

# Newsletter 1

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*June 2015*

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Dear Shareholders,  
Dear supporters of Kampani,

Welcome to the first Kampani newsletter!

Kampani is off to a good start: first deal in its final stages, new investors coming on board, promising partnerships being developed, ...

## 1) New shareholders

At the end of June, four new shareholders will officially join Kampani. These are:

- Solidarité Internationale pour le Développement et l'Investissement
- Private Investor
- Oya Seed (of the Colruyt family)
- Trias

Together, they account for a total capital increase of 400.000 EUR. This brings the total capital raised by Kampani to 2.250.000 EUR.

We wish them a warm welcome!

## 2) Deals

Sourced by Alterfin, we are working on a first deal: a cocoa cooperative in Ivory Coast wishing to generate a vertical integration. To this end, the farmer cooperative, representing more than 10.000 smallholder farmers, has set up a separate legal entity. The latter is Kampani's investment object. The total investment needs hover around 2.8M EUR. About 1.4M will be financed by Alterfin and Fefisol via a straight loan. Kampani would invest using a combination of equity and subordinated loan for a total of 500k. The balance will be financed by the farmer cooperative itself.

This deal looks very promising both from a risk/return ratio perspective as well as in terms of the social impact. The vertical integration would benefit the farmers in terms of improved service, improved quality, and increased income.

We are currently in the due diligence phase. Kampani hopes to close the deal in the coming weeks.

## 3) New partnerships

Now that Kampani formally exists, we have taken several initiatives to reach out to kindred organisations. In particular a cooperation with Agriterra looks promising, since we complement each

other usefully. Already, Agriterra is involved in two possible deals: the one in Ivory Coast mentioned above and one sourced by Vredeseilanden in Indonesia.

Do not hesitate to contact me directly if you require additional information!

I wish you a great summer,

Wouter

PS: If you would rather not receive this newsletter, published every few months, just let me know.

**Kampani is a social impact investment fund to unlock the potential of entrepreneurial farming in Africa, Asia and Latin America. Kampani is a pioneering way to fight poverty and promote development. It provides growth capital investments to the world's poor, but entrepreneurial, farming families organised in producer organisations.**