

## Borrower Overview

Kanu Equipment Agriculture Ltd is a specialist in the supply of world-class agricultural equipment. Kanu holds the agency agreement for CASE in Tanzania. CASE manufactures quality agricultural machinery which is economical without compromising on power and durability. The company aims to reduce the cost of development in Africa by providing quality machines, backed by a skilled maintenance team with spare part availability second-to-none. Kanu Equipment only distributes quality brands with the necessary original equipment manufacturer (OEM) support to respond timeously to customers' needs.

## Impact Focus

Agriculture remains a cornerstone of the Tanzanian economy, providing 31% to GDP and contributing 24.9% of annual export earnings. The majority of Tanzania's work force engage in farming, both in rural and urban areas. Furthermore, small family farmers dominate the agricultural sector. Despite an ongoing agricultural growth in the country, and relative changes in factor prices, the majority of farmers rely on traditional farming methods exacerbating agricultural productivity [1].

Farming in Tanzania is faced with major constraints such as unskilled labour, poor technology and dependence on unreliable weather conditions. Mechanization of the agricultural sector has the potential to increase productivity as well as the output of higher value products, which culminate to improved livelihoods for smallholder farmers [2]. This situation triggered CASE/Kanu to initiate a project to sell tractors to farmers in order to improve agricultural productivity in Tanzania.

Few smallholders in Tanzania are in a position to consider outright purchase of tractors, thus Kanu offers a tractor leasing solution to provide smallholders the opportunity to finance tractors as a more efficient, financially viable option. Kanu offers a variety of tractors with a range of horsepower to meet the specific needs of individual farmers, along with repairs, maintenance, spare parts and training. Kanu Equipment ultimately promotes the mechanization and thus productivity of agriculture in Tanzania.

### References

1. Food and Agriculture Organization of the United Nations (FAO), 2018, Country factsheet on small family farms: Tanzania.
2. The Guardian, 2020, Mechanization is essential for Tanzania's agricultural development [Online].

Available: <https://www.ippmedia.com/en/business/mechanization-essential-tanzania%E2%80%99s-agricultural-development> [2020, Nov 19].



Access to  
Capital

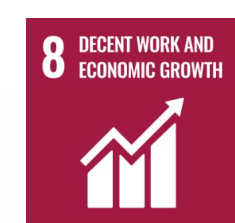


Community  
and Rural  
Development

**Committed Investment: USD 3mn**

**2 Female Smallholders Supported**

**38 Smallholders Supported**



**An initiative by**

