

# responsAbility AGRICULTURE I, SLP

For qualified or professional investors only.

« Strong market fundamentals and high development impact »

AGRICULTURE

## THE INVESTMENT OPPORTUNITY

The responsAbility Agriculture I, SLP, a **USD 150 million private equity fund**, has been established to make growth capital investments in companies active in the **agricultural value chain in fast-growing developing countries**.

## BENEFITS FOR INVESTORS

- Diversified portfolio, geographically and across the entire agricultural value chain
- Targets a market-based, risk-adjusted financial return of 20% gross IRR
- Demonstrable positive impact on the livelihoods of local populations and the environment

## THE MARKET OPPORTUNITY

Food and agribusiness companies form a USD 8 trillion global industry, representing on average 29% and 65% of emerging economies' GDP and employment, respectively. Strong drivers on the demand and supply side will cause sustainable growth of the sector.

## RESPONSABILITY INVESTMENTS AG

responsAbility Investments AG is one of the world's leading asset managers specialising in development investments. The company serves private and institutional investors with professionally managed investment solutions.

**2003** founded

**UD 3.1 bn** in assets under management

**280** staff globally

**GLOBAL** representations in Zurich (head office), Bangkok, Geneva, Hong Kong, Lima, Luxembourg, Mumbai, Nairobi, Oslo and Paris

**546** companies financed

**97** investment countries

**FINMA** supervised

**CSSF** supervised Alternative Investment Fund Manager\*

### Growing Demand



~2 billion more people by 2050



~70% of global population will live in cities



60% increase in food production required



Changes in diet – more protein, dairy, fruit and vegetables

Demand-based Investment Opportunities

### Supply Constraints



**Decreasing arable land**  
24 billion tons of top soil lost every year



**Lack of infrastructure**  
41% land lacks proper logistics, 35% post-harvest losses



**Fragmented land holdings** lead to sub-optimal efficiencies



**Climate change** decreasing usable water increase in temperature

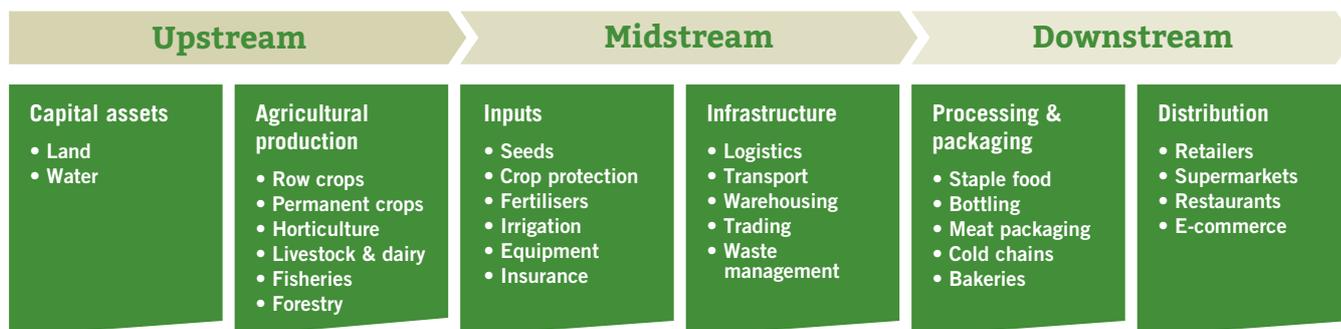
Supply-based Investment Opportunities

### Partnering with responsAbility

- Opportunity to invest with one of the market leaders in development investments
- Leveraging the origination capacity of a team of 16 agriculture investment professionals on the ground in developing markets
- Benefiting from existing know-how and expertise across the agricultural value chain and 44 commodities

Source: Asian Development Bank

## THE AGRICULTURAL VALUE CHAIN



### INVESTMENT STRATEGY – CAREFUL AND WELL-DIVERSIFIED PORTFOLIO CONSTRUCTION

- ~15 portfolio companies, globally diversified with a focus on the key regions Sub-Saharan Africa, Asia, Latin America and EECCA (Eastern Europe, CIS, Central Asia)
- Growth capital investments, ranging from USD 5 million to USD 25 million
- Significant minority stakes with influence
- Scalable businesses that are or have the potential to become regional leaders in their sector
- Exit strategies defined at entry (predominantly trade and financial sales)
- ESG as a strategic component of the investment process

### SUMMARY OF INDICATIVE KEY TERMS

<b>Manager</b>	responsAbility Management Company S.A.
<b>Size</b>	USD 150 million with a hard cap of USD 200 million
<b>Term</b>	10 years from final closing, with two two-year extensions
<b>Minimum investment</b>	USD 2 million
<b>Investment period</b>	5 years from final closing
<b>Management fee</b>	2% on committed capital during the investment period, thereafter 2% on actively invested capital contributions
<b>Target IRR</b>	The investment vehicle targets a gross IRR of +20% in USD and a MOI of 2.5x – 3.0x
<b>Hurdle rate</b>	8%
<b>Carried interest</b>	20%, with catch-up
<b>First closing</b>	2Q 2017 with USD 50 million in capital commitments
<b>Eligible investors</b>	Qualified professional investors

#### Risk disclaimer

The risk and return profile of the fund does not reflect the risk under future conditions that are different from the situation in the past. Detailed description of the fund risks can be found in the legal document.

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responsAbility Investments AG  
 Josefstrasse 59, 8005 Zurich, Switzerland  
 Phone +41 44 403 05 00, Fax +41 44 250 99 31  
 www.responsAbility.com

Alternative Investment Fund Manager\*:  
 responsAbility Management Company S.A.  
 148-150 Boulevard de la Pétrusse  
 L-2330 Luxembourg