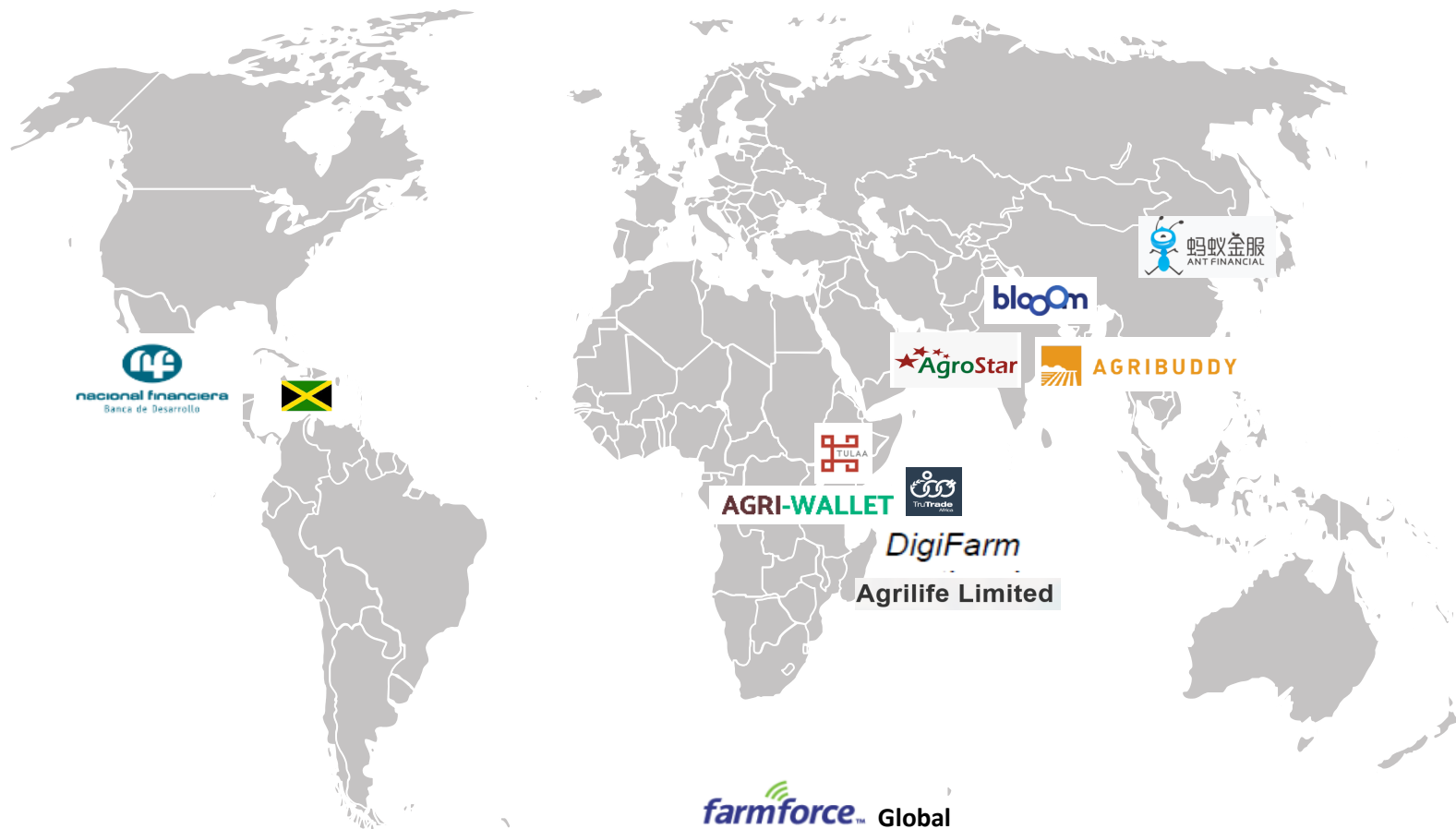




Digital platforms as facilitators of financing along agricultural value chains

Preliminary findings from a stocktaking exercise
Forthcoming publication by Rachel Sberro-Kessler:
How can platforms facilitate financing along agri value chains?

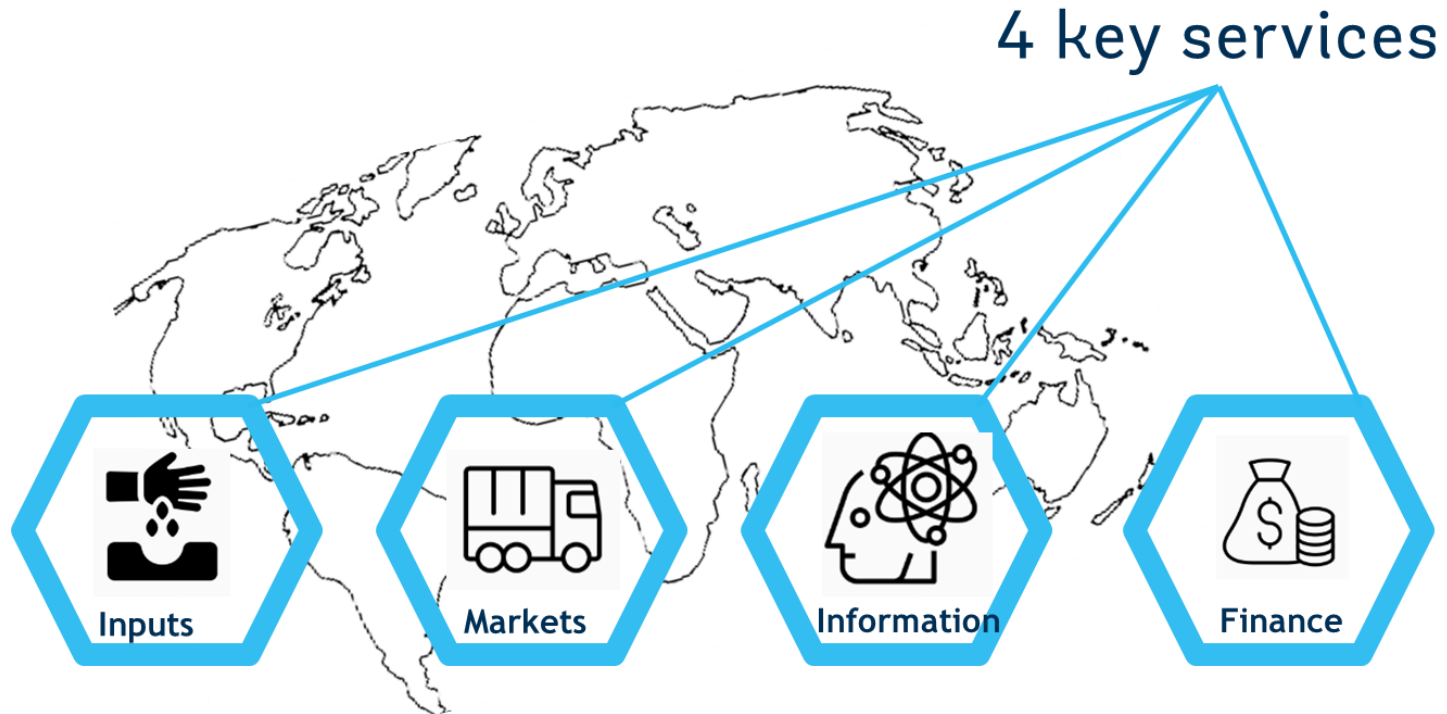
This study covers examples of platforms around the world in Africa, Latin America and Asia



Selection criteria: platforms which facilitate financing and which adopt a value chain approach

1

Many platforms aim at providing a package of services, as way to both maximize impact and economic viability



2

In order to provide a package of services, most platforms develop partnerships, but such an approach is also source of delays and risks.

3

All platforms rely on a strong physical network in order to generate trust and fulfill tasks that require face to face interactions

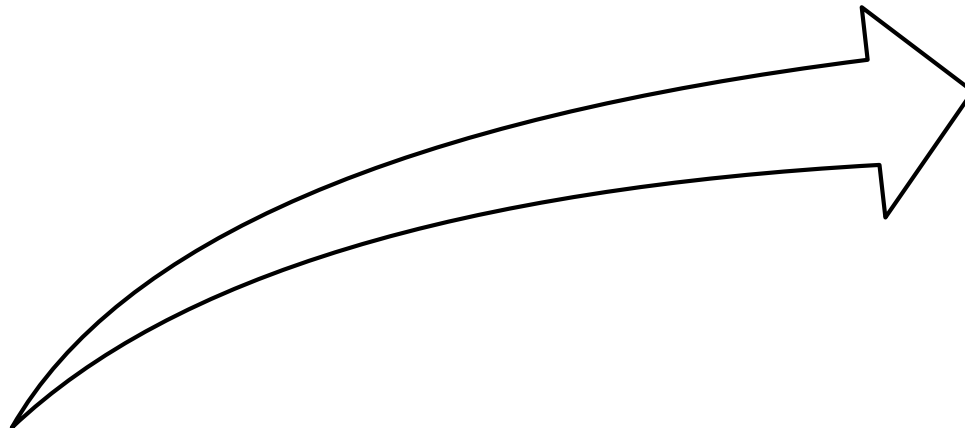


+



4

Platforms usually use a phased approach for financing farmers



Average loan size is small

Nano

DigiFarm

Average loan size is **\$12** –going up to \$150 for 4 months

Nano-micro

AGRI-WALLET

Average loan size is **\$110** – for 6-9 months



Average loan size is **\$140** – for 4-6 months

AGRIBUDDY

Average loan size from **\$350 to \$1500** – for 4-5 months

Micro

AgroStar

Average loan size is **\$770**



Average loan size is **\$3,200**

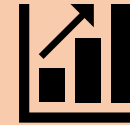
▶ Depending on the type of data used, ability to manage risks and financial capacity

Most platforms are private sector initiatives that benefit from an enabling environment

**Financial
regulation**



**Data
infrastructure**



**Support to
innovation**



**Agricultural &
trade policy**



ANNEX

Selected platforms are at various stages of development



Concept stage



- More than 6,000 registered



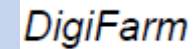
- More than 15,000 registered
- 400 loans granted



- About 50,000 registered
- 3,000 loans facilitated in Cambodia



- About 170,000 purchasing inputs
- 600 farmers accessing credit



- 1.1 million registered
- 200,000 accessing educational contents
- 39,000 purchasing inputs
- 24,000 accessing credit



- Biggest shopping platform in China
- 4 million loans



- 2,500 farmers receiving payments



- 16,000+ registered
- 5,800 receiving payments
- 1,200 accessing credit



- about 12,000 SMEs receiving payments from 600 large private sector buyers through 40 private financial institutions



- 90,000 farmers receiving payments



- 250,000 farmers managed on the platform
- USD 4 million in loans on the platform through 20,000 individual loans

Some platforms leverage existing relationships with buyers while others promote these linkages

