

Agribusiness Deal Room at the AGRF 2020 Enterprise selection criteria

Enterprises for the Agribusiness Deal Room at the AGRF 2020 will be selected based on the following criteria

QUALIFICATION CRITERIA

- **Sector:** Agribusinesses with a clear link to smallholder farmers. This could include, but is not limited to, companies involved in the provision of inputs, primary production, enabling (e.g., agriculture logistics, aggregation platforms, irrigation, financial services), value addition, etc.
- **Country:** The enterprise must be active on the African continent or be planning to expand into the region in the next 6 – 12 months. Preference will be given to companies that are headquartered on the African continent.
- **Stage of business:** Post-revenue/ proof of concept with a product in the market and an existing customer base. The enterprise must have plans to scale operations in the next 12-24 months
 - Enterprises must have a clear business model and must also be looking for financing (e.g., debt, equity financing, etc.)

OTHER CRITERIA TO BE CONSIDERED

- **Youth development:** Does the enterprise support youth development and employment opportunities?
- **Gender inclusion:** Is the enterprise female-owned and/or managed? How does the project promote gender inclusion and employment?
- **Environmental impact:** Does the enterprise promote a healthy agricultural landscape?
- **Smallholder impact:** How does the enterprise promote sustainably improved production systems, increased food security, diversified economic opportunities, effective financial services, and social protection systems for smallholders?
- **Collaboration:** Does the enterprise have potential or existing collaboration partnerships with the private sector or NGO partners?
- **Inclusive growth:** Does the enterprise enhance inclusive growth through community buy-in/engagement?
- **Technology acquisition:** Does the enterprise propel the acquisition and transfer of technology to the region?
- **Opportunities for follow-on financing and replication:** How will the enterprise use its investment, and are there opportunities for additional funding?

APPLICATION REQUIREMENTS

- If you meet the above criteria, please complete the attached excel profile template and email the completed profile to dealroom@agra.org for consideration. The information to be provided through the excel template (not exhaustive) includes:
 - Company overview
 - Investment thesis
 - Financing and expansion needs
 - Business advisory (BAS) or technical assistance (TA) requirements
- Willingness to engage post the Agribusiness Deal Room on fundraise progress and potential collaboration opportunities with AGRA

VALUE PROPOSITION

- Access to the virtual Deal Room during the AGRF 2020 to network with investors in the agriculture ecosystem in Africa
- Webinar and resource bank to support the fundraising process
- Opportunity to connect, explore partnership opportunities, and share learnings with other enterprises across the continent
- Connection with anchor buyers (e.g., beverage companies, aggregators, etc.) and explore sourcing opportunities
- Opportunity to connect and virtually engage with ag ecosystem stakeholders and government stakeholders
- Post the AGRF, enterprises will be provided with follow-on monitoring and potentially benefit from business advisory support