The Meloy Fund invests in businesses that can directly benefit coastal communities and the fisheries on which their livelihoods depend. In doing so, the Fund and its investees pursue a triple bottom line strategy: ensuring positive financial, social, and environmental outcomes.

These are some highlights from the Fund’s first full year of operations:
The Meloy Fund’s impact per dollar is exceeding targets.

- Agrita, an octopus processing company in Indonesia, has improved the management of more than 250,000 hectares of seascape via its sustainable sourcing policy, exceeding its impact goal by 40,000 hectares.
- Meliomar, a tuna processing company in the Philippines, has impacted more than 8,600 fisher household members. The original goal was to reach 8,200 fisher household members by 2023.

The Meloy Fund’s portfolio companies are thriving financially, demonstrating that what’s better for the environment is also better for business.

- Meliomar increased its sales by 75% over the previous year and has greatly improved its overall financial health, in part due to the Meloy Fund’s investment and support.
- Even with a decline in global octopus prices, Agrita has maintained profitability and high standards for responsible sourcing. With the Meloy Fund’s investment, they recently renovated a new processing facility, which will enable direct exports to international markets and higher margins for the company and local fishers.

The Meloy Fund continues to grow the market for investment in a sustainable coastal fishing sector in Southeast Asia. Activities have included:

- Convening CEOs of aquaculture and wild-caught seafood companies in Indonesia to discuss the challenges and opportunities of growing a business under changing consumer, supplier, and regulatory constraints.
- Developing a team of trained ESG and impact investment officers to strengthen ESG standards in the markets in which we work.
- Providing thought leadership to challenge traditional investing paradigms. For instance, in November 2018, Dale Galvin gave a keynote address at PEMSEA—an intergovernmental organization that fosters and supports healthy and resilient oceans—to describe the folly of investing in the oceans without a comprehensive approach to linking capital to natural resource management.

Combining investment with technical assistance (TA) creates a more profound impact than investment or TA alone.

- With support from the Meloy Fund and Fish Forever, Agrita is gaining a better understanding of the status of octopus stocks in the areas from where they source. This is the first step to ensure the species is not overfished and one of the first opportunities to understand the status of octopus stocks nationwide.
- The Meloy Fund is also helping Agrita develop a robust finance and accounting system to improve their financial health and prepare for shocks that are expected in commodity markets.
While the path for triple bottom line impact we’ve embarked upon is not an easy one, our theory of change continues to be validated by potential sponsors, governments, and future investors. Companies that impact the coastal fishing sector need to respond to long-term stresses on their supply chains, uncertain regulatory environments, and shifting consumer tastes. To compete, these small and medium-sized enterprises need both capital and a partner to help them transition their business models for sustainability and financial success. In this way, the Meloy Fund brings far more than capital to the table: we bring a comprehensive partnership that transforms the businesses in which we invest, and sustains the natural resources on which they depend.

www.meloyfund.com

The Meloy Fund is an initiative of Rare, a global conservation organization dedicated to inspiring communities to adopt behaviors that protect the natural resources that sustain them.