EAST AFRICA EXCHANGE FACILITATE ACCESS TO CREDIT AND MARKET AT FAIR PRICES FOR SMALLHOLDER FARMERS

**KEY MESSAGES**

**Description:** Integrated business services to maize, bean, and soy producers from financing to supply chain and road-to-markets: adapted investment credits, warehouse storage solutions, support in selling at fair prices in Eastern African markets

**Specificity:** 276 members in the EAX network, among which agricultural cooperatives, commercial banks, brokers specialized in agricultural products or traders

**Impact:** Connecting smallholders to a 173 million people market in Eastern Africa

**SCOPE**

- Uganda
- Rwanda
- Kenya

260,000 small farmers in 200 cooperatives

**FUNCTIONING**

**ISSUES ENCOUNTERED BY FARMERS**

- Numerous post-harvest losses
- Limited access to financing
- Limited access to markets
- Limited access to information about markets and selling prices

**SOLUTIONS PROPOSED BY EAX**

- Availability of professional and modern storage warehouses, close to production areas
- Enabling smallholders lacking fixed collateral ownership to access loans offered by partner banks using stored harvests as guarantee
- Access to a market broadened to Eastern Africa, amounting to over 170 million people
- SMS-based daily update of market prices and relevant information to the farmers to determine the best moment to sell their production

**IMPACTS**

- Agricultural productivity
  - 23,800 Mt of storage capacity, and thus protection of the harvests
- Climate change
  - Increase of small farmers' resistance to climate hazards
- Sustainable dev. goals
  - Increase of farm income through a better market access and a better selling price

**PLAYERS**

**Donors**
- BERGGRUEN HOLDINGS
- Heirs Holdings
- Partners
- AFEX
- NAGALI
- 50Y
- Ecobank
- Urwego Bank
- UT BANK
- EQUITY BANK

**NEXT STEPS**

- Reaching new productions: wheat, sorghum, rice, tea, coffee, pyrethrum flower, minerals
- EAX expansion to other Eastern African countries: Tanzania, Burundi, DRC

**BUDGET**

N/A
FOCUS:
EAST AFRICA EXCHANGE’S ECOSYSTEM

EAX MARKET ACTORS ASO.

EXCHANGE MEMBERS
- Certified traders (broking)
- Certified traders (non-broking)
- Certified member (Financial Institution)

MARKET SURVEILLANCE / OVERSIGHT

RWANDA CAPITAL MARKET AUTHORITY

EAX RULES AND REGULATION

EAX CERTIFIED WAREHOUSES (SPOT MARKET)
- Grade certification
- Collateral Management
- Electronic Warehouse Receipt Issuance

EAX SETTLEMENT BANKS/CASH & COMMODITY

NASDAQ TRADING PLATFORM

Dispute resolution
Prices and market information
Satellite Trading Centers at Warehouses
Data Recovery Center