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Smallholder Safety Net Upscaling Programme

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Schweizerische Eidgenossenschaft Confédération suisse Confederazione Svizzera Confederaziun svizra

> Swiss Agency for Development and Cooperation SDC











annual report

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ABBREVIATIONS AND ACRONYMS

ADA	Appui au Développement Autonome
AVC(s)	Agricultural Value Chain(s)
BRC	British Retail Consortium
CFS	Committee on World Food Security
CSAF	Council on Smallholder Agricultural Finance
DFI(s)	Development Finance Institution(s)
ESG	Environmental, Social, and Governance
FAO	Food and Agriculture Organization
FAR	Agricultural and Rural Finance
GPFS	Global Programme for Food Security
IISD	International Institute for Sustainable Development
KPI(s)	Key Performance Indicator(s)
LED	Liechtenstein Development Service
MFEA	Ministry of Foreign and European Affairs of Luxembourg
PFI	Personal Farm Insurance
RAI	Responsible Agricultural Investment in Agriculture & Fo
SAM	African Microfinance Week
SDC	Swiss Agency for Development and Cooperation
SDG(s)	Social Development Goal(s)
SEM	European Microfinance Week
SH(s)	Smallholder Households
SIDI	International Solidarity for Development and Investmer
SME	Small and Medium-sized Enterprise
SSA	Sub-Saharan Africa
SSNUP	Smallholder Safety Net Upscaling Programme
ТА	Technical Assistance
TAF(s)	Technical Assistance Facility(ies)

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FOREWORD

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Agricultural productivity and development is one of the main drivers for improving standards of living and well-being. With 80% of the world's poor living in rural areas and an estimated 500 million of them being smallholder households involved in small-scale and low productive farming, supporting this sector and focusing on strengthening agricultural value chains (AVCs) is fundamentally important.

In this regard, the Smallholder Safety Net Upscaling Programme (SSNUP) was established to support the inclusive and sustainable growth of agricultural value chain actors such as agri-SMEs, farmer cooperatives, and financial intermediaries. By helping these crucial AVC players, the programme aims to create positive ripple effects that can improve the livelihood of millions of individual smallholder farmers and their households.

Since its launch in 2020 up until the end of 2021, the programme has approved the funding of 15 projects supporting 31 SMEs, farmer cooperatives, microfinance institutions and insurance companies in 15 developing countries. These projects aim to strengthen the services offered to smallholder households and promote linkages within the value chains, while also reinforcing the internal financial and management capacities of the companies. The programme will additionally support the testing of a scoring tool to assess the compliance of agribusinesses with the Principles for Responsible Investment in the Agricultural and Food Systems that provides advice to improve practices.

The SSNUP is therefore an innovative funding mechanism for projects that aim to derisk existing and attract new investments in the agricultural sector, this is in line with Luxembourg's Development Cooperation strategy regarding the development of publicprivate partnerships and creating an enabling environment for enhanced private responsible investment for inclusive and sustainable growth. Furthermore, as the lead donor of the programme the Luxembourg government is pleased to have the Swiss Development Cooperation (SDC) and the Liechtenstein Development Service (LED) supporting this initiative as donors to the programme.



Manuel Tonnar

Director of Development Cooperation and Humanitarian Action

1. SSNUP AT A GLANCE

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Introduction to the programme

For centuries, agricultural productivity has driven improvements in living standards and well-being. However developing countries still face significant challenges such as rising undernourishment, low farming productivity and harsh climate change related events (World Bank 2019). With 80% of the world's poor living in rural areas and an estimated 500 million of them being smallholder households involved in small-scale and low productive farming, the challenge is significant (World Bank 2016).

The smallholder households face a whole range of challenges in accessing resources, technology, inputs, financing and market information, and are very vulnerable to external shocks, such as extreme weather events and price volatility. Since growth of the agricultural sector is a key factor in reducing poverty, it is essential to reinforce and improve the safety nets for these important stakeholders.

In order to respond to the needs of the smallholder households, the Luxembourgish and Swiss development agencies along with Lux-Development, and in collaboration with ADA, launched the Smallholder Safety Net Upscaling Programme (SSNUP). The Liechtenstein Development Service joined the programme in 2021.





















Global objective

The aim of the 10-year programme is to **sustainably strengthen the safety nets of 10 million smallholder households** resulting in an improved well-being of altogether 50 million low-income and highly vulnerable people through a systemic agricultural value chain development approach.

The programme focuses on 3 specific outcomes, each one integral to the overall objective of the programme:





will enhance their productivity and/ or resilience by using improved agricultural risk mitigation and transfer solutions, and adopting more sustainable and climate-smart farming practices in line with agro-ecological principles.



Agricultural value chains

will be strengthened by actors adopting more sustainable environmental and social business practices that generate increased income and jobs, as well as enhanced food security.



Investments

will increase and finance the expansion of agricultural value chains that comply with the global responsible agricultural investment principles and adopt sustainable environmental, social, and good governance standards.

1. SSNUP AT A GLANCE

Implementation

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The programme aims to leverage the knowledge and partnerships of impact investors and their corresponding Technical Assistance Facilities (TAF), who are already present and active within the targeted agricultural value chains of SSNUP. This innovative publicprivate partnership approach consists of providing funding for TA projects that not only strengthens the resilience of the smallholder households, but also de-risks the investments of the impact investors and therefore contributes to the growth of responsible investments in the agricultural sector.



Strategic overview

The following illustration is a graphical representation of how the various stakeholders are working together to ultimately strengthen the safety nets of smallholder households.





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Through public private partnerships, the programme aims to bring together stakeholders of the most promising agricultural value chains through direct and indirect action and financing. These include the target beneficiaries (agricultural value chain actors and their clients), service providers and business facilitators, and the 4 main ones mentioned here: funders, impact investors, knowledge management partners and the programme coordinator.

Programme governance

The programme is governed by the SSNUP Steering Committee, which is the highest decision-making body of the programme and is composed of representatives from the funders, as well as the impact investors. Any new funder or investor that joins the programme will be invited to join the Steering Committee.

Funders





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The main objective of Luxembourg's development cooperation is to contribute to the eradication of extreme poverty and to promote economic, social and environmental sustainability.

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Swiss Agency for Development and Cooperation SDC

Swiss Agency for Development and Cooperation (SDC) aims to

foster economic self-reliance and state autonomy, contribute to the improvement of production conditions, help address environmental problems, and ensure better access to education and basic healthcare services.

LED LIECHTENSTEIN DEVELOPMENT SERVICE

Liechtenstein Development Service

(LED) is geared towards sustainable and comprehensive development of disadvantaged and marginalised regions of the world, especially rural and structurally weak regions.

Joined in 2021





Appui au Développement Autonome (ADA) is a Luxembourg-based nongovernmental organisation that strengthens the autonomy of vulnerable populations by leveraging inclusive finance to improve their living conditions.

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The impact investors represent the private component in the public private partnerships approach of SSNUP. They are in fact the driving force of the programme through which knowledge, technical assistance and funds are leveraged to achieve the final objectives of SSNUP.

CRÉDIT AGRICOLE Microfinance & Social Business

Grameen Crédit Agricole

Foundation is an investor. funder, technical assistance oordinator and fund advisor. finances and supports nicrofinances institutions. nterprises and projects that romote inclusive finance nd rural development round the world.



Incofin is a global impact fund manager focused on investing in dynamically managed enterprises in emerging countries to promote inclusion in communities around the globe in a financially sustainable way.



Oikocredit is a social impact investor and worldwide cooperative with over four decades of experience in leading positive change through investments in financial inclusion. agriculture and renewable energy.



Symbiotics is the leading market access platform for impact investing, dedicated to financing micro-small and medium enterprises and low- and middle-income households in emerging and frontier markets.



responsAbility **Investments AG** is a

sustainable investment house that specialises in impact.



Solidarité pour le développement et l'investissement (SIDI)

is a solidarity investor in support of the consolidation of economic activities to improve the living conditions of vulnerable populations in the South and East.



alterfin 🔮

Alterfin is an impact investment cooperative with the aim to improve the overall living conditions of disadvantaged communities mainly in rural areas in low- and middle-income countries worldwide.

Joined in 2021

Knowledge management parners



Council On Smallholder Agricultural Finance

(CSAF) is a forum for agricultural investor to share learnings, develop industry standards and best practices, and engage other stakeholders to address barriers to market growth and impact.



International Institute for Sustainable Development

(IISD) is an independent think tank working to accelerate solutions for a stable climate, sustainable resource management, and fair economies.

This chapter will present **some aggregated data** related to projects approved in 2021.

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This section presents aggregated data of the projects that were approved in 2021. It is important to highlight that this data derives from the project proposals, these results have therefore not yet been achieved. However, the data clearly illustrates the direction in which the programme is headed in terms of types of TA projects and beneficiary institutions (investees) and provides an estimation of future developments.

2021 was the programme's first full year of operations and with the slow start due the difficulties encountered by the pandemic and shifting priorities of the investors to consolidate their portfolio rather than implement TA projects, the programme still managed to approve the support of 30 investees. The number of approved projects is much lower than targeted however this indicator has become less relevant with projects being able to support multiple investees.

2021 Status of approved projects

Indicators	Objectives	Status
Number of projects approved	50	. 14
Number of investees supported	50	. 30
Number of smallholders targeted	900,000	5,348,930*
Total TA project budget	€ 4,230,000	€ 3,737,441
Co-funding from SSNUP	(80%) € 3,384,000	(39%) € 1,450,302
Co-funding from investees	(20%) € 846,000	(32%) € 1,206,235
Co-funding from other donors		(29%) € 1,080,902
Average SSNUP funding per investee	€ 67,680	€ 48,343

*One of the TA projects in India is targetting 5,000,000 smallholder households

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Location of investees and budget allocation of approved projects in 2021





70% of the investees supported are located in Sub-Saharan Africa, which is in line with objective of the programme to focus on sub-Saharan African countries. However, from a budgetary perspective, SSNUP's contribution to TA projects in this region represents a little less than half of the total budget approved. Latin American investees are the most demanding in terms of budget with just under 40% of the total budget going to just 23% of the investees.

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The investees are involved at various levels of the agricultural value chains, from production to processing to trade to financing, with a significant focus on investees involved in production and financing. Some investees are active at several stages of the value chain.

AGRICULTURAL VALUE CHAINS

Technical assistance projects

This sub-section focuses on analysing the nature of the intervention per investees in the projects approved in 2021, as well as the type of agricultural value chain they will strengthen.

Most of the investees benefit from multiple types of intervention, meaning that they don't only focus on one but include several types at the same time. The most prevalent area of intervention is internal management which is benefits 67% of the investees. This type of intervention is most commonly coupled with developing financial and non-financial services for smallholder households. The need to strengthen the investees internally could also be a result of the difficulties created by the pandemic.

Type of agricultural value chains



The most common value chains supported are those related to the production of coffee, cashew nuts, cocoa, maize and rice, combining both staple and cash crops in the portfolio of crops supported. While crop production remains the most common type of production supported, the others remain important if the programme is to foster the adoption of sustainable practices and contribute to the sustainable development goals.

List of approved projects in 2021

This table summaries **the 14 approved projects** by listing certain key elements of the projects including the location, the number of smallholder households targeted and the agricultural value chain.

Name of TA project	Investor	Investee type	Country	Number of smallholders targeted	Agricultural Value Chain	Status in 2021	
Sub-Saharan Africa							
Demo field for rice producers	Grameen Crédit Agricole Foundation	1 SME engaged in AVC	Senegal	2,250	Rice	Completed	
Supporting cocoa cooperatives in improving the repayment rate of member producers	Grameen Crédit Agricole Foundation	1 financial intermediary	Ivory Coast	4,000	Сосоа	Not started	
Improving the conditions of farmers and workers within the cashew value chain	Incofin	1 SME engaged in AVC	Burkina Faso	4,000	Cashew nuts	Ongoing	
Index insurance in West Africa	Oikocredit	4 financial intermediaries	1 Senegal / 1 Mali / 1 Ivory Coast / 1 Burkina Faso	60,000	Multiple AVC	Ongoing	
Mitigating commodity price risk of smallholder producer organizations in the coffee value chain in Rwanda	Oikocredit	2 SMEs engaged in AVC / 8 farmer organisations & cooperatives	Rwanda	10,000	Coffee	Not started	
Financial management system improvement	responsAbility	1 SME engaged in AVC	Uganda	17,000	Coffee	Ongoing	
BRC certification for Cajou Espoir	responsAbility	1 SME engaged in AVC	Тодо	1,500	Cashew nuts	Ongoing	
Rural business management application	Symbiotics	1 financial intermediary	Zambia	200,000	Multiple AVC	Ongoing	
De-risking small holder farming in Nigeria by leveraging technology and Indemnity- based Personal Farm Insurance (PFI)	Symbiotics	1 SME engaged in AVC	Nigeria	10,000	Maize	Not started	
Latin America							
To enhance climate resilience and financial inclusion of smallholder farmers by implementing parametric agricultural insurance solutions	Incofin	4 financial intermediaries	3 Ecuador / 1 Bolivia	23,000	Multiple AVC	Ongoing	
EduCafe - Pilot testing of a mobile application	responsAbility	2 farmer organisations & cooperatives	Peru	180	Coffee	Ongoing	
Sustainable and next generation coffee farming	responsAbility	1 SME engaged in AVC	Peru	2,000	Coffee	Not started	
Asia							
Implementing a quality AI application to improve the pricing based on a better-quality evaluation of the grains/crops sold by the farmers	Incofin	1 SME engaged in AVC	India	5,000,000	Multiple AVC	Not started	
Improving smallholder farmer cooperatives' investment readiness in Cambodia	Oikocredit	1 financial intermediary	Cambodia	15,000	Multiple AVC	Ongoing	

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Project example Ongoing



Improving the conditions of farmers and workers within the cashew value chain in Burkina Faso

Given the current market trend for healthy snacks, the number of primary nut processing units in Africa is increasing. This is creating an increasingly competitive market for Anatrans, which explains why the company needs to find solutions to grow. To sustain this growth and ensure Anatrans consolidates its position in the international market, this comprehensive TA project aims to strengthen the company on a number of aspects:

- **1** fairtrade certification support for members of the partner cooperatives
- 2 development of a digital human resource (HR) management tool
- 3 facilitate advanced payments for farmers
- 4 improvement of ESG performance by ensuring the prevention of child labor

Read the complete factsheet





Project example Completed



The project aimed to set up **20 demonstration fields** where the best practices would be put in place with the help of an agronomist. The idea was for the fields to enable **60 local lead farmers to be trained and for those lead farmers to then train 2,000 small rice producers** during guided tours of the fields and exchange sessions on the good practices.

The expected outcomes of the project were:

- 1 to strengthen the knowledge and skills of the rice producers
- 2 to increase the volume and quality of rice production
- **3** to increase the revenue of these producers and their households

4 to contribute to improving food security in Senegal by increasing both the production and the quality of rice to meet local demand

Read the complete project results

See other projects







Non-financial services

Impact investor

FONDATION GRAMEEN CRÉDIT AGRICOLE

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Partner organisation (investee)	Sénégalaise des Filières Alimentaires (SFA) Senegal
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Number of farmers reached	1,501
The list and also the list and also the lit	er ann ann fèr àge ann ann
Agricultural value chair	Rice
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Starting date	March 2021
The list and list list and list in	e an au lie lee an au
Duration	6 months
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Total expenditure	€ 11,190 Including € 8,537 (76%) financed by SSNUP
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3. PROGRAMME OUTCOMES

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This chapter presents **the outcomes of the programme** as a whole, analysing key indicators of ongoing and completed projects in 2021.

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3. PROGRAMME OUTCOMES

Outcomes so far

41,499

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smallholder households reached.



of which 29% of the households were reached through female producers*

*Please note that these are value chains in which women take a leading role, however in all cases with smallholder households being the end beneficiary, there is assumed gender balance.

38,008 benefited from adapted financial services



To improve For increased access to inputs resilience to climatic hazards



the set and save the set

No poverty 1.4 Access to financial services 1.5 Strengthened resilience



Zero hunger 2.3 Improved productivity

2.4 Adoption of productive. sustainable and resilient production practices

services



36,085

benefited from

non-financial

practices For better

For better understanding & productivity & better use of financial quality production (see example p.15)



Gender equality 5.5 Women's participation in economic life

5.A Equal access to economic resources

Through

benefited from market-building solutions

86

86

recieved advance payments from their cooperatives

To enable farmers to pay for health & education services

and the last state the last state and the last state and the



Climate action 13. Resilience to climate change





on-going or completed technical assistance projects

Implemented by 27 investees

That also received € 31,333,683

of additional investments after the projects started

of which

€ 13,445,130 directly attributed to the capacity built up by the SSNUP TA project

Partnerships for the goals

17.3 Channelling financial resources to developing countries 17.17 Facilitating partnerships

Example



sales free date and free date and free date have free date and have been

Demo fields in Senegal

farmers trained on best practices for rice production

Improved quality of rice

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While these positive results cannot be entirely attributed to the project, the application of good practices by producers has most likely contributed to them.

Knowledge management is a key component of the programme and will become even more important as it progresses. THE REAL PROPERTY AND INCOME.

Indeed, by leveraging the lessons learned from the implemented projects to improve the resilience of smallholder farmers and their agricultural value chains, **SSNUP represents a unique opportunity to learn from a wide variety of experiences.**

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Experience sharing workshops

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The objective of these workshops is to provide SSNUP stakeholders (TA managers, investment officers, funders and coordinator) with an opportunity to exchange experiences from TA projects and to discuss challenges, solutions and lessons learnt.



JUN 2021

TA project management

The first workshop focused on TA project management in general. One of the main conclusions was the necessity to find a proper balance between:

- **ensuring investee ownership and leadership** by giving them the responsibility to design projects, which requires time and project management skills;
- ensuring TA project proposals are aligned with the programme's objectives. This requires active involvement of TA managers and investment officers in the drafting process/project design.

Julie Maisonhaute, Deputy Director at Commerce Equitable France, and Warren E. Armstrong, General Manager of Aldea Global, a farmers' association in Nicaragua, shared their expertise and experiences with the SSNUP stakeholders.

Beyond a better understanding of the criteria and levels of requirements behind the various certification schemes, SSNUP stakeholders learnt more about:



Certification in agriculture

In 2021, several TA project proposals focusing on certification revealed the need for SSNUP stakeholders to have a closer look at the wide variety of certification schemes.

- the monetary and non-monetary benefits of certification for farmers;
- the considerable investment burden that is required for certification, especially for smaller producers;
- the uncertainty of the financial return due to market fluctuations;
- the need for greater financial support to alleviate initial certification costs, and for greater say for farmers in the governance of certification schemes.

Learn more about SSNUP projects focusing on certification:

- **Sustainable and next generation coffee farming**
- Improving conditions for farmers and workers within the cashew value chain
- BRC Certification for Cajou Espoir in Togo



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Case studies based on principles for responsible investment in agriculture and food systems

One of the main objectives of SSNUP is **to foster the adoption of sustainable practices by a variety of actors involved in the agricultural sector,** from smallholder farmers to impact investors through the agri-SMEs or farmer organisations benefiting from their investments.

In order to give concrete insights into what responsible and sustainable practices means for agri-SMEs and farmer organisations, SSNUP supports the development of case studies with selected investees of partner investors. **The methodology relies on a scoring tool** used to assess the compliance of these investees' practices with the CFS-RAI Principles (Committee on World Food Security's Principles for Responsible Investment in Agriculture and Food Systems). This tool is currently being developed by the International Institute for Sustainable Development (IISD) in cooperation with Cerise.

With these case studies, SSNUP will contribute to the finetuning of the tool in addition to the generation of actionable knowledge for the participating investees, who will learn more about their strengths and weaknesses in terms of sustainable practices, and will be able to identify areas of improvement for better economic, social and environmental performance and impact.

In 2021,

IISD and Cerise drafted a first version of the tool, which includes questions and indicators also aligned with the Council on Smallholder Agricultural Finance ESG and impact principles.





The first case study using the first version of the tool was launched at the end of 2021 with a trader of cocoa in Ghana. The results will be available in 2022.

Perception surveys

In order to better identify and understand SSNUP outcomes for smallholder households, **perception** surveys will be carried out with a representative sample of smallholders benefiting from a selection of projects.

The surveys will complement regular monitoring of standard key performance indicators and will enable SSNUP stakeholders to:

- identify the outcomes for smallholder households beyond their satisfaction with product or service usage, such as knowledge acquisition, behavioural changes in production, processing or trading practices, and consequences on production volume, quality and revenues;
- understand the drivers of these outcomes, or on the contrary, the potential impediments;
- identify the farm risk mitigation and transfer solutions which appear to result in better outcomes for smallholder households.

4 perception surveys were approved in 2021 and will be completed in 2022 or 2023, depending on project end dates.

These surveys will focus on the outcomes of:



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Index-insurance for producers in Mali, Senegal, Ivory Coast and Burkina Faso



Digital financial services and financial literacy in Zambia



Credit services designed for farmers' cooperatives in Cambodia



Fair trade certification of a cashew processing enterprise and advance payments for farmers in Burkina Faso



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Communication

This sub-section presents some of the tools used by SSNUP to disseminate knowledge generated from projects, workshops, surveys and case studies.

New website

The SSNUP website has been completely revamped to facilitate access to information on the projects, the partners, the results and outcomes, and lastly, the resources. www.ssnup.org



Newsletter

A SSNUP newsletter was developed in 2021 and launched in early 2022 to keep people informed on the progress of the programme.



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Events

Participating and speaking at events will become more important as knowledge is generated and disseminated.

In 2021, SSNUP was presented in \bigcirc events

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<u> African Microfinance Week (</u>SAM) - Kigali, Rwanda

European Microfinance Week (SEM) - Online

Training in Agricultural and Rural Finance (FAR) - Online

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5. FINANCIAL REPORT

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2021 budget and expenses

This section of the report shows **the programme's income and expenses as monitored by ADA**, the coordinator of the programme. The SSNUP accounts are audited by Mazars.

SSNUP 2021	Budget	Expenses	
Technical assistance projects	€ 3,465,000	26%	€ 899,551*
TA facilities management fees	€ 381,150	2%	€ 5,856
Knowledge management & dissemination	€ 293,225	38%	€ 111,750
Evaluation and financial audit	€ 27,500	98%	€ 27,073
Programme coordination	€ 289,775	69%	€ 199,660
LuxDev support to lead donor	€ 130,000	47%	€ 60,825
Budget	€ 4,586,650	28%	€ 1,304,715
Co-funding from investees	€ 846,000		€ 1,206,235**
Total Budget	€ 5,432,650		€ 2,510,950

* Please note this amount differs from the amount stated on page 16 (approved projects) due to changes in the fund transfer process for approved projects.

** Amount from approved projects in 2021.





