



**AgriFI is an EU-funded blending facility to leverage sustainable investment with a value chain approach focusing on smallholder's inclusiveness. AgriFI targets existing private sector enterprises working with smallholder farmers on financially, environmentally and socially sustainable projects with potential to scale.**



## Who is eligible for AgriFI?

**Potential candidates should fulfil a range of conditions:**

- Status: be a privately owned (more than 50%) company
- Activity: be active in the agricultural/ forestry value chain integrating smallholders
- Sponsors' commitment: skin in the game i.e. sponsors are investing themselves in the project
- Business plan: present the company and the project (to be financed) in a comprehensive way, including the financial projections
- Track record: the company/ sponsors must show a credible professional track record, demonstrating strong commitment to date, and a capacity to deliver. AgriFI will mainly focus on existing companies
- Financial sustainability: the company must be able to attain financial sustainability in the mid-term (i.e. ultimately able to generate sufficient revenues to support debt service and provide adequate returns to investors under reasonably adverse variations in underlying assumptions)
- Development goals: the project needs to contribute to raise smallholder farmers income and/or employment creation within agri-business medium, small and micro enterprises.
- Monitoring: be ready to put in place appropriate monitoring, evaluation and results measurement arrangements to demonstrate the project's contribution to the achievement of the development goals
- Sustainability: comply or be ready to comply with international best practices, such as Good Agricultural Practices (GAP) and International Finance Corporation (IFC) Performance Standards 2012<sup>1</sup>

## What can AgriFI offer?

**AgriFI supports the “missing middle” companies that need financing to grow but have difficulty obtaining financing from local commercial banks and international investors, by providing:**

- early stage and/or high-risk financing for inclusive value chain development, on a commercial & reimbursable base (no grants or other low-cost capital)
- financing to a range of different business models, including, but not limited to, supply chain financing, innovative high-impact smallholder financing and industrial capacities
- financing solutions ranging from EUR 0,5 million up to EUR 10 million (or equivalent in local currency) in co-financing with other funders (banks, funds, companies). AgriFI can finance maximum 50% of the project cost.
- flexible solutions in their form, shape and tenor: Equity, Quasi-equity or Debt
- interim financing solutions. The AgriFI operation should be temporary in nature with a clearly defined exit strategy. AgriFI focuses on investments that have a transformative potential within a 5-7 years period
- financing to many sub-sectors, apart from investments in food crops used for biofuels, tobacco and Genetically Modified Organism (GMO)

## How to proceed?

If your company is eligible and interested in AgriFI financing solutions, please send an email, as well as relevant information confirming your eligibility and specifying your needs to: [agrifi@edfimc.eu](mailto:agrifi@edfimc.eu). For more information, please visit [www.agrifi.eu](http://www.agrifi.eu)

<sup>1</sup> [https://www.ifc.org/wps/wcm/connect/Topics\\_Ext\\_Content/IFC\\_External\\_Corporate\\_Site/Sustainability-At-IFC/Policies-Standards/Performance-Standards](https://www.ifc.org/wps/wcm/connect/Topics_Ext_Content/IFC_External_Corporate_Site/Sustainability-At-IFC/Policies-Standards/Performance-Standards)