

Improved smallholder farmer productivity and profitability through access to financing, markets, and training on climate-smart and regenerative agricultural practices

Anticipated transaction impact

Capacity increase, translating to higher purchases from smallholder farmers and more farmers in Nelixia network

Impact score Pass (3.53/4)
Credit score Pass (3.54/4)

Loan Overview

Commitment limit	USD 500,000
Tenor and structure	3 months interest only 48 months P+I
Interest rate	8.5% p.a.

Financial Overview

FY24 Revenue	USD 17,244k
FY24 Profit	USD 901k
FY24 Net Assets	USD 11,995k

Company Information

Legal name	The Nelixia Company SA
Incorporation date	2010
Corporate address	El Rodeo, Guatemala
Nature of business	
Website	www.nelixia.com/

Shareholders

Name	Share (%)
Elisa Maria Aragon	27%
Jean-Marie Maizener	27%
Fragar Trading	36%
Proximo SAS	10%

Company management

Name	Nationality	Position
Elisa Maria Aragon	Guatemalan	CEO
Jean-Marie Maizener	French	COO
Chloe Dengel	Belgian	Sr Mgr Sales
Christian Falla	Guatemalan	Finance

Recommendation

Approval of a USD 500,000 loan to Nelixia based on its strong credit and impact.

Nelixia



Figure 1 Photo from BBC Video paid and presented by YOGI tea

Nelixia is a woman-owned social enterprise specializing in the production, transformation, and export of essential oils and natural ingredients across Central America. Founded in 2010, the company operates a vertically integrated supply chain that spans from smallholder farmers to international markets, serving the fragrance, flavor, and aromatherapy sectors with 100% natural, traceable, and carbon-neutral products. 63% of Nelixia’s sales come from cardamom.

The company operates multiple factories: in Guatemala (distillery, spice processing, extracts/resins), Paraguay (distillery for petitgrain, guaiacwood, cabreuva), and a sales office in Germany for EU clients. Nelixia differentiates itself through strong sustainability credentials (Organic, FairWild, UEBT, Rainforest Alliance) and a methodology of six “Fundamentals” that ensure ethical sourcing, empowerment of producers, biodiversity protection, and best-in-class production.

Nelixia works directly with 646 smallholder farmers in Guatemala, Honduras, Paraguay, and El Salvador. Of these farmers, 24% of Nelixia’s suppliers identify as indigenous, belonging to the Q’eqchi’, Kakchiquel, Mam, Pocomchí, Uspanteko, Lencó, and Chortí. In addition, Nelixia also has a network of cooperatives and aggregators that buy from over 2,000 farmers.

Through Nelixia, farmers get access to stable markets, higher prices, and regular agricultural training. In addition to the economic benefit, Nelixia works with its network of farmers to reforest where they can; since 2017 Nelixia has helped replant over 80,000 trees and converted 144.25 hectares to agroforestry systems.

Nelixia is experiencing robust growth in 2024 and 2025 and is investing into its factories to improve efficiencies and dedicate production lines to specific products. As part of this strategic plan, Nelixia is applying for a USD 500,000 term loan to purchase milling, distilling, and other pieces of equipment that will be installed in its Guatemala factory.