



ONE ACRE FUND

Farmers First

One Acre Fund - Who We Are



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

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- **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

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- **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

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- **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

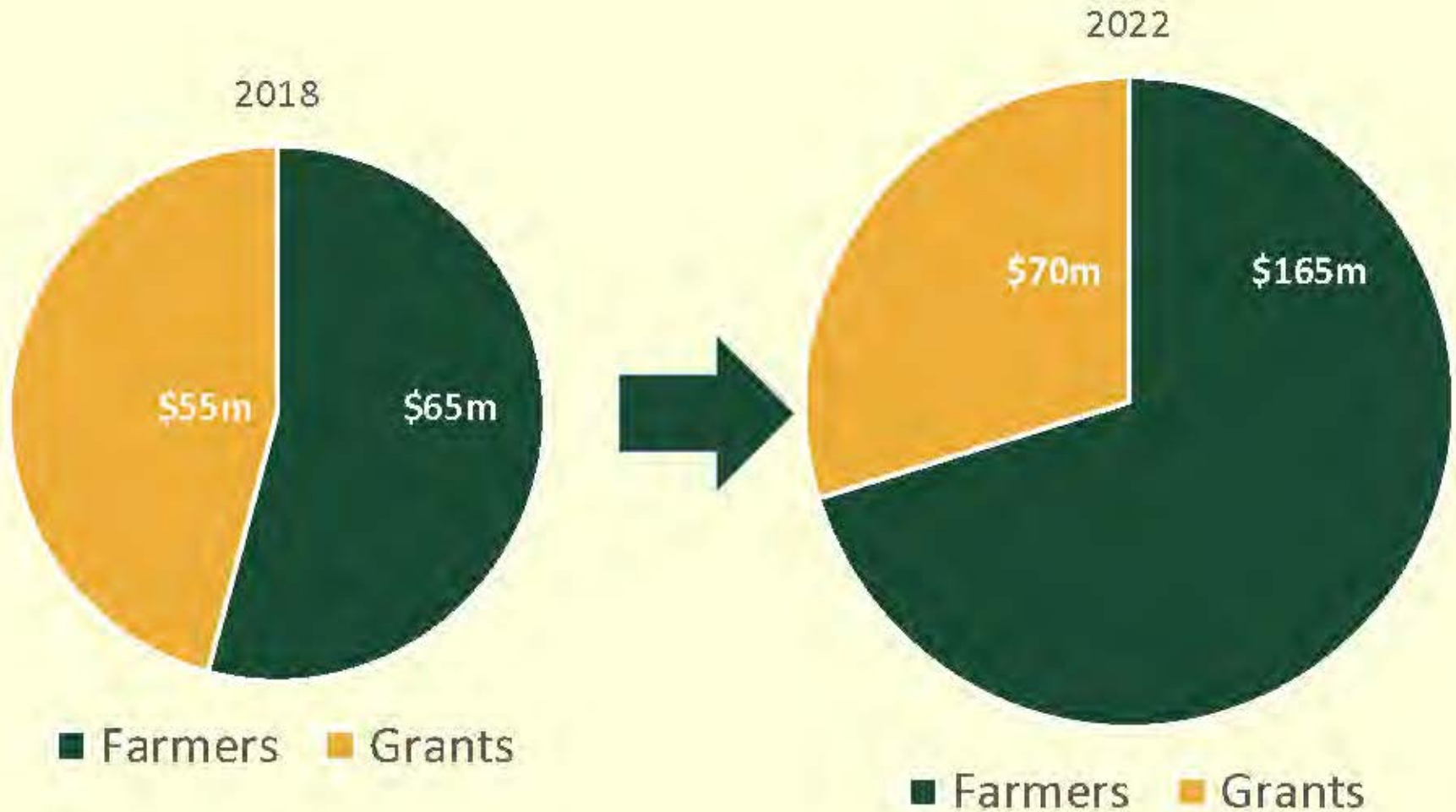
- Simple, participatory
- Delivered by farmers

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*