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Session n°20:

Financing Caribbean agrifood entrepreneurs: strategies to access investment



Caribbean Agrifood Business Series ...



Funded by
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CHOCOLALA: CHALLENGES AND OPPORTUNITIES IN FINANCING

DATE: March 31, 2026



WHAT IS CHOCOLALA

- IT IS A COMPANY THAT DIVERSIFIES COCOA-BASED PRODUCTS
- FOCUSED ON QUALITY AND ARTISANAL FLAVOR.
- TARGET MARKET:
- LOCAL AND INTERNATIONAL CONSUMERS
- GREAT GROWTH POTENTIAL IN THE NATIONAL AND INTERNATIONAL MARKETS
- CHOCOLALA IS A BUSINESS FOCUSED ON THE PRODUCTION OF ARTISANAL CHOCOLATE. IT IS KNOWN FOR OFFERING HIGH-QUALITY PRODUCTS WITH A FOCUS ON THE LOCAL MARKET, BUT WITH POTENTIAL FOR EXPORT AND EXPANSION.



THE IMPORTANCE OF FINANCING

- It allows the business to grow and expand
- Purchase raw materials and equipment
- Invest in digital marketing
- Improves production

Financing is key for any company, as it allows for investment in resources, increased production, and improved market presence

CHALLENGES WHEN APPLYING FOR FINANCING

- Strict requirements from banks.
- High interest rates.
- Guarantors required.

Our main obstacle is the lack of a guarantor.

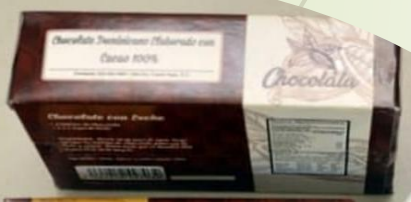
OPPORTUNITIES AND SOLUTIONS

- **CREATE SUPPORT PROGRAMS FOR SMALL BUSINESSES AND ENTREPRENEURS**
- **STRATEGIC PARTNERSHIPS**
- **IMPROVING MARKETING**
- **PROMOTE AND ENCOURAGE THE CONSUMPTION OF ARTISANAL CHOCOLATE**

-But despite the challenges we face, there are opportunities
(digital tools and partnerships that can facilitate financing and growth)



THANK YOU VERY MUCH



Thank you

