

AFRICAN CONSERVANCIES FUND

An award-winning investment fund managed by CI Ventures



Financially Sustainable Conservancies and Protected Areas Matter.

In the forests, oceans and grasslands where Conservation International works, wildlife conservancies dedicated to protecting the land can enhance biodiversity conservation, sequester carbon and support communities' livelihoods by providing sustainable, economic opportunities that grounded in nature.

Not only are conservancies vital to protecting threatened species, their success also helps demonstrate that conserving nature can also benefit people by creating jobs and generating income. However, in many cases conservancies cannot access the financing they need to establish their programs – such as promoting eco-tourism or sustainable agriculture – and expand their borders to reach financial sustainability.

The African Conservancies Fund is a program of Conservation International's investment fund, CI Ventures LLC. It provides financing to conservancies and associated economic enterprises that have significant social and environmental impacts in some of the most important areas for people and nature.

In its first year, Conservation International's African Conservancies Fund won in the "Impact Initiative of the Year-Africa" category for its work to deliver loans to the Maasai Mara Conservancies in Kenya, which were hurt by the loss of tourism revenues during the pandemic.

OUR IMPACT

US\$2 million invested in Maasai Mara Conservancies

When the global pandemic destroyed ecotourism revenues in Kenya, the US\$2 million African Conservancies Fund pilot program provided financing to wildlife conservancies across the Maasai Mara landscape to cover lease payments owed to Indigenous landowners who typically lease their land to conservancies for tourism operations. Payments by ecotourism operators are typically used to fund schools and health centers, and support wildlife protection efforts.

Through the fund, the Mara conservancies secured medium-term financing to offset the loss of revenue. As a condition of the financial support, the conservancies were required to enhance long-term financial and operational sustainability. The loans will be repaid out of future tourism revenues and conservation fees.

THE OPPORTUNITY

Expand the Impact Across Africa

Conservancies and similar areas encompass a staggering 1.7 million square kilometers (656,000 square miles) or 66 percent of sub-Saharan Africa's entire Protected Area Estate. Research led by Conservation International found that many of these ecosystems contain vast reserves of carbon, important habitats for threatened species and contribute important benefits to communities, such as food and shelter. Through clear targeted investments, we can create economic models to allow these areas to be conserved sustainably into the future.

HOW THE AFRICAN CONSERVANCIES FUND WILL WORK

Going forward, the fund will invest in conservancies and related economic enterprises, such as x and x, to enable growth and expansion of conservation areas, particularly in wildlife corridors and other biodiversity and carbon hotspots. Returns generated by the fund will either be redeployed into future conservancy investments or repaid to investors.

The fund will have a 25% technical assistance grant facility to establish governance structures, legal frameworks and conservation activities necessary to facilitate a robust financial investment and ultimately derisk the capital investment pool.

IMPACT CONDITIONS

- Transparent and robust governance and management structures.
- Financial resilience embedded into the company or organization's operating framework through diverse revenue streams and prudent financial reserves.
- Potential for significant social impacts, such as increased livelihoods and economic participation.

INVESTMENT TYPES

- **Establishment:** Technical assistance grant and results-based investments to expand or establish new conservancies.
- **Growth and Expansion:** Equity and flexible debt investments with impact incentive structures.

ELIGIBILITY

- The conservancy must be legally registered and have a formal lease agreement with landowners to conserve land and provide transparent benefits.
- High probability of generating revenue via ecotourism, carbon offsets and sustainable production.






TERMS

- Typical deal size:** US\$500K-\$5M
Typical Duration: 5 – 10 years
Products:
- Concessional direct loans
 - Quasi-equity
 - Revenue-based financing

UNDERLYING ECONOMIC MODELS

- Ecotourism
- Sustainable livestock and agriculture
- Carbon

5 YEAR GOALS

- 
\$50M invested through 20 deals + **\$100M** commercial capital crowded in
- 
1M community members benefiting
- 
1M ha of land under Conservancy agreements
- 
1M tons of CO₂e annually of climate co-benefits
- 
 Populations of indicator species are stable or increasing, and are securely protected.

PRIORITY COUNTRIES Landscapes & Seascapes



CONTACT

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