

KEY FACTORS FOR INCREASING COCOA PRODUCTIVITY

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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

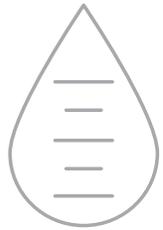


NETAFIM OFFERS A HOLISTIC SOLUTION FOR COCOA GROWERS

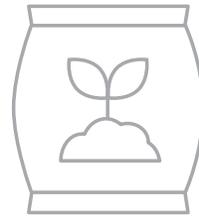
Precision irrigation & Nutrigation™ combined with comprehensive agronomical practices are the key factors for greater profitability and sustainability



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

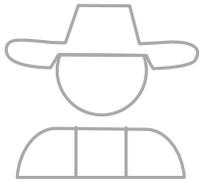


Greater smallholder empowerment



CASE STUDY

Ecuador (0.5-3ha plots)



Customer

Miguel
Sanchez



Challenges

- Labor intensive
- Slow crop growth
- Low yield



Solution

NetaKit
Precision
Irrigation and
Nutrivation™



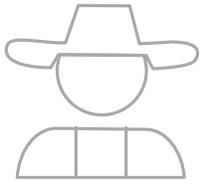
Results

- Rapid growth
- Better yields
- Inter crop



CASE STUDY

Commercial entity in Brazil (>300ha)



Customer

Lembrance
Group



Challenges

- Low yields
- Labor intensive
- Shading requirements



Solution

Precision
Irrigation and
Nutrigration™



Results

- High yields
- Higher income
- Less manpower
- Greater efficiency

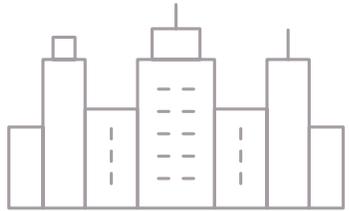




50 years
of global experience and
agronomic know-how



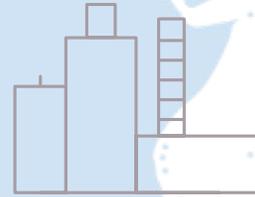
4,500
employees



29
subsidiaries



>110
countries



17
manufacturing
plants



End-to-end
solutions





50 years
of global experience and
agronomic know-how



4,500
employees



*“ 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

