RWANDA · AGRI-PDB PLATFORM LEARNING SERIES

Facilitating Smallholder Farmers' Access to Finance through the ZAMUKA Cassava Product

The experience of INGABO Farmers Association & CPF INEZA

Rwanda

Outline

INGABO Overview

Who is INGABO?

- National farmers' organization with 20+ years of experience.
- Supports smallholder farmers to become competitive market actors.
- Strong emphasis on women and smallholder farmers.

MISSION

Improve the technical capacities of farmers so that they become competitive players on the market.

Focus across the entire value chain

- Quality Seed
- Good Agricultural Practices
- Farmer Field Schools
- Climate-Smart Agriculture
- Market Access
- Advocacy

WHO WE ARE

Structure, Membership & Network

16,051

Farmer members nationwide

55%

of members are women

20%

Youth representativity

90 cooperatives organized across six major crops

Cassava | Rice | Maize | Horticulture | Tea | Beans

Governance

Led by a BoD and a General Assembly, ensuring democratic, member-driven decision-making.

Executive Secretariat

17 staff operating from the head office and 5 district sub-offices, coordinating day-to-day activities.

Regional & Global Network

Member of PSF (Private Sector Federation), EAFF (Eastern Africa Farmers Federation) and WFO (World Farmers Organisation).

CONTEXT

The Challenge

27%

of Rwanda's GDP comes from agriculture

<6%

of formal bank credit reaches the sector

How can financial institutions design products that truly meet farmers' needs?

Main barriers

- High climate and production risks
- Low financial literacy
- Weak collaboration between farmers and financial institutions
- Poor access to improved seed and inputs
- Long distance to financial institutions
- Limited agricultural insurance
- Credit products not adapted to agricultural cycles

ZAMUKA Cassava Product

From FO4ACP Program supervised by IFAD, INGABO conducted a research on barriers against farmers access to formal credits and insurance and facilitated a multi-stakeholder dialogue :

- CPF INEZA visited farmers
- Farmers explained their real financing needs
- INGABO and CPF co-designed a dedicated product

INTEREST RATE

~~24%~~ → **18%**

reduced through joint design

Grace period aligned with the cassava production cycle

Repayment after harvest

Cooperative-based applications, dedicated credit officers, joint monitoring

Financing covers

- Seed
- Fertilizer
- Production
- Marketing

How the Partnership Works

CPF INEZA

- Opens farmer accounts
- Provides loans
- Financial literacy
- Loan management

INGABO

- Farmer mobilization
- Technical training
- Climate-smart agriculture
- Insurance awareness & monitoring

Cooperatives

- Organize farmers
- Collect applications
- Aggregate production
- Support repayment

Success factor: A genuine partnership where every actor has clear responsibilities.

RESULTS

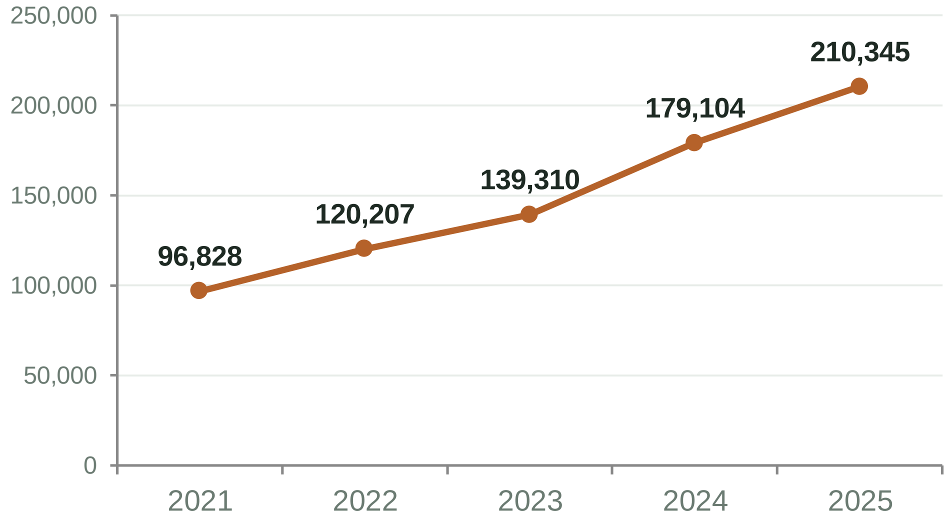
Since Launch — November 2021 to Now

Year	Credits Disbursed (RWF)	Credits Disbursed (USD)
2021	140,400,000	96,828
2022	174,300,000	120,207
2023	202,000,000	139,310
2024	259,700,500	179,104
2025	305,000,000	210,345
Total	**1,081,400,500**	**745,793**

~1.08 BILLION RWF

total disbursed since November 2021 (≈ USD 745,793)

Year-on-year growth (USD)



What the Numbers Tell Us

Observations drawn from the disbursement table and growth trend on the previous slide.

Farmers invest more confidently

Stronger collaboration between banks and farmers

Competing financial institutions improved their own products

Loan conditions greatly improved for farmers

EXAMPLE: CLECAM

- Reduced interest rate from 24% to 18%
- Removed the compulsory 10% savings requirement

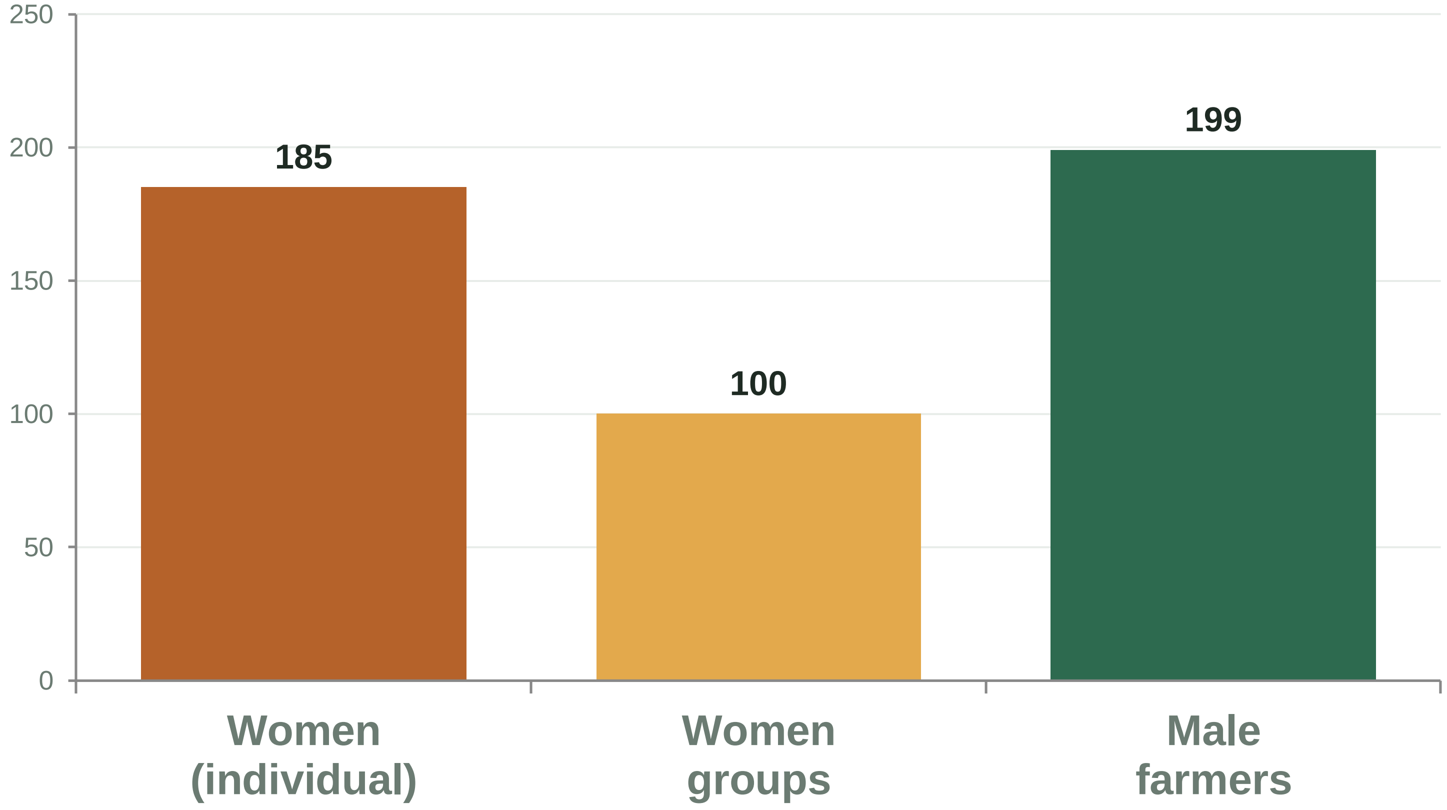
STRONG GROWTH IN AGRICULTURAL FINANCING — 2025

Strong Outreach to Farmers

The ZAMUKA Cassava financing initiative significantly expanded its reach in 2025.

484

farmers and farmer groups reached

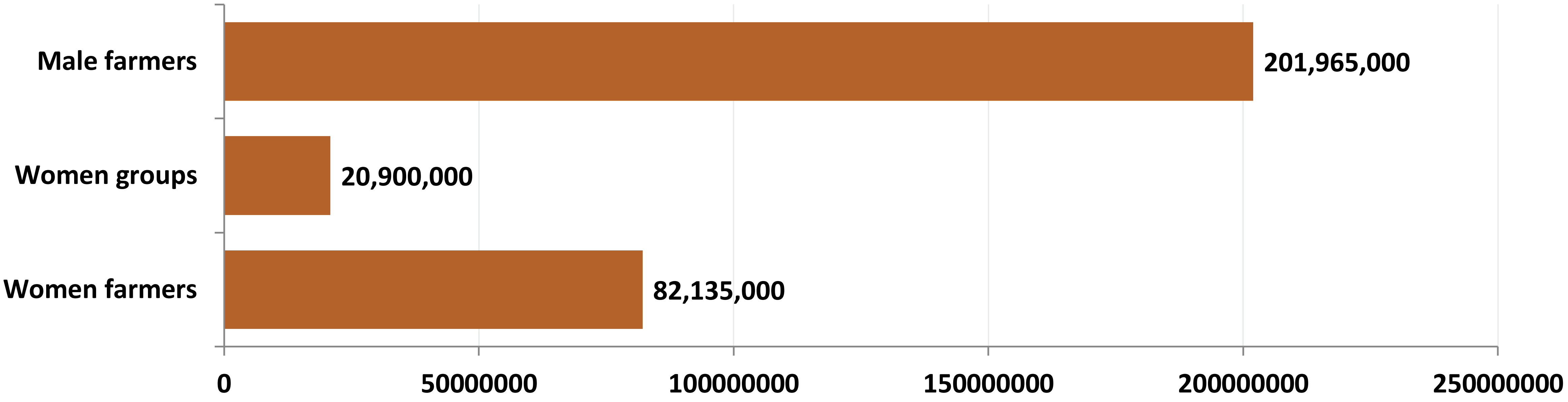


STRONG GROWTH IN AGRICULTURAL FINANCING — 2025

Total Financing Disbursed

~305,000,000 RWF

disbursed for cassava production and related activities



STRONG GROWTH IN AGRICULTURAL FINANCING — 2025

Key Achievements

Strong inclusion of women farmers and women groups, reinforcing gender-responsive agricultural finance.

Increased participation of farmer groups, improving collective access to credit.

Expansion of agricultural financing to both individual and organized farmer structures.

Demonstrated scalability of the ZAMUKA financing model.

VOICES FROM THE FIELD

Farmer Impact

“The loan I took from CPF really helped me a lot. it's been three months now and I haven't started making payments while other banks would have charging me since the first month. I planted cassava at 0.4Ha and now my cassava is in good condition because I have everything I need. Using INGABO Syndicate techniques is productive but requires a farmer to have the money. so I wouldn't be able to if CPF didn't help me”

Jacqueline Nyiramana

Member, RCC Cooperative

Technical Impact

Farmers receiving technical support on the Zai Pit technique can increase productivity from:

15 t/ha → **45 t/ha**

Zai Pit water-harvesting and resilient cassava farming technique

WHAT CAN AGRI-PDB PLATFORM LEARN?

Five Key Lessons

1

Co-create financial products with farmers

Products designed together with farmers respond better to real needs.

2

Farmer organizations reduce lending risk

They identify beneficiaries, train farmers, monitor production, and facilitate repayment.

3

Bundle finance with technical services

Combine credit with extension, climate-smart agriculture, insurance, and market access.

4

Adapt finance to agricultural cycles

Agricultural finance should reflect crop biology, not standard banking calendars.

5

Partnerships create systemic change

Farmers win, banks expand outreach, and the whole finance ecosystem benefits.

TAKEAWAYS

Key Messages

- Smallholder farmers are bankable when appropriate products are designed.
- Farmer organizations are trusted partners for Public Development Banks.
- Agricultural finance works best when combined with technical support.
- Dialogue between financial institutions and farmers leads to innovation.
- The ZAMUKA model can be replicated for other crops and in other countries.

Thank You

INGABO Farmers Syndicate

"Building resilient farmers through partnerships, innovation and inclusive agricultural finance."