



NOURRITERRE IMPACT REPORT

Feeding people while taking care of the planet

WE **FINANCE** SOLUTIONS FOR A **REGENERATIVE ECONOMY**



NourriTerre

Impact Report

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NOURRITERRE IN 10 FIGURES

Launched in

2016

4 Luxembourg Special
Purpose Vehicles

2 collaborations (MiiMOSA
and Alterfin)

4-6 years
investment horizon with
intermediate repayments

6 Impact Objectives to
transform our food system

Invested amount since inception

EUR 10.5M

65% AuM of direct
investments

16 countries

32 investees directly
supported

Alignment with **7** SDGs

1. THE PROGRAMME | POSITIONING

NourriTerre is an **investment program** launched by Quadia on the 1st quarter 2016, with the aim of financing companies in the agro-food sector that demonstrate an unequivocal respect to the **principles of organic, healthy and sustainable food and agriculture**. The programme is diversified with direct investments in companies and investment funds that follow the same principles.

NourriTerre is a programme currently encompassing 4 distinct portfolios constituted through a Luxembourg Special Purpose Limited Partnership, with Quadia Sàrl as General Partner. The investment horizon is 4 to 6 years depending on the portfolios, with intermediate repayments of capital and a final repayment completed with the capital gain.

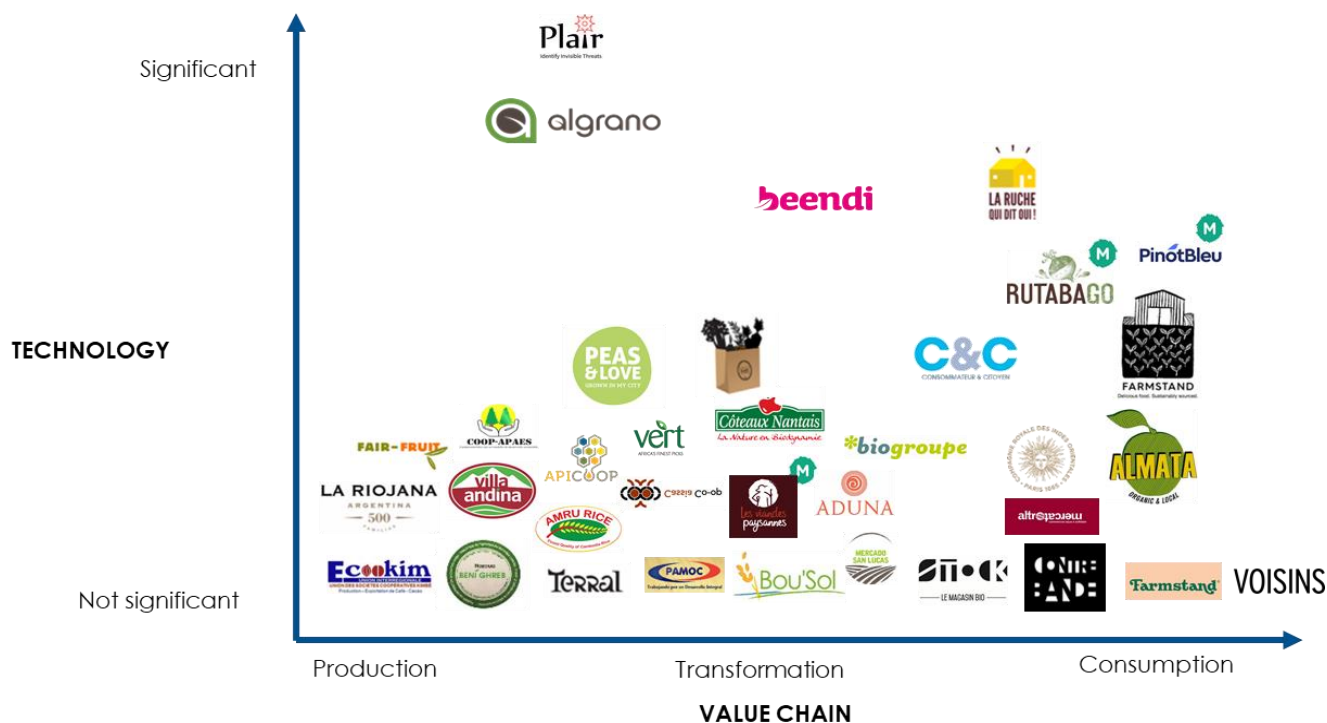
2. OVERVIEW OF OUR INVESTMENTS

We believe that the agro-food sector is experiencing a complete revolution driven by a shift of consumer preference and demand. We consider that entrepreneurs and their new businesses will react and adapt better than traditional industry “giants” to this new paradigm.

Throughout the entire value chain, from the field to online distribution and consumption, entrepreneurs are shaping a new economic model that takes into account sustainability issues and the preservation of natural resources. Integrating environmental and social impact in an investment strategy reduces future risks and makes the portfolios contribute to a fair economy.

INVESTMENTS SINCE INCEPTION

32 compagnies have received direct investments from Nourriterre’s programme (directly and in collaboration with **Alterfin** and **MiiMOSA**). NourriTerre is also invested directly in funds such as **INOKS***.

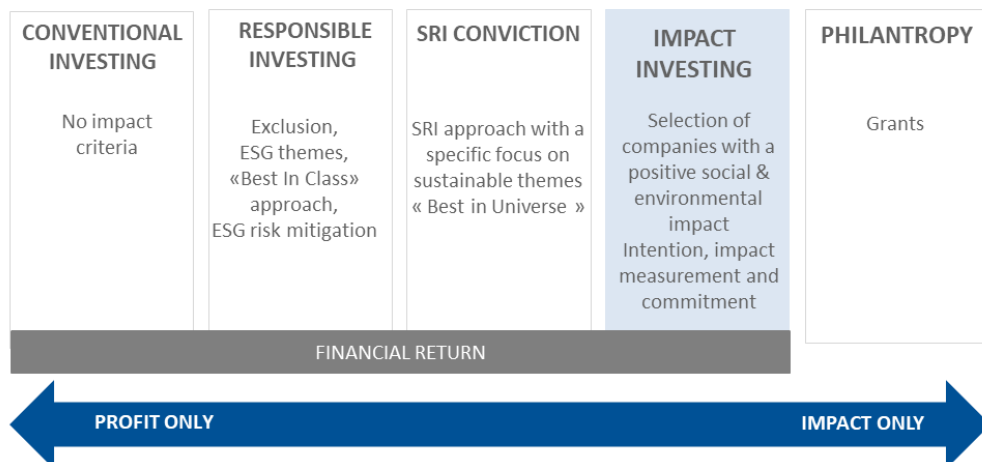


*NourriTerre has previously invested in Impact Finance Funds and responsAbility Fair Agriculture Fund.

3. IMPACT POSITIONING

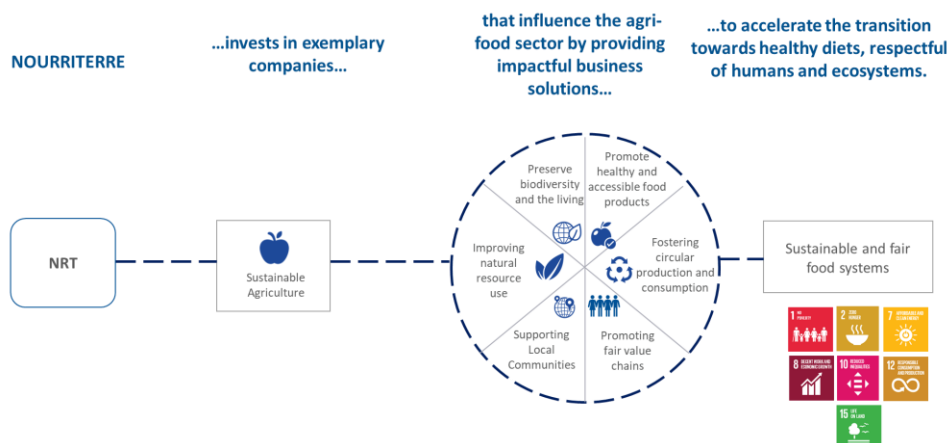
POSITIONING

Impact investing is an engaged financial act rather than a thematic investment that goes beyond exclusion and footprint. It is about how we select companies that bring impactful solutions and support them towards more equitable value chains.



A UNIQUE APPROACH

A theory of change with six objectives to work towards the transformation of our food system, to make it more sustainable, fair, and beneficial to all stakeholders.



AN IMPACT FRAMEWORK AND MANAGEMENT APPROACH

6 objectives and 19 indicators form the core of our impact assessment framework. The objectives are expressed as a percentage, based on a score ranging from 0 to 1 per indicator (cf. p.13). Through this impact management framework, we assess, measure and collaborate on impact creation with our investees, to rethink our food system and move towards sustainable farming methods.



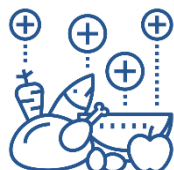
4. IMPACT MILESTONES*

NourriTerre's programme directly aligns with **7 out of 17 Sustainable Development Goals (SDGs)**.



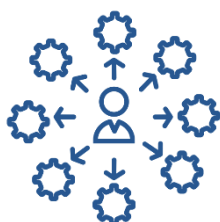
88% of investees contribute to soil regeneration and have a positive impact on biodiversity.

91% of investees use locally produced raw materials.



87% of investees commercialize products of superior nutritional qualities.




98% of investees pay local producers at fair price.



89% of investees engage with civil society to contribute to change.

*NourriTerre's programme direct investments, not including INOKS that has its own Impact Report, illustrated page 21.

4. ALIGNMENT WITH THE SDGs*

	No poverty	16 investees have contributed to programs for the benefit of local communities (education, health, etc.)	+231 800 persons from local communities reached
	Zero Hunger	+502 000 smallholder farmers reached	9 cooperatives in 7 developing countries (Argentina, Bolivia, Chile, Indonesia, Ivory Coast, Peru)
	Affordable & clean energy	8 investees use renewable energy supply schemes	2 investees have set up carbon footprint reduction schemes (Pinot Bleu, Pôle Viandes)
	Decent Work and Economic Growth	10 investees are FairTrade certified	14 investees have provided technical assistance and training to smallholder farmers
	Reduced Inequalities	5 investees have set up programs dedicated to women empowerment and social inclusion (Cassia Coop, Apaes, Pamoc, Aduna, Ecookim).	
	Responsible Prod. & Consumption	15 investees have set up circular production and consumption business models (via the inputs used, packaging, etc.)	14 investees actively engaged to reduce food waste
	Life on Land	11 investees have implemented programs to preserve biodiversity and restore ecosystems	

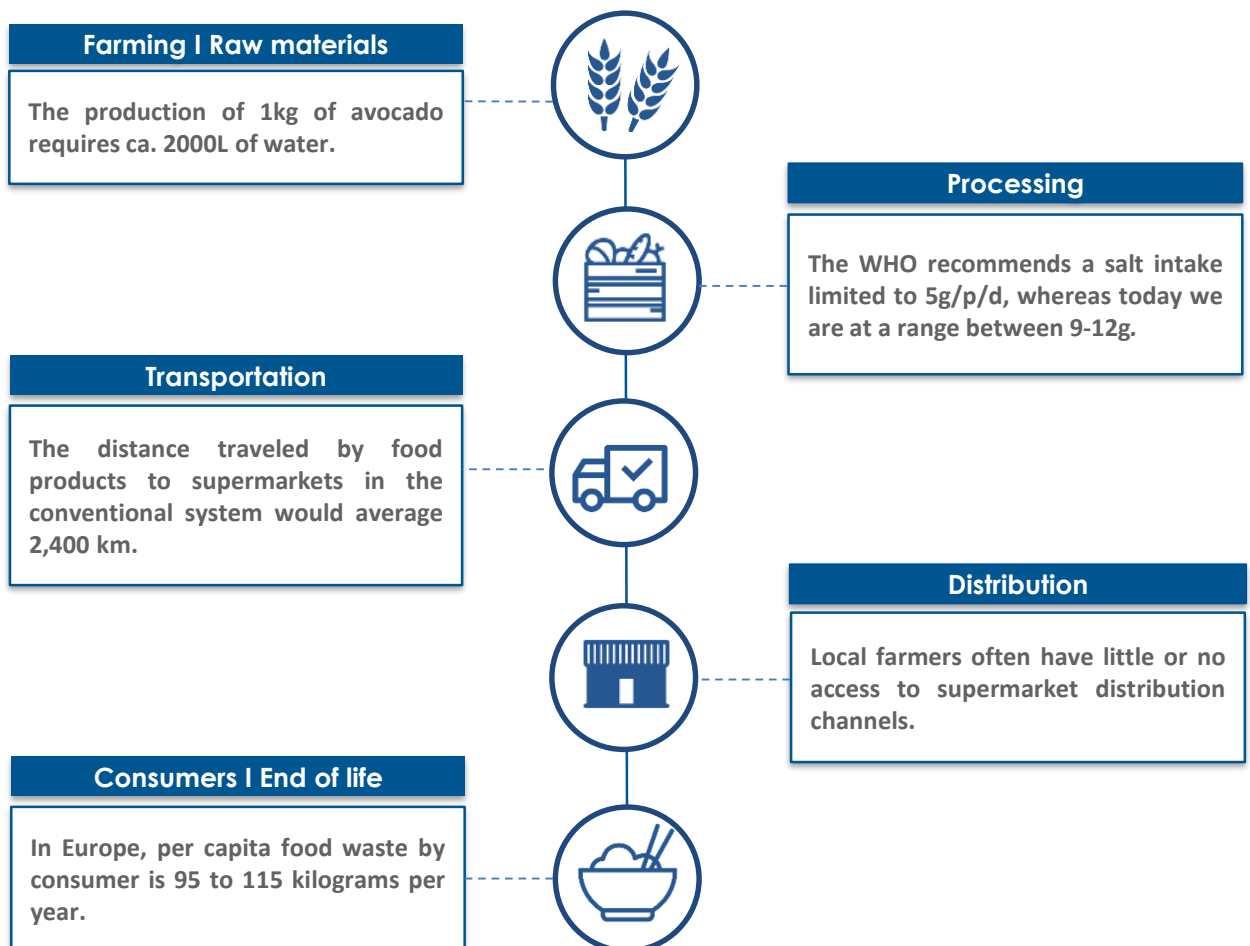
*NourriTerre's programme direct investments, not including INOKS that has its own Impact Report, illustrated page 21.

5. CONTEXT | THE FOOD CHALLENGE

- Worldwide industrial agriculture can be considered **one of the greatest threats to our planet**, as it is the second biggest polluter in the world and is highly energy-inefficient. Agriculture and related land use activities account for a quarter of the world GHG emissions in 2018, and 68% of agricultural land is used for livestock.
- Meanwhile, **awareness is rising in views of the health impacts of food**: mad cow diseases, genetically modified food and pesticides have undermined consumer trust in food production. Trends favoring **traceability** and **local consumption** rapidly emerged.
- Besides these trends, the current industrial food systems is **largely dominated by intermediaries**. This production scheme is **often undervaluing and being unfair to local producers' work**. Nowadays, **8 corporations alone control 75% of the world cocoa trade** and **less than 6% of the value of a chocolate bar reaches the producers**.

821 millions of people are undernourished in the world in 2017	1 in 8 adults is obese in 2017	65% of low-wage workers depend on agriculture for their livelihood	+20% increase in global food demand over the next 15 years
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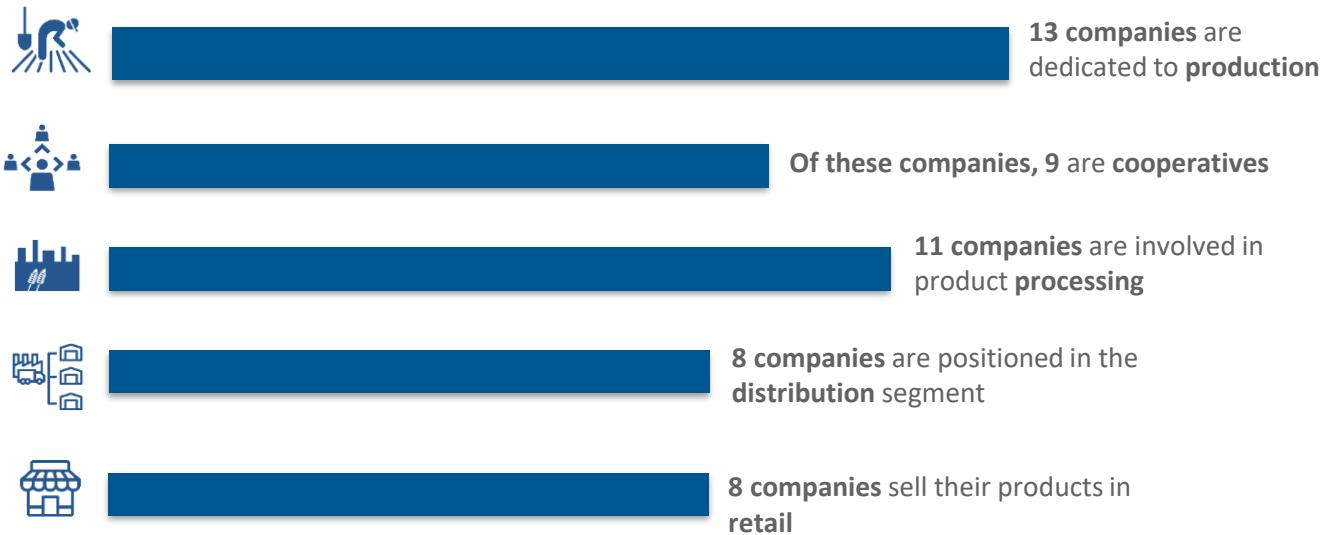
ENVIRONMENTAL AND SOCIAL CHALLENGES IN THE VALUE CHAIN



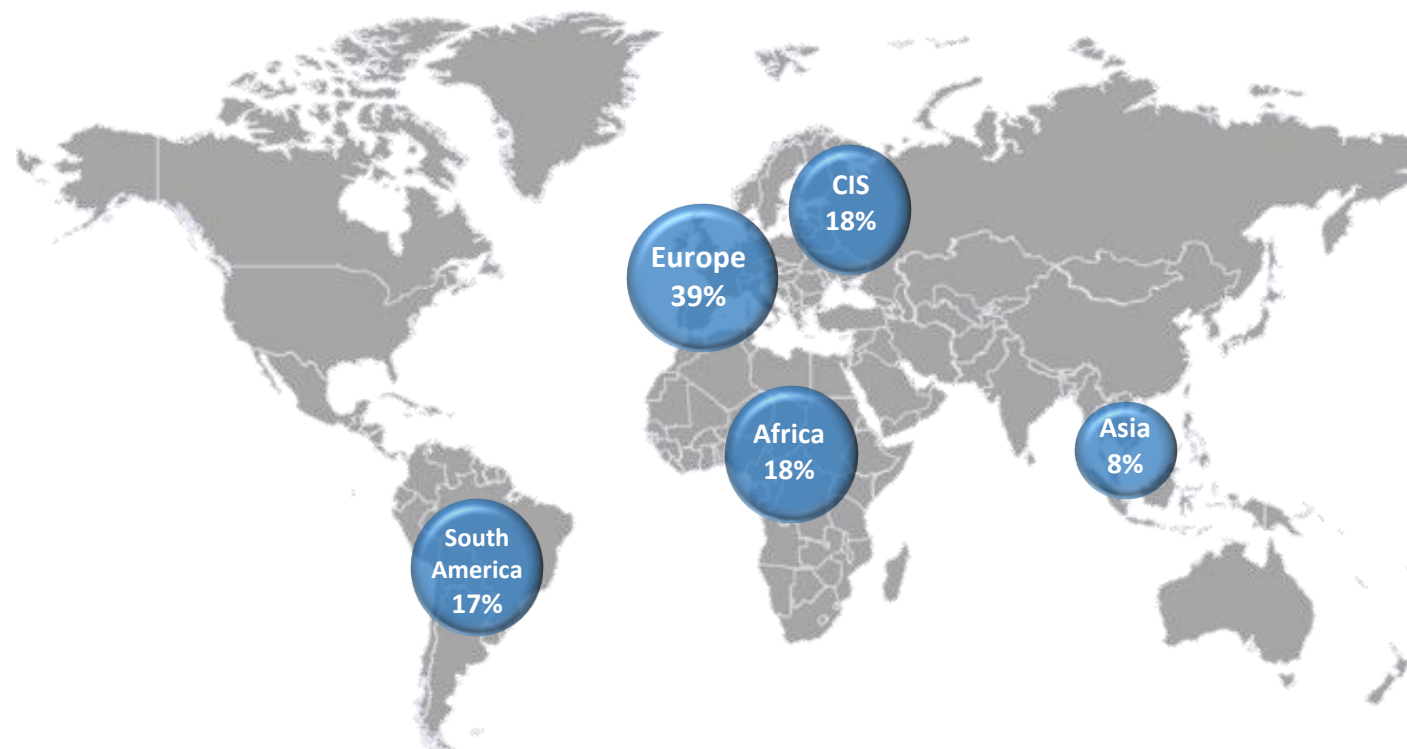


6. SECTORIAL DISTRIBUTION

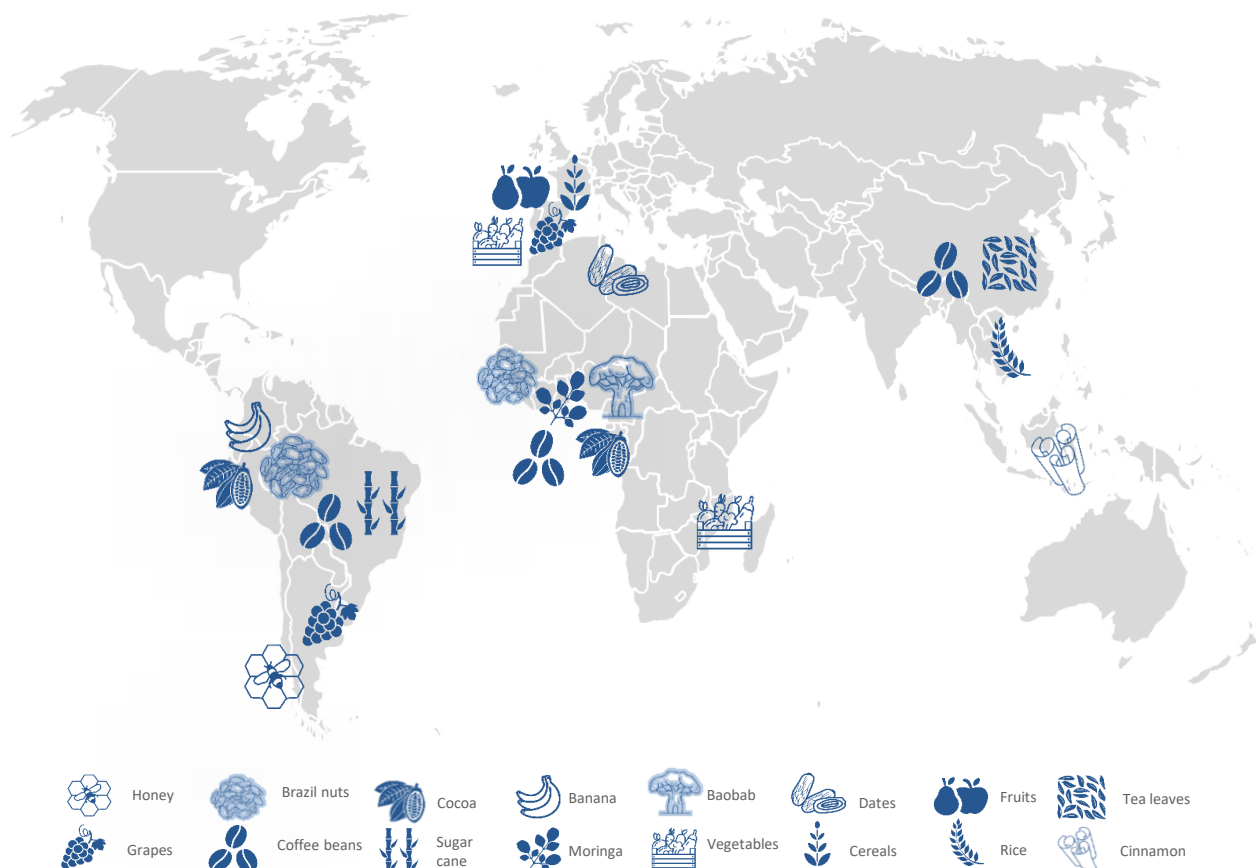
The companies within NourriTerre’s portfolios are actively involved in the transformation of the entire value chain (production, cooperative, processing, distribution, and retail) of our food system.



6. REGIONAL DISTRIBUTION



The companies within NourriTerre's portfolios **contribute to the sustainable production of the main raw materials.**





7. FEEDBACKS FROM

OUR ENTREPRENEURS

Steven Novick, founder and CEO of **Farmstand**:

"The entire Quadia team is intelligent, rigorous and very professional - and also very friendly.

The entire process is very efficient and completed in less than 90 days. Benefiting from this initial institutional capital has helped us to develop our business more quickly and then successfully raise a Series A. What was decisive in the choice of our debt funder was the alignment of our approaches: having a positive social and environmental impact."

Andrew Hunt, founder and CEO of **Aduna**:

"Quadia invested in Aduna at a crucial time in its development. Their approach has been flexible, patient, understanding and above all in perfect alignment with our impact."

OUR INVESTORS

CB, one of our first **investors** and former financial markets professional:

"Quadia's sincerity and efficiency can only be acknowledged as a true leader in the impact investing field. The objectives and methodology for managing the impact of investment vehicles are precise and well thought, their implementation - using a wide range of financial instruments to achieve the objectives - creative, and results are excellent. On top of that, Quadia has a real expertise in supporting entrepreneurs, in the most humane way possible. Congratulations to this friendly and professional team, fully dedicated to its mission. »



8. DIRECT INVESTMENTS

IMPACT MILESTONES – EXAMPLES OF COMPANIES

ADUNA | UK | Transformation and Distribution

Aduna is a **health food brand and social business** that connects small producers in rural Africa with the global food market. Launched in 2012, the company has successfully pioneered a scalable, sustainable market for the African ‘super-ingredients’ **baobab, moringa and super-cacao**. Aduna is distributed through multiple channels and is **sold in over 2000 health food stores in 18 countries**.

Mission

To **create demand for underutilised natural products from small producers in Africa**, helping create sustainable livelihoods for millions of African households.

Solution

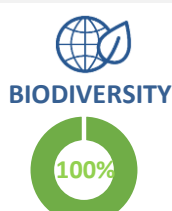
Commercialisation of tea, superfood powder and raw energy bars through an **ethical and vertically-integrated supply chains**.



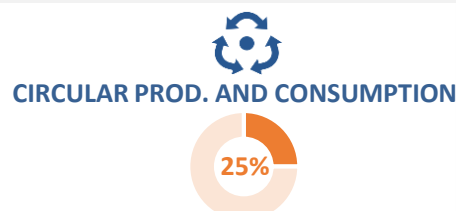
Impact



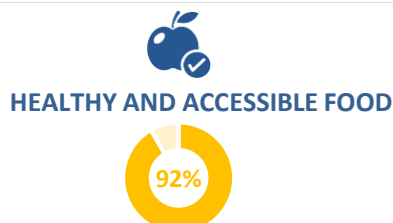
Manual production methods requiring few natural resources (water, energy)



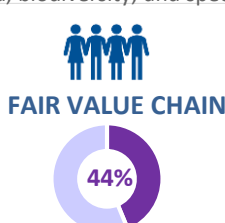
Support of baobab, moringa and fonio cultures contributing to the preservation of land, biodiversity, and species



Stocks surplus redistributed to food banks to tackle food waste



Superfood without added sugars nor artificial additives containing high nutritional intakes



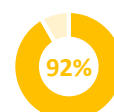
+900 local producers paid at fair wage and 200 women employed for transformation



100% of the production is local through local producers and the NGO ORGIIS

Example of scoring per indicator:

INDICATORS	MEASUREMENT	SCORING 2.75/3
<ul style="list-style-type: none"> Nutritional Quality. Healthy diets. Product Accessibility. 	<ul style="list-style-type: none"> Percentage of products sold validated by a nutritionist. Commitment of the company to raise consumers' awareness on healthy diets. Difference between the price of products sold and the average of Fair-Trade price. 	1 1 0.75



IMPACT MILESTONES – EXAMPLES OF COMPANIES



BOU'SOL | France | Transformation and Retail

Bou'Sol is a French holding created in 2013 with the aim of developing a **network of “socially minded” bakeries** to produce **organic and locally sourced bread**. Bou'sol is the precursor of the « Bio in the canteens » movement, selling to institutional caterings and canteens. The network includes **5 bakeries** in France.

Mission

To build, develop and structure long lasting relationship with **local and organic wheat/flour** growers through a socially minded bakery network, engaged in a **collaborative and inclusive** dynamic.

Solution

The **“Pain et Partage” network** across France, based on **brand licensing and mutualized services**, enables a fully integrated social and environmental model to spread out.

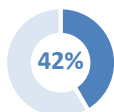


Impact

Bou'Sol promotes **access to healthy and sustainable food**, contributes to the **structuring of organic and local sectors** and **works towards communities and territories development** through the creation of inclusive jobs.



NATURAL RESOURCES



Renewable energy supply
for Pain et Partage Marseille
(representing 31,5% of the network
revenues)



BIODIVERSITY



100%
of flour suppliers have organic
certification



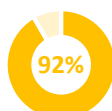
CIRCULAR PROD. AND CONSUMPTION



Reusing unsold bread
to make biscuits (ongoing project)



HEALTHY AND ACCESSIBLE FOOD



Additional nutritional intakes
thanks to the high quality of flours
used – organic and without chemical
additives



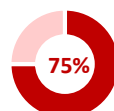
FAIR VALUE CHAIN



Governance in cooperative



LOCAL COMMUNITIES



**+25 employees in social inclusion
program**
engagement through endowment
fund, Empl'itude Certification

IMPACT MILESTONES – EXAMPLES OF COMPANIES



FARMSTAND | UK | Transformation and Retail

Farmstand is a London based **sustainable, online and offline, multi-format, healthy casual food company**. The company offers healthy, sustainably sourced food in a fast casual environment and delivered to where a customer needs it. In addition to its two restaurants, Farmstand's food is also available at Stands, Mini Stands, Catering Stands and via an Online Stand through a **B2B model**.

Mission

To offer **environmentally friendly food and drinks** that enables people to **eat better, feel better and live longer**. The company intends to completely redesign the approach to casual food.

Solution

Sourced by a 2,000 square foot central kitchen in Deptford, Farmstand offers a **first of its kind offline and online retail concept** with better ingredients, sourcing and packaging.



Impact

Farmstand promotes access to **healthy and sustainable food at affordable prices** and **raises awareness** among city dwellers regarding **the importance of traceability and local food**.



NATURAL RESOURCES



Zero landfilled waste
waste is compostable and/or recyclable, commitment to zero plastic and renewable energy



BIODIVERSITY



100% of ingredients
are produced through organic and sustainable farming methods



CIRCULAR PROD. AND CONSUMPTION



100% of raw materials
are compostable or recycled (napkins and cutlery, packaging, reusable water bottles)



HEALTHY AND ACCESSIBLE FOOD



Promotion of healthy and balanced diets
through products and recipes with high nutritional content



FAIR VALUE CHAIN



Lead for Change company
UK Social Enterprise, top 2 « Most Sustainable service business in Europe » in 2016 and 2017



LOCAL COMMUNITIES



High commitment towards local community development
through involvement in the Sustainable Restaurant Association (SRA)

IMPACT MILESTONES – EXAMPLES OF COMPANIES



PEAS AND LOVE | France | Production and Distribution

In a context of increasing quest for healthy, organic and local food and reconnection with Nature, **Peas & Love designs, installs and operates urban farms**. Located in urban areas (**Paris and Brussels**), farms consist of a set of individual vegetable plots and common planting areas that are **operated vertically using organic production methods**. Users of farms are local residents that are in charge of the growing and harvesting of their plot.

Mission

Make a seasonal fruits and vegetables **garden in the heart of the city accessible** to an urban community to **support the food transition**. Create **social links** while accompanying city dwellers in their reconnection to Nature.

Solution

6 vertical and organic urban farms, in undervalued areas, to which city dwellers have access through a monthly subscription. "Urban farmers" receive more than 30kg of fruit and vegetables per year.



Impact

As a **pioneer in urban farming**, Peas and Love contributes to the **transition towards positive nutrition for urban residents** and works to create **social links between members of the same communities**.



High resource efficiency process through an optimized irrigation system and a collaboration with AgroParis Tech



Regeneration of biodiversity in urban areas through 5 urban farms that reduce heat islands and improve air quality



Sustainable farming methods with the use of recycled textiles, coconut-based substrates



Promotion of healthy diets through local, seasonal, nutritious and accessible food products



Co-creation process with urban farmers and partners to constantly innovate and create solutions for the circular economy



The urban consumer becomes the producer and 15% of the urban farm area are common spaces dedicated to community exchanges

Description

Alterfin is a **Belgian social investment cooperative** established in 1994. Alterfin invests in developing countries via microfinance institutions (EUR 53m or 60% of its activity) and organizations of farmers and producers focusing on sustainable agriculture (EUR 38m or 40% of its activity). At the end of 2018, Alterfin's **portfolio amounts to EUR 89,9m**. Alterfin's worldwide visibility has increased after the company's inclusion in the **ImpactAssets 50 list**, the world's most renowned database of social investment funds. Furthermore, Alterfin is **B Corp certified**. Quadia **actively supports about fifteen companies through Alterfin**.

Mission

Alterfin's goal is to **improve the livelihoods and living conditions of socially and economically disadvantaged people and communities**, predominantly in rural areas in low- and middle-income countries around the world.

Solution

Alterfin **provides financial and non-financial services to its partners** by (i) raising funds, mainly from individual investors and socially responsible institutions, (ii) structuring and promoting ethical and sustainable investments, (ii) networking with like-minded organisations.

Position

Alterfin acts as a **bridge** between individuals and institutions seeking ethical and meaningful investments, and the needs of entrepreneurs and farmers in the South. To mobilize capital, Alterfin attracts shareholders which allow the **financing of microfinance institutions and agricultural associations linked to fair trade**.



Impact



- **83 organisations** working in sustainable agriculture
- **62 000 producers** supported
- Investments that impact the lives of **2 590 000 households**



- **73%** of the producers Alterfin finance are **fair-trade certified**
- **76%** have adopted the **decent work initiative**
- **19 461** producers have attended seminars raising awareness on **gender inequality**



- **76%** of Alterfin's partners are **certified organic**
- **80%** of Alterfin's partners have an **environmental management policy**
- **+44 452** farmers have received training on **good agricultural practices**
- **90%** of farmers have received **technical assistance**

IMPACT MILESTONES – EXAMPLES FROM ALTERFIN COLLABORATION

AMRU RICE | Cambodia | Transformation

Amru Rice was created in Phnom Penh in 2011 as a **family-owned business**. The company aims to create a **fair, sustainable, and integrated value chain** around rice milling and processing. The company's core business is the processing, packaging and exporting of conventional and organic rice. It also provides different services to farmers such as training, storage capacity, good quality seed provision to cooperatives joining its network.



IMPACT

Structuring of a sustainable supply chain for rice in Cambodia
by providing market access and fair wages to +2500 farmers et 18 cooperatives

Promotion of organic agriculture and sustainable farming practices
Ecocert and SRP Rice Standards certifications

High commitment towards local community development
through Fair For Life certification and support of local and international NGOs

APICOOP | Chile | Production in cooperative

Apicoop is a **beekeeping co-operative** based in Paillaco, Chile. Apicoop was established as a beekeeping project in 1981, promoting rural development and supporting persecuted farmer groups and trade unions during Chile's military dictatorship. Apicoop is a **pioneer** and the **largest player in the honey Fairtrade landscape**. There are currently **+430 beekeepers involved in Apicoop**, most of them small-scale with 15-20 hives or medium-scale with 100–200 hives and for which honey is the only source of income.



IMPACT

Structuring of a sustainable supply chain for honey in Chile
through an established value chain connecting producers and consumers. Support is provided to producers

Biodiversity regeneration
through bees preservation – an endangered species

High commitment towards local community development
through the cooperative model, based on the redistribution of wealth to producers

ECOOKIM | Ivory Coast | Distribution

Founded in August 2004, ECOOKIM is a **union of several cooperatives** in the **cocoa and cashew sector**. ECOOKIM is established in major producing regions of Ivory Coast and ranks among the top cocoa exporting cooperatives in the country. ECOOKIM became **FAIRTRADE certified** in 2010, as well as **UTZ Kapeh** in 2012 and **RAINFOREST** in 2014. The union currently gather +23 cooperative members and **+23 000 farmers** of cocoa and cashew.



IMPACT

Structuring of a sustainable supply chain for cocoa in Ivory Coast
through support of local producers and promotion of organic production methods

Biodiversity regeneration
through Rainforest and UTZ certifications, and cocoa orchards' renewal projects

High commitment towards local community development
through the rehabilitation and renovation of infrastructures, the fight of child labour etc.

MIIMOSA

Description

Launched in 2015, MiiMOSA is a **leading crowdfunding platform** exclusively **dedicated to agriculture and food projects**. To accelerate, through financing, the agricultural, food and energy transition, MiiMOSA has created various financing tools, simple and inclusive, allowing citizens and legal entities to access innovative asset class and providing returns, meaning and transparency. Financial tools range from **matching grants** to **profit-sharing loans** (since April 2018) and **mini-bonds and bonds** (since January 2019). Five years after its launch, the platform **has funded 2,300 projects with EUR 20m**, 50% of which in a single year. **Through MiiMOSA, Quadia finances Pinot Bleu, Pôle Viandes and Rutabago.**

Mission

Accelerate, through financing, the agricultural, food and energy transition

Raise public awareness regarding sustainable agriculture and diets through project funding

Create a movement around the main issues of our century (food, environment, climate)

Solution

Online platform that allows both (i) entrepreneurs in the field to access new sources of financing and (ii) the public and legal entities to collectively finance meaningful projects.

Position

MiiMOSA is operating in **France** (since 2015) and **Belgium** (since 2017) and is now the **first online platform entirely dedicated to funding of the agricultural and food sectors in the world**. Through its inclusive model, MiiMOSA finances major themes to accelerate the transition, including **agroecology, carbon reduction, organic agriculture and renewable energy, agroforestry, open air breeding and animal welfare** etc.

RUTABAGO | France | Distribution



In 2016, Rutabago was created based on the observation that French people wanted to have a healthy diet but that they could not easily find a basket of ready-to-cook food products offering 100% organic, local and responsible products. Rutabago **offers 100% organic product baskets**, which can be adjusted according to diets and the number of people benefiting.

Rutabago plays a key role in **raising consumer awareness regarding sustainable production and diets**.



Impact

Zero food waste

thanks to pre-measured recipes and the donation of food loss – about 5% is given to solidarity groceries

100%

of organic products, produced without pesticides or polluting treatments

Recycled and recyclable packaging

mostly used
50g of food waste avoided per meal, out of 290,000 meals sold in 2019

100%

of recipes are validated by a dietician-nutritionist

No price pressure scheme

is used by Rutabago that pays a fair purchasing price

Local production

is always preferred
9 producers are highlighted per week in the recipe sheets



9. INDIRECT INVESTMENTS



OVERVIEW OF INOK'S IMPACT

Description

Launched in August 2006 by INOKS Capital, Ancile is an **investment fund** specialized across the **value chain of raw materials**. Its aim is to generate positive environmental and social impact while also producing consistent economic returns. INOKS received several awards commending the **positive social impact** of its funds. Since inception, INOKS has supported **130+ companies** with **600+ stakeholders** and has deployed around **USD 4,4bn** throughout emerging markets worldwide.

Mission

Provide **customized growth capital solutions** to real economy corporates active non-speculatively in sustainable commodity value chains (agriculture, food, renewable energy and recycled materials).
Combine ethical goals, strong sustainability, and consistent performance.

Solution

Provide **short term tactical capital** (90 -120 days) to promising and efficient **SMEs in emerging markets**.
Focus on **agricultural commodities** (90%) and metals throughout their value chains.

Position

Provide funding along commodity value chains (primarily in logistics and transformation), to support the working capital needs of real economy players. INOKS supports **non-speculative commodity value chains**, such as grains, softs, inputs, animal protein and metals.

Offer creative, tailor made and highly efficient capital solutions for alternative investors seeking **absolute value and diversification**. INOKS has a unique **non-leveraged approach**.

Capital investments are deployed across diverse emerging regions: Africa (27%), Asia (6%), CIS (36%), and MENA (2%).

Impact

INOKS generates social and environmental impact by:

- **channelling capital to small and medium businesses** in emerging economies that struggle to access it. Capital supports growth by increasing local production, supporting job creation, promoting sustainable farming practices and helping SMEs align to international standards;
- contributing to environmental quality, food security, poverty reduction, and women empowerment;
- **establishing an Impact Committee with Quadia** and by assessing impact internally.

INOK's portfolio impact:

- **+28 308** smallholder farmers reached, including **3 676** women. Furthermore, technical assistance and training have been delivered to **6 489** farmers.
- **60%** of employees are from local communities,
- **82%** of employees earn a salary above minimum wage,
- **78,4** Mm tons of local sales,
- **3,9** Mm tons of commodities produced,
- **66%** of agricultural waste and water used are being recycled.

INOKS Capital directly **aligns with 6 of the 17 Sustainable Development Goals**:

