

SUPPLY PLANNING · CLIMATE RISK DATA

A rival origin's rainfall risk becomes six months of extra export volume

KEY TAKEAWAY

Rainfall accumulating in Costa Rica through the second half of 2025, and Helios's forward projection of where it was headed, gave a Central American plantain exporter enough lead time to expand local plantings. It shipped **4 additional containers a month for six straight months**.

BACKGROUND AND CHALLENGE

This company processes and exports plantain, cassava, and sweet potato from Central America into the US market, competing directly against plantain grown in Costa Rica, Ecuador, Guatemala, and Nicaragua.

The company sees its own crop firsthand. A rival origin's growing season is harder to track, and once a competing origin's supply problem shows up in market prices, the window to plant ahead of it has usually already closed.

WHAT HAPPENED

The company's team tracks Helios's climate data across its four watched plantain origins: Costa Rica, Ecuador, Guatemala, and Nicaragua. In 2025, Costa Rica's cumulative rainfall climbed through an unusually wet second half of the year, and Helios's forward projection showed the trend continuing rather than leveling off. That forward-looking read is what the customer pointed to directly as the most useful part of the signal.

"It was because of excess rainfall during 2025 [in Costa Rica]. The impact hit in the second half of 2025. The rainfall accumulation and its projection [were what helped me see it most]."

— Customer feedback, Central American plantain exporter, translated from Spanish (Sep 2026)

THE DECISION

Rather than wait to see whether Costa Rica's plantain supply actually tightened, the company acted early: it expanded local plantings ahead of the disruption, so it could fill the gap a wetter Costa Rican season was likely to open up.

The Impact

+4

ADDITIONAL CONTAINERS SHIPPED PER MONTH

6

CONSECUTIVE MONTHS — AUG 2025 TO JAN 2026

~24

ADDITIONAL CONTAINERS SHIPPED IN TOTAL (4/MO × 6 MO)

1

SIGNAL USED — RAINFALL ACCUMULATION + ITS FORWARD PROJECTION

"Very valuable — it let us export 4 additional containers a month from August 2025 to January 2026."

— Customer feedback, on how valuable the early signal was, translated from Spanish (Sep 2026)

HOW THIS SHOWS UP FOR THE CUSTOMER

None of this required a new tool or a new habit. The team already reviews Costa Rica inside the same platform view it uses for Ecuador, Guatemala, and Nicaragua, so this was the normal monitoring routine, not a special report pulled together for the occasion. The input behind the decision was specific, too: cumulative rainfall measured against its own forward projection, rather than a general storm warning. And it changed what the company actually did. More local planting went out the door as extra containers for half a year.

STILL RUNNING

The same monitoring continues today across Costa Rica, Ecuador, Guatemala, and Nicaragua. Costa Rica is simply the origin where an early rainfall read has already turned into a season's worth of extra volume.