The Challenge

70%

AULELIANA LUKOSI, TANZANIA
The Hunger Season

ELISI NDANGA, TANZANIA
Our Client

ANNE MALEMBa, KENYA
Who We Are

We serve smallholder farmers

Non profit, but operate like a business

Scaling rapidly—directly and through partnerships
Where We Work

Operations at Scale

- Kenya
- Tanzania
- Malawi
- Ethiopia
- Uganda
- Rwanda
- Burundi
- Zambia
- Myanmar
Complete Service Bundle

FINANCING  DISTRIBUTION  TRAINING  MARKET FACILITATION
FINANCING

BLANTINA KIBURUNGWA, TANZANIA
Distribution

🌟 Previous Market Point
📍 One Acre Fund Delivery
INPUT DELIVERY

FRANCOISE YANKURIJE, RWANDA
MARKET FACILITATION
IMPACT

before

after
Farmer Profit (2015)

<table>
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<tr>
<th>Control Farmer</th>
<th>One Acre Fund Farmer</th>
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<tr>
<td>$250</td>
<td>$387</td>
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<td>$137 increase</td>
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Where Extra Income Goes

- 12% additional nutritious food
- 33% school fees
- 24% medical expenses, improved housing, etc.
- 31% new business & farm activities

SOURCE: 2011-2012 External Study of Kenya Program
Farmers Served

2006: 125
2009: 12,000
2012: 135,000
2015: 305,400
2016: 400,000
Scalable Impact

1 field officer provides service bundle to 200 smallholder farmers reaching 1,000 people

- FINANCING
- DISTRIBUTION
- TRAINING
- MARKET FACILITATION
CONRAD LUKOYE
KENYA
“The knowledge that we got from One Acre Fund made it possible for us to run our greenhouse.”
These are real people. Every single one matters.

**The right to eat every day**

In rural East Africa, 1 in 10 children dies before they reach age five, and the majority of their deaths are hunger-related.

**A right to complete high school**

Only 50% of children in East Africa complete high school, due to lack of funds.
**Long Term Impact:** Reach 1 million families by 2020

- 1 million farmers = 4,500,000 children
- Gov’t Partnerships = additional 2 million farmers

- **Years:** 2010 to 2020
- **Countries:** Tanzania, Burundi, Rwanda, Kenya
- **Children:** 4,500,000
- **Farmers:** 1 million (initial) + additional 2 million
We are reaching less than 1% of the 50 million households in Africa we think we could serve.

Put another way, we are failing to serve 49,800,000 farm families.
ONE ACRE FUND

Farmers First

AULELIANA LUKOSI, TANZANIA