

# 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





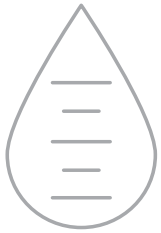
# NETAFIM OFFERS A HOLISTIC SOLUTION FOR COCOA GROWERS

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

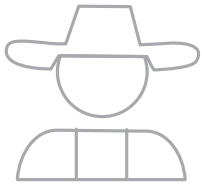


Greater  
smallholder  
empowerment



# CASE STUDY

## Ecuador (0.5-3ha plots)



### Customer

Miguel  
Sanchez



### Challenges

- Labor intensive
- Slow crop growth
- Low yield



### Solution

NetaKit  
Precision  
Irrigation and  
Nutrigration™



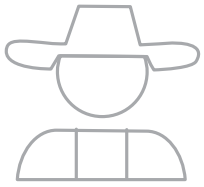
### Results

- 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



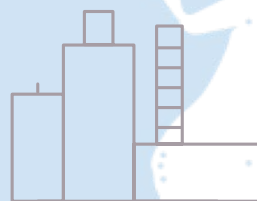
**4,500**  
employees



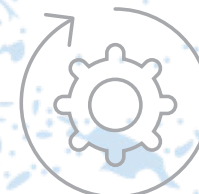
**29**  
subsidiaries



**>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

