

24 March 2026



# Innovations Session N°26

## Financing African Agrifood Entrepreneurs: Strategies to access investment

INNOVATIONS<sup>📶</sup>  
SERIES



Funded by  
the European Union

# About AgriFI

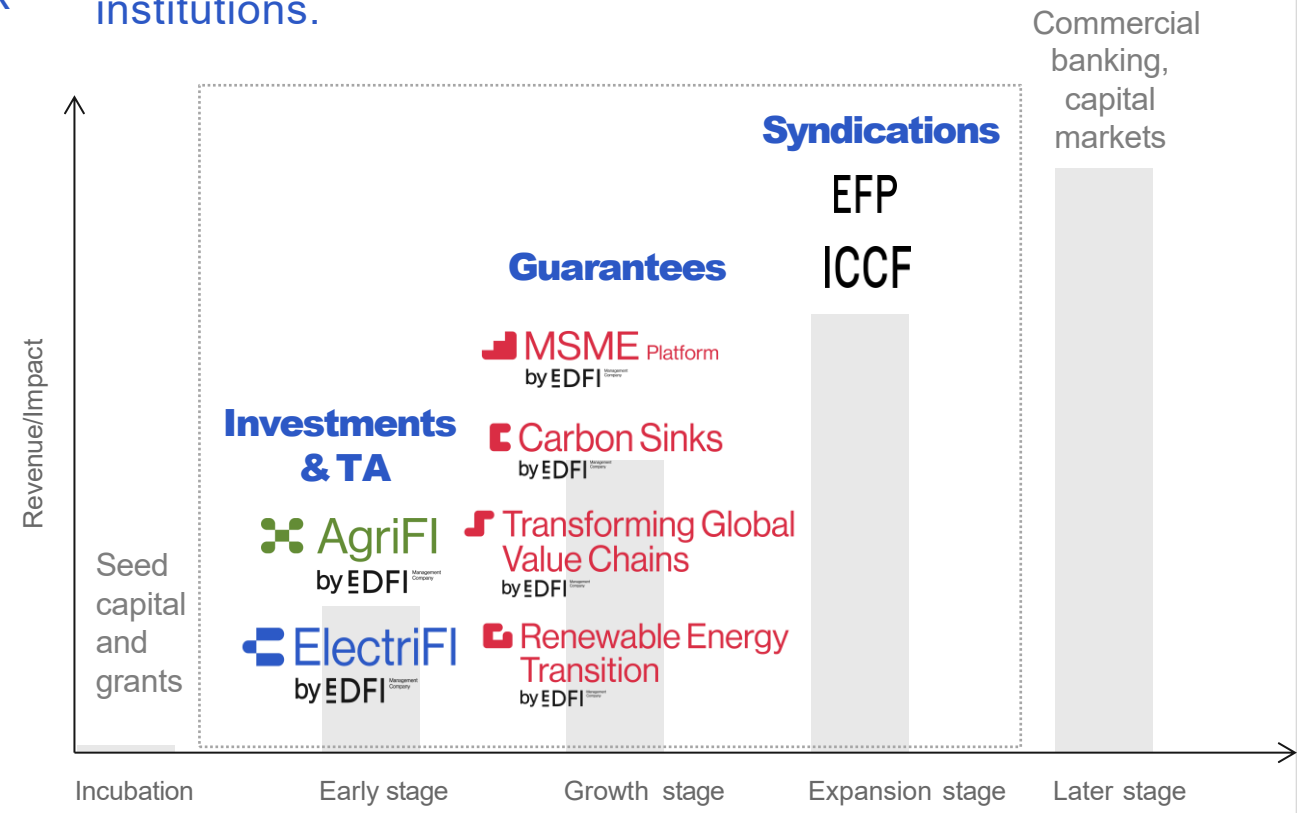
managed by EDFI Management Company

We empower entrepreneurship  
in frontier markets

# EDFI MC: a partner of choice for impact driven investments

EDFI MC was **created in 2016 by 15 EDFIs** to deliver development finance solutions that enable DFIs and private sector investors to invest more and in higher risk projects than they would otherwise be able to do

EDFI MC is the **European DFI's joint platform** for developing and delivering innovative development finance solutions to the private sector in partnership with the EU institutions.



AgriFI is one of the **EU development blending instruments** aiming to invest in sustainable agriculture projects with high impact on smallholders

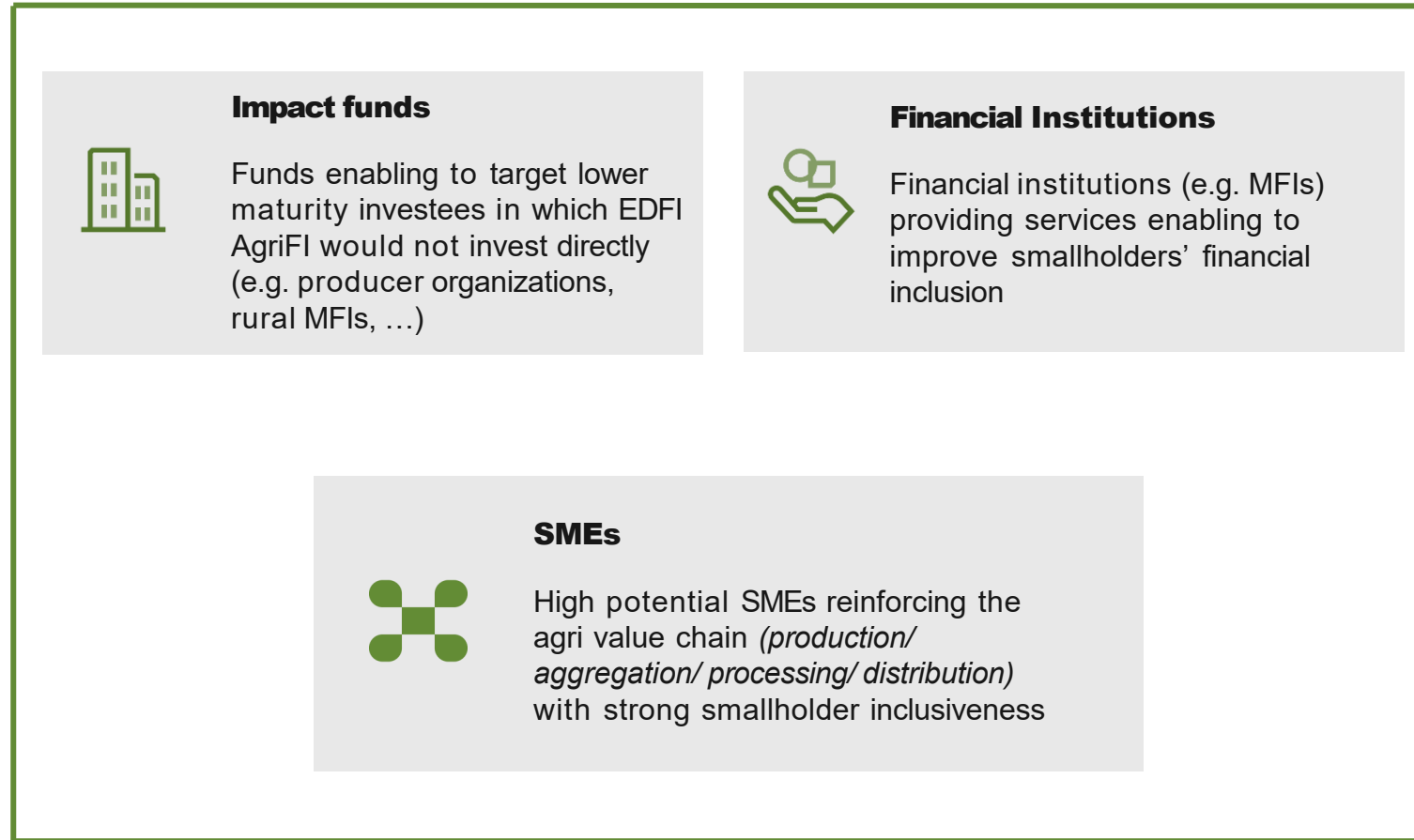


The European Union funded Agriculture Financing Initiative



AgriFI contributes to Global Gateway, the EU's investment strategy for partner countries, which aims to mobilise EUR300 billion in investments between 2021 and 2027 with a mix of grants, concessional loans and guarantees to de-risk private sector investments.

# We finance three types of businesses to reach out to smallholders



## Eligibility criteria

- **early-stage private** companies;
- from **agri-food/agroforestry industry**;
- **impact-driven** and focusing on **smallholder's inclusiveness**;
- with proven **track record** and financial sustainability; and
- in **emerging markets**.



- **Ticket sizes:** EUR 1m to 5m, average ticket EUR 2-2.5m



- **Long term financing** : tenors from 3 to 8 years



- **Additionality:** instruments range from preferred equity to senior debt via convertible loan and junior debt. Instrument to be additional to co-investors and non disruptive



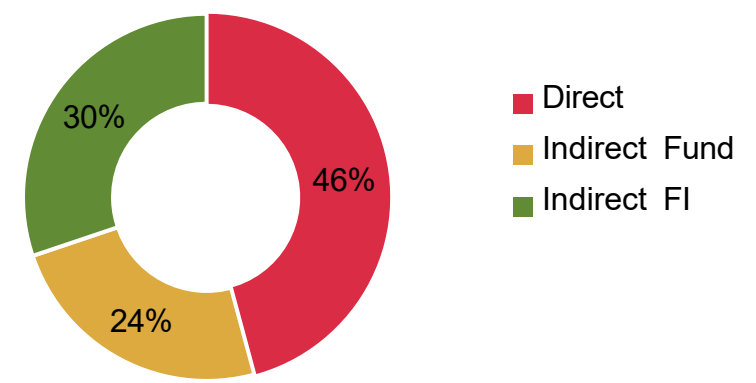
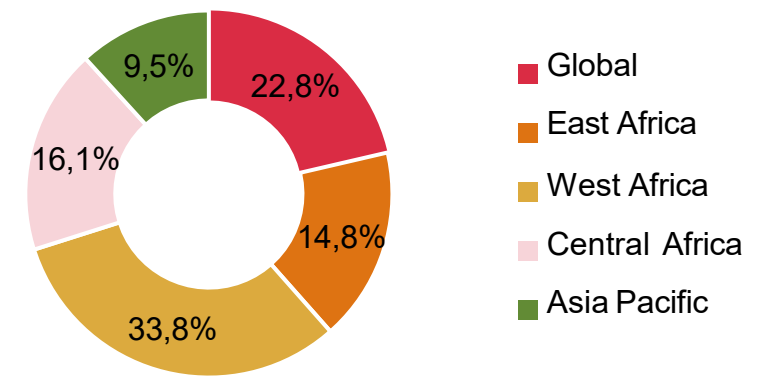
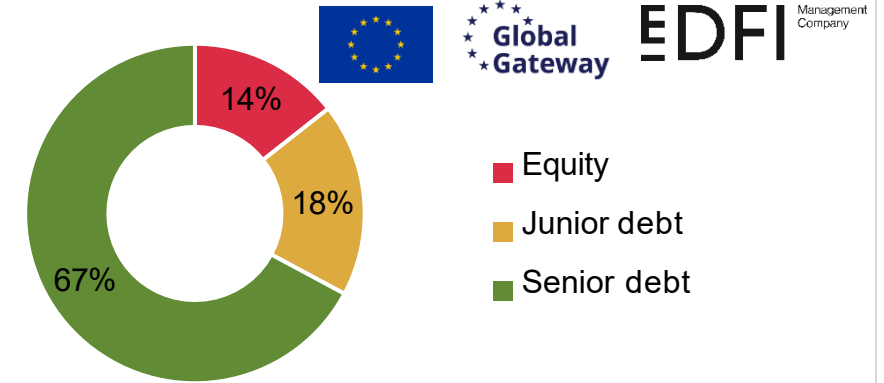
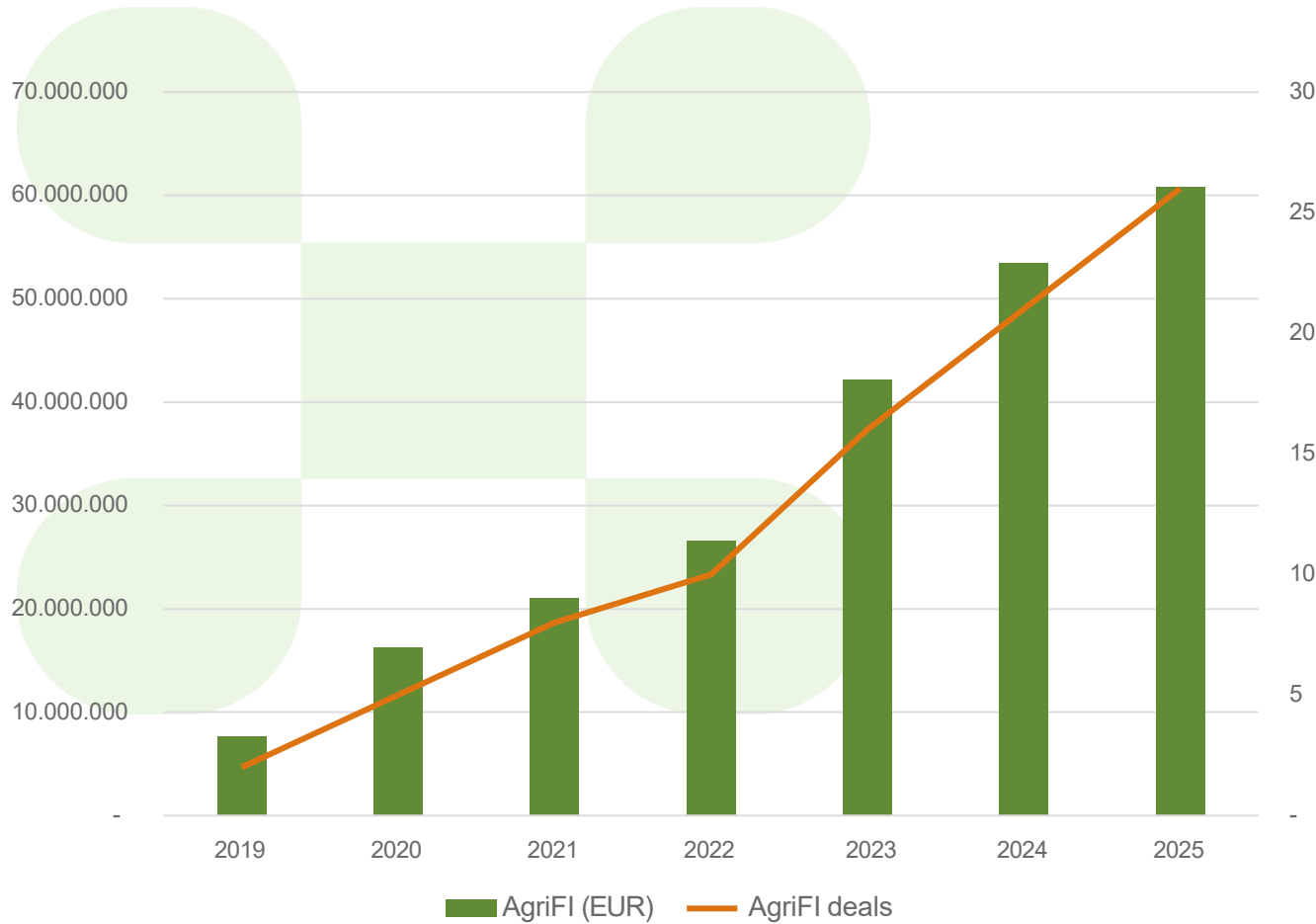
- **Flexible terms:** partial guarantees, junior instruments, sustainability-linked loans, grace periods, local currency



- **Technical assistance:** for up to EUR 300k or 10% of AgriFI contribution

				<b>AgriFI Sri Lanka</b> 	<p><b>Upcoming facilities</b></p> <p>Nexus windows</p> <p><b>Nigeria</b> <b>€ 20m</b></p> <p><b>Togo</b> <b>€ 10m</b></p>
<b>€ 40m</b>	<b>€ 50m</b>	<b>€ 10m</b>	<b>€ 12m</b>	<b>€ 8m</b>	
investments in private sector enterprises active in the agri food value chain across countries listed in the OECD DAC list.	projects in member countries of the Organisation of African, Caribbean and Pacific States. Focus on food security and 10 high chains (sugar cane, dairy, cashew,	supporting the modernization of Ghanaian agri-food systems in northern regions, focusing on seven high potential crops (cashew, rice, sorghum, soya and vegetables).	tailored by the EU Delegation to focus on nationally important value chains such as tea, coffee, and horticulture.	supporting the agriculture sector, with a focus on organic agriculture, cold chain development, and food processing to reduce food waste and post-harvest losses.	

# We have invested EUR 60.8 m in 22 companies



# We are impact driven and target 4 main SDGs in our investments



Reached

**1,836,522**

smallholder farmers, improving their livelihoods and economic stability



Supported the production of

**2,695,235**

tons of food per year, enhancing food security in target regions



Facilitated the cultivation of

**1,834,570**

hectares of land, promoting agricultural productivity and economic development



Mobilised

**108,500,000**

euros, including EUR 40m from 4 EDFIs on 10 transactions

These metrics demonstrate the tangible impact of our investments on poverty reduction, food security, and economic growth. By supporting smallholder farmers, increasing food production, and expanding cultivated land, AgriFI is making significant strides in fostering sustainable agricultural development and improving rural livelihoods across our target regions.

# We have a value chain approach and finance long term needs (case studies)



Zambian social enterprise working with smallholders to produce seeds and commodity for 4 different legumes

**Financing objective:** USD 3m senior loan to build a new factory focused on legumes commodity and increase production and R&D capacity

**Targeted impact** on 30,000 smallholder farmers



Kossam is collecting milk from farmers and provides animal feed as well as coaching to farmers to develop the milk value chain in Senegal

**Financing objective:** EUR 600k to strengthen the milk supply chain and assisting farmers in increasing milk production by implementing mini-farms and providing capacity building

**Targeted impact** on 4,000 smallholder farmers



Gebana Burkina Faso (GBF), processes and exports Fair Trade and Organic cashew nuts and dried mangoes.

**Financing objective: EUR 3m senior loan to** Build a new factory focused creation of a new processing facility for cashews and dried mango

**Targeted impact** on 6,000 smallholder farmers



EAF is a Tanzanian tech-enabled aggregator and distributor of fresh produce (fruits, vegetables) that connects smallholder farmers to urban markets via its farm to market platform

**Financing objective:** USD 3.2m senior loan to support the expansion of its collection and distribution network

**Targeted impact** on 10,000 smallholder farmers

**Decisions are made by the EDFIs and the EC/EU in the Investment Committee**



- **Tailor-made** process from on-site due diligence to structuring, monitoring and exit strategies.
- **Investment committee composed of experts from European DFI's + reps of the EC/ EU Delegations**
- We apply the highest **ESG and Legal standards**

# AgriFI team



**Marie Vandebecck**  
AgriFI senior investment  
officer



**Guillaume Simoes**  
AgriFI senior investment  
officer



**Lionel Dieu**  
AgriFI fund manager



**Perrine Duffaure**  
AgriFI senior investment  
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Technical assistance  
specialist



**Let's work together !**

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# Thank you

