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AND AGRI-SME FINANCE
AND INVESTMENT NETWORK



SAFIN
ANNUAL
PLENARY
MEETING
2022 | 21-22 NOVEMBER |
MORELIA, MEXICO

Opportunity in an evolving landscape

SUMMARY REPORT

The SAFIN Annual Plenary Meeting 2022 was made possible thanks to the generous support of our donors and organizing partners.

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MEETING
2022 | 21-22 NOVEMBER |
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AN IN-PERSON AND ONLINE EVENT



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About the SAFIN Annual Plenary Meeting 2022

Every year, members of the Smallholder and Agri-SME Finance and Investment Network (SAFIN) and other experts from the agricultural finance sector come together to discuss the current state and future of financing agricultural SMEs. In 2022, as the world struggled to address the worst food crisis in generations, the SAFIN Annual Plenary Meeting provided a space for dialogue about how agri-finance practitioners can work in concert to avail affordable access capital to during turbulent times.

On 21-22 November 2022, SAFIN hosted its first hybrid Annual Plenary Meeting under the theme “Opportunity in an evolving landscape.” The in-person event was held as an official side event of the 7th World Congress on Rural and Agricultural Finance at the headquarters of the Fideicomisos Instituidos en Relación con la Agricultura (FIRA) in Morelia, Mexico. Over 14 business and learning sessions featuring 27 speakers, participants heard from sector leaders on a variety of topics from green finance to digital innovations in agricultural finance. This report summarises the key learnings from the knowledge-sharing sessions on day two of the event.

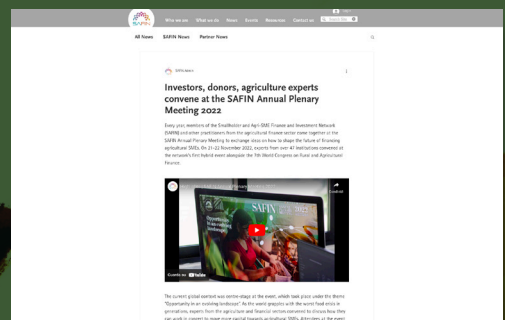


Learn more about the event

Event Agenda



Summary article



Highlights video



2

Key takeaways

Small and medium enterprises in the agricultural sector currently face multiple challenges including increased operation costs, lower profit margins, and higher interest rates following the effects of the war in Ukraine, global inflation, the economic shock of the COVID-19 pandemic and climate change. Despite this challenging context, agricultural SMEs continue to play a critical role in accelerating food systems transformation and building resilience across agricultural value chains. With pressure for affordable finance mounting among agricultural SMEs, the following cross-cutting takeaways from the SAFIN Annual Plenary Meeting 2022 aim to guide future efforts by the providers and enablers of agricultural finance to close the financing gap faced by these enterprises.

Crisis is the new normal

Agricultural finance players should plan for and adapt to it

Recent years have presented shock after shock, not only to the agriculture sector but to the global economy as a whole. From restrictions on labour movement, steep increases in input prices, logistical bottlenecks, and falls in market demand, global crises have threatened the livelihoods of agripreneurs everywhere. While short-term measures such as working capital and bridge funding during periods of cash scarcity are essential to keep agricultural SMEs afloat, finance providers and governments should plan and implement long-term investments to maintain stable access to finance for these enterprises during turbulent times, now and in the future.

Towards a greener future

All finance is green finance

To achieve the ambitious targets set by the Sustainable Development Goals and the Paris Agreement, green finance and investment solutions for agriculture need to be scaled considerably. Development Finance Institutions have made a seismic shift towards green finance, but more should be done to engage with governments to strengthen policies for increased support to build the resilience of agricultural SMEs and smallholder farmers, including through dedicated sources of financing. There is also need to explore approaches to mainstream green finance components to all financial products in the sector, as standalone green finance products are not often competitive in terms of interest rates and use restrictions. It's also important to consider that adaptation financing solutions should take into consideration debt repayment capacity of small producers and provide terms and conditions with a longer term horizon.

Multi-actor solutions, not isolated projects, are critical for inclusive access to finance

The current global context has made it clear that no single actor or project is capable of addressing the diverse challenges being faced by agricultural SMEs in accessing capital today. Now more than ever is the time to break silos and enhance coordination among the providers, enablers, and seekers of agricultural finance. After the onset of the COVID-19 pandemic, governments and the private sector collaborated to ensure the fast and effective delivery of vaccines across the globe. Given the current state of the sector, can we replicate for food systems and agricultural finance what was done for vaccines?

3 Session highlights

Opportunity
in an evolving
landscape

3.1

Opportunities in an evolving landscape

The opening session on day two of the Plenary Meeting focused on the overall theme of the event- turning the turbulent global context into an opportunity to scale access to tailored finance for agricultural SMEs. The session started with an interview with a sector leader from the European Commission, followed by a panel of impact investors who shared their experiences of financing the midstream of agricultural value chains during recent global crises since 2020 when the COVID-19 pandemic struck.

Speakers



Dr. Leonard Mizzi
Head of Unit, Sustainable Agri-Food systems and Fisheries,
DG for International Partnerships
European Commission



Alexandre Kauffman
Agribusiness Investments Specialist
United Nations Food and
Agriculture Organization (FAO)
Moderator



Mauricio Benitez
Food Systems Lead
responsAbility Investments



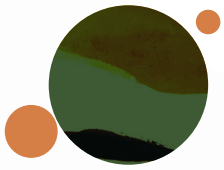
Jean-Marc Debricon
General Manager
Alterfin



Christian Ruehmer
Chief Investment Officer
Bamboo Capital Partners

“2022 will be remembered as one of the most turbulent years of our time as regards food systems under stress. It has affected not only the agri-food sector directly but the broader economics and finance around many agricultural and aquatic value chains.”

Dr. Leonard Mizzi
Head of Unit, Sustainable Agri-Food systems and Fisheries, DG for International Partnerships
European Commission



Key takeaways

Learning from previous crises: Can we replicate for food systems what is being done for vaccines?

In his opening remarks, Dr. Mizzi applauded the coordination between governments and the private sector to ensure the fast and effective delivery of vaccines after the onset of the COVID-19 pandemic. With the world facing a food crisis, enhanced coordination and prioritization between development actors and the private sector is essential to ensure that enterprises across agricultural value chains can rely on an unfettered flow of finance. Coordination is particularly critical at country-level, where there is need to better understand the types of investments and value chains that can generate the most impact during times of crisis. Despite market volatility, global crises can also generate opportunities for agricultural lending. At the beginning of the COVID-19 pandemic, the impact investors speaking during this session assumed that their agricultural lending portfolios would suffer more than they did. In addition to fewer loan defaults than expected, there was growing demand for agricultural finance. Documenting such experiences is one of SAFIN's efforts to illuminate the opportunities that can emerge from global crises.

Long-term and climate-responsive financing solutions for agricultural SMEs

The session speakers emphasized the need for a broader understanding of the types of financial instruments and approaches available to deliver green finance for agricultural SMEs at scale. This should include unpacking the complexities of carbon credits, and how they can benefit rural communities. Integrating innovative digital technologies and artificial intelligence into financing solutions will also be critical to addressing the current and future volatility caused by climate change. Long-term blended finance instruments, with embedded technical assistance to support agricultural SMEs in addressing climate risks and building resilience, were also emphasised by the panellists over short-term financing solutions. Additionally, long-term financing that focuses on the removal of carbon also opens up new channels of finance for SMEs, such as carbon credits.



Relive the session

How can we best enhance agribusiness performance and access to finance during compounded crises?



3

Session highlights



3.2

Access to finance: When the underserved get served

Too often, investors neglect agricultural SMEs and farmers' organizations due to the perception of high risks and costs associated with serving them. This panel shared insights from successful models that have effectively rendered non-bankable farmers' organizations or agricultural SMEs bankable. The panel provided three case studies of organizations that are trying to reach this underserved segment of agricultural value chains.

Speakers



Fabrizio Bresciani
Lead Regional Economist, Latin American and Caribbean International Fund for Agricultural Development (IFAD)
Moderator



Andrew Ahiaku
Director & Head of Financial Sector
Aceli Africa



Hari Rajagopal
Head of Treasury and Strategic Alliances
Samunnati



Patricio Williams Becú
Founder & CEO
Pago Rural

“While lending to small businesses in agriculture is currently not profitable for most lenders, through innovative incentive models like Aceli, loans to agricultural SMEs can earn 2-9% of the loan value for lenders.”

Andrew Ahiaku
Director & Head of Financial Sector, Aceli Africa



Relive the session

Financing underserved farmers' organizations and agricultural SMEs: What works and where?



Key takeaways

Innovative incentives to defray the high cost of serving agricultural SMEs in East Africa

Aceli Africa, or Aceli, is an incentive facility that seeks to build a thriving market where capital flows unlock the growth and impact potential of SMEs in the agriculture sector. Aceli supports financial institutions in East Africa to increase their lending to agricultural SMEs. Andrew Ahiaku highlighted the findings from recent research carried out by Dahlberg showing that the high financing gap for lending to agricultural SMEs is a result of high risk (twice higher than other sectors) and low returns of about 4-5%. Aceli explained that the current economics of agri-SME lending has higher costs than revenues.

Aceli works to change this through competitive lending. Once efficient lending lowers the costs of agri-SME lending, incentives can be lowered. Aceli shared details about the qualifying loan criteria and incentive products offered to banks in the region such as portfolio first-loss cover and origination incentives. While the portfolio first-loss cover consists of depositing capital into the lender's reserve account to cover initial losses across the lender's portfolio of agri-SME loans, origination incentives are direct payments to lenders for each qualifying loan to defray related operational expenses. Aceli also highlighted some key challenges in incentivizing lending to agricultural SMEs, such as limited access to reliable data, the reluctance of some commercial banks to accept first-loss cover percentages as well as difficulties in on-boarding Tier 1 commercial banks who may not meet the compliance and legal requirements as easily as Tier 2 or Tier 3 financial institutions. Over the past two years, Aceli has mobilized US\$ 74 million for agricultural SMEs at an average loan size of US\$ 122,000 through this innovative approach.

The power of aggregation in making markets work for small-scale farmers in India

Samunnati Financial Intermediation & Services Private Limited (Samunnati) is an agricultural value chain company that aims to address market failures in India by increasing access to working capital and creating market linkages for smallholder farmers. Samunnati's approach centres on addressing three main challenges: 1) disaggregation that hinders access to finance, markets and knowledge for producers, 2) excessive costs and risks faced by stakeholders seeking to engage with individual farmers, and 3) inappropriate or rigid financial products available in the market.

In response to these challenges, Samunnati works on both the supply and demand sides of agri-finance. The company offers working capital loans to agricultural SMEs in order to generate demand for farm yields as well as input financing and working capital to producers aimed at serving the demand for products from agricultural SMEs. Samunnati has also developed an engagement framework and grading tool for farmer producer organizations (FPOs) to assess their performance across various parameters and address identified areas for improvement. Hari Rajagopal closed his presentation by sharing the results of this model- by March 2022, Samunnati had disbursed US\$ 930 million in loans to FPOs and agricultural SMEs, 13% of which targeted climate-smart agriculture finance for SMEs, such as carbon credits.

Three-click lending for underserved farmers and distributors in Argentina

Pago Rural was established in 2014 to tackle the over US\$ 100 billion lending gap in Latin America's agricultural sector. The company originally emerged as a response to the growing financial needs of the sector, but later evolved to support the growth and sustainability of producers with tailored lending solutions. Pago Rural offers an inclusive 'lend and pay' platform, specifically designed for underserved farmers and distributors (more than 90% of them SMEs).

Patricio Becú explained that technology is a key enabler of the Pago Rural model, through which farmers or agricultural SMEs can apply for different ranges of finance through three simple clicks. Through Pago Rural, producers at the last mile access finance to purchase inputs such as seeds, agrochemicals or fertilizers using a smartphone application or via SMS. The company also partners with large agribusinesses that purchase products from Pago Rural client farmers. These agribusinesses in turn provide information about the farmers' track record to inform the credit underwriting and risk assessment processes conducted by Pago Rural. Overall, the company works to improve efficiency and profit margins across agricultural value chains by integrating user-friendly technology and structured financial products. Through this approach, Pago Rural has reached a loan portfolio of over US\$21.3 million in Argentina, reaching over 17,000 farmers.

3

Session highlights



3.3

Green Finance: Staying the course amid ongoing crises and democratizing access to solutions served

Too often, investors neglect agricultural SMEs and farmers' organizations due to the perception of high risks and costs associated with serving them. This panel shared insights from successful models that have effectively rendered non-bankable farmers' organizations or agricultural SMEs bankable. The panel provided three case studies of organizations that are trying to reach this underserved segment of agricultural value chains.

Speakers



Azeta Cungu
Rural Finance Officer
FAO
Moderator



Prasun Das
Secretary General
Asia-Pacific Rural
and Agricultural Credit
Association (APRACA)



Alejandro Escobar
Lead Investment &
Operations Officer
Inter-American
Development Bank



Mariël Mensink
Rural Finance Consultant
Fair & Sustainable
Consulting

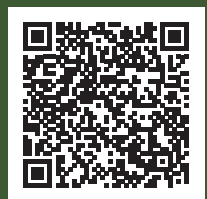
“The real and growing impact of vital challenges, like water scarcity, will keep green finance at the top of the global agenda.”

Alejandro Escobar
Lead Investment & Operations Officer, IDB



Relive the session

How can we keep green finance at the top of the agenda amid new crises like wars and pandemics?



Key takeaways

Global crises as an opportunity for green finance

Alejandro Escobar, who opened the session with a short presentation of IDB's activities in Honduras and Peru, emphasized the severe impact of climate change on agricultural activities in the two countries. In particular, water scarcity is likely to present a key challenge in the future, with a growing number of vital commodities coming under threat. The role of green finance is therefore likely to gain more prominence in the face of such challenges.

However, turbulent times can also present opportunities. The quick reaction of governments to protect distressed SMEs from the impact of the COVID-19 pandemic is evidence of their capacity to respond to urgent needs. The current global crisis and the accompanying consensus it is facilitating among various actors about the potential of financial tools to support businesses can be leveraged to address the impact of climate change.

Opportunities can also come in the form of stimulating more demand for green finance solutions. For example, Mariël Mensink shared her recent consultancy experience devising ways to use carbon markets to liberate long-term green financing in Africa. Similarly, IDB has introduced new sustainable technologies to agricultural SMEs and farmers' organizations to significantly lower their operational costs.

Key hurdles to deploying green finance at scale

Some hurdles still need to be addressed before these opportunities can come to fruition. Prasun Das stressed the need for a shared taxonomy to align all actors around a common definition of green finance, for instance. While taxonomies have been developed for many countries, they are not so easily defined at a regional level. Appropriate tools and incentives for financial institutions to provide green solutions, and for value chain actors to adopt them, are also still in their nascent phases. When available, green finance products often do not offer any significant advantage compared to traditional loans.

Despite their significant potential, technological innovations do not always meet the needs of financial service providers or agricultural SMEs in the field. Additionally, such solutions often lack the infrastructure and skilled manpower to effectively scale and manage them over time. Finally, Prasun cited the need for "escalators" of green finance with the dual role of circulating knowledge related to green finance, and facilitating collaborations between the private, public and philanthropic sectors to scale solutions.

The panellists agreed that SAFIN would be well suited to the role of an escalator, given its core strengths in knowledge management and collaborative action. Through a regional approach, SAFIN can work with local partners to develop and share learnings on effective models or incentives to inform the development of scalable green solutions. Further efforts should be made to share such learnings across regions and to assemble appropriate groups of partners to implement green finance solutions.



3

Session highlights



3.4

Digital Innovations: Key drivers to achieve commercial viability and the role of concessional finance

Digital innovations are hailed for their potential to transform agricultural finance. Yet, few solutions have reached scale or lived up to expectations of disrupting the sector. Seasoned experts from the Agtech and Fintech spaces convened in this session to discuss some areas of promise, as well as the preliminary findings of an ongoing study of the key drivers of commercial viability and scale among innovations in East and Southern Africa.

Speakers



Amanda Fernandez
Executive Director/Chief of Party
of CATALYZE
Palladium
Moderator



Esha Singh
Global Technical Specialist- ICT4D
IFAD



Anastasiya Litvinova
Director, Capital
Advisory Services
Palladium Impact Capital



Joana Petrova
Associate Director
Palladium Impact Capital



German A. Vegarra
Founder and CEO
ADAPTA



Hemense Orkar
Corporate Services
Vice President
AFEX Commodities
Exchange



Relive the session

Digital innovations for agricultural SMEs:
What are the drivers of commercial viability?



“The pressure is mounting from governments and from private sector companies to develop new solutions to drive investment to the agriculture sector, including through bundled services.”

Amanda Fernandez

Executive Director/Chief of Party of CATALYZE, Palladium

Key takeaways

Digital trends and the role of concessional funding

The study found that bundled services offering Agtech and Fintech solutions are among the most promising areas of development in the digital landscape. The market is witnessing rapid growth in the number of bundled solutions driven by service expansion in existing companies or by the consolidation of single-service companies. Esha Singh confirmed these findings, who also highlighted the limited scale achieved by Fintech solutions in the market and emphasized the potential they hold for the delivery of adaptation and climate finance to the agriculture sector.

According to German Vegarra, despite their mixed performance, Fintech solutions still attract nearly 50% of Venture Capital investments in Africa. This trend limits the equity resources available to other tech-based solutions. Concessional capital, therefore, plays a key role to seed new ideas and innovative models in the sector. Hemense Orkar supported this view, emphasizing the need for seed capital over the first two to three years of development before a new digital solution can expect to achieve sustainability.

The powerful role of data analytics

As Agtech and Fintech companies introduce new technologies, they often struggle to balance their business growth with the positive impact they seek to have on their clients. For AFEX, this is largely due to the high cost of capital, given the risks associated with operating in the agriculture sector. However, using data analytics, AFEX has identified and addressed its main risk drivers by introducing a credit rating system for small-scale farmers in its supply chain. Similarly, ADAPTA has developed a digital risk assessment tool for financial service providers, with the explicit aim of unlocking low-cost capital for farmers and agricultural SMEs. In their case, the tool focuses on risks related to climate and sustainability, which are particularly significant in agriculture.

The green agenda in an era of digitization

The question of the potential of digital innovations to drive greater adoption of green practices was raised by an audience member. Specifically, the query focused on the incentives offered by such solutions, and whether any benefits were passed along to producers. Digital innovations have the potential to drive greater adoption of green practices among producers through incentives like improved tracking of produced goods, improved climate-risk management and the ability to assign premiums to “green” products sold. However, participants expressed concern about whether the financial benefits trickle down to those at the last mile. In his response, Hemense Orkar shared AFEX’s approach to awarding premiums for sustainable cocoa traded on its digital platform, including to small-scale farmers. Such cases are admittedly a rare occurrence and often reserved for cash crops like cocoa. For Amanda Fernandez, the lack of cost sharing for the adoption of a digital platform and unbalanced distribution of emerging monetary benefits among participants is one key issue hindering the scale of sustainable practices. Yet, ADAPTA sees hope for greater growth by Agtechs and Fintechs, driven by governments and their commitments to achieving net zero and maintaining food security, particularly in light of the war in Ukraine.

3

Session highlights



3.5

Access to finance for farmers' organizations: Results from a recent survey

For most farmers' organizations, accessing appropriate financial products is a persistent challenge. Like other businesses in the sector, they interact with financial service providers that perceive investment in agriculture as high risk. Across the globe, these organizations vary in terms of legal structure, size and activities, and operate under different policy and regulatory frameworks. SAFIN collaborated with IFAD and the Farmers' Organizations for Africa, Caribbean and Pacific (FO4ACP) to learn more about the various drivers of access to finance for farmers' organizations operating under different circumstances through a multi-country survey across Africa and Asia. The preliminary findings from this effort were presented in this session.

Speaker

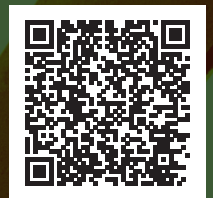


Michael von During
Technical Specialist
SAFIN



Relive the session

**What did 220 farmers' organizations say
about their access to finance in 2022?**



Key takeaways

Trends in access to finance in West Africa and South-East

The current study was the second phase of a global survey seeking to better understand the state of access to finance, as well as the persistent gaps and challenges faced by farmers' organizations across different geographies. 220 institutions across 12 countries in 4 regions, including West Africa, India, South-East Asia (SEA) and the Pacific responded to the survey. It was designed to build on the findings of Phase 1, which focused on 7 countries in Anglophone East and Southern Africa (ESA). Working with IFAD and FO4ACP, SAFIN members including key regional partners like ACCESS Development Services and the Asian Farmers' Association for Sustainable Rural Development (AFA) supported the design and implementation of the Phase 2 survey.

Michael von Düring opened the session by sharing some of the key objectives and main caveats regarding regional representation, data interpretation, and the exclusion of India and the Pacific from the cross-regional comparative analysis. The Phase 2 survey data confirmed the results from Phase 1, which indicated that most farmers' organizations had successfully raised capital. However, Phase 2 revealed regional differences, such as a lower average amount of finance accessed in West Africa than in SEA. The sources of funding also varied across regions- organizations in SEA indicated much higher access to formal financial service providers like commercial banks than those in West Africa. Farmers' organizations in SEA also reported a lower funding gap than those in West Africa, 90% of whom felt they did not have access to suitable finance. In terms of financial products, working capital is most sought after by organizations across regions, regardless of differences in existing levels of access to it. The stark regional differences suggest the

A challenging financial landscape

Interest rates and collateral requirements were flagged as the most common concerns for farmers' organizations across all surveyed regions. A large majority of producer organizations also reported that they actively engage in addressing the effects of climate change through adaptation, reforestation, water sanitation or renewable energy production. However, only 6 of the 220 organizations surveyed had received any dedicated sources of financing to support these efforts. Additionally, the respondents identified emergency loans and insurance products as two key financial products they would like to offer their members but currently don't. This finding corroborates the greater sense of uncertainty accompanying ongoing global crises including climate change.

While the final survey results will be published at the beginning of 2023, the SAFIN team remains open to further investigating the topic of access to finance for farmers' organizations, both through a deeper, more region-specific review of existing data, as well as through a potential expansion to other regions including Latin America. In the meantime, SAFIN will convene regional members in 2023 to explore the design of financing solutions for the issues identified in this survey.



3 Session highlights



3.6

Economics and efficiency of business development services

Since 2022, ISF Advisors has led a study on the efficiency and effectiveness of business development services (BDS) for agricultural SMEs in sub-Saharan Africa, assessing their impact on growth, improved resilience and access to finance. The goal of this project is to develop a benchmark to standardize the assessment of BDS across delivery modes by documenting best practices in this field. This presentation served to inform SAFIN members about the data collection and evaluation processes of the ongoing study, and to share some preliminary findings of the study.

Speaker



Hayden Aldredge
Manager
ISF Advisors



Relive the session

What are best practices in the deployment of business development services for agricultural SMEs?





Key takeaways

Background and objectives

Hayden Aldredge outlined the overarching objective of the assignment, which is to establish a more standardized and quantifiable approach to evaluating the effectiveness and cost efficiency of BDS delivery models targeting agri-SMEs. The project's research agenda is built on existing literature, including Argidius Foundation's SCALE framework and the SAFIN agri-SME taxonomy. It is being guided by a Steering Committee including Agriterra (the project originator), SAFIN members (AGRA, Small Foundation, and Argidius Foundation) and the Agribusiness Market Ecosystem Alliance (AMEA). The key research questions of the study focused on: understanding the main cost drivers of BDS provision; the effectiveness of current providers; the role of concessional finance and fee structures in achieving specific outcomes; and, the existing challenges and solutions available to improve effectiveness and efficiency. need for regional, rather than global approaches to address challenges.

Initial findings from 15 BDS providers

The study involves quantitative and qualitative data from 15 BDS providers and their clients, including a wide range of local and international actors that employ different service delivery models. The data has been analysed according to three key indicators: revenue growth, employee count and capital raised. Given the preliminary nature of the results, only a broad set of high-level findings could be shared. These included the influential role of the size of an agricultural SME in BDS provision. Larger and/or more mature enterprises appeared more costly to serve while smaller and younger enterprises can achieve higher growth in revenue. In terms of service-delivery models, group-based BDS delivery models proved less costly, but also appeared to be more effective. Among the range of services offered to agricultural SMEs, providers that prioritize access to finance training face lower costs per SME than those offering core business support. As a next step, a workshop with participating BDS providers is planned to validate and interpret trends and results. The emerging insights and feedback will feed into the final report, to be published in February 2023.



4 SAFIN Member Exhibition



Alongside the thematic discussions throughout the SAFIN Annual Plenary Meeting 2022, 12 member institutions also showcased their recent research and initiatives in a virtual exhibition hall. From impact investments to market incentive facilities and assessment tools, participants explored the different ways our members provide financial and non-financial support to agricultural SMEs across the globe.



Aceli Africa

Aceli Africa highlighted the results it has achieved over two years of leveraging catalytic capital to incentivize financing to agricultural SMEs in East Africa. Aceli Africa also shared the key lessons from a learning brief on how central bank regulations in Africa influence the agricultural credit gap.



<https://aceliafrica.org>
Learn more



AFEX Commodities Exchange (AFEX)

The AFEX booth featured details on the physical and technological infrastructure investments that underlie the company's drive to unlock capital for agriculture in Africa. AFEX also showcased data and insights on key commodity value chains across Africa, with a specific focus on Nigeria.



<https://africaexchange.com>
Learn more



Asia-Pacific Rural and Agricultural Credit Association (APRACA)

APRACA shared an overview of the association's history and approach to promoting research, cooperation and facilitating mutual exchange of information and expertise among financial institutions active in the area of rural and agricultural finance in the region.



<https://www.apraca.org>
Learn more



Chemonics

Chemonics showcased the work of its Center for Private Sector Engagement to mobilize private capital and facilitate high-impact partnerships for transformative development. The Center mobilizes inclusive and innovative investments in climate-smart solutions, strengthens investment ecosystems and empowers women to drive transformative innovations.



<https://chemonics.com>
Learn more



Council on Smallholder Agricultural Finance (CSAF)

CSAF showcased key insights from its 2022 State of the Sector report, which draws upon data from the portfolios of 17 financial institutions to share market insights and reflections on 10 years of practitioner collaboration.



<https://csaf.org>
Learn more



GAWA Capital

This exhibition booth presented the results of GAWA Capital's work in 2021, as documented in its 2021 Impact Report. It detailed GAWA Capital's evolution, impact figures and various investment funds aiming to boost financial inclusion among low-income communities.



<https://www.gawacapital.com>
Learn more



Global Donor Platform
for Rural Development

Global Donor Platform for Rural Development (GDPRD)

GDPRD shared the key elements of its strategic plan for 2021-2025 to increase public and private investments in agriculture and rural development. The booth also presented recent achievements for the platform of 40 bilateral and multilateral development agencies, international financial institutions, intergovernmental organizations and foundations.



<https://www.donorplatform.org>
Learn more



Investing in rural people

International Fund for Agricultural Development (IFAD)

IFAD put the spotlight on its Private Sector Financing Programme (PSFP), a financing facility designed to promote increased investment into small-scale agriculture. The facility offers financing directly to operating companies as well as financial intermediaries on-lending, investing or offering services to small farmers, rural poor and MSMEs.



<https://www.ifad.org>
Learn more



Latin American Association
of Development Financing
Institutions

Latin American Association of Development Financing Institutions (ALIDE)

ALIDE showcased its Banking Hub for public development banks and financial institutions in Latin America and the Caribbean. The Banking Hub is a space for dialogue and interaction that consolidates data and information for public use around four initiatives: Digital Banking; NDB Community of Practice; Public-Private Partnerships Group; and Latam Projects.



<https://www.alide.org.pe>
Learn more



Palladium

Palladium showcased its major programmes across various countries in supporting agricultural SMEs and smallholder farmers to grow and become more competitive through finance and investment. This includes supporting financial intermediaries to expand financing through skill building, Pay-for-Results (PFR) incentives, capital injections to financial institutions and other risk mitigation tools.



<https://thepalladiumgroup.com>
Learn more



SCOPEinsight

SCOPEinsight presented an introduction to the company's approach to advancing the professionalization of agricultural SMEs. Through three mutually reinforcing pillars- SCOPE Standard, SCOPE Data and SCOPE Link-SCOPEinsight offers evidence-based solutions to scale access to finance for agricultural SMEs.



<https://scopeinsight.com>
Learn more

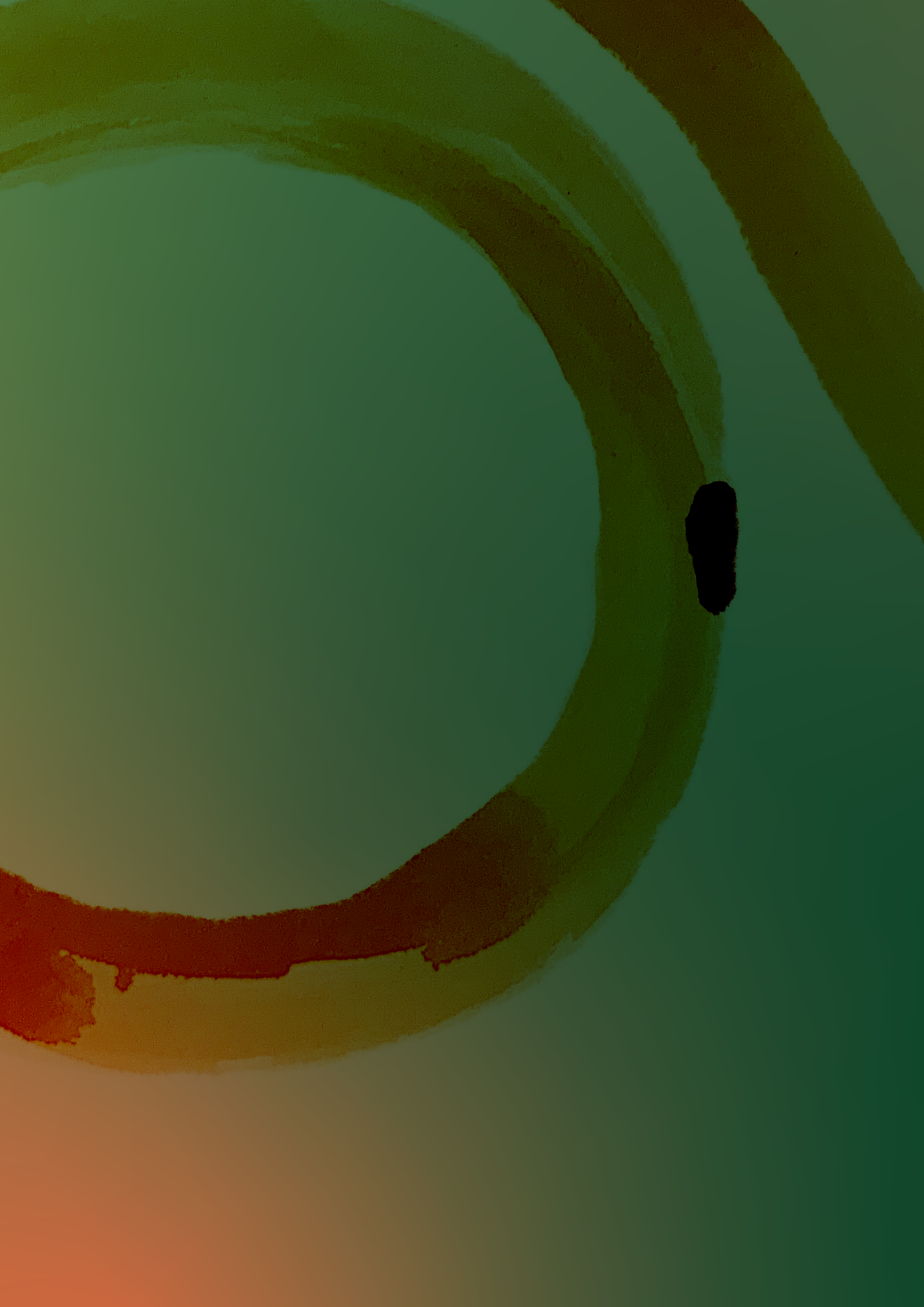


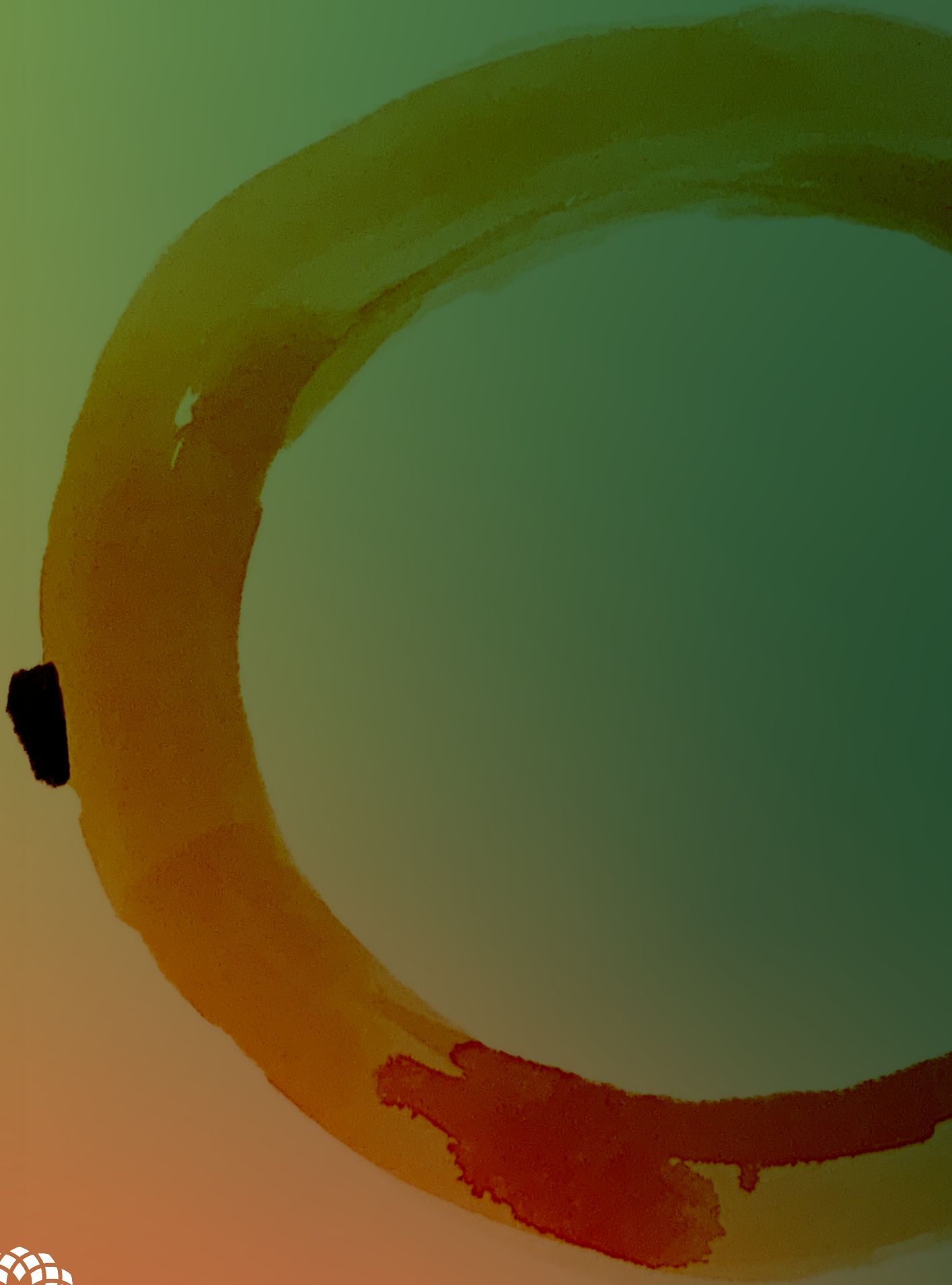
Small Foundation

Small Foundation highlighted its work in support of impact networks that unlock collaborative impact in and for rural MSME ecosystems in sub-Saharan Africa. The Foundations sees mission-aligned networks as a powerful way for local leaders and decision-makers to coordinate and leverage their best thinking, ideas and available resources around a common purpose.



<https://smallfoundation.ie>
Learn more





SAFIN

SMALLHOLDER
AND AGRI-SME FINANCE
AND INVESTMENT NETWORK

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