

# Creating Equal Opportunities

**Josien Sluijs**  
Director



## JOINT COMMITMENT

active in

**97**

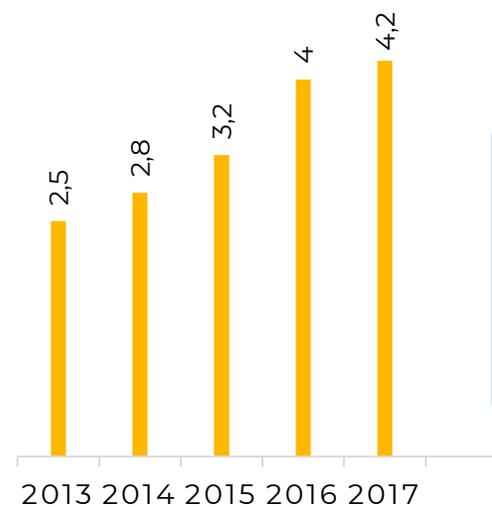
countries

more than

**1100**

fis/funds

## TRENDS IN DUTCH INVESTMENTS



IN BILLION EUR

this amount  
is more than

**12%**

of the total foreign  
funding in the  
inclusive finance  
sector

# NpM MEMBERS IN 2019

Dutch sector

ACTIAM  
ASN BANK  
CORDAID  
FMO  
ICCO COOPERATION  
ING  
LENDAHAND  
MINISTRY OF  
FOREIGN AFFAIRS  
OIKOCREDIT  
OXFAM NOVIB  
RABOBANK  
FOUNDATION  
TCX  
TRIODOS INVESTMENT  
MANAGEMENT  
TRIPLE JUMP

actiam

asn bank

Oxfam Novib

Triodos Investment Management



OIKO  
CREDIT  
investing in people

Triple Jump

ICCO COOPERATION

ING

Cordaid

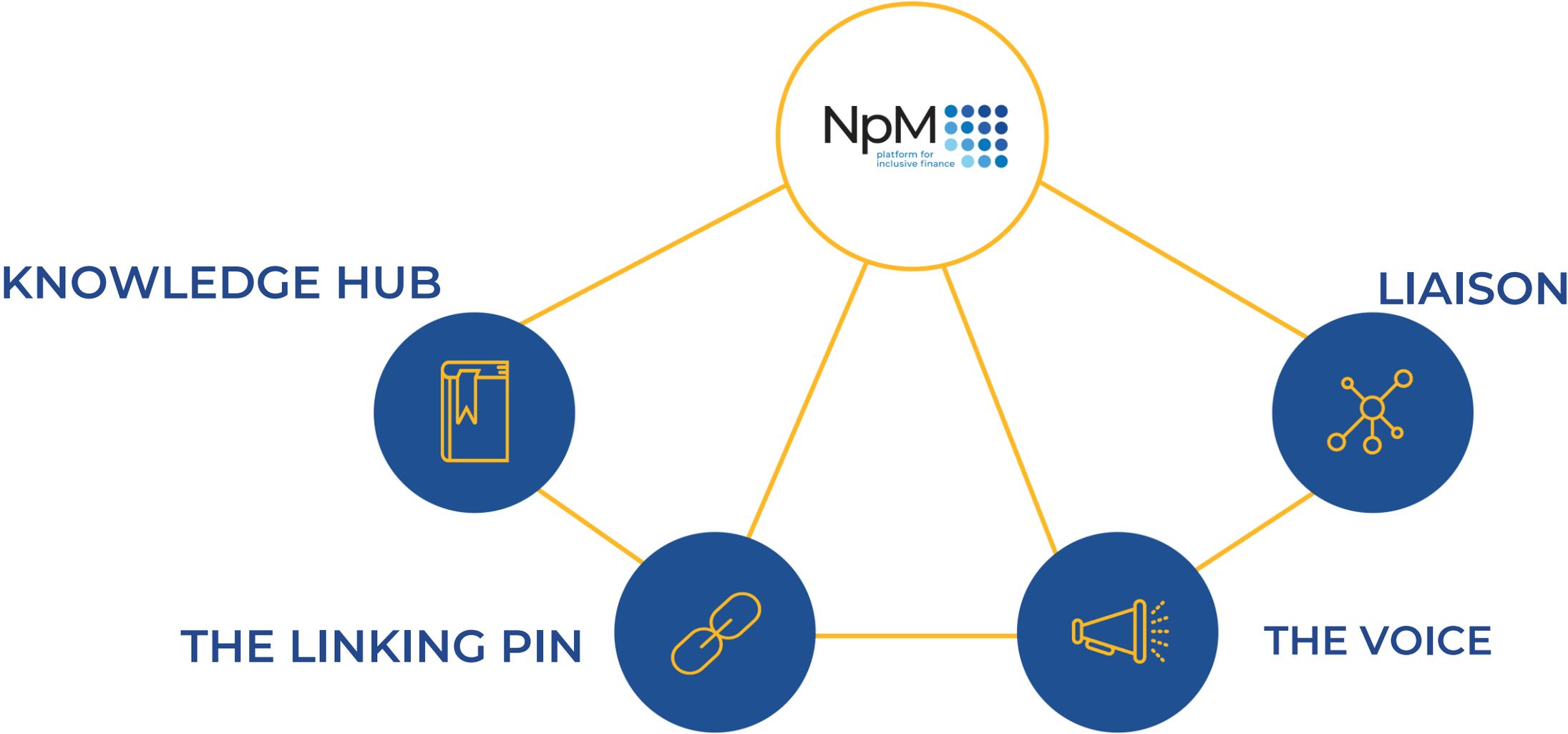
FMO  
Entrepreneurial  
Development  
Bank

TCX

Rabo  
Foundation

lendahand  
mesofinance



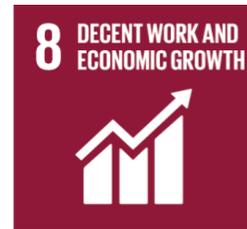


## Rural and Agri-Finance

## Geodata for Inclusive Finance & Food

## Finance for Refugees

## Green Inclusive Finance





# GEODATA FOR INCLUSIVE FINANCE & FOOD (G4IFF)



# GEODATA FOR INCLUSIVE FINANCE AND FOOD



### Geodata & ICT map

**India**  
Number of projects: 32

**Projects in India**  
India  
Population  
1,236,344,631 (July 2014 est.)

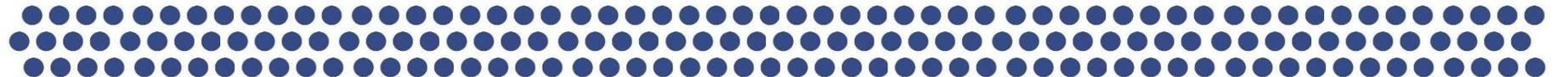
**Economy - overview**  
India is developing into an open-market economy, yet traces of its past autarkic policies remain. Economic liberalization measures, including industrial deregulation, privatization of state-owned enterprises, and reduced controls on foreign trade and investment, began in the early 1990s and served to accelerate the country's growth, which averaged under 7% per year from 1997 to 2011. India's diverse economy encompasses traditional village farming, modern agriculture, handicrafts, a wide range of modern industries, and a multitude of services. Slightly less than half of the work

- Agricultural advice
- Crop monitoring
- Financial services
- Holistic service
- Information sharing

### Geodata and ICT Solutions for Inclusive Finance and Food Security

Innovative developments- An overview

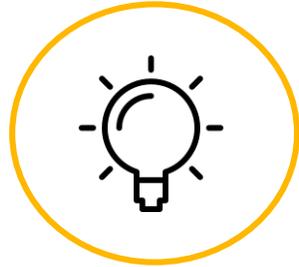
Indicators:



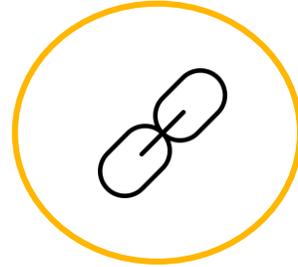
## OBJECTIVES



**Promote** additional initiatives: NpM Innovator's Challenge



Systematically **follow** and **analyse** existing success cases



**Facilitate** search for high risk bearing capital investments



**Gather** lessons learned in a learning platform



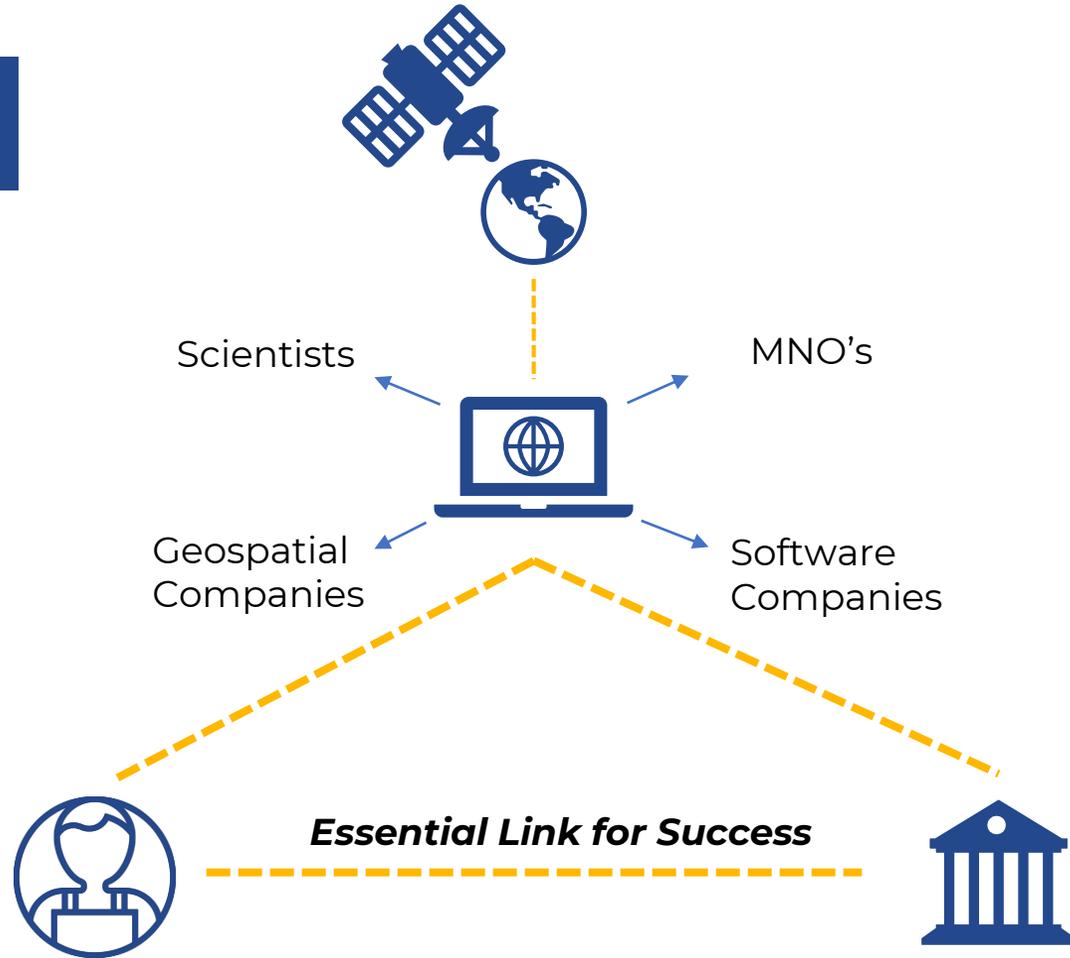
## G4AW PROGRAMMES

60 MILLION EUROS  
23 PARTNERSHIPS

## G4IFF: PROGRAMMES FOR FSP

### SMALLHOLDER FARMERS & VALUE CHAIN ACTORS

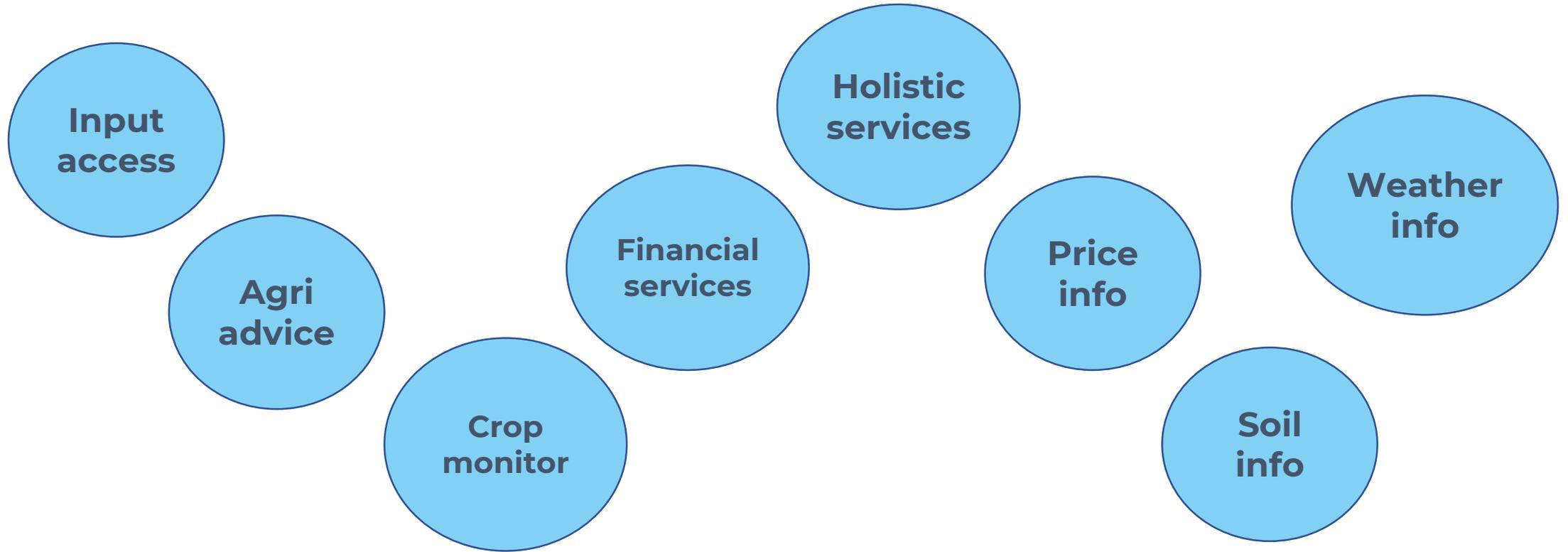
- Increased yields
- Constant supplies
- Market access
- Track record



### FINANCIAL INSTITUTIONS

- Improved Risk management
- Lower costs
- Well designed products
- Increased outreach





WHAT IS IT USED FOR?

WHO ARE THE USERS?

WHO PAYS?

RELATION WITH  
INCLUSIVE FINANCE



**Increase Smallholder Farmers' Access To Finance by Developing Innovative Geodata-based Solutions for Financial Institutions**



**SELECTION CRITERIA**







**Berry Marttin**  
Member Executive Board  
**Rabobank**



**Pieter-Christiaan van Oranje-Nassau, Van Vollenhoven**  
Technology & Innovation Advisor  
**Board of Inspiration**

**Hans Docter**  
Director for Sustainable Economic Development  
**Netherlands Ministry of Foreign Affairs**



**Linda Broekhuizen**  
Chief Investment Officer Management Board  
**FMO**



**Pierre van Hedel**  
Former CEO  
**Rabobank Foundation**



**Rodger Voorhies**  
Executive Director  
**Bill & Melinda Gates Foundation**



**Wim Hart**  
Former Director  
**ICCO Cooperation**



**Marcela Villarreal**  
Director Partnerships and South-South Cooperation Division  
**FAO**

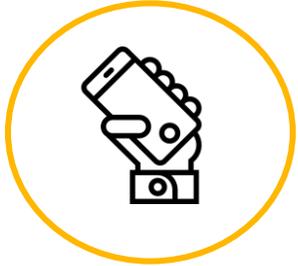




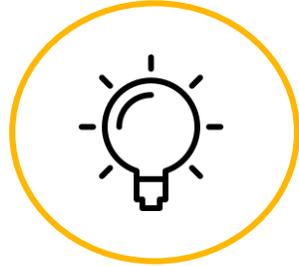
# AGRI-WALLET



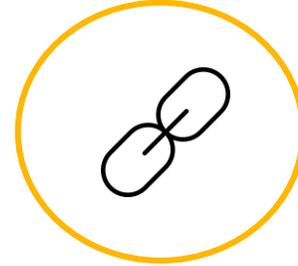
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A-CAT



A-CAT is a *credit assessment tool* which is used to track cost agricultural performance and revenue of a given farming activity to make a reasonable decision on loan amount and timing.

<b>Total costs (A+B+C)</b>				
<b>Revenue</b>				
Total production				
To family consumption				
To be sold				
<b>Total revenue</b>				
<b>Price</b>				
Possible highest price				
Average price				
Possible lowest price				
<b>Net Income (expe)</b>				
@ highest price				
@ average price				
@ lowest price				
<b>Final result</b>				
Price per unit				

## A. Inputs & activities such as

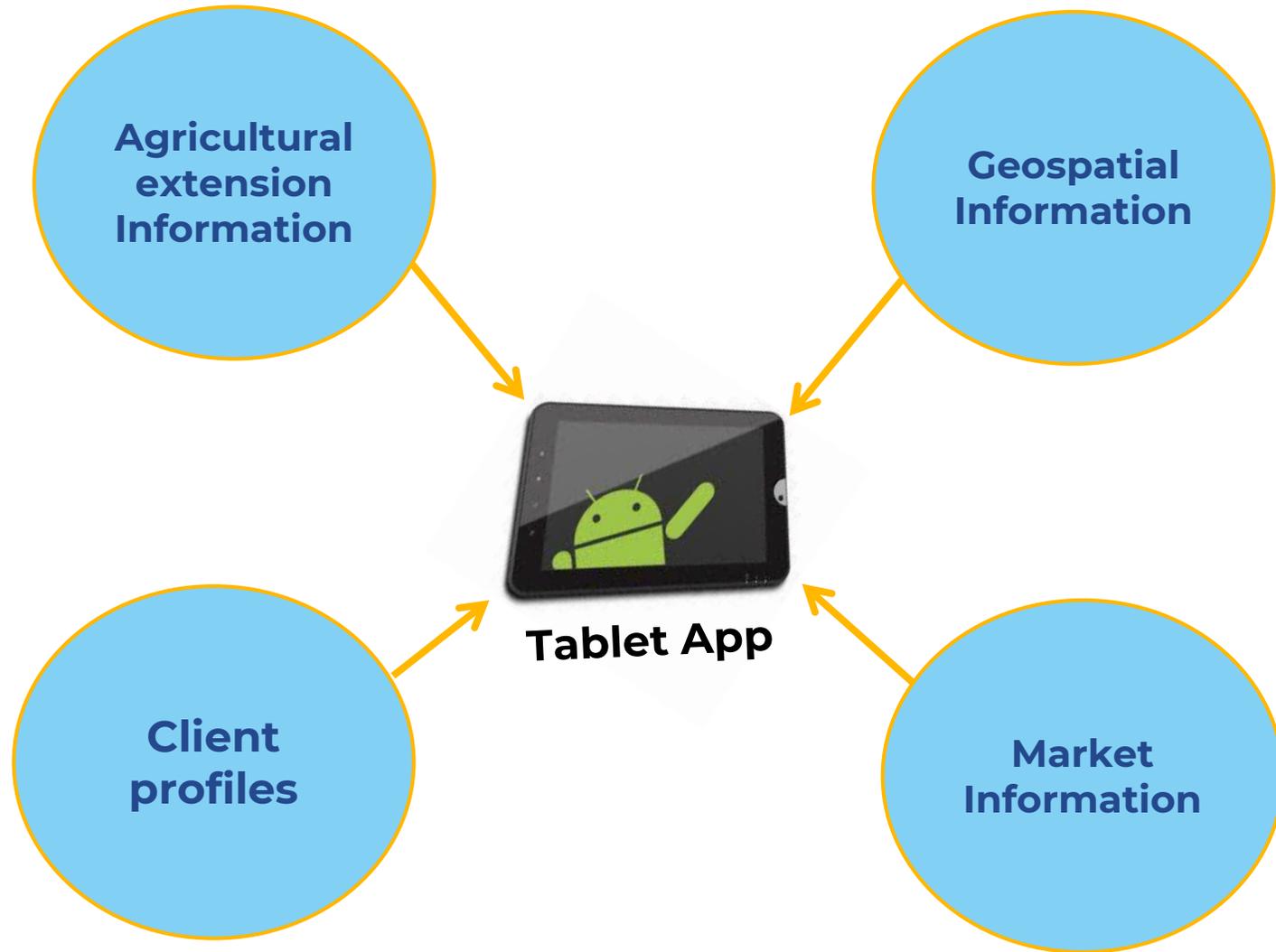
- Inputs such as seed, fertilizers..
- Activity/labor costs
- Other costs

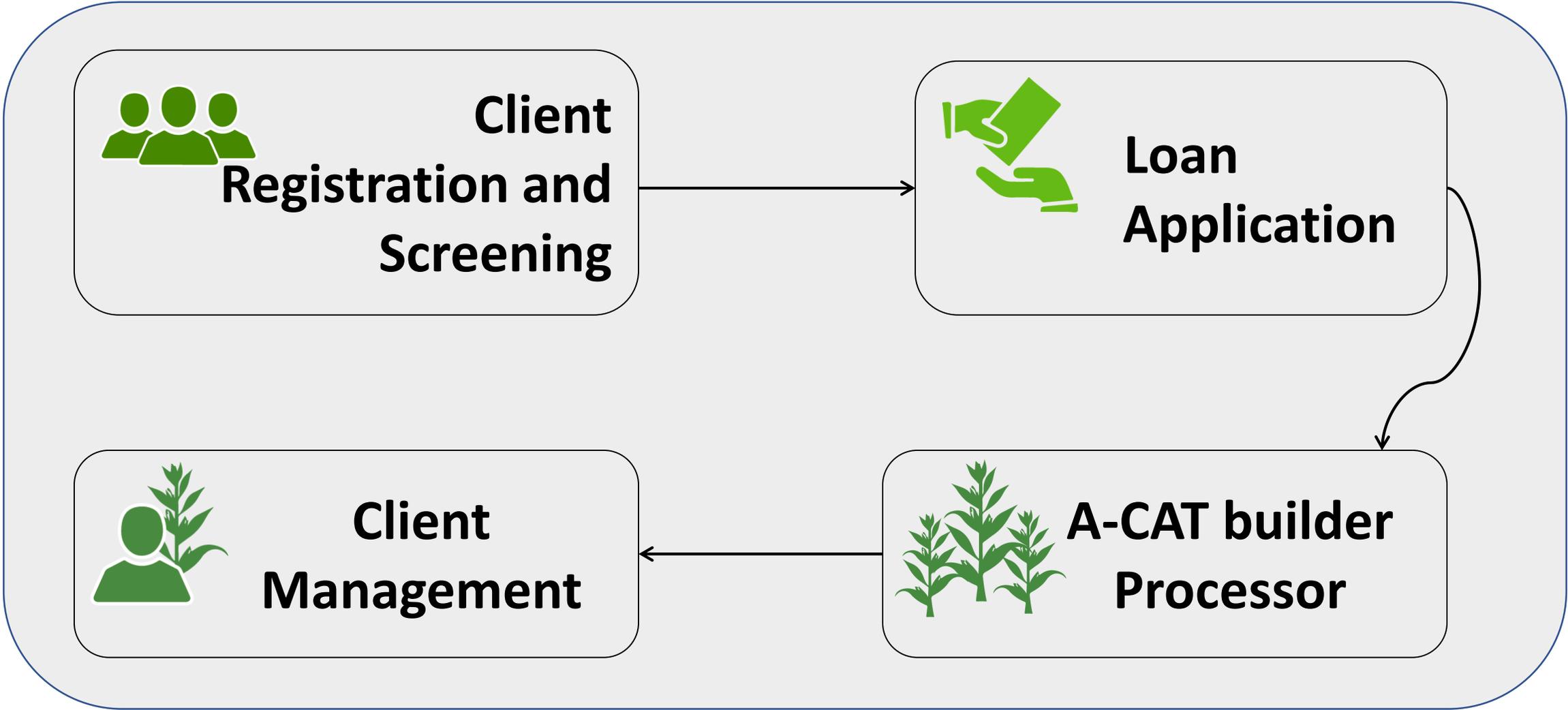
## B. Revenue

- Total production
- Family consumption
- Total sales

## C. Net income /loss

- Expected Net incomes
- Expected with sensitive price scenario
- Realized net income

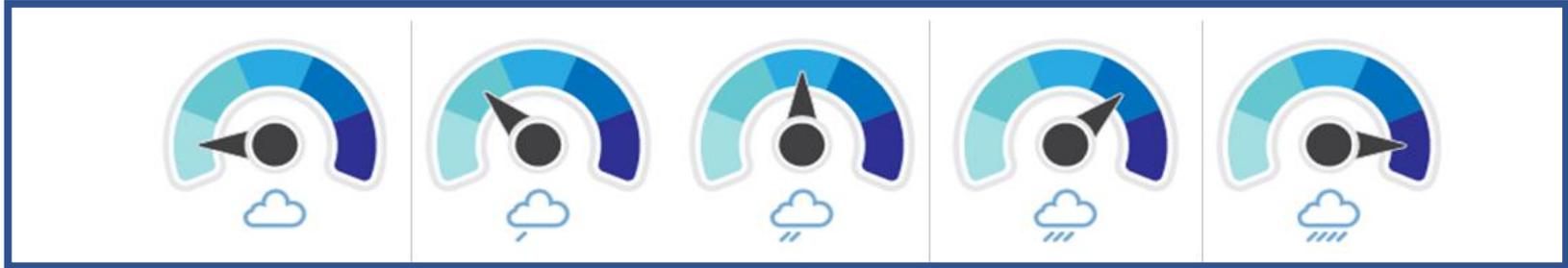




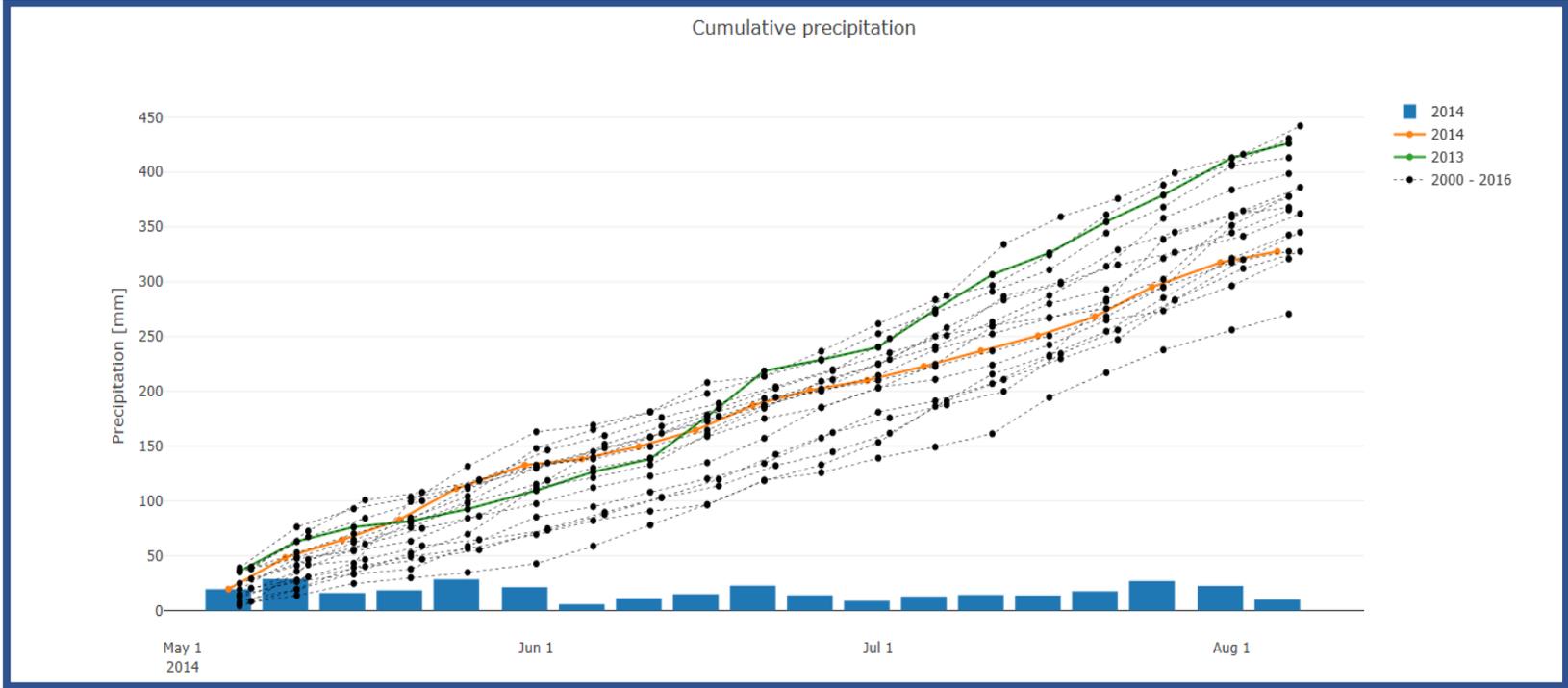


A-CAT

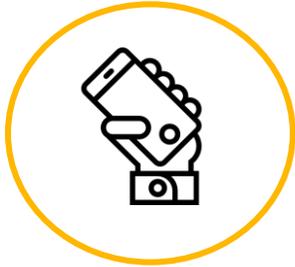




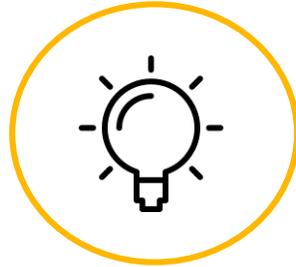
## Rainfall Monitoring May to August 2014



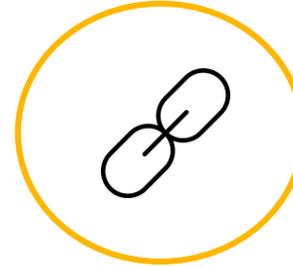
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**CHOOSE REGION:**

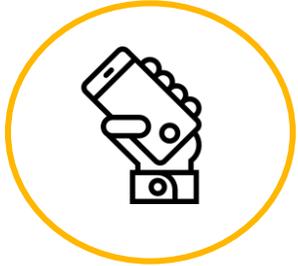
AFRICA
ASIA

FUND SIZE (M USD)	GEOGRAPHICAL REACH	INVESTMENT SIZE	INSTRUMENTS	SECTORS	G4AW	BDS	IMPACT FUND
<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All
<input type="checkbox"/> 0-25 M	<input type="checkbox"/> GLOBAL	<input type="checkbox"/> SMALL	<input type="checkbox"/> VENTURE CAPITAL	<input type="checkbox"/> AGRICULTURE ONLY	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes
<input type="checkbox"/> 25-50 M	<input type="checkbox"/> AFRICA ONLY	<input type="checkbox"/> MEDIUM	<input type="checkbox"/> DEBT	<input type="checkbox"/> MULTI-SECTOR	<input type="checkbox"/> No	<input type="checkbox"/> No	<input type="checkbox"/> No
<input type="checkbox"/> 50-100 M	<input type="checkbox"/> NORTH AFRICA	<input type="checkbox"/> LARGE	<input type="checkbox"/> PRIVATE EQUITY				
<input type="checkbox"/> 100-250 M	<input type="checkbox"/> CENTRAL AFRICA		<input type="checkbox"/> GUARANTEES				
<input type="checkbox"/> 250-500 M	<input type="checkbox"/> EAST AFRICA		<input type="checkbox"/> TRADE FINANCE				
<input type="checkbox"/> 500-1000 M	<input type="checkbox"/> WEST AFRICA						
<input type="checkbox"/> 1000+ M	<input type="checkbox"/> SOUTHERN AFRICA						

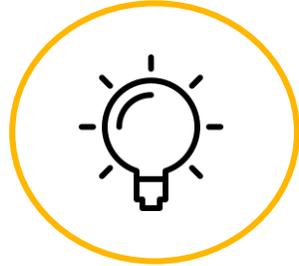
**FUND NAME**    126 result(s)



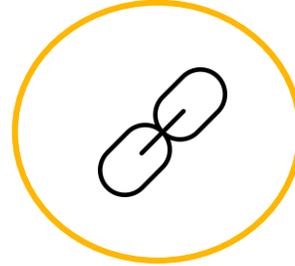
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## G4IFF EVENTS: SAVE THE DATES!

 Webinar: Technological Innovation to Enable Farmer Finance

 19<sup>th</sup> February 2019

 ZOOM (dial-in)

 Expert Meeting: Deep-dive in Geodata for Investors

 13<sup>th</sup> March 2019

 Bar Beton CS, Utrecht

 Webinar: Reflections on Existing Geodata Projects for FSPs and Investors

 10<sup>th</sup> April 2019

 ZOOM (dial-in)

 Event: Insights on the G4IFF Pilot Projects

 24<sup>th</sup> June 2019

 Nairobi

 Expert Meeting: Lessons Learned on G4IFF Pilot Projects and Future Steps

 Oct 2019

 tba

