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 Inalma enough lead time to expand local plantings in Honduras. It shipped 4 additional containers a month for six straight months.

BACKGROUND AND CHALLENGE

Inalma is a Honduran processor and exporter of plantain, cassava, and sweet potato, supplying the US market, where it competes directly against plantain grown in Ecuador, Guatemala, Costa Rica, and Colombia.

Inalma sees its own crop in Honduras 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 Inalma team member who reviews Helios's climate data across its four watched plantain origins — Ecuador, Guatemala, Costa Rica, and Colombia — tracked Costa Rica's cumulative rainfall climbing through an unusually wet second half of 2025. Helios's forward projection showed the trend continuing rather than leveling off. That forward-looking read is what Inalma 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]."*
>
> — Inalma, translated from Spanish (Sep 2026)

THE DECISION

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

The Impact

+4	6	~24	1
ADDITIONAL CONTAINERS SHIPPED PER MONTH	CONSECUTIVE MONTHS — AUG 2025 TO JAN 2026	ADDITIONAL CONTAINERS SHIPPED IN TOTAL (4/MO × 6 MO)	SIGNAL USED — RAINFALL ACCUMULATION + ITS FORWARD PROJECTION

> *"Very valuable — it let us export 4 additional containers a month from August 2025 to January 2026."*
>
> — Inalma, on how valuable the early signal was, translated from Spanish (Sep 2026)

HOW THIS SHOWS UP FOR INALMA

None of this required a new tool or a new habit. Inalma's team already reviews Costa Rica inside the same platform view it uses for Ecuador, Guatemala, and Colombia, 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 Inalma actually did. More local planting in Honduras went out the door as extra containers for half a year.

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

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