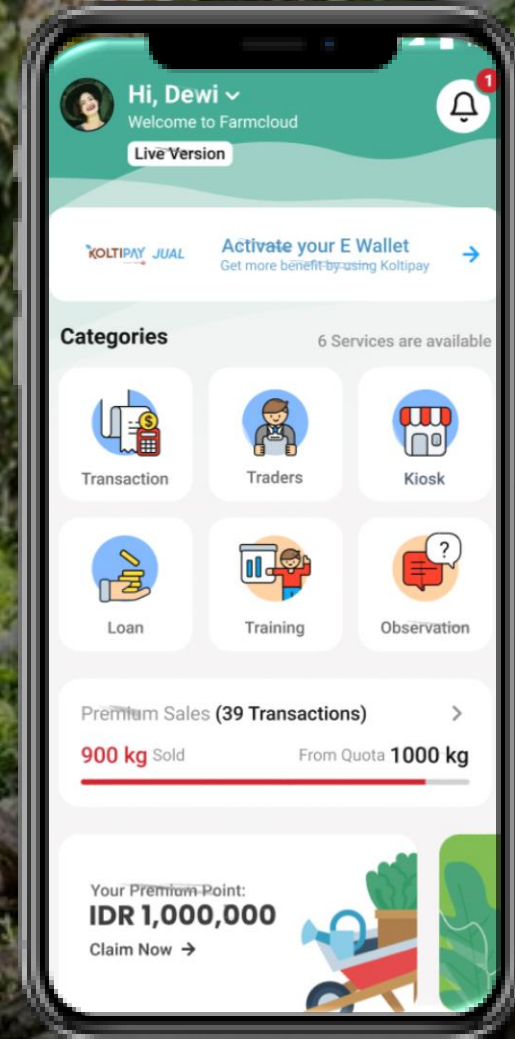




# Enabling Global Supply Chains to be Inclusive, Climate-Smart, and Traceable



BEYOND TRACEABILITY



We help **6,500+** enterprises achieve traceable and resilient supply chains

We help **1,000,000+** producers increase their annual income up to 4x



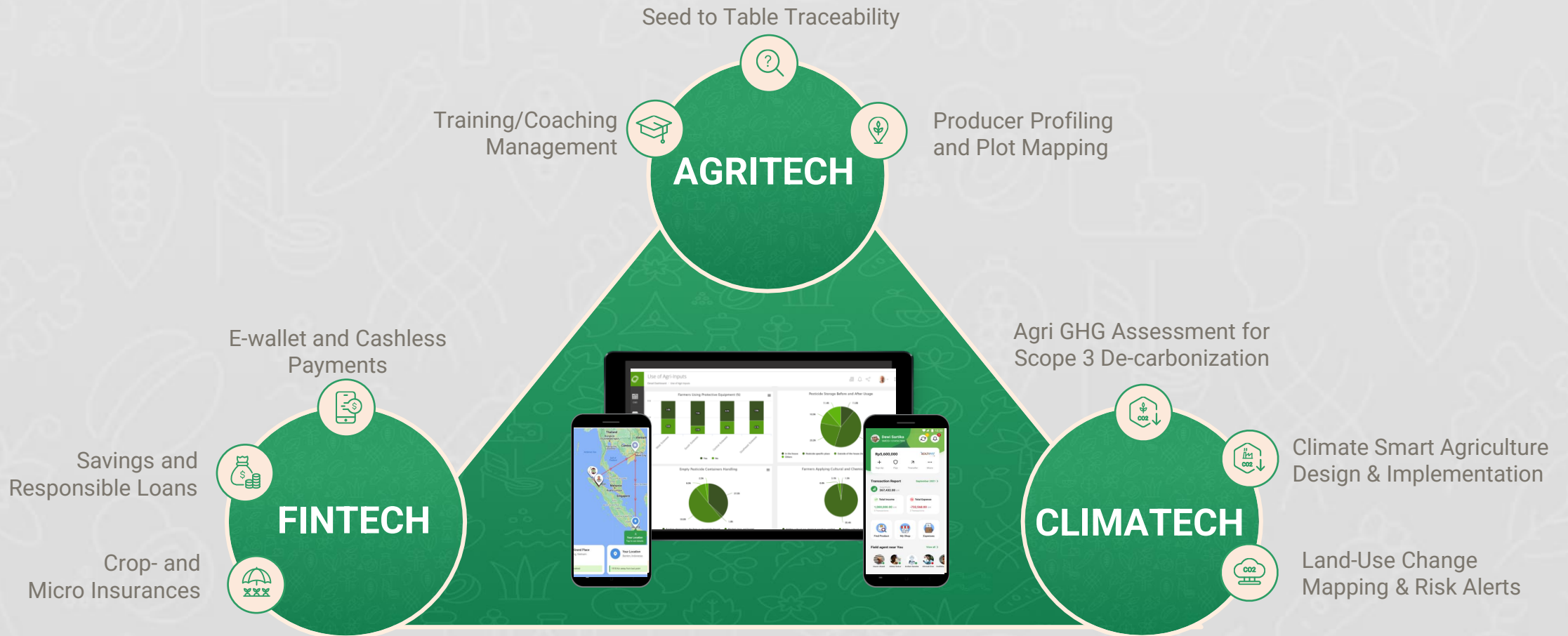
# Our Vision

To be the world's leading tech company  
in building **ethical, transparent, and  
sustainable** supply chains.

# Our Mission

We strive to grow a high-performance organization, **digitizing agribusinesses and producers** to the transition of sustainable production and traceable sourcing.

# Leading agritech start-up enabling **inclusive, climate-smart, and traceable** global supply chains



# Our Story Started in 2013

2013

**PT Koltiva** founded in Indonesia with our first CocoaTrace to digitize smallholder producers in Cocoa.

2017

**Koltiva AG** founding in Switzerland, and scale up to Palm Oil with our first 'Boots on the Ground'

2018

**Seascope** expansion for Seaweed, and launch of our first multi-crop platform

2021

Launch of **integrated traceability** platform, extension services, and digital finance services.

2022

Establishing KoltiTrade as an **ethical trade services** with single origin and inputs.

2023

Reach the milestone of expansion to total **50 operating countries by 2023**



50 Countries,  
Continues to Grow

# Highlighting Our Most Impactful Clients



# Our Global Expansion

94

Active Projects

51

Countries

700

Employees



## 14 Customer Support Offices

BRAZIL | CHINA | ECUADOR | GHANA | INDIA | INDONESIA | IVORY COAST | MEXICO  
PERU | PHILIPPINES | SWITZERLAND | THAILAND | UGANDA | VIETNAM

# Award-winning agritech leader - Empowering the future of agriculture

## MEMBERSHIPS:

 Swiss Platform for Sustainable Cocoa  
 Global Platform for Sustainable Natural Rubber (GPSNR)  
 PISAgro | Partnership for Indonesia's Sustainable Agriculture  
 CFA  
COOL FARM ALLIANCE

 SwissCham  
INDONESIA  
 CERTIFIED SUSTAINABLE PALM OIL  
RSPO  
 Cocoa Association of Asia  
 SME FINANCE FORUM

## AWARDS:

 GrowAsia  
 Digital ASEAN Program  
 ClimaTech  
RUN 2022  
 UPLINK  
 WORLD ECONOMIC FORUM  
 GRAFT  
2021  
CHALLENGE VIETNAM  
 Office of the Secretary-General's Envoys on Youth  
 United Nations Office for South-South Cooperation  
 YOUTH SOUTH 4  
 Youth  
 UNDP  
 UNFPA



# We provide transparency in complex global supply chains for all stakeholders

40,000

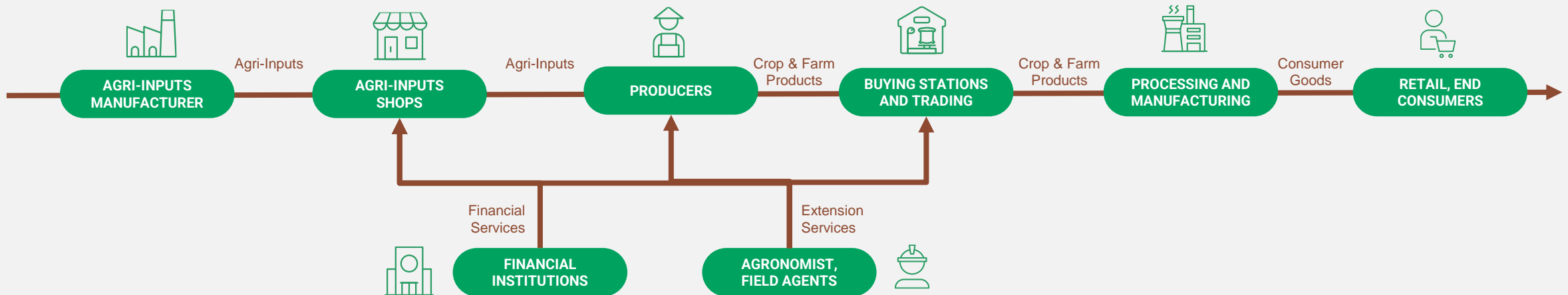
Active Producers and Business Users

1.5 million

Seed to Table Transactions

\$ 400 Mn

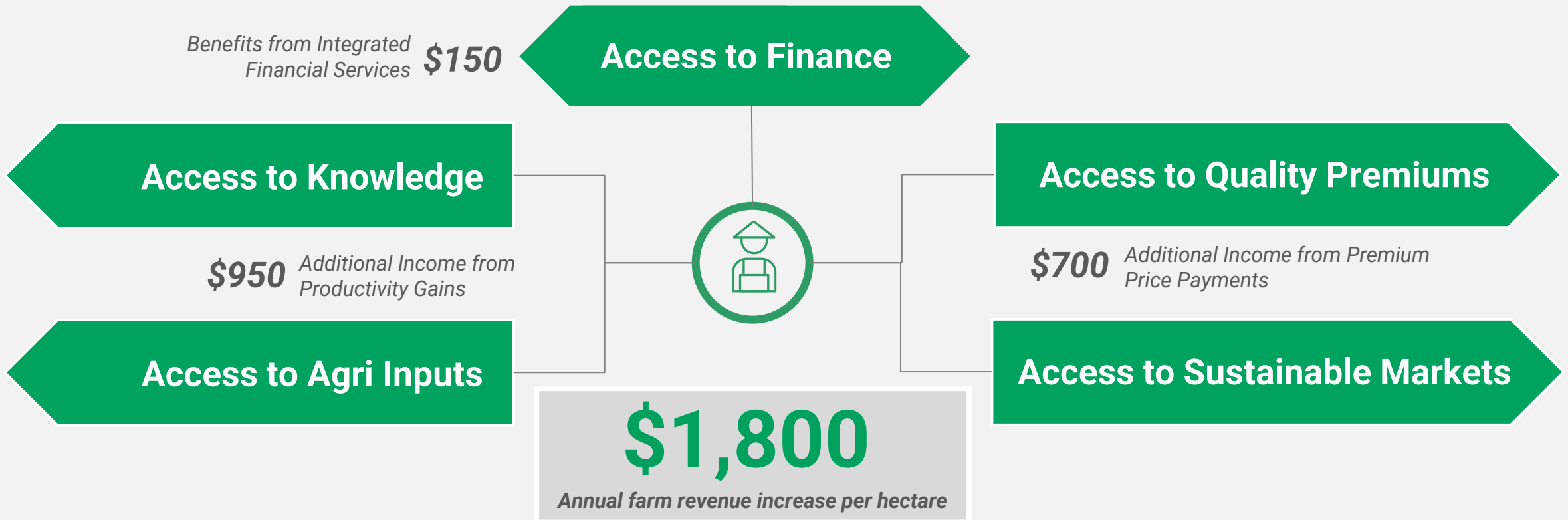
Gross Transaction Volume (GTV)



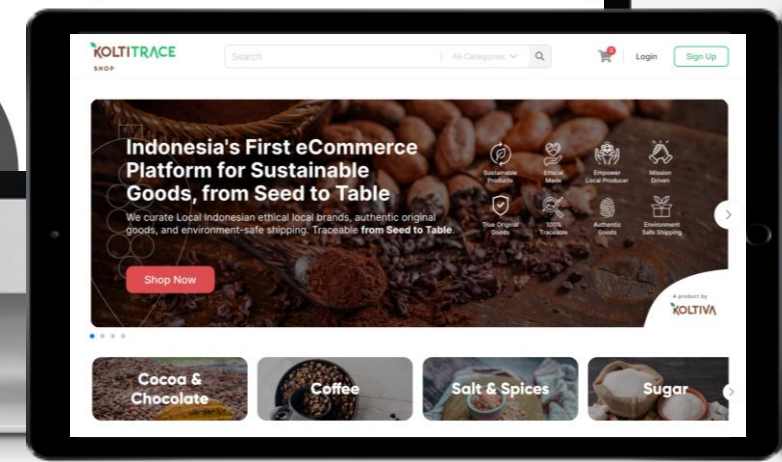
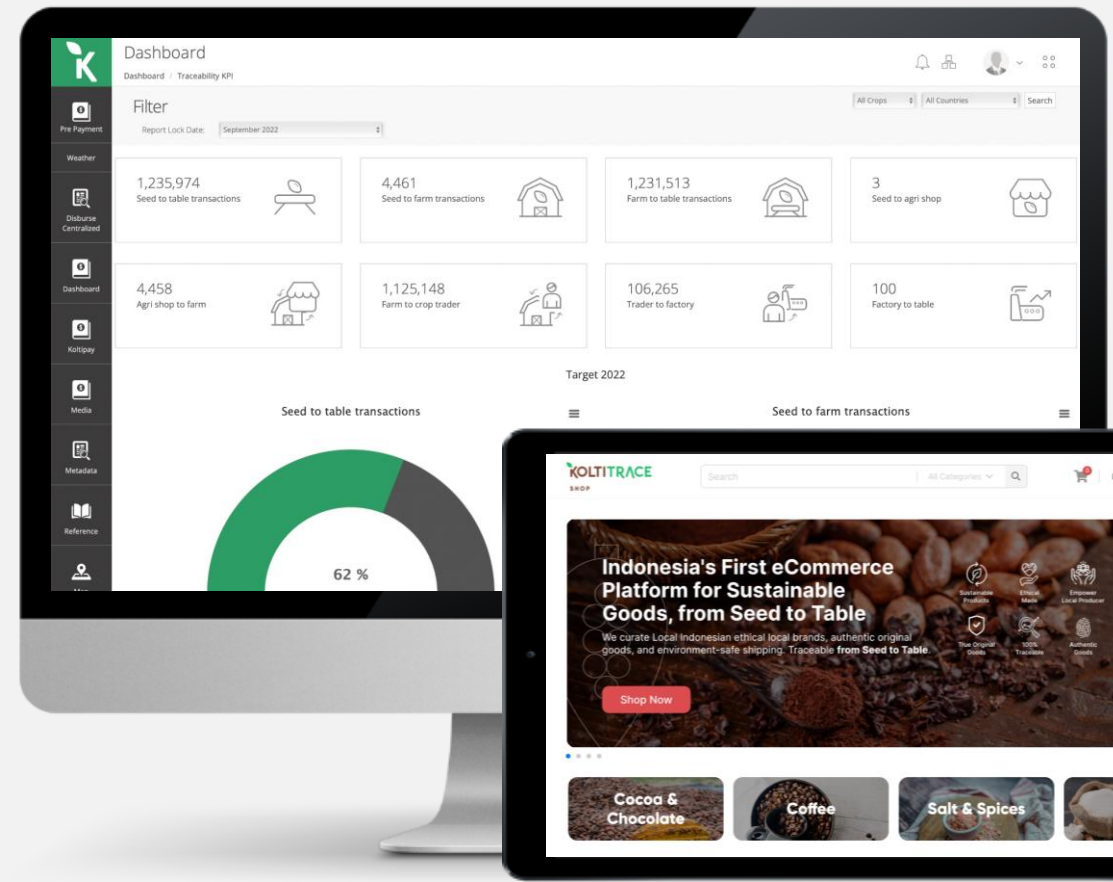
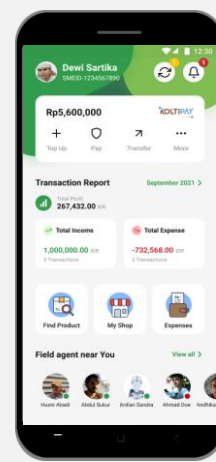
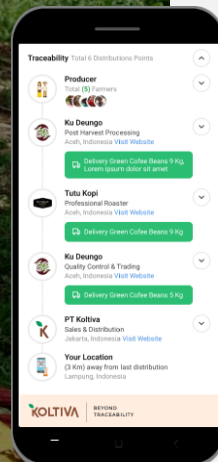
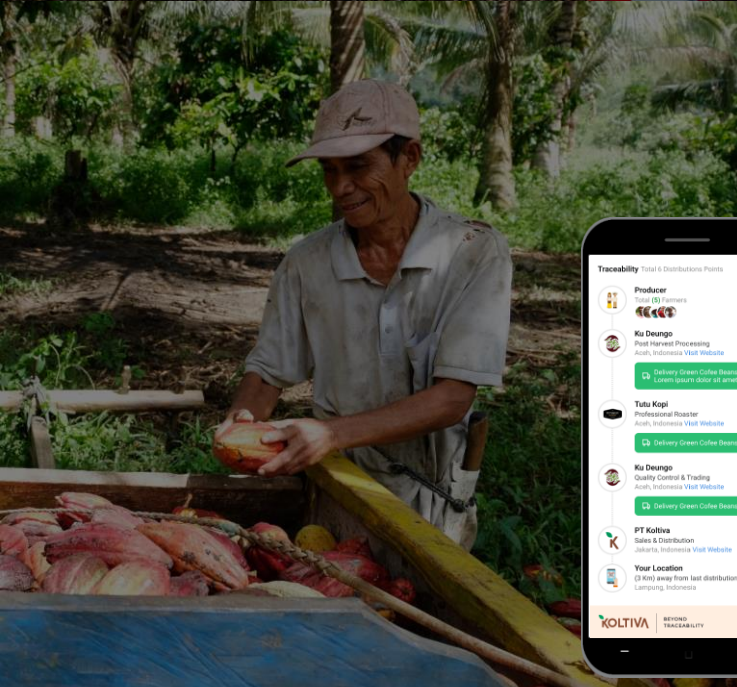


# We improve farm productivity, and increase producers' income up to 4x

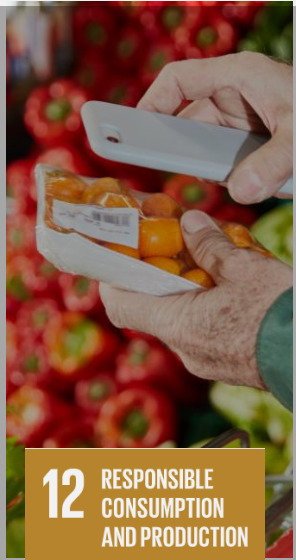
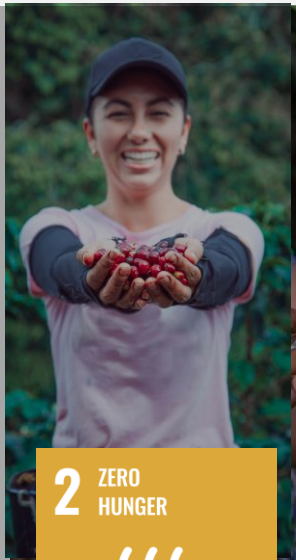
A purposive sampling of cocoa farmers using all our products & services.



# We increase consumers' trust with traceability for seed-to-table impact



# Businesses Need Holistic Innovations to Achieve the Impact of Sustainable Economic Growth



**1 NO POVERTY**

**2 ZERO HUNGER**

**5 GENDER EQUALITY**

**8 DECENT WORK AND ECONOMIC GROWTH**

**12 RESPONSIBLE CONSUMPTION AND PRODUCTION**

**13 CLIMATE ACTION**

**14 LIFE BELOW WATER**

**15 LIFE ON LAND**

The need for a holistic solution to improve livelihood.

Achieve food security and promote sustainable agriculture.

Achieve gender equality and solve discrimination.

Promote farm productivity, labour market challenges.

Ensure sustainable consumption & production pattern.

Take urgent action to combat climate change and its impact.

Conserve and sustainably use the oceans, seas & marine resources.

Protect, restore and promote sustainable use of terrestrial ecosystems.

# End-to-End Solutions for all Supply Chain Actors

**KOLTITRACE**



## TECH SOLUTIONS FROM SEED TO TABLE

Web, mobile, GIS, and IOT solutions empowering producers and businesses in global supply chains.

**KOLTIPAY**



## RESPONSIBLE DIGITAL FINANCE AND PAYMENTS

Integrated fintech platform for cashless payments, loans, savings, micro-insurance, and bill payments.

**KOLTITRADE**



## AGRI-INPUTS DISTRIBUTION AND CROP TRADING

Distribution of high-quality agri-inputs and single-origin crop post-harvest processing and trading.

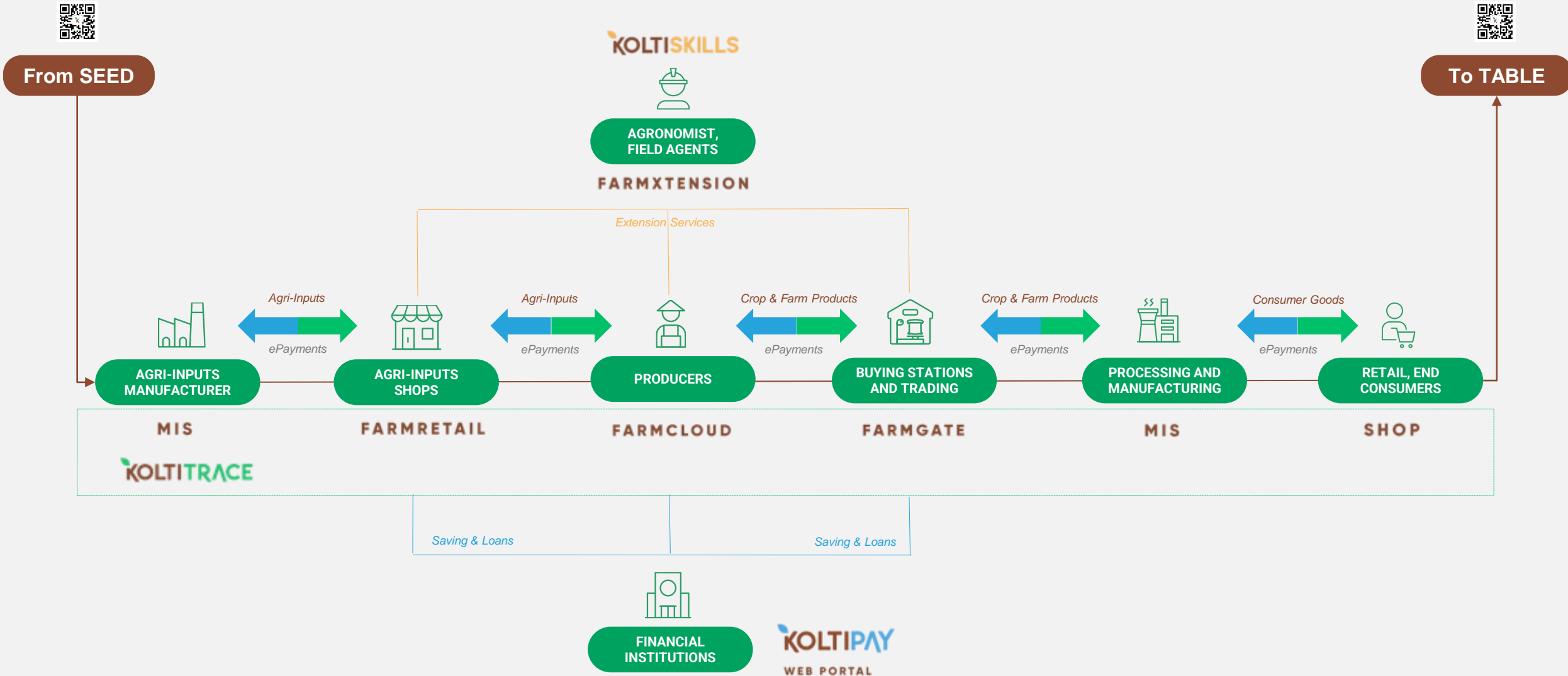
**KOLTISKILLS**



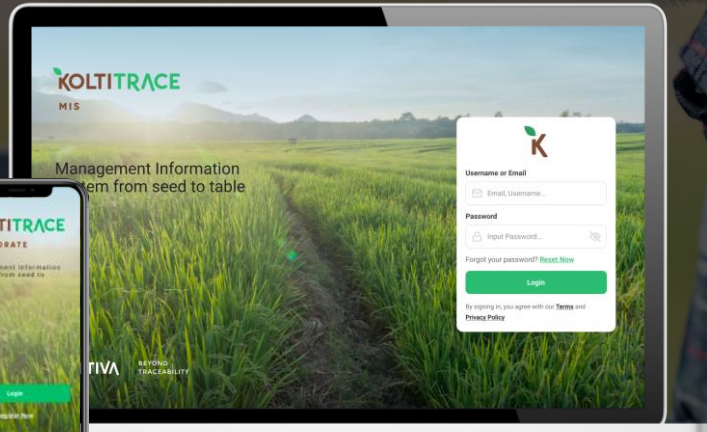
## PROFESSIONAL SERVICES BEYOND TRACEABILITY

'Boots on the Ground' for extension services, farming support, and carbon monitoring.

# Our Holistic Tech & Service Solutions



# KoltiTrace MIS, Integrated **Multi-Crop Platform** for Businesses and Producers



## Farm Management

Farmers data profile, training metrics, register and survey suppliers, interaction with farmers and producers including price notifications.



## Traceability Data-Proven

Crop production traceability with complete farmers, producers, data profile and verified digital transaction from seed to table.



## Geo Location Mapping

Advanced geo-location mapping for verified supply chains. Map production units and fields.



## Supply Chain GHG Assessment

Seed to Factory Scope 3 GHG emissions, including mapping deforestation and emissions from historic Land Use Change (LUC).



## Connected with IoT

Automate data exchange with smart farming technology solutions with digital scales, portable soil analysis, and solar-powered weather station.



## Extension Services

Farmers and producer surveys, polygon mapping of farm boundaries, training and coaching registrations, including access to agriculture knowledge & material.

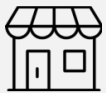


# KoltiPay, Responsible **Digital Finance** for the Agriculture Sector



## Premium Distribution

Execute premium payment distributions to farmers and suppliers with affordable cost, easy-to-use single dashboard.



## Agri-Input Purchasing

Agri-input purchasing process from farmer to kiosk, distributors, and manufacturers with cashless payments.



## Manage Loan Application

Easy access to loan application, credit scoring with Machine Learning (ML), verify & approve loans, repayment monitoring.



## Crop Procurement

Procure farmers' crop with ease and select payment options with split cash- and cashless transactions to eWallet and virtual accounts.



## PPOB

Payment point online bank is available to allow users pay electricity bills, internet packages, phone credits, etc.



# KoltiSkills, Extension Services Beyond Traceability

Koltiva's 'boots-on-the-ground' extension services support companies to implement sustainable sourcing efforts in the first mile of global value chains. Koltiva deploys hundreds of Field Agents globally to work directly in producer communities.

## KOLTISKILLS

Koltiva's Field Agents support businesses and producer communities to accelerate the adoption of sustainable production practices, which in turn improves their income and protects the environment.

Through training and surveying activities, KoltiSkills offers critical support for our clients' sustainable sourcing projects by using a combined technology and human interaction approach.



### SUPPLY CHAIN MAPPING AND VERIFICATION

Producer surveying to map the origins of your products, verify farm production practices and emissions, and ensure compliance to your sustainability standards (or third-party certification standards).



### TRAINING AND COACHING

Group training to raise awareness of sustainable practices and one-on-one coaching to support producer households in implementing their farm development plans.



### PRODUCT TRACEABILITY

Monitoring for supply chain actors in the field to verify product segregation and support quality control, from seed to table.

# KOLTITRADE

Koltiva applies competitive pricing in agri-inputs distribution from factories and nurseries to small shops in rural areas, also for single origin sourcing to provide sustainably grown raw materials to factories.

## KoltiTrade **Distribution of Agri-Inputs** and Single Origin Crop Trading



**KOLTITRADE**  
INPUTS

Disrupting and improving agri-inputs trading with proprietary technology.

Vertical integration and service bundling to improve local agri-inputs distribution.



**KOLTITRADE**  
SINGLE ORIGIN

Disrupting and improving farm-produce trading with proprietary technology.

Vertical integration and service bundling to improve local trade of high quality and single origin crop procurement.

# Our Executive Team



**Manfred Borer**  
Chief Executive Officer

**Manfred** has over 20 years' experience in entrepreneurship and 16 years in rural development and working alongside multinational companies' agriculture supply chains.



**Bernard Chevalier**  
Chief of Staff

**Bernard** has over 12 years of experience in leadership, organizational development, and project management in various executive positions in different Swiss companies



**Ainu Rofiq**  
Chief Project Implementation Officer

**Rofiq** has more than 15 years experience in community development with technology and social agriculture.



**Furqonuddin Ramdhani**  
Chief Technology Officer

**Dhani** has more than 10 years experience in software development and data warehousing.



**Michael Perera**  
Chief Product Officer

**Michael** has 15+ years of experience in Strategy, Operations, Product, Commercial across B2C, B2B, and B2B2C domains (Tech, Consulting, Telco, Insurance)



**Tika Sylvia**  
Chief Marketing Officer

**Tika** has 10+ years of experience in leading B2B2C across various industries, Logistic, Prop-Tech, and eCommerce.



**Ria Arianti**  
Chief HR Officer

**Ria** has 22+ years of services as management consultant, HR Practitioner and business partner in Asian and European countries.



**Markus Sauter**  
Chief Financial Officer

**Markus** has been 10+ years in financial industry and worked as the CFO in an Indonesian bean-to-bar chocolate manufacturer start up.



**Florian Reimer**  
Chief Climate Officer

**Florian** has more than 12 years of experience in sustainable development in Global South, corporate sustainability action & commodity supply chains.



**KOLTIVA**

BEYOND  
TRACEABILITY

[koltiva.com](http://koltiva.com)

[info@koltiva.com](mailto:info@koltiva.com)

[Linkedin](#)

[YouTube](#)

