Equity Group interventions in Agriculture Financing

Kenya Fertilizer Roundtable (KeFERT)
October - 2018
PURPOSE
We exist to transform the lives and livelihoods of our people socially and economically by availing to them modern, inclusive financial services that maximize their opportunities.

VISION
To be the champion of the socio-economic prosperity of the people of Africa.

Mission Statement
“We offer inclusive, customer focused financial services that socially and economically empower our clients and other stakeholders”

Motto
Growing Together In Trust

Positioning Statement
Your Listening, Caring Partner
Equity Group’s Involvement in Agriculture

Our commitment and investment in Agriculture internally and sector wide is guided by **Sustainable Development Goals** (SDG), Malabo Declaration, **Kenya Vision 2030 – BIG 4 AGENDA** as well as Equity Group strategy.

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<td>16. Peace, Justice and Strong Institutions</td>
<td>17. Partnerships for the Goals</td>
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**Malabo Declaration Commitments**

1. Enhance investment finance in Agriculture
2. Ending Hunger by 2025
3. Halving poverty by 2025 through inclusive agriculture growth and transformation
4. Boosting Intra-Africa Trade in Agricultural commodities and services
5. Enhance resilience of Livelihoods and Production systems to Climate variability and other shocks
6. Commitment to mutual accountability to actions and results
Financing Agriculture – Equity Group Approach

Pillars for Agriculture Intervention

Value Chain Approach
Strategic partnerships
Technology
Capacity Building

Innovative Financing Models

Partnerships – GOK (MoALF), IFAD, WFP, FAO, IFC, KFW, EIB, Rabo Bank etc

Risk sharing/credit guarantee funds

Matching funds facility

Contracts – WFP, EABL, etc

WRS – post harvest management

Crop/livestock insurance

Social Payments – KCEP
Why partnership in agribusiness?

• It is about working together to advance a common agenda such as development in agriculture.

• Partnership concept allows integration of the various players in agriculture production, processing and marketing – incentive to finance agriculture.

• It defines scope and purpose of supporting agriculture while spreading risks among partners.

• It enhances synergy through forward and backward linkages between various value chain actors.
Value Chain Approach – Kilimo Biashara

**Farmers and farmer groups**

**Input suppliers: Agro-dealers – Wholesalers & retailers**

**Input Manufacturer /Importers: Seeds, Chemicals, fertilizers**

**Agro-processors**

**Buyers: Exporters, Institutions etc**

**Development partners: Donors, NGOs, Research institutions, Govt. extension**

**Extension: Private sector**

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Kilimo Biashara...

Program Details

• All Counties
• Risk sharing basis

Beneficiaries

• 78,000 households reached
• Ksh 7B disbursed
• Currently scale up in 5 years - 100,000 Beneficiaries, disburse Ksh 3B

Partnerships

• Strong Public Private Partnership- PPP- Equity Bank / IFAD/ World Bank /GoK/ AGRA to proote commercialization of smallholder farmers

Mode of Delivery

• Input loans – payments made directly to agro-dealers
• Other services offered – Savings products, WRS, Crop insurance
• Training on financial literacy, Technical aspects - GAP
Offer Real time settlement – replaced paper voucher

38,522 farmers & 288 agro dealers enrolled on e-Voucher system

Capacity Building – Financial literacy and Entrepreneurship Education

Farm Inputs worth Ksh 764M accessed through the platform

Ksh 225M disbursed to Agro dealers as working capital loan

Delivery through Agency Model- Shared Prosperity Growing Local Entrepreneurs
Unlocking Agriculture Potential through Medium Size Farms

Integrated Extension Delivery Ecosystem linking farmers to an integrated supply chain

2,229 medium size farmers trained on GAP and Agribusiness skills

Partnered with 68 agro input companies to offer farmers trainings and market linkages

Medium size farms in this program used as model/demonstration farms
A 3 year project **supported by NORAD (Norwegian Agency for Development)** to build strategic partnership that eliminate framework gaps in financial access in agriculture sector.

This a project partnership between NORAD and EGF in partnership with Equity Bank, Finserve and Equity Insurance Agency.

Eco-system approach will be used to ensure collaboration and access to finance by all value-chain actors.

Targets 60,000 farmers and 5000 SMEs in agriculture

The project will be implemented in:
- Central Region
- Eastern Region:
- North Rift-Valley Region:
- South Rift Valley Region
- Nyanza & Western Region:
Eazzy Banking Suite

EazzyPay: Paying for goods, services & bills
EazzyLoan: No queues, No forms
EazzySave: Save for your goals
EazzyApp: More life, less banking

EazzyNet: Banking anywhere anytime
EazzyBiz: Cash & liquidity management made Eazzy
EazzyChama: More investments, less bookkeeping
EazzyAPI: Equity Bank’s Digital DNA
Diaspora Banking: Work globally, bank locally

Payment Channels

POS - Mobile - Agency Banking - Internet Banking - Branch - ATM

Providing Faster, Secure & Convenient Payments
THANK YOU

Email: info@equitybank.co.ke
Web site: www.equitybank.co.ke