



THE KILIMO TRUST



The Kilimo Trust has a Vision of Broad-based Wealth Creation in East Africa through agriculture and agri-business. It is a Trust Registered in the Republic of Uganda, with International Trustees and headquartered in Kampala. The mandate of the Trust cuts across the countries that are members of the East African Community. It was established in 2005 and its work focuses on finding and putting into use innovations leading to market-led sustainable agriculture for development in East Africa.

Kilimo Trust also owns a majority interest in an investment company, African Agricultural Capital, which provides risk capital to SMEs operating in the agriculture value chain in East Africa in ways which benefit smallholder farmers and local economies.

Strategic Directions

VISION:

Broad-based Wealth Creation in East Africa through Agriculture and Agri-business

MISSION:

To Expand Market-Led Sustainable Agriculture for Development in East Africa

THEMES:

Efficient Value Chains

Working with different partners the Trust is enhancing: i) effective engagement of producers and other agro-entrepreneurs, in national and regional markets for differentiated agricultural products, and ii) competitive linkages of the Eastern Africa agricultural sector to international markets.

Technical and Institutional Innovations

To create competitive advantage for the agricultural stakeholders, the Trust is nurturing smart and business-driven innovations along the value chains.

Engaged Private Sector

We recognize the private sector as the key stakeholder group for our mission and implement a robust strategy for working with this sector.

Policy Dialogue

The Trust produces and puts into use evidence-based guidance on strategies and policies for agriculture 4 development, food security, and agricultural trade.

Economies of Scale in Production Systems

The Trust empowers primary producers to meet genuine demands of local, regional and international markets, for quality, quantities, delivery and price competitiveness.

Environmental Sustainability in the Agricultural Value Chains

To empower the agricultural and rural sectors to effectively respond to market opportunities while using the natural resources endowment in a sustainable manner, the Trust is investing in strategic management of natural resources.

FUNDING MECHANISM:

Commissioned Strategic Studies

To provide:

- i) The necessary evidence and knowledge to support the formulation of policies and strategies that are supportive to market-led agricultural development
- ii) The basis for design of calls for proposals for funding by the Trust.

Prospecting Small and Short-term (1 – 3 years) Projects

Developed through prescribed calls and restricted competition, these projects are designed to find solutions to issues identified by the Strategic Studies and/or evaluations of on-going projects funded by the Trust or the African Agricultural Capital.

Focused Medium-term (3 – 5 years) Projects

To ensure value-for-money in funding medium sized projects, the Trust invests deepening funding on the most promising of the prospecting short-term projects, selected through rigorous and business-driven evaluation. The Trust also uses a pool of short-term projects funded by other organizations to select promising projects to take forward.

Scaling-up (5 – 15 years) Projects

On the basis of external evaluation and critical assessment of outcomes of the portfolio of medium-term projects, the Trust selects few of them for wider scaling-up through large and long-term projects. The Trust forms strong partnerships with governments, the private sector, and other donors in the implementation of such projects. Funds are raised from a multiple of sources including Foreign Direct Investments (FDIs).

PARTNERSHIPS:

Kilimo Trust achieves its mission not by just grant making but through a robust strategy for partnerships. This includes:

1. Lasting partnership with the most effective institutions and individuals in East Africa.
2. Close working relationship with the private sector businesses and service providers.
3. Collaboration with regional organizations and programs such as the EAC, COMESA and CAADP, to support evidence-based strategies for food security and agricultural trade.
4. Joint funding of programs and projects with other regional organizations and foundations.
5. With the multilateral and bilateral donors and international foundations, the Trust:
 - a) Leverage development funding for the purpose of scaling-up proven innovations and best practices; and
 - b) Provide a competitive funds management facility focused and specialized on the EAC region.

CURRENT PORTFOLIO OF PROJECTS

The Grant Funding by the Trust focuses on innovations in technologies, policies and institutions, which create favorable conditions for improved efficiencies along the value chains leading to profitable returns to both private and public investments, while enhancing environment sustainability.

On **markets and value chains**, the current investments by the Trust are driven by the aim to support effective linkages to national, regional and global markets, and trade in agricultural products. Examples of recent projects in this category include:

- Development of value chains between supermarkets and producers of African indigenous vegetables, and orange-fleshed sweet potatoes;
- Improvement of mechanisms for procurement and distribution of fertilizers and other inputs;
- Organizing smallholder producers to exploit national and export markets, especially for horticultural and dairy products;
- Scaling-up livelihood impacts through farmer organization and access to markets; and
- Support to the development of wholesale markets for fresh produce in East Africa, as a critical value chain linkage.

To **increase productivity**, the Trust is working on technical and institutional innovations that lead to removal of most binding constraints to productivity and profitability in strategic sub-sectors with particular emphasis on staple crops. In order to support producers to exploit breeding and agronomic innovations, the focus has been on removal of pest and diseases. Thus the supported projects have included:

- Biological approach for the control of Striga - the Push-Pull technology;
- Control of Banana Bacterial Wilt; and
- Search for technologies and approaches to control Napier Stunt Disease.

In **enhancing environment sustainability**, the Trust is investing on “beneficial conservation”. This includes:

- A major regional program that builds business capacity and support smallholder private nurseries in East Africa to use cloning techniques for the production of tree planting materials.
- Conservation Agriculture to improve land productivity and profitability among smallholder farmers, while enhancing environmental services.

The Trust gives a very high priority to **scaling-up** to ensure that innovations are utilized in the widest scale possible. On this the Trust has:

- i) Invested in the Maendeleo Agricultural Technology Fund (MATF) established in 2002. The purpose is to improve the livelihoods of farming communities in East Africa by facilitating innovative ways of enhancing technology transfer, adoption and improved productivity.
- ii) Mobilized a consortium of national governments, donors, research organizations, and the private sector to launch a regional programme to scale-up and utilize the proven technological package to eliminate the threat of Striga on cereals production systems. The purpose is to substantially reduce and finally eliminate the threat of Striga in cereal production systems in East Africa, and thus unlock the existing and future potential to enable especially smallholder producers of cereals to a) contribute to regional supply of cereals, and b) increase their incomes.

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