



# ONE ACRE FUND

Farmers First

# One Acre Fund - Who We Are



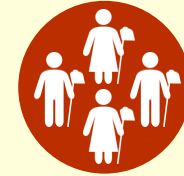
**We serve 70% of Africa's poor dependent on one-acre farms**

- **Highly remote, staple crop farm families** across 6 countries in East/Southern Africa
- **Comprehensive, proven model** that increases incomes 50% on supported activities



**We are a non-profit, but operate like a business**

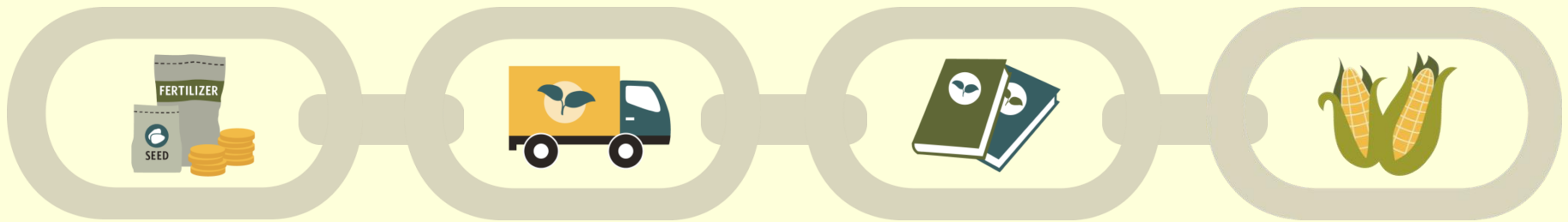
- **Highly sustainable model:** farmers cover three-quarters of field costs
- **We listen to our customer:** 98% of staff, including CEO, live in rural areas



**We are scaling rapidly, directly and through partnerships**

- **Core program:** 40 families in 2006; 700,000 today; 1 million by 2020
- **Gov't Partnerships:** 700,000 today; 2 million by 2020

# One Acre Fund: complete service bundle



## FINANCING

- Credit, with flexible repayment
- Insurance

## DISTRIBUTION

- On-time delivery
- Within walking distance

## TRAINING

- Simple, participatory
- Delivered by farmers

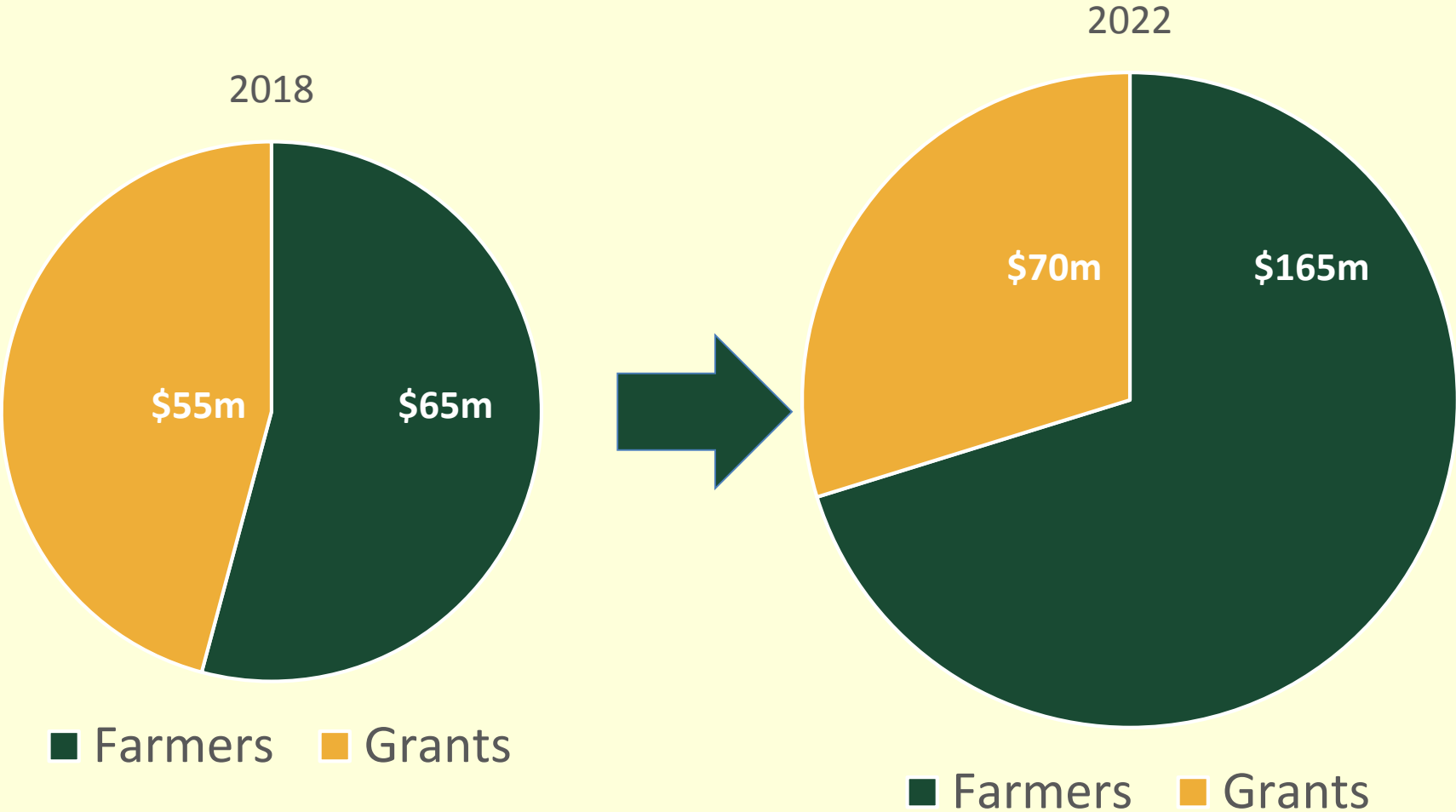
## POST-HARVEST

- Improved Drying
- Safe storage

For best results, these services must be provided together.



# Two Revenue Streams: Farmers and Donors



# Why Debt?

Kenya example

May – Dec

Jan-Mar

Sep

One Acre  
purchases  
inputs

Inputs  
Delivered to  
Farmers

Farmers  
complete  
repayment



*Debt helps us manage the timing gap between when we need to buy inputs and when we get repaid for them by farmers*