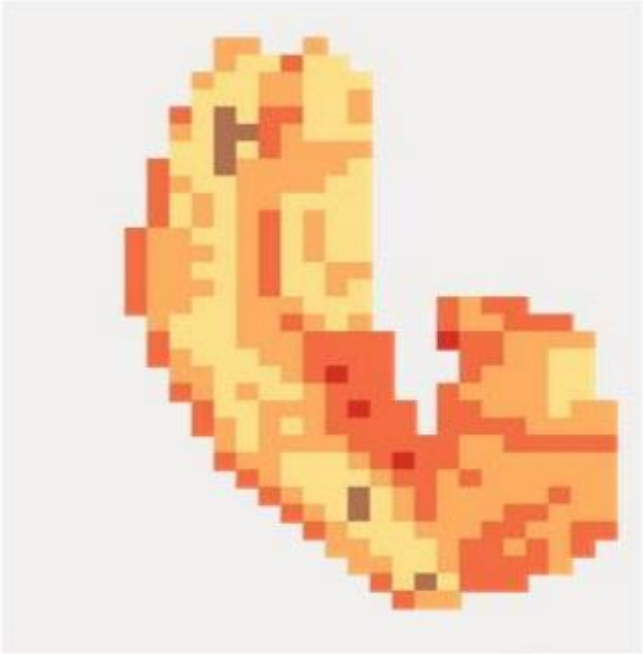
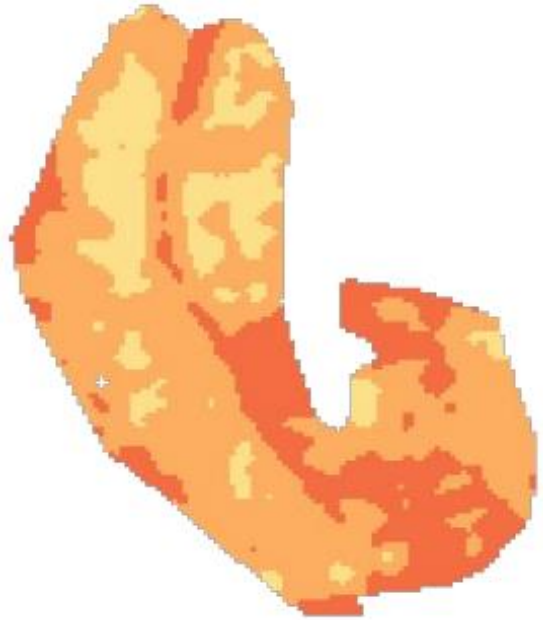
Landsat 30x30m



Sentinel 10x10m



Planet 3x3m



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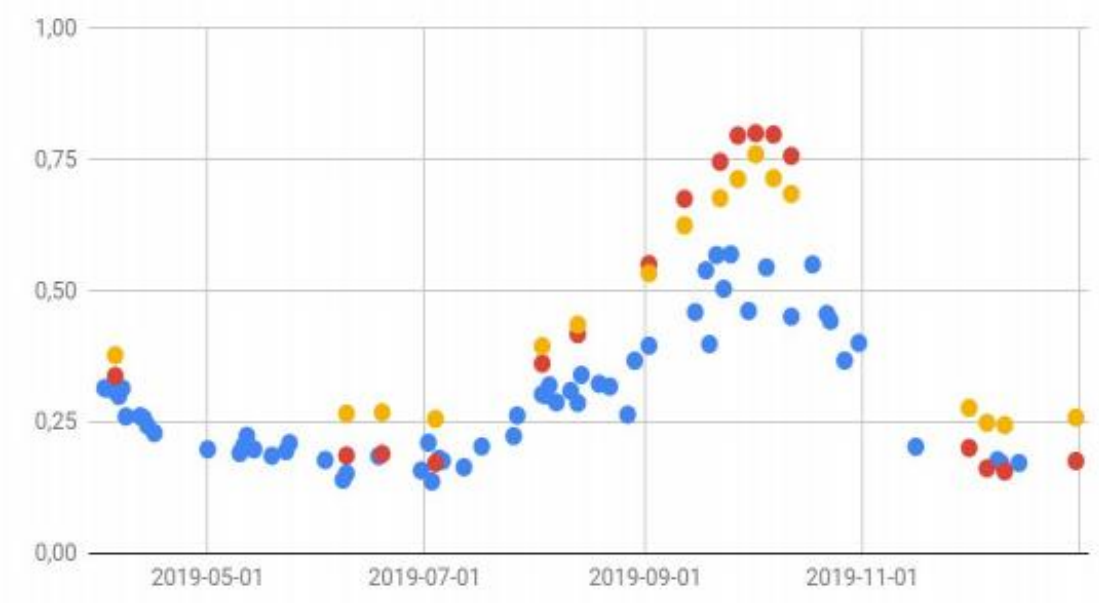
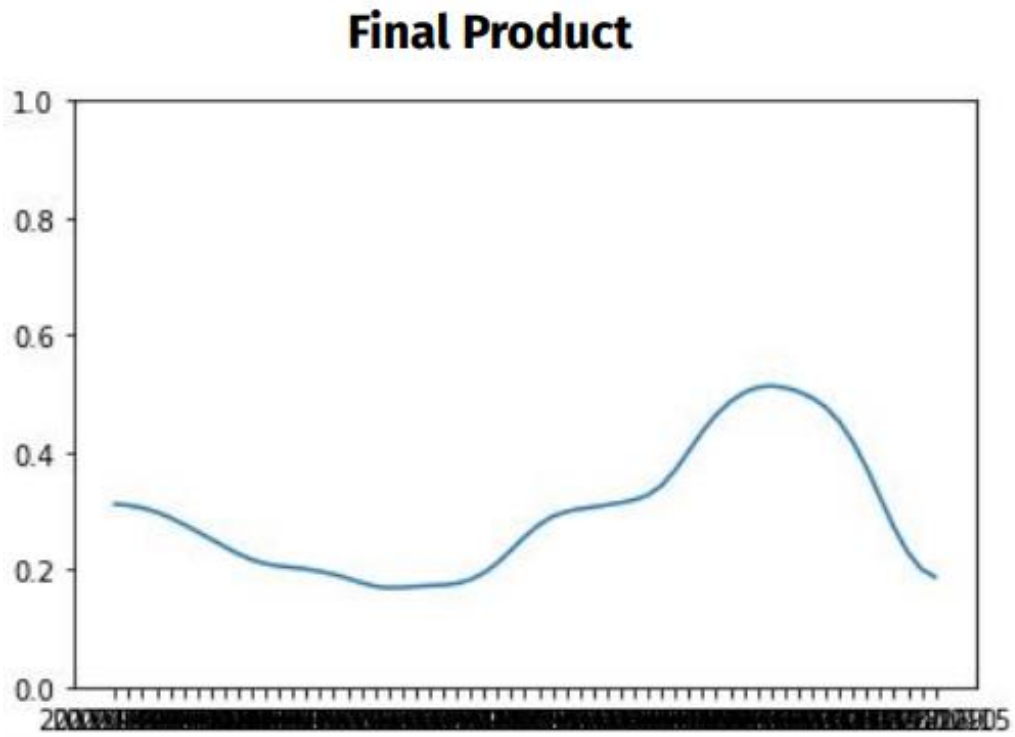
High resolution





SATELITE

BIG DATA

WEATHER

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YES

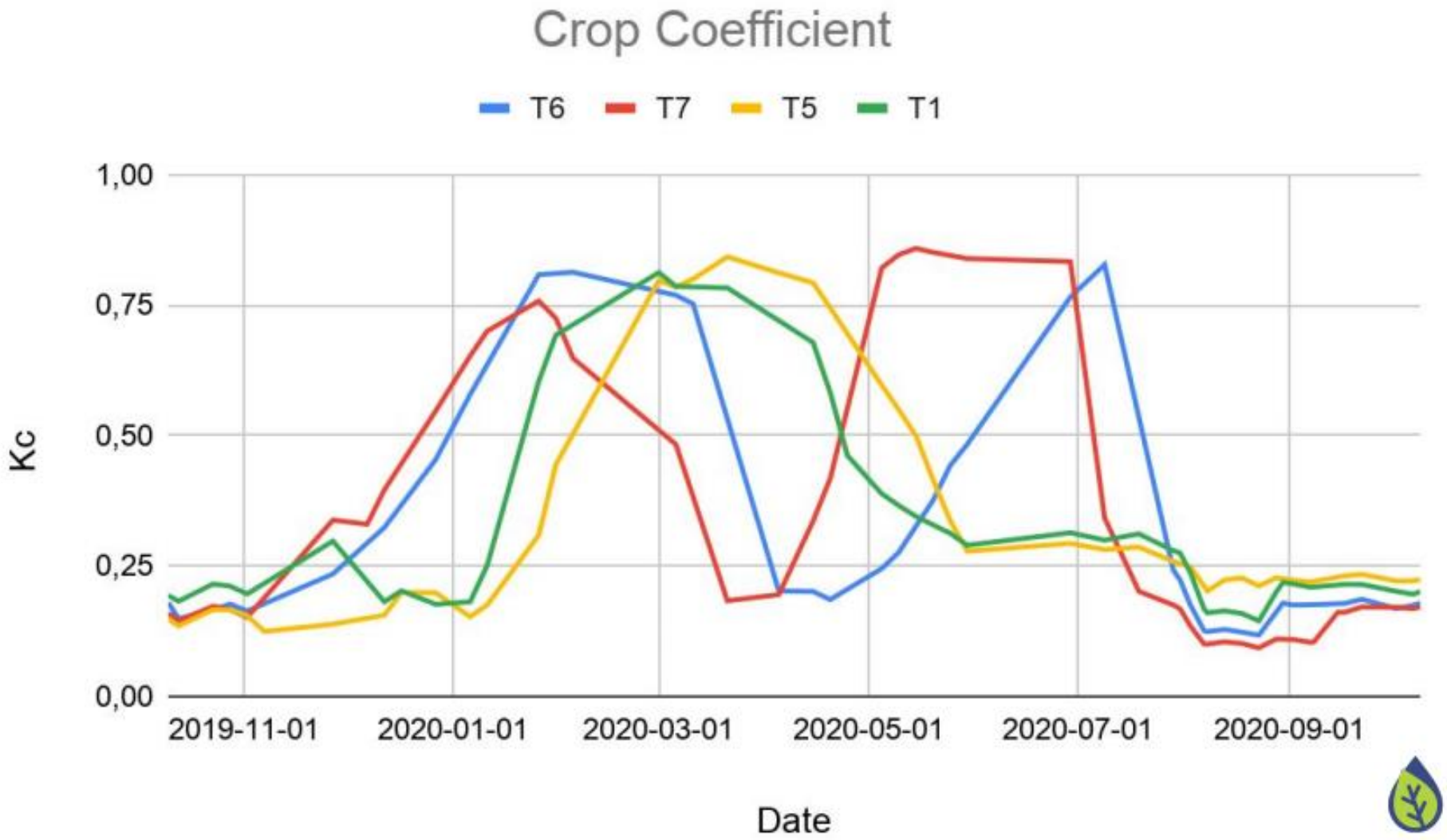
NO

Example

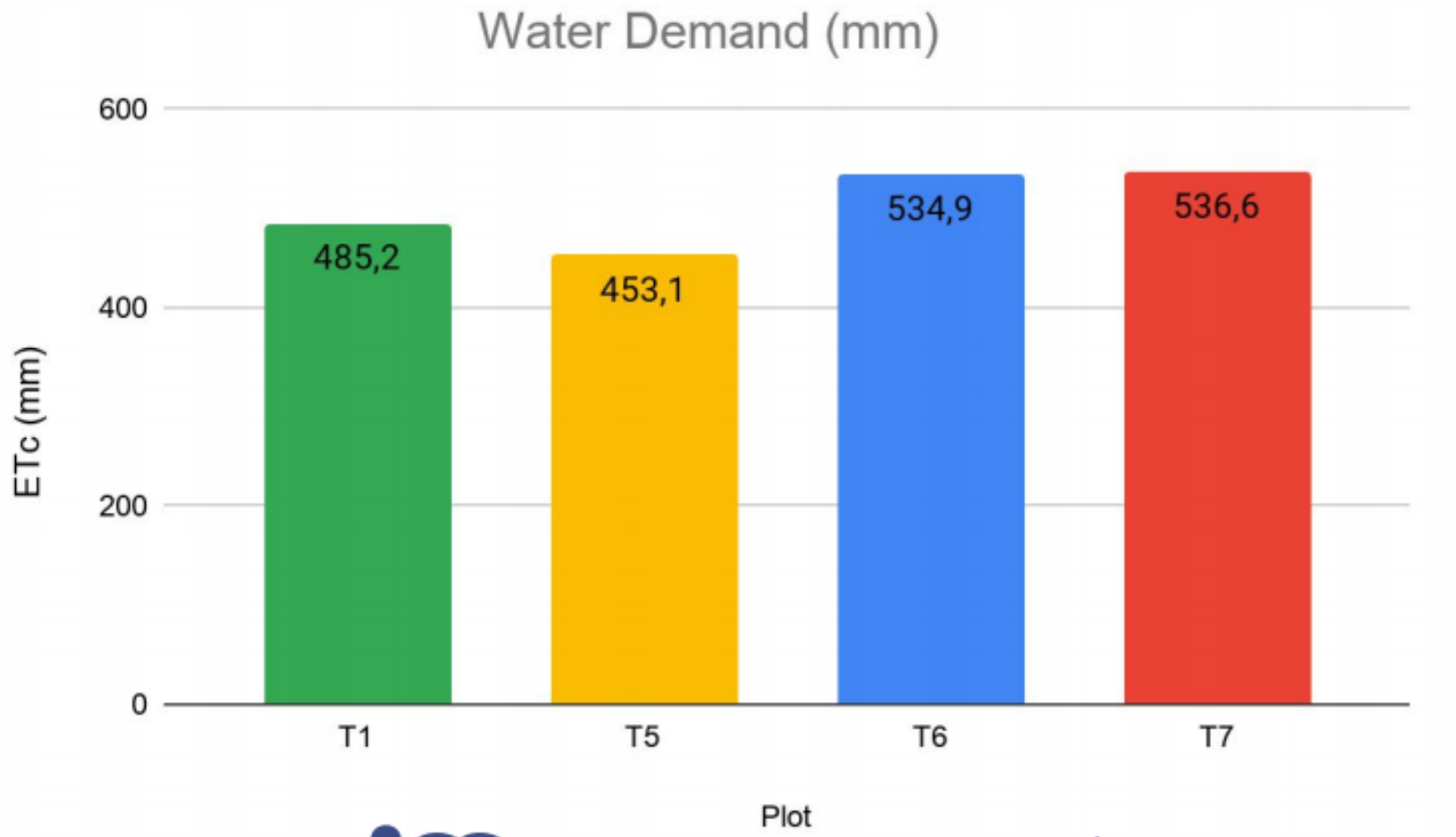

Ingeniero Maury
Vaqueros
San Lorenzo
Salta
Gral. Guemes
El Alisal
Campo Quijano
Rosario de Lerma
Cerro cante
Las Zanjas
Chicoana
Escoipe
Coronel Moldes
122
61
11
9
51
23
86
39
68
48
62


T7
T6
T5
T1

Example

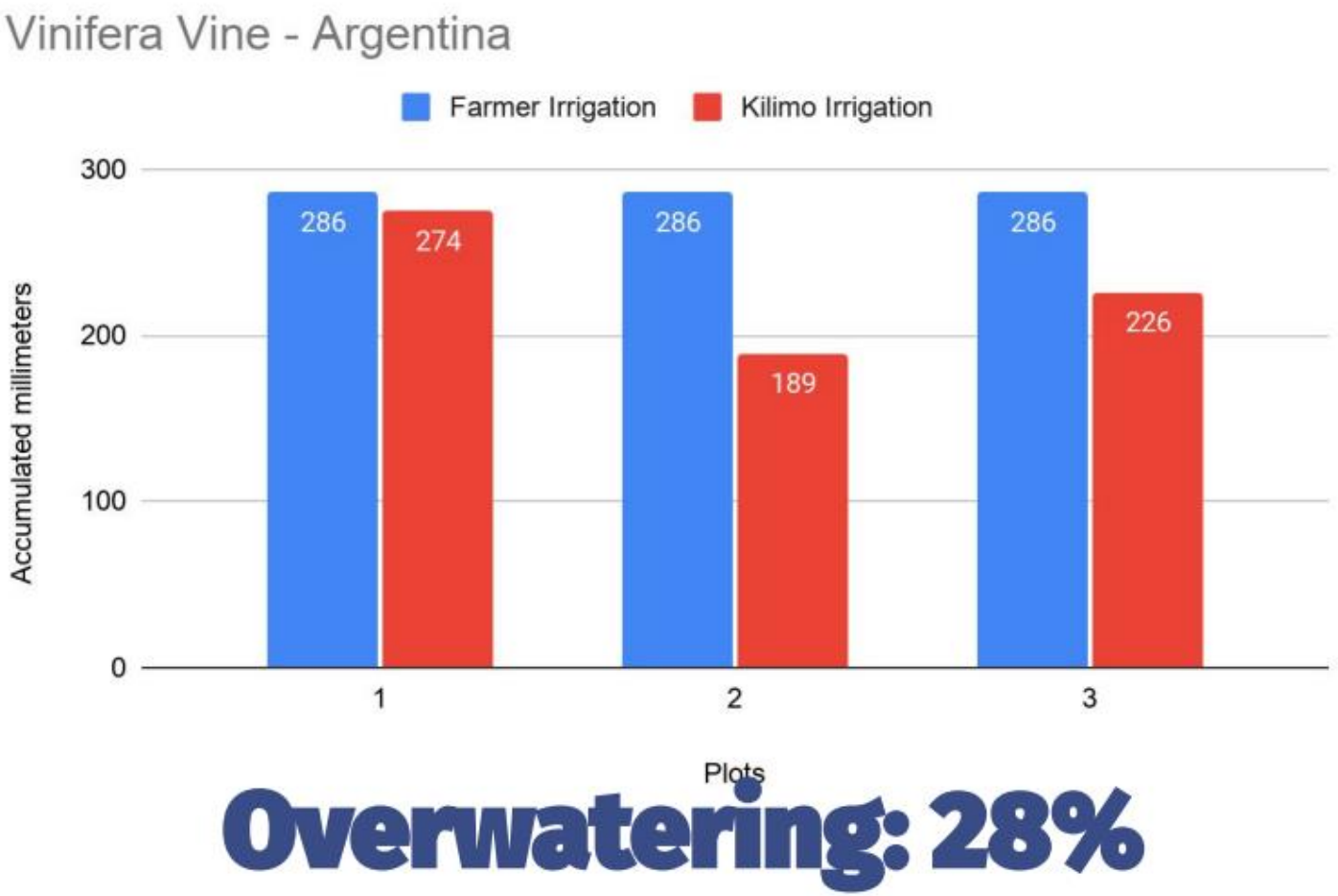

Crop Coefficient
T6
T7
T5
T1
1,00
0,75
0,50
0,25
0,00
Kc
2019-11-01
2020-01-01
2020-03-01
2020-05-01
2020-07-01
2020-09-01
Date

Example



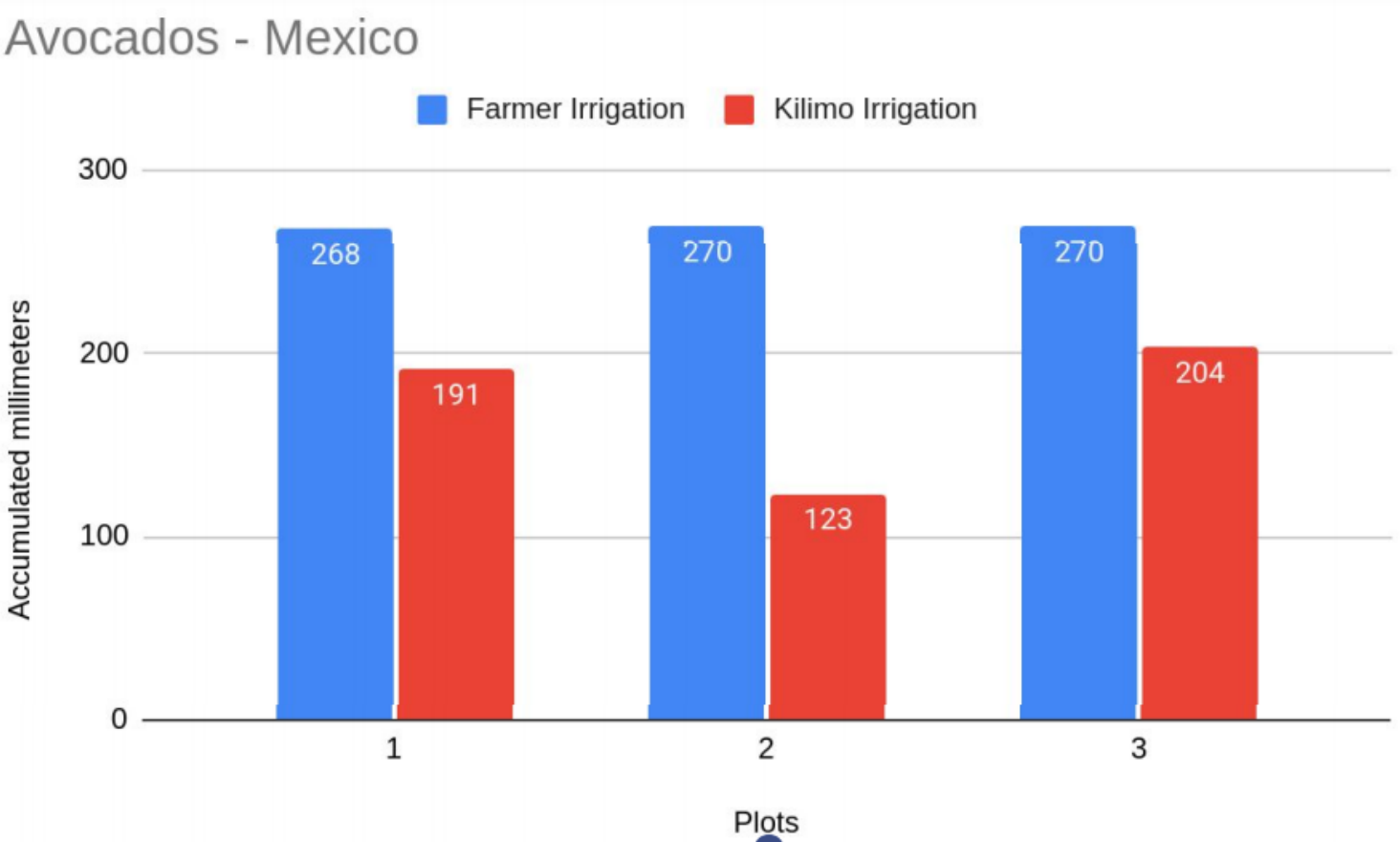
Difference: 18%

Case 1



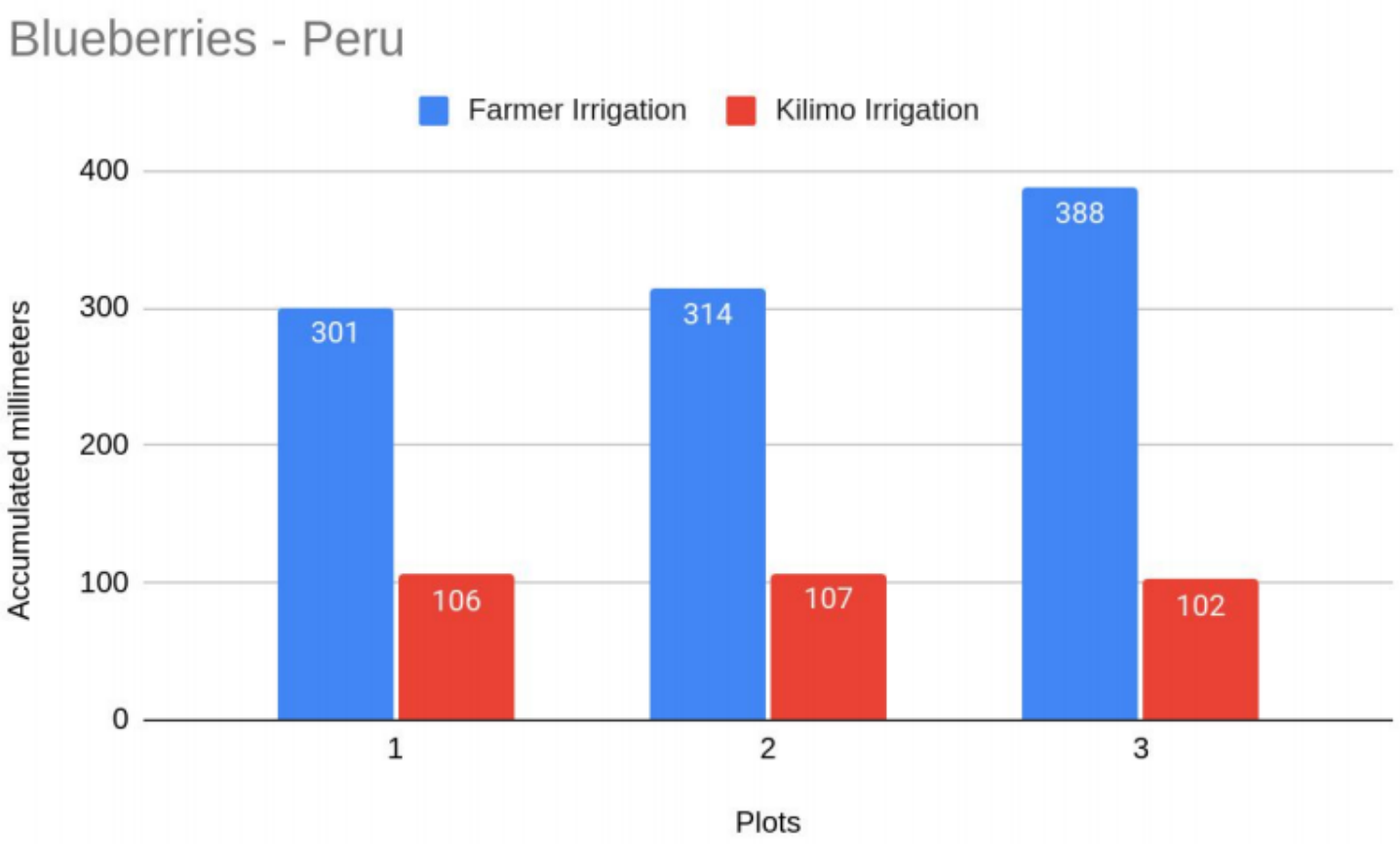
Overwatering: 28%

Case 2



Overwatering: 63%

Case 3



Overwatering: 219%

Beneficts

20%

Less water

25%

More profit

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Team

Jairo Trad
Founder and CEO at Kilimo. He's a computer engineer with extensive experience in cloud software development and business development. Second agtech startup.

Juan Carlos Abdala
Founder and CTO at Kilimo. A Computer engineer who Worked in several tech projects in many areas, from hardware to satellites. Second Agtech Startup.

Rodrigo Tissera
Head of Business Development & Co-Founder en Kilimo AgTech is Worked in irrigation research with INTA and FAO. Managing the family farm from 2010.

Tatiana Malvasio
COO at Kilimo. She has a social profile, worked as Executive Director at Food Bank Foundation and Social Inclusion Foundation.

Micaela Bertino
Head of Administration

Matias Varela
Software Architect

Matias Barriento
Engineering Lead

Andrea Ramos
Country Manager Chile

Carla Grosso
Sales Director Argentina

Marco Cerino
Head of Agronomy

Alexis Heredia
Sales Associate

Pablo Alvarado
Sales Associate

Pablo Cortés
Sales Associate

Victoria Villagarcía
Head of Marketing

Some of our users

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Milestones

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7	+ 60 k	200	89%	40
Countries	Hectáres	Users	Retention rate	Different crops

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+19
Billions
liters saved in 2019
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Our Impact Goal

24K
Farmers by 2025

300B
Liters of Water Saved by 2025

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¡Thanks!

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Thanks! Gracias! Obrigado!

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