

Alquira

Bringing data intelligence to
Portugal's cooperative agriculture.

MOTIVATION

“Behind every Portuguese table, there is a farmer.”

For many farms EU subsidies (CAP) aren't optional. They are what keeps the farm running.

Cheese.
Olive oil.
Wine.
Bread.

WHY NOW?

Portugal's aging agricultural workforce

— FARMER

~65 years

Few young farmers entering the system.

— COOPERATIVE TECHNICIAN

≥50 years

No succession in place.

— CRITICAL KNOWLEDGE

1-3 people

Hold the technical knowledge of an entire association.

When the technician retires, the association will stop working.

How do associations work?

- 01 Associations advise farmers and file their subsidy claims, the *Pedido Único*.
- 02 Too few technicians, all saturated: claims slip past the deadline and farmers miss out.
- 03 Free up the technicians' time, and more farmers get funded.

FIELD PROOF

ANCOSE

National Association of Serra da Estrela Sheep Breeders.

3 × 200

Three technicians, 200 farmers each. Capacity saturated.

Alquira, the technician's copilot.

One interface. All the sources. The technician's time goes to **expertise**, not data entry.

- 01 Centralizes every data source in a single place.
- 02 Finds the best subsidies for each farmer and pre-fills the *Pedido Único*.
- 03 Frees **~70%** of the technician's admin time.

BEFORE

Chasing data across many systems.

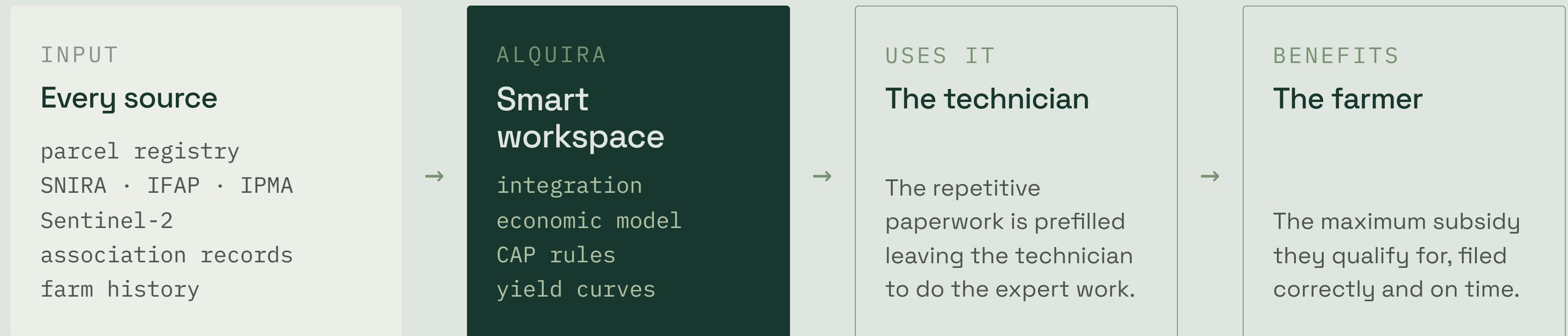
- Many disconnected systems.
- Excel + paper + memory
- Errors caught only at submission

AFTER

Advising farmers.

- Everything in one interface
- Inconsistencies flagged early
- More filings, same headcount

How it works.



Most of the data already lives in public systems.

Our moat is the **integration** + the **economic model**: subsidy rules, capex/opex, yield curves

Half the cost. Paid only when it lands.

€2.2B

Total CAP / PEPAC paid to Portuguese farmers, every year.

TODAY • ASSOCIATIONS

What associations spend in time + admin to handle the *Pedido Único* (% share of *Pedido Único*)

5.0%

ALQUIRA • SUCCESS FEE

Charged on the subsidy that actually lands in the farmer's account. No subsidy, no fee.

2.5%

PORTUGAL • ADDRESSABLE AT 2.5%

Revenue pool at our fee, applied to Portugal's annual CAP. **Half the cost associations carry today.**

€55M / year

That fee, across the whole pool.

~186,000

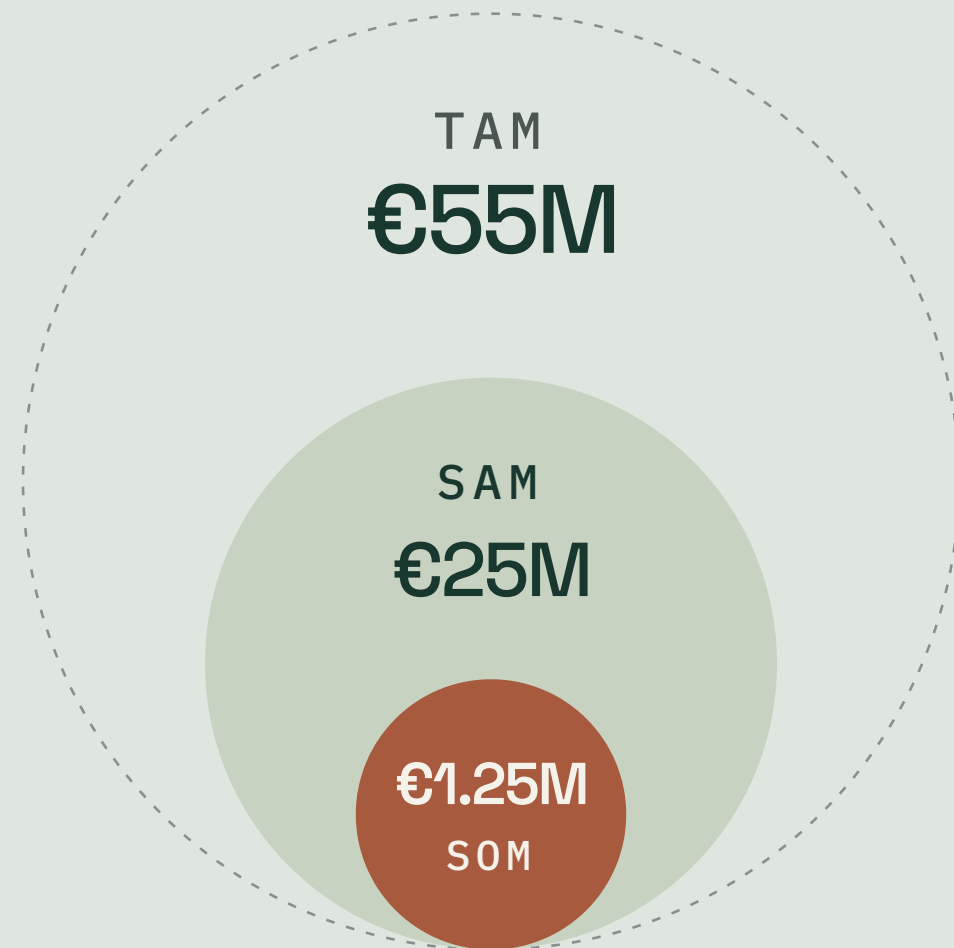
farmers file the Pedido Único every year

~158,000

are individuals

Feb–May

Pedido Único



TAM Portugal · IFAP 2024

○ **€55M** / year · 2.5% × €2.2B CAP

2.5% success fee applied to total CAP / PEPAC paid in Portugal.

SAM Centro + Norte · 11 districts

● **€25M** / year · 2.5% × €1.0B CAP

CAP paid in the 11 districts where we operate, at our fee.

SOM 20 channels × ~10k farmers

● **€1.25M** ARR · 2.5% on ~€50M handled

Wedge Y1: Viseu + Coimbra + Guarda.

Same problem, more countries.

YEAR 0-3 · CURRENT
FOCUS

Portugal

€2.2B

/ YEAR CAP

× 2.5% = €55M

addressable / year

250 associations in PT + CCDR
nucleus



YEAR 4-5

Spain

€7.75B

/ YEAR CAP

× 2.5% = €194M

addressable / year

Same cooperative structure. 3,500+ co-ops in the channel.



YEAR 6+

European Union

~€60B

/ YEAR CAP

× 2.5% = ~€1.5B

addressable / year

CAP shared across 27 states. Sequence: Italy, southern France.

More than paperwork.

YEAR	STAGE	WHAT IT SHIPS
0	Technician copilot	Pedido Único · parcel registry · inconsistency detection.
1	Advisory	Weather alerts · phytosanitary signals · subsidy-window timing.
2	Grazing + sustainability	Cross-sector recommendation · grazing verification (collars) · carbon credits.
3	Land aggregation	Contract brokerage · joining minifundios into workable plots.

We stay with the same farmers as we grow.

The relationship we build filing their subsidies is what makes the later work possible.

TEAM

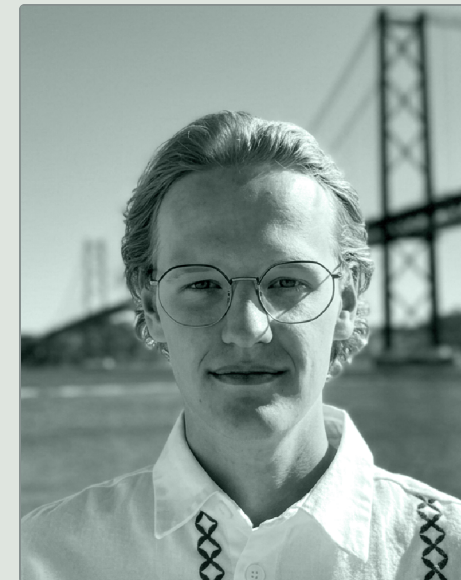
Who is building *Alquira*.



Mateus ²⁴

BSC MATHS · MSC DATA SCIENCE

Data Scientist at **Sobral & Monteiro Consulting** training biodiversity prediction models from field data.



Anton ²⁵

BSC ECONOMICS · MSC DATA SCIENCE

AI Engineer at **DareData** developing data platforms and coding agents for leading Portuguese companies.

HOW WE WORK

At this stage, **both of us** build the product, talk to the associations and visit the farms.

THE HONEST PART

Our background isn't farming: we bring math, economics and data science to help manage and support the land.

We handle the data: we figure out subsidy rules, map fields and use satellite images.

We learn the farming on-site: we don't pretend to be experts on the soil — we spend our time in the field, learning from technicians.

What would help us at this stage?

01 · Distribution

Intros to associations

Federations, co-ops, regional baldios' management organisations we haven't met yet.

02 · Mentorship

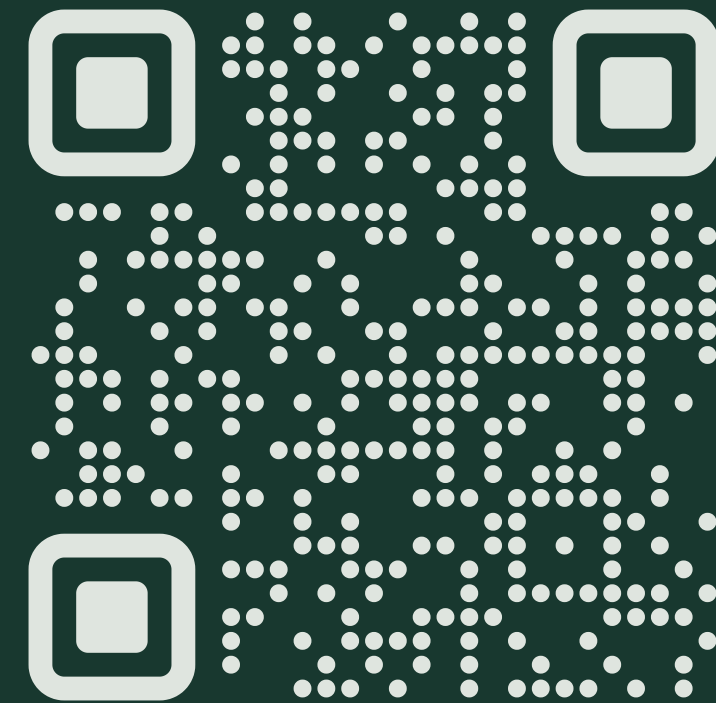
Agritech, govtech, co-ops

People who know the regulatory ground — CAP / PEPAC.

03 · Feedback

Those who've been here

B2B SaaS founders, public-sector sales, SME communities.



SCAN TO CONNECT

TALK TO US

alquira.pt