


RLI INVESTMENT SNAPSHOT	
<b>ASILI AGRICULTURE</b>	
<b>Reason for Selection</b>	Asili Agriculture is an integrated food security platform for East Africa. Asili delivers agricultural land management & marketplace solutions that empower farmers and food system stakeholders to sustainably increase profitability, resilience and nutrition.
<b>Location:</b>	Kiryandongo, Masindi, Amuru and Nwoya districts
<b>RLI Business Category:</b>	R3
<b>Company Background:</b>	<p>Asili cultivates and manages agricultural land in the Northern and Western regions of Uganda for the production of aggregation of grains and oilseeds. The company develops and transfers climate-smart agriculture practices that increase yields, reduce food insecurity while creating employment opportunities for women and youth. Asili works with the International Finance Corporation to improve and deliver its model.</p> <p>Asili's key partners and off-takers are food manufacturers, humanitarian organizations and protein producers across the region.</p>
<b>Industry/Sector:</b>	Agriculture
<b>Products and Services:</b>	Asili delivers agricultural land management & marketplace solutions that empower farmers and food system stakeholders to sustainably increase profitability, resilience and nutrition.
<b>Management Team:</b>	<p>Asili Agriculture is managed by a diverse team of individuals with extensive experience in agribusiness development, agronomy, corporate development, and analysis, with the goal of introducing climate-smart agriculture practices to Uganda, contributing to the food security of the East African region.</p> <ol style="list-style-type: none"> <li>1. Eduardo Browne – Co-Founder &amp; Co-Managing Partner, experience in building businesses in agriculture, energy, and software.</li> <li>2. Benjamin Prinz – Co-Founder &amp; Co-Managing Partner, corporate development expert.</li> <li>3. Philipp Prinz – Co-Founder &amp; Co-Managing Partner, experienced consulting analyst.</li> <li>4. Reuben Nyanzi – Farm Operations Manager</li> <li>5. Caroline Aoja – Finance Manager</li> <li>6. Peninah Nangobi – HR Manager</li> <li>7. Francisco Podesta – Technical Director, Agronomy</li> <li>8. Patrick Katungi – Producer Services Manager</li> <li>9. Keturah Bagenda – Community Relations Manager</li> <li>10. Federico Tonelli – Director of Development &amp; Partnerships</li> </ol>
<b>Employees:</b>	<p><b>Permanent</b> – 225 (25% of whom are women and 65% are refugees or people living within host communities)</p> <p><b>Semi-permanent</b> – 650 (38% of whom are women and 81% are refugees or people living in host communities)</p>

<b>Market Overview and Trends:</b>	Although 60% of arable land in the world is in Africa, food insecurity and land utilization remains a challenge. Agriculture in Uganda is mainly rain fed and based on subsistence farming. Asili Agriculture’s model focuses on using modern and climate-change resilient agricultural methods to maximize the quantity and quality of output from farmland. Asili Agriculture is the largest producer aggregator of grains and oilseeds in Uganda.
<b>Estimated Investment Needs:</b>	USD 15,300,000 <ul style="list-style-type: none"> <li>- To purchase agricultural equipment and grain storage &amp; handling facilities</li> <li>- Working capital to support land management and aggregation activities</li> <li>- Support Asili Agriculture to expand its footprint to over 15,000 hectares</li> </ul>
<b>Target Funding Source(s):</b>	Development banks, Impact Investors, Asset financing companies
<b>Investment Opportunity:</b>	Asili Agriculture is seeking an investment of USD 15,300,000 as growth and working capital to scale their operations in the Bunyoro and West Nile regions of Uganda. The investment will be used to buy more agricultural equipment and inputs, increase grain storage & handling capacity, train farmers and as working capital for their aggregation and trade arm of the business.
<b>RLI Social Impact Opportunity:</b>	The scaling up of Asili’s operations through investment will increase the employment opportunities for refugees. The company is also well positioned to further train and support numerous farmers in these host communities.
<b>RLI Support Strategy:</b>	Support Asili Agriculture to access concessional financing or patient capital from development banks or impact investors like AgDevCo, Agribusiness Capital Fund or East African Development Bank. Support Asili Agriculture to access technical assistance that would support the business to train / extend agricultural tech in the host community and increase the quality, yield, and income from their produce. This can be sought through the START facility operated by UNCDF and Uganda Development Bank in Northern Uganda or programmes supported by TechnoServe.