



Answering
tomorrow's
challenges
today

Agricultural and rural livelihoods evaluation - MASSIF

Presentation of key findings

Den Haag, 27 November 2025

Scope

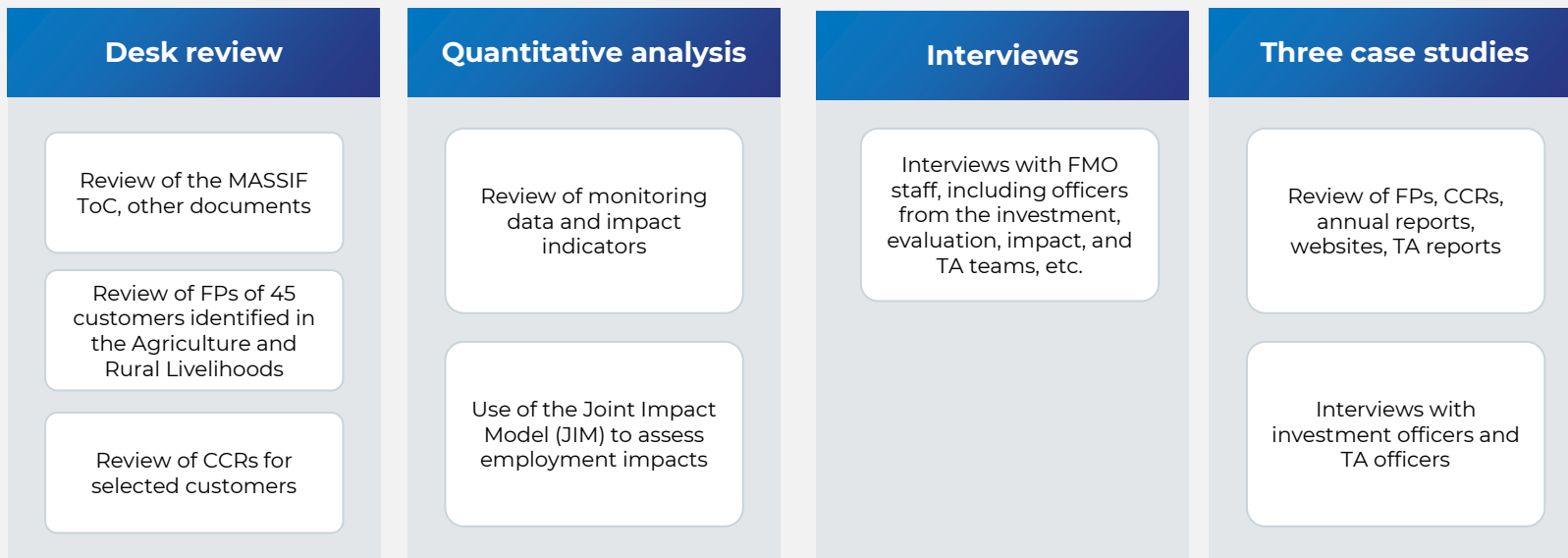
All MASSIF investments supporting the theme Agriculture and Rural Livelihoods, across programmes and facilities, including Development Contributions (DCs), from 2018 to 2023.

Objectives

- Determine the extent to which MASSIF is supporting agri-rural beneficiaries;
- Gain insights into the portfolio, in terms of customers, distribution channels, products and expected impact;
- Gain insight into the impact that was realised but falls outside the indicators FMO uses as proxies for this theme; and
- Gain insights into the alignment between the expected and the actual impact.

Overview of the methodology

Mixed-methods approach focused on 45 customers identified as supporting the Agri-Rural theme during the 2018-2023 period*



*Customers were classified as agri-rural when evidence of agri-rural support activities was found in any of the following criteria: strategic sector, industry classification, NACE sector classification; customers reporting on volume and/or share of rural micro-enterprise loans, number of smallholders supported, indicators and goals (RI label) for the 2018-2023 period. All available FPs were reviewed to confirm the identification of agri-rural customers.



Challenges and Limitations

Challenges included data gaps, and small sample sizes for the data analyses. The limited opportunity for case study research constrained the depth and representativeness of information collected. The impact information is self-reported by customers or estimated based on self-reported data. In addition, JIM estimations are a complementary way of assessing impact, given small samples JIM should be taken with caution.

Agriculture and Rural Livelihoods theme – key insights

Identification of the Agri-Rural portfolio



Out of 143 MASSIF customers, 45 (31%) are assessed to support the Agriculture and Rural Livelihoods theme

Customers by country income category



32 (71%) agri-rural customers are in Lower Middle-Income Countries (LMIC) and Lower-Income Countries (LIC). 11 (24%) customers are also in Fragile and Conflicted States (FCS).

Reach of Agri-Rural Clients



Agri-rural customers are reportedly supporting approximately 2.1 million smallholders and providing an estimated volume of rural micro-loans of 976 million euros.

Agriculture and Rural Livelihoods theme – key insights

Employment impact estimations



Agri-rural customers are supporting at least 360 thousand direct jobs and 36 thousand value chain and induced jobs through micro and SME loans in the Agri sector, as estimated by the JIM.

Factors influencing reach



One of the factors contributing towards reaching agri-rural clients include the use of DC to improve customers' knowledge about target beneficiaries

Agriculture and Rural Livelihoods theme

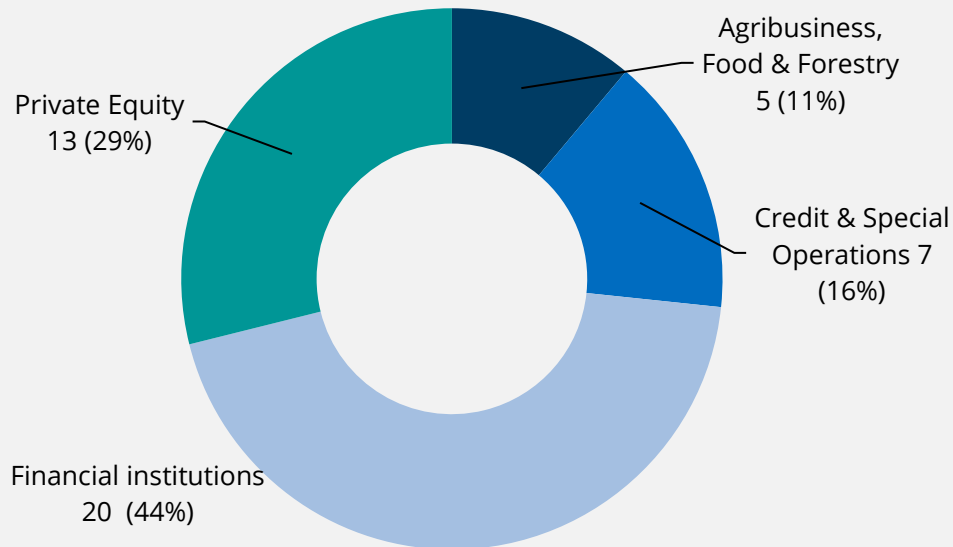
Out of **45 customers considered:**

- 30 are exclusively MASSIF
- 6 are DFC-MASSIF
- 4 are NASIRA
- 5 are Ventures Program

Agri-rural customers oversight within FMO:

- Financial institutions oversees 20 (44%) customers
- Private Equity 13 (29%) customers
- AFF oversees 5 (11%) customers
- 7 (16%) customers are in Special Operations

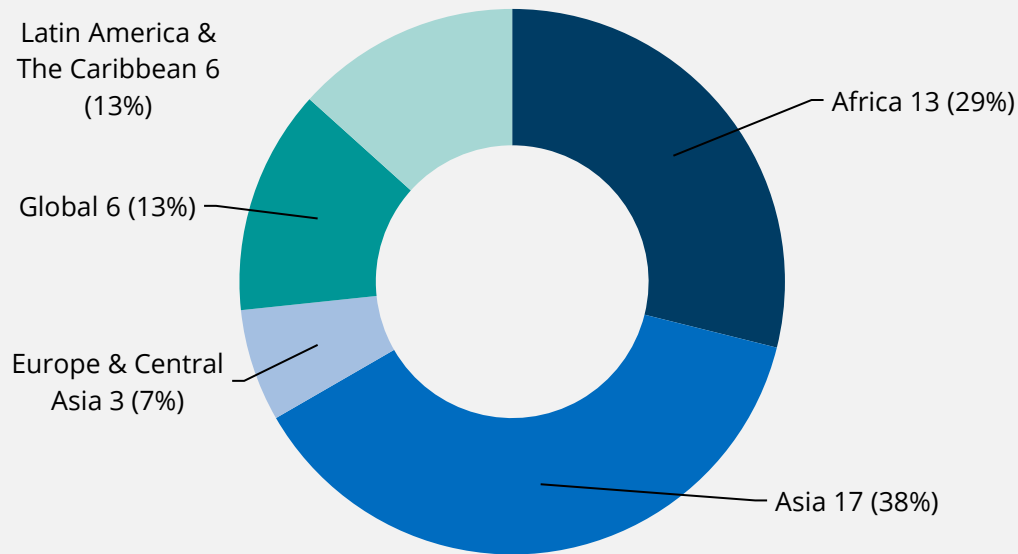
Distribution of Customers by FMO Department



Agriculture and Rural Livelihoods theme | **Geographic distribution**

Customers by Region

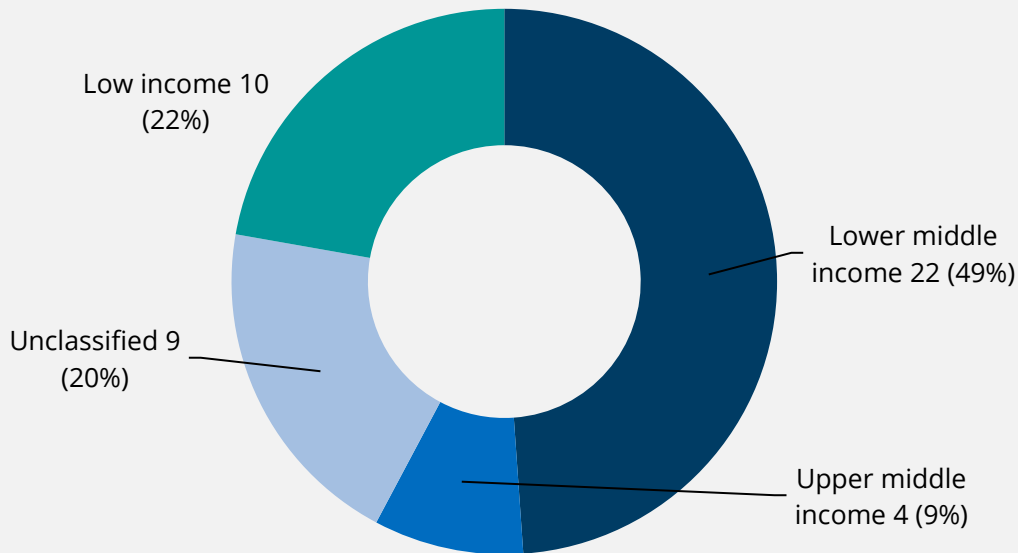
- 17 (38%) customers are in Asia
- 13 (27%) are in Africa
- 15 (33%) are in Others
- Of these, 6 customers (5 funds and 1 holding company) have a Global focus.



Agriculture and Rural Livelihoods theme | **Geographic distribution**

Customers by country income category

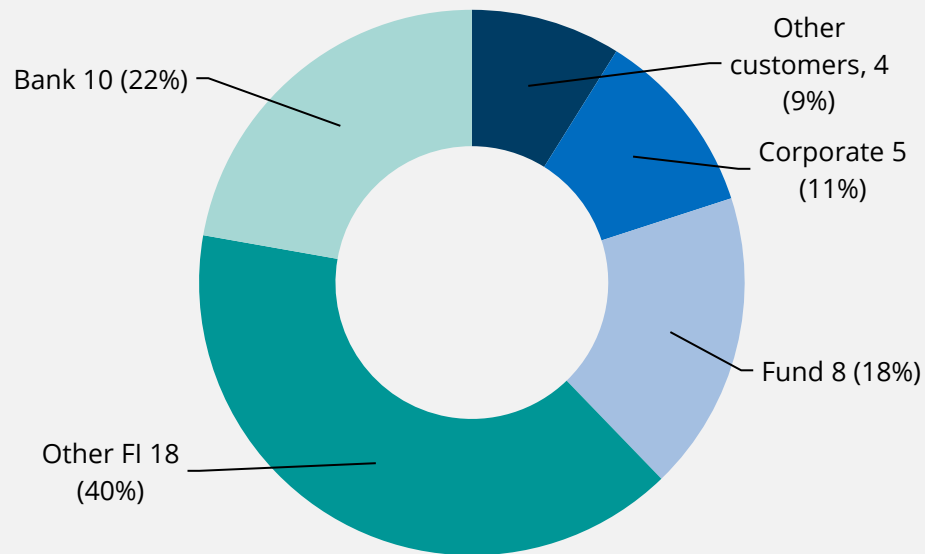
- 22 (49%) customers are from a Lower middle-income country.
- 10 (22%) customers are in LICs
- 4 (9%) customers are in UMIC
- 9 (20%) customers have “Global” or a region as “country” focus and thus have not been assigned an income category.
- **11 (24%) customers are in FCS.**



Agriculture and Rural Livelihoods theme | **Customer types**

Types of customers serving agri-rural clients:

- Most customers in the portfolio are other Financial Institutions (40%)
- Commercial banks are the second largest category, with 10 customers (22%)
- 8 customers are Funds (18%)
- There are 5 corporate customers (11%) and 4 are not included in any of the previous categories and classified as Other customers (9%) .



*To establish customer categories, we have combined FMO's indicator 'customer type' into four types: fund ('investment fund debt', 'investment fund equity' and 'investment fund other'), bank ('licensed commercial bank'), other FI ('other financial institution', which include for example MFIs) corporate ('corporate'), and Other customers ('holding companies', 'special purpose vehicles', and 'portfolio').

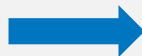
Reach of Agri-Rural Clients

Relevant (indirect) contribution to the achievement of SDG10 by reducing inequalities within countries. Some indicative estimations, based in the indicators reported by customers and estimations done for the study, are:



976 million EUR

Volume of micro-loans to rural clients



1.98 million

rural micro-enterprises reached

Other FIs' provide a relatively large proportion (76%) of these micro-loans to agri-rural clients



2.1 million

smallholders are supported by agri-rural customers

Reach of Agri-Rural Clients



An analysis of a sample of 28 customers who reported on the impact indicator '**Volume of rural micro-enterprise loans EUR**' over two years, reveals:

- An increased share of rural micro-enterprise loans provided by customers classified as Global or with a regional focus from 4% to 31%
- Due to an increase in Global, there is an apparent declining share of rural micro-enterprise loans provided by customers in LICs and LMICs from 89% to 69%,
- But the volume of rural micro-enterprise loans provided by customers in LICs and LMICs increased by 62%
- For customers in FCS, the portfolio share decreased slightly from 20% to 18%

Factors influencing reach



One of the **factors contributing towards reaching agri-rural clients is the use of Development Contributions** to improve customers' knowledge about target beneficiaries.

Out of 45 customers considered, 14 received Development Contribution (31%)

The costs of these projects were approximately **EUR 4.5 million** from 2017 to 2024, and some of relevant areas they focused on include the following:

1. Funding 250 extension officers for an agricultural production company;
2. Improving access for smallholders and providing technical assistance to farmers and producer organizations, including initiatives such as promoting product diversification and transitioning to organic farming;
3. Hiring a consultant to support women agri-rural clients in various areas of business development and entrepreneurship;
4. Supporting to improve monitoring of social and environmental performance; and
5. Improving outreach and services for agri-rural clients.

Assessment of Impact

The proxies used by FMO underestimate the potential agri-rural impact of MASSIF customers.



FMO's impact indicators provide feasible proxies to monitor several higher-level outcomes, such as production, employment and income generation, including for women and youth, using methods like the JIM.



Several impacts mentioned in the FPs are less clearly linked to these indicators: these include **rural productivity, poverty reduction, innovation**, and broader **access to financial services**. Case studies provided evidence on some of these impacts.

Alignment between Expected and Actual Impact



The reported impact in terms of 'Volume of micro-enterprise loans' is frequently below the expected values, suggesting these expectations are overly ambitious for customers in practice.



A meaningful comparison between expected and actual impact is not possible for the 'Volume of rural micro-enterprise loans', since only three customers had expected values set for this impact indicator.



13 (68%)

of agri-rural customers are below expected values



6 (32%)

of agri-rural customers are aligned or above expected values



76%

The median alignment level for this variable with the expected values

Employment Estimations Using the Joint Impact Model (JIM)

According to the JIM, agri-rural customers are supporting at least **360 thousand direct jobs and 36 thousand value chain and induced jobs** through micro and SME loans in the Agri sector.



Rural micro-loans

are responsible for approximately **274** thousand of these jobs (direct, value chain and induced)



Agri SME loans

are responsible for approximately **121** thousand of these jobs (direct, value chain and induced)

The impact attributable to MASSIF is **11,126** direct employment and **1,074** value chain and induced employment. Between 36-43% of the jobs supported attributable to MASSIF correspond to female employment and 15-16% to youth employment, according to the model.

Impact not captured by FMO's indicators



The impact data collected by FMO covers a diverse range of indicators, but **there are further impacts beyond the quantitative, standardised data collected.**

The three case studies conducted identified some of these wider impacts, which included:

- Capacity Development provided (Banco de Antigua, DeHaat, Sanasa)
- Improved Governance Practices (Banco de Antigua, DeHaat)
- Financial inclusion and digitalization (DeHaat, Sanasa, Banco de Antigua)
- Improvements in product quality and productivity (DeHaat)
- Supply chain efficiency (DeHaat)
- Potential impacts through the dissemination of learnings to other customers (*Phygital* model De Haat)



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Thank you!