



FROM FARM TO FORK

Agribusiness

SECTOR FOCUS

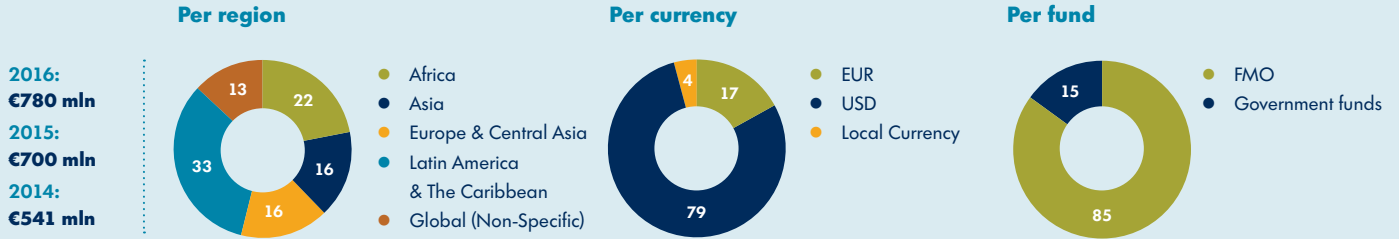
In the coming decades, the global population will increase to over 9 billion with fewer resources available. FMO has made Agribusiness a priority to help meet these challenges by focussing investments across the value chain: (I) enhancing food security, (II) supporting sustainability and (III) promoting inclusive development in an environmentally viable and socially inclusive manner.

Photo:

By investing along the value chain, the Kenya Tea Development Agency (KTDA) helps to improve living standards for more than 500,000 small farmers and communities across tea growing regions. "We are happy to have received FMO funding for clean energy projects; the impact of these initiatives are not only beneficial to the tea factories but also to the social economic activities of the communities living in those areas", says Lerionka Tiampati, CEO of KDTA

COMMITTED AGRIBUSINESS PORTFOLIO 2016

(in % of € equivalent)

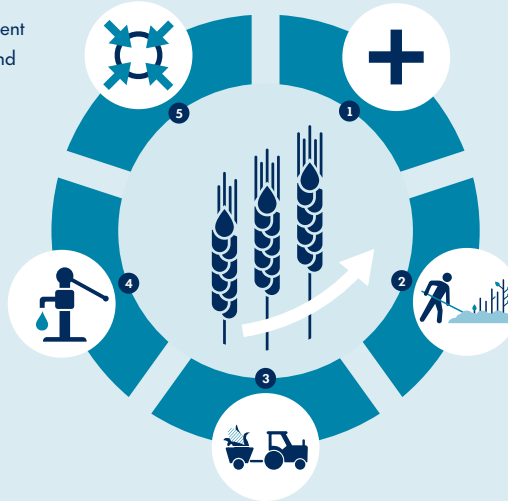


AGRIBUSINESS STRATEGY

Promoting inclusive development by involving (small) farmers and improve their livelihoods.

Increase resource efficiency using fewer inputs.

Increasing yield through good agricultural practices.



Optimizing value chains to reduce loss and waste of food.

Promoting local production and local consumption.

VALUE CHAIN APPROACH



PRODUCT OVERVIEW

Financing and investing

We offer a range of financial products including project finance, private equity, loans, mezzanine, trade finance and working capital finance. Our loans are characterized by typical maturities of 3 to 10 years. We look to provide €5 to 50 million, thereby taking a maximum 25% stake of the project size. We invest in private equity funds and make co-investments alongside these funds.

Syndicated loans

We arrange syndicated loans by bringing together commercial banks, investors and other development finance institutions (DFIs), with FMO structuring the financing. We offer A/B loan structures with FMO as lender of record and parallel loans.

Risk sharing

Through the funds that we manage for the Dutch Government we invest in higher-risk projects, which typically deliver significant development impact. These funds are aimed at financing infrastructure related investments (like irrigation equipment, storage capacity) and special programs for financing rural SME's, cooperatives and smallholders. Our investments can be coupled with capacity development funds, through which technical assistance can be financed.

FMO is the Dutch development bank. FMO has invested in the private sector in developing countries and emerging markets for more than 47 years. Our mission is to empower entrepreneurs to build a better world. We invest in sectors where we believe our contribution can have the highest long-term impact: financial institutions, energy and agribusiness. Alongside partners, we invest in the infrastructure, manufacturing and services sectors. FMO has an investment portfolio of €9.8 billion, spanning over 85 countries. www.fmo.nl