



Commercial Agriculture for Smallholders and Agribusiness



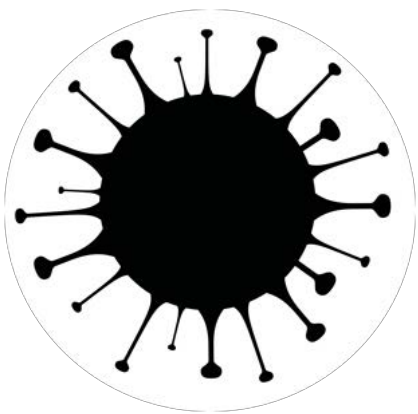


# Enhancing Nepal's agriculture

A component of CASA's COVID-19 response

# Agribusinesses in Nepal

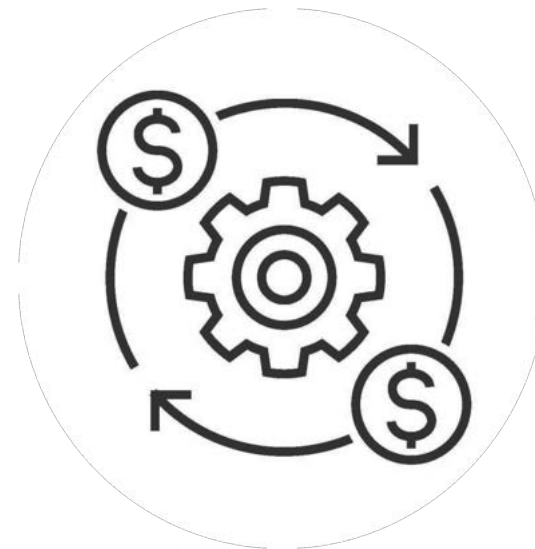
## The problem



Nepal's agriculture has been crippled by COVID-19



SMEs have been particularly badly affected, disrupting value chains



SMEs need to be innovative and optimize their costs to stay afloat

# Agribusiness and the digital economy

## The opportunity

66%  
directly  
involved

Agriculture is  
key to Nepal's  
economy

32% of  
total  
economy

Agriculture's  
GDPR value to  
the economy

100% on  
mobile

37 million  
handsets for 29  
million people

60% on  
internet

16 million  
individual users



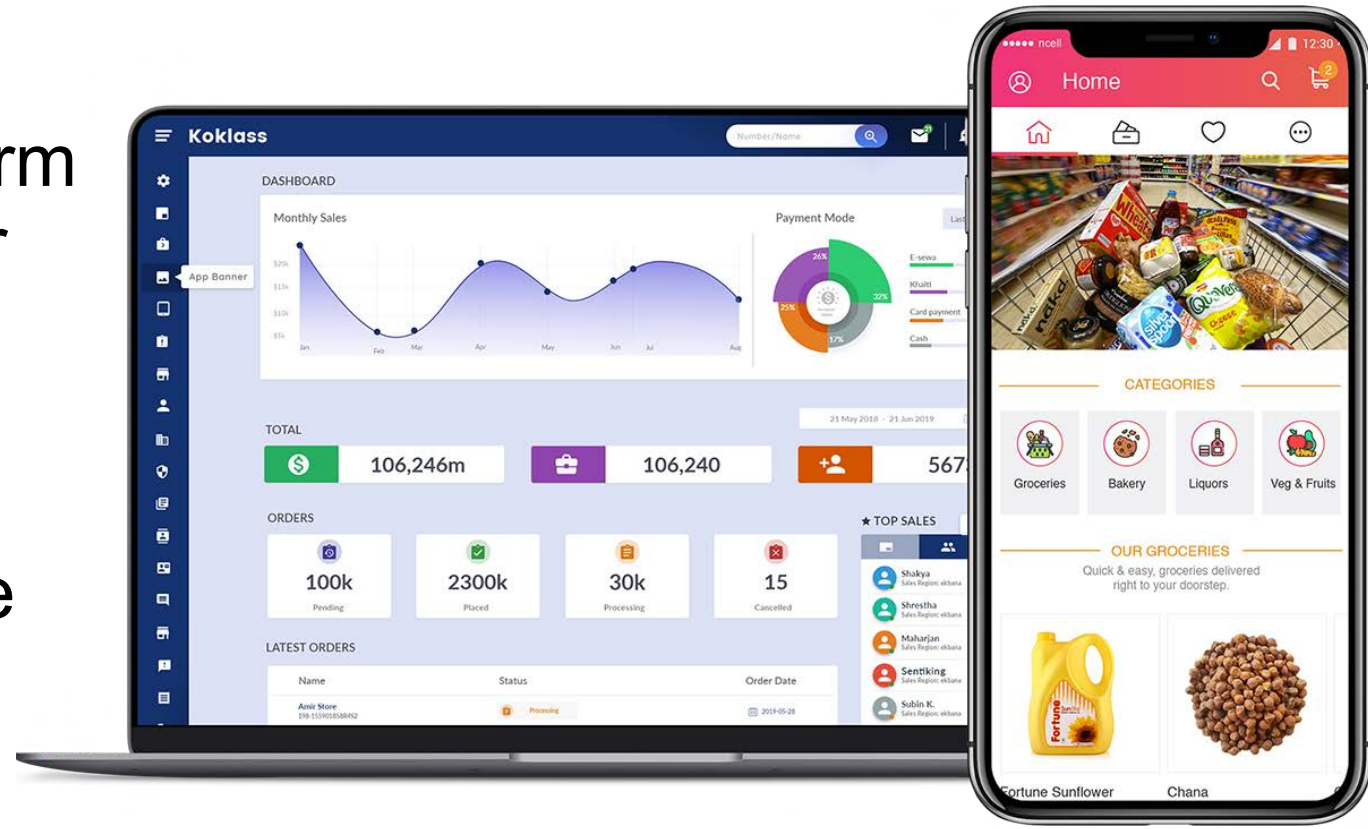
# E-commerce

## Our solution



We are partnering with EKbana Solutions and trialing its Koklass platform for 10 agribusinesses for six months

Our aim is to protect the agricultural economy by helping the sector evolve under these unique circumstances





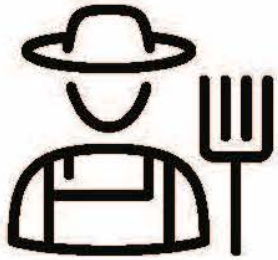
# Our chosen SMEs so far

Five SMEs selected so far who support 118,000 smallholder farmers (directly and indirectly):

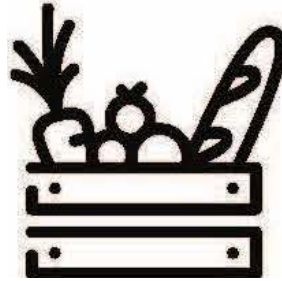
- Krishi Fresh Private Limited: 90,000
- SK Dairy: 10,000
- Shreenagar Agro Farm: 6, 000
- Raithaane Agri Products: 8,000
- Hetauda Dairy: 4,000

# Getting food to the consumer

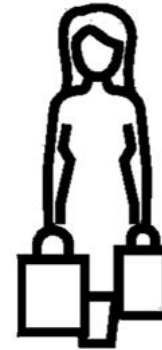
## How the system works



Farmers sell  
their crops to  
agribusinesses



Agribusiness  
SMEs collate  
produce and put  
them on their new  
online platform



Consumers buy  
various products  
online from the  
agribusinesses



# Expected outcomes



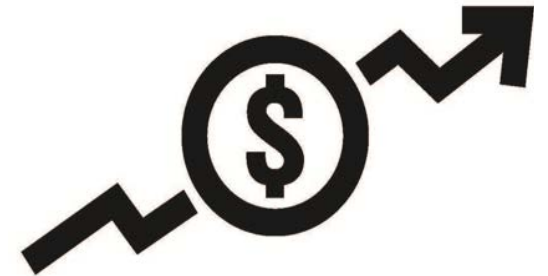
Increased transaction volume and revenue and decreased value chain disruption



Previous capital investment safeguarded



Increased technological adaptation and business confidence



Continued investment, boosted incomes of farmers and agribusinesses and growth in the digital sector



# Summary

Nepal's agricultural sector is very important to the economy

SMEs are central but need support to flourish in pandemic

Consumers purchasing more online so SMEs need to adapt

Partnering with EKbana to test Koklass e-commerce platform

10 SMEs selected for six-month trial

Agribusinesses will benefit along with the smallholder farmers they buy from

Continued investment and growth in the digital sector should follow



Supported by:



Implementing partners:

