



Company Name: Ingemann Supply A/S
Headquarters: Roskilde, Denmark
Industry Sector(s): Agriculture
Approx. Revenues: \$1-10 million
Employees: 50-100
Website: <https://agroclimatica.com/en/>

Company Contact Information:
 Lars Saquero Møller (CEO)
 +45 22 34 36 37
lsm@agroclimatica.com

Ingemann Supply is an Adaptation SME operating in Latin America that has developed Agroclimatica, an analytical tool for assessing agroclimatic risk, providing financial institutions greater transparency into their agricultural portfolios and giving farmers the data needed to implement climate-smart agricultural practices in the field.

BUSINESS DESCRIPTION

Ingemann Supply A/S started in 2000 as a trading company and expanded in 2007 to Nicaragua with the purchase, distribution, and sales of honey and cocoa. Since then, the company has been the entry point to the world market for 1,500 producers of honey and cocoa in Nicaragua and exports their products to 40 countries, including Germany, Belgium, France, Denmark and the United States. After experiencing challenges to its supply chain due to climate impacts, the company decided to strengthen the climate resilience of its supply chain by empowering its producer base with proactive agroclimatic information. Therefore, in 2016 Ingemann started the development of an analytical methodology, which effectively correlates climate data with soil conditions, crop behavior, livestock specificities, and best agricultural practices through advanced modeling. Based on this methodology, which proved efficient and impactful when implemented throughout Ingemann's supplier base, the company developed the foundation for its risk assessment platform called Agroclimatica.

Agroclimatica is a climate-smart fin-tech solution, which facilitates agroclimatic risk assessments beneficial for smallholder farmers and financial institutions alike, by making the agroclimatic risk of production transparent and by identifying climate resilient opportunities within the agricultural sector. Through this climate-smart tool Ingemann aims to promote long-term, sustainable financial inclusion and climate-smart agriculture. Both financial institutions and farmers benefit directly from Agroclimatica's risk scorings. Banks, micro finance institutes, etc. can quantify the risks in their agricultural portfolio, thereby allowing them to improve their risk management policies and allocate funds efficiently to the agricultural sector. Farmers can improve their yields with the support of agroclimatic information, can receive recommendations of climate-smart crops, and are more eligible to receive financial support.

Agroclimatica provides risk scorings related to agricultural production for agricultural credits, investments and insurance and currently covers more than 98 crops, 950 varieties of crops, over 50 different types of cattle, and with advanced climate modeling calibrated until 2050, the platform is able to offer a broad array of possibilities and scenarios.

BUSINESS MODEL

Ingemann offers its agroclimatic risk scorings to local financial institutions as a supplement to standard financial risk analysis of agricultural producers. The revenue model is based on either a pay-per-use basis or a subscription model where the credit bureau commercializes the Agroclimatica product and invoices per risk scoring generated by their customers. As Agroclimatica's risk scorings support financial institutions in diminishing risk and operational costs, as well as increasing their agricultural loan portfolios, the platform can become a core part of financial institutions' credit underwriting processes and eventually has the potential to become a required tool for the future of green finance and climate smart agriculture.

COUNTRIES OF OPERATION

Nicaragua, Honduras, Guatemala, Ecuador, Kenya; expanding elsewhere in South America and Southeast Asia (expected to be present in 15 countries by 2021).

MARKETS AND CUSTOMERS SERVED

Ingemann provides its Agroclimatica risk scoring platform to local financial institutions to support credit underwriting and portfolio management for agricultural assets.

In addition to risk scorings, Ingemann also offers other analytical tools: climate smart crop identifier, a management module for analyzing and optimizing agricultural portfolios, social performance indicators, harvest predictors, design services for climate smart financial products, agricultural investment analysis and risk quantification, risk scorings for aquaculture and for the use of solar panels, CO2 calculator, and technical assistance.

PARTNERS

Ingemann's agroclimatic risk scorings are distributed through chosen partners, such as credit bureaus, to financial institutions, insurance companies and agricultural stakeholders on more than 70 crops and 600 sub-varieties per country, allowing them to understand and mitigate climate challenges in their agricultural portfolios. The Agroclimatica platform can be adapted to the specificities, language and needs of any given country.



Adaptation SME Accelerator Program

An initiative led by:

About the Adaptation SME Accelerator Program:

ASAP is an initiative led by the Lightsmith Group, in partnership with the Inter-American Development Bank, the Global Environment Facility, and Conservation International, that seeks to build an ecosystem for early-stage companies in developing countries that have technologies, products, and services that can be used to build resilience to the impacts of climate change ("Adaptation SMEs"). For more information, please reach out to Jay Koh (jay.koh@lightsmithgp.com) and Serena Shi (serena.shi@lightsmithgp.com).



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CLIMATE VULNERABILITIES ADDRESSED

- Increased supply oscillations due to increasing climate shocks (water scarcity and/or extreme rainfall)
- Lower farmers' income and value chain profitability also due to increasing climate shocks (water scarcity and/or extreme rainfall)
- Decreasing farmers' outputs due to prolonged heat waves

HOW DOES THE COMPANY'S PRODUCTS AND SERVICES BUILD RESILIENCE TO THE IMPACTS OF CLIMATE CHANGE?

Better and transparent agroclimatic information allows financial institutions to make climate-intelligent risk underwriting decisions, thereby reducing potential adverse impacts on agricultural investment portfolios from climate impacts to agricultural production. For farmers, Agroclimatica's risk scoring and analytical tools directly recommend climate-resilient agricultural practices, crops, and tools to incorporate in the field, thereby improving productivity and increasing farmer access to financing and agricultural insurance.

Agroclimatica's platform also enables financial institutions to allocate credits to small-holder farmers who are incentivized to improve their productivity through technification opportunities and recommendations of climate resilient products. Furthermore, Ingemann aims generally to contribute to building awareness and the knowledge of financial institutions and farmers of how to adapt to climate change.

Ultimately, Agroclimatica aims to tackle multiple issues by contributing to the digitalization of agricultural financial processes, while addressing agroclimatic risks facilitating accessibility to funding, lowering operating costs, promoting green growth and climate resilience, increasing food security and financial inclusion.

RELEVANT SUSTAINABLE DEVELOPMENT GOALS (SDGs)



OPPORTUNITIES TO SCALE

The company aims to scale up the deployment of its existing portfolio of analytical tools by rapidly expanding into new geographies and markets globally. Ingemann also seeks to further the development of existing and new products that can contribute to building resilience across the agricultural value chain.

OPPORTUNITIES FOR TECHNICAL ASSISTANCE

Technical assistance such as market feasibility studies and piloting programs represents an essential and much-required support in the market entry phase into new geographies. As every country is characterized by their own cultural, climatic and socioeconomic complexity, it can be challenging and costly to adapt existing products to local needs and to guarantee commercial success. Technical assistance in defining preliminary phases through market feasibility studies, piloting programs, and support of the deployment of its products and services in new countries, can accelerate the introduction of Agroclimatica's risk analytics into new geographies.

POTENTIAL IMPACT METRICS

- Amount of loans, credits, insurance coverage deployed to farmers using Agroclimatica – to quantify the increase in access to finance for small-holder farmers
- Financial metrics (e.g., income, opex, etc.) – to monitor the financial benefits of implementing climate smart agricultural practices
- Crop and livestock yield – to measure productivity benefits from implementing climate smart agricultural practices
- Number of farmers receiving financing or financial products (e.g., insurance) issued using Agroclimatica's risk scoring platform – to quantify the increase in financial inclusion and improved access to agricultural insurance.



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