PROVIDING ACCESS TO FINANCE TO SUSTAINABLE COFFEE PRODUCERS

Noemi Perez, Executive Director
Finance Alliance for Sustainable Trade (FAST)

www.fastinternational.org

To ensure the continued growth of sustainable production and trade by increasing the number of producers in developing countries who successfully access affordable trade finance.

FAST’S MISSION
FAST MEMBERSHIP

- 156 members in 36 countries in North, Central and South America, Europe, Asia and Africa
- Social and environmentally oriented financial institutions, producer groups in developing countries, certification agencies, NGOs, social investors and other actors involved in the supply chain

**FAST Members by Region**

- Latin America: 42%
- Can. US.: 17%
- Europe: 19%
- Africa: 17%
- Asia: 5%


Building Businesses and Livelihoods through Sustainable Trade Finance.

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THE MISSING MIDDLE

- Infrastructural finance (>5mill.)
- SME finance (20,000 to 5 mill.)
- Microfinance (<20,000)
THE SPECIFIC NEED FOR FINANCE

+ Pre-finance:
  to cover inputs into production prior to harvest
+ Trade credit:
  to enable SSMEs (producer organizations) to buy on credit to produce and sell on international markets
+ Term loans:
  to enable SSMEs (producer organizations) to invest in infrastructural improvements

IN THE SUSTAINABLE COFFEE SECTOR ALONE

The gap between the annual financial need and the available funding from socially-oriented lenders based in Europe and North America is estimated at USD780 million.
**Conventional Banking**

- **Social Investors**
- **Policy Makers**

**Buyer**
- (Importer, Distributor, Retailer)

**FAST**
- Facilitates communication between buyers and lenders
- Facilitates linkages between buyer contracts and finance
- Facilitates producer and FI awareness on finance

**Financial Institution (FI)**
- (FI)

**Sustainable Producer**
- Or

**Organisation**

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**THE ROLE OF FAST**

**FAST'S PROJECTS**

- **ONLINE FINANCIAL MARKETPLACE**
  - Facilitate the access to finance and financial services tools to sustainable SME and social lenders

- **SHARED IMPACT ASSESSMENT**
  - Assess the economic, social and environmental impact of sustainable finance

- **FINANCIAL LITERACY TOOLBOX**
  - Strengthen the financial and administrative capacities of sustainable SME

- **GUARANTEE FACILITY FOR SOCIAL LENDING**
  - Provide access of guarantee facilities for social lenders

**ACCESS TO FINANCE**

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Access to finance in 140 countries

With the support of:

- 18 applications from SMEs from the coffee sector
- 14 producers are confirmed for the FFF, from Honduras, Nicaragua, and Costa Rica
- 5 FAST lending members are participating to the FFF in Honduras: Alterfin, Calvert Foundation, Root Capital, Proyecto CAMBio and responsAbility
- 43 producer-lender one-on-one meetings
- $17.8 million USD requested from producers for this FFF
- 2 strategic financial partners are also participating: Citi, IDB
THE WORK OF FAST

✓ Provide information about the business opportunities in financing the coffee sector

✓ Providing access to risk management tools including credit rating

✓ Impact of investments to promote greater investment in the sector

✓ To make the financial tools and services available in a worldwide basis through online platform

Join FAST Today:
Now Accepting Membership Applications

THANK YOU
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