

Sowing the seeds of impact: the EIB approach to agribusiness in Africa

Presented by
Jean-Marc Debricon
 General Manager
 Alterfin



Fonds Européen de financement solidaire pour l'Afrique

FEFISOL is an investment fund dedicated to **rural finance in Africa** with the mission to **target poor households in Africa especially those living in rural areas and involved in agriculture production and processing.**

Capital: EUR 30 Million

Disbursements: EUR 40,5 Million

Number of partners: 66

End beneficiaries: 1,1 million

Number of countries: 24

Technical assistance projects: 48



Funds managers



FEFISOL value addition

76% invested in countries receiving less than 1% of total MIVs portfolio

55% in countries with low level of market saturation

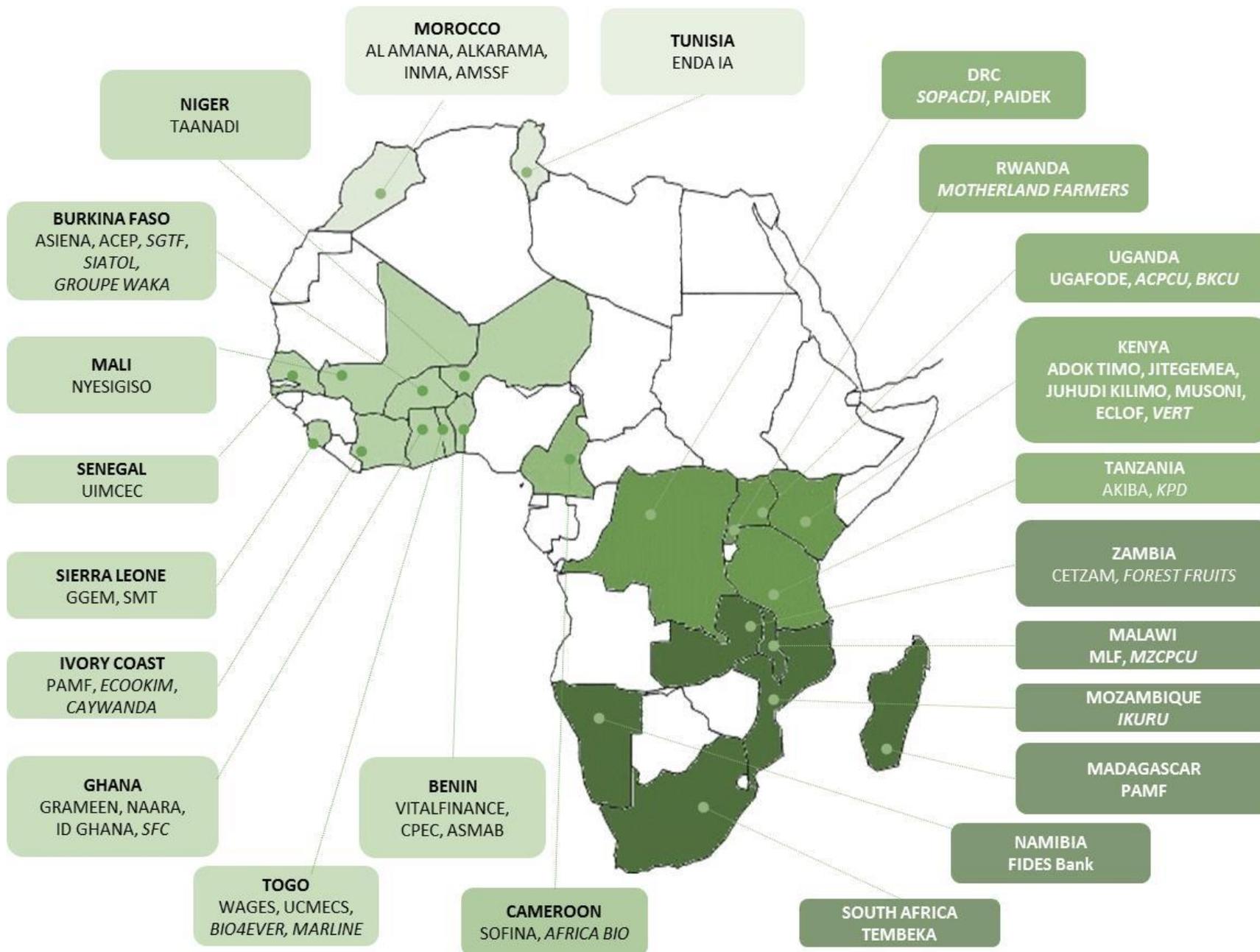
On average FEFISOL finances:

10% of MFIs GLP

15% of Pos/SMEs purchase



FEFISOL's investees



39 MFIs

1 APEX

26 POs

24 countries

FEFISOL Agro Impact

56% of portfolio invested in rural institutions

**Sustainable smallholder
agriculture**

68% of the disbursed funds

87.566 smallholders

3 hectares on average

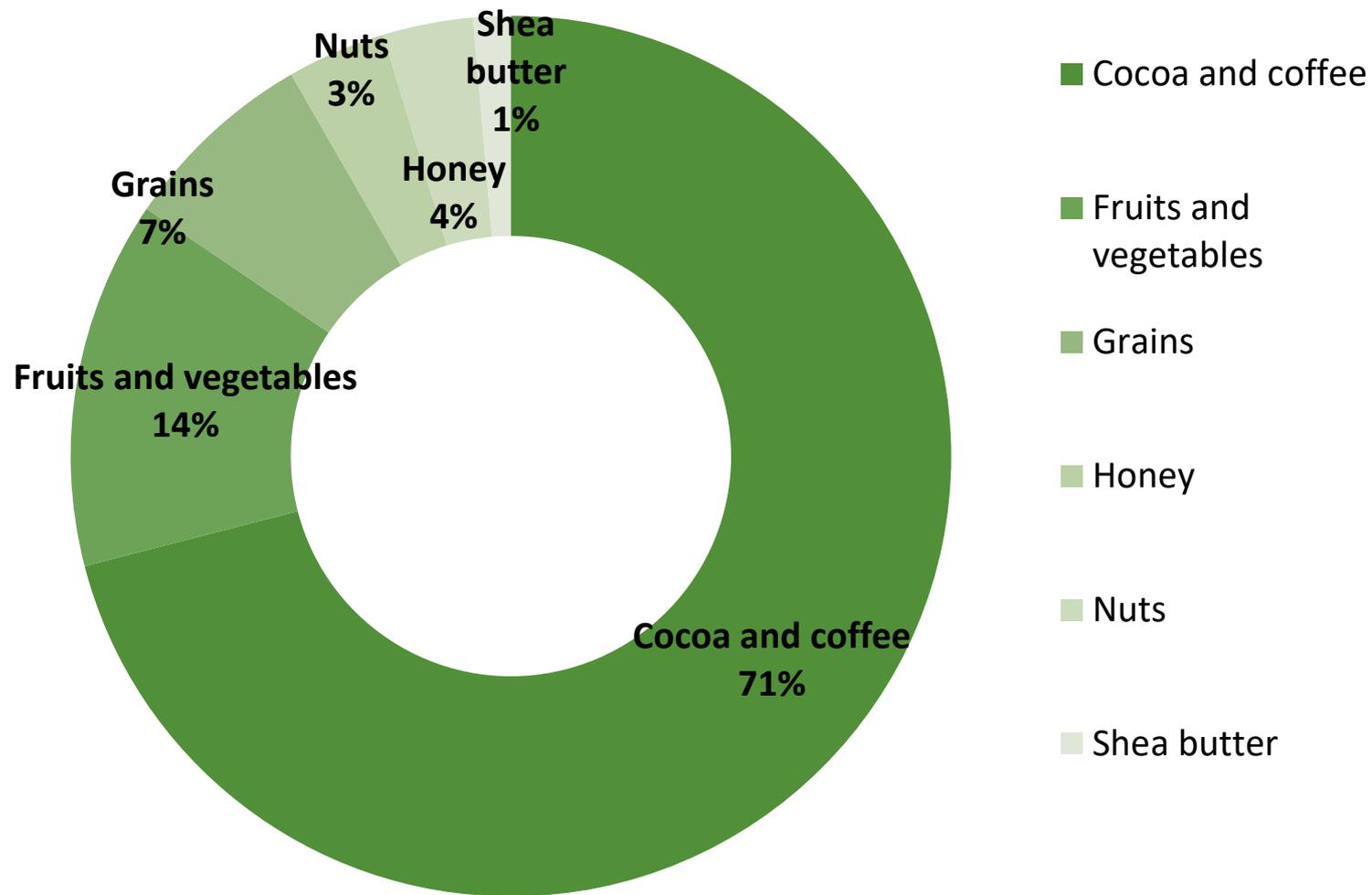
48% of partners are certified "fair trade"

Agricultural microfinance

20% of our microfinance portfolio finance
directly agriculture

54% of the MFIs' clients live in rural areas

FEFISOL Agro by Sector



FEFISOL Agro Finance Models: Aggregation points (AP)

Producer associations,
cooperatives, processors,
buyers, traders, etc.



International value chains

Type of support...BEYOND financing

1 Working capital loans

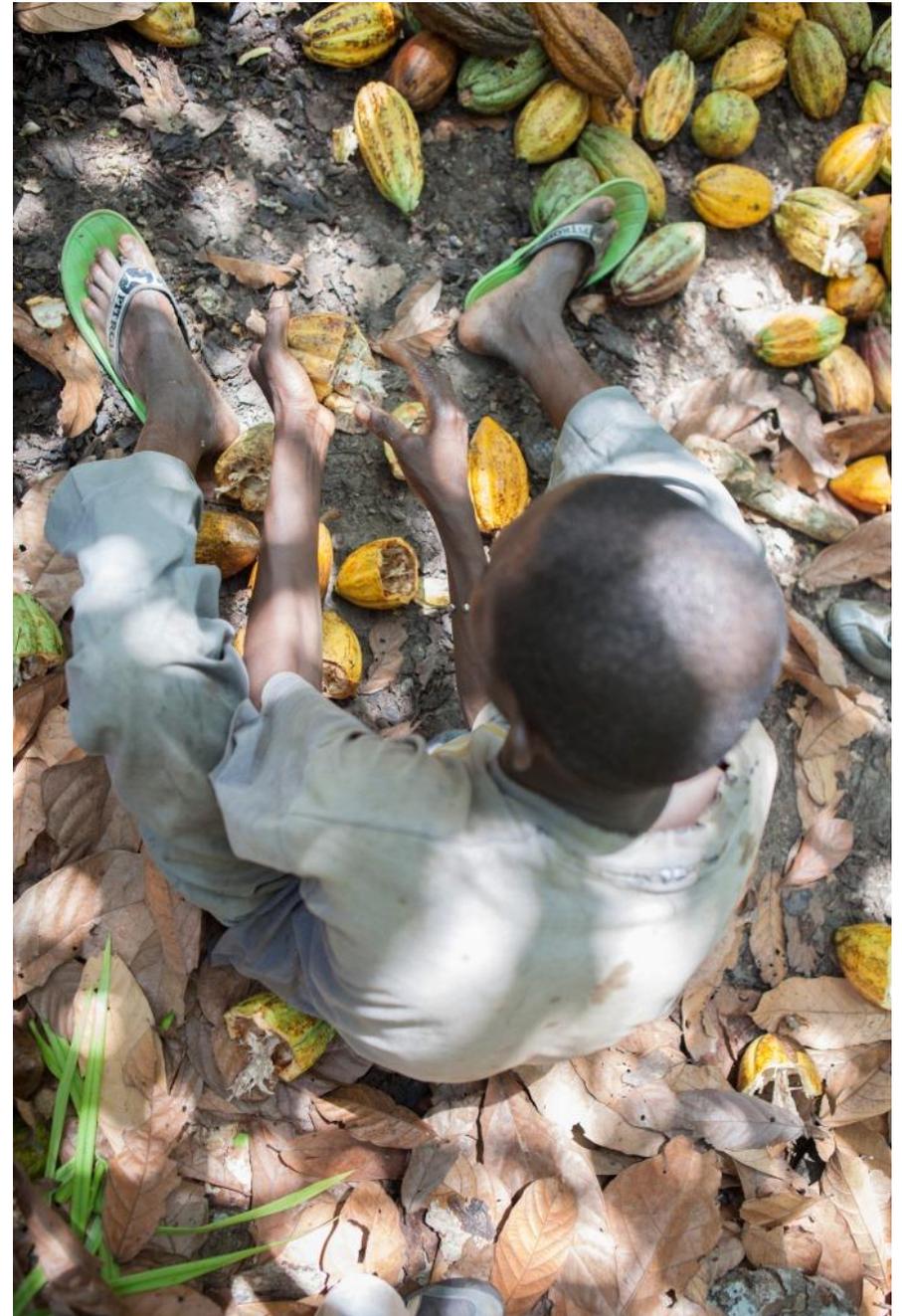
Cash-flow based lending with endorsed purchase contracts or collateral management arrangements

2 Investment loans

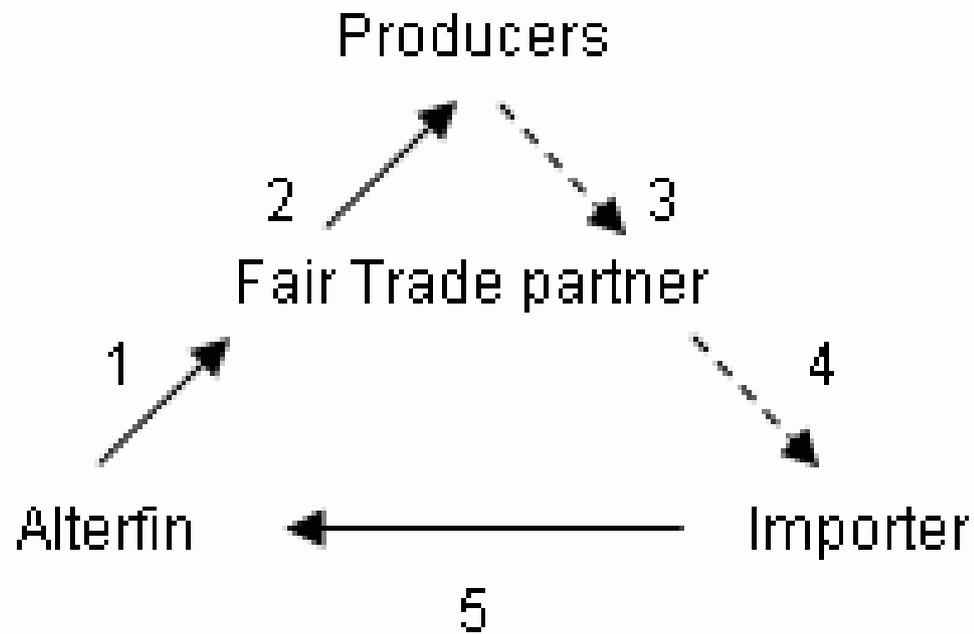
return based lending with fixed asset collateral

3 Technical Assistance

Ad-hoc and tailor made technical assistance projects to strengthen the organizations



Working capital model



Flow of money —

Flow of goods ----

VERT: a compelling impact case

Agriculture in Kenya:

Contributes 27% of national GDP

Employs 80% of total labor force

Generates 60% of foreign exchange earnings

Leading exporter of fresh vegetables: #1 for french beans #4 for peas



VERT Ltd in FIGURES:

Fresh vegetable production
and commercialization in
Europe since 2000

Sourcing from **1,511**
smallholder farmers
organized in **14 CBOs**

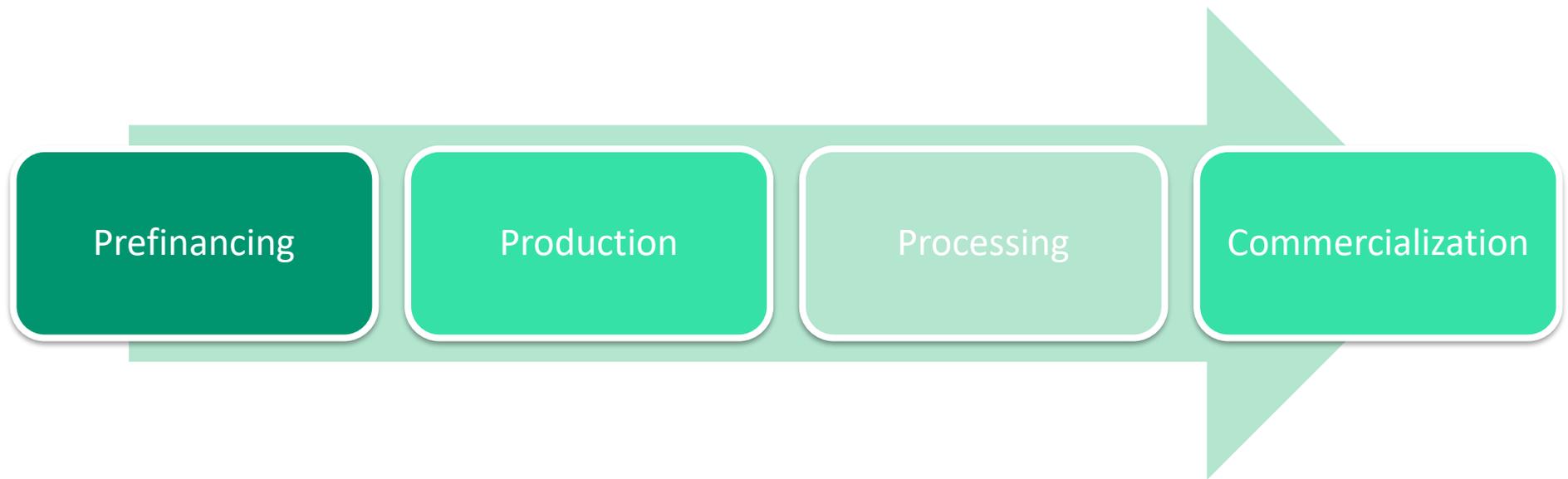
3,500 tons of vegetables
commercialized per year

Fair trade, global gap, ISO

Network of more than 10
international buyers



Business model: an integrated model



Impact on smallholder farmers

Rural nuclei of thousands of producers integrated into a supply chain

Improved horticultural practices

A reliable access to market at better prices

High-value produce generating a flow of wealth

Fair trade empowering groups of farmers



SCALABILITY of VERT beyond current Model

VERT and FEFISOL BEYOND VEGETABLES for an increased impact on Smallholder Farmers:



For more information

Visit www.alterfin.be

Thank you for your attention.

