DEAL BOOK

Investing in sustainable entrepreneurship

IUCN Netherlands
WWF Netherlands
Tropenbos International

MoMo4C
Mobilising More for Climate

IUCN National Committee of The Netherlands

WWF

TROPENBOS INTERNATIONAL

Mobilising More for Climate (MoMo4C)

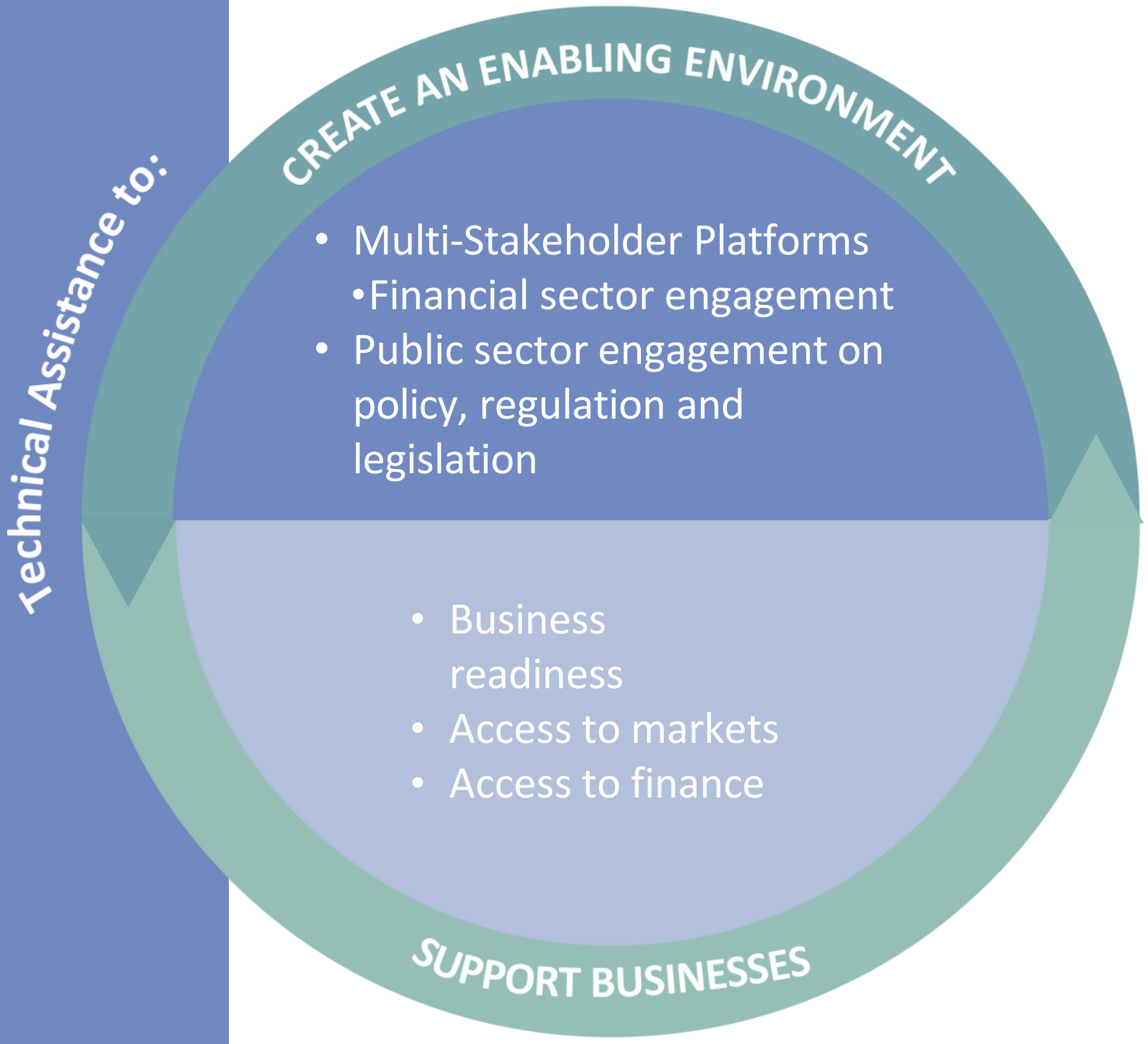
MoMo4C is a five-year programme (2019 – 2025) of IUCN Netherlands, WWF Netherlands (WWF-NL) and Tropenbos International funded by the Netherlands Ministry of Foreign Affairs (MOFA).

MoMo4C promotes sustainable entrepreneurship in remote and underdeveloped areas that are rich in biodiversity to **prevent biodiversity loss and improve resilience to climate change**, while also **benefiting local communities**.

Locally-led, early stage and small to medium size enterprises (SMEs) generally struggle to access *(fairtrade)* markets and investors' requirements. They are underserved financially. By supporting these businesses, MoMo4C is helping close the gap of investment to the **"missing middle"**.

MoMo4C promotes multistakeholder collaboration and **creation of conditions that attract private investment** to activities which, rather than harm nature, contribute to ecosystem restoration and nature protection, while also **creating jobs and improving livelihoods** in areas where this is most needed.

MoMo4C Approach



Where we are

MoMo4C is active in six landscapes across **Cameroon, Ghana, Indonesia, Uganda and Zambia.**

Our Portfolio

- Over 20 investment ready SMEs in Africa and Asia
- Deforestation free and organic commodities including Beeswax/ Honey; Rubber, Cocoa, Coffee, Oils
- Processed products including Waste-to-energy/fertilizer, African wild fruit juice(s), Recycled plastic

Our Impact

157.325 ha. Land area

- climate resilient, biodiversity inclusive practices
- e.g., protected forest, agroforestry, organic

€19.5 million

- Public, philanthropic and private finance investment leveraged

> 148.716 people impacted

- e.g., sellers of wild fruit, honey, or directly employed

Green finance legislation/ instruments

- Green Bond Regulations gazetted (Zambia)
- Waiver of Withholding Tax on the Interest Income for Investors in Green Bonds (Zambia)
- Green Loans Regulation gazetted (Zambia)

+ 6 Multi Stakeholder Platforms

- **Set up or strengthened in landscapes**

MoMo4C Business Cases Overview

Business Case	Country	Commodity/ Products	Impact (Nature G People)	Investment (USD)
1. Wuchi Wami	Zambia	Beeswax/ Honey (organic)	-Forest protection (Miombo woodlands) through forest stewardship C curtails charcoal burning -Diversified income for communal people	**3,500.000**
2. Wild Hive G Co	Zambia	Beeswax/ Honey (organic)	-Miombo woodlands protection through forest stewardship C curtails charcoal burning -Diversified income for communal people	**2,000,000**
3. Cooperative Juring Raya Sejahtera	Indonesia	Rubber	-Preserve existing rubber agroforest gardens -Increase income of households	**53,500**
4. Zaacoal	Ghana	Waste to Energy / Briquettes	-Reduction in GHG emissions from avoided charcoal burning -Protection of forests through reduced logging -Removal of agricultural waste	**300,000**
5. Easy General Dealers	Zambia	Waste to Energy / Briquettes	-Reduced demand for tree cutting for firewood -Income for vulnerable groups	**100,000**
6. SOCOCAM Cooperative	Cameroon	Organic cocoa	-Deforest free, agro-forestry and organic farming -Increased income for communal people	**30,000**
7. Savannah Fruits Company	Ghana	Natural ingredients e.g., Shea	-Restoration of degraded land through agroforestry -Upcycling of biomass waste (e.g., shea kernels, coconut shells) into energy briquettes - Gender equity and local ownership in natural ingredient supply	**10,000,000**
8. Forest Wise Keepers	Indonesia	Natural ingredients e.g., Oils, Arenga sugar	--Rainforest preservation using regenerative agriculture practices - Empower farmers collecting illipe nuts	**4,828,000**
9. Kojal Coffee Plantation	Indonesia	Coffee (agroforestry)	-Peatland, mangrove and low land forest preservation i -Improve livelihoods and empower indigenous communities	**63,500**
10. Forest Africa	Zambia	African Wild fruit beverages	-Forest protection -Diversified income for communal people	**500,000**
11. Alpha Polyplast	Zambia	Recycled plastics	-Land and water pollution reduction -Diversity income for vulnerable groups	**7,600,000**
12. Empowered Village Program	Indonesia	Various	-Preservation of Mount Juring ecosystem - Improve quality of commodities and increase income	**31,667**
13. Village Forest Management Program (Rimba Collective)	Indonesia	Various	-Peatland restoration C forestry management -Income for communal people	**11,500,000**
14. Mahachi Mana	Zambia	Forestry/ Oils	-Forest restoration -Income for communal people	**2,000,000**
15. NETZERO	Cameroon	Biochar	-Reduced synthetic fertilizers use and removal of agriculture waste -Long term removal of carbon dioxide from atmosphere	**1,500,000**

Wuchi Wami

Sector Type: Sustainable Apiculture
Country/Region of Interest: North Western Province, Zambia
Funding needs: Hybrid Finance
Phase: Implementation

Funding
Investment: US$ 3,500,000
Investment Structure: Hybrid Finance (Debt or Equity)
Use of Proceeds: Capex

Wuchi Wami produces and distributes local raw and organic honey, sourced from the wild Miombo forests in North-western Zambia. Collaborating with rural communities, the business model relies on easy-to-plant pine, minimises labour, and encourages participation from women, men, and youth in beekeeping activities. The firm utilises a sustainable business model by providing modern beekeeping training, as well as facilitating financial inclusion models such as Saving and Internal Lending Communities (SILC) for the small-holder farming groups.

Scalability and replication potential:
The firm is projected to create over 100 jobs in the next five years, and to offer further increments in income through an increase in scale. Wuchi Wami is interested in expanding their export activities, from current exports to Norway, Botswana, Namibia, and Zimbabwe. The model is easily replicable in areas where it is possible to harvest wild honey.

Environmental Impact

- The use of top bar beehives curtails charcoal burning, a major driver of deforestation and forest degradation in Zambia, reducing carbon emissions and preserving wood resources.
- Estimated to be saving over 300,000 trees, which covers almost 68,000 hectares.

Social Impact

- Wuchi Wami thus far has improved the monthly income of 1,244 smallholder farmers from $14 to $48, and created 44 jobs in Mwinilunga and Lusaka, improving the livelihoods of vulnerable and socially disadvantaged communities, and empowering the local population

Learn More: https://wuchiwami.com/

Wild Hive & Co

Sector Type: Sustainable Apiculture
Country/Region of Interest: North Western Province, Zambia
Funding needs: Blended Finance
Phase: Implementation

Wild Hive C Co (WHC-Co) is a producer and distributor of top quality raw Zambian honey and beeswax. The company has developed a unique system that empowers local communities and protects the environment in partnership with small-scale farmers, utilising a rights-based and gender-balanced approach focusing on forest protection. They supply beehives to, and purchase honey from, small-scale beekeepers, with 3,000 farmers under contract managing 15,000 beehives. WHCCo exports its honey and beeswax to a global client base.

Scalability and replication potential:

WHCCo seeks to scale up their operations by providing additional beehives to their small scale farmers, expanding their export market, and by exploring the opportunity to create revenue through carbon credits. The project can be replicated on a larger scale within the Northwestern Province and other Provinces in Zambia. There is currently potential to provide 100,000 beehives to farmers (20 per farmer minimum).

Funding
Investment: US$ 6,000,000
Investment Structure: Blended Finance (Debt G Grant)
Use of Proceeds: Working Capital G Capex

Environmental Impact

- Replacement of traditional bark hives with sustainable top-bar beehives
- Substantial forest protection and preservation.

Social Impact

- Provides rural families surrounding the Miombo Forests with additional income.
- 3,000 small-scale farmers under contract

Learn More: https://www.wildhiveandco.com/

Cooperative Juring Raya Sejahtera

Sector Type: Agroforestry
Country/Region of Interest: West Kalimantan, Indonesia
Funding Needs: Grant & concessional loan
Phase: Development

Cooperative Juring Raya Sejahtera emerged from UPPB Juring Raya, a business unit of association of rubber farmer groups in Simpang Dua subdistrict of Ketapang District, that collectively market rubber raw material produced by their members to crumb rubber (processor) company partners. The cooperative was established in mid -2024, two years after UPPB. It supplies rubber in lump or slab form that meets quality standards (clean, air drying and without water soaking). The cooperative coaches farmers to increase quality and quantity of rubber produced, and encourages them to preserve and revitalize their rubber agroforest gardens abandoned after the expansion of large oil palm plantations in the landscape. In 2025 it is expanding to market other agroforest products collectively i.e. semi-processed illipe nut and processed coffee beans.

Scalability and replication potential:
There is strong potential for supplying high-quality rubber raw materials in West Kalimantan. Local processors struggle to source rubber due to widespread conversion of plantations to oil palm, forcing them to import and operate at only 30% of installed capacity.

The cooperative has also unlocked niche markets for semi-processed agroforestry products like coffee and illipe nut, grown in members' agroforest gardens. Given similar land use and conditions, there is clear potential to expand operations into neighboring areas.

Funding
Investment: USD 53,500
Investment Structure: Grant & concessional loan
Use of Proceeds: Capex & working capital

Environmental Impact
- Preserves existing rubber agroforest gardens as sustainable land use system in the landscape from conversion to other unsustainable land use system (monoculture oil palm plantation).

Social Impact
- Increased income for more than 200 households supplying rubber raw material, coffee and/or illipe nut in Simpang Dua sub-district of Ketapang District.
- Revive and strengthen local knowledge in management of traditional agroforestry system.

Commercial Performance
- 26 MT of rubber raw material with DRC (dried rubber content) range from 55 - 62% was supplied to processor company from 204 participating farmers in 2024
- Revenue of IDR 381.767.245 (± USD 23,670) [after deducting tax and unloading cost] was earned in 2024

Zaacoal

Sector Type: **Waste to Energy / Clean Cooking**

Country/Region of Interest: **Ghana – Mole, Atewa, and SW Coastal Landscapes**

Funding Needs: **USD 300,000**

Phase: **INVEST**

Zaacoal upcycles agricultural waste (e.g., rice husk, coconut shells, cocoa pods, oil palm kernels) into clean energy briquettes. These briquettes serve as a sustainable alternative to charcoal, reducing deforestation, illegal logging, and methane emissions from decomposing waste. The business operates a modular hub system that enables local sourcing, processing, and distribution of briquettes.

Scalability and replication potential:

The hub-based model is designed for replication in other regions where biomass waste is abundant and charcoal dependency is high. Zaacoal's approach combines waste valorization with decentralized energy solutions, making it highly scalable across Sub-Saharan Africa.

Funding

Investment: USD 300,000

Structure: Blended Finance – Capex and Working Capital

Use of Proceeds:

- Establish regional collection and processing hubs
- Procurement of biomass and production equipment
- Logistics and working capital for briquette distribution

Environmental Impact

- Reduction in GHG emissions from avoided charcoal burning and biomass decomposition
- Protection of forests through reduced logging
- Removal of agricultural waste from the landscape

Social Impact

- 300 farmers earn income from selling agricultural waste
- Improved respiratory health due to cleaner-burning briquettes
- Local job creation in briquette production and distribution hubs

Commercial Performance

- Differentiated products tailored for household and business use
- Strong potential for recurring revenue from local energy markets
- Built-in collaboration with informal energy sector actors

Easy General Dealers

Sector Type: Clean Cooking Fuel
Country/Region of Interest: Western Province, Zambia
Funding Needs: Grant
Phase: Development

Funding

Investment: US$ 100,000

Investment Structure: Grant

Use of Proceeds: Capex G Working Capital

Description:

Easy General Dealers (EGD) is a pioneering business dedicated to transforming agricultural waste into environmentally friendly energy sources as a way of mitigating climate change and reducing deforestation.
EGD has developed a cutting-edge process that converts agricultural residues such as rice crop husks, straw, and sawdust into high-quality briquettes and pellets, which in turn reduce the use of firewood and charcoal. Moreover, EGD is also processing cassava, millet and sorghum into porridge meal, as well as flour for cooking and baking. Agricultural waste is purchased from women and youth collectors.

Scalability and replication potential:

There is huge potential in the clean cooking and heating fuel market in Africa. In addition, the competition is fragmented and there are no major, branded briquette businesses that have cornered the market. With more businesses in the briquette marketplace that are supported with effective value chains, alongside education and effective communication, this cleaner green energy option has the potential to improve human wellbeing and create more sustainable environments.

Environmental Impact

- By providing a sustainable alternative to firewood and charcoal, agriculture waste briquettes help reduce the demand for cutting down trees.
- Agriculture waste briquettes have lower carbon emissions compared to traditional fuels like firewood and charcoal.

Social Impact

- EGD creates a market for 1,000 farmers and has an initial target to reduce cooking costs for 192,442 households and businesses.

SOCOCAM Coop

Sector Type: Organic Cocoa
Country/Region of Interest: Cameroon/ TRIDOM region
Funding Needs: 30,000 Phase: Invest

TRIDOM is a protected area with peripheries at constant risk of encroachment and deforestation, posing a threat to its mammal population, including elephants, gorillas and chimpanzees. Our efforts aim at 'sealing the frontier' between biodiversity hotspots and communal plots. MoMo4C helps SOCOCAM cocoa cooperative to become more commercially viable and access fair trading markets through facilitation of fair-trading off-taking arrangements. SOCOCAM: is a collective of communal farmers who engage in organic, climate resilient agroforestry cocoa farming (system includes indigenous and exotic (fruit) trees e.g. bush mango and other non-timber forest products (NTFPs)). Established in 2021, SOCOCAM is in Mintom, a town and commune in the south-east of Cameroon. The coop has 98 members (68% men C 32% women). On average individual plot sizes range from 0.5 to 15 hectares, which translates to a total cultivation area of 290,26 ha. Average production capacity of the cooperative is 41 tonnes a year with potential for higher yields.

Scalability and replication potential:
SFC has developed a scalable, proprietary model that integrates ecosystem restoration with high-value ingredient sourcing. The model is currently being expanded across Ghana, Ivory Coast, and Togo and can be replicated in similar dryland forest landscapes where shea and coconut trees are abundant.

Funding: 30,000 Investment: invest Investment

Structure: Grant

Use of Proceeds: Capex and working capital

Environmental Impact

Organic farming – no use of synthetic fertilisers
Complex agroforestry systems help maintain good soil structure/ fertility and preserve already standing forest areas and provide an alternative source of food
Agroforesty and non-expansion principles could curtail encroachment into standing forest, helping preserve what is 10% of the Congo Basin rainforest, a biodiversity hotspot and second largest carbon sink in the world

Social Impact

- 30,000 women directly engaged in value chains
- 150,000 people indirectly benefit through local economic activity
- Promotes gender equity and local ownership in natural ingredient supply chains

Savannah Fruits Company

Sector Type: Agroforestry / Natural Ingredients
Country/Region of Interest: Ghana (Mole), Ivory Coast,
Togo Funding Needs: USD 10,000,000
Phase: SCALE

Savannah Fruits Company (SFC) is a Ghana-based enterprise that sources and processes shea and other natural products through a regenerative, community-commerce model. Working directly with women collectors and processors, SFC ensures that value addition happens locally, promoting economic empowerment and ecological restoration. With MoMo4C support, SFC is transitioning from responsible to regenerative sourcing aligned with global biodiversity frameworks.

Scalability and replication potential:

SFC has developed a scalable, proprietary model that integrates ecosystem restoration with high-value ingredient sourcing. The model is currently being expanded across Ghana, Ivory Coast, and Togo and can be replicated in similar dryland forest landscapes where shea and coconut trees are abundant.

Funding
Investment: USD 10,000,000
Investment Structure: Private Sector– Commercial Partner (e.g., Unilever)
Use of Proceeds:

- Investment in shared post-harvest infrastructure
- Expansion of regenerative agroforestry systems
- Biomass upcycling systems and traceability infrastructure

Environmental Impact

- 30,000 tons of CO_2 emissions avoided over 3 years
- Restoration of degraded land through agroforestry
- Upcycling of biomass waste (e.g., shea kernels, coconut shells) into energy briquettes

Social Impact

- 30,000 women directly engaged in value chains
- 150,000 people indirectly benefit through local economic activity
- Promotes gender equity and local ownership in natural ingredient supply chains

Commercial Performance

- Established trade relationships with premium buyers including Sundial (Unilever)
- Strong demand for ethical, traceable ingredients in global cosmetics and food sectors
- Investment aligned with potential cosmetics industry offtakers

Forestwise Wild Keepers

Sector Type: Sustainable forest use
Country/Region of Interest: West Kalimantan, Indonesia
Funding Needs: hybrid equity & debt
Phase: Implementation

PT Forestwise Wild Keepers (FWK) is a full subsidiary of Forestwise, a Dutch company that was established in 2018 to empower the local inhabitants to protect the remaining rainforest in Kalimantan. It produces rainforest ingredients for personal care and food industries in its processing plant in Sintang which opened in 2020. FWK produces oils that have shown to be good substitutes for cocoa butter and are highly demanded in the personal care industry, i.e. Illipe butter as a main product. Besides, the company produces other products such as kukui oil, virgin coconut oil, buah merah (red fruit) oil, and arenga sugar. To address an increased order, FWK expand to source illipe nut across districts in West Kalimantan, including Ketapang District in 2025. Moreover, since the end of 2023 by partnering with Tropenbos Indonesia (TI), FWK has explored and conducted trial in processing Kepayang (*Pangium edule*) seed oil – another rainforest potential as alternative to overcome no harvest during the low season of illipe fruiting.

Scalability and replication potential:
Illipe butter has competitive advantage to fulfill a growing demand of cocoa butter equivalent (substitute). FWK projects to expand producing 1,740 MT of RBD illipe butter and reaching over 7,000 villagers and 500,000 Ha of forests protected by the year 2032. It will increase more than 9 times of RBD production in 2023.

Funding
Investment: USD 4,828,000
Investment Structure: Hybrid equity & debt
Use of Proceeds: Capex & working capital

Environmental Impact
- Preserve 40,000 Ha of rainforest
- Use regenerative agriculture practices

Social Impact
- Empower 920 farmers collecting illipe nuts in 31 villages
- Increase farmers' income by 16%
- Involve women farmers, with women and men ratio of 3:1

Commercial Performance
- Acquire 616 MT of illipe nuts and produce 183 MT of RBD illipe butter (as of 2023)
- Has various certifications, including organic, fair-trade and full product traceability
- Revenue of EUR 2,114,000 (± USD 2,325,000) was earned from 2019 to 2023

Kojal Coffee Plantation

Sector Type: Sustainable agricultural supply chain Country/Region of Interest: West Kalimantan, Indonesia Funding Needs: grant & **debt**
Phase: Development

PT Kojal Coffee Plantation (Kojal) is a coffee processing and trading company based in Pontianak, West Kalimantan, established in 2017, as a small enterprise then transformed to an individual limited liability company in 2022. Kojal processes and trades local coffee from West Kalimantan especially Liberica coffee from North Kayong District. It partners with smallholder coffee farmers in 3 districts in West Kalimantan, sourcing its coffee beans from them and delivering technical assistance on cultivation, harvesting and post harvesting techniques in line with Kojal's vision to be the best supplier of local and exotic coffee from agroforest in West Kalimantan. The y produce and sell a variety of processed coffee, roasted bean, ground coffee, and ready to drink coffee for different targeted market i.e. supplying other companies (including export market) as well as end-consumer.

Scalability and replication potential:
Current production capacity of the plant is 1800 bottles/hour (14,400 units/day), selling 263,000 units of its Mabuyu, Ngai & Baobab Oil in 2022. Target units are expected to grow to 639,000 units by 2027, with the introduction of new product lines such as the Ngai Jam, Baobab Nut Milk, yoghurt and Baobab Tea. The inclusion of new innovative products is expected to increase the offtake of wild fruits and to increase revenue.

Funding
Investment: USD 93,500
Investment Structure: grant & debt
Use of Proceeds: Capex & working capital

Environmental Impact •

- Preserve peatland, mangrove and low land forest in the adjacent area of coffee agroforest gardens.

Social Impact

- Increase farmers capacities in coffee cultivation,
  harvest and post-harvest processing technique as well as business skills so they – either men, women, or youth – can also develop local market from derivative coffee products.
- Improve livelihood and empower indigenous communities in Kalimantan.

Commercial Performance

- 8 MT of processed coffee was produced and sold in 2024
- Revenue of approx. IDR 640 millions (± USD 39,000) was earned in 2024

Forest Africa Zambia

Sector Type: Sustainable Forest Management (Wild Fruit Products) Country/Region of Interest: Southern Province, Zambia
Funding Needs: Debt
Phase: Implementation

Forest Africa Zambia specialises in processing organic indigenous wild fruit products including Mabuyu (Baobab), Musekese Tobwa (Monkey Bread) and Ngai (False Medlar). It promotes community-based natural resource management and the development of alternative livelihood opportunities for rural communities through ecosystem-based adaptation, as well as healthier nutrition options for consumers. Forest Africa Zambia has embraced a zero-waste philosophy that maximises the potential of harvested wild fruits.

Scalability and replication potential:
Current production capacity of the plant is 1800 bottles/hour (14,400 units/day), selling 263,000 units of its Mabuyu, Ngai & Baobab Oil in 2022. Target units are expected to grow to 639,000 units by 2027, with the introduction of new product lines such as the Ngai Jam, Baobab Nut Milk, yoghurt and Baobab Tea. The inclusion of new innovative products is expected to increase the offtake of wild fruits and to increase revenue.

Funding
Investment: USD 300,000
Investment Structure: Blended Finance – Capex and Working Capital
Use of Proceeds:
- Establish regional collection and processing hubs
- Procurement of biomass and production equipment
- Logistics and working capital for briquette distribution

Environmental Impact
- Community-Based Natural Resources Management (CBNRM) through wild fruit collection
- Utilizes all components of wild fruits: Briquettes from husks, tea from fibers, oil from seeds.

Social Impact
- Provides income to 100 household wild fruit suppliers in Sinazongwe and other parts of Southern Province

Commercial Performance
- Upwards of K1.0 mil in offtake purchases injected since inception and creation of 18 permanent jobs at the Factory including the planting of 3,000 baobab trees.
- Recording revenue growth from ZMW 400,000 in 2020 to 1,935,000 in 2021 and close to 3m in 2022.

Learn More: http://forestafrica.net/

Alpha Polyplast

Sector Type: Recycling
Country/Region of Interest: Copperbelt Province, Zambia
Funding needs: Equity/Debt
Phase: Implementation

Alpha Polyplast Limited (APL) is a category A recycler of PET waste. The enterprise collects and recovers used and disposed PET bottles from the landscape and bottling companies and produces PET flakes and PET strapping used for packaging general and industrial goods. The enterprise exports over 85% of its production into the regional African market. APL consumes on average 200 tons of waste bottles per month. APL also works closely with Coca-Cola and receives a rebate to aid in the collection of waste bottles. The company is vertically integrated and helps to eliminate a waste pollutant, one bottle at a time.

Scalability and replication potential:
Alpha Polyplast is currently producing at 50% of its processing capacity, owing to the need to scale waste bottle collection. Moreover, the enterprise intends to expand its product line with the new investment by producing PET monofilament used for brooms and brushes and PET ropes from post consumer waste bottles. The model is easily replicable in other provinces within Zambia, providing opportunities to vulnerable communities across the country.

Funding
Investment: US$ 7,600,000
Investment Structure: Debt or Equity
Use of Proceeds: Capex

Environmental Impact
- Approximately 62 million waste bottles recycled in 2021, equating to approximately 1550 tons of waste diverted from landfills.
- APL is a true circular economy manufacturer recycling waste into added value products, 80% of which are exported.

Social Impact
- Indirectly supports over 320 vulnerable men and women through PET waste collection.
- Creates a disposable income-earning opportunity to men and women collecting waste on behalf of the company.

Commercial Performance

Empowered Village Program (PLN)

Funding
Investment: USD 31,677
Investment Structure: grant
Use of Proceeds: Capex & working capital

Sector Type: Local economic & social development
Country/Region of Interest: West Kalimantan, Indonesia
Funding Needs: grant
Phase: Proof of concept

Empowered village program is a flagship program of CSR of PLN (*Perusahaan Listrik Negara* or State Electricity Company) that selects and funds social, economic and environment initiatives annually. In 2024, MoMo4C technical assistance supported Forum Juring Bersatu (inter-village forum or MSP at Simpang Dua sub-district of Ketapang District) to propose an integrated program by building facilities for culture and economic activity to support preservation of Mount Juring ecosystem area, accompanied by training for youth and women to utilize the facilities. This resulted in two buildings erected, one functions as a cultural learning center, weaving workshop, and gallery for NTFP and other agriculture products, and another was solar dryer for coffee, chili, Kepayang, and other commodities. The buildings have already functioned as proposed.

Scalability and replication potential:
An integrated program that unlock potential nature and culture combine with appropriate technology can stimulate local economic and social development. Inspiring from good grade quality of dried illipe nut resulted by using solar dryer facility from this area, FWK is interest to develop a similar facility to improve illipe nut supplied from other area.

Environmental Impact

- Strengthen awareness and willingness to preserve Mount Juring ecosystem area which is important for custom, culture and livelihood of community.

Social Impact

- Increase youth interest to learn about culture Improve product quality of commodities that need solar drying process in their post harvest treatment that compensate with better price gained.

Village forest management program (Rimba Collective)

Sector Type: Peatland conservation and livelihood improvement
Country/Region of Interest: West Kalimantan, Indonesia
Funding Needs: Conservation financing/PES
Phase: Development

Funding
Investment: USD 300,000
Investment Structure: Blended Finance – Capex and Working Capital
Use of Proceeds:
- Establish regional collection and processing hubs
- Procurement of biomass and production equipment
- Logistics and working capital for briquette distribution

Peatland forests in West Kalimantan are heavily threatened by conversion into oil palm, illegal extraction of timber and minerals and wild fires. The MoMo4C technical assistance supported four village forest management bodies (in Pematang Gadung, Sungai Pelang, Sungai Besar Villages of South Matan Hilir Sub-district and Pangkalan Telok Village of Nanga Tayap Sub-district, Ketapang District) to maintain, protect, rehabilitate and use sustainably their forests of together 14,406 ha, of which 2,461 ha under restoration. This produces Ecosystem Service Outcomes for which the investor pays a performance-based project fee during 25 years. Payments are received to fund a project after delivered certified ecosystem outcomes. The outcomes range from conserved and restored forest per ha, carbon credit (emission reduction and removal), number of trees growing, to number of community well-being indicators counted (increasing income, women participation, health, education, etc). The investor – Rimba Collective partners (participating oil palm companies) – use the outcomes to claim progress towards their sustainability objectives (RSPO).

Scalability and replication potential:
Rimba Collective is still seeking operating partners who have already facilitated community-based forest management with large areas to be financed under the scheme. Livelihood and business project activities component of the program is expected to increase income of community and then be self supporting to manage village forest in the future.

Environmental Impact •
- 2,461 ha peatland will be restored (re-wetting and re-vegetation)
- 11,945 ha forest will be conserved and sustainably used

Social Impact
- 1,267 households will be increased diversified income, reduced risk of wild fires and illegal extraction

Mahachi Mana

Sector Type: Sustainable Forests and Agroforestry
Country/Region of Interest: Southern Province, Zambia Funding Needs: Blended Finance
Phase: Development

Funding

Investment: US$ 2,000,000

Investment Structure: Blended Finance

Use of Proceeds: Capex G Working Capital

Mahachi Mana Farms Limited specialises in sustainable commercial forestry. The enterprise seeks to convert deforested land, previously used for crop agriculture, into new sustainable commercial forests, through the planting and nurturing of Marula and Macadamia trees. These forests are becoming habitats for the African Bee which is critical for maintaining foliage through pollination. Currently, Mahachi Mana sustainably produces Marula Fruit beverages, Marula nuts, Marula oil and butter. A nursery was established in Siavonga with the purposes of producing seedlings and conducting research into making varieties of the tree that would best survive long term.

Scalability and replication potential: Mahachi Mana aims to expand their impact by acquiring more deforested land, allowing them to continue planting trees produced by their female led tree nursery in Siavonga. For this, the enterprise aims to produce at least 100,000 trees per year for planting through its woman led tree nursery in Siavonga.

Environmental Impact •

- Mahachi Mana has to date converted almost 300 hectares of deforested land. In total, over the past three years, 3,611 trees have been planted. This has become the habitat for the African bee, which has a critical function in it because of its role in pollination and ensuring the presence of foliage.

Social Impact

- The introduction of solar energy on their farms will also benefit the surrounding communities.
- As the enterprise strongly upholds biodiversity, equity and inclusion, the Mahachi Mana Marula tree nursery in Siavonga is a women-led operation

NETZERO

Sector Type: Agriwaster to fertilizer/ Biochar   Country/Region of Interest: Cameroon   Funding Needs: Blended Finance Phase: Development

Funding

Investment: US$ 2,000,000

Investment Structure: Blended Finance

Use of Proceeds: Capex G Working Capital

NetZero is dedicated to bringing biochar at scale in topical developing countries, leveraging crop residues as a feedstock and helping farmers to use the biochar (as fertiliser) in their fields, in a local and circular model. It operates since mid-2022 an industrial-scale production facility in Cameroon (Nkongsamba, Moungo), using coffee husk and cocoa shells as feedstock.

Scalability and replication potential: NetZero seeks to Scale up its current model in Cameroon.

Step 1 : increase production and distribution capacity in Nkongsamba, Moungo, Cameroon where it currently operates (coffee, cocoa waste streams)

Step 2 : replicating its production facility in other regions including TRIDOM, to take advantage of the residual biomass available locally (coffee, cocoa, palm, cotton, rice, corn waste streams)

Environmental Impact •

- Reduced dependency on synthetic fertilizers (most of them imported in Cameroon): 20-40% reduction in use of fertilizers, while maintaining or increasing yields.
- The use of biochar in soils allows for long-term carbon dioxide removal from the atmosphere: NetZero's facility in Cameroon allows to remove ~3,000 tons of CO2 per year.

Social Impact

- The use of biochar provides farmers with multiple benefits:
- Increased yields and income: +20-40% yield observed vs baseline, in controlled trials.

Learn More: https://netzero.green/en/production

IMPACT 2020-2024

Number of people impacted

157,325

People that adopted climate-resilient, biodiversity-friendly practices, and with improved livelihoods, at the staff, direct beneficiary and landscape level.

IMPACT 2020-2024

Number of hectares under sustainable management

148,716

Hectares with improved/sustainable/climate-smart/biodiversity-friendly management at the combined business case and landscape level.

IMPACT 2020-2024

Total finance leveraged

€19.5M

Private finance:
€13 milllion

Public + philanthropic:
€6.5 million

MoMo4C FAQs

What is MOMO4C's goal?

Using a landscape approach:
1. Maximise enablers for green entrepreneurship • Engage the private sector: Financial institutions, Banks to close gaps for green finance incentives and instruments, and developing de- risking vehicles • Engage the public sector: Regulators, civil society, academia communities to support the development of policy and regulations • Strengthen inclusive multi-stakeholder platforms (MSPs) and collaboration: including private, public and communities, to empower, bring

transparency and accountability on climatic risks and mitigation in landscapes 2. Build a robust pipeline of SME's/ NbS for Climate, Nature and People: • Business readiness: Strengthening capacity & governance of businesses to make them more professional, sustainable and investment ready • Access to market: Facilitation for entry into local, regional or international market as feasible • Access to finance: Facilitation for investment by local or international banks, funds e.g. concessional loans, grants, blended finance

Type of companies supported?

SMEs, Agri-enterprises, Start-ups, Community and grassroots level entrepreneurs and businesses e.g. Cooperatives

Sectors of focus?

Our criteria to select companies?

Agri-food, Water and sanitation, Forestry, and landscape regeneration 1. Commercial viability 2. Delivering positive impact on nature/ biodiversity i.e. Climate change mitigation/ adaptation land use practices e.g. Regenerative agriculture, Agroforestry, Organic farming, sustainable harvesting of Non-Timber Forest Products (NTFPs) 3. Delivering positive impact for livelihoods and food security i.e. jobs, income increase/ premiums, income diversification

Ticket size?

Focus is on "small tickets". MoMo4C business have investment needs starting from minimum 15,000 USD

Country/ landscapes active?

Indonesia (Tropenbos) Uganda (IUCN) Ghana (IUCN & Tropenbos), Zambia, Cameroon (WWF)

Local implementors role?

WWF Zambia & WWF Cameroon deliver technical assistance directly to SMEs, pipeline origination & Multi stakeholder engagement in country.

Current portfolio

How do we measure success?

16 SMEs in current pipeline □Increasing the land area under sustainable and climate resilient practices □More people with improved livelihoods (directly or indirectly impacted) per business case
□Private (and public) finance mobilised into businesses and/ or the landscape for sustainable, climate-resilient initiatives

What are the characteristics of MoMo4C landscapes?

□High nature and biodiversity □
Remote □Under-developed

What are the major characteristics of MoMo4C businesses?

Type and size of business cases
- Fledgling/ Early- stage business, requiring relatively longer incubation time -
Smaller tickets, blended finance can help with further de-risking
- Businesses are more imbedded in landscapes making impact (people/land use/finance) potentially more sustainable and direct

Publisher: MoMo4C Alliance

Date: July 2025

Contact:
Jan Willem den Besten, IUCN Netherlands
janwillem.denbesten@iucn.nl

Bas Louman, Tropenbos International
bas.louman@tropenbos.org

Shephard Andrew Zonde, WWF Netherlands
szonde@wwf.nl

MoMo4C website: https://www.momo4climate.org/

Disclaimer:
The content in this publication is intended to be used for informational purposes only based on our due diligence. We have done our best to ensure that the information provided in this booklet is accurate and provides valuable information. However, it is very important to do own further analysis before making any investment. It is recommended to take independent financial advice from a professional in connection with or independently research and verify, any information you find in this publication, whether for the purpose of making an investment decision or otherwise.