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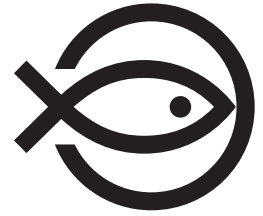
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NYAMBURA: A RESILIENT FARMER'S BATTLE

Meet Nyambura, a farmer from Nyandarua County, one of Kenya's agricultural hubs. Nyambura manages to produce an impressive variety of crops, despite having only half an acre of land. In each successful season, Nyambura focuses on cultivating snow peas and sugar snaps, occupying the bulk of her farm. The profits from these crops are crucial for covering school fees for her four children, electricity bills, and medical expenses. However, getting the crops to market poses crucial challenges. Nyambura relies on motorbike riders (commonly known as Boda Bodas) to transport her produce to the local shopping centre, where intermediaries aggregate and sell the crops.

Unfortunately, poor handling during transportation results in a **5% loss of her harvest**. **A further 10% is lost due to sorting and grading to meet quality requirements.** Time is of the essence. If the produce is not collected promptly, the snow peas start to deteriorate, impacting their price and putting Nyambura's entire harvest at risk, leading to a devastating loss of livelihood.



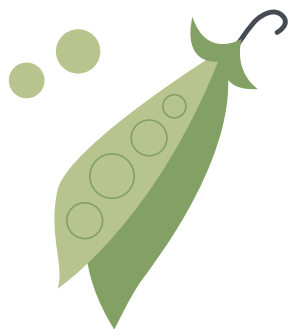
UNLOCKING POTENTIAL THROUGH COLD STORAGE SOLUTIONS

Kenya's horticultural smallholder farmers (SHFs), like Nyambura, account for **over 80% of the country's production**. They confront numerous challenges such as limited production skills, high input costs, exploitative markets, and poor pre- and post-harvest handling.

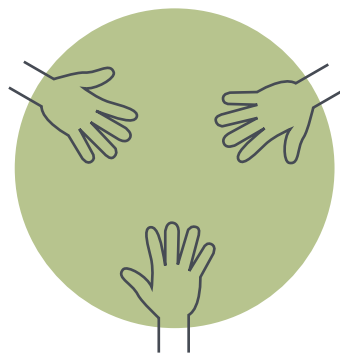
Access to cold storage is a significant issue, resulting in higher post-harvest losses. By providing affordable and scalable cooling solutions to SHFs, businesses can make a substantial impact in improving their livelihoods and reducing food waste.

Currently, cold storage services are mainly available in urban centres or packhouses, and are inaccessible to rural communities, leaving farmers without proper facilities to preserve their produce. Investing in cold storage near rural areas holds immense potential, especially in high production regions. This would address the challenges faced by Nyambura and other farmers, allowing them to minimize losses and earn extra income from their produce.

FROM LOSS TO VALUE CREATION (L2V) PROJECT:



L2V is a 4.5-year initiative funded by Danida Green Business Partnerships (DGBP) with the mission of uplifting horticulture SHF in Nyandarua and Nakuru Counties. The project's core objective is to reduce food loss and waste (FLW) by implementing scalable cold storage solutions accessible to horticulture SHF. By offering flexible and sustainable financing and payment/loan options, the project aims to make cold storage accessible to farmers, cooperatives, and traders, benefiting 2,000 farmers, 4 trader associations, and 10 commodity aggregators in Nakuru and Nyandarua.



Through the strategic partnership between DCA, Fresh Produce Exporters Association of Kenya (FPEAK), Danfoss, and InspiraFarms Cooling, the project will develop energy-efficient, low-global-warming-potential (GWP) refrigeration solutions to target Kenya's thriving agricultural sector. With agriculture contributing 33% of the country's GDP and horticulture alone valued at Kes 150 billion, addressing post-harvest losses presents a significant business opportunity for the project's commercial partners, Danfoss and InspiraFarms.



By aligning with the Government of Kenya's priorities, the global SDG target 12.3, and Denmark's Strategic Framework for Kenya, the project aims to stabilize prices, promote value addition, and reduce farmers' losses, thus supporting Kenya's Vision 2030 plan. The total budget for the project is DKK 14,934,039, with a grant budget of DKK 10,560,000 from DGBP and a contribution of DKK 4,374,039 from the commercial partners.

The success of this initiative in Kenya could pave the way for scaling cold-chain systems to other East African countries, enhancing food security, reducing emissions, creating jobs, and promoting sustainable business models. Ultimately, L2V seeks to transform the cooling landscape in East Africa, making green cooling infrastructure accessible and affordable to all - especially smallholder farmers - and fostering inclusion and sustainability.

