Mobilizing finance for sustainable business growth
About Us

- FAST was founded in 2008.

- Established in Montréal, Canada.

- Serves 150 members in more than 30 countries.
A leading and innovative international organization that provides training, analytics, and matchmaking services to increase access to finance for SMEs working mainly in sustainable agriculture and forestry.
Commodities served in Agriculture & Forestry

- Coffee
- Fruits & Vegetables
- Sweet Potato
- Basic Grains
- Cacao
- Natural Forests & Plantations
- Honey
- Palm Oil
Some of our Strategic Partners
FAST Products & Services

- Training
- Analytics
- Matchmaking
Training

We build the **financial literacy** of sustainable SMEs to improve their credit readiness & advise FSPs to invest in specific sectors

- **Financial Learning Solutions for SMEs**
- **Training & Advisory Services**
1. Financial Literacy Toolbox

Our FLTBX is available in:

- English
- Spanish
- Arabic
- Swahili
More than 100 Local Financial Advisors identified, selected and trained and ready to provide tailored coaching to SMEs to improve their credit readiness.
Uncover the financial market trends and investment opportunities, to guide and support key decision-making. Track **environmental, social and economic** impacts of SME finance.

- **Impact Investment Measurement**
- **Investment Information Services**
Investment Information Services

- Commodities & Investments
- A Sustainable Financial Markets Benchmark
- Sector Investment Guides
GUÍA PARA FOMENTAR LA INVERSIÓN FINANCIERA EN EL SECTOR FORESTAL: PETÉN, GUATEMALA
Matchmaking

- **Small**
  - $< 800K$

- **Medium**
  - $> 800K$
• The most suitable and efficient service to **international** and **local** FSPs to meet SMEs financial needs.

• We bring FSPs and SMEs together, facilitating the flow of millions in capital and loans.

Finance Connect  FAST Financial Fairs  AXiiS Online Platform
¡THANK YOU!

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Key Results Survey of Global Investments in Sustainable Tropical Forestry

Objective

To identify opportunities and barriers perceived by FIs investing in tropical forestry.
Methodology of Survey

Survey
Quantitative + qualitative primary data

Promotion: 130 Investors invited, 80 stakeholder organizations were asked to circulate the Survey, link in UNPRI infoletter (only investors).

We invited investors from the following groups on LinkedIn:
- Global Investment Network
- SME Finance Forum, managed by IFC
- Impact Investing Forum – The Voice of Impact Investment
- Social Enterprise and Development
- ESG Investing

Results: 32 complete answers, 14 partial answers and 4 blanks.
Investors Typology  
(n=46)* - 85% invest in emerging markets (n=46)

* Absolute number of respondents
Forestry Operations – Investments

1st most important subsector of investments out of the respondents’ 3 top subsectors (n=24). The 2nd most important subsector is NTFPs (33%)
Forestry Operations – (n=22)

Level of Satisfaction

- Satisfied: 59.1%
- Neutral: 27.3%
- Dissatisfied: 9.1%
- Very dissatisfied: 4.6%
- Very satisfied: 0.0%
Consider investing in tropical forestry within the next 3 years

- Yes: 69.2%
- No: 19.2%
- I don't know: 11.5%
Investment – Preferences between investing in Natural Forests and Plantations (n=37)

Preferences in Forestry Investments

- Natural forests: 35.1%
- Plantations: 56.8%
- Don't have preferences: 8.1%
## Investment Preferences and Conditions – Key Factors

The key factors that could favour forestry investments are: (n=37)

### Key Factors

<table>
<thead>
<tr>
<th>Factor</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A clear and enforceable legal framework is in place in the country defining investors’ rights and obligations</td>
<td>35.1%</td>
</tr>
<tr>
<td>Expectation to contribute to generate positive environmental impact</td>
<td>13.5%</td>
</tr>
<tr>
<td>Expectation to obtain high Return on Investments</td>
<td>10.8%</td>
</tr>
<tr>
<td>Expectation to contribute to generate positive social and economic impact at the client level and its community</td>
<td>10.8%</td>
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</tbody>
</table>
The most **important barriers** to invest in **tropical forestry** are: (n=36)

<table>
<thead>
<tr>
<th>Key Barriers</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector risks: weak governance, unsafe land tenure, limited use of advanced technology, illegality etc.</td>
<td>(33.3%)</td>
</tr>
<tr>
<td>Common cash flow profiles in forestry require long-term investments</td>
<td>(16.7%)</td>
</tr>
<tr>
<td>Lack of compelling and commercially viable investment proposals</td>
<td>(13.9%)</td>
</tr>
<tr>
<td>General country and currency risks of most tropical countries</td>
<td>(11.1%)</td>
</tr>
</tbody>
</table>
Forestry Operations - investors in tropical forestry (n=37)

The most common minimum ROI to consider investing in tropical forestry is between 8% and 12% (40.5% of respondents).
When it comes to investment decisions how does your company consider Environmental, Social and Governance criteria? (n=34)

- Positive screening: 73.5%
- Negative screening: 5.9%
- Other: 14.7%
- No specific consideration: 5.9%
Impact Investments and Measurement
Do you have a policy to define the Impact Objectives of your investment strategy? If yes, what type of Impact Objective? (n=34)

Policy to Define the Impact Objective

- Yes, Social: 61.8%
- Yes, Environmental: 58.8%
- Yes, Economic: 58.8%
- No, we have no such policy: 26.5%
- Other: 5.9%
Impact Investments and Measurement (n=34)

3BL impact measurement could be useful to:

- No, it won't be useful at all: 2.9%
- Other: 5.9%
- Identify best sustainable forestry business cases based on potential impact: 52.9%
- Complement their pre-feasibility analysis before deciding whether investing or not in sustainable forestry: 52.9%
- Report to your investors: 61.8%
- Monitor the performance of your asset allocation: 70.6%
¡THANK YOU!

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