ar Gro Intelligence

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SEE THE BIG PICTURE, ACT ON THE SMALL DETAILS

Predictive analytics platform providing insights across climate, agriculture, and the economy

Year founded:

2014

Headquarters:

New York, USA

Regional Scope:

Operational globally; clients primarily in developed markets

Provider Type:

Climate Risk Intelligence Provider

Climate Risk Tools and Services

Relevance to thesis

| Climate Risk Analytics | Lending Risk Offering | Agriculture Focus | Working in emerging markets |

Business model overview

Data and analytics platform providing a view of climate, agriculture, and economy insights for managing risk, adapting to changing conditions, and forecasting long term climate scenarios

Climate risk analytics

Predictive analytics forecasting the impact of climate change and climate risks on specific crops and resulting influence on pricing, supply, and demand

Indices developed to track impact of climate events such as drought, soil moisture, and flooding on agriculture and commodity prices

Risks covered: Climate change risks (i.e. IPCC climate scenarios), climate risks (i.e., precipitation, temperature), financial risks (i.e., future agricultural prices)

Data Sources

47,000 data sources including satellite, public, and purchased going back to 1880s

Models updated as frequently as daily

Supporting Services

Production planning and decisioning

Works with seed, fertilizer, and corporate agribusiness to forecast product demand regionally or globally

Agriculture commodities pricing

Uses predictive analytics to determine future agriculture production, enhancing clients' ability to predict data

"We illuminate the interrelationships between the Earth's ecology and the global economy, so you can develop a holistic understanding of how your end-to-end business is impacted - and act on these insights."

from website

Commercial Parameters

Target customers

| FI | AG Producer | GOVT/ NGO | AG Buyer/ Processor |

Readiness to implement

Medium (FIs in developing markets)

Pricing/Revenue model

Subscription platform with customizable user interface, client data can be integrated

Customization options

Standard platform with customizable user interface, client data can be integrated

Data Protection

SOC 2, Type 2 pending (Fall 2022)

Geographic reach

All regions

Crops covered

17,000 crops with expertise in corn, soybeans, and wheat

Languages available

Variety depending on user needs

Engagement Opportunities

Financial Institutions

Primarily work with asset managers, hedge funds, banks, commodity traders and insurance:

- Loan underwriting
- Loan monitoring
- Loan collection/recovery
- Portfolio management
- Portfolio allocation

Analytics on price drivers and events impacting trading and investments (i.e. yield forecasts) and forecasts on markets and climate conditions (i.e. climate projections on precipitation)

Agribusiness

Analytics to mitigate climate-related supply chain risks and improve pricing of purchases as well as analytics to forecast farmer profitability to improve sales and pricing strategy