Food Systems Investing Webinar Series

27 October 2022
Community Markets for Conservation, Zambia
In Partnership with the Nourishment Economies Coalition
By accepting this presentation, recipients acknowledge that they have read, understood and accepted the terms of this disclaimer.

This presentation does not constitute an offer to sell or a solicitation for an offer to buy the securities, assets or business of any company or business described herein. This presentation is being provided for informational purposes only. No representation or warranty, express or implied, is or will be given by the presenter, any of the companies described herein, or any of their affiliates, directors, officers, partners, employees, agents or advisers or any other person as to the accuracy, completeness, reasonableness or fairness of any information contained in this presentation and no responsibility or liability whatsoever is accepted for the accuracy or sufficiency thereof or for any errors, omissions or misstatements, negligent or otherwise, relating thereto. No information included in this presentation constitutes, nor can it be relied upon as, legal, tax, investment or other advice. The presenter makes no recommendation regarding any investment in any of the businesses described herein, and recipients should consult their independent advisors regarding any such investment, partnership or other similar transaction. In all cases, interested parties should conduct their own investigation and analysis of the information contained herein.

This presentation contains forward-looking statements that are subject to risks, uncertainties and other factors. All statements other than statements of historical fact or relating to present facts or current conditions included in this presentation are forward-looking statements. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as “anticipate,” “estimate,” “expect,” “project,” “seek,” “plan,” “intend,” “believe,” “contemplate,” “assume,” “will,” “may,” “could,” “would,” “continue,” “likely,” “should,” and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events, but not all forward-looking statements contain these identifying words. Risks, uncertainties and other factors may cause future results to differ materially from these forward-looking statements, and potentially adversely from the historical results contained herein.

All information contained herein speaks only as of the date hereof. The presenter does not undertake any duty to update or revise the information contained herein, publicly or otherwise. The presenter has not independently verified any third party information and makes no representation as to the accuracy or completeness of any such information.
Purpose and Agenda

Purpose of the Series: showcase business, service provider, and financial models that use holistic approaches to creating just and sustainable food systems

Today’s Agenda:

• Welcome and Intro to Investing in Systems Transformation (5 minutes)
• Community Markets for Conservation, a history of impact by Dale Lewis, CEO, and Prudence Muchinouta, CFO, COMACO (15 minutes)
• Reflections from the field by Esther Zulu, Chairperson, Chitetetza Cooperative Federation (7 minutes)
• Observations from a funder and investors by Heiner Baumann, Senior Advisor and Member of Investment Committee, Pilot House Philanthropy (7 minutes)
• Discussion with participants (25 minutes)
• Next steps and adjourn (1 minute)

This event does not constitute a recommendation for an investment opportunity. If you are interested in learning more about the opportunity, please contact Rex Raimond (rraimond@tifsinitiative.org) and conduct your own due diligence.
Community Markets for Conservation – A Pre-Due Diligence Assessment by TIFS

Founded in 2000
Location: Zambia
Scale: 230,000 farmers

Natural Capital:
• Chemical free production through agroforestry, compost use, crop rotation and organic fertilizers
• Sustainable land management on 168,800 ha
• 1,540M ha forest protected, worth USD34M; carbon credits sold USD2,6M

Social Capital:
• 84 community-run cooperatives with over USD1.7M annually for local extension services
• 182 savings and loans groups to support entrepreneurial ventures by women
• Cookstoves and wood from agroforestry save women up to 193 labor hours per year
• Farm talk radio reaches 1.2M households

Human Capital:
• Nearly 100% increase in food security

Produced Capital:
• 6 different natural, nutritious food products developed in 5 processing centers that employ over 290 Zambians
• Tripled annual income for COMACO farmers

Alignment

Transformative potential:
Amplifying Within
- Capitalizing better on existing opportunities, stabilizing, professionalizing and/or speeding up.

Amplifying Out
- Growing in scale, replicating or starting new commercial activities in other contexts.

Amplifying Beyond
- Changing values and norms, advocating, lobbying for, networking for, or supporting the discourse of agroecology and attempting to codify the impact into law, policy, or institutions.
Past and Upcoming Events

Past Events:

- **12 October 2022** - Access Livelihoods, India
  - Contact: Krishnagopal GV, CEO (krishnagopal.grandhi@alcindia.org)
- **27 October 2022** - Community Markets for Conservation, Zambia
  - Contact: Dale Lewis, CEO (dlewis@itswild.org)

This event does not constitute a recommendation for an investment opportunity. If you are interested in learning more about the opportunities offered by past presenters: please contact their respective CEO’s or contact Rex Raimond (rraimond@tifsinitiative.org). Opportunities will also be available on CapShift and a public webpage.

Upcoming Events:

- **9 November 2022** - The Regeneration Fellowship and the Agroecology Accelerator, East Africa
- **1 December 2022** – Northern Cooperative Development Bank, Sri Lanka