



# WESTFALIA FRUTO

## OUR SOCIAL IMPACT



### IMPROVED LIVELIHOODS

Westfalia will open access to export markets for 500 MT produced by smallholders by 2020.



### UPLIFT IN INCOME

Westfalia, by acting as a distribution agents for smallholders, enable them to sell 60t in 2015, representing an annual income uplift of \$17,813 per farmer.



### FOOD SECURITY

The company will bring together all stakeholders along the value chain to establish a high-value fruit exporting industry in the country.



### IMPROVED COMMUNITIES

Smallholders have received training on litchi growing and the company will start an incubation scheme to increase quality litchi production.

## REAL LIVES

### ISABEL VILANCULO, WEST FALIA FRUTO, MOZAMBIQUE

Together with partner, Westfalia South Africa, AgDevCo's support has helped Mrs Vilanculos to be amongst the first Mozambican exporters to sell into the EU market. Earnings from litchi exports have been invested in irrigation, which she expects will double revenue this year and represents a first step towards transforming Mozambique into a fruit exporting country.

**"MY BUSINESS ASPIRATIONS HAVE BEEN TRANSFORMED AND SO HAS MY FAMILY'S LIVELIHOOD."**



## OVERVIEW

### THE CHALLENGES

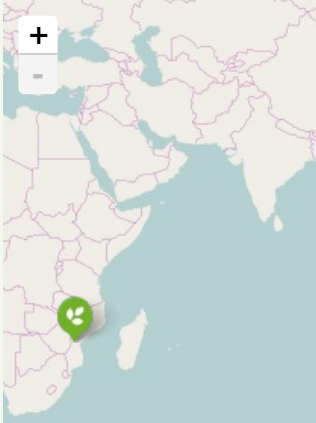
Westfalia Fruto is a greenfield avocado investment. The lack of reliable heavy equipment has delayed the development of orchards, which already have a long lead time before coming to production. The company would also like to create an outgrower scheme for litchi procurement and processing.

### OUR APPROACH

AgDevCo partnered with Westfalia South Africa to create a farm hub that will transform Mozambique into a fruit-exporting country. A 25% equity stake was taken by AgDevCo to finance land clearance and avocado orchard planting. A further \$1,147,382 loan is committed to purchase farming equipment and for working capital purposes. AgDevCo will also play a pivotal role in the design and implementation of the outgrower scheme.

## OUR IMPACT

- > \$6,336,680 capital leveraged through our investment.
- > 135 ha increase in irrigated land.
- > 102 employees in the first half-year of operations.
- > Innovative fee-based outgrower scheme giving more value back to smallholders.



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**\$2,147,382**  
COMMITTED INVESTMENT



**WE BELIEVE WE CAN MAKE MORE IMPACT BY LOOKING FOR NEW WAYS TO TACKLE POVERTY IN THE REGIONS WHERE WE WORK.**  
IF YOU BELIEVE YOUR BUSINESS MEETS OUR INVESTMENT CRITERIA, WE WANT TO HEAR FROM YOU.

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## OUR MOZAMBIQUE INVESTMENTS

AC MATAMA

ECA

ECOFARM

FRUTIMANICA

FRUTIS

FRUTO DE OURO

GUITA CHICKENS

**MONTESCO**

**MOZ-AGRI**

**MOZAMBIQUE HONEY COMPANY (MHC)**

**PANDA FARMS**

**PHOENIX SEEDS**

**RDI LIMITADA**

**SÓ SOJA**

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