

KAMPANI

Investing in family farming

We are KAMPANI!
A social impact investment fund
unlocking the potential of
entrepreneurial farming in
developing countries.

We target a specific niche in the market: SMEs and cooperatives active in the agri-food sector that face a recurring problem: lack of access to patient growth capital, for capex heavy investments.

Thanks to a **pioneering approach**, Kampani offers a solution to this market failure in a financially viable way.



Who?

The Missing Middle

As SMEs and cooperatives grow and expand, they face a huge obstacle: they **lack access to capital** and are unable to expand their activities. They have outgrown the microfinance market, but are still too small and fragile to be eligible for the traditional investment market.

These are the targets Kampani supports.

Kampani's founders reverse engineered a solution for the **missing middle** in the agrifood sector. We are driven by the growth potential that can be unlocked by our investment strategy.



How?

An innovative Investment Strategy

Long term, Direct Investments (up to 10 years)

Small Ticket size: **100k-500k**
(possibility for add-on investment)
Only in the **agrifood sector**

Capex heavy investments

Active involvement in the **governance of the investee**

Tailored Financing: Equity, Quasi Equity or subordinated debt

Risk mitigation and deal sourcing thanks to our **network of partners**



Why?

Generate Impact

By targeting the missing middle, Kampani aims to **increase the farmers' income**, improve their position in the agricultural product chain, contribute to the development of their communities, increase **local and regional food security** and contribute to safeguarding our planet.

KAMPANI AT A GLANCE

Current Fund Size: 10M

Target Fund Size: 20M

Targeted return: Capital Preservation

Sector focus: Agriculture –
Smallholder Farmers

Geographical Focus: Africa, Asia, Latin
America

Current Portfolio: 16 investments

“Kampani directly reaches some **80.000 producers** and their families, in 12 different countries. About 40% of our investments Support the development of a **local market**, with a **food security** angle.”

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*"We are pioneers.
And we have found
a solution to a
pressing societal
issue."*

Over the years, we have built an expectational network of partners and shareholders who play a significant part in de-risking our investments. Kampani counts on an all-volunteer Board, chaired by Steven Serneels. Investment decisions are taken by an Investment Committee, which combines expertise in the private equity and development sector.

Our deals are sourced via our NGO shareholders, who also provide training and technical assistance to our investees and ensure continuous presence in situ.



We have raised capital from a consortium of the King Baudouin Foundation, private individuals, social investors and NGOs, a combination which offers the greatest chance for success. Kampani offers its shareholders high return on investment in the form of significant and lasting socio-economic development impact. We carefully select our investees as they need to be profitable to ensure Kampani's long term financial viability.

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