

EAST AFRICA FRUITS

December 2021



Project overview

Founded in 2013, East Africa Fruits (EAF) is a family business collecting a range of fresh produce directly from smallholder farmers and distributing them to urban customers in Dar Es Salaam. The company focuses on tackling post-harvest losses by aggregating supply & demand and improving the overall cold chain distribution, processing & warehousing infrastructure, while increasing the availability and quality of produce in the local markets.

EAF currently sources from a 2,000+ network of smallholders and provides them additional support to accelerate their financial inclusion. By going from farm to urban marketplaces, EAF is replacing multiple intermediaries and therefore reducing food waste along the chain, maintaining control over the produce quality and ultimately redistributing more of the final price back to smallholders.

Funding objective

AgriFI funding aims to support the company's activities scale up: financing additional trucks, collection centres and machinery while providing working capital to keep sourcing from more farmers.

Investment rationale

- 100% outgrower model with repayment of value to smallholders
- Reinforcement of domestic value chain & food security, tackling a structural issue of post-harvest losses
- Highly scalable model

AT A GLANCE

- **Total AgriFI financing:** EUR 1.3 m
- **Financial instrument:** Long-term loan
- **Status:** Approved investment
- **Region:** Africa
- **Country:** Tanzania
- **Sector:** Horticulture & rice

ENVIRONMENTAL & SOCIAL ASSESSMENT

E&S risk category is B

The potential environmental and social impacts associated with the company operations (from collection to basic processing and distribution towards urban customers in Dar es Salaam) are site specific, identified and addressed through appropriate mitigation and management measures.

The relevant IFC Performance Standards are PS 1, 2, 3 and 6. The associated risks and impacts will be mitigated by the implementation of an E&S Action Plan. IFC Performance Standards 4,5, 7 and 8 are not triggered as EAF activities are currently not associated with these risks and impacts.

www.eafruits.com