



Financing Agriculture Value Chains with Microfinance Services

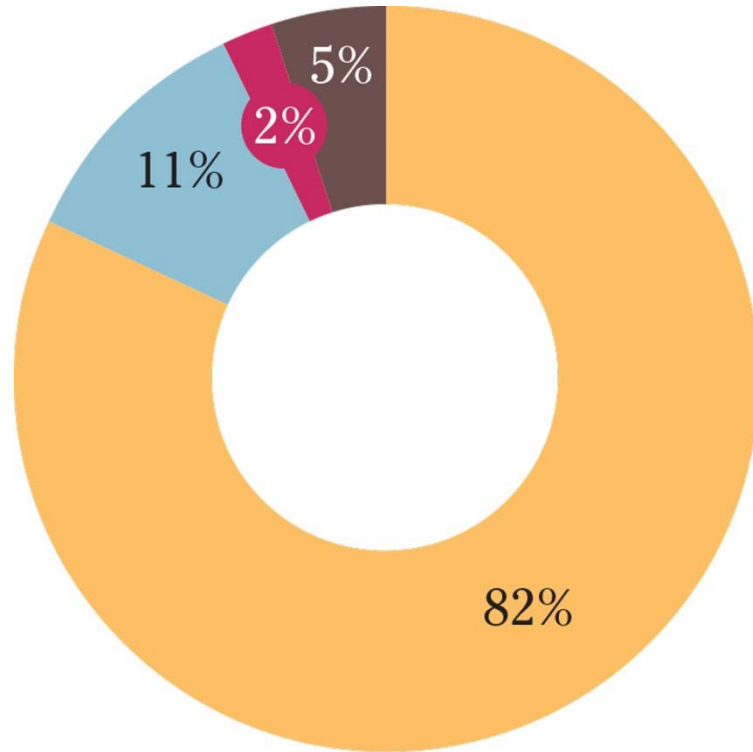
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Funding by sector

At 31 March 2014

€ 595 million outstanding



microfinance*

agriculture

trade

other

* including microcredit,
SME finance and
wholesale funding

Social performance

at 31 December 2013

- Clients reached by Oikocredit's microfinance partners: 28 million
 - of which female clients: 84%
 - **of which rural clients: 56%**
- People employed by social enterprises: 37,438
 - of which permanent jobs: 20,556

1) Selection Criteria of Oikocredit-Partner



Financial criteria

- Risk scoring

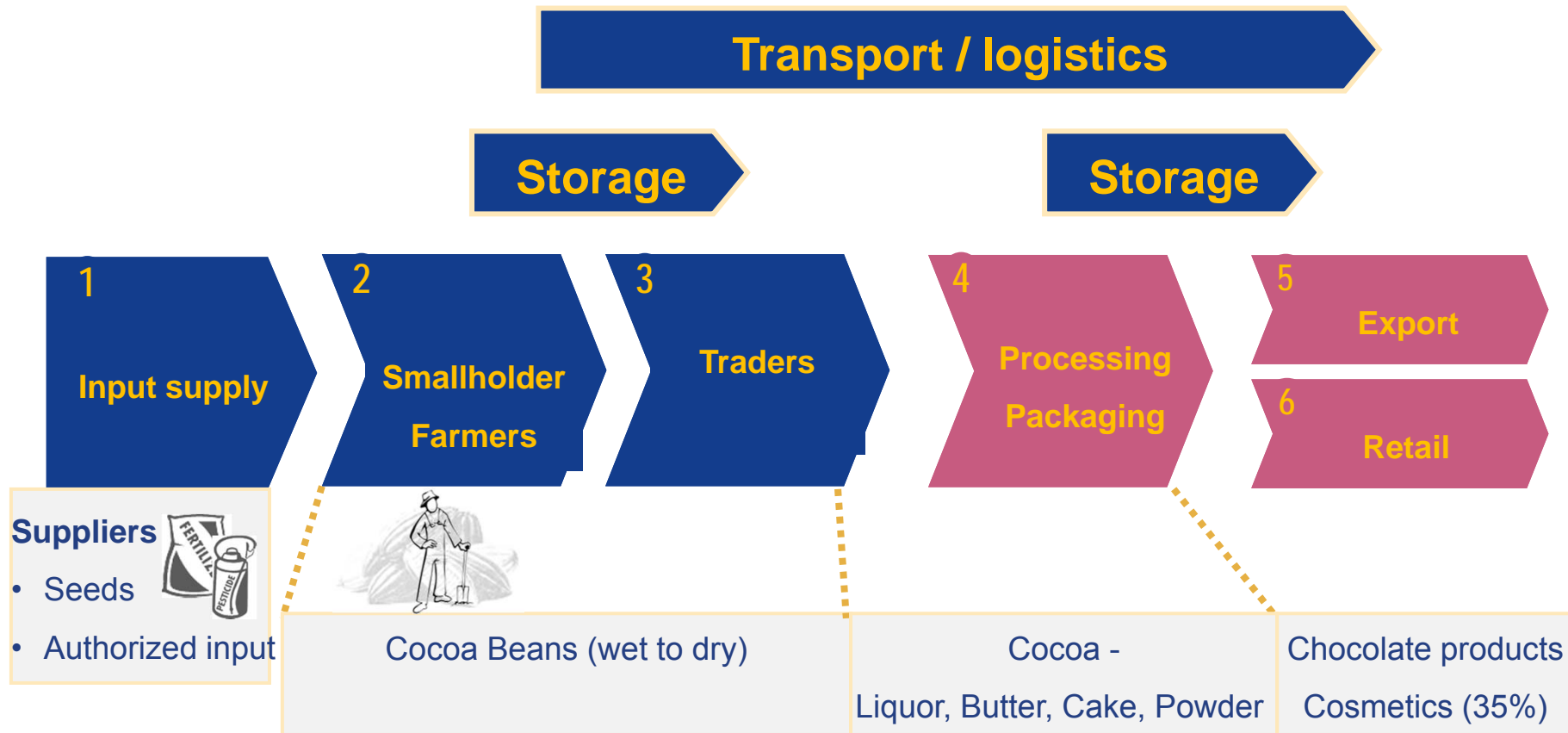
Environmental, social and governance

- ESG-Ratings

2) EXAMPLE: COCOA VALUE CHAIN



Financing Cocoa Value Chain Actors



Product Life cycle

3) CASE STUDY

HELP MFI AND FARMERS COOPERATIVE FC, NIGERIA

Case Study 1\3: HELP MFI

- **Help Microfinance Institution, Nigeria**
 - Created in 1998 and began full operations in 2000.
 - 25% of their clients live in rural areas
 - 29% are involved in Agric and agric related businesses
 - 91% of their clients are women
 - **Farmers Cooperative (FC)** is one of the main client group of HELP MFI.

Case Study 2\3: Farmers Cooperative (FC)

- Members include input suppliers, smallholder farmers, traders, warehouse owners and small transport micro-entrepreneurs.
- Main crops: cassava, onion, yams, maize, groundnuts, pineapples & cocoa
- About 5,000 of FC members out of about 12,000 receive MF services from HELP MFI.
- Have challenges attracting funds (except some grants)
- Financing need is for working capital
- The cocoa farmers sell their beans to traders (members or middlemen) after harvesting and drying.

Case Study 3\3: Oikocredit Partnership

- Provided € 381,000 to HELP MFI in Feb 2013.
- Condition: $\geq 20\%$ to go to FC members especially in the cocoa value chain
- Result at Dec 2013: HELP MFI Reached 2,052 farmers out of 373,013 borrowers, of which about 1,200 are cocoa farmers in South west region.

Many Thanks for your Attention!



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Back Up

Cocoa Beans Production Cycle

	01	02	03	04	05	06	07	08	09	10	11	12	
Light Season			▲▲	■	★								
Main Season	■	★	★					▲▲	▲	■	★	★	■
Expected Cash		\$\$\$\$										\$\$\$	
Weather	D	D	D	D	D	R	R	R	R	R	R	R	R

▲ = Procurement; Farm + Tree Preparation

■ = Harvest Preparation

★ = Harvest

\$ = cash

D = Dry Season

R = Raining Season

Cocoa Seedlings



Pest and Disease





Drying of Cocoa Beans

