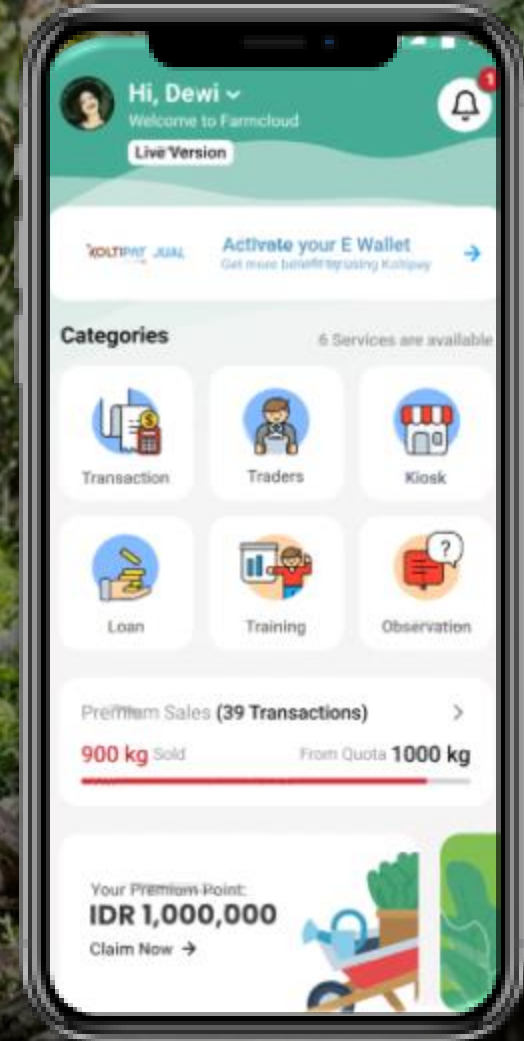




# Enabling Global Supply Chains to be Inclusive, Climate-Smart, and Traceable

BEYOND TRACEABILITY







We help **6,300+ enterprises** achieve traceable and resilient supply chains

We help **750,000+ 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.

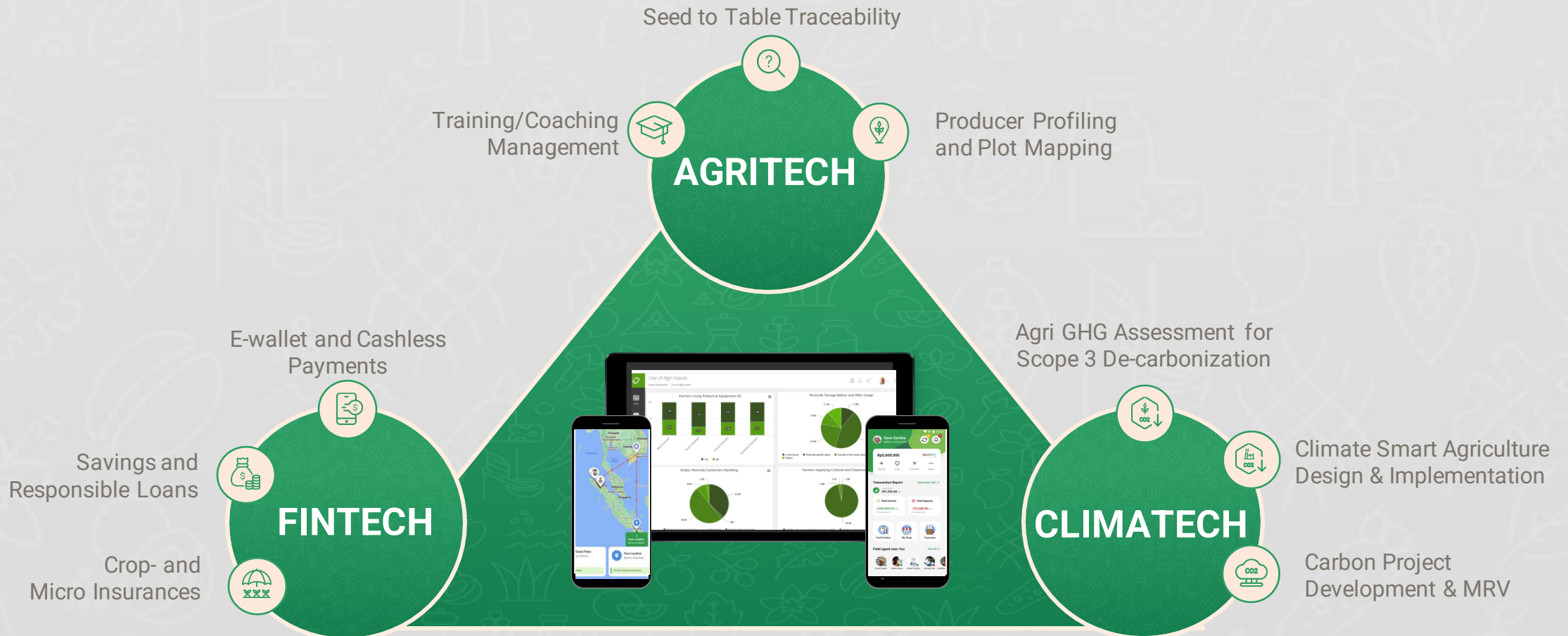


# Our Mission

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, carbon, 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

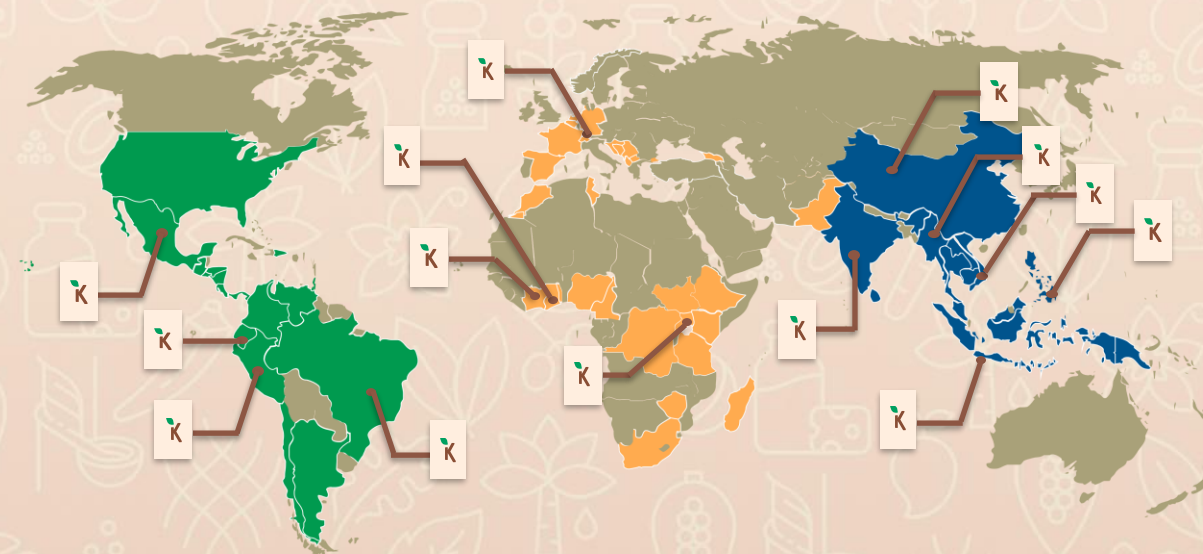
Active Projects

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



SwissCham  
INDONESIA



Global Platform for Sustainable  
Natural Rubber (GPSNR)



CERTIFIED SUSTAINABLE PALM OIL  
RSPO



Partnership for  
Indonesia's Sustainable  
Agriculture



Cocoa  
Association  
of Asia



## AWARDS:



GrowAsia



Digital  
ASEAN  
Program



ClimaTech  
RUN 2022



UPLINK



WORLD  
ECONOMIC  
FORUM



GRAFT  
2021  
CHALLENGE VIETNAM



Office of the  
Secretary-General's  
Envoy on Youth



United Nations  
Office for South-South Cooperation



YOUTH  
SOUTH 4



Youth  
Innovation Summit



UNDP



UNFPA



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

125,000

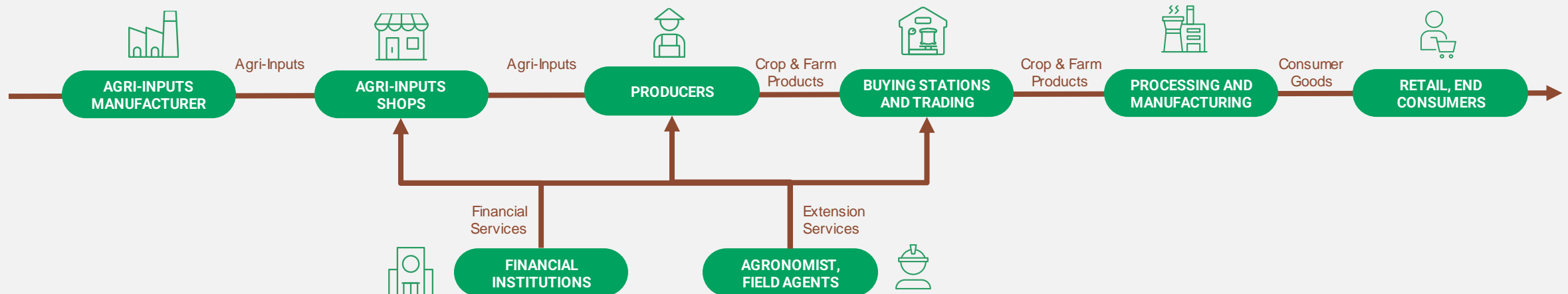
Active Producers and Enterprises

1.3 million

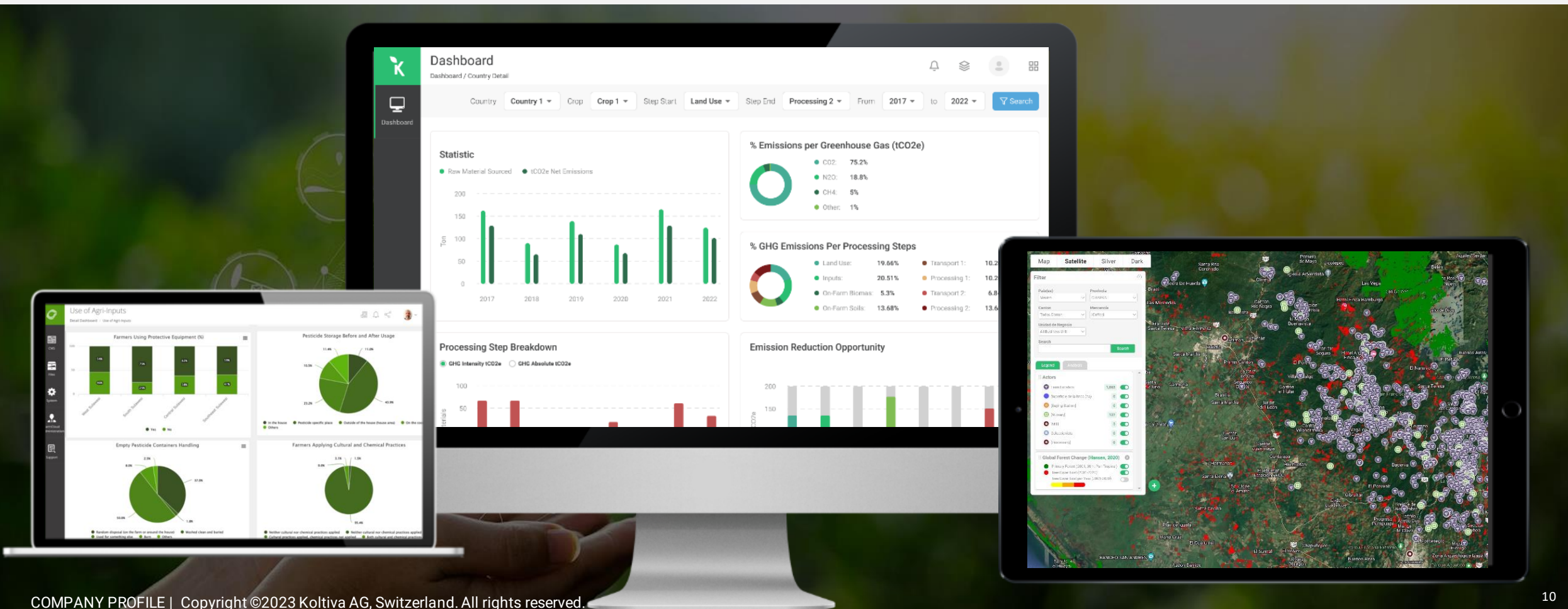
Seed to Table Transactions

\$ 400 Mn

Gross Transaction Volume (GTV)



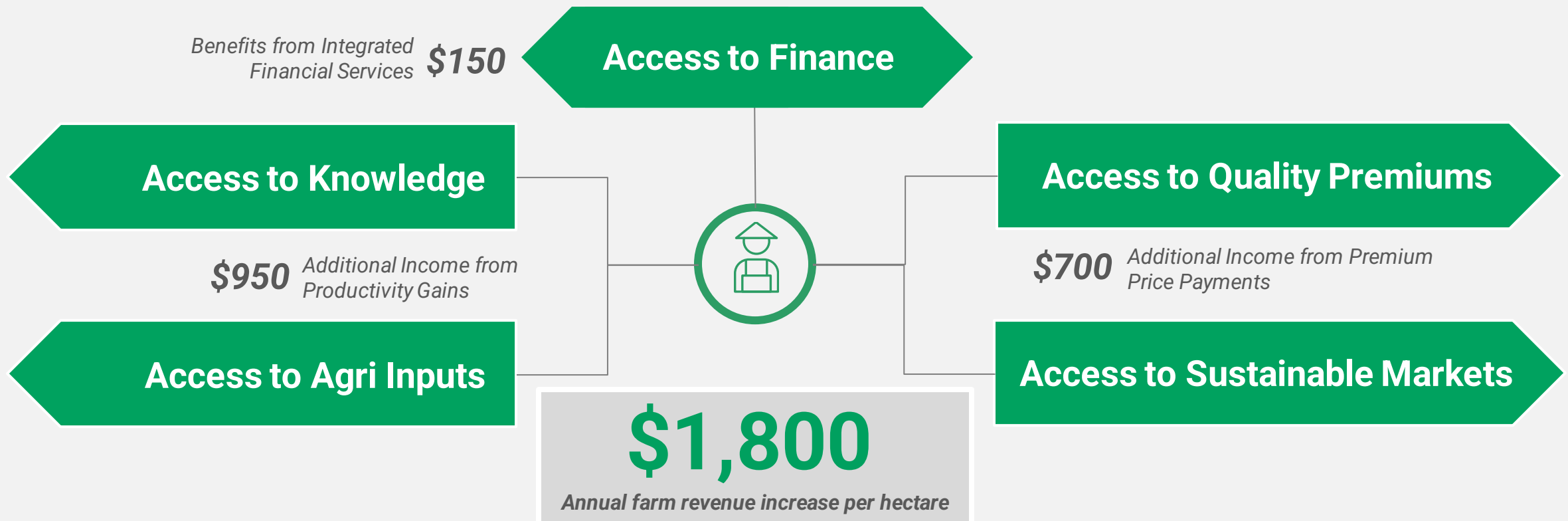
# We integrate complex data, support sustainability compliance for our clients' whole supply chain





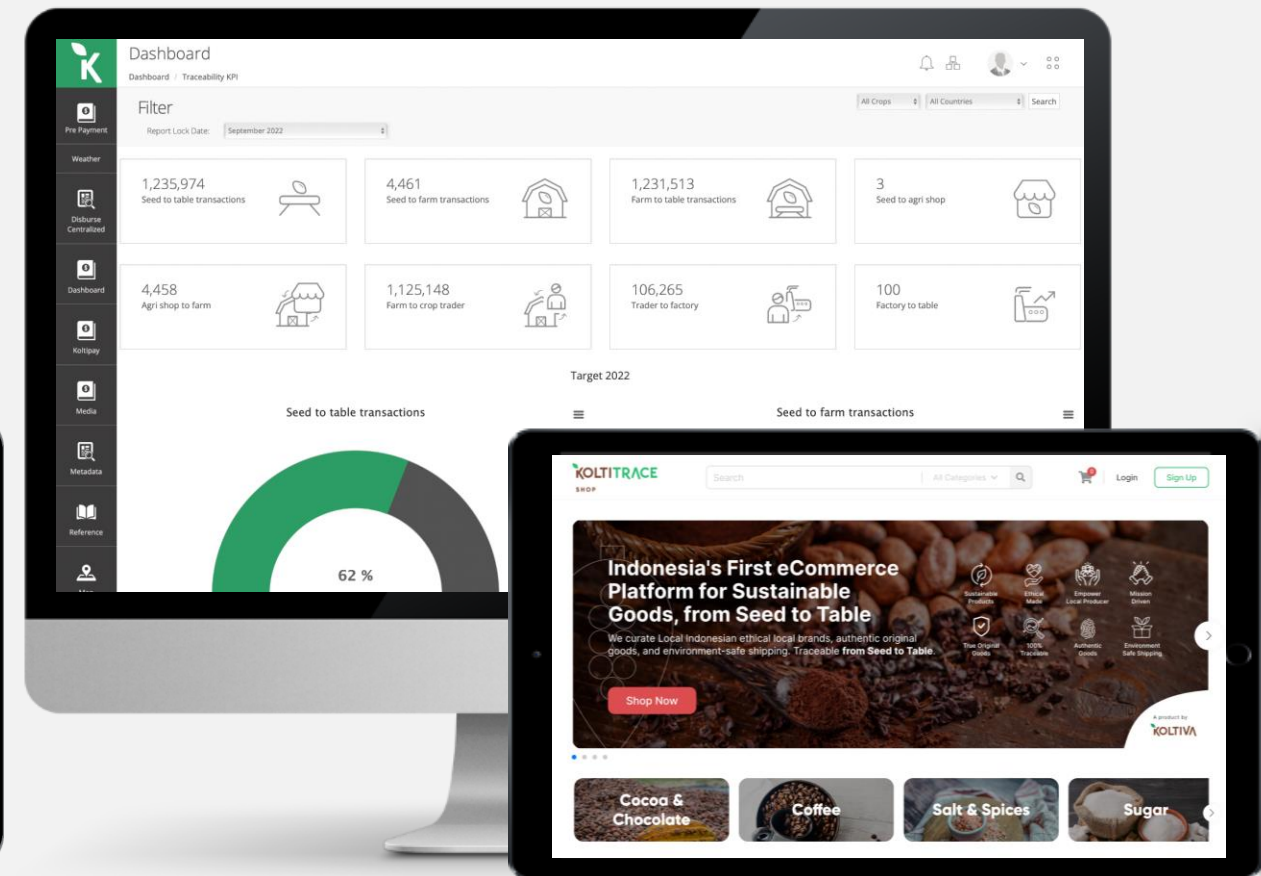
# We improve farm productivity, and increase producers' income up to 4x

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





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





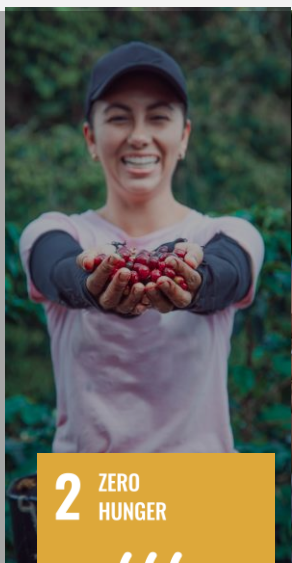
# Businesses Need Holistic Innovations **to Achieve the Impact** of Sustainable Economic Growth



**1** NO POVERTY



The need for a holistic solution to improve livelihood.



**2** ZERO HUNGER



Achieve food security and promote sustainable agriculture.



**5** GENDER EQUALITY



Achieve gender equality and solve discrimination.



**8** DECENT WORK AND ECONOMIC GROWTH



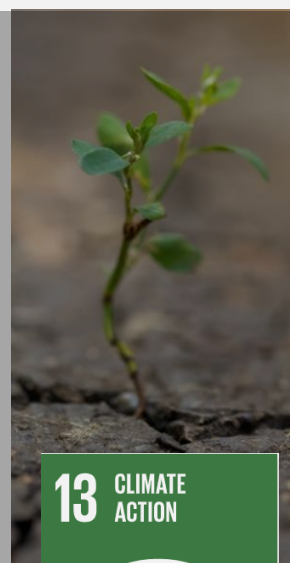
Promote farm productivity, labour market challenges.



**12** RESPONSIBLE CONSUMPTION AND PRODUCTION



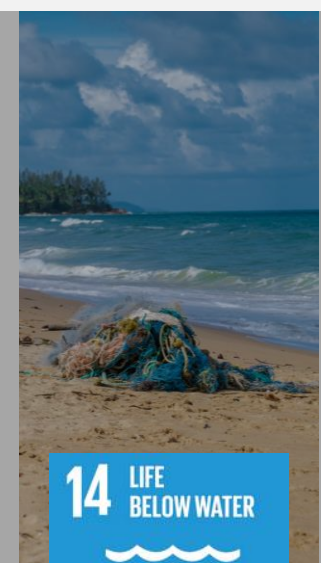
Ensure sustainable consumption & production pattern.



**13** CLIMATE ACTION



Take urgent action to combat climate change and its impact.



**14** LIFE BELOW WATER



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



**15** LIFE ON LAND



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-, AND CROP-, TRADING

Distribution of agri-inputs, single origin crop processing and trading.

**KOLTISKILLS**

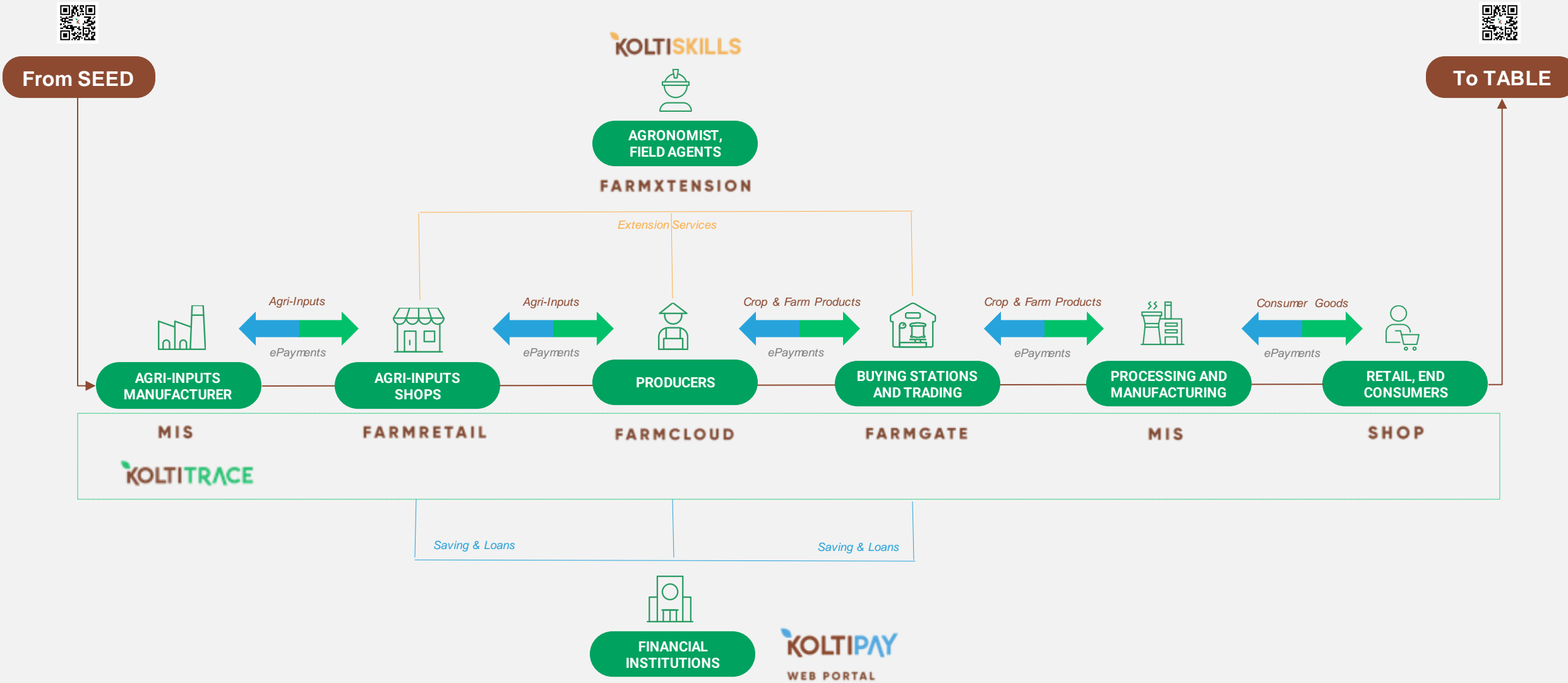


## PROFESSIONAL SERVICES BEYOND TRACEABILITY

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



# Our Holistic Tech & Service Solutions



KOLTITRACE

# 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.

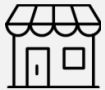


# KoltiPay, Responsible **Digital Finance** for the Agriculture Sector



## 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.

On the other side, our climate team works on blue carbon sequestration (ponds and cages in coastal areas) as well as carbon sequestration from soil and trees in rural landscapes.

## 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](https://koltiva.com)

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

[Linkedin](#)

[YouTube](#)

