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ABBREVIATIONS AND ACRONYMS

ADA Appui au Développement Autonome

AVC(s) Agricultural Value Chain(s)

BRC British Retail Consortium

CFS Committee on World Food Security

CSAF Council on Smallholder Agricultural Finance

DFI(s)
Development Finance Institution(s)
ESG
Environmental, Social, and Governance
FAO
Food and Agriculture Organization
FAR
Agricultural and Rural Finance

GPFS Global Programme for Food Security

IISD International Institute for Sustainable Development

KPI(s) Key Performance Indicator(s)

LED Liechtenstein Development Service

MFEA Ministry of Foreign and European Affairs of Luxembourg

PFI Personal Farm Insurance

RAI Responsible Agricultural Investment in Agriculture & Food Systems

SAM African Microfinance Week

SDC Swiss Agency for Development and Cooperation

SDG(s) Social Development Goal(s)

SEM European Microfinance Week

SH(s) Smallholder Households

SIDI International Solidarity for Development and Investment

SME Small and Medium-sized Enterprise

SSA Sub-Saharan Africa

SSNUP Smallholder Safety Net Upscaling Programme

TA Technical Assistance

TAF(s) Technical Assistance Facility(ies)

FOREWORD

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Agricultural productivity and development is one of the main drivers for improving standards of living and well-being. With 80% of the world's poor living in rural areas and an estimated 500 million of them being smallholder households involved in small-scale and low productive farming, supporting this sector and focusing on strengthening agricultural value chains (AVCs) is fundamentally important.

In this regard, the Smallholder Safety Net Upscaling Programme (SSNUP) was established to support the inclusive and sustainable growth of agricultural value chain actors such as agri-SMEs, farmer cooperatives, and financial intermediaries. By helping these crucial AVC players, the programme aims to create positive ripple effects that can improve the livelihood of millions of individual smallholder farmers and their households.

Since its launch in 2020 up until the end of 2021, the programme has approved the funding of 15 projects supporting 31 SMEs, farmer cooperatives, microfinance institutions and insurance companies in 15 developing countries. These projects aim to strengthen the services offered to smallholder households and promote linkages within the value chains, while also reinforcing the internal financial and management capacities of the companies. The programme will additionally support the testing of a scoring tool to assess the compliance of agribusinesses with the Principles for Responsible Investment in the Agricultural and Food Systems that provides advice to improve practices.

The SSNUP is therefore an innovative funding mechanism for projects that aim to derisk existing and attract new investments in the agricultural sector, this is in line with Luxembourg's Development Cooperation strategy regarding the development of public-private partnerships and creating an enabling environment for enhanced private responsible investment for inclusive and sustainable growth. Furthermore, as the lead donor of the programme the Luxembourg government is pleased to have the Swiss Development Cooperation (SDC) and the Liechtenstein Development Service (LED) supporting this initiative as donors to the programme.



Director of Development Cooperation and Humanitarian Action

Manuel Tonnar



1. SSNUP AT A GLANCE

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Introduction to the programme

For centuries, agricultural productivity has driven improvements in living standards and well-being. However developing countries still face significant challenges such as rising undernourishment, low farming productivity and harsh climate change related events (World Bank 2019). With 80% of the world's poor living in rural areas and an estimated 500 million of them being smallholder households involved in small-scale and low productive farming, the challenge is significant (World Bank 2016).

The smallholder households face a whole range of challenges in accessing resources, technology, inputs, financing and market information, and are very vulnerable to external shocks, such as extreme weather events and price volatility. Since growth of the agricultural sector is a key factor in reducing poverty, it is essential to reinforce and improve the safety nets for these important stakeholders.

In order to respond to the needs of the smallholder households, the Luxembourgish and Swiss development agencies along with Lux-Development, and in collaboration with ADA, launched the Smallholder Safety Net Upscaling Programme (SSNUP). The Liechtenstein Development Service joined the programme in 2021.















Global objective

The aim of the 10-year programme is to sustainably strengthen the safety nets of 10 million smallholder households resulting in an improved well-being of altogether 50 million low-income and highly vulnerable people through a systemic agricultural value chain development approach.

The programme focuses on 3 specific outcomes, each one integral to the overall objective of the programme:



1

Smallholder households

will enhance their productivity and/ or resilience by using improved agricultural risk mitigation and transfer solutions, and adopting more sustainable and climate-smart farming practices in line with agro-ecological principles.



2

Agricultural value chains

will be strengthened
by actors adopting
more sustainable
environmental and social
business practices that
generate increased
income and jobs, as
well as enhanced food
security.



3

Investments

will increase and finance the expansion of agricultural value chains that comply with the global responsible agricultural investment principles and adopt sustainable environmental, social, and good governance standards.

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1. SSNUP AT A GLANCE

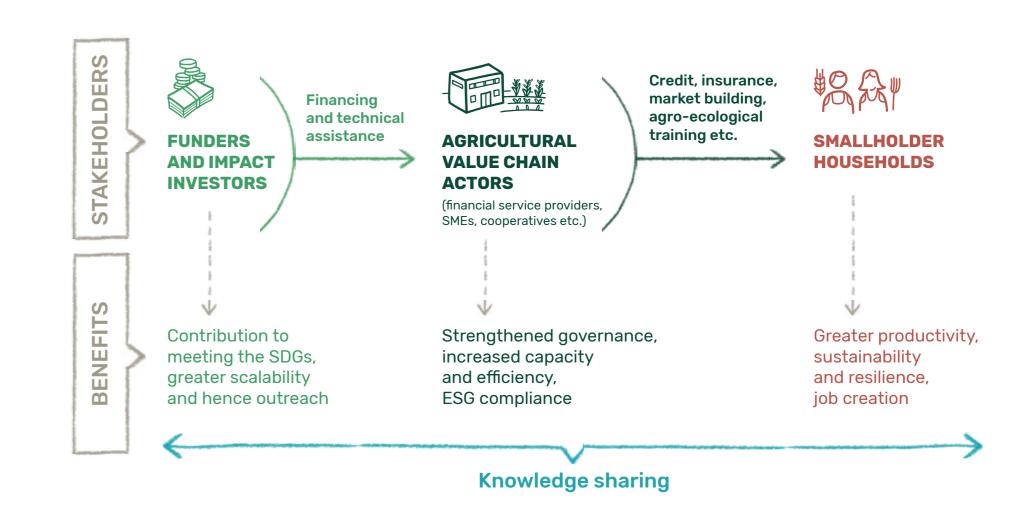
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Implementation

The programme aims to leverage the knowledge and partnerships of impact investors and their corresponding Technical Assistance Facilities (TAF), who are already present and active within the targeted agricultural value chains of SSNUP. This innovative public-private partnership approach consists of providing funding for TA projects that not only strengthens the resilience of the smallholder households, but also de-risks the investments of the impact investors and therefore contributes to the growth of responsible investments in the agricultural sector.



The following illustration is a graphical representation of **how the various stakeholders are working together** to ultimately strengthen the safety nets of smallholder households.



1. SSNUP AT A GLANCE

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Stakeholders

Through public private partnerships, the programme aims to bring together stakeholders of the most promising agricultural value chains through direct and indirect action and financing. These include the target beneficiaries (agricultural value chain actors and their clients), service providers and business facilitators, and the 4 main ones mentioned here: funders, impact investors, knowledge management partners and the programme coordinator.

Programme governance

The programme is governed by the SSNUP Steering Committee, which is the highest decision-making body of the programme and is composed of representatives from the funders, as well as the impact investors. Any new funder or investor that joins the programme will be invited to join the Steering Committee.

Funders





Luxembourgish Directorate for Development Cooperation and Humanitarian Affairs with the support of **Lux-Development**

The main objective of Luxembourg's development cooperation is **to contribute to the eradication of extreme poverty** and to promote economic, social and environmental sustainability.



Schweizerische Eidgenossenschaft Confédération suisse Confederazione Svizzera Confederaziun svizra

Swiss Agency for Development and Cooperation SDC

Swiss Agency for Development and Cooperation (SDC) aims to alleviate need and poverty around the world, foster respect for human rights, promote democracy and conserve the environment.



Liechtenstein Development Service

(LED) is geared towards sustainable and comprehensive development of disadvantaged and marginalised regions of the world, especially rural and structurally weak regions.

Joined in 2021

Coordinator & knowledge manager



Appui au Développement Autonome (ADA) is a Luxembourg-based nongovernmental organisation that strengthens the autonomy of vulnerable populations by leveraging inclusive finance to improve their living conditions.

Impact investors



Grameen Crédit Agricole

Foundation is an investor, funder, technical assistance coordinator and fund advisor. It finances and supports microfinances institutions, enterprises and projects that promote inclusive finance and rural development around the world.



Incofin is a global impact fund manager focused on investing in dynamically managed enterprises in emerging countries to promote inclusion in communities around the globe in a financially sustainable way.

OIKO CREDIT

are leveraged to achieve the final objectives of SSNUP.

Oikocredit is a social impact investor and worldwide cooperative with over four decades of experience in leading positive change through investments in financial inclusion, agriculture and renewable energy.

The impact investors represent the private component in the public private partnerships approach of SSNUP.

They are in fact the driving force of the programme through which knowledge, technical assistance and funds

symbiotics

symbiotics is the leading market access platform for impact investing, dedicated to financing micro- small and medium enterprises and low- and middle-income households in emerging and frontier markets.



roomono Abiliby

responsAbility Investments AG is a

access platform

act investing,

ted to financing

small and medium

rises and low- and

Investments AG is a

sustainable investment

house that specialises in

impact.



Solidarité pour le développement et l'investissement (SIDI)

is a solidarity investor in support of the consolidation of economic activities to improve the living conditions of vulnerable populations in the South and East.

Joined in 2021



Alterfin is an impact investment cooperative with the aim to improve the overall living conditions of disadvantaged communities mainly in rural areas in low- and middle-income countries worldwide.

Joined in 2021

Knowledge management parners



Council On Smallholder Agricultural Finance

(CSAF) is a forum for agricultural investor to share learnings, develop industry standards and best practices, and engage other stakeholders to address barriers to market growth and impact.



International Institute for Sustainable Development

(IISD) is an independent think tank working to accelerate solutions for a stable climate, sustainable resource management, and fair economies.

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This chapter will present **some aggregated data** related to projects approved in 2021.





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Overview of approved projects in 2021

This section presents aggregated data of the projects that were approved in 2021. It is important to highlight that this data derives from the project proposals, these results have therefore not yet been achieved. However, the data clearly illustrates the direction in which the programme is headed in terms of types of TA projects and beneficiary institutions (investees) and provides an estimation of future developments.

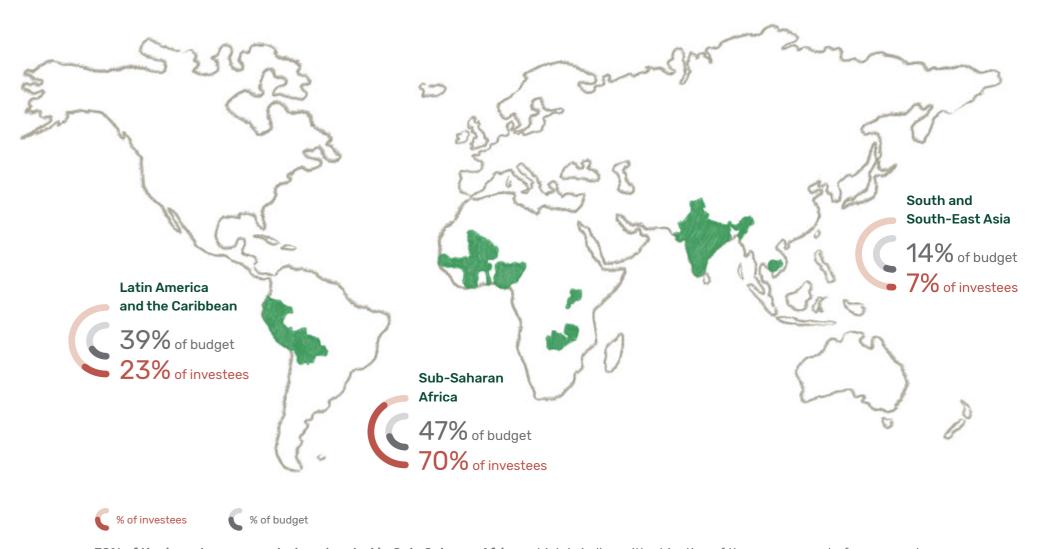
2021 was the programme's first full year of operations and with the slow start due the difficulties encountered by the pandemic and shifting priorities of the investors to consolidate their portfolio rather than implement TA projects, the programme still managed to approve the support of 30 investees. The number of approved projects is much lower than targeted however this indicator has become less relevant with projects being able to support multiple investees.

2021 Status of approved projects

Indicators	Objectives	Status
Number of projects approved	50	14
Number of investees supported	50	30
Number of smallholders targeted	900,000	5,348,930*
Total TA project budget	€ 4,230,000	€ 3,737,441
Co-funding from SSNUP	(80%) € 3,384,000	(39%) € 1,450,302
Co-funding from investees	(20%) € 846,000	(32%) € 1,206,235
Co-funding from other donors	/	(29%) € 1,080,902
Average SSNUP funding per investee	€ 67,680	€ 48,343

*One of the TA projects in India is targetting 5,000,000 smallholder households.

Location of investees and budget allocation of approved projects in 2021



70% of the investees supported are located in Sub-Saharan Africa, which is in line with objective of the programme to focus on sub-Saharan African countries. However, from a budgetary perspective, SSNUP's contribution to TA projects in this region represents a little less than half of the total budget approved. Latin American investees are the most demanding in terms of budget with just under 40% of the total budget going to just 23% of the investees.

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Investees

This sub-section focuses on the type of investees included in the 14 projects approved in 2021.

Type of investees

There is an almost equal division of the 30 investees between financial intermediaries, SMEs and farmer organisations & cooperatives.



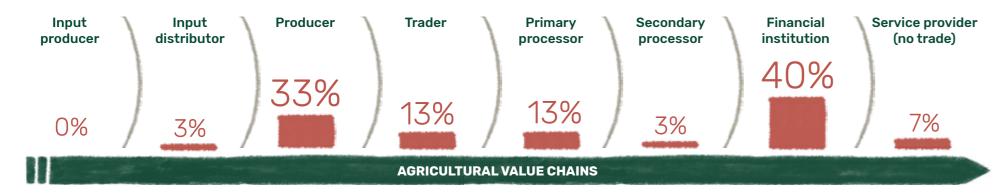
Financial engaged in AVCs intermediary



Farmer organisations & cooperatives



Roles of investees in agricultural value chains



The investees are involved at various levels of the agricultural value chains, from production to processing to trade to financing, with a significant focus on investees involved in production and financing. Some investees are active at several stages of the value chain.

Technical assistance projects

This sub-section focuses on analysing the nature of the intervention per investees in the projects approved in 2021, as well as the type of agricultural value chain they will strengthen.

Type of TA intervention





services





internally could also be a result of the difficulties created by the pandemic.









Market building

Most of the investees benefit from multiple types of intervention, meaning that they don't only focus on one but include several types at the same time. The most prevalent area of intervention is internal management which is benefits 67% of the investees. This type of intervention is most commonly coupled with developing financial and non-financial services for smallholder households. The need to strengthen the investees

Type of agricultural value chains



The most common value chains supported are those related to the production of coffee, cashew nuts, cocoa, maize and rice, combining both staple and cash crops in the portfolio of crops supported. While crop production remains the most common type of production supported, the others remain important if the programme is to foster the adoption of sustainable practices and contribute to the sustainable development goals.

^{1.} There are four categories of TA intervention, each focusing on a specific aspect of the investee's operations. The first two categories (financial and non-financial services) focus on developing/improving services for the smallholder 47 households, the third (internal management) relates to building the internal capacity of the investee and the fourth relates to building linkages between the different actors of a value chain.

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List of approved projects in 2021

This table summaries the 14 approved projects by listing certain key elements of the projects including the location, the number of smallholder households targeted and the agricultural value chain.

Name of TA project	Investor	Investee type	Country	Number of smallholders targeted	Agricultural Value Chain	Status in 2021
Sub-Saharan Africa						
Demo field for rice producers	Grameen Crédit Agricole Foundation	1 SME engaged in AVC	Senegal	2,250	Rice	Completed
Supporting cocoa cooperatives in improving the repayment rate of member producers	Grameen Crédit Agricole Foundation	1 financial intermediary	Ivory Coast	4,000	Cocoa	Not started
Improving the conditions of farmers and workers within the cashew value chain	Incofin	1SME engaged in AVC	Burkina Faso	4,000	Cashew nuts	Ongoing
Index insurance in West Africa	Oikocredit	4 financial intermediaries	1 Senegal / 1 Mali / 1 Ivory Coast / 1 Burkina Faso	60,000	Multiple AVC	Ongoing
Mitigating commodity price risk of smallholder producer organizations in the coffee value chain in Rwanda	Oikocredit	2 SMEs engaged in AVC / 8 farmer organisations & cooperatives	Rwanda	10,000	Coffee	Not started
Financial management system improvement	responsAbility	1SME engaged in AVC	Uganda	17,000	Coffee	Ongoing
BRC certification for Cajou Espoir	responsAbility	1SME engaged in AVC	Togo	1,500	Cashew nuts	Ongoing
Rural business management application	Symbiotics	1 financial intermediary	Zambia	200,000	Multiple AVC	Ongoing
De-risking small holder farming in Nigeria by leveraging technology and Indemnity- based Personal Farm Insurance (PFI)	Symbiotics	1SME engaged in AVC	Nigeria	10,000	Maize	Not started
Latin America						
To enhance climate resilience and financial inclusion of smallholder farmers by implementing parametric agricultural insurance solutions	Incofin	4 financial intermediaries	3 Ecuador / 1 Bolivia	23,000	Multiple AVC	Ongoing
EduCafe - Pilot testing of a mobile application	responsAbility	2 farmer organisations & cooperatives	Peru	180	Coffee	Ongoing
Sustainable and next generation coffee farming	responsAbility	1 SME engaged in AVC	Peru	2,000	Coffee	Not started
Asia						
Implementing a quality AI application to improve the pricing based on a better-quality evaluation of the grains/crops sold by the farmers	Incofin	1 SME engaged in AVC	India	5,000,000	Multiple AVC	Not started
Improving smallholder farmer cooperatives' investment readiness in Cambodia	Oikocredit	1 financial intermediary	Cambodia	15,000	Multiple AVC	Ongoing

Overview of projects approved in 2021



projects

financial

intermediaries

8 ongoing

5 to be launched

completed V



investors



Agricultural Value Chains 4 coffee



- cashew nuts
- cocoa
- 1 maize
- 1 rice
- 5 multiple AVC

investees

countries



Africa

farmer organisations

& cooperatives

in Sub-Saharan in Latin America



SMEs engaged

in AVC

in Asia

5,348,930 smallholders targeted

Project example | Ongoing





Improving the conditions of farmers and workers within the cashew value chain in Burkina Faso

Given the current market trend for healthy snacks, the number of primary nut processing units in Africa is increasing. This is creating an increasingly competitive market for Anatrans, which explains why the company needs to find solutions to grow. To sustain this growth and ensure Anatrans consolidates its position in the international market, this comprehensive TA project aims to strengthen the company on a number of aspects:

- 1 fairtrade certification support for members of the partner cooperatives
- 2 development of a digital human resource (HR) management tool
- 3 facilitate advanced payments for farmers
- 4 improvement of ESG performance by ensuring the prevention of child labor
- Read the complete factsheet
- See other projects











Internal management



Total budget



Partner organisation	Anatrans (Nuts2)
investee)	Burkina Faso
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THE DOT SETS MAN THE DOT SETS MAN THE DOT SETS MAN THE	the sits now the ties sits now the ties sits now the ties sits now the ties sits now
Targeted # of farmers	611 farmers certified by 2022 200 families benefitting from the advanced payments programme
THE DOT SET MAN THE DOT MAN THE DOT MAN THE	200 M NO 700 M M NO 700 M M NO 700 M M NO 700 M NO 700 M NO
Agricultural value chain	Cashew
THE BUT SET AND THE BUT SET AND THE BUT SET AND THE	ber att aus tie der att aus tie der att aus tie der att aus tie der att aus

Agriodicardi Valdo Orlani	Casilew
The day and man fire day	200 May 700 May 200 May
Starting date	July 2021
The first state and the first state	on an to be on an
Duration	13 months
The first still state fire their still state fire their still state fire their still state fire their still state fire	the are now the ten are

€ 115.166 Including € 33,714 (29%) contribution from SSNUP

Project example | Completed



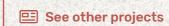
Demo fields for rice producers

The project aimed to set up 20 demonstration fields where the best practices would be put in place with the help of an agronomist. The idea was for the fields to enable 60 local lead farmers to be trained and for those lead farmers to then train 2,000 small rice producers during guided tours of the fields and exchange sessions on the good practices.

The expected outcomes of the project were:

- 1 to strengthen the knowledge and skills of the rice producers
- 2 to increase the volume and quality of rice production
- 3 to increase the revenue of these producers and their households
- 4 to contribute to improving food security in Senegal by increasing both the production and the quality of rice to meet local demand









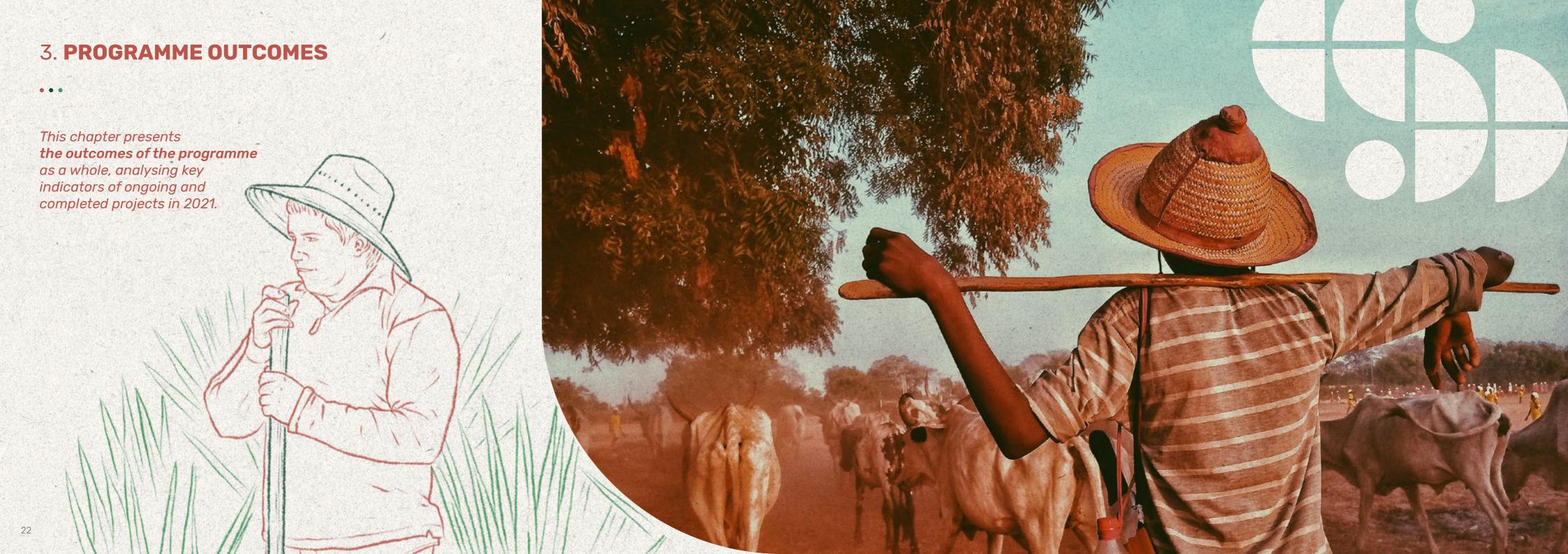


Impact investor



	Microfinance & Social business
artner organisation ovestee)	Sénégalaise des Filières Alimentaires (SFA Senega
umber of farmers ached	1,50
gricultural value chain	Rice
carting date	March 202
uration	6 month
otal expenditure	€ 11,19 0 Including € 8,537 (76%) financed by SSNU

21



3. PROGRAMME OUTCOMES

Outcomes so far

41,499

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smallholder **households** reached,



of which 29% of the households were reached through female producers*

*Please note that these are value chains in which women take a leading role, however in all cases with smallholder households being the end beneficiary, there is assumed gender balance. 38,008

benefited from adapted financial services



5,328

benefited from loans granted to their cooperatives

1

To improve access to inputs

32,680

benefited from indexinsurance products



For increased resilience to climatic hazards

36,085

benefited from non-financial services



34,332

trained on financial literacy



For better understanding & use of financial services

1,753

trained on best production practices



For better productivity & better quality production (see example p.15)

86

benefited from market-building solutions



86

received advance payments from their cooperatives



To enable farmers to pay for health & education services

Through

10 on-going or

on-going or completed technical assistance projects

Implemented by 27 investees

The first acts and the first acts and the first acts and the first acts the first acts

That also received

€ 31,333,683

of additional investments after the projects started of which

€ 13,445,130

directly attributed to the capacity built up by the SSNUP TA project Example

\$条章

1,501
farmers trained
on best practices

for rice production

Demo fields

in Senegal I

Improved quality of rice

16 % increase in yield

A

While these positive results cannot be entirely attributed to the project, the application of good practices by producers has most likely contributed to them.



No poverty

1.4 Access to financial services

1.5 Strengthened resilience



Zero hunger

2.3 Improved productivity

2.4 Adoption of productive, sustainable and resilient production practices



Gender equality

5.5 Women's participation in economic life

5.A Equal access to economic resources



Climate action

13. Resilience to climate change



Partnerships for the goals

17.3 Channelling financial resources to developing countries

17.17 Facilitating partnerships



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Knowledge management is a key component of the programme and will become even more important as it progresses.

Indeed, by leveraging the lessons learned from the implemented projects to improve the resilience of smallholder farmers and their agricultural value chains, SSNUP represents a unique opportunity to learn from a wide variety of experiences.





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Experience sharing workshops

The objective of these workshops is to provide SSNUP stakeholders (TA managers, investment officers, funders and coordinator) with **an opportunity to exchange experiences from TA projects** and to discuss challenges, solutions and lessons learnt.





TA project management

The first workshop focused on TA project management in general. One of the main conclusions was the necessity to find a proper balance between:

- ensuring investee ownership and leadership by giving them the responsibility to design projects, which requires time and project management skills;
- ensuring TA project proposals are aligned with the programme's objectives. This requires active involvement of TA managers and investment officers in the drafting process/project design.



2021

In 2021, several TA project proposals focusing on certification revealed the need for SSNUP stakeholders to have a closer look at the wide variety of certification schemes.

Julie Maisonhaute, Deputy Director at Commerce Equitable France, and Warren E. Armstrong, General Manager of Aldea Global, a farmers' association in Nicaragua, shared their expertise and experiences with the SSNUP stakeholders.

Beyond a better understanding of the criteria and levels of requirements behind the various certification schemes, SSNUP stakeholders learnt more about:

- the monetary and non-monetary benefits of certification for farmers;
- the considerable investment burden that is required for certification, especially for smaller producers;
- the uncertainty of the financial return due to market fluctuations;
- the need for greater financial support to alleviate initial certification costs, and for greater say for farmers in the governance of certification schemes.

Learn more about SSNUP projects focusing on certification:

- Sustainable and next generation coffee farming
- Improving conditions for farmers and workers within the cashew value chain
- BRC Certification for Cajou Espoir in Togo



Have a look at the full Workshop Results document

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Case studies based on principles for responsible investment in agriculture and food systems

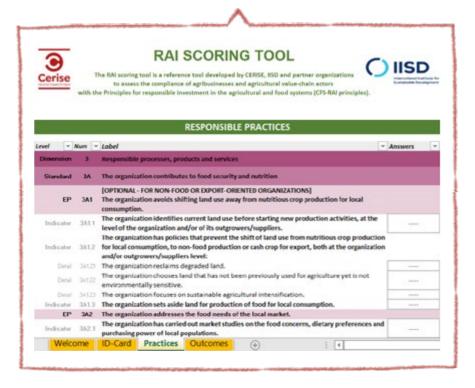
One of the main objectives of SSNUP is **to foster the adoption of sustainable practices by a variety of actors involved in the agricultural sector,** from smallholder farmers to impact investors through the agri-SMEs or farmer organisations benefiting from their investments.

In order to give concrete insights into what responsible and sustainable practices means for agri-SMEs and farmer organisations, SSNUP supports the development of case studies with selected investees of partner investors. The methodology relies on a scoring tool used to assess the compliance of these investees' practices with the CFS-RAI Principles (Committee on World Food Security's Principles for Responsible Investment in Agriculture and Food Systems). This tool is currently being developed by the International Institute for Sustainable Development (IISD) in cooperation with Cerise.

With these case studies, SSNUP will contribute to the finetuning of the tool in addition to the generation of actionable knowledge for the participating investees, who will learn more about their strengths and weaknesses in terms of sustainable practices, and will be able to identify areas of improvement for better economic, social and environmental performance and impact.

In 2021,

IISD and Cerise drafted a first version of the tool, which includes questions and indicators also aligned with the Council on Smallholder Agricultural Finance ESG and impact principles.





The first case study using the first version of the tool was launched at the end of 2021 with a trader of cocoa in Ghana. The results will be available in 2022.

Perception surveys

In order to better identify and understand SSNUP outcomes for smallholder households, perception surveys will be carried out with a representative sample of smallholders benefiting from a selection of projects.

The surveys will complement regular monitoring of standard key performance indicators and will enable SSNUP stakeholders to:

- identify the outcomes for smallholder households beyond their satisfaction with product or service usage, such as knowledge acquisition, behavioural changes in production, processing or trading practices, and consequences on production volume, quality and revenues;
- understand the drivers of these outcomes, or on the contrary, the potential impediments;
- identify the farm risk mitigation and transfer solutions which appear to result in better outcomes for smallholder households.



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perception surveys were approved in 2021 and will be completed in 2022 or 2023, depending on project end dates.

These surveys will focus on the outcomes of:



Index-insurance for producers in Mali, Senegal, Ivory Coast and Burkina Faso



Digital financial services and financial literacy in Zambia



Credit services
designed for farmers'
cooperatives
in Cambodia



Fair trade
certification of a
cashew processing
enterprise and
advance payments
for farmers
in Burkina Faso



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Communication

This sub-section presents some of the tools used by SSNUP to disseminate knowledge generated from projects, workshops, surveys and case studies.





Newsletter

A SSNUP newsletter was developed in 2021 and launched in early 2022 to keep people informed on the progress of the programme.







Participating and speaking at events will become more important as knowledge is generated and disseminated.

In 2021, SSNUP was presented in 5 events



African Microfinance Week (SAM) - Kigali, Rwanda

European Microfinance Week (SEM) - Online

Training in Agricultural and Rural Finance (FAR) - Online



5. FINANCIAL REPORT

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2021 budget and expenses

This section of the report shows the programme's income and expenses as monitored by ADA, the coordinator of the programme. The SSNUP accounts are audited by Mazars.

SSNUP 2021	Budget	Expenses	
Technical assistance projects	€ 3,465,000	26%	€ 899,551*
TA facilities management fees	€ 381,150	2%	€ 5,856
Knowledge management & dissemination	€ 293,225	38%	€ 111,750
Evaluation and financial audit	€ 27,500	98%	€ 27,073
Programme coordination	€ 289,775	69%	€ 199,660
LuxDev support to lead donor	€ 130,000	47%	€ 60,825
Budget	€ 4,586,650	28%	€ 1,304,715
Co-funding from investees	€ 846,000		€ 1,206,235**
Total Budget	€ 5,432,650		€ 2,510,950

^{*} Please note this amount differs from the amount stated on page 16 (approved projects) due to changes in the fund transfer process for approved projects.



^{**} Amount from approved projects in 2021.

