

ISIDRO'S CLIENT: AT A GLANCE

CRS Isidro is a blended finance initiative, an integrated approach that catalyzes investment capital (Isidro Investments) and grantfunded technical assistance for under-served agricultural businesses and farmer organizations. We support our clients by providing a comprehensive package of technical assistance and coaching, with an eye towards growing their business and scaling their impact.

TYPICAL LENDERS' CLIENTS

Medium scale

\$1m+ average in sales

More formal

Legal and registered, established financial and administrative systems

Small and growing businesses

Coffee & cocoa

60%+ of investments in these two crops

Primarily international markets

Primarily short-term trade finance & working capital

Average ticket size \$650.000 - \$850.000

80%+ are repeat clients/borrowers

VS.

← (223)

STAGE OF CLIENTS

VALUE



INVESTMENT NEED

ISIDRO'S CLIENT

Smaller scale

\$300,000 average sales

More informal

Still developing systems, processes, registrations

Small and growing businesses

Coffee & cocoa

Niche crops

Fruits, nuts, spices & vegetables

Local & international markets

Combination of short-& mid-term capital

Average ticket size \$150.000 - \$300.000

Mostly first-time borrowers

ISIDRO'S OFFERINGS



Comprehensive technical assistance to prepare informal, agricultural enterprises for investment and set them on the road to growth and bigger impact



Extensive on-the-ground network of partners to identify candidates with the potential to grow and generate impact



Access value chain and agricultural expertise grounded in knowledge of local markets through CRS' field teams and programs



Innovative financing products, not available in local markets, including flexible guarantees and attractive terms

PROJECTED TARGETS





500 rural jobs generated



