Vinay Kumar Vutukuru’s script (08:47-11:20)

Thank you Jeehye and thank you everyone. My name is Vinay Vutukuru and I am a Senior Agriculture Economist in Kenya.

As Jeehye has rightly said, what we have done here in Kenya is to facilitate partnership between the private agtech startups and limited analog investments that are being implemented through our large portfolio which is almost 500 million dollars. The objective is to transform the service delivery (whether it is inputs, credit or market linkages to enhance productivity and profitability for the farmers.) Now, the way this is done is basically about a year back we had a team led by Parmesh and had Challenge and that Challenge enabled us to identify 14 agtech startups who were then facilitated to partner with 16 of the rural counties here in Kenya. In Kenya, the counties are evolved, so all the action is at the county level.

The idea is simple. All the key stakeholders in this partnership (e.g. county government, the agtech startups or the farmers) are benefitting from it. With the county governments’, it’s about transforming the last mile service delivery especially during the times of COVID-19, they understood that there is no scope for face-to-face interactions, the service delivery continues.

The agtech startups, we provide them opportunities to scale-up their operation without additional farmer acquisition costs, because the farmer mobilization training was happening through the counties and through our agricultural projects.

And of course, for the for farmers, it’s about accessing services whether it’s credit, extension, inputs or markets linkages provided by those startups.

You’ll hear from three of the agtech startups who are doing a great job here in Kenya. I really look forward to next year, we should be able to cover one million farmers with these kinds of arrangements by bringing up more selective startups and expanding this partnership to more counties.

So, I will end here. Over to you, Shobha.