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In September 2022, we were invited to Senegal by ALLCOT, a market leader in carbon projects, whom we had already met in September 2020, on the occasion of a joint project developed in Mexico. This time, we were going to learn about their work regenerating mangroves in Casamance and promoting clean cooking stoves to households in communities surrounding mangroves. This was the start of our partnership with CIDR Pamiga and ALLCOT, to promote and implement Inclusive Carbon Projects with Sustainable Social and Economic Impacts in Africa.

It was also the year in which CIDR Pamiga implemented 5 projects to provide access to energy (grid and off-grid) for households, agricultural producers, micro, small and medium enterprises, and to link equipment suppliers with microfinance institutions and banks to obtain financing through specialized financial solutions.

In the last quarter of 2022, in preparation for the end of our Business Plan in mid-2023, we commissioned independent experts to evaluate our 2019-2023 strategy, along with its implementation. Of course, the financial year takes into account the 3-year period following the end of the COVID pandemic, as well as the terrorist incursions into the Sahel and the start of the war in Ukraine, all of which have, in one way or another, had a negative impact on our fundraising efforts and the implementation of projects in the field.

The results of this evaluation confirmed our suspicions: we need to build on our innovations and intrinsic strengths if we want to move forward and make a real difference. The new directions and partnerships described above are proving very promising, and will form the basis of our new strategy and future actions through 2023.

Climate change is not just a threat to Africa and its vulnerable populations, it can become a tremendous opportunity for a “convergence” of skills, commitments and actions, using Digitalization, Clean Energy and Carbon Credits to make development more inclusive and have a greater impact on vulnerable populations in Africa and elsewhere in the South.

In this sense, despite the many challenges, we have emerged from the pandemic with a more environmentally responsible approach. And this is something we’re very proud of. Discover all these innovations in our 2022 Annual Report! Join us in this new approach. Together, we can build a more sustainable and just future!
MISSION

CIDR Pamiga’s mission is to unleash the economic and social potential of disadvantaged rural and peri-urban areas. Our organization **helps small businesses and households gain access to markets, financing, energy, water and sustainable agriculture.**

CIDR and Pamiga are two pioneers of sustainable economic development in sub-Saharan Africa. CIDR (Centre International de Développement et de Recherche - International Center for Development and Research) has been developing socio-economic development programs tailored to local and national contexts for more than 50 years, and Pamiga has been providing technical and financial services to advise and support participatory microfinance institutions for more than 15 years.

CIDR Pamiga draws on these synergies to develop a new range of services focused on supporting impact funds and digital economic ecosystems. Our organization’s core expertise, designing development programs for financial institutions and local governments, is now being applied wherever economic and climate resilience is needed.
AREAS OF EXPERTISE

- Access to clean energy and water
- Development of agricultural value chains
- Digital and inclusive finance
- Social performance management
- Institutional capacity-building
- Resilience
- Territories and local governance

OUR OFFERS

Support for impact funds
To make impact fund investments more secure and effective.

Technical assistance for long-term development programs
To increase the social impact of financial investments and support agro-ecological transition and economic inclusion.

Design, animation and promotion of digital ecosystems
To help businesses become economically self-sufficient and give territories a head start in their development.
OUR TEAM

CIDR Pamiga
ORGANIZATIONAL STRUCTURE
February 2022

General Assembly

Board of Directors

Renée CHAO-BÉROFF
General Manager

Nancy KOUAKOU BOUTIN
Office Manager

Pierre CASAL
Impact Manager

Cross-company departments

Gilles PONSOT
Finance Manager

Nancy KOUAKOU BOUTIN
General Manager

Divisions

René AZOKLY
Director of the Impact Funds Support Division

Paul PICOT
Director of the Ecosystem Platforms Division

Éric LEVOY
Director of the Projects and Partnership Division

Jeremiah OKWARO
Impact and environment Specialist

Hervé STERKERS
Impact and environment Specialist

Jacinta MAIYO
Technology and Information Specialist

Salim DAOUDE
Local Development Specialist

Umberto TRIVELLA
Renewable Energies Specialist

Shemir GOULAMALY DANDJEE
General Accountant

Rose Marie GBENOU
AFM - Abidjan

Leah GITAU
AFM - Nairobi

+ 10 junior specialists and technical field staff
COUNTRIES IN WHICH WE OPERATE

- Mali
- Senegal
- Ivory Coast
- Ghana
- Benin
- Nigeria
- Cameroon
- Ethiopia
- Uganda
- Kenya
- Tanzania
- Madagascar
- Nigeria
- Malawi

- Project countries
- Investment countries
CIDR Pamiga’s approach is based on two pillars: building long-term partnerships with economic players - financial institutions, small and medium-sized enterprises and local authorities - and advising and guiding clients on the solutions available to households and small-scale producers. The organization’s goal is to accompany each stakeholder on the path to responsible, inclusive and sustainable growth.

**Financial institutions**

- ACFB - Benin
- CAURIE-MF - Senegal
- CCECAM - Madagascar
- CVEVA “Dogon Country” - Mali
- CESCA - Benin
- RENACA - Benin
- SMMEC - Madagascar
- TADB - Tanzania
- MIFED/U3C - Cameroon
- Vola Mahasoa - Madagascar
- Wasasa - Ethiopia
- FINELLE CI - Ivory Coast
- Equity - Kenya & Uganda
- PEBCO - Benin

**Local authorities**

- ANCB - Benin
- Bouaké City Council - Ivory Coast
- South Comoé Region - Ivory Coast
LOCAL PARTNERS

Companies and non-profit organizations

- Africa Green Corporation - Benin
- AgriStore - Ivory Coast
- Amarante - Benin
- ARESS - Benin
- AVSI - Kenya & Uganda
- Callivoire - Ivory Coast
- ONG CREDEL - Benin
- Électriences sans frontières - Benin
- Empow’her - Ivory Coast
- FoodsCo - Ivory Coast
- Heri - Madagascar
- Mobisoft - Ivory Coast
- MSC - Ivory Coast & Benin
- ORB Energy - Kenya
- Sprout - Ivory Coast
- Wave - Ivory Coast
- Wi-AGRI - Ivory Coast
Unleash the economic and social potential of disadvantaged rural and peri-urban areas. Our organization helps small businesses and households gain access to markets, financing, energy, water and sustainable agriculture.

Support for impact investments

Technical assistance for sustainable development

Design, organization and promotion of digital ecosystems

Sustainability and consolidation for our partners in the field

Improved social and environmental performance

Innovative and responsible solutions

Improved access to essential services

Capacity building and opportunities

Economic and civic participation in society
OUR ACTIONS IN 2022

A. Investment Fund Technical Assistance Division

CIDR Pamiga established the “Investment Fund Technical Assistance” division to capitalize on opportunities to provide technical assistance to financial institutions and local businesses benefiting from the funds. The division’s overall objective is to secure and increase the effectiveness of impact fund investments. In order to achieve this goal, it offers customized consulting and technical assistance missions in the following areas:

- Market access
- New technologies
- Risk management

A project in Kenya (KIM) is currently underway in collaboration with this division. While this is not exactly the technical assistance we originally planned to provide, it is a good place to start.

Kenya Investment Mechanism - KIM

The Kenya Investment Mechanism (KIM) is a five-year project (2018 - 2023) funded by the USAID and implemented by Palladium that aims to facilitate $520 million in investments in key sectors of the Kenyan economy, including agriculture, renewable energy, health, water, and trade. The Project aims to address two market failures that discourage investment in MSMEs in Kenya: poor quality advisory services and limited access to appropriate financial products.

CIDR Pamiga has been selected as a Business Advisory Service Provider (BASP). Our role as a BASP is to identify businesses and help them raise funds from banks or investment funds. The contract with Palladium ran from October 2020 to October 2022. This was a performance-based contract, with payments in the form of “success bonuses” as a percentage of the funds raised. During the contract period, CIDR Pamiga supported two SMEs operating in the agricultural sector by raising a total of 355 million Kenyan Shillings (approx. € 3 million) from three Kenyan banks, an investment fund and a crowdfunding platform.

B. Digital Platform Promotion Division

The year 2022 was mainly dedicated to the development of Wi-AGRI, the company that manages the first agri-tech platform promoted by CIDR Pamiga in Ivory Coast, which is still in the “proof of concept” phase. However, we have already started thinking about ways to develop the platform and promote the concept in other countries.

Wi-AGRI was officially registered as a Public Limited Company (PLC) in December 2021. The founding shareholders are CIDR Pamiga, Agristore, an Ivorian company specialized in the development of innovative software solutions, and Microsave Consulting (MsC), and an international consulting firm specialized in financial, economic and social inclusion. The Board of Directors is made up of the Director of CIDR Pamiga (President), the Director of Agristore and the Managing Director of Wi-AGRI.

The Wi-AGRI team was strengthened in 2022 through the recruitment of an Operations Manager, as well as a Field Agent in the Hambol region, to ensure Wi-AGRI’s presence in all of its areas of intervention.
The platform offers digital financial and non-financial services to small-scale farmers and other agricultural MSMEs involved in the value chain (traders, cooperatives, processors, exporters, etc.) and to vulnerable female workers (agricultural and processing industry labor). The services can be accessed via cell phone, and soon via a website, and include:

- A marketplace where buyers and sellers at different levels of the value chain can do business, with digital payments (securing transactions and creating a digital history for users).
- Financial services (loans, savings & insurance) from partner financial institutions, for which Wi-AGRI offers the opportunity to expand their reach at a reduced cost and to access reliable data on user profiles and transactions.
- Advice and information on eco-friendly and climate-resilient agricultural practices, business management, financial education, business and weather information, etc., in partnership with specialized organizations.

Our main activities and achievements in 2022 were:

- The official launch of Wi-AGRI in February 2022, in the presence of various national media.
- 9,000 new cashew nut producers, cooperatives and buyers registered on the platform, bringing the total number of users to around 11,000, the vast majority of whom are producers. This was achieved in partnership with producer cooperatives, which significantly reduced the unit cost of registration compared with 2021. A few dozen transactions were made on the marketplace to test the platform and the reliability of mobile payments.
- The development or customization of platform services on the Wi-AGRI application and the reporting module.
- The development of a partnership with one of the largest cashew nut processors in Ivory Coast (FoodsCo) to digitize their procurement from their partner cooperative and other suppliers of raw cashew nuts.
- The signing of a partnership agreement with FIN’Elle, financial institution and subsidiary of COFINA Group. The first working capital loans were granted to Wi Agri’s partner cooperatives, which purchased from their members through the Wi-AGRI marketplace.
- A partnership with Sprout, a Mercy Corps/Agrifin initiative, to develop content for audio and video training modules on good agricultural practices for cashew nuts and other crops. The modules were in the process of being integrated into the platform at the end of 2022.
- The signing of an agreement with Wave, a fintech provider of mobile money services, and its integration into Wi-AGRI, which will enable instant mobile payments to producers.
- The launch of the Digifemmes Project in April 2022, co-financed by AFD in partnership with Wi-AGRI (see the project description in the Projects and Partnership section).
- The development of a communication and marketing strategy and action plan, including radio spots, developing the Wi-AGRI website and Wi-AGRI’s presence on social networks.
- A visit to Wi-AGRI in June 2022 by Queen Máxima of the Netherlands, the UN Secretary General’s Special Advocate (UNSGSA) for Inclusive Finance for Development.
- Updating Wi-AGRI’s strategic and operational plan, including the development of an investor pitch. The business plan highlights Wi-AGRI’s unique and innovative features in West Africa, which are: (i) its “one-stop-shop” nature, with users having access to a wide range of services through a single channel; (ii) its focus on promoting women’s social and economic inclusion and climate-resilient, environmentally-friendly investments; and (iii) its preferential partnership with cooperatives and processing SMEs, with a strategy of developing commercial relationships with small-scale producers as an entry point and channel for registering producers. The strategic plan targets 300,000 platform users (35% women) by the end of 2027 for the cashew value chain and new value chains, and a financial break-even by 2025/2026.
- Commitments with several potential lenders and investors to finance the strategic plan.
C. Projects and Partnership Division

CIDR Pamiga’s offer is based on short or long-term technical and methodological advice, adapted to institutions, micro and small enterprises and territories: inclusive and digital finance, strengthening value chains, risk management, business development, governance, team training and support.

In 2022, we continued to implement ten projects, launched two new projects, and completed six short-term missions.

1. Integrating young people and promoting the green and circular economy in the South Comoé Region - Ivory Coast

The overall objective of the Project is to contribute to the reduction of youth unemployment in the South Comoé Region by strengthening the Regional Council’s capacities in terms of socio-professional integration policies for young people, and by preparing the region for the energy and agro-ecological transition for sustainable development. The specific objective is to integrate young people, with a particular focus on women, into the promising sectors of the regional economy. The Project is funded by the European Union and the Regional Council of South Comoé (CRSC). It was originally scheduled to run from March 2019 to February 28, 2022, but has been extended to January 31, 2023.

The main activities implemented in 2022 by the CRSC with the support of CIDR Pamiga were (i) the implementation of the Regional Strategic Plan for the Integration of Young People defined in 2019, (ii) the training of young people on the sites developed by the CRSC (agro-ecological vegetable production site, lagoon fish farming site, general and solar electricity training site, agro-breeding site, etc.), (iii) putting trained young people in touch with 3 Financial Institutions to launch their activities, (iv) monitoring the 9 young people financed by the Innov’actions Fund set up by the CRSC; (v) the implementation of the follow-up strategy for project leaders in the green and circular economy sectors through the Services Platform.

The year 2022 was also marked by (i) the definition of an exit strategy to continue the main activities after the completion of the Project, (ii) the capitalization and drafting of approximately ten documents, (iii) the selection of the company in charge of the external evaluation of the Project, which will take place in February and March 2023, (iv) the organization of a 3-day workshop to share the results of the project, which brought together 12 regions of Ivory Coast in Grand Bassam.
2. Bouaké Sustainable City - Ivory Coast

In 2021, CIDR Pamiga was contracted by the Bouaké City Council to provide technical assistance as part of the implementation of the Bouaké Sustainable City Project funded by the European Union. The Bouaké Sustainable City Project aims to promote the integrated urban development of the city of Bouaké, strengthen the partnership with the cities of Reutlingen and Bobo Dioulasso, and create employment for young people based on low-carbon and climate-resilient technologies. The project started on March 1, 2021 and will run until February 28, 2025. The budget of €3,859,747 is financed by the European Union and the Bouaké City Council.

In 2022, CIDR Pamiga provided technical and methodological support in the following main areas:

- Capacity building for target groups on sustainable inclusive governance and citizen participation.
- The creation of a “civic tech” digital platform.
- Bouaké City Council’s support for neighborhood committees.
- Participatory diagnosis (including wetland diagnosis) to prepare a 20-year sustainable development plan for the community.
- Mobilizing local resources.
- Drafting the participatory budget guide.
- Setting up the Green Economy Promotion Network - R-PEV.
- Research on low-carbon solutions (domestic biogas, improved cooking stoves, electric 2-wheel vehicles, and so on).
- Identifying the activities to be covered by the Green Transformation Fund.
- Organizing an entrepreneurial culture workshop.
3. Implementing Integrated Water Resource Management (IWRM) through Payment for Ecosystem Services (PES) and nature-based solutions in the Lower Ouémé Valley.

CIDR Pamiga launched this project in 2019 in 9 communes of the Ouémé Valley, in partnership with 2 Beninese organizations: Africa Green and CREDEL. The aim of this project was to reduce the effects of flooding by implementing an IWRM-PES mechanism in the Lower and Middle Ouémé Valley (BMVO). It was completed in June 2022.

In 2022, CIDR Pamiga, with its partners Africa Green Corporation and CREDEL, carried out the following activities: comfort works at 6 development sites; 3 capacity building workshops for users and Community Water Committees (CWCs) on sustainable management of facilities, their economic development and governance of Integrated Water Resources Management (IWRM). It then produced a best practice guide that was shared with the 9 local authorities and the government’s decentralized services.

These activities have strengthened the financial, institutional, environmental, technical and social sustainability of 6 schemes implemented as part of the OmiDelta ANE IWRM-PES project.

An external assessment was carried out in 2022, the results of which are presented in the box opposite.

The “Ouémé SfN IWRM” Project to support the integrated management of water resources in the Ouémé River delta and Lake Nokoué has achieved significant results, despite the difficulties encountered. The project has strengthened:

- public awareness of Integrated Water Resources Management (IWRM) and Integrated Flood Risk Management (IFRM) concepts through the establishment of local forums for concerted dialogue, support for community governance and the emergence of local structures for concerted management of water resources (Community Water Committees), support and coaching for the establishment, implementation and monitoring of IWRM-IFRM Community Action Plans;
- flood control measures, implemented by promoting runoff control techniques on upland areas and developments for small contributing catchments;
- the diffusion of IWRM-IFRM best practices by sharing experiences with IWRM-IFRM projects, raising awareness of the Upstream-Downstream logic among stakeholders in the Ouémé catchment and participating in discussions on PES.

All of these actions have contributed to the integrated management of water resources, restoration of degraded land, and increased resilience of the population. Through its implementation, the project has provided appropriate nature-based solutions that have strengthened the livelihoods and adaptive capacity of the local communities, particularly farmers, who are most vulnerable to the effects of climate change.

Project activities in 2022: publications and training courses
4. Solagri Mada (ADEME)

Implemented in partnership with HERi Madagascar, a leading distributor of solar-powered solutions in Madagascar, and SMMEC (Société Malagasy Mutualiste d’Epargne et de Crédit - Malagasy Mutual Savings and Credit Company), formerly OTIV-Tana, one of the country’s leading Microfinance Institutions, the Solagri Mada project aims to develop and test an innovative model for financing and distributing solar equipment for productive use in agriculture. Following a survey conducted at the beginning of the project on the demand for productive equipment among Malagasy small hold farmers, solar-powered irrigation pumps manufactured by Futurepump (an American company) were selected as the equipment to be tested as part of the project.

Despite the delays caused by the Covid-19 pandemic, the project resumed full activity in 2022, with the first solar-powered pump order received in February. Preparations for the launch of pump sales have begun, with technical training for partners and the organization of promotional activities to raise customer awareness, including road shows in rural communities. These actions led to the sale of the first pumps to SMMEC customers in August 2022. By the end of December, a total of 7 solar-powered pumps had been sold.
5. Green Energy for the resilience of women and young people in Kenya and Uganda (ACCF)

The project, launched in 2020 in partnership with the AVSI Foundation, has two goals: (i) create jobs by training and financing women and young people to become local agents and retailers of clean energy products (mainly solar kits and improved cooking stoves); (ii) contribute to improving the living conditions of young people and women by offering them micro-credits to purchase these products as end users.

The project has facilitated the establishment and strengthening of partnerships between 5 financial institutions in both countries, including Equity Bank Kenya and Uganda, and a selection of clean energy product distributors, as well as the development/adaptation of credit products specifically for women and young people. Also, as part of a collaboration with Engie-Equatorial (EE), an energy provider in the process of launching a solar-powered mini-grid on Lolwe Island on Lake Victory in Uganda, the project has worked with partner financial institutions to introduce a loan/credit offer for purchasing electrical equipment for productive use by young people and women living on the island.

At the end of 2022, nearly 7,500 clean energy products were distributed by the project’s partner financial institutions, with more than 75% of them going to women.
6. “Cafés Lumières”, Benin - MCA-II Bénin

CIDR Pamiga, in collaboration with Electriciens sans frontières, has been selected to implement the “Cafés Lumière” project in Benin as part of the Millennium Challenge Account’s Off-Grid Clean Energy Facility (OCEF) (MCA-Benin II). The project aims to establish multi-service platforms powered primarily by solar energy in four off-grid lakeside villages in Benin. CIDR Pamiga’s main role is to establish cooperation between microfinance institutions and the project to provide training and financing to help people in the targeted villages develop or strengthen their commercial activities using electricity (e.g. purchasing electrical equipment, connecting their workshops to platforms, etc.).

In preparation for the commissioning of the platforms in the four villages (scheduled for early 2023), CIDR Pamiga conducted a survey of the electrical equipment and financing needs of the target populations (demand study) and a study to identify financial partners to develop and provide loans for purchasing electrical equipment according to the needs expressed by the populations (supply study).

7. The GBE - Benin project grant fund

As part of the implementation of the GBE project (Grüne Bürgerenergie, Green Energy for Citizens in English) in Benin, GIZ has entrusted CIDR Pamiga with the management of the Results-based financing (RBF) fund. The overall objective of the RBF project is to reduce or mitigate market failures, by providing financial incentives to FSPs (Financial Service Providers) to temporarily overcome the risks associated with entering a new market for solar equipment for productive use.

In 2022, GIZ extended the contract with CIDR Pamiga until June 2023. As a technical assistance provider and administrator of the RBF fund, CIDR Pamiga facilitated dialogue between the solar energy and microfinance sectors, managed partnerships between solar companies and MFIs, and processed applications for funding from FSPs. It also organized several steering committees between the Financial Service Providers and the solar equipment companies involved in the project and monitored the action plans resulting from the steering committee meetings.

By the end of 2022, the first three loans for purchasing solar-powered freezers had been disbursed by partner Financial Service Providers.

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Financial services provider PEBCo’s point of view

With the technical support of CIDR Pamiga (with financing from GBE), the PEBCo Microfinance Institution has started working with three solar companies, namely BAHAAU Technologies, ARESSS and Précis Services. These solar companies focus on marketing solar-powered refrigerators, freezers and water pumps.

Mrs. Véronique KESSAHOU was already a loyal customer of the PEBCo branch in Bohicon, with several loans in her favor. She also attended capacity building sessions on how to manage her loans, and demonstration sessions organized by ARESS on how to use solar-powered appliances. The PEBCo office staff got to work on her case as soon as she expressed her need for a new refrigerator to expand her business.

The following factors were taken into account when considering her case: (i) whether she would be able to pay the monthly loan installments without jeopardizing her business; (ii) the amount of her monthly sales. These elements enabled PEBCo’s credit committee to approve her application and provide the funds requested. Today, she is making regular repayments on her loan.

Mrs. KESSAHOU is currently working on a new project: “I’d like to set up a fishmonger’s using solar-powered appliances because it’s really economical and I’ll be able to make more profit. I’d like to encourage those who are still hesitant to try solar energy, especially the refrigerator I’ve been experimenting with. I’m really pleased with the equipment and service provided by ARESS and PEBCo.”
8. MAX Project – Ivory Coast

The Support Project for Maximizing the Socio-economic Impact of Rural Electrification in Ivory Coast (MAX Project), funded by the EU through the French Development Agency (AFD - Agence Française de Développement), is implemented by Expertise France in Ivory Coast. In 2022, Expertise France entrusted CIDR Pamiga with the task of identifying mechanisms to:

(i) facilitate the purchase of electrical equipment by individuals, public services and private professionals in rural areas, (ii) encourage private electrical equipment distribution chain operators to improve the quality of their products and services or extend their service coverage.

This mission consists of the following three phases:

→ **Phase 1** – Conducting a feasibility study on a range of technical and financial mechanisms targeting private service providers or public agencies to facilitate access to electrical equipment for households, SMEs and public spaces.

In order to conduct this feasibility study, CIDR Pamiga carried out:

- a detailed demand study, which included: (i) collecting data and analyzing the level of equipment in households, SMEs and public spaces in the target locations, (ii) analyzing and studying the level of network coverage in locations with an existing electrical network, (iii) an in-depth analysis of demand for electrical equipment, (iv) identifying and analyzing demand constraints, and (v) studying and evaluating potential synergies with the development of other public services (drinking water, healthcare, education and telecommunications).

- a supply study, which included: (i) identifying potential beneficiaries of technical and financial mechanisms or partners of the MAX Project; (ii) collecting information on these potential beneficiaries; (iii) presenting the project and meeting with these potential beneficiaries and/or partners.

→ **Phase 2** – The development of a strategy of calls for projects aimed at providing subsidies to the beneficiaries and/or partners identified in the previous phase in order to increase access to and use of electrical equipment by households, SMEs and public spaces.

→ **Phase 3** – Define and implement an operational system to monitor and control the execution of decisions.

By 2022, CIDR Pamiga completed Phase 1 and began implementing Phases 2 and 3. The major expected outcomes of the MAX Project to which this mission must contribute are:

- Expanding the geographical distribution of electrical equipment for domestic and industrial use and/or related services (training, maintenance and repair);
- Developing offers for purchasing better quality or more energy-efficient electrical equipment than currently available, and providing related services (training, maintenance and repair);
- Providing attractive payment and financing solutions for the purchase of electrical appliances, adapted to the low income and investment capacity of the population.

Survey work in 42 villages that have or will soon have electricity with the help of CIDR Pamiga.
9. Digital finance

The main objective of the project is to support 6 MFIs in the choice and deployment of solutions aligned with their strategic objectives. These solutions aim to facilitate and improve access to financial services for the population (particularly rural and remote populations), but also to improve the operational efficiency of these MFIs and contribute to their performance objectives. The development and implementation of digital solutions within MFIs will be accompanied by improved risk management and social performance systems.

The project is progressing well overall, despite travel restrictions due to the health crisis, which has had an impact on the MFIs’ delivery times. The borders were reopened in early 2022, allowing the field missions to the 6 MFIs to resume in April 2022.

Providing technical assistance to MFIs has achieved the following results:

- **CAURIE-MF (Senegal):** The launch of the Agency Banking pilot in 5 branches, along with the “Collect Mobile” service (savings collection). This pilot enabled CAURIE-MF to open 600 new accounts and mobilize savings of 400 million CFA francs.
- **WASASA (Ethiopia):** (i) Training and implementation of the Agency Banking deployment strategy. (ii) Obtained approval for Agency Banking from the National Bank of Ethiopia, thanks to the support of CIDR Pamiga.
- **RENACA Benin (National network of community and self-governed credit unions):** completed its integration with the telephone operator MTN to enhance its value proposition with services such as “Bank to Wallet” and “Tontine Mobile”.
- **ACFB Benin (Association of Grassroots Financing Funds):** Signed a contract with CAGECFI for the technical implementation of the Mobile Banking service (for providing a virtual software license, server configuration and replication, and implementation of a mobile banking interface platform).
- **CECAM Madagascar (Savings Banks and Crédit Agricole Mutuels):** Training and implementation of the Agency Banking deployment strategy. Conducted a marketing strategy study for the launch of digital finance solutions.
- **VOLA MAHASOA (Madagascar):** Training and implementation of the Agency Banking deployment strategy. Launched an Android mobile application for Moneytech’s Agency Banking and Cash Collection services. Introduced Mobile Banking in partnership with the operator TELMA through its MVOLA service.

CIDR Pamiga’s technical assistance has also helped to set up risk management committees at board and management levels in a number of institutions, notably RENACA and ACFB.
10. Digifemmes – Ivory Coast

The aim of this new 3-year Project (April 2022 - March 2025), implemented in partnership with the Wi-AGRI platform, is to increase the income, competitiveness and resilience of women producers and workers (both in agriculture and processing) in the cashew nut value chain and at least one other value chain in Ivory Coast. The specific objectives are:

- To promote access to digital services: 45,000 women will be registered on the Wi-Agri platform and trained in its use, as well as in business and financial management.
- To strengthen the position and capacity of women to integrate into the value chain: 36,000 women will make transactions on the Wi-AGRI marketplace and use Wi-AGRI’s financial, information and advisory services.
- To share lessons learned, success stories and best practices: the innovations tested in the project will be used by Wi-AGRI and the methodological approaches will be shared with similar initiatives.

In the first few months of implementation, training modules on business management and Wi-AGRI’s digital services were developed and delivered to more than 3,200 women, some of whom have already completed transactions on the marketplace.

A study was funded by the CGAP as part of its WIRAL (Women In Rural and Agricultural Livelihoods) initiative and conducted by Dalberg Consulting, Wi-AGRI and CIDR Pamiga in consultation with Fin’ELLE, Wi-AGRI’s partner financial institution. The objective of this study was to better understand the digital financial and non-financial service needs of the different categories of women targeted by the Wi-AGRI project, and to propose adapted and innovative services for a pilot phase. The study led to the design of a pilot project for a new Fin’ELLE financial product (AVEC Fin’ELLE) aimed at making Village Savings and Credit Associations (AVECs) bank-compatible through the opening of group and individual savings accounts, with a savings phase prior to the granting of loans to AVEC members for income-generating activities. The innovative nature of this product lies in the integration of Fin’Elle services on the Wi-AGRI platform and the involvement of Wi-AGRI coordinators and “village ambassadors” in identifying AVECs, registering them and their members on the Wi-AGRI platform, promoting and providing training on the financial product, assisting with loan applications, and monitoring savings and credit options. There are also plans to develop a “financial graduation” approach for women who are not members of an AVEC (setting up savings groups as a preliminary step before accessing Fin’ELLE loans).
Agricultural value chains

11. Technical assistance for the Tanzania Agricultural Development Bank (TADB)

At the end of 2020, CIDR Pamiga was contracted by AFD to support the TADB in the feasibility and design of a EUR 81 million Project to improve access to agricultural finance in Tanzania, targeting mainly small-scale agricultural producers and rural micro-enterprises, including women and young people.

CIDR Pamiga mobilized nine senior specialists in various fields and developed a Project that included the financing of three TADB financial instruments (co-financing with financial institutions, a concessional credit line for financial institutions, and a guarantee mechanism for loans to small-scale agricultural producers). Three percent of the funding will also be used to finance Technical Assistance for the proper management of TADB’s financial instruments and the definition and implementation of a strategy for the promotion of products to finance climate-resilient practices and agro ecology. Part of the funding will be used to finance TA to partner financial institutions to develop of their agricultural portfolios. The Project was designed to strengthen the TADB’s role as a catalyst for the Tanzanian financial sector, hence the focus on financial instruments for different categories of financial institutions (commercial banks, community banks, MFIs and leasing institutions), with TADB’s direct funding being prioritized for financing long-term investments not covered by the private sector. The Project was approved by AFD at the end of 2021. In 2022, CIDR Pamiga prepared the terms of reference for the technical assistance program and the operational manual for the Project. Finally, in 2023, CIDR Pamiga will review the TADB’s strategic plan.

12. The Outgrower and Value chain fund (OVCF)
Phase III (figures not yet available) - Ghana

The OVCF is a refinancing instrument for Ghanaian financial institutions to access medium and long-term resources to finance investments in agricultural value chains. The financing model promoted is based on a tripartite relationship between the financial institution, a company operating in the value chain, and small-scale producers under contract with the company. The total amount of the fund is € 50 million. Since the start of the Project, ten tripartite schemes have been financed in the rubber, oil palm, rice, pineapple, sorghum, cassava, cocoa, corn and soybean value chains. A total of €25.6 million has been committed and €16.9 million has actually been disbursed to final borrowers by partner banks, with 5,971 small-scale producers benefiting from services to finance their operations.

Phase III of the Project (08/20 - 07/23) is being implemented by the IPC - CIDR Pamiga - OA&A consortium. The priorities of Phase III are to disburse the entire fund, set up an effective monitoring and evaluation system, and institutionalize the refinancing fund.
Short-term consultations

The Director of the Ecosystem Platforms Division conducted the following consultations:

- Mission leader and Rural Finance Specialist for the IFAD to oversee and formulate an additional three-year phase of the FARMSE Project (Financial Access for Rural Markets, Smallholders and Enterprise Program) in Malawi.
- Mission leader and Rural Finance Specialist for the IFAD for the mid-term review of the Rural Enterprise Financing Project (REFP) in Mozambique.
- Mid-term review of the Agri Hub Project in Ethiopia, implemented by the Agricultural Transformation Institute (ATI) and funded by AFD.
- FAO Rural Finance Specialist for the formulation of the EbAM (Ecosystems-based Adaptation for Resilient Watersheds and Communities) Project in Malawi, to be financed mainly by the Green Climate Fund and the IFAD.

The main themes addressed during these various missions were (i) financing for small-scale producers and agricultural SMEs, in particular for financing ecosystem-based solutions for climate change adaptation, (ii) strengthening community finance systems, (iii) financing mechanisms for innovation in rural finance, (iv) blended finance mechanisms (concessional credit lines, guarantee mechanisms and technical assistance for financial institutions (commercial banks, MFIs and COOPECs), and (v) capacity building for agricultural SMEs to enhance their banking viability.

The Director of CIDR Pamiga’s Investment Fund Technical Assistance Division coordinated the activities of the Capacity Building and Training Program for Madagascar’s microfinance institutions in credit risk assessment for green and blue economy businesses. As part of this UNDP-funded Program, in January 2022, CIDR Pamiga defined and implemented the following training plan:

- The blue and green economy concept;
- Effective risk management;
- Individual credit management;
- Debt collection;
- Using the corporate solvency assessment tool (designed by CIDR Pamiga as part of this mission).

The Director of CIDR Pamiga’s Projects and Partnership Division participated in the writing of a monograph on the rice sector in Ivory Coast, under the direction of the World Bank. This work will be completed in 2023 and should be the basis for a World Bank publication.
OUR CONTRIBUTION TO THE SDGS IN 2022

- 845,000 clients with improved access to digital financial services
- 10 operational value chain financing mechanisms: €16.9 million distributed among 6,000 producers
- 9 training areas supported and 600 young people trained in climate-resilient activities, 300 of whom were helped to start their own businesses
- 1 operational digital agricultural platform, with 21,000 registered producers
- 3,200 women registered on the digital agricultural platform
- 2,500 women from rural areas trained in business and financial management through the DigiFemmes program
- 7,500 people with improved access to energy
- 5 guarantee funds for youth entrepreneurship
- 2 Innov’actions funds to finance start-ups
- 3,500 tons of CO2-equivalent emissions eliminated through clean energy products
- 61,590 people took action to increase their resilience to soil erosion and flooding, protecting 2,448 hectares of land from runoff, erosion and flooding
- 50 neighborhood committees (469 members, 166 of whom are women) and 17 “youth-friendly” sub-prefecture committees in dialogue with local authorities.
COMMUNICATION AND ADVOCACY

A workshop organized by Allcot and the Carbon Markets Fairness Foundation in Saly (Senegal), September 2-9, 2022.
Theme: “Promoting a fair and equitable future for carbon projects”

The “Promoting a fair and equitable future for carbon projects” workshop in Saly, organized by Allcot and the Carbon Markets Fairness Foundation, brought together representatives from around a dozen countries, including 7 from West Africa, as well as conservation NGOs and technology start-ups interested in playing a role in the carbon market, to discuss aspects of fairness and equity in carbon markets. This was the perfect opportunity for CIDR Pamiga to present its experience in Financial Inclusion via Microfinance and its ecosystem platform, Wi-Agri, which enables all those involved to get to know each other, meet, share their supply and demand needs, and ultimately trade in complete security and transparency.

This partnership between carbon market players committed to justice and fairness and those involved in Financial Inclusion and Responsible Digital Finance is a sure path to achieving Sustainable Development projects where project ownership is in the hands of the final beneficiaries and the financial spin-offs contribute to the economic and social empowerment and well-being of local populations and communities. So this workshop is a landmark event.

As a result of this workshop, CIDR Pamiga was co-opted as an active member of the Foundation.

Workshops organized by the CGAP and Mercy Corps in Nairobi
Theme: “Platforms and empowerment for women”

On September 23, 2022, Paul PICOT, Director of the Ecosystem Platform Division, took part in a workshop in Nairobi to exchange ideas with partners of the CGAP as part of the WIRAL (Financial solutions for women in rural and agricultural livelihoods) initiative. He presented the Wi-AGRI project and the CGAP-funded study, the aim of which was to gain a better understanding of the digital financial non-financial service needs of the different categories of women targeted by the Wi-AGRI project, and to propose adapted and innovative services for a pilot phase.

In November 2022, AgriFin and Mercy Corps hosted the 6th annual learning event in Nairobi. Wi-Agri (represented by Renée Chao-Béloff) was asked to participate in a panel on “Boosting Gender Equality in Agriculture through Innovation and Digitalization”, moderated by the CGAP and featuring speakers from the Bill & Melinda Gates Foundation and Dalberg Advisory.

Following these initial exchange workshops, the CGAP and Mercy Corps have established a capitalization network focused on best practices in developing products and services adapted to female clients from rural areas, based on identifying rural women’s profiles, aspirations and constraints, defining financial and non-financial products and services, and a client pathway that promotes their independence, as well as their economic and social development. A publication is planned for 2023, with contributions from Wi-Agri’s DigiFemmes program, to illustrate the use of a digital platform to promote the financial inclusion of rural women in the cashew nut industry.
Seminar organized by the European Union on the Territorial Approach to Local Development (ATDL - Approche Territoriale du Développement Local) for French-speaking African countries

*Abidjan, Ivory Coast, November 22-24, 2022*

→ Presentation of the Project for the socio-professional integration of young people in the green and circular economy - Regional Council of South Comoë, CIDR Pamiga

→ Speech by the President of the Regional Council on the “Decentralization and Territorial Development: Local Authorities as Drivers of Change in Africa” Panel - November 21, 2022

→ Approximately 30 seminarians hosted at the Project’s sustainable horticulture training site for young people - Centre Abel de Grand Bassam - on November 24, 2022
Experience-sharing workshop organized by the Assembly of Regions and Districts of Ivory Coast (ARDCI) - Grand Bassam - January 2023

With the support of the ARDCI, 12 regions working on “youth integration” and “green and circular economy” participated in a workshop to share experiences and visit the CRSC’s agro-ecological sites. The twelve regions were Nawa, Mé, Gontougo, Tonkpi, Bélier, San Pedro, Loh-Djiboua, Grands Ponts, Bafing, Cavally, Worodougou and Kabadougou.

On this occasion, CIDR Pamiga and the Regional Council of South Comoé presented the achievements of the Project for the socio-professional integration of young people in the green and circular economy, in particular the financial and non-financial tools developed by the CRSC for the integration of young people in the green and circular economy.

The Vice President of the ARDCI and President of the Sans Pedro Region being interviewed by the press
LOOKING AHEAD TO 2023

2023 will be a pivotal year, marking the end of the previous Business Plan and the post-merger period of CIDR and Pamiga, which we consider successful and beneficial in terms of skills synergies and experience. It will also mark the beginning of our transition to a business model closer to that of a group of Impact Enterprises, and to a strategy resolutely focused on “delocalizing” all of our operational teams to the field, particularly in West Africa, with our headquarters in Europe playing a stronger role in terms of governance, values guardianship, impact monitoring, evaluation and reporting, and thus advocacy for sustainable development, with the SDGs guiding both our agendas and our actions.

To achieve this, we are bringing together all our strengths in terms of partnerships, both locally and globally, and updating our experience to make it more relevant and effective, easier to implement, and more agile and scalable thanks to digitalization and digital platforms. In particular, our skills and experience in financial inclusion, empowering vulnerable women, strengthening agricultural producer cooperatives, and structuring value chains through contract-based arrangements will be offered to private sector players seeking to increase their socio-economic impact with local communities. Of all these players, those in the carbon markets seem, in our opinion, the most promising, given our obvious complementary qualities.

ALLCOT, an organization we met in 2020 and found in 2022 during a field visit to their mangrove restoration site in Casamance and the main facilitator of the Fair Carbon Markets workshop, is very interested in the opportunities we identified in Ivory Coast. 2023 will therefore be the year of co-construction of projects based on nature and technology, co-promoted by CIDR Pamiga and ALLCOT, not only in Ivory Coast, but throughout Sub-Saharan Africa. The challenges are enormous, but so are the demands and opportunities.

During this transition, CIDR Pamiga will continue its activities on access to energy and productive equipment, networking between banks, MFIs and equipment suppliers, and supporting the development of financial products adapted to a green economy. Phase II of the AFD-supported Digital Finance project will have been completed, enabling 6 rural MFIs to provide digital financial services to their decentralized clients and preparing them to join agri-tech platforms to efficiently expand their reach.

Wi-Agri will consolidate its activities to empower women in rural areas through DigiFemmes and will launch a program to support the digitalization of small-scale cashew producer cooperatives. DigiCoop will diversify its range of services beyond the cashew nut value chain to food chains, and adapt its architecture to serve other ecosystems, particularly those targeted by carbon projects.