SOLUTI BRAND UNVEILING

1. Who is SOLUTI FINANCE EAST AFRICA LIMITED?
   SOLUTI Finance East Africa Limited (herein referred to as ‘SOLUTI’) started its operations in 1994 under Stromme Foundation Regional office. In a bid to specialise in Microfinance service delivery, Stromme Microfinance East Africa Limited was incorporated as company limited by guarantee in 1998 and later in April 2004 as a company limited by shares. This company was owned by Stromme Microfinance AS in Norway, Stromme Foundation Regional Office in East Africa, Solidarité Internationale pour le Développement et l’Investissement (SIDI) in France and Catholic Organisation for Relief and Development Aid (CORDAID) in Netherland.

In 2019, Stromme foundation and CORDAID sold their holding to SIDI. SOLUTI Finance East Africa Ltd is currently owned 99.98% by Solidarité Internationale pour le Développement et l’Investissement (SIDI) in France, and 0.02% by Mrs. Priscilla Mirembe Serukka a renowned Development worker In Uganda. She is also the current Board Chairperson.

SIDI is a social investor created in 1983 by CCFD-Terre Solidaire, the French major private donor agency to improve the living conditions of vulnerable and marginalized people in developing countries, through the creation and strengthening of individual and community-level income-generating activities. SIDI is active in 31 countries with a high commitment in Sub-Saharan Africa. With this acquisition, SOLUTI shall remain one of the leading Microfinance Investment Vehicles in East Africa.

Coverage, target market and solution offer
SOLUTI is one of the leading wholesale lenders in East Africa, with a track record of over 25 years of providing both financial and non-financial services to our partners in Uganda, Kenya and Tanzania through a partnership approach and model.

We are committed to improving livelihoods of the low-income people through providing credit facilities and capacity building/Technical Assistance to Microfinance institutions, (MFIs), Savings and credit co-operatives (SACCOs), Small and Medium Enterprises (in Agriculture, Housing and Social Enterprises) and Producer Organizations (POs) in the East African region.

We offer a wide range of products and services to its partners including:

Institutional agricultural Loans
This product is being implemented through a value chain financing approach. Its currently, focusing on a few value chains with high levels of multiplier effects among the small holder farmers like Maize, Coffee, Diary and Rice. However, we are open to financing any other value chain that can clearly demonstrate significant social-economic impacts among small holder farmers.

Institutional Housing Microfinance Loans
These are loans extended to partners for purposes of catalyzing lending operations to house building, improvements and addition of related accessories on the menu offered to their clients. Housing Microfinance Loans are provided to support partners in increasing access to affordable housing finance by the target group.

Institutional Development Loans
These are loans extended to partner institutions to enable them finance and develop their institutions’ capacity to deliver the required services. These include purchase of assets, system improvement / upgrades, Branch renovations, among other initiatives.

Institutional Business Loans
These are loans extended to partner institutions through direct capital injection of substantial loan amounts for working capital. These loans are aimed at enabling partner institutions to meet the funding needs of the enterprising poor.

We also offer non-financial Services including: Innovative technical assistance to strengthen our partner institutions and Support to network institutions in the region to ensure best industry practices.

2. What inspired the change of name/brand?
   With SIDI owning 99.98% of the company as Stromme Foundation and CORDAID exited the Microfinance Company, it was inevitable to change the Company name. We saw this as an opportunity to have refresh of the company’s brand. We sought for a look and feel that would reinforce...
The SACCO has been in partnership with SOLUTI Finance East Africa Limited since 12th February 2013. Among the partnership benefits to date are:

- Being able to access loan funding and hence grow their clients, loan portfolio and asset base.
- Technical assistance and hence review their manuals. This included a comprehensive 3-year strategic plan, finance policy manual, human resource manual and loan policy, and procedure manual. This technical support built the SACCO’s capacity to a level of a microfinance institution with a tune of close to UGX 6 billion in total assets.
- Technical training in risk management, credit management, and governance among others.

2. RUGENDABA RA COOPERATIVE FARMING SOCIETY LTD

The cooperative was established under the ministry of agriculture as a cotton farming group in the year 1962. On 27th January 1967, it was legally registered as a cooperative society with a registration number 2273. Currently, it has a registered membership of 534 members (145 females and 389 males). The Cooperative has 6,000 acres of land where the members are arranged in five blocks all involved in the production and marketing of maize, beans, and cotton. On average each member has 2-3 acres. The cooperative can collectively bulk 500 metric tonnes of maize annually.

The Cooperative was linked to SOLUTI by one of their key partners TechnoServe USAID “Feed the Future” in January 2018. Among the benefits of the partnership today are:

- Enabling the cooperative to acquire working capital to bulk up their produce
- Enabling the Cooperative to acquire a truck to help with transporting farmers’ produce to the cooperative’s stores.

For more Information: Email: soluticeo@solutifinance.org | www.solutifinance.org | Plot 1 | Kololo Hill Drive Block A Ground Floor | P.O.BOX 6109 | Kampala | Uganda l +256-414-232010

SUCCESS STORIES FROM SOLUTI PARTNER INSTITUTIONS

Over the past two decades, SOLUTI has evolved and much impact is seen through stories shared by our Partners on the ground, some of which we feature herein.

1. BUTUURO PEOPLE’S COOPERATIVE SACCO

The SACCO was started way back in 2007 by six visionary people who initiated an idea on 26th December 2006 that emerged from a discussion on poverty level and possible solutions as one of the pressing issues. The idea of starting up a SACCO came up as a way of raising household incomes through savings and credit services. Its located in Nyakabirizi Trading Centre, Nyakabirizi –Kibaare Rd, Ishaka-Bushenyi Municipality.

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