

Origo Commodities raises INR 80 crore to strengthen agriculture finance

September 2018, Delhi, India – Origo Commodities has raised INR 80 crore funding from renowned impact investors Oikocredit, Caspian SME Impact Fund IV and Triodos Investment Management through its Hivos-Triodos Fund.

Origo Commodities, founded in 2010, provides post-harvest agriculture supply chain financing and logistics solutions. Origo has a presence in 12 states in India and manages agriculture commodities of approximately Rs. 8,000 crores. Origo Finance, a subsidiary of Origo offers lending products including Warehouse Receipt Finance, Procurement Finance and MSME finance. Origo Finance has about 18 branches in Andhra Pradesh, Telangana, Maharashtra and Karnataka with around 3500+ clients including 1400+ farmers.

Mayank Dhanuka and Sunoor Kaul, Co-Founders, of Origo said, “We are very excited to partner with Oikocredit, Caspian and Triodos. We look forward to leveraging our investors’ experience to further Origo’s growth to strengthen our product and our reach to people in need of financing and logistics solutions”.

Anirudh Sarda, Equity Officer at Oikocredit said, “Origo’s business model allows it to serve all participants in the agriculture value chain. With our investment we aim to support Origo in creating positive impact within this value chain. We are excited about Origo’s potential for serving farmers, traders and micro businesses in improving the lives of people on low incomes.”

Ravi Narasimham, Investment Director, Caspian said, “This investment is a continuation of the long relationship Origo and Caspian have had over the last several years. We see Origo playing a key role in providing end-to-end solutions for buyers and sellers at every stage of the commodity supply chain. The Company by way of providing professional warehouse and collateral management services is working in the direction of augmenting the incomes of farmers and at the same time preventing the significant storage loss of grains. We are excited about the relationship and look forward to working with the Company.”

Karel Nierop, Fund Manager, Hivos-Triodos Fund: “We are impressed by Origo’s powerful combination of professional management and positive impact. Through its scalable business model, Origo provides an increasing number of farmers and SMEs access to finance and markets, thereby drastically reducing food waste. We look forward to further building a sustainable ecosystem in Indian agriculture with them.”

Unitus Capital acted as the exclusive financial advisor for the transaction.

About Origo Commodities India Private Limited:

Origo provides solutions for supply chain and financing for all participants in the agriculture post-harvest, including farmers, traders, processors, bulk buyers, warehouse owners and financial institutions. Origo has rapidly grown since 2010 to create a pan-India footprint across 12 states, with assets under management worth Rs. 8,000 crore (USD 1.4 billion).

Website: www.origoindia.com

About Oikocredit:

Social impact investor and worldwide cooperative Oikocredit has over 40 years' experience funding organisations active in financial inclusion, agriculture and renewable energy. Oikocredit's loans, equity investments and capacity building aim to enable people on low incomes in Africa, Asia and Latin America to sustainably improve their living standards. Oikocredit finances over 700 partners in over 70 countries, with total outstanding capital of € 980 million (at 30 June 2018).

For more information on Oikocredit: <http://www.oikocredit.coop>

About Caspian:

Since 2005, Caspian has invested debt and equity capital into high quality enterprises in India, with the intent to generate social and/or environmental impact alongside a competitive financial return. Their focus areas include financial inclusion, food & agriculture, affordable housing, healthcare and clean energy. They are currently raising their fourth fund.

For more information on Caspian: <http://www.caspian.in>

About Triodos Investment Management:

Triodos Investment Management is a globally recognized leader in impact investing – offering investable solutions to address today's most critical sustainability challenges. With over 25 years of experience in investing for impact, it has established global expertise across Socially Responsible Equities & Bonds, Energy & Climate, Inclusive Finance, Sustainable Food & Agriculture, and Sustainable Real Estate. Assets under management as per 30 June 2018: EUR 4.2 billion.

Established in 1994, Hivos-Triodos Fund is a joint initiative of Triodos Bank and Hivos and one of the first movers worldwide in financial inclusion investments. Nowadays, the fund invests in scalable organisations in emerging markets to catalyse a sustainable, inclusive and green economy, specifically in financial inclusion, sustainable food & agriculture, and (off-grid) renewable energy solutions.

For more information on Triodos Investment Management: <https://www.triodos-im.com>

About Unitus Capital:

Unitus Capital is a boutique investment bank focused on raising debt and equity for impactful businesses across various sectors such as microfinance, other financial services, affordable healthcare, affordable education, agriculture, renewable energy, technology and women empowerment.

For more information on Unitus Capital: <http://unituscapital.com>