



FINDING XY

EVERY ENTREPRENEUR SHOULD BE SUPPORTED



EMPOWERING WOMEN, CULTIVATING GROWTH

A QUARTERLY UPDATE!

Hujambo from Finding XY!

We're excited to bring you the latest updates from our recent projects and partnerships, all of which are driven by our mission to create meaningful and sustainable impact. This quarter, we've made significant strides in advancing socio-economic and environmental impact in sectors such as agriculture and renewable energy by mobilizing investment and building the capacity of the Micro, Small, and Medium Enterprises (MSMEs). An incredible highlight is the launch of an investment vehicle to bank women-owned, micro and small enterprises.

WOMEN IN AGRICULTURE IMPACT INVESTMENT (WAI) FACILITY

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The Women in Agriculture Impact Investment (WAI) Facility, funded by USAID's Feed the Future Uganda Inclusive Agricultural Markets Activity ([USAID FtF IAM](#)), concluded recently with outstanding results.

Designed by [Finding XY](#) to close the investment gap for women-led agribusinesses, the facility blended instruments, financiers, and grants to unlock private investment. The facility utilized bridge financing, loan-discount strategies, and Covid-19 relief grants, to close in on barriers faced by Agribusinesses in accessing traditional financing.

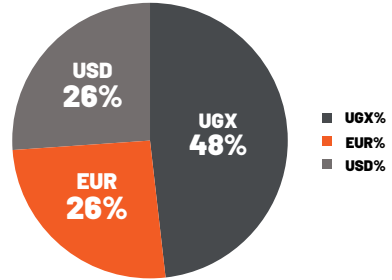
Finding XY has had the privilege of interacting with numerous SMEs in the agricultural value chain, investors; debt and equity, business advisors, and other relevant stakeholders who have all been instrumental in facilitating access to financing. Over the project's 2-year tenure, the facility has had the following results:



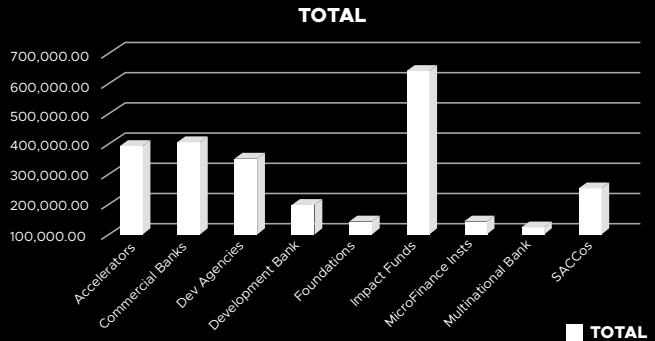
HIGHLIGHTS OF SOCIO-ECONOMIC IMPACT:

- Investment Volume: A pipeline of 170 female-led Agri SMEs was sourced. A total of 32 companies matching the project criteria were reviewed. Of these 14 deals closed representing a closure rate of 44%.
- A total of USD 770,520 debt capital was unlocked utilizing Covid-19 relief grants of USD 66,774 as partial repayments to reduce costs of the loan. An additional USD 916,086 was closed without the use of Covid-19 Relief Grants.
- The average lending rate across both the hard and soft currencies was 14%. Most companies continued to raise in local currency.

DEALS CLOSED CURRENCY TYPE



Impact Funds made the highest amount of Investment at 31% followed by commercial banks and accelerators at 17% of the investments. We noticed a growing trend of Agri SMEs raising from SACCOS with contribution of 9% higher than development banks and agencies.



Job Creation: Wall contributed to the creation of more than 60 jobs, with 50% of these positions filled by women.

Revenue Growth: Partnered SMEs reported an average revenue increase of 30%, positioning them for sustained growth post-program.

Capacity Building: Over 28 businesses received capacity building from the project.

AGRICULTURAL APPRENTICE INCUBATOR

Designed by Finding XY and funded by USAID FtF IAM, the Agricultural Apprentice Incubator wrapped up this quarter after successfully unlocking investment in Uganda's resilience zones. Finding XY designed the Incubator to catalyse investment and foster trade within the agricultural sector, particularly in the marginalized communities of Uganda, equipping participants with critical skills, resources, and networking opportunities to enhance their operational and financial sustainability.

The incubator pilot targeted the resilience zones of Nakivale and Palabek Refugee settlements and the Karamoja sub-region through an apprenticeship model. 30 agricultural start-ups/agripreneurs including agents and farmer associations were linked to 3 Agri-SMEs for purposes of trade and capacity building. Finding XY employed a Training of Trainer's approach, enabling the Agri-SMEs to deliver the curated B2B training curriculum to the agripreneurs effectively.

The Incubator's achievements set a benchmark for future projects, reinforcing our commitment to inclusive growth and gender equity.

Socio-economic Impact of the Incubator Highlights:

■ Seed Capital:

12 agripreneurs received seed capital of UGX 44.4 million to start their operations working with the Agri SMEs.

■ Investment:

Female-led Agri SMEs invested over Ugx 100 million in the refugee communities and Karamoja sub-region.

■ Jobs Created:

30 jobs were created by the Agri SMEs and agripreneurs.

■ Value chain Strengthened:

Agripreneurs received training and equipment to operate farming in Beekeeping and Soybeans. There was a 40% average productivity improvement because of the relations between Agri SMEs and agripreneurs.



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JOINT COLLABORATION – RENEWABLE ENERGY

In partnership with the [World-Wide Fund for Nature \(WWF\)](#) and Uganda National Renewable Energy and [Uganda National Renewable Energy and Energy Efficiency Alliance \(UNREEEA\)](#), Finding XY facilitated a successful Finance Readiness Training which saw participation from 26 renewable energy companies, each building capacity to secure and manage external financing – a critical step in accelerating renewable energy investment in Uganda. This initiative supported companies in clean cooking, solar, biogas, biomass, and Productive Use of Renewable Energy technologies, equipping them with business plans, financial projections, and pitch decks.

Standout business models were pitched at the recent Renewable Energy Conference and Expo 2024 with investors and partners showing keen interest in supporting the companies and fostering further collaboration.



04 CYK: DRIVING ACCESS TO CAPITAL FOR FEMALE-OWNED ENTERPRISES

In our ongoing efforts to bridge the financing gap for female entrepreneurs, we launched CYK Financial—an investment vehicle that supports Women-Owned Micro and Small Enterprises (WO-MSEs). Using sales financing as a financing approach, we provide WO-MSEs with a revolving facility of up to UGX 18 million. CYK's unique approach continues to accelerate access to finance for underserved women entrepreneurs, driving both business development and economic inclusion in Uganda.



Highlights:

■ Business Advisory:

10 women have received training in several fields that affect small businesses such as budgeting and pricing, business plan development, branding, sales, and marketing.

■ Pipeline building:

CYK Financial continues to partner with female entrepreneurs looking to grow their businesses utilizing our professional advisory and financial services.

TO JOIN CYK:

[➔ Click here](#)

LOOKING AHEAD: SCALING IMPACT THROUGH NEW INITIATIVES

As we move forward, our projects are evolving to expand their reach and deepen their impact through value-driven services. Here are some exciting developments:

CYK FINANCIAL:

In its latest phase, **CYK Financial** has transitioned to a revolving loan model designed to provide affordable, small-ticket loans of up to UGX 5,000, targeting WO-MSMEs. This approach supports CYK's mission to empower women entrepreneurs in Africa by offering a flexible and efficient financing model. Now a tech-enabled venture, CYK Financial provides affordable loans through partnerships, leveraging a strong market presence and value proposition to tackle the unique challenges faced by women-owned businesses.

Services:

■ Sales Financing:

Based on each business's sales history, helping ensure accessible financing tailored to actual revenue cycles.


■ Equity Solutions:

Simple Agreements for Future Equity (SAFE) to build a robust funding framework.

■ Business and Financial Management Clinics:

Offering WO-MSMEs financial literacy and management support to prepare them for future mainstream financing.

Target Sectors for CYK Financial include:

-  Paper-Based Products
-  Fashion & Accessories
-  Sanitary Products Manufacturing
-  Building Materials Production
-  Food & Beverage Processing
-  Agro-Technology & Ancillary Services

CYK Financial's expanded approach not only provides much-needed working capital but also offers a comprehensive support system, working with partners to build Micro and Small Business Hubs.

Thank you to all our partners, funders, and stakeholders for your continued support. We look forward to working together in the coming months to amplify our impact and empower communities.

Stay tuned for more updates, and let's continue working together to make an enduring impact!

Warm regards,
Finding XY Limited.