



*Association of Microfinance
Institutions in Rwanda*

**Assessment Report of the assessment on
financial needs for farmers engaged in
poultry, piggery and fishery values chains.**

February 2024

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1. Introduction

The association of microfinance institutions in partnership with Rwanda Orora Wihaze is planning to conduct an assessment aiming at determining the gaps in financial products for small livestock value chain in 8 districts and 5 MFIs in Kigali City. The assessment was conducted within 21 MFIs of which 16 SACCOs and 5 Limited Companies.

The microfinance sector promotes faster, broad-based economic growth and poverty reduction, thus strongly supporting national-level objectives. The microfinance institutions assist in reducing and alleviating poverty and enhancing the economic development of rural development. The microfinance institutions contribute significantly in the promotion of financial inclusion in Rwanda.

In microfinance institutions, the amount of loans disbursed as of June 2023 is 387 billion Rwandan francs as of June 2023. There was an increase of 19% in the loan amounts from December 2022 to June 2023. The total amount of loans disbursed by the economic sector is distributed as follows: agriculture, livestock, and fishing cover 47 billion Rwandan francs; public works cover 52 billion Rwandan francs; commerce, restaurant, and hotel cover 99 billion Rwandan francs; transport, warehouses, and communication cover 12 billion Rwandan francs and the remaining 177 billion Rwandan francs is attributed to other sectors. Thus, the loan portfolio disbursed to agriculture, livestock, and fishing is 12% of the total loan portfolio in microfinance institutions and SACCOs. Financial institutions do not issue agricultural loans easily because they are concerned about risks associated with livestock production¹. The issue is a lack of trust in farmers' capacity to repay loans.

Given that livestock financing has the potential to be a key driver of livestock productivity and economic growth in Rwanda, few farmer households have access to livestock financial products. Access to financial services and products is the key challenge faced by farmers. This assessment examined the challenges and financial requirements for pig, poultry and fish value chains in 7 districts. The analysis revealed the following main challenges namely Insufficient access to affordable, suitable, and nutritious animal feeds; Low market prices for animal products compared to input costs, which imply losses; and Lack of business skills for livestock production and price fluctuation. The report presents the assessment approaches, findings and needed interventions that will help in addressing the identified gaps and contribute to financial inclusion as well as to the improved livelihood of farmers.

1.1. Objectives of the assessment

This capacity needs assessment intended to achieve the following five objectives:

- To identify the financial needs and requirements of small livestock farmers engaged in poultry, piggery, and fishery.

¹ FAO, Small livestock development in Rwanda: enhancing the policy environment for pig and poultry value chains.

- To determine the financing challenges faced by small livestock farmers in accessing and utilizing available financial services, at different nodes of those value chains.
- To provide actionable recommendations on mechanisms that would stimulate microfinance institutions' lending to of small livestock farmers, especially poultry, piggery, and fishery.

1.2. Assessment Approach and Methodology

The assessment process primarily used both primary and secondary data collection through desk review and direct consultations with farmers and MFIs/SACCOs. This approach has involved the integration of both quantitative and qualitative data. We used a questionnaire and key informant interviews for the data collection. AMIR team had discussed the questionnaire for this assessment to ensure that the expected information will be captured.

The assessment employed Mixed methods as an overall approach and methodology to suit the context of this assessment.

- (i) **Demand side analysis** - This assessment focused on assessing the state of the demand for financial services among small livestock farmers in the selected value chains in 8 districts indicating both current levels of access to financial services, existing challenges, as well as capability of accessing financial services using digital devices.
- (ii) **Supply-side analysis** - This was focused on assessing the state of the offer and existence of financial services and products to small livestock farmers. The emphasis was put on identifying whether the selected microfinance institutions have financial products both digital or non-digital toiled to farmers involved in poultry, piggery, and fishery value chains, as well as identifying associated challenges and constraints.

1.2.1. Data collection techniques

The assessment process primarily relied on both primary and secondary data collection. This approach involved the integration of both quantitative and qualitative data, enabling a general comprehension of the financial requirements and obstacles encountered by different farmers involved in poultry, piggery and fishery. To facilitate this comprehensive data-gathering process, we employed the following data collection techniques:

1.2.2. Desk Review

The desk review presents a comprehensive analysis of existing research and study reports related to farmers engaged in the farming of poultry, piggery and fishery and their financial needs. We explored the roles played by actors in these value chains to understand the existing facilities for farmers involved in the selected small livestock value chains.

1.2.3. Surveys

A structured survey was carried out to gather data from a diverse group of farmer participants involved in the selected value chains. The survey was specifically designed to be representative of small livestock

farmers engaged in the poultry, piggery and fishery value chains, in the districts of Gakenke, Nyamasheke, Nyamagabe, Burera, Kayonza, Ngoma and Rutsiro.

To efficiently collect this data, an individual questionnaire was administered using Kobo Collect, which streamlined the process by eliminating the need for manual data entry. The questionnaire was administered in person to carefully selected identified respondents who are farmers in the selected value chains. The respondents were identified in collaboration with managers of selected microfinance institutions and the staff in charge of veterinary services in the sector where the selected microfinance institutions are located. The data collection was conducted by the staff of AMIR to ensure the quality of the data collected.

By structuring the survey in this manner, we aimed to collect comprehensive and accurate data from a wide range of small livestock farmers, ensuring the assessment's relevance and effectiveness in informing the institution's decisions and strategies.

1.2.4. Key Informant Interviews

In this assessment, we conducted in-depth interviews with key informants to complement the information derived from surveys. These informants primarily represented the microfinance institutions as the financial services providers and the administrative sector as part of technical assistance and day-to-day follow-up of farmers involved in the poultry, piggery and fishery value chains.

The in-depth interviews allowed us to dig deeper into the subject matter, capturing nuanced information that transcends mere facts and figures. By engaging with key informants, we were able to gain a general understanding of the main issues at hand and enrich this assessment with qualitative insights.

To maintain the representativeness and reliability of the key informant interview responses, we interviewed all managers and staff in charge of veterinary services at the sector level except for big MFIs where the interview was conducted at the head offices.

1.2.5. Sampling Frame and Sampling Technique

The target population for our assessment comprises farmers who are actively engaged in the poultry, piggery and fishery across 8 selected districts where the USAID Rwanda Orora Wihaze is operating. However, there was no existing sample frame composed of all farmers engaged in the selected values and chosen administrative sector. Therefore, we employed non-probability sampling methods mainly quota sampling technique. Quota sampling is a means of satisfying the sample size objectives for the subpopulations. Hence, it was agreed to select 3 farmers from each value chain in each sector leading to the total number of 144 farmers as the sample size.

1.2.6. Data analysis

The data exploration and data preparation processes were done before diving into the analysis. This process involves various steps, including data validation, data cleaning, and data transformation. For the

analysis, Kobo was done for data collection and data consolidation and SPSS was used for data analysis, especially for primary data collected.

In addition, the analysis of Key Informant Interviews focused on converting interview notes into a digital, paper-based questionnaire that was used to gather data. These data were compiled and analyzed to provide valuable insights from the supply side into the financial needs of small livestock farmers engaged in poultry, piggery and fishery value chains.

1.2.7. Data Validation

The validation of the assessment questionnaires was conducted during a meeting with AMIR staff to ensure that the assessment tools were well-designed and appropriate for the assessment's objectives. A cross-checking was done to ensure that the collected data were comprehensive.

1.2.8. Limitations faced during the data collection

In the beginning, to ensure the representativity of the respondents, it was agreed to administer the assessment of one hundred forty-four considering 9 people at the sector level. However, during the fieldwork itself, significant difficulties were encountered in reaching these individuals due to some farming that is not in all the selected sectors. We realized that in some sectors there are no fishing activities or low levels of poultry practitioners. This makes it difficult to reach the expected target of the respondents. But because we interviewed each sector, the manager, veterinary and farmers, we are confident that the provided information reflects the real reality on the ground.

2. Assessment findings

This section presents a comprehensive analysis of the assessment findings. A thorough desk review of reports and articles related to livestock financing and the financial needs of farmers engaged in the poultry, piggery and fishery value chains in Rwanda was conducted. Importantly, the analysis incorporates data collected from data collected aimed at farmer participants and insights gathered from key informant interviews with managers and veterinary at the sector level.

2.1. Demographic characteristics

The assessment revealed the following demographic characteristics of the respondents:

2.1.1. Demographic location

The assessment was conducted over 107 individual respondents located in the neighborhood of the 21 selected microfinance institutions distributed as follows east: 4, north: 4, south: 3, west: 6 and Kigali at the head office: 4.

The table below illustrates the location of the individual respondents.

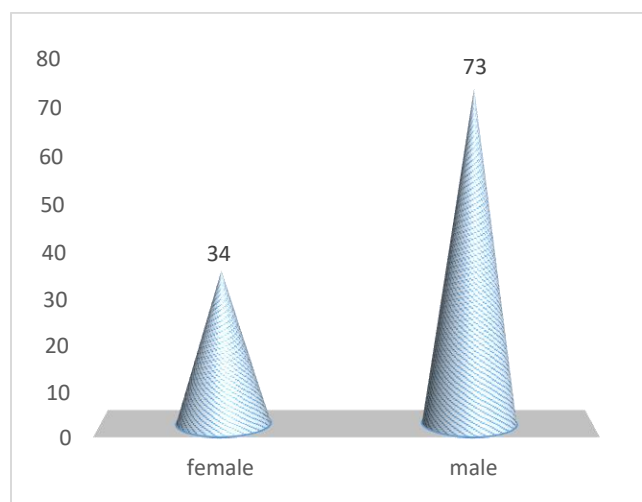
Location	Fish	Pig	Poultry	Total	Percent
East	6	13	11	30	28
North	3	11	11	25	23
South	1	5	8	14	13
West	4	23	11	38	36
Total	14	52	41	107	100
Percent	13	49	38	100	

2.1.2. Gender and Education Level

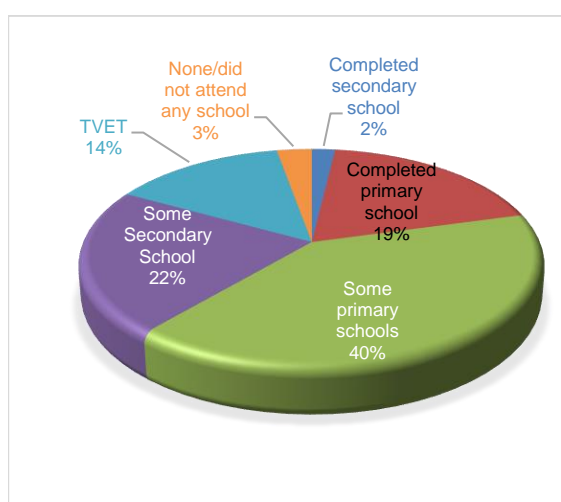
The highest number of respondents are males (73) representing 68.2% while the females are 34 representing 31.8%.

Examining the level of education of the respondents, 40% of the respondents have some primary schools, 22% of the respondents have some secondary schools, 19% of the respondents have completed primary school, 14% of the respondents studied TVET, only 2% of the respondents have completed secondary school while 3% did not attend any school.

Gender distribution of the respondents.



The education level of the respondents.



2.1.3. Age distribution and marital status

The age category above 50 years has the highest number of respondents (25.5%). The [45-50[age category has the second-highest number of respondents (16.0%). The [35, 40[age category represents 14.2% of the respondents. Almost 55.7% of the respondents are more than 40 years old. The age category [35, 40[represents 23.6% of the respondents. Note that 97.2 % of the respondents are more than 30 years old. The age category less than 30 years old which is the age range for youth in the context of Rwanda, covers only 2.8% of the respondents.

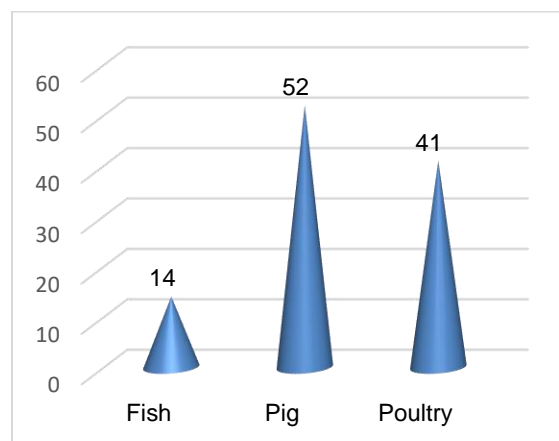
Age distribution

Age range	Number of respondents	%	Cumulative
Above 50	27	25.2	25.5
45 - 50	18	16.8	41.5
40 - 45	15	14.0	55.7
35 - 40	25	23.4	79.3
30 - 35	19	17.8	97.2
Less than 30	3	2.8	100
Total	107	100.0	

Marital status

Marital status	Number of respondents	%
Married	99	92.5
Single	7	6.5
Divorced	1	0.9
Total	107	100.0

Assessed value chains



The highest number of respondents is in the piggery value chain (52) representing 49% of the total respondents. The respondents engaged in the poultry value chain are 41 representing 38% of the total respondents. The assessment was carried out of 14 respondents in the fishery value chain representing 13% of the total respondents. Note that many people who are involved in the fishery value chain operate in cooperatives which justifies the low number of respondents engaged in the fishery value chain.

Moreover, the assessment revealed that 91% of the respondents have not registered businesses, and only 9% of the respondents have legally registered businesses.

For the piggery, most of the smallholder farmers rear one to three pips and more households practice that. This is due to limited capacity to expand their business as most of them reported. Among the respondents, there are some of them having large piggery farming practices with more pigs and large shelters. Most of the respondents engaged in the poultry value chain work individually while one group not yet registered as a cooperative was among the respondents.

2.2. Motivation for joining value chains

The assessment examined the motivations behind smallholder farmers joining small livestock value chains.

- The most common motivation for smallholder farmers to join value chains is the identification of market gaps (93%);
- Seeking alternatives for employment problems (54%) and passion for sustainable farming (37%) are also significant motivators.
- The other motivations include seeking fertilizers and increased nutrition, and it requires small start-up capital (18%);
- The family background (5%), donor funds (4%), and government support/policies (4%) did not show significant motivations.

2.3. Financial priorities and resource allocation in livestock value chains

This part investigates the financial priorities of smallholder farmers engaged in piggery, poultry, and fishery value chains. It reveals how the resources are allocated and the requirements ranging by the highest ones. By examining the percentages of responses from the assessment of smallholder farmers in small livestock value chains, the objective is to reveal the key requirements that demand their financial attention.

The analysis shows significant insights that can guide AMIR and Rwanda Orora Wihaze in offering the intended support to these livestock farmers by enabling a conducive financial sector.

The result in the table below shows that the majority of the livestock financial costs incurred by the livestock farmers are channeled toward feeds, accounting for 37.5%. This is considered the main constraint for farmers with a negative implication on the expansion of farming business in the selected value chains. Animal food accessibility and affordability remain the biggest constraint for farmers and it has a negative implication on the expansion of farming business in the selected value chains. This study investigated the main cause of small livestock feed problems observed in all districts.

Root causes of small livestock feed constraints

The assessment showed that most of the small livestock farmers encountered the big challenges of insufficient access to affordable, suitable, and nutritious animal feeds in all 8 districts. This part highlights the root cause of small livestock feed constraints² below.

- Low production of soybean and maize - Productivity is still very low; the small size of land plots coupled with inadequate agricultural practices and weak irrigation technology build resilience to frequent droughts.

² FAO. 2023. Small livestock development in Rwanda: Policy analysis of pig and poultry value chains. Rome. <https://doi.org/10.4060/cc7162en>

- High cost of animal feeds – the high price of raw materials (maize and soybean) caused by high import prices and high transport costs
- Lack of private investors in warehouse construction to buy and conserve cereals and pulses at harvest time when prices are lower.
- A limited number of feed millers concentrated in Kigali City, Rwamagana, and Musanze Towns.

Therefore, there is a need for interventions to address the above-mentioned constraints which will lead to low production costs. Most of the farmers fear applying for a loan to expand their businesses of rearing pigs and poultry due to a lack and or high cost of feed.

The second highest financial requirement is the construction of shelters, accounting for 21.8%. The third financial constraint for these farmers is the marketing and selling costs of the pigs, poultry, and fish, making up 21.8%. The price fluctuation affects farmers in these value chains, especially in the rural areas where buyers impose the price because most of the farmers sell at the local markets. Among the challenges raised by the respondents include low market prices for animal products compared to input costs, implying losses. The other financial costs are directed toward medicine costs, equipment costs, operating costs, insurance costs, processing, and storage costs.

The table below shows the highest financial needs for farmers involved in the piggery, fishery and poultry value chains.

Financial requirements	Frequency	Percent
Feed	103	37.5%
Shelter	60	21.8%
Marketing and Selling Costs	54	19.6%
Medicines	26	9.5%
Equipment costs	11	4.0%
Operating Costs	11	4.0%
Livestock Insurance Costs	3	1.1%
Processing	3	1.1%
Storage	4	1.5%
Total	275	100.0%

2.4. Highest financial cost by value chain

The table below shows the financial costs allocated to different areas according to their needs in each value chain.

Value chain	Feed	Shelter	Equipment costs	Operating Costs	Livestock Insurance Costs	Processing	Storage	Marketing and Selling Costs	Medicines
Fish	86%	36%	21%	0%	0%	7%	7%	7%	64%
Pig	96%	62%	8%	15%	2%	0%	2%	52%	19%
Poultry	100%	56%	10%	7%	5%	5%	5%	63%	17%

Total	97%	57%	10%	10%	3%	3%	4%	51%	25%
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Investigating the financial costs by value chain, the assessment revealed the following:

For the fishery value chain

- 86% of the respondents reported that the high cost of this business is allocated to food for fish. However, accessibility and affordability of food for fish are not easy for rural areas.
- 64% of the respondents ranked medicine as the second level of resource allocation.
- The third area of resource allocation is the construction and maintenance of dams (34%) followed by the costs for equipment such as nets, etc. The storage and transportation means were also identified as the constraints in this value chain.

For the piggery value chain

- The accessibility and affordability of food for pigs was marked up as the main issue (96%). For instance, during the assessment, farmers living in Nyamagabe, Mbazi sector purchase food from Huye district which incurs high transportation costs. There is a need for an increased number of agro-dealers who sell food for pigs.
- The other areas that require significant costs are shelter (64%), marketing and selling costs (52%) and medicine (19%).

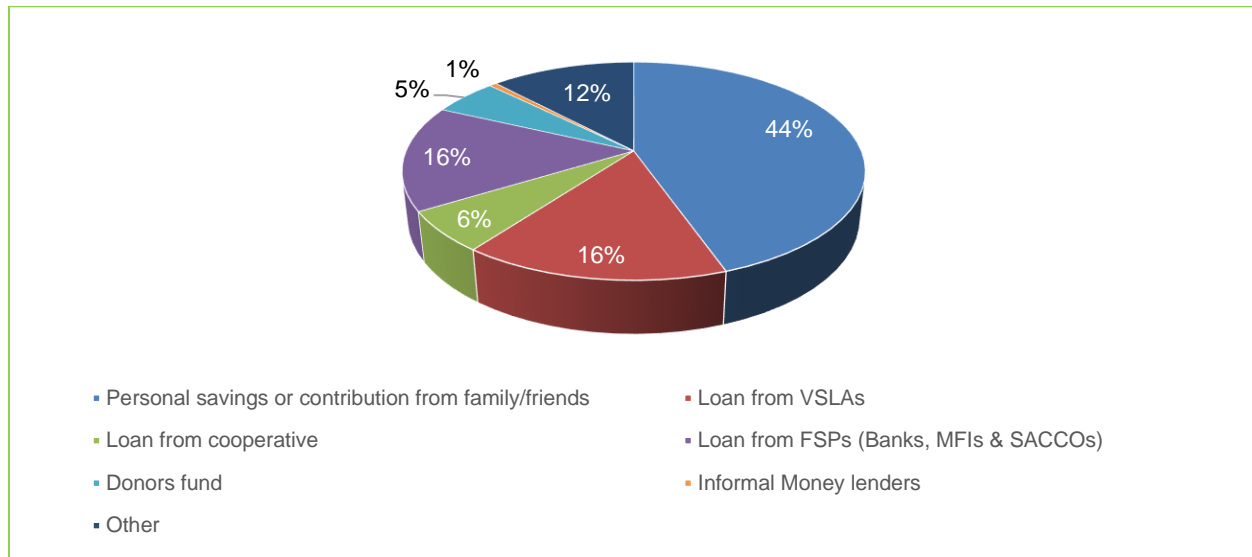
For the poultry value chain

- The main requirement for the poultry value chain reported by the respondent was the accessibility and affordability of food (100%).
- The other areas where the budget is directed are the marketing and selling costs (63%) including the price fluctuation that may lead to loss for farmers. Construction of shelter (56%), medicines (17%), and equipment costs (10%) also showed a significant resource allocation.

In addition, the assessment examined the initial start-up cost for farmers across different value chains. The average initial start-up capital for farmers engaged in the fishery value chain is two million one hundred thirty-nine thousand and seventy-one Rwandan francs (2,139,071 frw). The average initial start-up capital for farmers involved in the piggery value chain is eight hundred thirty-seven thousand seven hundred eighty-six Rwandan francs (837,786 frw). The average initial start-up capital for farmers engaged in the poultry value chain is nine hundred eleven thousand seven hundred eighty hundred Rwandan francs (911,780 frw).

2.5. Source of livestock startup capital financing

This part illustrates the main source of funds for farmers and the level of working with financial institutions in terms of financing their business. The result shows that 44% of the respondents utilized personal savings or contributions from family and friends, 16% of the respondents used loans from VSLA for initial capital, 16% of the respondents utilized loans from financial institutions banks, MFIs and SACCOs for their initial capital, 12% of them used other sources, 6% of them used loans from cooperatives, 5% of the respondents used donor funds, and 1% used informal money lenders.



In addition, all respondents confirmed that they have an account in the microfinance institutions and SACCOs but its usage is still challenging. The analysis revealed that 4% of the respondents were rejected for livestock loans. The reasons for rejections are lack of collateral, incomplete documentation, and inadequate business plan. The analysis showed that 47% of the respondents said that they had attended training on financial literacy while 53% of them did not while the increased awareness and training could be one of the solutions for the above reasons for loan rejections. In addition, during the interview, financial institutions said that for the farmers with insurance of their farming business increases the trust in addition to other requirements.

2.6. Insurance for pig and poultry

Small livestock is an investment for a farmer's future, but it's one vulnerable to natural disasters, declining prices, disease, and accidents. Insurance coverage is one option to minimize farmer risk and maximize the farmer's future on the farm which increases the trust in the business of rearing pigs and poultry. During the assessment, farmers in the fishery value chains showed that there is no insurance scheme in this sector.

2.6.1. Method of calculating the Cost of insurance for pigs

The table below shows the method³ of calculating the insurance cost for pigs and the cost for subsidies.

Price of pig	Insurance cost (6%)	Farmer portion (60%)	Government portion (40%)
50,000	3,000	1,800	1,200
70,000	4,200	2,520	1,680
80,000	4,800	2,880	1,920
100,000	6,000	3,600	2,400
150,000	9,000	5,400	3,600
200,000	12,000	7,200	4,800
300,000	18,000	10,800	7,200
400,000	24,000	14,400	9,600

Source: MINAGRI

Based on the market price of the pig, the insurance cost is equal to 6% of which the farmer pays 60% while the government pays 40% of the total insurance cost. Note that insurance for pigs is taken at least for those with 30 days of life. During the key informant interview with managers, most of the respondents confirmed that pigs should be insured so that they can be considered as collateral for farmers willing to apply for loans. However, the number of farmers with insurance for their pigs is still low. This shows that there is a need for mobilizing farmers to register their pigs into insurance by benefiting from the subsidies given by the Government of Rwanda.

2.6.2. Insurance for poultry

Method of calculating the insurance cost for poultry

Price of poultry	Insurance cost (5.5%)	Farmer portion (60%)	Government portion (40)
5,000	275	165	110

The insurance of poultry is taken for the chicken for at least 15 days and the insurance cost is 5.5% of the price of poultry. Since the poultry is among the subsidized value chain, the farmer pays 60% of the insurance cost and the government pays for him/her 40%.

The level of insurance uptake among the assessed pig and poultry value chains is low while the farmers for the fish value chain claimed that there is a need to advocate for insurance products for this value chain. We dive deep into the challenges faced by the farmers to understand how farmers perceive taking insurance for their business. Thus, 48% of the respondents did not request livestock insurance, and 30% did not encounter any challenges, this includes both those who have insurance and some others with no insurance but don't have any challenges. And 9% of the respondents reported that it has high acquisition costs, and 6% of them claimed that the insurance providers are far from their place and 4% of the respondents reported

³ <https://www.minagri.gov.rw/index.php?eID=dumpFile&t=f&f=13633&token=60fed5c030201e0ce322477b316c0f166bf730ed>

that it takes time to get the insurance, note that this service is provided at the sector office meaning either the farmers don't have enough information. Regarding the repayment in case of incidence, 4% of the respondents reported delays in paying for insured livestock.

2.7. Financial product needs

This section describes the analysis of the need for financial products for livestock farmers in the value chains of poultry, pig, and fish. The assessment revealed that the majority of livestock farmers in the selected value chains wish the livestock loans mainly to purchase animals, feed, and cover veterinary expenses (38%). Furthermore, 19% of the respondents need loans for working capital to cover day-to-day expenses, such as labor wages, fuel, and maintenance costs. 19% of the respondents need training and advice on financial services while 16% of the respondents need equipment and machinery loans to acquire essential equipment and machinery.

Expected products	Frequency	Percent
Livestock Loans: to purchase animals, feed, and cover veterinary expenses.	79	38%
Working Capital Loans: to cover day-to-day expenses, such as labor wages, fuel, and maintenance costs.	39	19%
Training and advice on financial services	39	19%
Equipment and Machinery Loans: to acquire essential equipment and machinery	33	16%
Other	17	8%

However, most of the farmers fear requesting loans which may be associated with their claim that the interest rate is high and don't have collaterals. Therefore, there is a need for financial products with reduced interest rates, addressing collateral burden, and short duration to acquire loans. There should be also awareness of the available financial products and services.

2.8. Digital financial products and needs

Digital financial services have transformed the way people and businesses access, manage, and transfer money, as well as how they invest, borrow, and insure themselves. Digital financial services also have the potential to create positive social and environmental impacts, such as financial inclusion, sustainability, and transparency.

Financial institutions leverage technology in various ways to reduce costs for providing financial services. This includes implementing automated processes for tasks like customer service, transaction processing, and risk management, thereby minimizing the need for manual labor. This is very important for farmers living in rural areas where the transportation cost to reach the financial institutions is high.

During the assessment, we were interested in looking at how farmers are comfortable with using digital financial and payment systems.

The table below illustrates the findings on the capability of farmers to use digital devices.

Level of using digital devices	Frequency	Percent
Very comfortable	66	62
Somewhat comfortable	26	24
Not comfortable at all	10	9
Never use digital financial services	5	5
Total	107	100

As a result, 62% of farmers are very comfortable and familiar with using digital financial services and payments. The analysis shows that 24% of the farmers are somewhat comfortable with using digital financial services like the use of push and pull, and mobile money services but said that they may need some digital training for advanced usage. Note that, 9% of the farmers are not comfortable at all and 5% of them never use digital financial services.

2.9. Digital financial products or services used

The analysis of the current use of digital financial services and products among respondents is illustrated in the table below.

Usage of digital financial products or services	Frequency	Percent
Digital wallets ⁴ (MTN mobile money, Airtel money, etc)	96	89.7
Mobile phone-based loan payment services	54	50.5
Mobile-based account opening and saving services	42	39.3

As a result, 89.7% of the farmers have access to digital wallets such as MTN mobile money, Airtel money, etc. The assessment shows that 50.5% of the farmers use mobile phone-based loan payment services and 39.3% of the farmers use mobile-based account opening and saving services. However, these services are being accessed by commercial banks of which some are located far from their residences. The introduction of digital solutions to MFIs and SACCOs would bring advantages to the existing challenges.

2.10. Digital financial services needed

The table below shows the digital financial services needed by small livestock farmers.

Needed digital financial products	Frequency	Percent
Mobile phone-based saving services	81	75.7
Mobile phone-based loans request services	71	66.4
Mobile phone-based loan repayment services	62	57.9

⁴ A **digital wallet** is a type of financial transaction app that runs on any connected device.

Online livestock insurance access product	28	26.2
Digital training for financial literacy services	37	34.6
Other	4	3.7

As indicated in the above table, 75.7% of livestock farmers need mobile-based saving services, 66.4% of farmers need mobile phone-based loan application services, 57.9% of farmers need mobile phone-based loan repayment services, 26.2% of them need online livestock insurance access though most of them don't have insurance. And 34.6% of them have digital training for financial literacy services while others wish agents of different financial institutions to facilitate the usage and access to digital financial services.

However, access to digital financial products and services among SACCOs is still low due to institutional capacities. Most of the SACCOs visited during this assessment have shifted from paper-based transactions to digital operations. The farmers access these digital services from big microfinance institutions, commercial banks and other companies. Note that the microfinance sector in Rwanda serves 43% of the Rwandan population, thus, embracing technology in this sector will create a big impact on financial inclusion and poverty reduction.

Summary of the findings on financial constraints to smallholder farmer participation in small livestock value chains mainly pigs, fish, and poultry.

Financial constraints	Strategy
Insufficient access to affordable, suitable, and nutritious animal feeds	<ul style="list-style-type: none"> • Increase production of soybean and maize as the raw materials for animal feed; • Increase the number of feed millers; • Increased the number of agro-dealers who sell animal feeds
Low market prices for animal products compared to input costs, imply losses. Sell by observation instead of weighing which leads to biases.	<ul style="list-style-type: none"> • Installation of adequate weigh • Mobilization on the use of weighing instead of observation to identify the quantity of pig or poultry. • Market Access
Lack of business skills for livestock production	<ul style="list-style-type: none"> • Training on entrepreneurship, business development; • Engage BDSs to facilitate farmers.
Limited access to start-up capital, especially in remote areas	<ul style="list-style-type: none"> • Unlocking access to credit • Design of tailed financial products • Awareness of available financial products and services.
Low access to credit due to lack of collateral to secure loans among other factors	<ul style="list-style-type: none"> • Farmers need detailed information from MFIs and SACCOs regarding their selection criteria, loan amounts and subsidy rates, and conditions for getting a loan; • Benefit from BDF programs for women; • Reduces interest rate, and grace period following the value chains
Low access to insurance schemes	Awareness for farmers engaged in the pig and poultry value chain on available subsidies.

High interest rates and lack of required collateral	Embrace digital financial products and subsidies
Limited provision of financial products tailored to small livestock production	<ul style="list-style-type: none"> -Develop tailored financial products -Awareness campaigns on access to finance and existing financing products targeting farmers in pig, fish and poultry value chains -MFIs and SACCOs need training on product development

2.11. Identified gaps and needed interventions in each area of interventions

#	District	Sector	Name of the Institution	Identified gaps	Needed interventions
1	Nyamasheke	Ruharambuga	TERIMBERE RUHARAMBUGA SACCO	<ul style="list-style-type: none"> •Product Name: Orora Wunguka with an interest rate of 13% •Advantages: quick access loan but the product is not much adopted and there are very few customers; •No specific designed products for pigs, fish and poultry but loans are provided to these value chains; •Limited loan amount and does not exceed 3 years; •Loan application amount that discourages clients; •piggery is the most promising value chain; •This SACCO nothing is digitalized and every service is provided manually. 	<ul style="list-style-type: none"> •Subsidies on interest rates would make the products more accessible to customers •Digital deposit and withdrawal, loan application •Training on financial literacy •Development of livestock products toiled to pig, fish and poultry; •Mobilization of savings and awareness of available financial services and developed products.
2	Nyamasheke	Karambi	KARAMBI VISION SACCO	<ul style="list-style-type: none"> •Product Name: Orora neza (The market is dominated by D.R Congo and political issues affect the market; •No designed products for these value chains but loans are provided to them. •piggery is the most promising value chain among others •Major challenges are the low mindset and knowledge of farmers. 	<ul style="list-style-type: none"> •designing small livestock financial products •Digital tools/ platforms are very important in simplifying the process
3	Nyamasheke	Gihombo	UNGUKA GIHOMBO SACCO	<ul style="list-style-type: none"> •Lack of affordable quality feeds for farmers •Limited technical knowledge in Livestock Value Chain Financing •Limited to market access which leads to low price and ends in losses •Liquidity issues 	<ul style="list-style-type: none"> • Develop financial products toiled to livestock value chain • Mobilization for fund facility with a subsidized interest rate •Awareness of financial services and products Access to animal feeds

				<ul style="list-style-type: none"> •No specific livestock product for Livestock Value Chain Financing 	
4	Rutsiro	Rusebeya	SACCO ICYEREKEZO RUSEBEYA	<ul style="list-style-type: none"> •Lack of affordable quality feeds for farmers •Limited technical knowledge in Livestock Value Chain Financing •Limited market access •Liquidity issues •No designed livestock product 	<ul style="list-style-type: none"> • Design financial products tailored to livestock value chain • Mobilization for fund facility with a subsidized interest rate •Awareness of financial services and products •Access to animal feeds
5	Rutsiro	Mukura	SACCO TUGENDANE N'IGIHE MUKURA	<ul style="list-style-type: none"> •Saving groups are another alternative form of collateral 	<ul style="list-style-type: none"> •They need Financial Education •They need training on digital solutions because most of them are in rural areas
6	Rutsiro	Rubengera	INKUNGA FINANCE PLC	<ul style="list-style-type: none"> •Product Name: Agri-elevage et peche (Interest Rate: max 1,95% per month, min: 1,75% per month; application Process Duration: 2 weeks; Advantages: A grace period is provided; Challenges: Climate changes (pests, drought and flood). •No designed products for specific value chains but loans are provided to all Agri-livestock value chains. •Traditional farming is not well profitable and this reduces the trust of MFI in farmers (Cash flow is a problem and not stable) •Piggery has potential because it does not require much professionalism and technicity 	<ul style="list-style-type: none"> •All value chains need specific financial products; •Training the farmers on financial literacy
7	Nyamagabe	Mbazi	ICYEREKEZO MBAZI SACCO	<ul style="list-style-type: none"> •Insufficient access to affordable, suitable, and nutritious animal feeds. •SACCO don't provide enough loans for pigs and poultry due to the fear of death of livestock, and deviation of the loans by the farmers. 	<ul style="list-style-type: none"> •Need for an increased number of agro-dealers who sell food for pigs and poultry. Having stocks for food in Nyamagabe district. •Develop financial products tailored to pig, poultry and fish value chains by considering low-

				<ul style="list-style-type: none"> • High-interest rate and no specific grace period tailored to pigs and poultry. No fishing activity in the sector said the key informants. • Lack of enough information on financial services offered by the SACCO – limited marketing approaches and lack of knowledge for farmers. • Lack of tailored livestock products for pig, poultry, and fish value chain; • Liquidity issues – • Pig, poultry, and fish farming has no potential in this sector, the majority of farmers do not do it as business-oriented 	<ul style="list-style-type: none"> • interest rates, grace periods and monitoring of the financed project; • Awareness of financial services and products • Mobilization of fund facilities to address liquidity issues • Mindset changes for farmers • Need for training on modern farming and financial literacy
8	Nyamagabe	Kibirizi	SACCO INDATWA KIBIRIZI	<ul style="list-style-type: none"> • Pig value chain is more rearing in this sector compared to other livestock and fish and poultry are potential. • Lack of information • Clients come to buy pigs at home • High cost of food and fish 	<ul style="list-style-type: none"> • Need for a good race of pigs (landrace and large white) •
9	Nyamagabe	Cyanika	IMBEREHEZA CYANIKA SACCO	<ul style="list-style-type: none"> • Limited access to animal feed; • The interest rate is high and this is a constraint for farmers to acquire a loan; • Lack of enough information on financial services offered • Lack of tailored livestock products for pig, poultry, and fish value chain 	<ul style="list-style-type: none"> • Need for an increased number of agro-dealers who sell food for pigs and poultry. • Develop financial products tailored to pig, poultry and fish value chains by considering low-interest rates, grace periods and monitoring of the financed project; • Awareness of financial services and products • Mobilization of fund facilities to address liquidity issues
10	Ngoma	Zaza	KOZINTU	<ul style="list-style-type: none"> • Lack of affordable quality feeds for farmers • Limited technical knowledge in Livestock Value Chain Financing • Limited market access 	<ul style="list-style-type: none"> • Design financial products tailored to livestock value chain • Mobilization for fund facility with a subsidized interest rate

				<ul style="list-style-type: none"> •Liquidity issues •No designed livestock product 	<ul style="list-style-type: none"> •Awareness of financial services and products • Access to animal feeds
11	Ngoma	Karembu	SACCO CIMEKA	<ul style="list-style-type: none"> •Lack of affordable quality feeds for farmers •Limited technical knowledge in Livestock Value Chain Financing •Lack of toiled livestock products for pig, poultry, and fish value chain; •Lack of business skills for livestock production; •Limited market access •Liquidity issues 	<ul style="list-style-type: none"> •Awareness of financial services and products • Access to animal feeds • Design financial products toiled to livestock value chain • Mobilization for fund facility with a subsidized interest rate
12	Burera	Cyeru	UMURUNGA W'ITERAMBERE SACCO	<ul style="list-style-type: none"> •Lack of access to affordable animal feeds. •High-interest rate and no specific grace period toiled to pigs and poultry. •Lack of enough information on financial services offered by the SACCO – limited marketing approaches and lack of knowledge for farmers. •Lack of toiled livestock products for pig, poultry, and fish value chain. 	<ul style="list-style-type: none"> •Increased number of agro-dealers who sell food for pigs and poultry. •Develop financial products toiled to pig, poultry and fish value chains by considering low-interest rates, grace periods and monitoring of the financed project; •Awareness of financial services and product
13	Burera	Gahunga	SACCO AKABANDO	<ul style="list-style-type: none"> •Lack of access to affordable animal feeds. •High-interest rate and no specific grace period toiled to pigs and poultry. •Lack of enough information on financial services offered by the SACCO – limited marketing approaches and lack of knowledge for farmers. Lack of toiled livestock products for pig, poultry, and fish value chain. 	<ul style="list-style-type: none"> •Access to animal feeds. •Design financial products toiled to pig, poultry and fish value chains by considering low-interest rates, grace periods and monitoring of the financed project; •Awareness of financial services and product
14	Kayonza	Gahini	SACCO GAHINI	<ul style="list-style-type: none"> •Lack of affordable quality feeds for farmers •Limited technical knowledge in Livestock Value Chain Financing 	<ul style="list-style-type: none"> •Awareness of financial services and products • Access to animal feeds

				<ul style="list-style-type: none"> •Lack of toiled livestock products for pig, and poultry •Fish value chain is not potential •Lack of business skills for livestock production; •Limited market access <p>Liquidity issues</p>	<ul style="list-style-type: none"> • Design financial products toiled to livestock value chain • Mobilization for fund facility with a subsidized interest rate
15	Gakenke	Muyongwe	SACCO KATAZA MUYONGWE	<ul style="list-style-type: none"> •Lack of affordable quality feeds for farmers •Limited technical knowledge in Livestock Value Chain Financing •Lack of toiled livestock products for pig, poultry, and fish value chain; •Lack of business skills for livestock production; •Limited market access <p>Liquidity issues</p>	<ul style="list-style-type: none"> •Awareness of financial services and products • Access to animal feeds • Design financial products toiled to livestock value chain • Mobilization for fund facility with a subsidized interest rate
16	Gakenke	Kivuruga	GIRINTEGO SACCO	<ul style="list-style-type: none"> •Lack of affordable quality feeds for farmers •Limited technical knowledge in Livestock Value Chain Financing •Lack of toiled livestock products for pig, poultry, and fish value chain; •Lack of business skills for livestock production; •Limited market access <p>Liquidity issues</p>	<ul style="list-style-type: none"> •Awareness of financial services and products • Access to animal feeds • Design financial products toiled to livestock value chain • Mobilization for fund facility with a subsidized interest rate
17	Kayonza	Rwinkwavu	TWIFATANYE SACCO RWINKWAVU	<ul style="list-style-type: none"> • No specific product for the fish, pig, and poultry but it provides financing for these value chains with the advantage of a grace period according to the value chain • Pig, poultry, and fish value chains all are potential • The has the capacity of providing loans and has good performance. 	<ul style="list-style-type: none"> • Development of the livestock products • Awareness for farmers on financial services and products.
18	Kigali	Kigali	DUTERIMBERE-IMF PLC	<ul style="list-style-type: none"> • Product: Generic product (Interest Rate: 18-24%, repayment upon value chain) 	<ul style="list-style-type: none"> • Capacity building on financial literacy

				<ul style="list-style-type: none"> • No designed product for pig, and poultry • Barriers for clients - Illiteracy, cost of services beneficiaries • Extension of digital services is expensive • Highly lack of collateral is the factor to affects the obtaining of loans 	<ul style="list-style-type: none"> • Specific products designed on specific value chains • Digitalize loan process
19	Kigali	Kigali	SAGER GANZA MICROFINANCE PLC	<ul style="list-style-type: none"> • Product Name: Livestock loan (Interest Rate: 3% per month; Duration: 14 days) • No specific designed products, no consideration of product life cycle; • Piggery is potential in the eastern province specifically Nyamasheke; • Poultry is Potential for Eastern Province Specifically Bugesera • 	<ul style="list-style-type: none"> • Tailored developed products to serve these value chains • Specific products to customer projects and businesses • Financial literacy to the farmers • Digital education to farmers • Attitude of farmers towards digital tools Training the customers, especially before signing the loan contract.
20	Kigali	Kigali	ASA INTERNATIONAL (RWANDA) PLC	<ul style="list-style-type: none"> • No designed products but they provide loans to these value chains • Poultry has Potential for Eastern Province Specifically Bugesera where one of its branches operates. 	<ul style="list-style-type: none"> • Digital platform • Specific designed products • Digitalization of loan process • Network accessibility • Mobile plans, poor services, financial literacy
21	Kigali	Kigali	AMASEZERANO COMMUNITY BANK	<ul style="list-style-type: none"> • Fear of diseases for pig, poultry and fish • Limited knowledge • Lack of appropriate animal feeds and drugs • Lack of updated information on the livestock • No specific product for pig, fish and poultry 	<ul style="list-style-type: none"> • Encourage farmers to acquire insurance • Training of farmers on financial literacy • Develop financial products toiled to pig and poultry value chain • Addressing the issue on accessibility of animal feeds