

24 March 2026



# Innovations Session N°26

## Financing African Agrifood Entrepreneurs: Strategies to access investment

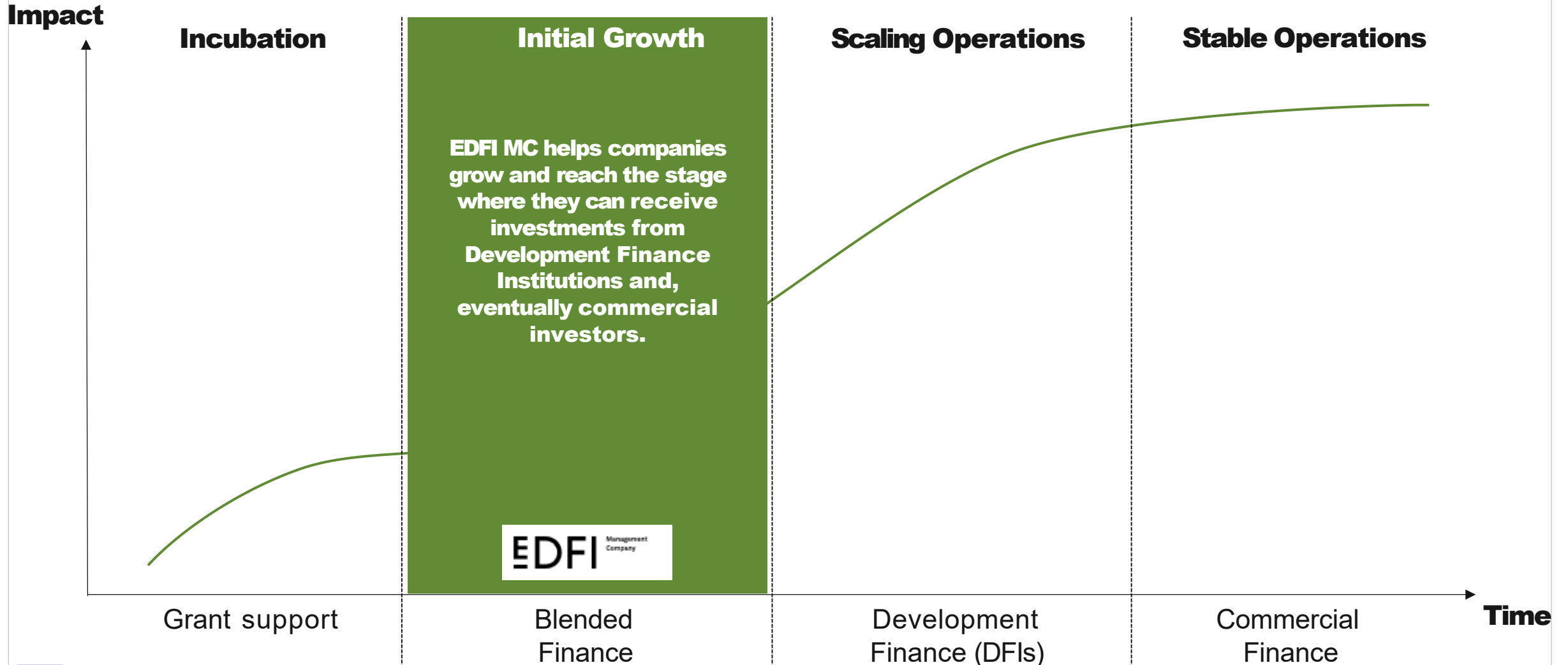
INNOVATIONS<sup>📶</sup>  
SERIES

# EDFI MC Technical Assistance

PAFO-COLEAD Innovations Session n°26 – Financing African Agrifood Entrepreneurs

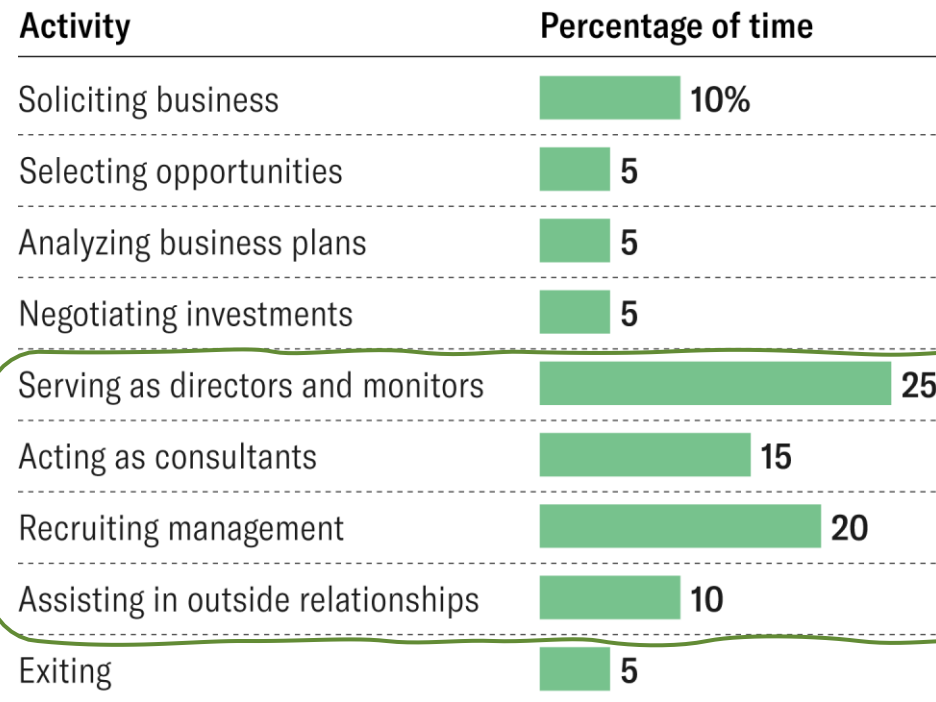
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# EDFI MC as an investor - a catalyst role



# Technical Assistance in Venture Capital

## How Venture Capitalists Spend Their Time



**70%!**

Non-financial VC support to investees:

- Strategic Guidance and Expertise
- Mentorship
- Networking and industry connections
- Talent acquisition
- Operational improvements

# EDFI MC approach



## Creating value for our Beneficiaries

- EDFI MC provides non-repayable grants to fund technical assistance projects aimed at supporting our investees with the **overarching goal of improving their business operations, sustainability and enhancing their developmental impact;**
- Nearly **7m EUR** technical assistance budget through **ElectriFI** and **AgriFI** investment facilities, **funded by the EU;**
- Start of implementation in 2024. Today: **30 projects** totaling **850 000 EUR** completed, in execution and in contracting;
- Since 2024: Technical Assistance Cooperation Agreement with **COLEAD.**

# EDFI MC Technical Assistance

Complementing financing with technical assistance is crucial to address investee critical gaps, build local capacity and enable access to expert advisor

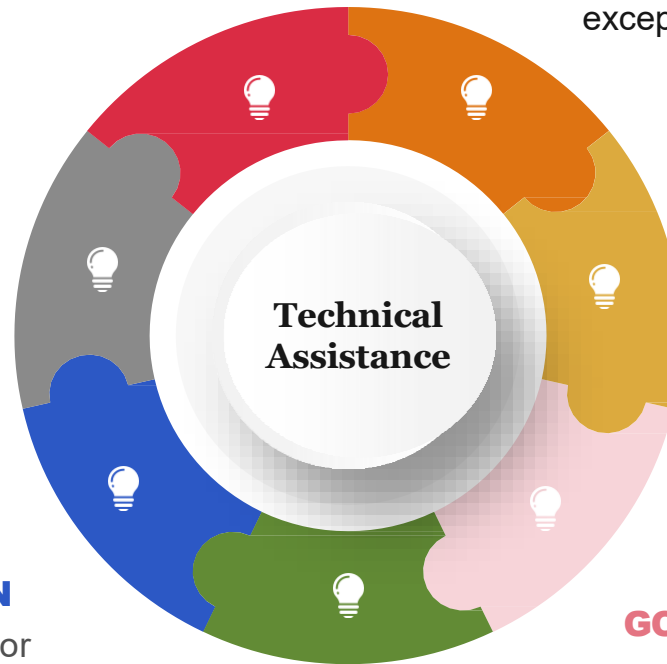
## RESTRUCTURING AND TURN-AROUND

### BUSINESS OPERATIONS SUPPORT:

- feasibility studies;
- risk management;
- human resources;
- financial management;
- external audits;
- digitalisation support;
- other

## COMPLIANCE AND CERTIFICATION

- compliance with contractual or regulatory obligations;
- certification, labelling



## IMPACT MEASUREMENT

## PRE-INVESTMENT ADVISORY SERVICES

exceptional basis

## TRAINING AND CAPACITY BUILDING

- training and knowledge transfer:
  - online or in-person training sessions ;
  - coaching and mentoring programs;
  - consultancy services;
- interim management support (max 1 y);
- best practice dissemination

## GOVERNANCE

- appointment of independent directors;
- governance audits;
- governance processes and control environment, succession issues

# EDFI MC lessons learned on technical assistance

## **Fully integrated within its investment and portfolio operations;**

### **Tailored TA support tailored to each investee needs:...**

- Each TA project designed to address to unique challenges or weakness of each investee;
- Identification of TA needs driven by the investee company / EDFI MC / TA Parter COLEAD;

### **... and aligned with its growth cycle...**

- For earlier- stage companies: TA often focused on sales, market research/feasibility studies, fundraising and modelling support, etc...
- For more mature companies: TA needs evolve towards CFO services and treasury management, internal controls, business process engineering, risk management, HR/organization and governance.

### **... and be systemic**

- enhance the structure of the target organization rather than a one-off service;

### **Investee co-financing to ensure the necessary buy-in and absorption capacity**

- EDFI MC typically covers 50% to 75% of the project cost, depending on the nature of the service and the development stage of the investee

### **Quality of the TA consultant is key**

- The TA consultant needs to match the investee requirements in terms of field and sectoral experience, knowledge of the environment in which the company operates and also on a personal basis to ensure the optimal knowledge intake by the beneficiary;

# EDFI MC Technical Assistance - Examples

Cajou Espoir, Togo: processor of raw cashew nuts transitioning to fully organic production

EDFI MC has supported Cajou Espoir with 2 technical assistance projects:

- **Implementation of the environmental and social action plan:**
  - Hiring of a specialized consultant to assist the company to put in place a set of environmental and social policies, and to train a local E&S manager;
  - EDFI MC contribution: EUR 55 000.
- **Beekeeping capacity building :**
  - Beekeeping to organically increase yield of cashew nut trees of Cajou Espoir and smallholder farmers, as well as a potential new sales product for the company;
  - A team of international and local experts to provide strategic advice, as well as train the local teams in beekeeping techniques.
  - EDFI MC contribution: EUR 51 000.



