KEY FACTORS FOR INCREASING COCOA PRODUCTIVITY

Elise Benhamou

Engineer in Agronomy – Business development Cocoa Projects
THE PARADOX OF THE RED QUEEN

- « Well, in our country, you’d generally get to somewhere else if you run very fast for a long time, as we’ve been doing.

- A slow sort of country! Now, here, you see, it takes all the running you can do to keep in the same place… If you want to get somewhere else, you must run at least twice as fast as that! »

ONE WAY TO ADAPT : Move Forward
NETAFIM OFFERS A HOLISTIC SOLUTION FOR COCOA GROWERS

Precision irrigation & Nutrigation™ combined with comprehensive agronomical practices are the key factors for greater profitability and sustainability
DRIP AND NUTRIGATION™: PRECISION IRRIGATION AT ITS BEST

Delivering the right amount of water at the right time

Efficient, continuous and precise delivery of nutrients

Option of safer and more efficient delivery of pesticides
COMPREHENSIVE AGRONOMIC PRACTICES BASED ON PROFESSIONAL KNOW-HOW

- Varieties
- Tree trimming, shaping, designing
- Intercropping
  - Shading in the first years
  - Initial year revenues
  - Additional income source
  - Diversification
- Spacing
BUSINESS AND SUSTAINABILITY BENEFITS

- Lower environmental damage and climate risk
- Higher yields – up to 300%
- Faster ROI and better NPV
- Greater resource savings – water (up to 50%) and nutrients
- Better yield quality
- Greater smallholder empowerment
CASE STUDY
Ecuador (0.5-3ha plots)

Customer
Miguel Sanchez

Challenges
• Labor intensive
• Slow crop growth
• Low yield

Solution
NetaKit Precision Irrigation and Nutrigation™

Results
• Rapid growth
• Better yields
• Inter crop
## CASE STUDY
### Commercial entity in Brazil (>300ha)

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<td>Lembrance Group</td>
<td>• Low yields&lt;br&gt;• Labor intensive&lt;br&gt;• Shading requirements</td>
<td>Precision Irrigation and Nutrigation™</td>
<td>• High yields&lt;br&gt;• Higher income&lt;br&gt;• Less manpower&lt;br&gt;• Greater efficiency</td>
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50 years of global experience and agronomic know-how

4,500 employees

29 subsidiaries

>110 countries

17 manufacturing plants

End-to-end solutions
“It is not the strongest of the species that survives, nor the most intelligent, but the one most responsive to change.”

— Charles Darwin —
Thank you