

BLOCKCHAIN | CREATING DIGNITY FOR SMALLHOLDER FARMERS

BLOCKCHAIN SOLUTIONS WORLD

CONNECTED TRANSPORT

MANUFACTURING

HEALTHCARE

ENERGY AND UTILITIES

BUILDINGS & INFRASTRUCTURE

OPEN INDUSTRY

ENABLING IoT





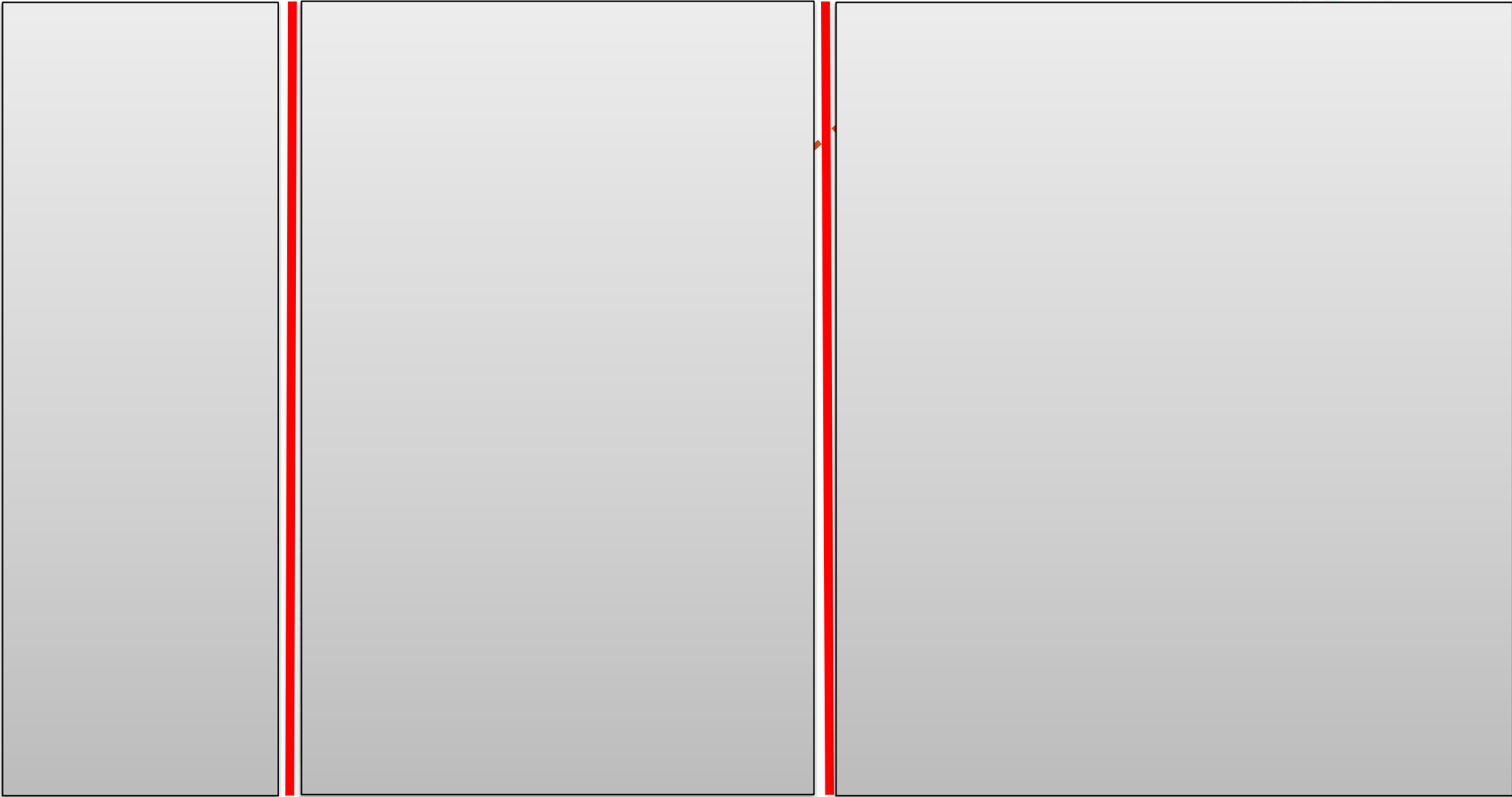
CREATING DIGNITY FOR SMALL HOLDER FARMERS AN AFRICAN PERSPECTIVE



ABInBev 



Everyone who participates in a trade or transaction gets an equal and secured copy of the transaction.





- **Locally sourced cassava** was used in 2014 to start producing Eagle Lager
- **First commercial market place** for cassava was created as a result of Eagle Lager in Luapula and Northern Zambia
- **Lacks transparency** – farmers and ZB lack visibility on price and supply chain costs
- **No transparency** of farmers for ZB
- **No formal record of crop sales** for farmers
- **Little to no formal banking** amongst farmers
- **Farmers distrust** aggregators – weighing and quality discounts
- **Very few aggregators** – need to bring in more aggregators to increase volume and create competitive market
- **Cash-based sourcing** – higher risk of theft for farmers; difficult for ABI and aggregators to invoice and finance sourcing



These challenges are not unique to Zambia and are applicable to most small holder farmer ecosystems around the world

Zambia Pilot

June 2018

Launched with local aggregator

2000

registered cassava farmers

700

farmers actively participating

3'4mio Z Kwacha

**140 Metric Tonnes of
Cassava**

Local government

Extension teams to incorporate
platform and agronomic training at
farmer events



Scaling

**Barley Pilot kicked off in Uganda in
January**

125 farmers registered in 2 weeks

570 Metric Tonnes of Barley

870mio UG Shillings

Platform connected to **mobile money**

Scale in 2019:

- Increase cassava aggregators online in Zambia and Uganda
- **Sorghum** sourcing in Zambia
- **Integrate into ABI/ZB systems and procurement** processes to improve operations

Through this solution we can transform the Agriculture Sector and improve the lives of millions



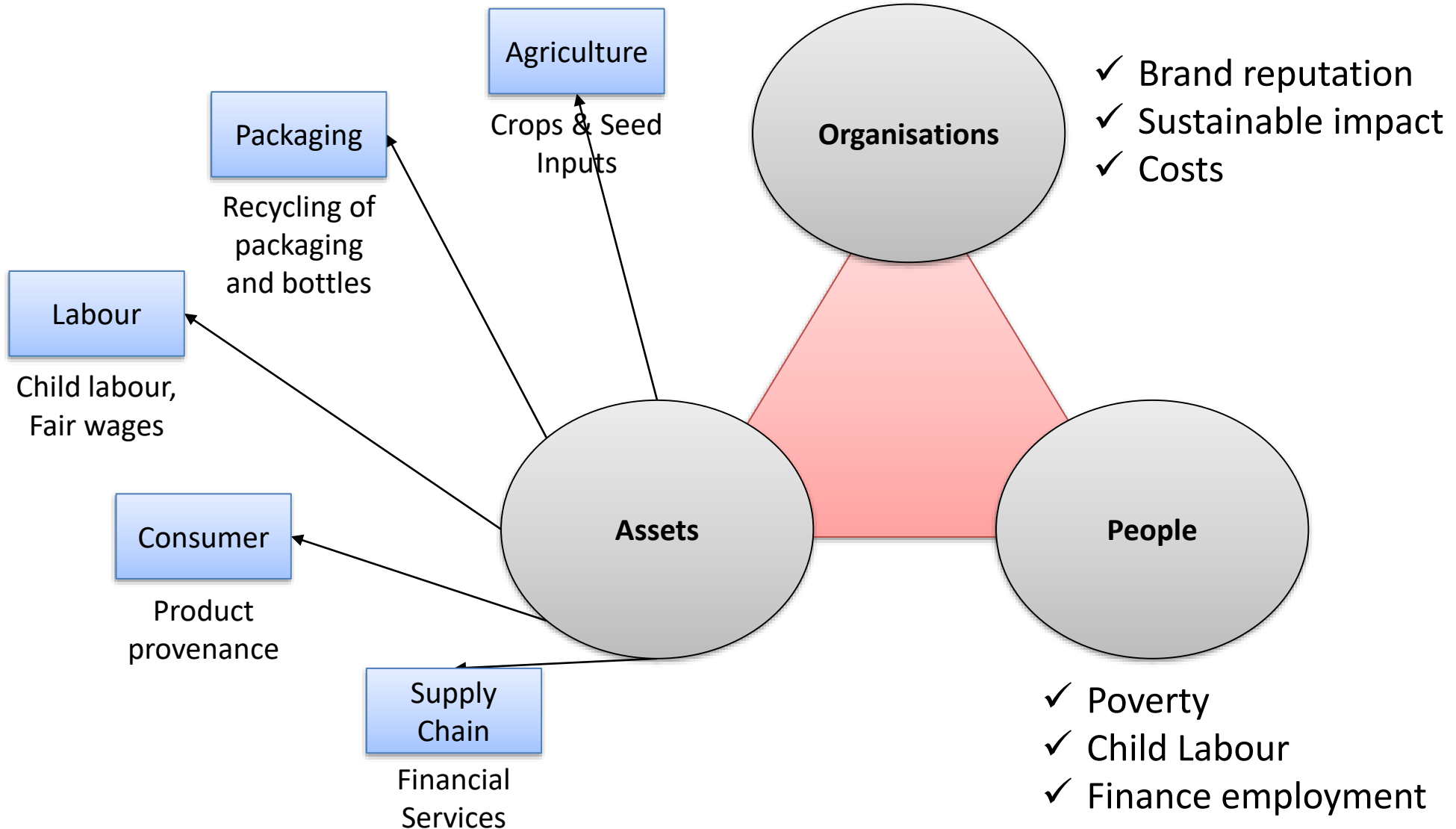
Economic Empowerment	Leverages blockchain to record all purchasing and selling transactions of the farmer – building records to demonstrate credit worthiness	Credit & Insurance
Electronic Payments	Ability to facilitate mobile money payments directly to farmers through platform – currently our supply chain is cash, costly and unsecure	Direct Payment
Supply Chain Transparency	Allows us to connect directly with the farmer ensuring fair pricing to the grower, direct invoicing and product traceability	Connect Directly
Mobile Connection	Ability to send and receive messages across platform – transaction information & market updates	Information Dissemination
Digital Identity	Know who our small holders farmers are , where their farms are and which areas they sell their products from	Deep understanding of our raw material supply chain to support the farmers

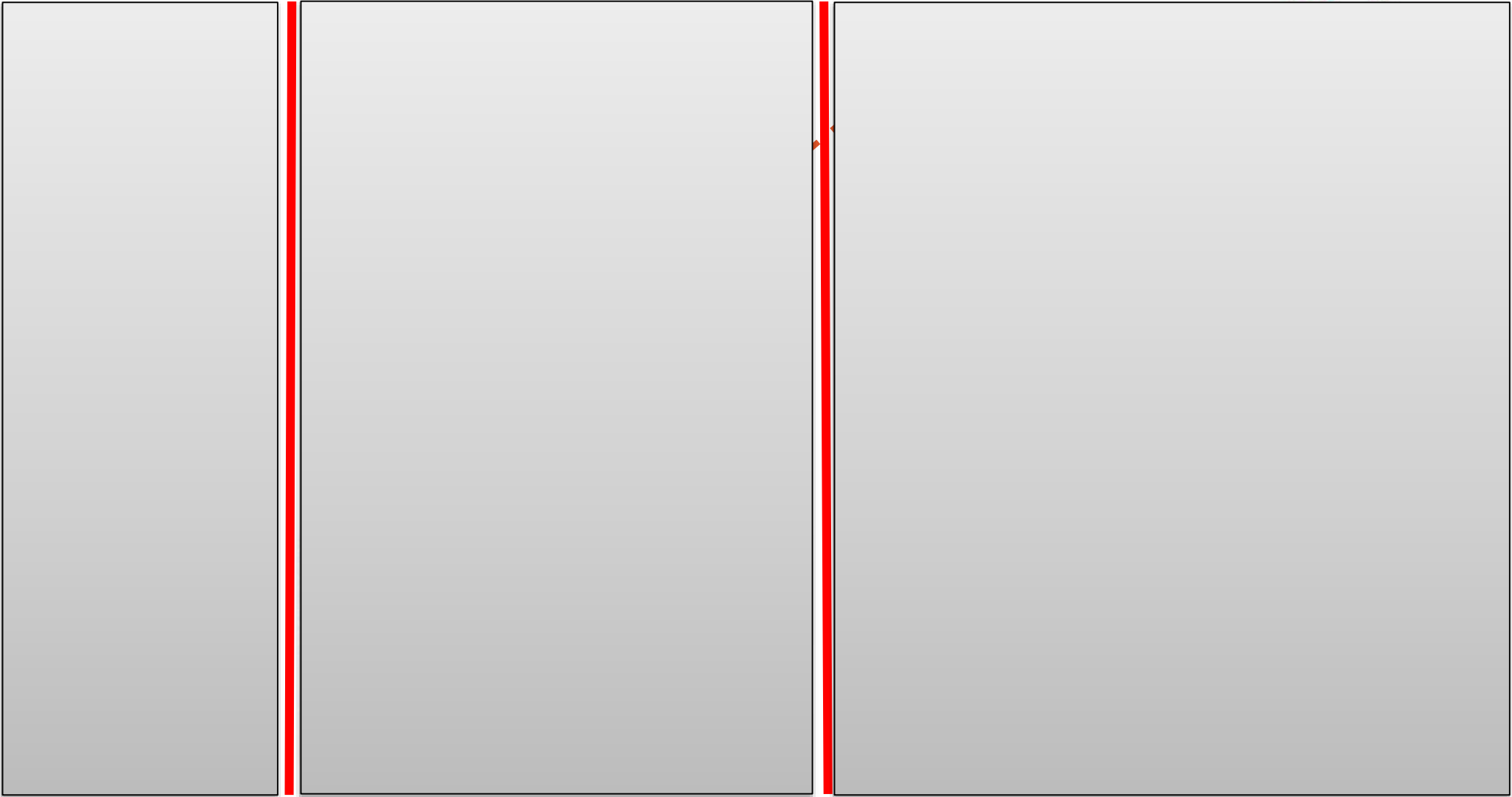
THERE IS BENEFIT TO BOTH US AND THE FARMER

Higher purchase levels	As a result of the solution and the new process a greater level of trust is fostered between us and the farmer making us the preferred choice for selling their crop to.
Improved Cash Flow	Through mobile money we are now able to pay the farmer directly, without having to prepay the aggregator and manage cash floats with them.
Improved Credit Management	Capturing the value of the seed-credit owed to us allows reconciliation of the full amount and enables an automatic offset against the crop sales to us.
Simplicity	Reduces the need for manual record keeping and manual reconciliation as all the information is captured through the solution.

This blockchain technology can be applied across all markets & value chains especially where information is limited

WHERE CAN THIS BE SCALED ACROSS OUR VALUE CHAIN





INNOVATION

BanQu Raises Series A Extension Round From ZX Ventures/AB InBev To Continue Its Geographic Expansion and Product Development In The Supply Chain Transparency & Traceability Space For Global Brands

Posted: June 06, 2019









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SAVE THE DATE
29 - 31 October 2019



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