



GRADUATING THE COOPERATIVE LANDSCAPE



UNLOCKING POTENTIAL FOR AGRICULTURAL COOPERATIVES

Cooperatives are the backbone of resilient, sustainable, and competitive value chains in agriculture. However, many cooperatives struggle to operate professionally, hindering their ability to serve members, access financial services, and attract investments. This limits their potential and hampers rural and economic development.

AGRIGRADE'S MISSION IS TO TRANSFORM AGRICULTURAL COOPERATIVES BY PROVIDING AN INTEGRATED, SCALABLE, STANDARDIZED, AND DATA-DRIVEN APPROACH. WE AIM TO PROFESSIONALIZE COOPERATIVES AND FACILITATE WIDESPREAD ACCESS TO FINANCE, UNLOCKING THEIR FULL POTENTIAL FOR THE BENEFIT OF ALL STAKEHOLDERS.

Our System Empowers Agricultural Cooperatives to:

- **Strengthen:** AgriGRADE empowers cooperatives to enhance productivity, streamline operations, and overcome market challenges through professionalization.
- **Create Sustainable Growth:** AgriGRADE enables cooperatives to adopt best practices, cutting-edge technology, and climate-smart strategies, ensuring resilience to climate change and long-term sustainability.
- **Drive Prosperity and Employment:** AgriGRADE helps professionalized cooperatives generate more jobs, drive economic growth in rural areas, and contribute to poverty reduction.
- **Attract Investments:** AgriGRADE makes cooperatives highly appealing to financial institutions, opening doors to capital, expansion, and innovation.



TRANSFORMING AGRICULTURAL COOPERATIVES WITH AGRIGRADE

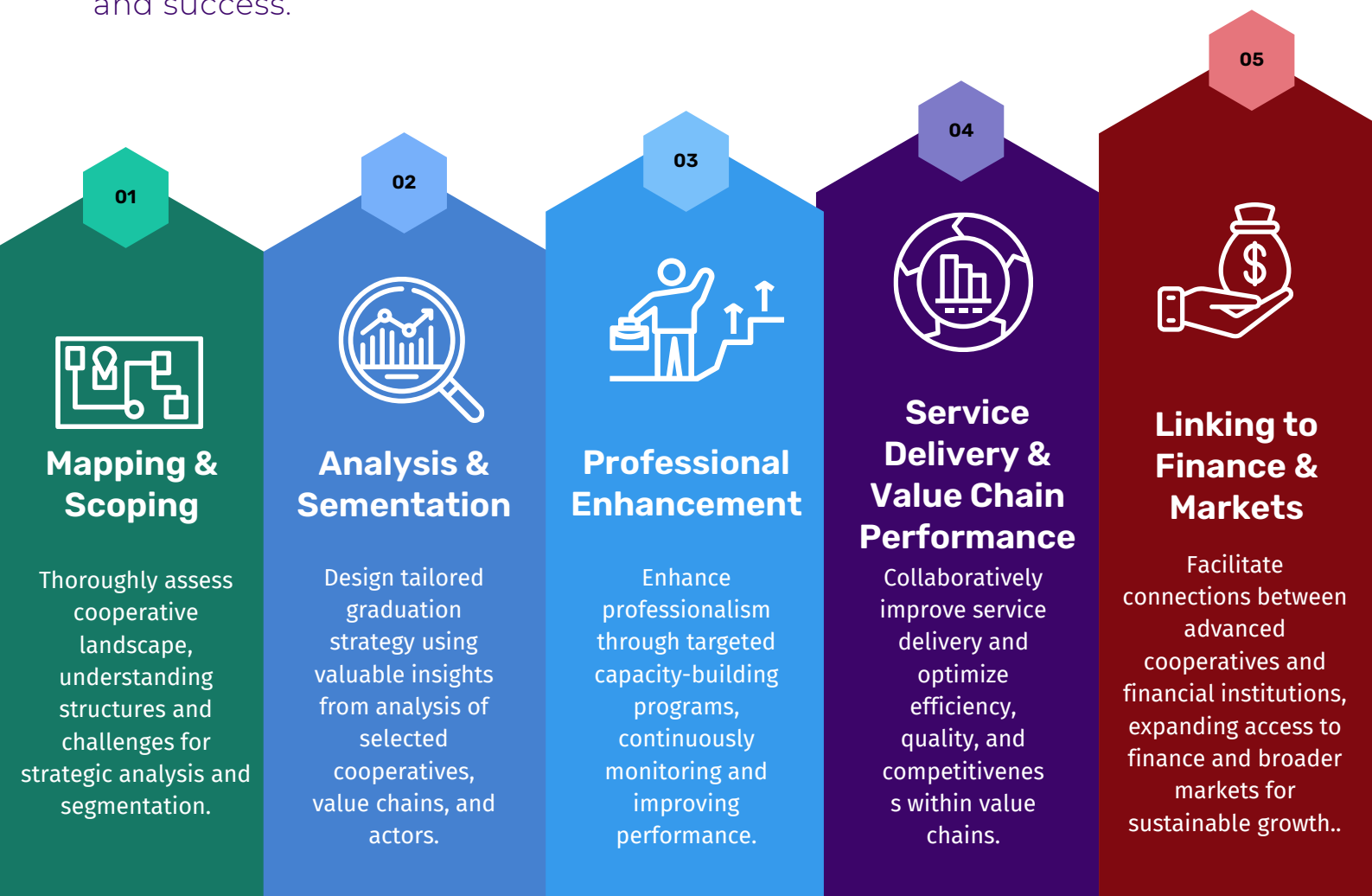
The agricultural sector can only thrive when cooperatives embrace professionalism and operate as efficient businesses. By cultivating a culture of professionalism within agricultural cooperatives, we unlock a multitude of benefits that contribute to the overall success and sustainability of the sector. Professionally managed cooperatives operating in efficient and competitive value chains are not only essential for the growth and prosperity of member farmers but also for:



**AGRIGRADE: AN INTEGRATED, SCALABLE, STANDARDIZED,
AND DATA-DRIVEN APPROACH TO PROFESSIONALIZE
AGRICULTURAL COOPERATIVES AND FACILITATE ACCESS TO
FINANCE.**

AGRIGRADE: STRENGTHENING RURAL ECONOMIES IN 5 STEPS

AgriGRADE is an open consortium of qualified and complementary expert partners dedicated to enhancing rural economies. Through a strategic approach, we boldly follow five essential steps to drive progress and success.

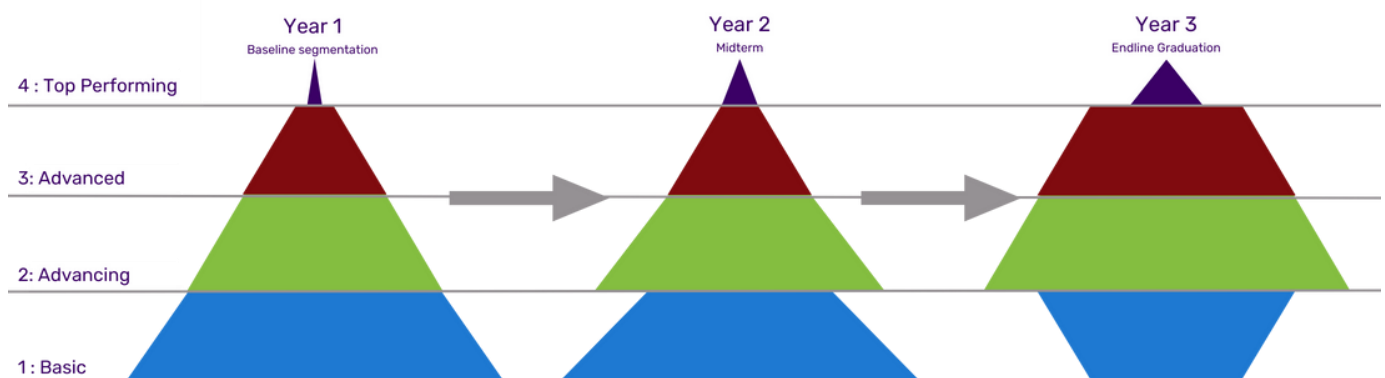


**CONSISTENT DATA AND METRICS FOSTER A
SYSTEMIC, INTEROPERABLE APPROACH, DRIVING
IMPACTFUL AND EFFICIENT OUTCOMES.**

A UNIQUE METHODOLOGY FOR SUSTAINABLE GROWTH

AgriGRADE employs a unique methodology that begins with a comprehensive assessment of the local agricultural sector, **gaining a thorough understanding** of cooperatives and value chains. This evaluation leads to a strategic segmentation of cooperatives into four distinct segments, each requiring specific training and specialized support from **local capacity builders**. Additionally, **off-takers** play a crucial role in providing services and incentives.

AgriGRADE enhances the professionalism of the cooperative landscape as time progresses.



With tailored capacity building and incentivization, cooperatives progress over time, graduating to higher levels of professionalism. The process is closely monitored, and their achievements are documented in online track records, showcasing their growth and development. These track records serve as **valuable tools** to introduce viable, professional cooperatives to financial institutions, paving the way for **access to crucial funding** and **investment opportunities**.

AGRIGRADE IS A SCALABLE, OUTCOME-DRIVEN APPROACH THAT ENSURES COST-EFFICIENCY THROUGH PROMOTING TEAMWORK AND AVOIDING DUPLICATION.

AGRIGRADE: COLLABORATING FOR LOCAL IMPACT AND GOVERNMENT ALIGNMENT

AgriGRADE, founded by five leading organizations, seeks to work with qualifying local partners and national governments to ensure alignment with local needs. Built on a standardized framework, multiple partners with diverse specializations complement each other, making a direct and effective contribution to the professionalization of agribusinesses. This collaborative approach results in an efficient one-stop-shop solution, addressing the challenges faced by rural agribusiness ventures. AgriGRADE is proud to be supported by the Dutch Directorate-General for International Cooperation (DGIS).



SCOPEinsight (est. 2010) is a business intelligence company specialized in uncovering insights about agribusinesses and agricultural value chains in emerging markets. SCOPEinsight will collect and analyze data on the cooperatives.



Agriterra (est. 1997) is an international specialist in cooperative development that uses a structured approach to make cooperatives bankable with sustained access to finance. Agriterra will provide high-level capacity building.



IDH (est. 2008) provides a collaborative transformation catalyst that encapsulates market-driven solutions. IDH will work to strengthen the value chain performance and service provision by value chain actors.



Farmfit Fund (est. 2020) is a de-risking blended finance fund that catalyzes agricultural co-investment by taking the highest risk positions and reducing risks for other investors. Farmfit Fund will help provide finance.



Oikocredit (est. 1975) promotes sustainable development by providing loans, investment, and capacity building to sectors such as agriculture and renewable energy. Oikocredit will help provide finance.



THE AGRIGRADE WAY: BENEFITS FOR ALL STAKEHOLDERS

In each country where AgriGRADE operates, we collaborate with local governments and the private sector to select target value chains and cooperatives. Through scoping, segmentation, training, and finance linkages over multiple years, our approach yields **benefits for all stakeholders involved**:

Cooperatives & Farmer Members

- Improved performance and track record.
- Optimized access to finance and markets.

Governments

- Enhanced oversight of the cooperative landscape
- Informed investment and support decisions..

Value Chain Actors

- Increased produce quality and quantity.
- Reduced environmental, social, and governance risks.

Financial Institutions

- Greater transparency and lower risks.
- Decreased transaction costs.

Donors & Development Organizations

- Market- & data-driven programs with a natural exit strategy.
- A scalable, cost-effective approach

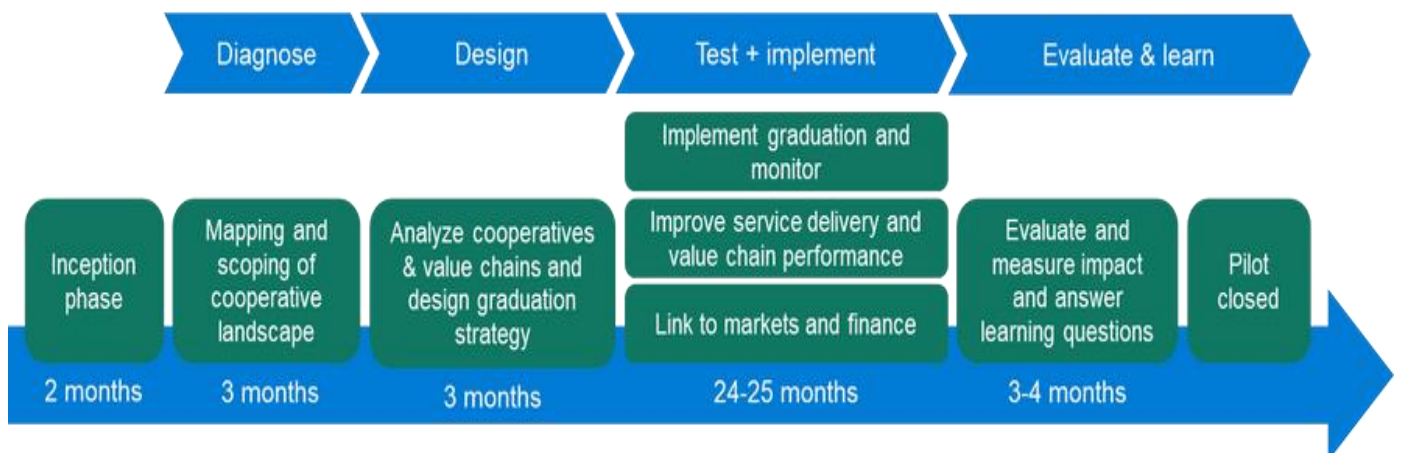
- **Sustainable and climate-resilient farming systems.**
- **Improved livelihoods at the farmer level.**
- **More competitive value chains.**
- **Increased food security.**
- **Contribution to the United Nations Sustainable Development Goals (SDGs).**



JOIN AGRIGRADE: TRANSFORMING COOPERATIVE LANDSCAPES WORLDWIDE

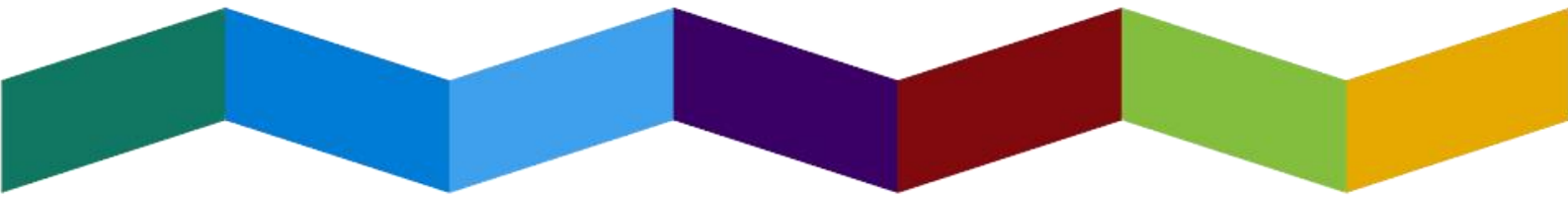
Supported by the Dutch Ministry of Foreign Affairs, AgriGRADE initiates two pilots in Tanzania and Kenya, each spanning three years. **Actively seeking pilot opportunities with (local) partners in other countries, AgriGRADE aims to foster strong and resilient rural economies by prioritizing professional agribusinesses.** Together with its partners, AgriGRADE endeavors to scale up cooperative graduation efforts worldwide.

Proposed Implementation Period for Pilots



Contact us to see how we can partner
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“In many countries in which we invest, agriculture cooperatives are the backbone of rural economies, delivering essential services to farmers and communities. AgriGRADE for us is a coalition of organizations to professionalize these agricultural cooperatives in a measurable and standardized way.”

Hans Perk, Director of Specialized Finance & Community Building at Oikocredit



“AgriGRADE offers a unique combination of expertise for farmer cooperatives to support the next step, from governance and business training adapted to a rated performance of the governance level to analysis and benchmarking of the business model and financiers who look at the business model first.”

Tony Bruggink, Program Director at IDH



“Although there are massive pools of capital available globally, smallholder farmers scarcely have access to finance. To a large extent, this is due to a lack of investable projects and actors in the agri-sector. The professionalization of cooperatives, as AgriGRADE will do, can therefore contribute significantly to increasing investment flows into smallholder farmer-based value chains.”

Roel Messie, CEO of IDH Investment Management



“AgriGRADE combines the best of all worlds: a standardized, data-driven way of working to professionalize agribusinesses with the power of collaboration with key partners. This brings impact at scale. We hope to revolutionize the development sector and strengthen rural economies worldwide.”

Lucas Simons, CEO and founder of SCOPEinsight



“I believe AgriGRADE is an innovation for farmers' cooperatives. Thanks to an integrated approach, we work together with our trusted partners to modernize and develop the cooperative sector in the most sustainable way.”

Marco Schouten, CEO of Agriterra



IGNITE CHANGE

Join AgriGRADE in revolutionizing the agricultural sector, empowering cooperatives, and driving sustainable growth. Together, let's transform rural economies, create prosperity, and make a lasting impact.

Take action now and be part of the AgriGRADE movement for a vibrant and resilient agricultural future.

Contact us today to get started
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