

TRELLIS

Our Work in Climate

Kentaste, East Africa

Investing in climate resilience for smallholder farmers.

Trellis is Acumen's \$30 million philanthropic-backed investment initiative building on two decades of experience investing in agriculture. Trellis systematically invests in agribusinesses that build wealth and climate resilience for the world's 500 million smallholder farmers.



The Challenge

- Climate change is a daily reality for 500 million smallholder farmers around the world who are on the frontlines grappling with its profound impacts. This is an existential threat to the entire agriculture sector.
- Rising temperatures and changing rainfall have led to increased droughts, reduced agricultural productivity, greater instances of natural disasters, and more.
- This threat is amplified by the fact that most smallholder farmers live in poverty, limiting their capacity to effectively manage shocks and implement adaptive measures.

The Opportunity

- There is an estimated \$65 billion funding gap for agricultural small-medium enterprises in sub-Saharan Africa alone.
- Only 1.7% of climate finance flows to smallholder agriculture solutions overall.

The Approach

Trellis takes a five-part approach to building climate resilience for smallholder farmers:

- **Starting with the systematic problem:** For smallholders to build profitable climate resilience they need consistent, affordable access to a system of interdependent goods and services.
- **Mobilizing early-stage capital to bridge a vital gap in climate finance through financial instruments:** Trellis invests innovative types of equity in early-stage agribusinesses focused on the climate crisis.
- **Post-investment support:** Portfolio members, management, and experts dedicate time to aid portfolio companies in governance, finance, and impact.
- **Cutting-edge impact measurement:** Trellis incorporates climate resilience assessments throughout investment stages, directly involving smallholder farmers' input.
- **Building an ecosystem of climate resilient impact investing:** Through research, reports, thought pieces, and speaking engagements, Trellis shares insights to advance climate resilience for smallholders.

Kentaste

Acumen Investee, 2019

Kentaste is one of the largest producers of premium, coconut-based products in East Africa. They buy coconuts at high volumes and fixed prices, while simultaneously offering climate-resilient farming support to help farmers battle climate challenges such as erratic rainfall, shifting soil, and rising pests. 72% of Kentaste farmers credit the company for increasing their climate resilience.



An Invitation

This is a critical moment for leveraging climate finance to support entrepreneurs and agribusinesses serving smallholder farmers.

Acumen is uniquely positioned to mobilize capital to invest in innovative companies bringing smallholder farmers out of poverty, building their adaptive capacity, and increasing food security.

This requires a systemic approach and cannot be done alone. Trellis is building an ecosystem of support and partners, and raising capital to mobilize climate finance toward climate resilient agricultural solutions.

Learn more:

thework.acumen.org/trellis



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