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About PASS Trust

The Private Agricultural Sector Support (PASS) Trust was established in the year 2000 under the agricultural Sector Program Support, for the purpose of facilitating access to financial and business development services for Agri business entrepreneurs in Tanzania.

PASS operated as a project until the year 2007 when it was registered as a Trust - (Not for Profit organization) with the same mission.

PASS currently operates as an independent organization, operating as a service provider linking the agricultural and financial sectors. Our main objective is to facilitate access to financial and Agri business development services for Agri business entrepreneurs covering the entire Agri business value chain.

Our Clients

Our clients comprise of individual Agri business entrepreneurs, associations/ groups of small holder farmers and companies engaged in the agricultural sector. We among other things, assist our clients in developing solid and bankable investment project write ups, and facilitate access to finance through credit guarantee schemes that we operate with commercial banks.

Currently, we are working with 16 banks that include CRDB Bank PLC, NMB Bank PLC, TIB, BOA, ABC, AKIBA Commercial Bank, Amana bank, TADB, NBC, TPB, AZANIA bank LTD, Vision fund Microfinance Bank LTD, ACCESS Bnak, Equity bank and Mkombozi Commercial Bank.

We are in the process of signing up more commercial banks, as well as support access to credit (fundraising) for community as well as rural financial institutions.

Our achievements & Performance Results

The past 18 years have been of execution, expansion, successes and challenges that have resulted in great learning and knowledge acquisition for the Trust.

PASS has continued to significantly contribute towards the changing narrative of Tanzania's agricultural Finance landscape, by assisting agricultural entrepreneurs to feasibly and profitably borrow from commercial financial institutions, for purposes of improving their Agri businesses.

A total of 929,102 agricultural entrepreneurs have benefited from PASS guaranteed loans amounting to TZS. 712 billion between the years 2000 to 2018.

These beneficiaries have been from various sub sectors that include livestock, crop production, processing, crop trading, mechanization, support to irrigation infrastructures, transportation of agricultural commodities, bee keeping, fish farming as well as inputs trading.

In 2018 alone, PASS benefited a total of 196,873 Agri businesses through loans guarantee as well as business development services in 26 regions spread across the country. These loans have gone a long way in supporting the improvement and expansion of Agri businesses in the country.

In the same year, PASS guaranteed 15,564 business plans worth TZS. 191 billion that were presented to various collaborating banks for financing. This is a big improvement compared to 623 business plans worth TZS.122.7 billion that were submitted the previous year (2017).

During the same period, an estimated 387,804 employment opportunities were created in various sub sectors.

Working with SUGECO in Morogoro, PASS' managed Agribusiness Innovation Centre (AIC), is providing a mindset transformation and farming as a business training to youths. The youths have been in an incubation set up, learning about business in horticulture (tomatoes using screen houses) as well as livestock, with keen interest on goat fattening.

In the next one month, at least 20 youths will graduate from AIC centre in Morogoro where they have undergone a 12-month thorough transformation in horticulture business. A new lot of 70 other youths are expected to join by the end of the year.

In the same breath, PASS- AIC has opened a new goat fattening site in Kongwa district to provide yet another opportunity for the youth to get to learn more from experts about the techniques of goat fattening to enable them venture into business.

PASS has been collaborating with various stakeholders such as the World Food Program (WFP) through Farm to Market Alliance (FtMA) and Agricultural Markets Development Trust (AMDT) to offer training services for maize and sunflower farmers in the Southern highlands. Collaboration with Local Investment Climate (LIC) facilitated training of onion farmers in Dodoma region, while in Kigoma region PASS teamed up with International Trade Centre (ITC) to provide trainings to farmers and agri-entrepreneurs. Over 7,000 farmers have benefited from these trainings and have also been linked to financial institutions for access to credit.

PASS recently entered into an agreement with the Africa Development Bank where an estimated 80,000 small holder farmers are set to benefit from the plan, aimed at improving financing and investment in the agricultural sector through credit guarantee schemes and parametric insurance-based portfolio de-risking. The new project is set to promote crop insurance to smallholder farmers by minimizing

climate related supply chain disruptions, as well as improving financing and investment to the agricultural sector through credit guarantee schemes.

Conclusion,

PASS wishes to thank collaborating banks for progressively getting more proficient in financing agricultural investments. Our focus now is to expand our reach so that more people get to benefit from our services.

2019 is the second year of our five-year strategic plan (2028-2022). We have targeted to create a cumulative 700,000 jobs either directly or indirectly in the agricultural sector as we seek to benefit at least 235,253 families with guaranteed loan amounting to TZS. 210.6 billion.

Thank You Very Much

Nicomed Bohay

PASS Managing Director