

KAWÁ

SUPPORT ECOSYSTEM FOR FAMILY FARMING AND REGENERATIVE PRODUCTION



OPPORTUNITY

USD 500M/ year market with **78k** smallholder cocoa farmers in Brazil

85% lack access to traditional credit

Blended finance mechanism paired with **field technical assistance**

Nature-positive & social impact investment

PROVEN TRACK RECORD

FIRST ISSUANCE: MODEL VALIDATION

- **270** smallholder farmers in Bahia
- **<1%** default rate
- **+60%** average income increase

SECOND ISSUANCE: EXPANSION

- **700** smallholder farmers in Bahia and Pará
- Expansion with **BNDES**
- Value scaling and **territory** expansion

FUND STRUCTURE

- Initial volume: **USD 6M**
- Beneficiaries: **1,200+** farmers
- Subordination: **33%** (already raised)
- Senior tranche tenor: **5 years**
- Senior tranche target return: **CDI + 2% p.a.** (mezzanine to be defined)
- Monitoring: **bi-monthly** field visits
- ESG Framework aligned with **IFACC** standards

KEY PROTECTIONS

- Track record of low default rates
- Continuous technical monitoring
- 4 established technical partners
- Highly diversified portfolio (1,200+ farmers) and low average ticket (USD 3-7 k)

GROWTH POTENTIAL

- Medium-term (2030): USD 35M / 5,900 producers
- Carbon credits and premium markets potential
- Pipeline mapped with technical assistance

HIGHLIGHTS

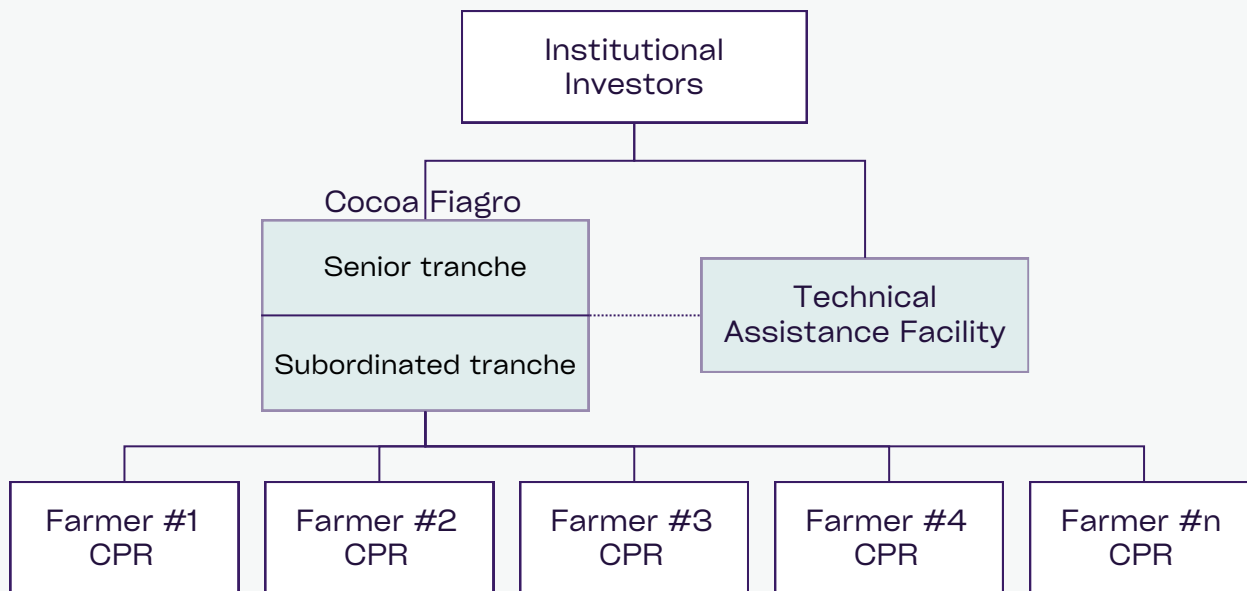
- Experienced team in rural credit and impact
- BNDES partnership validating the thesis
- Proven scalability
- Replication potential in other value chains

KAWÁ

SUPPORT ECOSYSTEM FOR FAMILY FARMING AND REGENERATIVE PRODUCTION








OPERATION STRUCTURE



The technical assistance facility will be grant-funded, the subordinated tranche will have concessional terms, the mezzanine tranche is yet to be defined, and the senior tranche will provide market-rate returns

CREDIT JOURNEY

- 01**  Recognition of the **producer's credit demand** by the field technical assistant
- 02**  Project development, **credit assessment**, and **economic viability** analysis
- 03**  **Credit approval** by the technical partner
- 04**  Credit-backed rural product note issuance (CPR), **disbursement**, and project **implementation**
- 05**  Continuous **in-field monitoring** by the credit analysis partner and the technical partner

FOR MORE INFORMATION

Martha de Sá
martha@violet.earth

Vinicius Ahmar
vinicius.ahmar@arapyau.org.br

Paulo Bellotti
paulo.bellotti@movinvestimentos.com.br

IMPORTANT NOTICE: This material is for informational purposes only and should not be interpreted as marketing material, an offer, solicitation of an offer, or recommendation to engage in any financial transaction. Past performance does not guarantee future results. For complete information about the Prosper Cocoa Mechanism, please refer to the official documentation available from the relevant regulatory authorities.