

SatSure, Rabo partners to revolutionize asset-based lending for smallholder farmers

28 July 2023 | News

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SatSure, a global leader in EO space data applications, announced its partnership with Rabo Partnerships. This strategic collaboration aims to drive the access to cash-flow based lending for smallholder farmers globally.

By leveraging satellite data, location intelligence, and machine learning in agricultural loan management, SatSure Sage, a suite of applications designed to empower lending institutions for farmer financial inclusion, aligns with the alliance's Banking Solution. The system provides decision intelligence for farmer credit access, underwriting, portfolio expansion, new customer acquisition, loan monitoring, and loan collection.

David Gerbrands (Global Head of Advisory and Inclusive Business Ventures at Rabo Partnerships). "SatSure's and Rabo Partnerships' combined technology, network and capabilities will allow us to help financial institutions strengthen their risk management, collection, and portfolio growth to the agricultural sector, including small holder farmers. Partnerships will increase farmer livelihoods and sustainable Agricultural Finance across the globe!"

Prateep Basu, Founder & CEO of SatSure, said "collaboration will empower the agri-lending ecosystem to create innovative financial products for unbanked farmers based on the cash flow model rather than traditional land-based collateral, where digitization is still work in progress."

This global partnership will address several challenges faced by banks when developing lending products, including:

- Continuous monitoring of crop health, stress and associated parameters which impact crop performance and farmer's income potential
- Farmer credit access problems in developing countries
- Providing alternate data through SatSure's data products for banks to onboard new to credit and new to bank farmers
- Efficient risk monitoring and mitigation for post loan disbursement with insights from satellite imagery
- Efficient planning of loan collections driven by insights from satellite imagery