Strategic Plan: 2023 - 2028
Kilimo Trust is a not-for-profit organization that collaborates with stakeholders in the agricultural sector to address the challenges faced by farmers and other value chain actors in Eastern Africa. We aim to enhance agricultural productivity, increase sustained farmer incomes and promote food and nutrition security in the region.

Our Vision
Sustained and equitable wealth creation, food and nutrition security for smallholder farmers and other value chain actors.

Our Mission
Making agribusiness a transformative tool for wealth creation, food and nutrition security for smallholder farmers and other value chain actors.

Our Values
+ Teamwork
+ Partnerships
+ Value for money
+ Integrity
+ Empathy

Our Value Proposition
Kilimo Trust has deep subject-matter-specific knowledge and expertise as well as the understanding of:
• gaps and obstacles within and across agriculture value chains;
• markets to sufficiently serve the Eastern African region.
What we do

Our Strategic Focus

Our Core Business Area:
To structure national and regional trade in agricultural products for enhanced wealth, food and nutrition security for smallholder farmers and other value chain actors.

Our Strategic Pillars

- Agricultural transformation and resilience
- Effective and efficient project implementation
- Resource mobilization and sustainability
- Operational efficiency

Who are our target stakeholders?

1. Small and medium-scale farmers
2. Women, People Living with Disabilities, youth and entrepreneurs
3. Agribusinesses and value chain actors
4. For farmer institutions

Capacity building and technical assistance
Access to finance
Access to markets

Our services are driven by the following key outputs:

- Adoption of productivity-enhancing technologies
- Promotion of climate smart agricultural practices
- Promotion of nutritious and safe food practices

Kilimo Trust's Winning Leadership Team

Our Board: The organisation is governed by a multi-specialized Board of Directors and Trustees.

Our Management: The organisation’s operations are led by management and project teams with decades of experience in managing and informing agricultural projects across Eastern Africa.

Kilimo Trust is led by a Chief Executive Officer who reports to the Board.

Kilimo Trust’s Locations

We are headquartered in Uganda, with fully-fledged subsidiaries in Tanzania, Rwanda and Kenya. We also operate in Burundi, South Sudan, the Democratic Republic of Congo and intend to expand to Ethiopia.

Benefits of our locations:
- On the ground knowledge and insights
- A wide network of local partners

Our Funding Strategy

Over the next five years, we will aim to raise at least USD 10 million annually to drive our core business and secure our sustainability. We aim to raise 80% of this amount from development financiers and 20% from internal commercial initiatives.

Our Strategic Risk Management

To ensure we scale our impact, we are tracking the following strategic risks for the next 5 years:

- Governance
- Planning and resource allocation
- Market dynamics
- Financial planning and monitoring
- Research and development
- Communication

Transforming lives through Agribusiness
## Our Theory of Change

Our Theory of Change articulates how the key interventions of our strategic pillars will lead to the intended outcomes and scale Kilimo Trust’s impact to the communities in Eastern Africa at large. The resulting change is guided by our strategic purpose for the years 2023 – 2028.

### Pillar 1: Agricultural Transformation and Resilience
- Increase adoption of high-production, climate-smart and nutritious value chains
- Build long-term partnerships with Agriculture stakeholders
- Enhance food and nutritional security, food quality and access to high-value markets

### Pillar 2: Effective and Efficient Project Implementation
- Develop robust project management plans
- Adopt effective project MEL practices
- Improved project efficiency ratios

### Pillar 3: Resource Mobilization and Sustainability
- Diversify KT’s funding streams
- Strengthen cost recovery and fund reservation practices
- Increased funding sources and funding growth rates
- Enhanced organizational resilience

### Pillar 4: Operational Efficiency
- Develop comprehensive market/donor knowledge management and sharing platforms
- Empower KT’s people at all levels towards a shared vision of success
- Increased sectoral knowledge and donor understanding
- Increased staff skills, motivation and engagement levels

### Key Interventions

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### Key Outcomes

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### Impact to KT Communities

- Increased community household incomes, financial resilience and health levels
- Increased community access to more scalable and sustainable donor-funded programs
- Increased community access to more innovative and localized agriculture programs
- Increased community access to modern knowledge on agricultural practices and well-trained agricultural advisors

### Resulting Change

#### Sustainable livelihoods and better communities
What we do

Our Target Impact for the next 5 years

**Our Achieved Impact, 2018 - 2023**

### Livelihood Improvement

- Farmers and other actors reached: 521,470
- SMEs supported: 533
- Number of jobs created: 3,436

### Regional Trade and Market Systems Development

- Value of commodities traded: USD 192 Million
- Agro Inputs Traded: 35,222 MT
- Business linkages established: 3,337

- Value of agricultural finance accessed by farmers and other value chain actors: USD 32 Million

**Our Target Impact, 2023 - 2028**

### Livelihood Improvement

- Farmers and other actors reached: 1.4 million
- SMEs supported: 1,500
- Number of jobs created: 12,100

### Regional Trade and Market Systems Development

- Value of commodities traded: USD 817 Million
- Agro Inputs Traded: 80,000 MT
- Business linkages established: 5,242

- Value of agricultural finance accessed by farmers and other value chain actors: USD 112 Million

For other key metrics that we track, feel free to contact us…

Value of public and private sector investment leveraged by KT projects: USD 56 Million

Value of public and private sector investment leveraged by KT projects: USD 110 Million