

A decade and a Half of Impact: THE CROPIN CHRONICLE

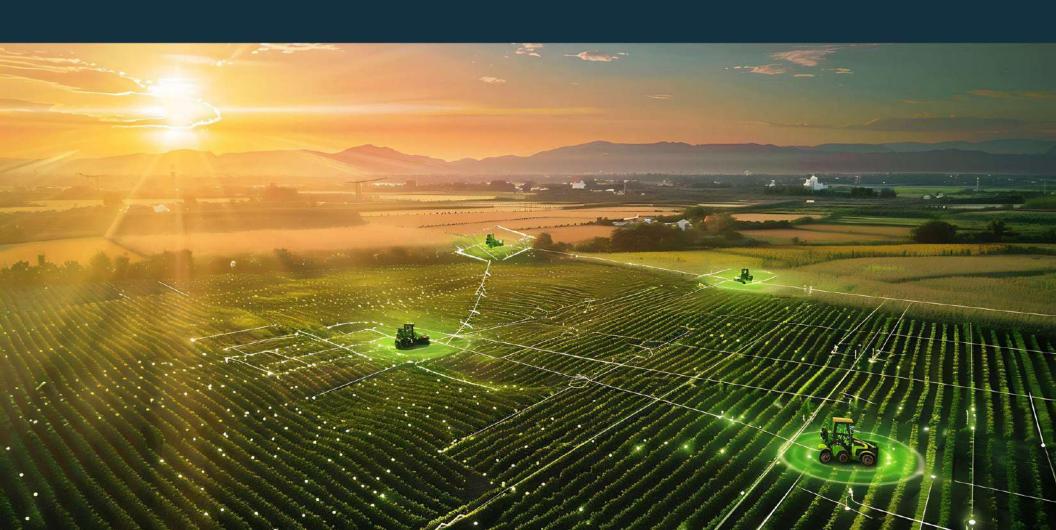


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Foreword

This book celebrates the mission, vision, & dedication that transformed 10% of global farmlands. When we began our agricultural transformation 15 years ago, the idea of leveraging technology in agriculture was just a whisper on the wind. Today, as you hold this book, you're not just looking at a collection of stories and milestones; you're holding a testament to a movement. This foreword is an invitation to witness the profound transformation of an industry, guided by a singular, unwavering vision: to leverage technology to build food systems that are profitable for farmers, predictable for businesses, and sustainable for our planet.

This book chronicles our past, celebrates our present, and casts a bold light on our future. It is a tribute to our customers, investors, partners, innovators, and farmers who believed in transforming agriculture for the better, and a testament to the data points that became powerful narratives. It is also a declaration of our commitment to a world where every acre, every harvest, and every human is empowered by intelligence. Join us in this journey from intuition to insight, from uncertainty to resilience.

103 COUNTRIES & COUNTING

Mission: To maximize per-acre value by empowering every agri-food stakeholder with intelligence, efficiency, and sustainability at scale.

Vision: Transforming food and agriculture with a digitization, data, and Al-first approach.



Fifteen years ago, we began with a simple belief that technology could unlock the true potential of agriculture and empower those who feed the world. Today, as Cropin completes 15 years, I'm inspired by how far we've come and even more excited about the road ahead. This milestone is not just a celebration of our journey, but a reminder of our responsibility, to keep innovating, to serve agri-food businesses, support farmers and food systems with resilience, and to create a future where every harvest is smarter, more sustainable, and more hopeful for generations to come.





he very foundations of the global agricultural ecosystem have been profoundly reshaped.

Challenges deemed distant when Cropin was conceived are now undeniable realities.

- Relentless climate change chaos
- Broken agri-food supply chains
- Escalating demands of a surging global population
- Geopolitical risks, and unpredictable tremors of trade disruptions

The confluence of these forces have pushed the entire agri-food value chain to a critical tipping point impacting everything right from the fundamental act of cultivation to how food is ultimately procured and consumed. Agility is a must, a strategic imperative that calls for reimagined business models: inherently connected, planet-friendly, and deeply consumercentric. We need a united ecosystem – a formidable collaboration of visionary experts, relentless innovators, and forward-thinking industry leaders.

This is precisely the landscape Cropin, the planet's most advanced Al platform for food & agriculture pioneered for the past 15 years.

We observed shifts. And built the foundational intelligence to navigate them.

Our advanced agri-intelligence platform is actively computing 10% of the world's croppable land across 103 countries, transforming operations of over 100 B2B customers. We've meticulously digitized 30 million acres of farmlands, positively impacting over 7 million farmers worldwide. Fueling this monumental scale is our proprietary crop knowledge grid, the tell tale signs of 400 crops and 10,000 varieties. This comprehensive foundation has powered the Cropin Cloud to deliver predictive intelligence for over 1 Billion acres of farmland globally.

The Heroes of Our Collective Journey















































As we mark our 15th anniversary, this book celebrates not just our journey, but the collective resilience and innovative spirit of an industry. These true heroes are embracing a future where technology and agriculture converge to ensure a profitable, predictable, traceable, and sustainable food system for generations to come.

At Cropin, our relentless commitment is to deliver a tangible, positive impact for all -

- Enable Agri-food businesses future proof their operations and enhance profits
- Assist Governments, Development agencies and
 Nonprofits foster food security for a hunger less world
- Empower Farmers achieve higher yield per acre and better livelihoods
- Help society and our planet thrive in harmony

This transformative journey has been propelled by the unwavering belief and strategic investments from Google, Bill and Melinda Gates Foundation, Chiratae Ventures, ABC World Asia, British International Investment, Beenext, and Ankur Capital, to name just a few who share our mission.



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According to Felix Niedermayr, Head of Agricultural Competence Center, Loacker, "Cropin has been a trusted partner for Loacker in our commitment to promote an inclusive and sustainable economy and drive responsible business management. We worked with them on the 'Italian Hazelnut Groves' project to source 100% sustainably produced Italian hazelnuts via our farms and long-term contract farming partnerships. We used Cropin's farm management and supply chain traceability solutions to ensure complete transparency, sustainability, and traceability in our hazelnut production value chain. On-demand cloud access to Cropin's solutions gave us the scalability, agility, and flexibility needed to achieve our objectives and stay true to our business and social commitments."

The Genesis: Sowing the Seeds of Transformation

Fifteen years ago, the very concept of "Agritech" barely existed. The Silent Struggles of Farmers Facing Daily Distress; Farmer Livelihoods at the Mercy of Intuition and Unpredictable Weather; were daily News.

Amidst this uncertainty, Cropin's bold vision emerged from a rented apartment. What if every farm could also be precisely managed like a factory—traceable, predictable, and sustainable?

It was with this singular, audacious goal to empower farmer livelihood that Cropin was founded in 2010.

We set out to transform farming from an art of intuition into a science driven by data. While other industries rapidly embraced technology, agriculture lagged.

This profound gap became our initial proving ground. It was marked by

- Limited farm visibility
- Slow tech adoption
- Vast data deficiencies

Where It Began: Sowing the Seeds of Digital Transformation

The critical **first milestone** in our journey was the launch of **SmartFarm, now Cropin Grow.** This foundational product – a simple scalable farm monitoring and digitization app. It meticulously standardized farm operations and empowered effective management, with the core aim of **maximizing yield per acre.**

The early proof-of-concept pilots and initial client engagements quickly demonstrated the transformative power. Cropin achieved

- Critical product-market fit
- Onboarded enterprise customers
- Secured vital seed funding
- Our team of innovators grew



As we expanded, our 2nd **milestone** was to build a truly **geo- and crop-agnostic scalable platform**, adaptable to the nuances of local crops, climates, and conditions. Our ambitious entry into new international markets, including **Latin America and Africa**, truly marked Cropin's first major step onto the global stage. Our data footprint exploded, digitizing millions of plots, generating **trillions of invaluable datasets** from farms worldwide, creating an unparalleled data moat.

This period marked Cropin's many firsts

- Deployment of farm-to-fork traceability
- Development agency partnerships
- Driving the digitization of agriculture across global markets

We started proving that technology could eliminate the uncertainties associated with farming, making it predictable, traceable, and sustainable.



Envisioning an Al-Powered, Intelligent Agriculture

As our operations scaled, so did our understanding of the power of data, and we conceived Cropin Al Labs. Our data laid groundwork for our advanced intelligence and began to tell stories, and we were listening closer than ever before. We began building early models for crop health, risk, and yield. We understood what our customers wanted – a place to manage farms, collate data & derive intelligence. This powered our third and most significant milestone, the launch of Cropin Cloud, proudly hailed as "the world's first intelligent agriculture cloud."

This modular cloud-native platform integrated a revolutionary 3-layer stack:Intuitive Applications Layer + Robust Data Hub, + Intelligence Layer
powered by Our Vast Crop Knowledge Grid!

It is serving diverse use cases for food retail, CPG and FMCG companies, seed producers, and governments alike. Today as agri-food systems are accelerating their adoption of technology globally, Cropin has been at the forefront, meaningfully solving challenges. In a sector so deeply intertwined with our very existence, we constantly innovate laying the groundwork for a future where agriculture thrives on intelligence.





Transform Lives of Smallholder Farmers

The Alliance for a Green Revolution in Africa (AGRA), deeply understands the struggles of African smallholder farmers. It sought to empower African farmers fostering innovation and knowledge through digital transformation powered by Cropin.

Location: Mozambique; Mali; Burkina Faso; Nigeria; Ghana; Tanzania

- Granular, transparent reporting on critical progress and impact metrics
- Effective timely program management for farmer enablement and empowerment
- Increased yields and income of farmers
- Farmers learned to adopt Climate Smart Agriculture to beat changing weather
- Reached and equipped 2.197 farmers with the knowledge to thrive
- Trained and transformed 8016 Advisors into local agripreneurs

Improving Food security: Kenya/Nigeria

Facing widening food security challenges, Kenya and Nigeria grappled with increasing maize and rice production deficits, further threatened by climate volatility and a lack of actionable agricultural data. Cropin's groundbreaking pilot project leveraging remote sensing and AI offered these nations critical insights on acreage trends, granular production and uncovered causative factors for decline in production.

- Uncovered 17% decline in overall production across both countries (base year - 2023)
- Delivered 5x5 km grid-level insights, splitting Kenya into 37,000+ grids
- Enabled data delivery in hours, not months, for rapid decision-making
- Identified ~30% production drop in key regions like
 Nakuru and Kakamega due to climate impacts
- Empowered proactive policy formulation to improve national food security.



Drive Sustainable Agriculture with Digitalization

Godfrey Phillips India (GPI), a subsidiary of Modi Enterprises, crafts premium tobacco experiences with iconic cigarette brands. GPI partnered with Cropin for Sustainable Tobacco Program (STP) to promote eco-friendly tobacco cultivation. It prioritized sustainable practices aimed at minimizing environmental impact, people safety and overall socio-economic growth of the farming community

Location: India

- 100% Digitization of leaf operations
- Improved credibility with buyers
- Total compliance on forced or child labor
- Captured all aspects of CSR & cost of production
- 115,333 assets digitized
- 31,357 farming families positively impacted
- 2,500,000+ unique data points captured





GPI is amazed at the speed and the ease with which Cropin platform captured data, greatly minimizing the errors. Options of geofencing, alert raising, activity schedule based on rate of transplantation, crop stage photos, automatic calculation, and farmer-digitized signatures have taken the data capturing process to new heights. This has brought transparency to the operations, winning the trust & confidence of customers, consumers, stakeholders, and auditors. It has become GPI's pride and the tobacco industry's envy."

YS Patil, Deputy General Manager - Leaf, Godfrey Phillips India "





Control Counterfeit Seeds with End-to-end Visibility: PAGREXCO

Rampant sale of spurious and sub-par potato seeds impacted credibility of Punjab-grown potato seeds.

To address this PAGREXCO partnered with Cropin to ensure traceability, enhance the overall quality of seeds produced and implement the first-of-its-kind 'Seed Potato Traceability Solution'. The platform enabled total visibility and transparency across all processes and stages in potato seed production and streamlined the seed certification process.

- Establish seed traceability & control counterfeit seeds
- Geotag farm plots to establish the origin of seeds
- Adhere to national & international quality standards
- Create QR code-based tags for Punjab's Seed potato growers
- Empower Five Rivers brand to market its own certified brand

Interoperable Platform to Standardize Global Seed Operations

One of the top-three global seed producer, with 2500+ seed varieties faced significant challenges to make informed decision due to inconsistent manual data collection, lack of real-time visibility and end-to-end traceability across its extensive global network. This leader deployed the Cropin Cloud platform to seamlessly integrate existing systems and standardize its global operations.

- Multi-lingual support in 15+ regional languages, offline data collection in remote areas, adopting regional nuances
- Granular, near real-time visibility across multi-country operations
- Enhanced process transparency and customized data analytics for decision-making
- Established pre-commercial traceability and boosted productivity
- 80% of global seed production actively optimized





Securing the Highest Quality Ingredients

For nearly a century, Loacker, the iconic Italian wafer brand beloved for its confections, particularly 'Quadratini' prioritized unparalleled taste and quality for its consumers meaning sourcing ingredients of highest standards.

To secure their commitment to 100% sustainably produced, top-quality ingredients, Loacker deployed Cropin's end-to-end Agritech capabilities.

- Digitization assured transparency and sustainability at the source.
- End-to-end traceability was established with precise output prediction.
- Enhanced farm management with data capture, monitoring enabled agile decision-making.
- Harvested 2,000+ tonnes of high-quality hazelnut, powered by data.
- 85+ farmers; 95+ plots; 225+ acres of audited area



Today, Cropin stands at the forefront of a profound transformation, moving beyond a leading Agritech player to become the world's largest deployed Al platform for the food and agriculture sector. Our journey, from empowering farmers to securing global food systems, is on fast-track, driven by cutting-edge Al and a relentless focus on our customers' most pressing challenges.

What do we do at Cropin?

We have gained clarity over a tenth of the planet's cultivable surface. Our advanced platform meticulously computes over 1 billion acres of global croppable land – with 85-95% accuracy. This monumental scale is forged from deep experience: standardizing farm operations and organizing vast crop data. Our growing repository now holds over 0.5 billion crop data records and manages 40,000 unique, custom workflows tailored to distinct crops and regional nuances.

We process:

- 1 million images each quarter
- 0.5 million new field observations per month, continuously deepening an unparalleled "data moat" that provides insights no one can match.

This extensive digital twin of global agriculture is engineered to

- Shatter data silos
- Standardize fragmented global operations,
- Deliver unprecedented predictability in sourcing, yield and quality of fresh produce

We proactively model climate change to pre-empt production disruptions, and lead efforts in enabling compliance, ensuring food security, and driving comprehensive sustainability across the value chain. Today, we partner with some of the world's leading retailers and CPG companies to develop efficient, sustainable sourcing strategies, de-risk their supply chains, and navigate geopolitical challenges!



With Cropin technology, we are trying to produce better seeds, this means better income for our farmers, and our staff is motivated to push to the next level, which is Al. Everyone has been very supportive of this project from the beginning, as it is simplifying their lives

Michel Devarrewaere, VP Production & Projects, East-West Seed

Knowledge at Farmers' Fingertips: The Power of aksara .

Recognizing a stark disparity in Agriitech adoption, particularly the knowledge gap among smallholder farmers in the Global South, Cropin launched aksara. This open-source Micro Language Model, developed on Mistral was purpose-built for agriculture and is pivotal to democratizing knowledge. As a frugal and scalable solution, aksara is designed to empower the small landholders cultivating roughly 35% of the world's food. Through simple Q&A prompts aksara provides contextual, accurate, and actionable insights on Climate-Smart Agriculture (CSA) & more.

Introducing Cropin Sage: The Future of Agri-Intelligence

Sage is the planet's first real-time, Gen Al-powered agri-intelligence solution, a true Al-in-the-loop farming companion and the ultimate digital twin for the global food system powered by Google Gemini. Sage converts the world's agricultural landscape into a proprietary grid-based map, delivering intelligence with unprecedented scale, accuracy, and speed at resolutions as granular as 3×3 meters.



Sage fuses Generative AI, multi-layered global climate data, our extensive crop knowledge grid, earth observation data, and advanced crop models. This synergy unlocks immense potential in crop production planning, enabling decision-makers to query crop performance in their native language and gain insights into productivity, climate, and soil. Sage empowers food processors, CPG and Food Retailers, seed manufacturers, and governments "time travel" to instantly visualize optimal growing zones, forecast potential yields, and understand climate impact globally. It delivers

hyperlocal, predictive intelligence simplifying decision-making for sustainable, resilient agriculture, optimizing supply chains, mitigating risks, and ensuring food security.

Sage enables agri-food businesses to decode the past, analyse the present and predict the future data on crops and crops performance, effectively future-proofing fresh produce supply chains against climate impacts, and geopolitical conflicts.





An Agristack Revolutionizing Mexican Agriculture

Mexico's agriculture historically hampered by a significant technological lag, faces a complex web of challenges for smallholder farmers, leading to low productivity and food insecurity, further intensified by climate change. To bridge this, FIRA was mandated to drive financial inclusion, technical innovation, and critical market insights.

FIRA deployed the Cropin Cloud platform, that could onboard 4,00,000 farmers to enable

Impact

- Financial inclusion of smallholder farmers
- Regional intelligence for policy formulation & food security
- Daily & weekly weather bulletins
- Real-time crop health monitoring

100+ crops II 78 Million grids II 40+ weather parameters analyzed II 38+ raw indices tracked





Secure Supply Chain with AI & Deeptech

Walmart's procurement teams faced challenges balancing quality, cost, and shelf life amidst unpredictable weather, limited supplier visibility, and fragmented data. Walmart turned to agri-intelligence at regional and supplier level, to optimize their strategies. Cropin's Agri-Informed Neural Networks (AINN) unlocked regional insights even with limited data. We enhanced farm and supply chain visibility, accurately predicted produce quality, estimated yield with improved precision at 75% crop maturity. Cropin empowered Walmart to transform its procurement from reactive to predictive.

Impact

- Optimizing Walmart's fresh produce supply chain
- Ensuring a steady supply of high-quality produce
- Mitigating weather, market and supply chain disruption risks
- Reduce waste and enhance efficiency

Location: North America, Mexico, Peru & Chile

Crops: Strawberry & Grapes

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Tech innovation is what drives real-world solutions to move forward to a globally resilient supply chain," said Kyle Carlyle, **Vice President of Sourcing Innovation** and Surety of Supply, Walmart. "By collaborating with Cropin, it enables Walmart to further streamline sourcing practices and better predict yields using their real-time Gen-Al technology. We are always looking for new ways to innovate, and Cropin demonstrates our bold innovation goals in the agriculture space.



Enabling Climate Smart Agriculture (CSA)

PepsiCo, committed to responsible local sourcing, required consistent supply of high-quality potatoes for its Lay's chips in India. Farmers here struggled to optimize inputs, lacked actionable weather insights, while threats like blight and frost could decimate harvests.

To secure both quality and quantity, PepsiCo India partnered with Cropin, launching the Crop Intelligence Model for India. Cropin's advanced AI/ML and satellite data delivered agri-intelligence on weather, crop health, disease early warning, yield estimation 45 days in advance, crop stage progression, harvest date prediction, water stress identification. Through live, interactive dashboards and a user-friendly mobile app, Cropin could improve productivity and farmer income.

- 90% + adaptability of climate-resilient farming practices
- Upto 25% increase in yield
- Reduction in crop pandemic threat by 80%
- Farmer income could increase by \$55/acre
- Efficient procurement planning and increased productivity

Doubling Down on Europe to Advance Tech-Led Regen-Ag

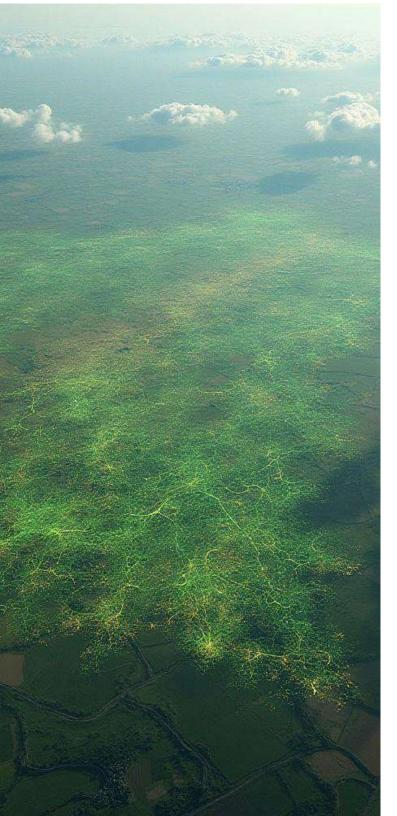
FIRST Potato – Field Intelligence for Regenerative Agriculture and Sustainability in Potato Farming powered by EIT Food's Impact Funding Framework aims to accelerate regen ag adoption across Europe. Cropin's Al-powered Decision Support System (DSS) seamlessly integrates crop-specific intelligence, real-time field data from sensors, satellite images, weather data & stations, and IoT devices with our proprietary data models and predictive analytics.

FIRST Potato delivers plot-specific daily advisories, tailored to each farm's unique soil and microclimate. This is expected to drive economic benefits of Euro 410/hectare through enhanced soil health, reduced environmental footprint, and improved yields making regenerative agriculture economically attractive and scalable.

The project expects to deliver

- 5% yield increase
- 15% pesticide reduction
- 5% lower water use
- 1.5% higher solid content





Driving Climate Resilience & National Food Security with ADPC

Climate change was devastating smallholder farmers in Bangladesh and Sri Lanka, impacting national food security. To empower these communities, the Asian Disaster Preparedness Center (ADPC), supported by the World Bank, partnered with Cropin to transform farming practices to boost yields and enhance food security at a country scale.

Cropin's Al-powered platform combined weather and satellite data with its proprietary crop knowledge graph to deliver critical agri-intelligence. We effectively digitized and geotagged farms, provided crop-variety-specific Package of Practices (PoP). We enabled real-time monitoring of crop growth and progression, offered agro-climatic insights and personalized climate-smart advisories, and delivered hyperlocal insights into potential weather events 7-12 days in advance to mitigate risks.

The project empowered 8000+ farmers in Sri Lanka & Bangladesh, sharing 65,000+ climate smart farming advisories

- 90% Adoption rate
- 92% Farmer satisfaction rate
- 30% Increase in crop yields
- 23% Reduction in crop loss



By engaging innovators such as Cropin with a strong presence on the ground and the tools and technology to reach communities at the grassroots level, we're able to realize our mission more effectively.

Adnan Alam, Regional MEAL [monitoring, evaluation, accountability, and learning] specialist, ADPC





Unlocking Strategic Growth with Cropin Intelligence

Our client needed agricultural intelligence at regional level to de-risk their food supply chains and identify optimal regions for strategic diversification in China amidst a changing climate to balance supply-demand efficiently.

Cropin offered unparalleled accuracy to make data-driven expansion decisions powered by our dynamic LULC maps, advanced AI/ML models and proprietary Crop Knowledge Grid. The granular insights, could transform reactive responses into proactive action ensuring brand readiness and supply chain resilience.

We Offered

- Contact-Free Cost-Effective Analysis with non-invasive satellite imagery.
- Scalable Precision Guidance with accurate intelligence on crop identification, yield potential, acreage trends and more across diverse regions and crops.
- **Multi-horizon Insights** historical, real-time, and long-term forecasts for comprehensive planning.
- Proactive Risk Mitigation with advanced disease early warning systems and weather alerts.
- **Sourcing, Forecasting & Logistics** Optimization by integrating production forecasts and harvest timing.



The global agri-food ecosystem demand a new paradigm. Having spent 15 years building the world's largest deployed agri-intelligence platform, Cropin is now poised to lead the industry into its most transformative era.

Our journey has been one of forging a deeply connected ecosystem. Strategic partnerships with giants like Wipro and BCG amplify our reach and expertise, laying the groundwork for unprecedented scale and impact. The future opportunity is clear: address food insecurity, build climate-resilient food systems, mitigate geopolitical risks for agri-food businesses, and help our customers create future-ready sourcing and supply chains. We are building the next frontier - Agentic Al—autonomous, reasoning Al systems that can anticipate, adapt, and act across the agricultural value chain.

Our intelligence will help manage complex farm operations, optimize supply chains globally, and predict food crises before they emerge. Cropin is building this future, leveraging cutting-edge AI tools to ensure a profitable, predictable, traceable, and sustainable food system for generations to come.



From introducing the first industry cloud platform for agriculture, to building the world's largest deployed AI platform for food systems, to pioneering agentic AI and a Generative AI platform for real-time agri-intelligence, at Cropin we've consistently redefined what's possible. As we step into the future, our mission is clear, to harness data, AI, and digitization at unprecedented scale, empowering agri-food businesses with intelligence that makes supply chains predictable, food systems resilient, and sustainability measurable.

Rajesh Jalan

Conclusion

AN INTELLIGENT FUTURE, TOGETHER

Our 15-year journey has been a relentless pursuit of a vision born from a simple question: can we transform agriculture with data? The answer, as this book shows, is a resounding yes.

From our humble beginnings to becoming the world's largest deployed agri-intelligence platform, we have shattered data silos, empowered millions of farmers, and provided unprecedented clarity to global supply chains. The challenges ahead are formidable, but our foundation is stronger than ever. The future of food security, climate resilience, supply chain disruptions and sustainable growth will not be solved in isolation. It will be built upon the collaborative spirit that has defined our past and the groundbreaking intelligence that is defining our present.

This is an inflection point of our story. As we continue to innovate with Agentic AI and forge new partnerships, we invite you to join us in shaping a future where intelligent agriculture ensures a profitable, predictable, traceable, and sustainable food system for generations to come.

At the core of this transformation are our customers, who are building, redefining, and reshaping their operations and business models through AI-first digital transformation. We are merely the catalyst in their journey. What drives us is every step of progress our customers make; exceeding end-user expectations, achieving sustainability goals, solving supply and sourcing challenges, and making fresh fresh produce cultivation intelligent, resilient, sustainable, and future-ready.

The Next chapter is Waiting, and we will write it together!



Founded in 2010, Cropin is the world's most advanced AI Platform for Food and Agriculture. Cropin Cloud, the world's first industry cloud for agriculture, has computed 10% of the world's cultivable lands. Implemented by over 100+ enterprises, Cropin empowers stakeholders to make informed decisions that enhance farming efficiency, productivity, and sustainability. Our teams are spread across India, The United States, Italy, The Netherlands, and Brazil. We have digitized 30 million acres of farmlands and positively impacted over 7 million farmers worldwide. Our crop knowledge grid, spanning 400 crops and 10,000 varieties in 103 countries, powers the Cropin Cloud. We are at the forefront of uniting agribusinesses, development agencies, international organizations, and governments to leverage Agritech systems to transform global food systems and attain climate goals. Cropin is backed by Google, Bill & Melinda Gates Foundation, ABC Impact, and Chiratae Ventures, among other notable investors.