Kenya Soybean Enterprise Profile

Aug 2021

Company overview

Company name
Kenya Soybean

Brief description (Please limit your response to 150 words or less)
Kenya Soybean manufactures soy cake for animal feed production. The company sources soybeans directly from smallholder farmers and processes it into soy cake that is used as a key input for animal feed production.

Usage of the business
Agriculture

Point of contact (name, title, email)
Melvin Kizito, Founder and CEO, Melvin.kizito@kenyasoybean.co.ke

Type of organization
Limited company

2020 revenue in US$
35,457.00

2019 EBITDA in US$
50,000.00

If yes, please state below, otherwise indicate N/A
No

Value addition/ processing picture related to business if applicable, e.g. primary product
N/A

Agribusiness sector
Cash Crops

If other, please specify below, otherwise indicate N/A
N/A

Agriculture value chain(s) focus?
N/A

Value chain
Cash Crops

If yes, for how many years?
N/A

Preferred currency of investment
Hard Currency

Preferred terms are 5-6 year loan with a 12 month moratorium on principal

Agriculture value chain(s) focus?
N/A

Investment memo and pitch deck
Firm Website

Preferred currency of investment
Hard Currency

Investment memo and pitch deck
www.kenyasoybean.co.ke

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Goverance and other metrics

Decision-making powers: Management makes important decisions e.g. on strategy, hiring new executives, approving budgets by consensus?
Always

Board members provide unsolicited advice regarding day-to-day decision making?
Never

Management makes Day-To-Day decisions without interference from the Board of Directors?
Always

Management makes Day-To-Day decisions without interference from other external persons or organizations?
Never

Have you previously undergone a SCOPE assessment? This is a service provided by an AGRA partner, SCOPEinsight, that conducts an assessment on enterprises and assigns them a score based on various metrics. If unfamiliar to you, please respond with a “No”.
Yes

If yes, please include your SCOPE rating score.
35%

If you, please indicate type of reference
Available collateral include factory equipment, land, motor vehicles among others

Description of the investment opportunity (Discuss the investment thesis including why the investment is attractive) (Please limit your response to 150 words or less)
The company would like to increase its production capacity in order to meet growing demand, and further integrate into animal feed production. Kenya Soybean anticipates that it will need to produce 73,000MT (96% increase) of soy cake next year. To achieve this, the company plans to engage with more smallholder farmers to source quality inputs.

What investor facing materials are available i.e., investment teaser, investment memorandum, Financial models? (Please limit your response to 100 word or less)
Investment memo and pitch deck

Experience with previous investors (brief description, highlighting pain points)
The company has been in contact with investors but did not have advisory support to progress the fundraising.

What is your preferred term period of the investment?
5 years and above

What is your preferred term period of the investment?
6 years and above

What is your preferred term period of the investment?
5 years and above

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5 years and above

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Potential for extension in terms of investment
Yes, the company negotiated the terms to be able to extend the repayment over a longer period of time.

Summary of planned use of funds (Please limit your response to 150 words or less)
$1.5M will be used to purchase machinery for a new processing facility that will increase current capacity by 100%. The remaining US$0.5M will be used to repay a range of debts and improve the working capital position of the company.

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes

Yes