

Improve livelihoods for plantain small farmers

Anticipated transaction impact

Increase the volumes of plantain purchases to small farmers

Impact score Pass (3.22/4)

Credit score Pass (3.21/4)

Loan Overview

Commitment limit	\$150,000
Tenor and structure	36 months and three-month grace period on principal
Interest rate	8,50% p.a.

Financial Overview

Revenue 2024	\$697k
Outstanding balance 2024	\$88k
Net assets 2024	\$381k

Company Information

Legal name	De La Platanera S.A.S.
Incorporation date	August 2020
Corporate address	Dosquebradas, Risaralda, Colombia
Nature of business	Plantain processing and selling
Website	https://delpla.co/

Shareholders

Name	Share (%)
Edward Galeano	51%
Mauricio Grisales	49%

Company management

Name	Nationality	Position
Edward Galeano	Colombia	CEO
Carolina Montoya	Colombia	CFO
Mauricio Torres	Colombia	COO
Mauricio Grisales	Colombia	CSO

Recommendation

1 USD : 4,010 COP

Recommend extending a \$150,000 term loan to acquire equipment.



DelPla



Executive summary

Founded in 2020 amid the pandemic, [DelPla](#) began as a plantain processing social enterprise in Colombia and has achieved extraordinary growth, registering a 1,730% increase in sales over its first five years of operations. DelPla originally intended to sell plantain chips to retail customers. However, the company pivoted after identifying a unique and underserved market opportunity for frozen and pre-fried patacones, slices, and chips. DelPla's typical customers are restaurants and international distributors.

DelPla not only addresses market demand for convenient, healthy, and nostalgic foods in both local and international markets but also delivers a measurable social impact by integrating over 100 smallholder farmers and vulnerable rural populations into formal value chains. These communities, previously exposed to price volatility, informal markets, and limited access to reliable buyers, now benefit from stable and formal relationships.

Today, DelPla is seeking \$150,000 in financing to expand its production capacity from its current throughput of three containers per month to up to ten containers monthly. DelPla has nearly \$100,000 in working capital credit lines and a \$100,000 to 150,000 extension is under negotiation with BBVA Bank to support this growth. This expansion is necessary to meet the rising demand from both local and international buyers.

The proposed use of funds includes investments in key industrial equipment such as ripening chambers, continuous fryers, and packaging lines, which are essential for scaling output and ensuring quality consistency. This is part of a long-term \$1 million budgeted expansion, which DelPla will progressively do as profits and indebtedness capacity allows it.