



ssnup

Smallholder Sustainability
Upscaling Programme



ENHANCING CLIMATE RESILIENCE OF SMALLHOLDER FARMERS IN THE COCONUT VALUE CHAIN IN KENYA



Africa



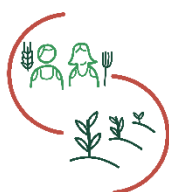
Latin America



Asia



Financial services delivery



Capacity building for end beneficiaries



Market access and product development



Management systems improvement

CONTEXT

Kenya's agriculture sector is the backbone of the country's economy, contributing about 23% of GDP and employing over 40% of the total population and 70% of the rural workforce. The sector is diverse, encompassing horticulture, tea, coffee, maize, dairy, livestock, and emerging crops like macadamia and coconuts. The coconut value chain in Kenya is especially present in coastal regions, supporting over 150,000 households. Value addition has increased with the establishment of processing units, boosting local incomes and export opportunities. However, challenges such as limited access to quality seedlings, pest threats, and inefficient marketing persist. Efforts to adopt circular economy practices like utilising coconut waste for coir fibre and organic fertilisers are ongoing but still limited.

CURRENT STATUS OF THE BENEFICIARY ORGANISATION

KENTASTE PRODUCTS LIMITED (KENTASTE) is a manufacturer and distributor of coconut products, including virgin coconut oil, coconut milk, coconut cream and desiccated coconuts and other by-products. It was originally founded in 2008 and has a network of over 5,000 smallholder farmers of which 1,921 are organic and fair trade certified. The share of female farmers stands at 29%. The supply from smallholder farmers represents 75% the rest coming from brokers and aggregators. KENTASTE provides a range of services to support its farmers, including training on good agricultural practices and facilitation of certification, cash advances to a few selected farmers, distribution of seedlings from its own nursery, and access to market.

OBJECTIVE OF THE PROJECT

The main goal of this project is to support smallholder farmers in improving the coconut production primarily through digitisation of the farmer advances, improved traceability, and training on climate-resilient farming practices.

The expected results of the project are:

- Train 4,000 smallholder farmers on climate smart agriculture, good agricultural practices and financial literacy.
- Improve financial advance support and traceability for 1,500 smallholder farmers through digitisation.
- Train 15 staff on using the digital platform for field operation management.

PRIORITY TOPICS

Environment and climate change



Food security and improved nutrition



Gender equality



Fair agrifood systems



IMPACT INVESTOR

alterfin 
HUMANITY INVESTORS

BENEFICIARY ORGANISATION

KENTASTE PRODUCTS LIMITED (agri-SME) -Kenya

TARGET

4,000 smallholder farmers

AGRICULTURAL VALUE CHAIN

Coconut

STARTING DATE

April 2026

DURATION

24 months

TOTAL TA BUDGET

€157,589
Including €66,960 (42%)
contribution from SSNUP



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