Equity Bank: Digital Lending Team

1. Kenneth: From the Equity Group (DL from the Group)
2. James
3. Enoch
4. Shan
5. Felix Ochieng - Support the Scoring engine team at Equity
6. Daniel Ndungu (Joined Virtually) - From the Equity Foundation

Pesira Attendees:

1. Penny
2. Angela
3. Mike
4. Ian
5. Faith
6. Lameck

Kenneth:

a) Ratio of Input Suppliers vs farmers (1:1000)
b) How the credit rating model works under the hood in order to assess risk criteria:
    i) How we rate farmers (how are the weights divided - agricultural vs financial)
        1) Answer by Penny: 50:50
c) Bureau rating tick to Pesira related data (transactions, receipts, contracts, agronomical data)?
    i) Answer by Penny: Yes
d) How do we classify loans? Why have Outflows more than Inflows
    i) Answer: Inflows
e) Do we do soil tests?
    i) Answer: Capture PH, quality, content
f) Do we have a logic for tying financing to demand (see demand notes - to be produced vs already produced)?
    i) Answer: Yes
g) Rating for agroprocessor (e.g., quality inspection, moisture, purity, etc)
    i) All agree: Rating for value chains

        ii)   [Penny]: David would be very interested in mapping process flows to facilitate this.

  h) How do we tie inventory management with production?

        i)   Does Pesira have a minimum threshold for production quality/quantity say for agribusiness.

        ii)   [Enoch Comment]: They assess the training needs capacity, go train, give 2 years then go back and ask for improvements so they can know where to improve or tweak the training.

Enoch:

  a) Financing model (Agro dealer - Farmer)

        i)   Agrifinance should be based on values because of seasons

  b) [Comment]: If value chain is broken then also financing is broken

  c) [Comment]: They have an opportunity for insurance (They insure loans, livestock, etc) but will be a separate conversation.

  d) [Comment]: They can train farmers via USSD too, their app, their Equitel lines, etc in an effort for capacity building.

  e) [Quiz]: Do we capture geo coordinates?:

        ○   [Penny]: We were to integrate with Mapmycrop but they are expensive but we capture location during registration.

        ○   [Kenneth]: We need to capture proper farm location via geo coordinates

               ■   [Penny]: We can refine the system to capture that.

  f) Is there a report that can show say cereal aggregate at Bomet.

        i)   E.g., What cereals Unga Limited is holding. This for financing purposes.

        ii)   They strengthened the value chain of milk by financing Meru dairy with its 62 cooperatives.

  g) Is there a way to group value chains eg Kienyeji chicken, broiler ones, kienyeji improved, etc instead of grouping them together eg Chicken.

  h) Equity Bank uses a European satellite provider for weather forecasting.

  i) For training, can we measure the quality of training? When class started and ended.

        i)   [Lameck]: We can customize that through KPIs

        ii)

Shan:

a) What's the default rate?

    i)   Answer: Penny; (10-13)%

b) Use cases for community engagement tool

    i)   Capacity building

    ii)   Agroprocessor broadcast demand

    iii)   etc

Penny:

➔ [Action Item] Send bio data for areas/counties where Pesira is concentrated

➔ If a farmer is in many value chains, it's a problem. If an aggregator also is in many value chains, it's also a problem.

Ian:

☐ Display farm location (polygon) on the dashboard for farmer

☐ Periodical weather forecast on the landing page

☐ Research satellite platform providers for weather (Accurate ones)