



## DFCD Project Snapshot

# Scaling climate-resilient mango processing to reduce post-harvest loss

26 November 2025

|                                       |                                                    |
|---------------------------------------|----------------------------------------------------|
| <b>Name of client:</b>                | Kirirom Food Production Co., Ltd (KFP)             |
| <b>Website:</b>                       | <a href="http://www.kfp.com.kh">www.kfp.com.kh</a> |
| <b>Region:</b>                        | Asia                                               |
| <b>Country:</b>                       | Cambodia                                           |
| <b>Project duration:</b>              | Jan 2026 - May 2027                                |
| <b>Confirmed financing:</b>           | €305,500 grant from the DFCD Origination Facility  |
| <b>Anticipated finance leveraged:</b> | US\$ 8 million (debt)                              |

## Who is our (prospective) client?

Kirirom Food Production Co., Ltd (KFP) is a leading dried fruit processing company in Cambodia that specialises in mango products. The company was founded in 2013 with the mission to add value to, and reduce food loss from, the Cambodian mango sector, which experienced an extremely rapid expansion over the same period. Exports make up over 90% of the company's sales. Supported by several recognised quality and safety certifications, the company sells dried mango to key international markets such as the European Union, the United States, the United Kingdom, and across Southeast and East Asia.

KFP has seen substantial growth in recent years, driven by increasing market demand and its proven reputation. The company has scaled from processing 10 tonnes of fresh mango per day with 50 employees, to 100 tonnes per day with a workforce of nearly 2,000 people by 2024. It currently sources mangoes from an estimated 550 farmers, of which the majority are smallholders.

KFP reached full capacity in 2024, however, and even began turning away orders. To leverage this demand for its products and further its mission, KFP has developed a detailed investment plan to double its dried mango capacity and diversify its product line to include mango purée and juice. This expansion also aims to secure future supply by scaling up farmer support programs and improving climate resilient farm management practices among local farmers.

## Why do we fund this project?

Cambodia's agriculture sector faces serious climate risks, with projected yield declines threatening nutrition, food security, and rural livelihoods. Rural communities remain highly exposed and have limited adaptive capacity due to repeated climate shocks and poor access to infrastructure and services. National strategies emphasise the need to strengthen farmers' resilience by promoting climate-resilient practices -such as integrated pest management (IPM), drip-irrigation, soil improvement, improving value addition through processing, and enhancing market linkages.



Figure 1: Examples of KFP's own branded products

Mango has been identified as a **strategic crop** for the country due to its **strong export potential, higher net farm income**, and **lower climate vulnerability** compared to rice, maize and other staples. There are over 140,000 hectares of mango in the country, producing an estimated 2.2 million tonnes per year.

However, partly due to the rapid and un-strategic expansion of mango production, mango farmers remain vulnerable to both climate and market risks. Irregular rainfall and droughts present major risks and the project will investigate adaptation measures such as circular production using biochar, drip-irrigation and other uses.

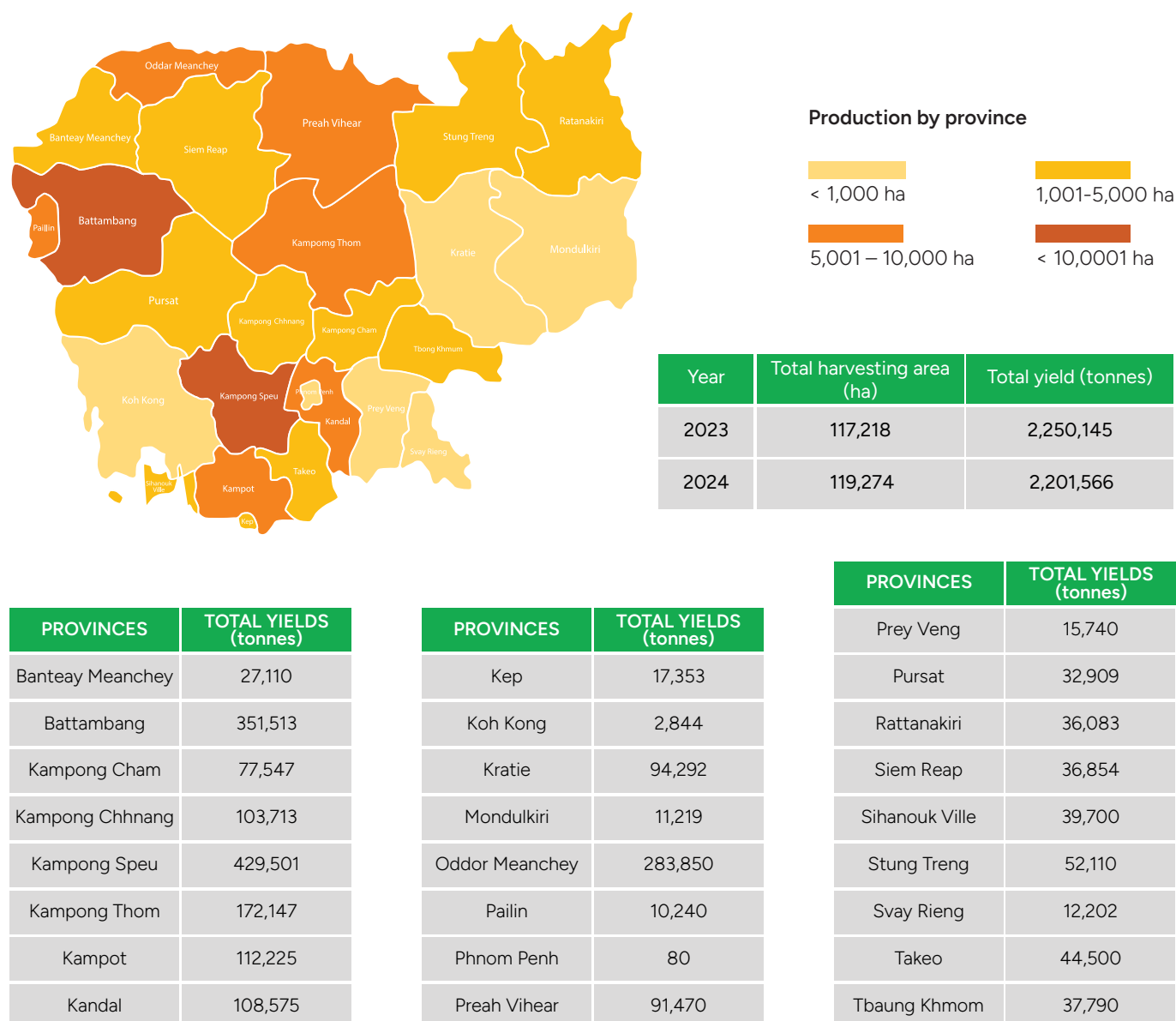


Figure 2: Map showing mango production across Cambodia and KFP's sourcing areas

The development of mango processing industries theoretically offers a pathway to alleviate some of the problems faced by mango producers. Cambodia's national strategies increasingly prioritise opportunities for the development of the agro-processing industry – due to the jobs they create and the fact that such industries can become a foundation for more inclusive and resilient value chains – with access to more stable and better markets.

The DFCD Origination Facility supports KFP because the expansion project directly addresses these systemic barriers and risks. KFP is well-positioned to leverage its existing reputation and performance into impact for local people. The new processing lines, especially the introduction of mango puree and juice lines, will enable KFP to purchase and utilise non-standard sized mangoes, resolving the major wastage issue for farmers. To meet the important requirements of its clients, KFP will support additional farmers to adopt best practices regarding climate resilient production, and attain Global GAP certifications. It will create new jobs in rural areas. In doing all this, KFP can demonstrate the viability of export-led models and capacity of local stakeholders to raise production and processing standards across the industry so that other enterprises and producers may meet those market expectations.

### What is the intended funding objective?

The DFCD grant will increase KFP's ability to scale-up sustainably and accelerate its path to investment-readiness, supported by de-risking the factory expansion plan and the company's entrance into new products and markets (juice and purée). This will see the company double its dry mango processing capacity to over 80,000 tonnes annual production. In doing so, the company will extend the benefits of its sourcing model to more farmers, including access to training and improved inputs, as well as through purchase of the estimated 15% of mangoes that are wasted due to non-compliance.

### The grant will be used to finance the following activities

The Origination Facility grant, alongside KFP's own resources, will fund a set of activities intended to de-risk the investment and build the company's capacity. These include:

- **Mango value chain climate resilience analysis** to assess key climate risks and their impacts on mango production, sector competitiveness, post-harvest processes, and market stability, to better inform and support climate and economic resilience at farm and company level.
- **Biochar and compost production** to test innovative options for processing waste byproducts and their potential utilisation into regenerative and resilient farming practices.
- **Juice production establishment** by assessing feedstock potential and market demand, conducting R&D on juice production, and developing a feasible layout for the commercial processing plant.
- **Dried mango factory expansion** by designing the cold chain system and enhancing operational excellence through a Quality Management System (QMS) gap assessment to prepare for ISO 9001 certification readiness.
- **Business plan development** for short-, medium-, and long-term growth and professionalising the company's legal entity for international operations and investment-raising.
- **Ensuring ESG and GESI performance** by supporting KFP to develop an Environmental and Social Management System (ESMS) aligned with IFC Performance Standards and a Gender Equality and Social Inclusion (GESI) Action Plan.



## What are the expected impacts of the company?

The investment proposition is anchored in four key outcomes: **enhancing climate resilience, strengthening smallholder livelihoods and improving economic prospects**, whilst **mainstreaming gender and social inclusion across the supply chain**. The proposed investment is expected to deliver substantial benefits by 2030:

- **Improved climate resilience for smallholder farmers:** at least 500 farmers (farming an estimated 2,500 hectares) will be supported to adopt more resilient and environmentally sustainable practices. This will be through various pathways including training in improved farm management techniques, working towards Global GAP accreditation, application of regenerative inputs such as biochar-based fertilisers and compost derived from KFP's processing waste, and introduction of innovative technologies such as drip-irrigation.
- **Improved incomes for smallholder farmers:** an estimated 818 farmers will benefit from increased sales and reduced post-harvest waste due to KFP's ability to purchase the 10-15% of irregular or small mangoes for the new juice and puree lines and enrolment in KFP's inclusive value chain model.
- **Direct non-farm employment:** an estimated 870 new Full-Time-Equivalent (FTE) jobs will be created (of which over 50% are expected to be women) delivering opportunities for decent work in rural communities. These new jobs are primarily seasonal work that supplements the livelihoods of local farmers.

## Environmental and social rationale

The project includes specific measures to mitigate risks and enhance positive environmental and social outcomes. The investment is structured to build resilience against climate shocks and ensure equitable participation in the mango supply chain. It will have several positive impacts upstream of KFP's operations: KFP's adoption of standards such as Global GAP requires farm-level actions related to biodiversity, including the responsible use of chemicals and the adoption of Integrated Pest Management (IPM) methods. The planned use of biochar-based fertilizers and compost, derived from processing waste, is expected to improve soil health and biodiversity.

On the processing side, a dedicated activity has been designed to undertake comprehensive E&S assessments. Key potential risks, particularly related to resource efficiency and pollution prevention (e.g., nutrient runoff, water management, food waste) have been flagged, with mitigation strategies planned, such as farmer training on proper application of fertilisers and pesticides, and the setting up of an effluent treatment plant.

Regarding GESI, while women have high rates of participation in the Cambodian agriculture sector, structural barriers remain. KFP is woman-owned and promotes women's participation, with women currently making up 59% of the workforce. The GESI assessment during the Origination project will use an intersectional approach to understand the needs and barriers faced by women and marginalised groups, ensuring that KFP's practices are as inclusive as possible and aligning with IFC Performance Standards.

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## Contact us

For more information and if you want to share any confidential information you may have regarding the intended project or company, please contact: [dfcd@snv.org](mailto:dfcd@snv.org)



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