# Walo Agri boosts horticultural productivity by using pivot irrigation system



## Project information

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| Project code | L12 (2022) |
| Sector | Agriculture & Food industry |
| Funding | Loan |
| Country | Senegal |
| Location | Thiagar region, Senegal |
| Project duration | 3,5 years |
| Origin | SusTech4Africa Senegal 2021 |

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## The entreprise

To increase his productivity in horticultural products, the founder, Mr. Baba Diallo, chose to change from a current drip system, expensive to maintain , to a pivot irrigation system. The proximity to the Senegal River and the existence of an infrastructure for pumping and distributing water from the river fully justify this choice.

## The business project

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## Why OVO believes in this project

Thanks to the productivity gains linked to the use of this irrigation system, Walo Agri's project to acquire a pivot will enable it to achieve profits that can reach 50%, depending on the type of culture. After consultation with the supplier of the selected equipment and with its users in the region, the likelihood of a failure of the pivot that would prevent the sales forecast for the next three years is low. They also have cash reserves that could temporarily compensate for this deficiency. They could also call on the sister company (the new SASU) that could advance cash. This SASU (Société par Actions Simplifiée Unipersonnelle) will provide other activities: import and sale of agricultural machinery, rental of agricultural machinery, services to small and medium producers in the region, production of fruit and export of non-consumed agricultural products in Senegal.

## Requested investment

Based on the offer chosen by Walo Agri, the total cost of the pivot (equipment, transportation, installation and other related costs) is 54 million CFA The amount will be financed as follows: - Personal contribution Walo Agri (own funds): 10,800,000 CFA (20%) - Contributions from partners (not the family), sponsors and granting agencies: 12,450,000 CFA (23%). - and OVO facilitates a loan of 30.75 million CFA (€ 47,000) at 7%, repayable over 3.5 years in semi-annual installments with a 12-month grace period

## Topic

- Sustainable
- Women
- Employment
- Young people