KAMPANI
Investing in family farming

U-IMCEC

Country: Senegal
Type of entity: Financial intermediary (two-tier cooperative network)
Sector: Agriculture (37% of GLP today, target 45%), including crop production, livestock, irrigation and agri-processing
Investment: Senior unsecured term loan
Investment by Kampani: 1.000.000 EUR
Investment type: scaling of an agricultural asset loan portfolio
Disbursement: June 2026

The Business & the investment

L'Union des Institutions Mutualistes Communautaires d'Epargne et de Crédit au Sénégal (U-IMCEC) is one of Senegal's leading rural microfinance networks, serving more than 400.000 members through four savings and credit cooperatives located in Dakar, Thiès, Mbour and Casamance. Established more than 25 years ago, the institution was founded with the social mission to support the economic development of women and youth, particularly in underserved rural communities.

Over time, U-IMCEC has grown into a respected financial institution with a strong rural footprint and a reputation for responsible finance. Its cooperative model, combined with a long-standing focus on community development, has enabled the institution to build strong member loyalty. Today, U-IMCEC offers a comprehensive range of financial services including savings products, agricultural and business loans, mobile banking solutions, money transfer services and insurance products through strategic partnerships.

Agriculture already represents a key component of U-IMCEC's activities, accounting for approximately 37% of its gross loan portfolio. Management has set the objective to increase this share to 45% over the coming years, reflecting the strong demand from rural households and agri-entrepreneurs. U-IMCEC is willing to increase its offering of agricultural asset loans, but faces two structural constraints: limited access to long-term liquidity and a mismatch between the maturity of available funding and the longer repayment periods required to finance productive assets.

As a result, many farmers and rural entrepreneurs struggle to access financing for investments that could significantly improve their productivity and resilience. Typical examples include solar-powered irrigation systems, motorized pumps, mechanization equipment, storage infrastructure and small-scale processing equipment. While these investments generate long-term economic benefits, they require repayment periods that often exceed the tenor of the resources available to U-IMCEC.

Kampani's loan will help address this financing gap by supporting the development of a dedicated agricultural investment loan portfolio. The objective is to enable the institution to provide longer-term financing better aligned with the cash flow generation of productive agricultural investments.

The Social Impact

The majority of U-IMCEC's agricultural clients are smallholder farmers and rural entrepreneurs operating in regions where access to long-term investment finance is very limited. For these households, acquiring productive assets often represents an important step that can increase yields, improve product quality and reduce production costs. Many of the investments targeted with Kampani's financing will also directly contribute to build climate resilience and sustainable agricultural practices. Solar-powered irrigation systems, improved water management infrastructure and efficient processing equipment can help producers adapt to changing climatic conditions while improving resource efficiency and reducing operating costs. In addition to increasing outreach, the facility will improve loan conditions by making repayment periods more flexible and allowing larger investment tickets that better match the financing needs of agricultural assets.

Beyond the direct impact on borrowers, this financing will strengthen U-IMCEC's overall agricultural value proposition and support the institution's strategy to deepen its engagement with the rural economy, thus contributing to income generation, job creation and stronger local agricultural value chains.