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Orbia Netafim's Khang Thinh and Hillridge Technology Partner to Bring Climate-Smart Insurance to Coffee Farmers in Vietnam

Collaboration Leverages Orbia Netafim's Precision Irrigation Solutions with Climate Risk Insurance to Enhance Resilience for Coffee Growers in Vietnam's Dak Nong Province

Tel Aviv, Israel, December 9, 2025 – [Khang Thinh Irrigation Technology JSC](#), the exclusive Vietnamese distributor for Netafim (Thailand) Co., Ltd., an Orbia Advance Corporation's S.A.B. de C.V. (BMV: ORBIA*) Precision Agriculture business, and [Hillridge Technology](#), a leading Australian insurtech firm, announced today a landmark partnership aimed at bolstering climate resilience for coffee farmers in Vietnam. The collaboration has led to the creation of a new climate-risk insurance model that enables insurance coverage for smallholder coffee farmers in Vietnam who adopt precision irrigation solutions, marking a transformative step in advancing sustainable agricultural practices in the region. The insurance is distributed in Vietnam through Mitsui Sumitomo Insurance Group (MSIG) Vietnam, Hillridge's licensed insurance partner.

Through the partnership, comprehensive insurance for 100 hectares' worth of coffee has already been purchased for Vietnamese farmers in the country's Dak Nong province who are adopting Orbia Netafim's precision irrigation solutions. This bundle of precision irrigation and climate-risk insurance comes at a price that makes it accessible for smallholder farmers so they can protect their crops and livelihoods.

Vietnam is the world's largest producer of Robusta coffee, with [over 600,000](#) smallholder farmers comprising the backbone of the sector. However, climate factors such as drought, unpredictable rainfall, and extreme heat are significantly impacting coffee yields and threatening farmers' livelihoods, many of whom are smallholders lacking the resources and risk management tools needed to adapt. This partnership directly addresses these challenges by combining Orbia Netafim's precision irrigation solutions, which optimize water and nutrient usage to increase yield and resource efficiency, with Hillridge's data-driven, weather-indexed insurance products, enhancing agricultural productivity while shielding smallholder farmers from the devastating financial impacts of climate volatility.

As part of this initiative, smallholder farmers can access embedded risk protection when adopting precision irrigation systems and smart farming technologies. This innovative model safeguards farmers' livelihoods while fostering sustainable agricultural practices that can be replicated across other sectors of agriculture in the region, marking the beginning of a broader vision to expand insurance coverage to other irrigated crops and geographies, and introduce additional options, such as drought and wet harvest insurance.

"As Orbia Netafim marks its 60th year of bringing precision irrigation innovation to farmers around the world, the partnership offers a new layer of building agricultural resilience," said Roei Yonai, Director at Orbia Netafim SEA. "By coupling Orbia Netafim's precision irrigation technology and Khang Thinh's nation-wide presence and expertise with Hillridge's climate insurance products, we're empowering Vietnam's smallholder coffee farmers to farm more efficiently and sustainably while protecting their livelihoods and peace of mind."

"This is just the beginning of our work together with Orbia Netafim and Khang Thinh to help ensure smallholders' ability to survive and thrive, even in the face of unprecedented climate risks," said James Symons, Business Development Director APAC at Hillridge Technology. "By interlinking insurance directly with precision irrigation adoption, we are creating a climate-smart farming insurance model, where technology and finance work hand in hand to mitigate risks and help farmers grow with confidence."

The partnership marks a significant step forward in advancing climate-smart agriculture in Vietnam and around the globe, setting a new benchmark for responsible agribusiness and offering both the tools and protection needed to ensure the long-term viability and resilience of coffee farming.

About Orbia Precision Agriculture (Netafim)

Orbia's Precision Agriculture business, Netafim, is the world's largest irrigation company and a global leader in precision agriculture solutions that address water scarcity for a sustainable future. Founded in 1965, Netafim pioneered the drip revolution, creating a paradigm shift toward precision irrigation. Today, by specializing in end-to-end solutions from the water source to the root zone, Orbia Netafim delivers irrigation and greenhouse projects as well as landscape and mining irrigation solutions supported by engineering, project management and financing services. Orbia Netafim is also leading the way in digital farming, irrigation and fertigation through integrating real-time monitoring, analysis and automated control into one state-of-the-art system. With 33 subsidiaries, 19 manufacturing plants, 2 recycling plants and 4,500 employees worldwide, Orbia Netafim delivers innovative, tailor-made irrigation and fertigation solutions to millions of farmers, allowing smallholders to large-scale agricultural producers and investors in over 100 countries to grow more with less™. To learn more, visit: netafim.com

About Khang Thinh

Khang Thinh is the exclusive Vietnamese distributor for Netafim, dedicated to advancing sustainable farming solutions in Vietnam by providing world-class irrigation technologies tailored to local needs. To learn more, visit: irritech.vn

About Hillridge Technology

Hillridge Technology is an Australian insurtech company that developed the country's first automated weather index insurance platform for agriculture. Hillridge partners is partnered with MSIG Vietnam, MSI Guaranteed Weather and leading global Venture Investors to help farmers and Agribusinesses build resilience against climate risks. To learn more, visit: hillridge.com.au or msig.weatherinsurance.com

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