The Lab
Global Innovation Lab for Climate Finance

# IREN AGRI

**SECTORS:** LAND USE / AFOLU, SUSTAINABLE AGRICULTURE, CLIMATE RESILIENCE
**REGION:** AFRICA
**INVESTMENT TYPE:** CONCESSIONAL DEBT, GUARANTEE, COMMERCIAL DEBT, GRANTS
**ATTRIBUTES:** FOOD SYSTEMS, NATURE-BASED SOLUTIONS
**SDGs:**


**PROPONENTS:** KSAPA AND SOCIETE GENERALE

Farming communities (including smallholders, cooperatives, and agri-SMEs) are at the heart of Africa's agricultural economy, producing key commodities like cocoa, cashew, cotton, and rice that sustain millions of livelihoods. Yet climate change threatens these crops with higher temperatures, erratic rainfall, droughts, and pests. In Côte d'Ivoire, cocoa yields could fall by 40% by 2050, while suitable areas for cashew are projected to shrink in Benin and Burkina Faso. Despite their central role, farming communities face a severe financing gap: agriculture in Africa is underfunded by more than USD 70 billion.

IREN Agri combines medium term finance, farmer centric technical assistance, inclusive digitalization, and multi-year offtake agreements, helping farming communities build climate resilience, increase and diversify income, improve social inclusion, and strengthen vital commodities value chains.

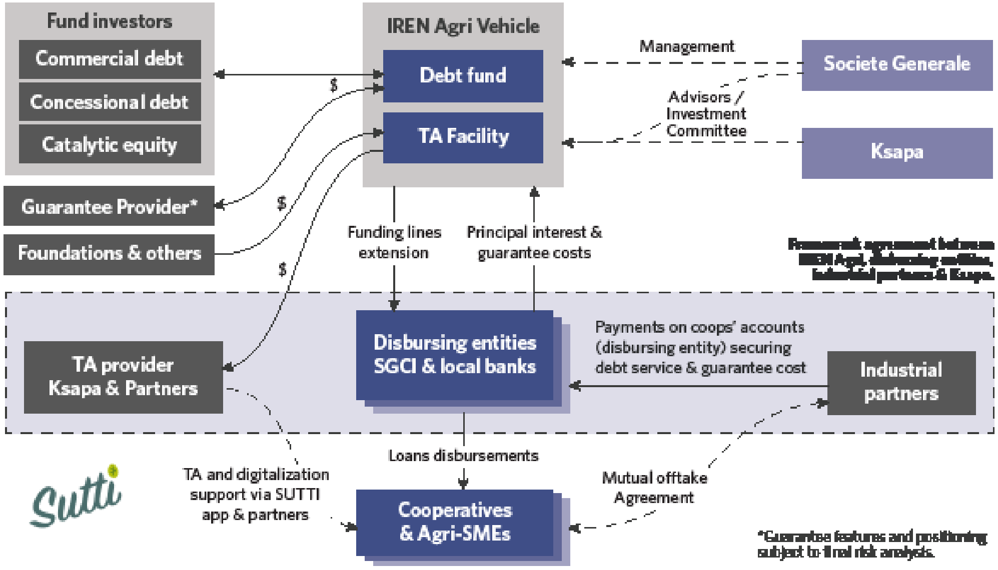
Cooperatives and agri-SMEs, in particular, lack medium term capital to foster sustainable production, diversify their income, and adapt their value chains, leaving rural livelihoods exposed.

## INNOVATION

IREN Agri combines three elements rarely found together in agricultural finance: medium term loans at attractive terms, multi-year offtake agreements, & integrated technical assistance and digitalization support. Financing cooperatives rather than individual farmers strengthens entire value chains and aligns incentives between producers, traders, and banks. The model goes beyond productivity gains to promote climate-smart agricultural practices as well as alternative income streams, improving climate resilience through a holistic, multi-pronged approach. Leveraging the expertise of both proponent organizations, as well as Ksapa's SUTTI digital suite and Societe Generale's local presence, IREN Agri offers a scalable solution for African agricultural value chains.

## IMPACT

IREN Agri's initial EUR 10-15M pilot in Côte d'Ivoire targets ~25 cocoa cooperatives, working with industrial off-takers, NGOs, public authorities, and Ksapa's SUTTI platform to deliver tailored technical assistance with regular tracking of adoption and impact. For example, targeting the rehabilitation of farmers' lands with low productivity, the pilot aims to increase yields from 100 kg/ha to 500 kg/ha over 6 years. The range of proposed interventions is expected to boost cooperatives' net income by EUR +53M over 10 years and similarly generate EUR +135M of additional revenues for 37,500 farmers as well as additional job creation in rural communities for women and youth. Furthermore, the estimated impact-to-investment ratio stands at 12, indicating more than twelve euros of income created for every euro invested. Phase 2 scaling to EUR 100M blended fund will target similar benefits extended to some 525,000 African farmers across a range of value chains.



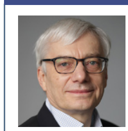

## DESIGN

The fully scaled IREN Agri facility is structured as a medium term blended finance debt fund that combines senior debt, concessional debt, and catalytic equity to crowd in commercial investors. Philanthropic grants help cover the costs of technical assistance, reducing the debt burden passed to borrowers. This blended approach helps to lower the cost of capital while de-risking investor participation to drive investment in African agricultural value chains.

Depending on maturity and needs, the fund delivers medium term loans of EUR 300k–3M to cooperatives & agri-SMEs – key aggregators of smallholder farmers – rather than lending directly to individuals. This approach delivers comparable benefits to smallholders, while sidestepping challenges associated with direct farmer lending. Multiyear offtake agreements with industrial buyers - enabled by Societe Generale's existing banking relationships - ensure predictable revenue streams that enhance cooperative creditworthiness, reduce repayment risk and represent a solid basis to engage in transformation plans towards more sustainable & resilient models. By aligning incentives across farmers, cooperatives and agri-SMEs, banks, and offtakers, the model helps make agricultural climate resilience investable at scale.

Alongside finance, IREN Agri provides technical assistance, supported by Ksapa's SUTTI inclusive digital platform. SUTTI delivers face-to-face and online training, climate alerts, and market data while enabling real-time monitoring of farm practices. This integration enhances farmer decision-making while ensuring that investments translate into measurable impact.

## TEAM

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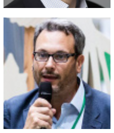

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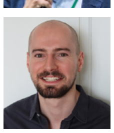

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## LONG-TERM CAPITAL RAISING PLAN

| STAGE | TYPE | AMOUNT |
|---|---|---|
| **NEAR TERM** Phase 1: Piloting With pilot investment capital provided by SGCI,* proponents now seek grant and guarantee support to complete pilot fundraising. | Grants | **EUR 2 million** |
| | Guarantee | **Partial Portfolio Guarantee** |
| **LONG TERM** Phase 2: Scaling Pilot learnings will then later be integrated into the scaled, blended fund. | Senior Debt | **EUR 40-50 million** |
| | Concessional Debt | **EUR 30-35 million** |
| | Catalytic Equity | **EUR 10 million** |
| | Grants | **EUR 10 million** |
| | Guarantee | **Partial Portfolio Guarantee** |

*Societe Generale Côte d'Ivoire


The Lab identifies, develops, and launches sustainable finance vehicles that can drive billions to a low-carbon economy. The 2025 Lab cycle targets three thematic areas (mitigation, adaptation, and sustainable agriculture and food systems) and five geographic regions (Brazil, East & Southern Africa, India, Latin America & the Caribbean, and the Philippines). Bloomberg Philanthropies, the United Nations Development Programme, and the governments of Canada, Germany, and the United Kingdom have funded the Lab's 2025 programs. Climate Policy Initiative (CPI) serves as the Secretariat and analytical provider.