



# Improving the productivity of small scale farmers

## About IFC in Africa

IFC has established a leading position promoting private sector investment in Africa. Over six decades, IFC has invested more than \$60 billion in long-term finance in African businesses and financial institutions, of which more than \$40 billion is from IFC's own account. We are a leading provider of advice to promote a sustainable private sector and mobilize capital from other investors who invest alongside IFC in critical sectors for Africa's future. IFC's work is increasing access to finance for small businesses, supporting innovative startups, bridging the power gap, enabling sustainable manufacturing, bolstering resilient health systems and expanding regional trade. We are also deploying fast-track funding and advisory support to help African businesses recover from the COVID-19 pandemic.

## Overview of IFC's work in Agriculture

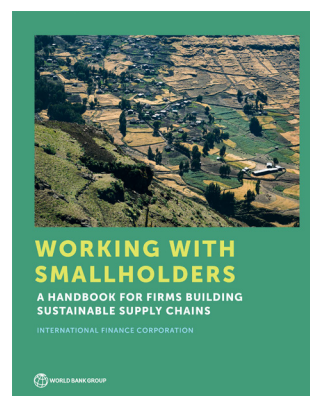
Agriculture is the backbone of the African economy. Approximately 70 percent of the African population is engaged in agriculture, predominantly in small scale farming. IFC provides investment and advisory services to partners from farm to fork. IFC's support is focused on building a strong farming ecosystem including helping farmers to access markets and finance, increase productivity and leverage digital tools.

## Examples of IFC's work

IFC has a \$840 million agriculture investment portfolio in Africa, as of December 2022. Through advisory work IFC has reached more than 1.2 million farmers, supported over 8,000 hectares to be sustainably managed, and contributed to generating \$70 million in revenue for IFC clients.

IFC provides long-term and counter-cyclical financing, deep sector and country expertise across the agriculture value chain, and best-in-class environmental and social (E&S) standards.

IFC's Advisory Services additionally support partners, especially small scale farmers, along the value chain to adopt agricultural and animal husbandry best practices, manage post-harvest losses, access credit to finance farm investments, leverage AgTech, implement climate adaptation and resilience, address gender gaps, and access knowledge management and thought leadership such as the IFC issued Handbook – Working with smallholder farmers.



**> Download  
Working with small-  
holder farmers**

## IFC's Portfolio in Agriculture



### Ethio-Chicken: Building an agent ecosystem through AgTech

IFC provided a \$10 million loan to Ethio-Chicken, a poultry company producing chickens and feed. Through an advisory project, IFC is supporting the company's poultry and feed distribution system to reach 300,000 farmers via 1,000 poultry agents and 70 feed dealers. The project includes AgTech pilots and uses radio and SMS text messaging to reach farmers and share information on poultry management and business skill development.

### Zambeef: Boosting Food Security in Zambia

In Zambia, IFC provided \$35 million to Zambeef Products PLC, one of the region's leading agribusiness companies, to boost food security and strengthen Zambia's agricultural sector to create jobs and help fight poverty. The investment will contribute to climate mitigation by supporting efforts to improve Zambeef's energy and fuel efficiency and reduce more than 14,000 metric tons of greenhouse gas emissions every year. The investment will also support the development and diversification of the sector, while also expanding access to best practices and finance for the sector in the region.

### OCP Group: Enhancing rice and millet productivity in Cote d'Ivoire and Senegal via climate-smart agri

IFC provided a \$100 million loan to OCP, one of the world's largest producers of phosphate products, to expand its logistics network and increase the availability of fertilizers in Africa. An advisory project complements this investment by supporting 4,900 rice farmers in Cote d'Ivoire and 6,958 millet farmers in Senegal to improve productivity through climate-smart agricultural training, access to digital financial services, and cooperative professionalization.



### Grainpulse: Farmer extension program in Uganda

IFC provided an \$11 million loan to Grainpulse, a grain milling plant and producer of crop fertilizer blends in Uganda. IFC's advisory support aims to increase the productivity of 2,250 smallholder farmers, through the implementation of a digital smallholder farmer extension program and last-mile input distribution system leveraging smartphones. With IFC's farmer extension advisory, the project area yields are projected to increase by 60 percent, with smallholder farmer sales revenues estimated to reach \$33 million.

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