Dear Friends,

As we all know, 2020 has not been the year that any of us dreamed of. Our thoughts have been with our community across the globe as we all face the challenges of this time. ‘Global pandemic’ and ‘economic recession’ are far from the buzz words we expected to find in 2020. But, through these unprecedented times our team has proven that we are a culture of adaptability and persistence.

In 2020, our team has leaned further into our value of being solution-oriented in order to develop and lead a successful COVID-19 response campaign. Our response reached over 1,000 rural families in Uganda. Our team was able to go the last mile to ensure families had access to critical resources because of the generous support of our global community in fueling our response efforts. Thanks to you, families like Owiny Amoi Anthony’s (pg.7) will continue to have food on the table.

Our fiscal year ended on June 30, 2020. Our team ended the year at 3,227 loans distributed, translating to impacting over 16,135 Ugandans. In our 2021 fiscal year, our team will distribute over 4,000 loans across Northern Uganda and already in our first quarter we are more than a third of the way there (ending Sept. 30, 2020)!

We entered this new fiscal year in July with a renewed commitment to connecting farmers with the tools they need to truly thrive. Thank you for your commitment to our mission!

All the Best,
Molly Burke
CEO
Cycle Connect's mission is to increase income for smallholder farmers living in East Africa through productive asset-financing and training.

**Our Mission:**

Our Mission: Cycle Connect's mission is to increase income for smallholder farmers living in East Africa through productive asset-financing and training.

**Our Model:**

How Farmers Grow with Cycle Connect:

- **Stage 1:** Vulnerable subsistence farmer
  - Finance bicycle ownership
  - Advise savings groups on best practices

- **Stage 2:** Resilient subsistence farmer
  - Finance tilling and planting rentals
  - Innovating other product offerings in this stage

- **Stage 3:** Traditional commercial farmer
  - Finance oxen and plow ownership
  - Finance tractor rental
  - Finance small irrigation pumps

- **Stage 4:** Intensified commercial farmer
  - Utilize established credit for bigger investments
  - Finance motorcycle ownership
  - Finance grinding machine
  - Link farmers with markets and off-takers

**Product Development**

- **Bicycle**
- **Tilling and Planting Rental**
- **Oxen and Plow**
- **Solar Irrigation Pump**
- **Motorcycle**
- **Grinding Machine**

**Where We're Going**

FY19 - FY22 Clients Reached

- = Achieved
- = In Process
- = Forecasts

**Graph:**

- FY19
- FY20
- FY21
- FY22

**Total Clients Reached:**

- $100
- $1,000
FY 2021 Q1 in Numbers
July 1st - September 30th

1,518
CLIENTS SERVED

500
TRAININGS CONDUCTED

- *
REPAYMENT RATE

*We locked down field operations on the 27th of March and due to COVID-19 we paused repayment collection until the beginning of September.

Lifetime Impact

The impact we achieved in our 1st quarter of our 2021 fiscal year brings our lifetime impact to:

10k
CLIENTS SERVED TO DATE

50k
RURAL UGANDANS IMPACTED TO DATE

>30%
AVG INCREASE IN INCOME

Finance Numbers

12%
PAR 30 DAY

$360k
OUTSTANDING PORTFOLIO

<1%
WRITE-OFF RATIO

*PAR stands for Portfolio at Risk
FY 2020 Overview and FY 2021 Goals

**Loans Disbursed (#)**
- FY 2019: 5,000
- FY 2020: 4,000
- FY 2021: 3,000

**Fundraising Revenue ($)**
- FY 2019: $500,000
- FY 2020: $400,000
- FY 2021: $300,000

**Outstanding Portfolio ($)**
- FY 2019: $600,000
- FY 2020: $400,000
- FY 2021: $200,000

**Portfolio Disbursed ($)**
- FY 2019: $0
- FY 2020: $200,000
- FY 2021: $600,000

= Actual
= Forecasted
In our 2021 fiscal year we will:

- **Disburse a portfolio worth >$600k** - we will nearly double the value of our portfolio, disbursing over $600k compared to the $337k disbursed in our 2020 fiscal year.

- **Distribute over 4,000 loans** - our team is setting out to finance over 4,200 income-generating products in the last mile to impact over 17,500 Ugandans.

- **Strengthen digital processes** - we are leaning more into digital solutions. By fiscal year end, we will move all new clients from cash to mobile money and ensure at least half of clients receive a regular SMS text from our team to strengthen our digital interaction with them.

- **Improve training experience** - our business management and asset specific curriculum guarantees a client receives the highest value add from their product. In our 2021 fiscal year, we’re improving our content and distribution to ensure the highest value add to clients.
Spotlight on Cycle Connect's COVID-19 Response

Between mid-March and the end of June our team has worked around the clock to support our community through the global pandemic.

Our progress during that time:

> 1,000 emergency seed loans delivered to rural families to prevent hunger.

> 100 bicycles donated to mobilize healthcare workers located in rural areas.

> 3,000 phone calls made to relay critical information about the virus to the last mile.

Creating Access for Farmers like Anthony:

Owiny Amoi Anthony uses his bicycle to collect maize and then transport that maize to the town center to roast and sell. COVID-19 greatly impacted Anthony’s business. When Cycle Connect Credit Officer, Auma Naiwa, contacted Anthony about our emergency seed loan he saw it as an opportunity to begin growing maize himself and to provide food for his family through the lock-down. This August Anthony will be harvesting maize from his own garden due to receiving seeds from Cycle Connect. Anthony says that his maize will allow him to double his business profits.
Credit & Marketing

Our Team:

- Launched a pilot to work with local agents to increase our community foothold.
- Restructured over 2,000 loans following the Covid-19 pandemic to allow our clients to catch up on repayments as they recover from the effects of the lock down.

Operations

Our Team:

- Transitioned payments to digital transactions and saw an over 80% adoption from our clients in September.

Development & Fundraising

Highlights:

- Hired a new Development Manager, Anika Mohideen (see bio on pg 9).
- Cycle Connect CEO, Molly Burke, was selected as a Mulago Rainer Arnhold fellow.

Innovations and Research

Our Team:

- Tested 58 tilling loans and 21 seed loans piloting a new type of service loan to help farmers prepare their land faster and more efficiently for a bigger yield.
**We Are Hiring!**
Our team is looking for an HR Manager to join our team. After receiving over 150 applications, our team is confident in our ability to hire a great candidate.

**Welcoming Our New Development Manager, Anika Mohideen**
Prior to joining Cycle Connect, Anika worked for a range of social enterprises and NGOs in Uganda and Sierra Leone in both development and operational roles. She first came to Uganda when she was nineteen as a student volunteer and ended up staying and working in Kampala for another two years. Anika most recently returned to the UK to complete a Masters in Public Policy and is excited to move back to Uganda, and join the Cycle Connect team.

**Team Updates**

**Q1 Organization Updates**
July 1st - September 30th

**Higher impact: Ensuring food security during COVID-19: The story of Cycle Connect**
*Kiva*

**Asset Finance Innovations Can Advance SDGs – If They Scale Responsibly**
*CGAP*

**Unity During the Pandemic: How the Social Enterprise Community is Coming Together to Survive COVID-19**
*Next Billion*

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**Lend a Helping Hand**
- **We're investing in our talent development program** - know of a company that excels in retaining and developing a team? Or have particular thoughts on this? We'd love to hear!
- **We are currently restructuring our innovations department** and our team is looking to speak with someone who has a great innovations department. If you have a contact you’d be willing to connect us with, get in touch!

**Cycle Connect in the News**

**What We Are Reading**

**Read here →**

**A Chief Innovation Officer’s Actual Responsibilities**
*Harvard Business Review*
We envision a world where everyone living in the last mile has the means to thrive, not just survive.

Thank you for being a part of our journey!

Partners in our Mission

kiva

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Segal Foundation

Pace Able Foundation

Yunus Social Business

Miller Center GSBI Alumni

PEERY Foundation

SHONA

MULAGO