



Comerbank Colombia. Photo: Agribusiness Booster

AGRIBUSINESS BOOSTER

POWERED BY  COOPERATION

CO-ENTREPRENEURSHIP TO FEED THE WORLD

The Agribusiness Booster is an innovative instrument of ICCO Cooperation to work with pre-growth agri-SMEs in emerging markets. Through a tailor made set of investments and business development services these companies are grown to business maturity and for social impact.

FOR WHOM?

The companies and producer organizations we work with are all not yet 'investable' for banks and investors and

even not for more friendly impact investors. Typically in this phase, they are not helped with mere financial investments whereas business development services through a consultancy format have also proven not to be the solution that they need for their growth.

SMART BUSINESS THINKING

The Agribusiness Booster addresses this by co-entrepreneurship with the company or producer organization. Risks are shared and all parties have

skin in the game. Both investments and costs for business development are recovered by the added value created in the business. This enforces financial sustainability and smart business thinking in the Agribusiness Booster approach. The co-entrepreneurs are staff of ICCO or trusted partners. With 50 years of presence in the emerging markets, ICCO does understand the local culture and has an extended experience and network in agribusiness and food.

THE STRATEGY

Through intensive learning we have structured the Agribusiness Booster approach in a three-phase process:

- The assessment phase
- The pre-investment
- The investment phase

Through this approach we are aiming to grow businesses to maturity and next rounds of investments in 3 to 5 years, handing over our role to (impact) investors and the financial market. >>

COUNTRIES

Bolivia, Burundi, Colombia, Ethiopia, India, Indonesia, Kenya, Kyrgyzstan, Madagascar, Nicaragua, Paraguay and Uganda.

INVESTMENTS

25 investee companies with invested capital of almost € 1 million



Cloves Madagascar. Photo: Raymond Rutting

ENTRY CRITERIA

1. Emerging, existing agribusinesses with:
 - Clear market orientation
 - Entrepreneurial management
 - Growth ambition
 - Operation and marketing in early stage
2. Connection to high value food markets (fruits, vegetables and others)
3. Turnover from € 50,000
4. Connected to more than 500 rural suppliers

BUSINESS CRITERIA

1. Entrepreneurial person with innovative vision and implementation power
2. Management team's commitment
3. Viable business model with a clear scaling opportunities
4. Fits with market opportunities, government and development policies
5. Connectivity to the value chain
6. Connection with local communities, potential for social impact and governance
7. Realistic exit potential

OUR SUPPORT CONSISTS OF:



ASSESSMENT

1 - 2 MONTHS

- Fit with AbB profile, alignment of ambitions and vision
- Identification of strategic opportunities, issues and bottlenecks



PRE-INVESTMENT

3 - 6 MONTHS

- SCOPEinsight assessment
- Agreed business growth trajectory and implementation plan
- Mutual commitment to achieve success



INVESTMENT & IMPLEMENTATION

5 YEARS

- Participation in Company's Board
- Tailor-made technical assistance
- Unique expertise to the business on operational, tactical and strategic level
- Capital investments
- Access to (international) markets



SUSTAINABLE BUSINESS



END OF SUPPORT / EXIT

DRIVERS OF DEVELOPMENT

We believe that SMEs are the drivers of (local) economies and essential in many supply chains. They have great potential for inclusiveness and stakeholder dividends. More specifically, well performing agribusinesses can tap into the high demand for steady supply of high quality agricultural produce and therefore play an important role in rural job creation, poverty alleviation and food security. In growing these types of companies we believe we contribute to dignity and sustainable livelihoods for producers, workers, suppliers involved.

➔ MORE INFORMATION

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