

New Alliance for Food Security and Nutrition

2013 Progress Report Summary



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1. Introduction

The New Alliance for Food Security and Nutrition (hereafter New Alliance) was launched in 2012 under the US G8 Presidency. It is a joint initiative between African leaders, the private sector and development partners to accelerate responsible investment in African agriculture and lift 50 million people out of poverty by 2022. The New Alliance aims to catalyse responsible private sector investment in Country Investment Plans and thereby support the Comprehensive Africa Agriculture Development Programme (CAADP) as the guiding framework for agricultural transformation in Africa.

The New Alliance works closely with the Grow Africa partnership, convened by the African Union Commission, New Partnership for Africa's Development (NEPAD) and the World Economic Forum, with the shared goal of mobilising responsible private sector investment in line with national agriculture strategies and CAADP plans.

This is the first annual progress report on the New Alliance. It draws on six country-level progress reports prepared in April 2013 by the governments of Burkina Faso, Cote d'Ivoire, Ethiopia, Ghana, Mozambique and Tanzania in conjunction with G8 members and private sector partners, as well as a Grow Africa review of progress against private sector commitments set out in Letters of Intent (LOI).

This report covers implementation since the launch of the New Alliance in 2012. It is somewhat premature to try and assess the overall impact of the New Alliance to date, therefore the report focuses largely on progress in implementing mutual commitments and issues and challenges emerging from this early experience.

2. Key challenges and opportunities

In its first year the New Alliance has begun to help promote responsible private sector investment in African agriculture, complementing existing efforts that support CAADP's agricultural transformation agenda. However, there is still much to do to ensure the New Alliance makes a lasting contribution to poverty reduction and food and nutrition security across Africa. This will require strong leadership at all levels and a willingness to work in partnership with, and learn from, other actors.

The following key challenges and opportunities have been identified from experience to date and will need to be addressed by the New Alliance in the future:

- **Country-level leadership:** the New Alliance will only be sustainable at country-level if it is led by each partner country. While countries are already providing high-level leadership, a key priority for 2013 is to strengthen this and ensure the alignment of the New Alliance with country-level processes and timelines for planning, budgeting, policy making and review. Cooperation Frameworks and other New Alliance tools can then be used effectively to catalyse investment in Country Investment Plans.
- **Facilitating a new type of dialogue:** Cooperation Frameworks provide an important tool to track and account for mutual commitments. To add real value, these commitments need to be developed through on-going dialogue involving all stakeholders (government, local and international private sector, development partners and civil society), rather than through a series of bilateral negotiations.
- **Institutional 'pace' and capacity:** private sector partners report a considerable mismatch between the response speed and capacity of government agencies and the pace of reform, on the one hand, and the responsiveness expected or required by the private sector to reassure investors and deliver on their investment, on the other.

- **Joined-up government:** high-level leadership and commitment in each country has been critical to the progress so far, but this leadership needs to be reflected in the priorities and commitments of line ministries and local government, who provide the day-to-day contact points for local and international companies.
- **Access to finance:** access to investment and working capital in agriculture remains a major constraint to investment despite efforts to improve these services. While the New Alliance is seeking to improve access to finance in some areas through the 'Enabling Actions', further action by governments, financial institutions and development partners needs to be identified.
- **Leveraging and focusing public investment:** private sector partners identify many pre-competitive investment needs and market failures that constrain progress on investment projects. The New Alliance needs to find ways to support governments to assess and prioritise these constraints and to reflect them in Country Investment Plans. Public investment from governments and development partners can then be targeted strategically to address these gaps.
- **Women's economic empowerment:** improving women's access to productive assets and to agricultural services and supporting women as entrepreneurs in agriculture would make a significant contribution to the New Alliance's goals.
- **Learning how to work with smallholders at scale:** there are already some good examples of smallholder engagement in new investment projects, but the New Alliance needs to learn how to engage with smallholders at scale and how to help those that can, to make the transition to small, commercially viable family farms.
- **Engaging local and global civil society organisations (CSOs):** many existing partners recognise the contribution CSOs could play, for example in supporting smallholder aggregation or assessing the impact of investment projects. There is a need for closer engagement with CSOs and greater transparency on the New Alliance in order to address their concerns and draw on their expertise and insights.

3. New Alliance goals and commitments

The overall goal of the New Alliance is to raise 50 million people out of poverty by 2022 whilst contributing to improved food and nutrition security. The New Alliance aims to achieve this goal primarily by stimulating responsible private sector investment in agriculture, contributing to inclusive agricultural sector growth.

The New Alliance Cooperation Frameworks in each country outline mutual commitments of governments, the private sector and development partners, including targeted public investment and crucial policy reforms. These coordinated, complementary commitments aim to create an enabling environment for responsible investment and address critical market failures, in order to accelerate private sector investment in support of Country Investment Plans.

A New Alliance Accountability Framework, (a draft of which is now under consultation) will set out how we will track and report results and impact in future years, in line with the overall CAADP results framework and as an input into its monitoring and evaluation framework at national, regional and continental level. It is intended that the Accountability Framework will be presented for approval at the next Leadership Council, for implementation in 2014.

While the evidence suggests a clear, positive relationship between agricultural sector growth and poverty reduction, understanding of the linkages between investment, agricultural growth and other important development outcomes, such as food security, nutrition and women's economic empowerment is still

relatively weak. The New Alliance provides an opportunity for all stakeholders to investigate and develop a better understanding of these linkages in order to facilitate responsible public and private sector investments that contribute to these outcomes at scale.

4. Progress to date

Country-level implementation and coordination

- An important added value of the New Alliance is its contribution to the CAADP facilitated dialogue between government, private sector, development partners and civil society in each country to identify key constraints to responsible investment in agriculture and to advance coordinated action to address these constraints. This dialogue needs to be aligned with and support the existing policy and planning processes in each country.
- Cooperation Frameworks are intended to capture the outcome of this dialogue. They should be reviewed and updated regularly to reflect evolving circumstances and commitments.
- Developing this multi-stakeholder, country-level dialogue and establishing clear leadership to drive and track progress has taken time across the initial six New Alliance partner countries. Progress has been mixed, reflecting different capacity, priorities and events in each country. This is an issue also identified by the private sector, including some companies that have already signed LOIs but without participation in this type of exchange. There is also a particular need to engage civil society proactively in this dialogue and as a partner in investment projects.

Lozane Farms are a seed company working in Mozambique. Lozane Farms have started contracts with farmer group leaders and are now in the process of entering into Memorandums of Understanding with individual farmers. Lozane Farms are investing in a seed processing plant as demand grows (\$150-180,000), and are extending business linkages and partnerships with local companies to foreign partners. They have formal relationships with 425 maize and soya (intercropping) farmers for seed supply and procurement.

Government policy commitments

- The Cooperation Frameworks agreed in the six New Alliance partner countries include a total of 97 government policy commitments to be implemented to different deadlines over a three-year period (see Annex 1 for more details). Of these 97 commitments, 27 have already been implemented in full, most of them in advance of their agreed deadline. Progress is underway implementing a further 55 commitments, approximately three-quarters of which are on a timeline beyond May 2013.

Government policy commitments in Burkina Faso, Cote D'Ivoire, Ethiopia, Ghana, Mozambique and Tanzania

| | TOTAL | No progress | Some progress | Completed |
|--------------------|-----------|-------------|---------------|-----------|
| Due by May 2013 | 25 | 1 | 16 | 8 |
| Due after May 2013 | 72 | 14 | 39 | 19 |
| TOTAL | 97 | 15 | 55 | 27 |

- Of the 25 government policy commitments due to be completed by May 2013, around a third have already been completed, while just under two-thirds have made some progress. Of the 72 policy commitments with a timeline for completion beyond May 2013, just under a third have been completed and some progress has been made implementing half of these.
- While these aggregate figures suggest reasonable progress, the numbers conceal a much more complex and mixed picture, with notable successes on key policy reforms in some countries, including seed sector reform and land titling, and less progress, even delays, in implementing other policy reform commitment areas.
- It is too early to draw any clear conclusions from the progress reports to date, but in the coming years it will be important to understand what factors affect progress and, critically, to what extent policy implementation results in a tangible improvement in the investment climate for small and large farms and agribusinesses.
- Many important reforms in the enabling environment cut across different sectors and require concerted action across multiple line ministries. The New Alliance could potentially help leverage action at this level.
- More consideration must be given to how policy reforms in Cooperation Frameworks can promote and incentivise responsible investment. A number of Cooperation Frameworks already include policy actions to tackle undernutrition and advance the implementation of the, 'Voluntary Guidelines on the Responsible Governance of Tenure of Land, Fisheries and Forests'¹ endorsed by the Committee on World Food Security on 11 May 2012. Strengthening the policy dialogue in each country with the close and continued involvement of both local and international private sector and civil society organisations could help shape and prioritise policies reforms that encourage responsible investments.

As part of the Burkinabe Government policy reforms to improve efficiency and transparency in commercial and customs procedures for agricultural commodities, the customs authorities have established an electronic platform called the Virtual Link System for Imports of operations and Exports, which is currently being rolled out.

The platform ensures liaison between customs and government departments (Health, Laboratory Service, Department of Plant Protection, Department of Pharmacy and Medicine, etc.) and private organisations (banks, insurance, CCVA, etc.) that issue documents required for customs clearance. It enables the collection of electronic documents and accelerates clearance procedures.

Private sector investment commitments

- In 2012, over 80 companies made investment commitments covering Burkina Faso, Cote d'Ivoire, Ethiopia, Ghana, Mozambique and Tanzania. In March-April 2013, Grow Africa undertook a review² of progress against LOI commitments in all New Alliance partner countries except for Cote D'Ivoire, where a review was led by the Ministry of Agriculture. The Grow Africa review was based on self-reporting by companies, against a qualitative questionnaire as well as a set of performance indicators.

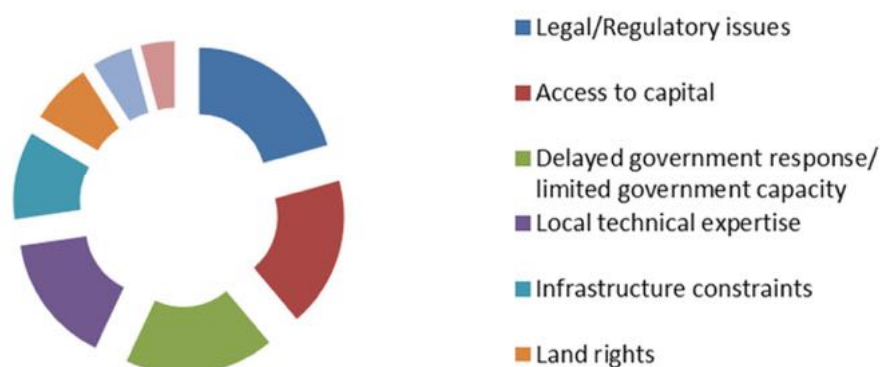
¹ For more information, see <http://www.fao.org/nr/tenure/voluntary-guidelines/en/>.

² NB The Grow Africa review and the aggregate statistics on LOI progress included in this section also included LOIs in Kenya and Rwanda. The full review is included in Grow Africa's 1st Annual Report: http://growafrica.com/Grow_Africa_Annual_Report_May_2013.pdf

- Of the 79 investment projects which reported progress to Grow Africa (out of a total of 97 projects): 100% are moving forward with internal company approvals; 94% have begun preparatory work, including market research, field visits, partnership exploration/negotiation, and stakeholder consultation; and 61% have started to invest with tangible progress on-the-ground. Many of these are in a pilot stage awaiting scale-up, but about 40% are at investment stage with operations moving to scale in at least one component of their overall commitment. Investments in production and processing are taking longer than those for inputs and sourcing from farmers for existing supply chains.
- These investments include a variety of business models and institutional arrangements, some facilitated by Grow Africa, including joint ventures between multinational and local companies, public-private partnerships and partnerships between private companies and NGOs. New models of smallholders entering value chains are also emerging.
- Private sector partners have reported a number of significant constraints to implementing their investment plans (see the diagram below based on Grow Africa's review). The three most common challenges identified in all countries were:
 - Laws, policies or regulations that constrain business operations
 - Government capacity to respond quickly
 - Access to capital

Tanseed are supporting a nutrition-enhanced quality protein maize project in Tanzania, working with over 8,000 smallholders for production and distribution of seed. Tanseed have initiated testing of drought-tolerant maize hybrids for possible registration in Tanzania and have finalised a partnership agreement with USAID to support certified rice seed production that will benefit 16,667 smallholder farmers.

Key challenges faced by the private sector across countries



- There is also a clearly identified need for enhanced communication between governments and the private sector, including opportunities for continued dialogue, as companies refine business plans. This requires companies to have a strong presence on the ground to facilitate regular, face-to-face engagement with governments and local partners.
- Another recurring barrier is the lack of adequate finance to kick-start activities. Access to appropriate capital is a particular challenge for farmers and small and medium enterprises (SMEs), but is also a concern raised by many larger companies. Several companies have established input pre-financing arrangements with smallholders supplying them to address gaps in local commercial credit markets. However in many value chains this is not a suitable, sustainable or competitive solution.

Development partner financial commitments

- In the six existing New Alliance partner countries, a total of almost \$4 billion has been committed from 2012-2015 in support of Country Investment Plans and the goals of the New Alliance. Based on a very approximate assessment of progress to date, reported in the table below, disbursement of funds at this aggregate level is broadly on track in four out of the six countries.

| Country | G8 commitments 2012-2015 (USD) | Estimated proportion committed to end April 2013 | Disbursement to date | % disbursed against committed to April 2013 |
|---------------|--------------------------------|--|----------------------|---|
| Burkina Faso | \$644m | \$361m | \$313m | 87% |
| Cote d'Ivoire | \$290m | \$59m | \$20m | 34% |
| Ethiopia | \$1,199m | \$485m | \$637m | 131% |
| Ghana | \$542m | \$151m | \$138m | 91% |
| Mozambique | \$384m | \$134m | \$106m | 79% |
| Tanzania | \$894m | \$264m | \$109m | 41% |
| Total | \$3,952m | \$1,455m | \$1,323m | 91% |

NB: All figures are rounded to the nearest million USD. Commitments are taken from Cooperation Frameworks, with 2013 commitments pro-rated. Disbursement figures are from G8 members and may differ from those listed in Country Reports due to exchange rate differences, reporting on commitments, rather than disbursements or varying report periods used. USD conversion has been done at exchange rates on 8th May 2013 except in the case of the Japanese Yen where OECD DAC 2012 rates have been used.

Cote d'Ivoire made a number of policy commitments with the objective of securing rural land tenure and facilitating access to land for smallholder farmers and private enterprises. A pilot of the Rural Land Act, implemented through programmes to demarcate village land and through the issuance of land tenure certificates, is due to be completed in Cote d'Ivoire by December 2015. Already, a national programme for land rights is being implemented; a pilot programme is being signed with the EU. The Government of Cote d'Ivoire has also acted on their commitment to increase access to land for women and youth from rural areas by ensuring development programmes are targeted to reach at least 15% rural women and 40% youth.

- At this stage, it is not possible to comment on how these funds have been allocated or to assess their contribution to leveraging private sector investment. Not all progress reports provided detailed information on how development partner funding was aligned with the Country Investment Plan (see Annex 3 for more details). Future reporting will assess more closely if and how development partner funding is aligned with Country Investment Plans.
- Despite clear progress on disbursement and a commitment to align funding with Country Investment Plans, development partner funding could be prioritised more strategically in the future to support governments to address key gaps or bottlenecks that constrain responsible private sector investment and growth.

Responsible investment

- Promoting responsible investment is a core New Alliance commitment and concern, incorporating not just measures to ensure investments 'do no harm' but also positive action to maximise the positive impact that investments can have on women, smallholder farmers and families' nutritional status.

- One example of this is the commitment in each New Alliance Cooperation Framework to support the implementation of the 'Voluntary Guidelines on the Responsible Governance of Tenure of Land, Fisheries and Forests' in the context of National Food Security. Many Cooperation Frameworks include specific policy measures to strengthen land tenure and rights.
- While it is too soon to evaluate the impact of investment commitments made in 2012, early results reported by companies to Grow Africa include:
 - More than \$60 million invested in activities that incorporate smallholder farmers into commercial, market-based activities.
 - Approximately 270,000 metric tonnes of commodities sourced within partner countries – the vast majority from smallholders, and the equivalent of around \$300 million in sales from these farmers fed into the market system.
 - Almost 800,000 smallholders reached with a mix of training, service provision and market access.

Enabling Actions

- At its launch in 2012, the New Alliance supported a package of Enabling Actions that were designed to spur agricultural growth and create the right enabling environment for accelerated private sector investment in Africa, with a focus on smallholder farmers and women. These Enabling Actions were intended to support the implementation of the New Alliance Country Cooperation Frameworks and to be integrated into country food security strategies. When implemented together, in conjunction with coordinated country strategies and investment plans and private sector investments, these actions will be an effective catalyst for accelerated agricultural sector growth and sustained poverty reduction.
- In 2013, the United States has continued to lead on these commitments and substantial work has been done to bring several prioritised activities to fruition, focused initially on New Alliance partner countries (See Annex 4 for details). The Enabling Actions moving forward in 2013 include:
 - Launching an Agriculture Fast Track Fund that supports the preparation and financing of bankable agricultural infrastructure projects, hosted by the African Development Bank.
 - Setting 10-year targets for yield improvements and the adoption of improved technologies, and launching a Technology Platform with the Consultative Group on International Agricultural Research and the Forum for Agricultural Research in Africa in consultation with the Tropical Agricultural Platform and the Coalition for African Rice Development (CARD).
 - Launching a Scaling Seeds and Other Technologies Partnership, housed and coordinated by the Alliance for a Green Revolution in Africa (AGRA).
 - Convening an international Conference on Open Data for Agriculture in April 2013, hosted by the United States Government and the World Bank, to develop options for the establishment of a global platform to share reliable agricultural and related information specifically of relevance to African countries, farmers, researchers and policymakers.
 - Launching the Platform for Agriculture Risk Management (PARM) as a facilitative entity, drawing from the collective expertise of its contributing entities, connecting demands in low-income countries and lower middle-income countries.

The Agriculture Fast Track was launched at the World Economic Forum in Cape Town, South Africa. An initial pipeline of projects was developed through a scoping exercise, and the first two grants are expected to be announced at the launch event. The Fund currently has \$27m in commitments from the USG, Sweden and the AfDB, and additional donors, including Denmark and Norway, have expressed an interest in participating.

- Completing National Agricultural Risk Assessments in three New Alliance countries, conducted by the World Bank in close partnership with New Alliance countries.
- Supporting the Scaling Up Nutrition (SUN) movement, and committing to a process to improve tracking and disbursements for nutrition across sectors and ensuring the coordination of nutrition activities across sectors.
- The Global Agriculture and Food Security Program (GAFSP) had raised an additional \$375 million at the end of 2012, as part of the Public Sector Window's \$1.2 billion recapitalization campaign.

Expansion

- Sustained progress towards the New Alliance goal of lifting 50 million people out of poverty by 2022 relies on more countries joining the New Alliance and working in partnership to unlock private sector investment and growth. Four new potential partners expressed an interest in joining the New Alliance in 2013: Benin, Malawi, Nigeria and Senegal. All of these have shown a commitment to and have made progress under the CAADP framework. They have all demonstrated a commitment to, and readiness for, a policy reform process to promote responsible private sector investment in agriculture; and all four have the necessary backing of development partners.
- Nigeria, Malawi and Benin have been developing new Cooperation Frameworks as a joint effort between government leads, development partners, private sector and civil society. These will be formally launched at a New Alliance event on 8 June 2013. It is anticipated that Senegal will finalise their Cooperation Framework later in 2013.

5. Annexes

For more information about the New Alliance and to access annexes referenced in this document please visit: www.gov.uk/government/news/new-alliance

- Annex 1: Government Policy Commitments
- Annex 2: Letter Of Intent Updates (Private sector commitments made under the New Alliance)
- Annex 3: G8 Funding Commitments
- Annex 4: Enabling Actions



This report has been produced by the Department for International Development (DFID) with the support of the other two convening co-chairs of the Leadership Council, the African Union Commission and the World Economic Forum. It draws on country reports produced by the governments of Burkina Faso, Cote d'Ivoire, Ethiopian, Ghana, Mozambique and Tanzania and a Grow Africa review of private sector investment commitments. The full report and its annexes are available to view at: www.gov.uk/government/news/new-alliance

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Annex 1: Government Policy Commitments 2013

Table 1: Summary of progress against policy commitments

| Number of government time-bound policy commitments | | | | | |
|--|--------------------|-------------|---------------|-----------|-----------|
| Country | | No progress | Some progress | Complete | TOTAL |
| ALL COUNTRIES | Due by May 2013 | 1 | 16 | 8 | 25 |
| | Due after May 2013 | 14 | 39 | 19 | 72 |
| | TOTAL | 15 | 55 | 27 | 97 |
| | | | | | |
| Burkina Faso | Due by May 2013 | | 3 | 4 | 7 |
| | Due after May 2013 | 3 | 14 | 5 | 22 |
| | TOTAL | 3 | 17 | 9 | 29 |
| Cote d'Ivoire | Due by May 2013 | | | | 0 |
| | Due after May 2013 | 6 | 7 | 5 | 18 |
| | TOTAL | 6 | 7 | 5 | 18 |
| Ethiopia | Due by May 2013 | 1 | 5 | | 6 |
| | Due after May 2013 | 4 | 3 | 2 | 9 |
| | TOTAL | 5 | 8 | 2 | 15 |
| Ghana | Due by May 2013 | | | 1 | 1 |
| | Due after May 2013 | 1 | 2 | 3 | 6 |
| | TOTAL | 1 | 2 | 4 | 7 |
| Mozambique | Due by May 2013 | | 6 | 2 | 8 |
| | Due after May 2013 | | 5 | 2 | 7 |
| | TOTAL | 0 | 11 | 4 | 15 |
| Tanzania | Due by May 2013 | | 2 | 1 | 3 |
| | Due after May 2013 | | 8 | 2 | 10 |
| | TOTAL | 0 | 10 | 3 | 13 |

Government of Burkina Faso Key Policy Commitments

| Policy indicators ¹ : | | | |
|--|--|----------------------------|---|
| <ul style="list-style-type: none"> • % increase in improved seed use (baseline value in 2008 as per the PNSR = 15%); • Increase in the gross dose of fertilizer use in Kg/ha (baseline value in 2005 as per the PNSR = 40 Kg/ha); • % increase in the share of irrigated productions in total agricultural production (baseline value in 2010 as per the PNSR = 10%); • Increase in the number of agro-industrial SME/SMLs established (baseline value in 2010 as per the PNSR = 30); Number of certificates of land holdings and long-term leases (baseline value = 0). | | | |
| Objective | Framework Policy Actions | Timeline | Progress |
| Objectives and measures relative to priority area 1 of the PNSR: Improving food security and sovereignty | | | |
| Objective 1. Promote an integrated accessibility for vulnerable communities to agricultural inputs and to marketing and processing channels of agricultural commodities ² while improving their capacity for resilience | Measure 1. Diversify supply and distribution strategies for agricultural inputs and for marketing/processing | | |
| | <ul style="list-style-type: none"> • Facilitate private sector participation in fertilizer supply contracts | December 2012 ³ | <ul style="list-style-type: none"> • System to acquire subsidised fertiliser is in place and is operational • The fertiliser subsidy is supported by the State through a tender process; 19,000 tonnes were purchased in 2012. • An information workshop for private investors was held in August 2012 • Discussions are underway to establish a central purchasing unit. |
| | <ul style="list-style-type: none"> • Review the seed legislation to clearly define the role of the private sector in certified seed selection, production and marketing | December 2014 | <ul style="list-style-type: none"> • The Act and national regulations will be revised on the basis of regional standards • The process of harmonising seed laws of ECOWAS and UEMOA member states has begun, will lead to a revision of the seed legislation of Burkina Faso. The role of the private sector in the selection, production and distribution of certified seed will be discussed within the regional context. |
| | <ul style="list-style-type: none"> • Establish a mechanism to facilitate the targeting only of eligible smallholder producers, including women, for seed, fertilizer, pesticide and other temporary agricultural input subsidies. | April 2013 | <ul style="list-style-type: none"> • In Feb 2013 a mechanism for seed and fertiliser subsidies was adopted: • The mechanism has been developed to enable better targeting of eligible producers, particularly women. • Selection committees have been established for the |

¹Five indicators have been proposed: Indicators on “% increase in improved seed use in %” and “Increase in the gross dose of fertilizer use in kg/ha” relate to objective 1. Indicator on “% increase in the share of irrigated productions in the total agricultural production” relates to objective 2. Indicator on “Increase in the number of agro-industrial SME/SMLs established” relates to objective 3. Indicator on “Number of land holding certificates and long-term leases” will help to assess the progress made under objective 4.

² Agricultural commodities: products from agro-sylvo-pastoral value chains (including processed products).

³ The World Bank; Program document on a proposed grant to Burkina Faso, for a first growth and competitiveness grant; May 2012; Page 43.

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| | | | <p>distribution of fertilisers.</p> <ul style="list-style-type: none"> • Women are targeted through key operations (e.g. cowpea, sesame, rice, potato, cassava, and ground nuts). • These products are given to the women free of charge • 100,000 ploughs are needed for the operation; women contribute 10% but 50% of the equipment is given to the women. |
| | <ul style="list-style-type: none"> • Ensure input quality control by developing the human, material and financial capacities of relevant national agencies⁴ | 2014 Budget | <ul style="list-style-type: none"> • Funding has been granted for: 11.5 million FCFA for training 35 fertiliser (financed by PAPSA) • Capacity building of the department in control of laboratory analysis for fertilisers • 60 million FCFA for training 13 seed inspectors and 45 seed assistants (FAO and IFDC funding) • Laboratory equipment (Central and Regional). |
| | <ul style="list-style-type: none"> • Implement the priority recommendations from updated development studies and strategies on promising value chains and niches of the PNSR (corn, cow-pea, sesame, rice, etc.) | December 2013 | <ul style="list-style-type: none"> • In October 2012, the Government put in place an action plan for the agricultural value chain and has developed a strategy for this by 2025 (SDFA). • One of the priority recommendations is to have greater transparency about value chain actors through DGPER and to know who is implementing what in terms of the 7 key agricultural sectors (rice, soy, sesame, peanut, cashew, cowpeas and cassava) |
| | Measure 2. Develop services for resilience to and management of agricultural risks | | |
| | <ul style="list-style-type: none"> • Sustain the national food security information system⁵ | 2014 Budget | <ul style="list-style-type: none"> • The food security national information system (including Agricultural surveys, SIM/SONAGESS, SIM/ Livestock, EWS) is funded by the national budget to ensure sustainability (2.5 billion FCFA in 2013) |
| | <ul style="list-style-type: none"> • Develop primary storage capacities for food commodities to contribute to mitigating agricultural price volatility | December 2012 | <ul style="list-style-type: none"> • With 3.6 bn FCFA a 36 month project will construct the following: <ul style="list-style-type: none"> ○ 28 storage facilities with 500 tonnes capacity will be constructed with funding from the Regional Agricultural Development Fund (FRDA) of UEMOA of which 8 will be for the benefit of SONAGESS. , ○ 10 storage facilities with 250 tonnes capacity will be built and equipped ○ ancillary facilities (buildings, plant, drying areas, meeting rooms, facilities for guard, latrines and fences) will be |

⁴ Directorate for plant protection; Inputs and Agricultural Mechanism Directorate; BUNASOLS; Agricultural Research.

⁵ Agricultural statistics, Early Warning System; Market Information System, etc.

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| | | | <ul style="list-style-type: none"> constructed <ul style="list-style-type: none"> commercial facilities in Ouagadougou for women's groups marketing fresh produce The African Agricultural Risk Management Project entitled Farm Risk Management in Africa (FARMAF) implemented by CIRAD and the CPF entered its operational phase in 2013. The project will construct 7 storage facilities of 65 tons each (three in Tuy province, 4 in Mouhoun). Recruitment procedures have been completed enterprises and construction should start in mid-May 2013. In 2013 the MASA program, plans to build 75 stores. |
| | <ul style="list-style-type: none"> Institutionalize a system of social safety nets that are adapted to different categories of beneficiaries | December 2013 | <ul style="list-style-type: none"> The response plan in 2013 capitalised on the work done in 2012 by addressing lessons learnt from both state interventions and those of partners. At the DGPER level, discussions are ongoing about the use of the existing household vulnerability analysis tool which does not identify vulnerability clearly. The HEA is used in times of crisis and uses socio-economic criteria to characterize the population as poor or very poor. Reflection will continue with the ministry responsible for social action to determine a method incorporating the criteria of social vulnerability to identify households to benefit from social safety nets and integrate the HEA with existing tools to come up with a harmonised framework. |
| | <ul style="list-style-type: none"> Test some agricultural insurance schemes (climate insurance, agricultural insurance, etc.); and | December 2013 | <ul style="list-style-type: none"> An interdepartmental committee heard from a private partner specializing in agricultural insurance; they are able to test products and can provide support to Government: A private company, Planet Guarantee was tested and is in the process of bringing agricultural insurance products to Burkina Faso. <ul style="list-style-type: none"> The insurance index for the maize harvest involved 1350 producers in 2012 will expand to 10,000 farmers in 2013. The risk is calculated on the basis of satellite climate data for the last 30 years The cotton crop insurance index will cover 4,000 producers in 2013. The risk is calculated based on the average yields the last 12 years |
| | <ul style="list-style-type: none"> Disseminate the CNSS voluntary insurance scheme and develop social protective schemes | December 2013 | <ul style="list-style-type: none"> Development of social protection mechanisms for the agricultural sector have been adapted and take into account in |

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| | that are appropriate for the agricultural sector. | | the ongoing discussions relating to the policy development for agro forestry ministry, fisheries and wildlife (LOASPHF) |
| | Measure 3. Adopt and implement a national food security policy (PNSA) that is consistent with the PNSR, the national nutrition policy (PNN) and the social protection policy (PNPS) | December 2013 | <ul style="list-style-type: none"> The terms of reference for the development of a national food security policy (PNSA) were adopted in December 2011. The office has provided SE/CNSA with a timeline indicating that the finished product will be delivered in July 2013 |
| Objective 2. Develop / rehabilitate irrigated areas and create the conditions for sustainable water resources management based on the integrated Water Resources Management strategy of the PNSR. | Measure 4. Develop / rehabilitate 18,500 ha of irrigated areas and 35 000 ha of low-lands⁶ | | |
| | 4.1 Develop / rehabilitate 18,500 ha of irrigated land | December 2015 | <ul style="list-style-type: none"> The 2013 program of activities "Program for Sustainable agricultural water Development" provided by the DGADI for the rehabilitation of irrigation facilities plans 4548 ha of new land under irrigation and 1,394 ha of rehabilitation schemes. The Bagré Project intends to develop an area of 12,712 ha by 2017, of which 9,922 ha for agribusiness use (with pumped irrigation), the rest being reserved for smallholders using gravity fed irrigation). The development of the MCA program consists of a first installment of 1740 ha of farmland by October 2013, the second of 360 ha by February 2014 and the third of 140ha by March 2014. (The last two tranches are conditional) |
| | 4.2 Develop/rehabilitate 35,000 ha of lowland areas | December 2015 | <ul style="list-style-type: none"> The 2013 program of activities "Program for Sustainable agricultural water Development" provided by the DGADI plans to rehabilitate 11491 ha of new lowland areas and rehabilitate 488 ha of lowlands. |
| | 4.3 Develop/rehabilitate market gardens | December 2015 | <ul style="list-style-type: none"> The 2013 program of activities "Program for Sustainable agricultural water Development" provided by the DGADI plans to rehabilitate 254 ha of market gardens around water points and conduct 136 technical studies. |
| | 4.4 Build structures to mobilise Water Resources (7000 garden wells, 105 Boulis, 10000 catchments and / or runoff collection, manual drilling to be used in wells where possible) | December 2015 | <ul style="list-style-type: none"> The 2013 program of activities "Program for Sustainable agricultural water Development" provided by the DGADI plans to construct 1067 water catchments (in two regions with 1061 in Mouhoun and 6 in the High Basin) and 520 wells and 5355 collection basins with 1100 in the Centre East. |
| | Measure 5. Adopt and disseminate a policy framework for resettlement in the developed areas taking into consideration all types of farmers, small | December 2013 | |

⁶ Source: PNSR, page 25

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| | and large-scale ⁷ | | |
| | Measure 6. Review rules for agriculture water management and use | | |
| | <ul style="list-style-type: none"> Adopt and disseminate the general terms and conditions for developing, occupying and using State or local government-developed lands⁸ | December 2012 | <p>Three decrees have been signed. They are:</p> <ul style="list-style-type: none"> The occupation and use of land managed for rainfed agriculture (Decree No. 2012 - 706/PRES/PM/MAH from 06 September 2012). The occupation and use of irrigation on family-type plots of (Decree No. 2012 - 705/PRES/PM/MAH from 06 September 2012). The development, occupation and land for entrepreneurial agricultural (Decree No. 2012 - 704/PRES/PM/MAH from 06 September 2012). <p>The dissemination of these specifications is provided by DGFOMR.</p> |
| | <ul style="list-style-type: none"> Pilot the establishment of agriculture water users' organizations to address issues relating to the maintenance of irrigation networks and water service⁹ | December 2012 | <ul style="list-style-type: none"> A pilot project was put in place in Sourou. There were 9 organisations using agricultural water in December 2012 with a target of 15. |
| Objective and measures relative to priority area 2 of the PNSR : Increasing income for rural communities | | | |
| Objective 3. Create a secure investment climate for private investors | Measure 7. Improve efficiency and transparency in commercial and customs procedures for agricultural commodities | | |
| | <ul style="list-style-type: none"> Adopt legislation aiming at establishing a legal framework appropriate for promoting mediation as a non-jurisdictional dispute settlement mechanism | December 2012 | <ul style="list-style-type: none"> On 17 December 2012 The National Assembly of Burkina Faso has adopted, Law No. 052 - 2012/AN on mediation in civil and commercial matters in Burkina Faso. This law was promulgated by Decree No. 2013 - 036 / PRES of 17 February 2013. |
| | <ul style="list-style-type: none"> Draft and adopt a code of investment specific to the agricultural sector | December 2014 | <ul style="list-style-type: none"> The agricultural sector has been included in detail in the new code for investments. Recruitment of national consultants is underway for writing thematic notes for the agricultural investment code |
| | <ul style="list-style-type: none"> Establish a national metrology agency for quality standardization and control required to support agro-industry actors | December 2014 | <ul style="list-style-type: none"> On 8th October 2012, the Burkinabe Agency for Standardisation of Metrology and Quality (ABNORM) was established by Decree No. 2012-821 PRES / PM / MEF / MICA. This is a public administrative institution. |

⁷ The MCA suggested a resettlement policy framework building on the World Bank operational policy 4.12. This document was amended during a national workshop and approved in 2010, and is now being implemented in the Sourou region. This policy framework could serve as basis for drafting a national resettlement policy framework in developed areas.

⁸ Three decrees are in the process of being approved. These relate to (i) occupation and use of developed lands for rain-fed agriculture; (ii) family occupation and use of hydro-agricultural development plots; (iii) development, occupation and use of land for agro-business.

⁹ Experimentation is being conducted in the Sourou region by the MCA based on an ordinance. One can consider that in the future, cooperatives will be able to contract out to private operators the maintenance irrigation networks and the provision of water services.

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| | | | The special status of the agency were adopted by Decree No. 2013 - PRES / PM / MICA / MEF April 5, 2013. |
| | <ul style="list-style-type: none"> Improve the efficiency of customs procedures by adopting short-term measures aiming at revising customs clearance procedures (based on recommendations of an audit) | December 2013 | <ul style="list-style-type: none"> The customs authorities of Burkina have established an electronic platform called the Virtual Link System for Imports of operations and Exports (SYLVIE), which is currently being rolled out. The platform ensures liaison between customs and government departments (Health, Laboratory Service, Department of Plant Protection, Department of Pharmacy and medicine, etc..) and private organizations (banks, insurance, CCVA, etc..) that issue documents required for customs clearance. It allows the collection of electronic documents and pre-clearance and accelerating clearance procedures. |
| | Measure 8. Facilitate access to funding for actors from the different sub-sectors of agricultural value chains | | |
| | <ul style="list-style-type: none"> Establish a private investment promotion fund for agricultural small and medium-size enterprises | December 2013 | <ul style="list-style-type: none"> A guidance document for the implementation of development funds for agricultural entrepreneurship was developed. Specific funds are in place in several interventions. A new fund should be set up in 2013 |
| | <ul style="list-style-type: none"> Enable banks and micro finance institutions (MFIs) to develop new financial schemes for the agricultural sector, such as seasonal credits, capital investment, inventory credit, etc. Implement measures aiming at building capacity for financial institutions to facilitate women's access to funding for the purpose of establishing agricultural businesses and providing working capital | December 2013 December 2014 | <p>Actions will be conducted in the year of the project</p> <p>Actions will be conducted in the year of the project</p> |
| Objective and measures relative to priority area 3 of the PNSR : Sustainable development of natural resources | | | |
| Objective 4. Facilitate access to land and its secure productive use | Measure 9. Implement the law n° 034 - 2009 /AN dated 16 June 2009 relative to rural land tenure and its enforcement decrees, leading in the medium-term to the delivery of land holding certificates (APF) in village territories¹⁰ | | |
| | <ul style="list-style-type: none"> Ensure the functioning of the rural land tenure national committee (CONA/SFR) and the 13 rural land tenure regional committees (CORE/SFR) that have been established | February 2013 | <ul style="list-style-type: none"> CONA / SFR held its first session on 23 December 2009 in lieu of an installation session and its fifth session on July 19 2012. It holds at least one meeting per year, except in 2011 2 sessions were held. The CORE / SFR each held two sessions, the first devoted to their respective facilities and the second relating to securing land. The Budget of 2013 provided a budget for land security 661 million FCFA francs for the financing of CONA / SFR and |

¹⁰ In Burkina Faso, in addition to being a prerequisite for developing investments in agriculture, the issue of land tenure system should be handled from the perspective of social peace indispensable to sustainable development.

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| | | | CORE / SFR. |
| | <ul style="list-style-type: none"> Establish and operate rural land agencies (SRF) in the 302 rural districts | February 2014 | <ul style="list-style-type: none"> Pilot operations are being conducted in 66 municipalities. Among these 10 Rural Land Services (SFR) have been established in 10 rural communes. |
| | <ul style="list-style-type: none"> Establish village land commissions in the villages of the 302 rural districts | December 2014 | <ul style="list-style-type: none"> 551 village land commissions (CFV) were implemented in 17 rural municipalities in the MCA-B area 419 Conciliation Village Land Commissions (CCFV) were implemented in 17 municipalities of the MCA-B area. |
| | Measure 10. Draft transparent procedures for access to land in State or local government-developed areas, delineate, register the land areas already developed and issue documents relative to land use rights in all the developed areas, including for women | | |
| | | December 2014 | <ul style="list-style-type: none"> The process is ongoing through the Bagre Growth Project |

Government of Côte d'Ivoire Key Policy Commitments

| Policy indicators | | | |
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| <ol style="list-style-type: none"> 1) The country's ranking in the Doing Business Index has improved by 2015. 2) The volume of new domestic and foreign private-sector investment in the agricultural sector has increased. 3) The rate of growth in private investment in commercial production and sale of high-performance seeds. 4) The rate of malnutrition among Côte d'Ivoire's population has fallen. | | | |
| Objective | Intervention strategy | Timeline | Progress |
| 1. Secure rural land tenure and facilitate access to land for small holder farmers and private enterprises | 1.1. The Rural Land Act implemented through programs to demarcate village lands and through the issuance of land tenure certificates | June 2015 | Implementation of national for land rights programme: programme estimates being signed with the EU and start of the C2D component beginning June 2013 |
| | 1.2. The land information system (SIF) extended and operationalized throughout the country | December 2013 | |
| | 1.3. Strengthened capacity of all agencies involved in implementing the Rural Land Act, especially the justice system | December 2013 | |
| | 1.4. Access to land for women and youth from rural areas increased through specific programming arrangements | June 2015 | Consideration of rural women and young people in the targeting of beneficiaries of development programmes (at least 40% young people and 15% women) |
| | 1.5. The transhumance act finalized and adopted | December 2013 | Bill ready Pending stakeholder approval/validation before submission to the Government |
| 2. Create an environment conducive to private investment in the production, processing, exploitation and marketing of agricultural, animal and fishery products and of agricultural inputs | 2.1. The agriculture framework act adopted | December 2013 | Finance received for the implementation preparation/ Development of the Agricultural Framework Act. Implementation of the process: pilot committee, technical board (secretariat) and thematic working groups set up, consultant recruited for the preparation of the draft bill. |
| | 2.2. A strategy for the maintenance and rehabilitation of agricultural roads developed and adopted | June 2013 | Strategy being developed: investigate on a pool funds for all rural stakeholders |

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| | 2.3. Basic infrastructure (agricultural roads, irrigation systems) rehabilitated | December 2015 | In 2013, Feasibility study for the rehabilitation of 3,300 Hectares of agriculture land. 1,819 km of rural roads rehabilitated between December 2013 and March 2013 |
| | 2.4. A policy for the financing of farming/forestry/livestock activities is developed and adopted | December 2013 | Brainstorming workshops bring together key players organised Terms of Reference for the study on agricultural financing finalised. |
| | 2.5. Services to assist and support investors called for in the new investment code strengthened | June 2013 | MINAGRI support to the private sector for the formulation of projects and the facilitation of their implementation |
| | 2.6. Reformed taxation system reformed for firms processing fishery products | December 2013 | Reform of taxation system. Currently, 4 tuna processing companies are certified |
| | 2.7. The free movement of agricultural products (livestock and other produce) facilitated | December 2013 | |
| | 2.8. The draft seed act finalized and adopted; procedures for the approval of seed varieties and their entry in the official catalogue simplified | December 2014 | Draft Act on the creation, organisation and functioning of the National Committee of Seeds and Plants developed. Internal Regulation of the UEMOA being published in the Official Journal of the Republic of the Ivory Coast |
| | 2.9. An action plan to combat fraud relating to products, trademarks and indicators, which is threatening the domestic agropharmaceutical industry, developed | December 2013 | Capacity building of Ivory Coast customs officers. Draft decree establishing the quality control of fertilizers prepared and submitted to key sector stakeholders. Inter-ministerial draft decree establishing the National Fertilizer Management Committee prepared and submitted to key stakeholders |
| 3. Create a framework conducive to nutritional security | 3.1. Strengthened regulatory and legislative framework for nutrition (fortification, biofortification and food hygiene) | 2013 | |
| | 3.2. Draft laws on the marketing of breast milk substitutes and the sale of foodstuffs in the vicinity of schools finalized and adopted | 2015 | |
| | 3.3. The decree establishing a food safety agency (Agence de Sécurité Sanitaire des Aliments) adopted | 2015 | |
| | 3.4. A strategy on food fortification in the home and at school validated and adopted. | 2014 | |

Government of Ethiopia Key Policy Commitments

| Policy Indicators <ul style="list-style-type: none"> ❖ Improved score on Doing Business Index ❖ Increased \$ value of new private-sector investment in the agricultural sector ❖ % increase in private investment in commercial production and sale of seeds | | | |
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| Objective | Framework Policy Actions | Timeline | Progress |
| <i>Increase private sector participation in seed development, multiplication, and distribution</i> | 1. Ratify seed proclamation. | June 2012 | A new seed proclamation was passed by the parliament in January 2013. The next step is the release in the National Gazette by the parliament, which will happen by the end of May 2013. |
| | 2. Establish protocols to identify regulatory/ administrative changes, as necessary and encourages private sector that: <ul style="list-style-type: none"> • allows market pricing of seeds, including at-risk farmer support system; • incentivizes the private sector to commercially multiply and distribute seed, including a focus on cooperatives; • links government research institutions to universities and extension services; • incentivizes international seed companies to operate in Ethiopian seed markets, with the exception of certain open/self-pollinated or indigenous crops, specifically teff, coffee, niger seed, and inset; and • allows cooperatives and individual farmers to source seed from any supplier. | December 2012 | <p>To support the actual implementation of the seed proclamation, the Ministry of Agriculture (MoA) has drafted the seed regulations, validated in a workshop with all key stakeholders. Following a review by senior policy makers the regulations will be submitted to the Council of Ministers for approval.</p> <p>The next step is for the Ministry of Agriculture to draft the seed directives to make the seed proclamation and regulations actionable. Target completion date is January 2014.</p> <p>In addition, a major initiative is being undertaken this year to test expanded private sector seed distribution in the four major regions of the country during this year's main planting season.</p> |
| <i>Increase ability of the private sector to access markets by reducing barriers to competitiveness and increasing transparency of requirements</i> | 3. Establish a one-window service that assists agriculture investors (domestic and foreign; small, medium and larger enterprises) to: <ul style="list-style-type: none"> • obtain a business license; • secure access to land; • obtain market information on pricing and production availability; • identify added-value opportunities (e.g. agro-processing, grading and sorting, warehousing and storage, etc); • identify livestock industry and commercial | April 2013 | <p>The Ethiopian Investment Agency, following recent amendments to the Ethiopian Investment Proclamation, has begun preparing an agriculture desk to act as a "one-window service" for agriculture investors.</p> <p>In addition, it is expected to be a priority for the new Private Sector Development and Trade Sector Working Group, chaired by the Ministry of Industry.</p> <p>Also, a new PPP unit within the ATA has been created to facilitate private sector investments in the near term and support in the creation of the "one stop" window at the Ethiopian Investment Authority.</p> |

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| | <p>ranching opportunities (e.g. abattoirs, feed lots, etc); and</p> <ul style="list-style-type: none"> access financing. | | |
| | 4. Publish and disseminate business licensing procedures through local radio, internet and newspapers. | April 2013 | Progress has been limited in this area and as such this is one of the areas that the newly created Private Sector Development Task Force intends to prioritize. |
| | 5. Implement policy measures, as necessary, that secure ownership and crop trading rights for commercial farms. | December 2013 | No progress to report at this time. |
| | 6. Commit not to impose export quotas on commercial farm output and processed goods. | September 2012 | Export quotas for some commodities are still in place. However, the government is exploring the necessary conditions to lift such quotas. |
| | 7. Refine, as necessary, policies regarding agrochemical importation that ensure consistent application of regulations to private sector distributors and commercial farms; and to generic chemicals and brand name chemicals. | June 2013 | Progress has been limited in this area and as such this is one of the areas that the newly created Private Sector Development Task Force intends to prioritize. |
| | 8. Refine, as necessary, regulatory framework to stimulate private sector engagement in livestock production, value chain development of animal products and health quality input delivery. | June 2013 | <p>The Ministry of Trade, with the assistance of the Ministry of Industry, has drafted two proclamations that address the issues of live animal and raw hide and skin marketing issues. The ministries passed all the consultative process with the private sector and other stakeholders to improve the draft proclamations. The draft proclamations are planned to be submitted for the Council of Ministers approval within two weeks and for the parliament approval by end of May 2013.</p> <p>The government of Ethiopia also took progressive actions in the institutional reform process to address the livestock related issues. The government created a new state minister for livestock development under the auspices of the MOA. Currently the new livestock sector is undergoing the formation and staffing process.</p> |
| | 9. Support an independent study of the impact to date of the Ethiopia Commodity Exchange. | June 2013 | The International Food Policy Research Institute (IFPRI) is expected to study the ECX through its Ethiopian Strategic Support Program (ESSP). Funding for the program is pending. |
| <i>Strengthen land use rights to stimulate investment in agriculture</i> | 10. Extend land certification to all rural land holders, initially focusing on Agricultural Growth Program (AGP) districts (woredas). | June 2015 | <p>About 9.4 million households (86.3%) have been registered and of these 73.2% (8 million households) have been issued first level landholding certificates. Surveying for second level certification as required by Proclamation 456/2005 has started in 186 woredas.</p> <p>The Ministry of Agriculture, regional governments and the Land</p> |

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| | | | <p>Administration and Use Task Force (LAUT), part of the Sustainable Land Management Technical Committee under the RED&FS, are mapping additional woredas, with priority given to the National Agriculture Growth Program (AGP) woredas. Use of regional state and project resources are expected to facilitate implementation of second level certification. Action plan for phased coverage of the AGP woredas as well as other woredas in the regions needs to be prepared.</p> <p>The Federal land proclamation was last updated in 2005. The four regional states of Amhara, Oromia, SNNP and Tigray have issued their own proclamations and regulations to support its implementation. The remaining regions are at various stages of this process. Two regions, Amhara and Tigray, have also issued guidelines for expropriation, valuation and compensation of rural lands. This has to be expedited in the remaining regions. Improvement in administration of the process of rural land taking is also being prioritized to promote good governance.</p> <p>Members of LAUT and land administration projects (LAND/USAID, REILA/Finland, LIFT/DFID and FAO) will assist in facilitating the actions required mentioned above.</p> <p>Furthermore, land registration and land surveying regulations have been submitted to the Council of Ministers and are pending approval.</p> |
| | 11. Refine land law, if necessary, to encourage long-term land leasing and strengthen contract enforcement for commercial farms. | December 2013 | No progress to report at this time. |
| | 12. Develop and share a land use planning framework for highland regions and lowland regions of Gambella and Benishangul, which will result in sustainable land use as well as improved service delivery and viable livelihoods. | April 2014 | No progress to report at this time. |
| | 13. Further develop and implement guidelines of corporate responsibility for land tenure and responsible agriculture investment. | June 2013 | No progress to report at this time. |
| <i>Increase the availability of credit to the agricultural</i> | 14. Enable financial institutions to support smallholder farmers and agribusiness (e.g. warehouse receipts, | December 2013 | <u>Warehouse receipt system</u> – The ATA in partnership with the ECX and the USAID AMDe program is working to expand the existing |

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| sector | out-grower contracts, machinery leasing, etc.). | | <p>warehouse receipt system to allow smallholder farmers to get access to credit using stored commodities as collateral. In parallel the ATA and the USAID AMDe program are also implementing Community Warehouse Receipt System (CWRS), which are localized warehouse receipt system, in four of the largest regions together with cooperative unions and financial institutions.</p> <p><u>Out-grower contracts</u> – The ATA has been facilitating contract farming agreements between cooperative unions and private sector processors or large institutional buyers as an initial learning project to scale up in the coming season. Some of these contracts include:</p> <ul style="list-style-type: none"> • A contract farming agreement between a cooperative union and a local Injera producer for the supply of 720 MT of Tef • An agreement for the supply of 30,000 MT of maize between 16 cooperatives and the World Food Programme (WFP) • A malt barley supply agreement between cooperatives and a brewer • Export contract agreement for the supply of sesame by a few cooperatives <p>Plans are underway to institutionalize and scale up these contract farming engagements by working with Ethiopian Commodity Exchange (ECX) to standardize the contracts and ensure enforcement mechanisms by developing a forward-contracts platform. A TOR has been developed to hire an international consultant to design the platform and identify all institutional, human, and other capacity requirements that are required to implement the forward contracts.</p> <p><u>Input credit</u> – Access to a financially sustainable input credit mechanism for smallholder farmers to buy seeds, fertilizer, and chemicals has been one of the key bottlenecks to increased production. A redesigned input credit delivery system that leverages the strengths of the country's microfinance institutions thus reducing the risk from defaults will be undertaken in 41 wheat growing woredas this year with plans to scale it up in the future based on success.</p> |
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| | | | In the future, the program could include some important features such as a credit guarantee fund, a mechanism that has been successful in other countries. A TOR has been developed to hire an international consultant to design the credit guarantee fund. The fund will provide partial credit guarantee to creditors and encourage financial institutions to provide credit to all agricultural value chain actors. |
| | 15. Strengthen credit bureau system to improve access to financial information. | December 2012 | No progress to report at this time. |

Government of Ghana Key Policy Commitments

| Policy Indicators <ul style="list-style-type: none"> ❖ Improved score on Doing Business Index ❖ Increased \$ value of new private-sector investment in the agricultural sector ❖ % increase in private investment in commercial production and sale of seeds | | | |
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| Objective | Framework Policy Actions | Timeline | Progress |
| <i>Establish policy that enables the private sector to develop, commercialize, and use improved inputs to increase smallholder productivity and incomes</i> | 1. Regulations developed to implement the new seed law, specifically: <ul style="list-style-type: none"> • Seed registry system established. • Protocols for variety testing, release and registration, authorization to conduct field inspections, seed sampling, and seed testing developed. • Standards for seed classification and certification established. | June 2013 | Regulations was completed and laid before Parliament by the former Minister of Agriculture in 2012. The regulations however did not meet the 21 day requirement to become law before Parliament went on recess. The Director of PPRSD is therefore briefing the current Minister so that he can re- table it in Parliament again by end of May 2013. Thus, it is expected to become law by June ending. |
| | 2. New agricultural input policy for fertilizer and certified seed use developed that includes: <ul style="list-style-type: none"> • Clearly defined role of government in fertilizer and seed marketing; • Clearly defined role of government's CSIR and Grains & Legumes Board; and • Defined role of private sector in breeding. | December 2013 | 1) The final draft of the fertiliser policy has been produced. The Director of Crop Services and PPRSD, are to present it to the Dhief Director of MOFA for final approval. 2) The Directorate of Crop Services is leading a working group in the preparation of the seed policy. A first draft document has been developed . A validation workshop on the first draft was held at Tamale in march 2013. A national validation workshop is also scheduled for 23rd April 2013. The policy is expected to be completed by end of May 2013. |
| <i>Create a secure investment climate for investors by reducing transaction costs and risks</i> | 3. Database of suitable land for investors established* | | Parliament approved the Ghana Commercial Agriculture Project on August 16, 2012. The project will deliver on the policy actions. The project became effective on the 8th of April 2013. However, The Project Implementation Manual (PIM) has been developed and sensitization workshops with communities and farmers in northern Ghana on land database are in progress. |
| | • 1,000 ha registered | December 2013 | |
| | • 4,500 ha registered | December 2014 | |
| | • 10,000 ha registered | December 2015 | |
| | 4. Pilot model lease agreements** for 5,000 ha of land in database established. | December 2015 | |
| | 5. Clear procedures to channel investor interest (including that related to value-added agricultural processing) to appropriate agencies*** completed. | December 2013 | |
| <i>Support transparent, inclusive, evidence-based policy formulation</i> | 6. New Ghana Agricultural Production Survey (GAPS) stood up: | | Pilot data has been collected and analyzed and was released by the Government of Ghana on October 8. Second phase of GAPS |

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| <i>process based on quality data and sound evidence that leads to increased investment in agriculture</i> | • Piloted data release | July 2012 | has been completed and the report is expected to be out by end of April. |
| | • 2nd phase completed | September 2013 | |
| | • New national agriculture survey data released | May 2014 | |
| | 7. Private sector representatives of key grain value chains appointed to the MOFA Post Harvest Committee. **** | December 2013 | Policy action met on September 13, 2012. |

* This database is essentially a 'land bank' but in the Ghanaian context it's a land database. In the case of land under traditional ownership, due diligence and sensitization of surrounding communities will promote an understanding of the rights and obligations from subsequent lease agreements.

**For outgrower schemes, contract farming, etc.

*** To provide a transparent and structured way for investors of all types to avoid extra transaction costs and need to reduce their perceived risk of approaching government to manage access to, and security of land.

**** This is a recommendation made by the private sector. This committee establishes the floor price for the National Buffer Stock Company (NAFCO).

Government of Mozambique Key Policy Commitments

| Policy Indicators | | | |
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| <ul style="list-style-type: none"> ❖ Improved score on Doing Business Index ❖ Increased \$ value of new private-sector investment in the agricultural sector ❖ % increase in private investment in commercial production and sale of seeds | | | |
| Objective | Framework Policy Actions | Timeframe | Progress |
| I. Establish policies and regulations that promote competitive, private-sector agricultural input markets, especially for smallholder farmers. | 1. Revise and Implement National Seed Policy, including: <ul style="list-style-type: none"> a) Systematically cease distribution of free and unimproved seeds except for pre-identified staple crops in emergency situations. b) Allow for private sector accreditation for inspection. | Nov. 2012 | Revised seed policy and legislation passed. Regulations adopted, Feb 2013 |
| | 2. Implement approved regulations governing seed proprietary laws which promote private sector investment in seed production (basic and certified seed). | June 2013 | Legislation passed, Feb 2013 |
| | 3. Revise and approve legislation regulating the production, trade, quality control and seed certification compliant with the Southern African Development Community (SADC) seed protocol requirements. | Nov. 2013 | Strategy approved, Feb 2013 |

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| | 4. Develop and implement a national fertilizer regulatory and enforcement framework. | Mar. 2013 | Analysis and activity design for implementation in process |
| | 5. Assess and validate the National Fertilizer Strategy. | Dec. 2013 | Regulatory framework adopted February 2013. |
| II. Reform land use rights (DUAT) system and accelerate issuance of DUATs to allow smallholders (women and men) to secure tenure and to promote agribusiness investment. | 6. Adopt procedures for obtaining rural land use rights (DUATs) that decrease processing time and cost. | Mar. 2013 | Procedures for areas less than 10 hectares have been drafted and are being piloted in targeted communities. |
| | 7. Develop and approve regulations and procedures that authorize communities to engage in partnerships through leases or sub-leases (<i>cessao de exploração</i>). | June 2013 | Regulations drafted, and are being vetted by stakeholders (next Land Forum meeting in May) before going forth to legislation. |
| III. Promote the liberalization and facilitation of trade and marketing of agricultural products, especially for smallholder farmers. | 8. Eliminate permit (<i>guia</i>) requirements for inter-district trade in agricultural commodities. | June 2013 | Study in progress on the effect of eliminating the <i>Guia</i> . |
| | 9. Develop and approve invoices that can be issued by purchasing firms on behalf of suppliers (i.e. smallholder producers) that are not registered taxpayers; develop and approve respective monitoring and control procedures. Implement fiscal education program for small holders, including tax | Mar. 2013 | Revision in progress of tax code, including a system for the use of invoices by purchasing firms. Tax registration in progress. |

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| | registration. | | |
| | 10. Eliminate the Simplified VAT scheme and replace with the existing ISPC (Simplified Tax for Small Contributors). | Mar. 2013 | Legislation being drafted. |
| IV. Increase the availability and access to credit in the agricultural sector, especially for smallholder farmers. | 11. Approve a decree allowing the setup of private credit information bureaus. | Mar. 2013 | Bank of Mozambique and the Ministry of Finances in discussion over legislation. |
| | 12. Enact mobile finance regulations that are risk-based and allow for experimentation and innovation. | Mar. 2013 | Regulations being drafted. |
| V. Support the implementation of the Multi-Sectoral Nutrition Action Plan for the Reduction of Chronic Undernutrition 2011-2015 (with PAMRDC as its Portuguese acronym) which is aligned with Scaling Up Nutrition (SUN) Movement. | 13. Enact approved Food Fortification regulations (including bio-fortification) | June 2013 | National fortificant committee established. Bio-fortification program launched, regulations awaiting approval. |
| | 14. Determine optimal structure for institutional coherence within nutrition, as per SUN country-level strategic priorities. | June 2013 | National nutrition coordination institute (SETSAN) given more budgetary independence. Additional analysis being conducted. |
| | 15. Ensure that PAMRDC and CAADP/PEDSA implementation plans are aligned with one another. | Dec. 2012 | Aligned. Technical support provided. Dec 2012. |

Government of Tanzania Key Policy Commitments

| Policy Indicators | | | |
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| <ul style="list-style-type: none"> ❖ Improved score on Doing Business Index ❖ Increased \$ value of new private-sector investment in the agricultural sector ❖ % increase in private investment in commercial production and sale of seeds | | | |
| Objective | Framework Policy Actions | Timeline | Progress |
| Increased stability and transparency in trade policy, with reduced tariff and non-tariff barriers. | 1. Implement policy alternatives to export ban identified in the comprehensive food security study, in order to strengthen response to food emergencies while minimizing disruptions in the market. | July 2014 | <ul style="list-style-type: none"> Export ban is already lifted to facilitate Global and intra-African trade. This would encourage smallholder and large scale farmers to increase production and take advantage of the available market within and around the region. Efforts are now towards establishing a more stable and transparent trade regime that reduces tariff and non-tariff trade barriers. A comprehensive food security study is being carried out to inform future decisions on food security and nutrition policy Development partners are supporting Ministry of Agriculture (MAFC) to strengthen food security calculations and analysis, providing analysis of stockholdings and the National Food Reserve Agency, investigating best practices for social safety nets in the event of future food crises, and considering ending the use of export permits. Analysis on food reserves and safety nets has begun and recommendations will be presented to the Government in August 2013. |
| | 2. Pre-profit tax at farm-gate ("cess") on crops reduced or lifted. | July 2013 | Initial analysis on effects of removing crop cess completed by National Technical Committee in June/July 2012. PM commitment to ending crop cess as a top policy priority made in September 2012. Efforts to identify alternative sources of revenue for local government have been investigated. Amendments to the Local Financing Act in order to eliminate Cess scheduled for June 2013 Finance Bill Presentation in the Parliament. |
| Improved incentives for the private sector by reducing taxes, and increasing transparency and consistency of the agricultural tax and incentive system. | 3. VAT on spare parts for farm machinery and equipment reduced or lifted. | July 2013 | The Finance Act 2012 waived VAT on irrigation, tractors, farm implements (including spare parts) and milk processing products. This included spare parts for tractors, farm implements and irrigation equipment. |
| | 4. Secure certificate of land rights (granted or customary) for small holders and investors: | | |
| | <ul style="list-style-type: none"> All village land in Kilombero demarcated; | August 2012 | Village land boundaries in Kilombero District have been demarcated |

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| | <ul style="list-style-type: none"> All village land in SAGCOT region demarcated; and 20% of villages in SAGCOT complete land use plans and issued certificate of occupancy. | June 2014 | The acceleration of land use planning, surveying and titling was identified as a primary goal at the September 2012 implementation meeting and at a February 2013 roundtable with LOI signers. Planning for such an effort, including identification of resources, are currently under way. |
| | 5. Instrument developed that clarifies roles of land implementing agencies (TIC, RUBADA, Ministry of Lands and Local Government) in order to responsibly and transparently allocate land for investors in the SAGCOT region. | June 2014 and additional 20% by June 2016 | |
| | | December 2012 | <ul style="list-style-type: none"> The URT envisions a land bank, managed by the Tanzania Investment Center, to allocate land to investors through derivative rights. The Ministry of Lands will remain the sole agency with the ability to issue title to land. The Tanzania Investment Centre's role is clearly defined in the existing laws to serve as a Government agent in managing land allocated to investors through derivative rights. The Rufiji Basin Development Authority (RUBADA) is being strengthened to continue overseeing sustainable development and management of the basin. A task force has been formed to fast track identification of land for sugarcane investment. Land demarcation for prospective investors is in progress. A total of 73,128 ha of land is available for sugar and rice cultivation and 40,000 ha is available for ranching under joint venture arrangement with National Ranching Company (NARCO). The Ministry of Lands is now developing guidelines for accessing land, and Developing Partners are working with the Ministry of Lands to clarify and implement 'land for equity' policy. |
| <i>Develop and implement domestic and regional seed and other inputs policies that encourage greater private sector participation in the production, marketing and trade in seeds and other inputs.</i> | 6. Taxes (cess, VAT) on seeds and seed packaging reduced or lifted. | July 2013 | This is part of the broader assessment of tax policy, and the drafting of legislation/circulars required to eliminate taxes on seeds and seed packaging is occurring. These taxes are slated for consideration at the June 2013 budgetary session of Parliament. |
| | 7. Revised Seed Act that aligns plant breeder's rights with the International Union for the Protection of New Varieties of Plants (UPOV) system. | November 2012 | Tanzania passed UPOV-compliant Plant Breeders Rights Act in November 2012, and is working with Zanzibar to pass similar legislation in order to gain UPOV membership. Zanzibar presented draft legislation to UPOV in March 2013, which was approved. This commitment will be achieved when Zanzibar passes this legislation, and instruments of accession are submitted for consideration to the UPOV Council in October 2013. |

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| | 8. Time required to release new varieties of imported seeds from outside the region to be reviewed and benchmarked with international best practices. | December 2013 | Tanzania already achieves the release of 'outside' varieties quicker than its EAC neighbors. This has been successfully tested on the release of 4 varieties of potatoes in 2010 that are now promoted to farmers by Mtanga Farm in the SAGCOT area. |
| | 9. Qualified private sector companies authorized to produce foundation seed under proper supervision and testing. | December 2013 | A December 2011 Circular allows for private sector companies to produce foundation seed, but no private company has been licensed to do so. Modifications to the circular may be needed. The 'Big Results Now' agriculture lab addressed this issue and the Government is pursuing methods for expanding private sector production of foundation seed. |
| | 10. ISTA and OECD seed testing accreditations achieved to enable regional and international seed sales. | December 2013 | The New Alliance roadmap includes the preparation of a seed system compliance plan to identify the requirements for meeting international standards such as ISTA and OECD, along with the preparation of feasibility studies for seed testing and laboratory capabilities to meet these commitments. This is slated for completion in September 2013. |
| | 11. Time required to register imported agrochemicals outside the region to be reviewed and benchmarked with international best practices. | December 2013 | Activities have been identified in the roadmap to support the implementation of this activity, such as developing and publishing guidelines for agro-input legislation within this year. |
| <i>Implement harmonized nutrition policy.</i> | 12. Update and align the National Food and Nutrition Policy with the National Nutrition Strategy | June 2013 | Consultants have been identified to assist in aligning the new Nutrition Strategy with the Nutrition Policy in order to meet the policy commitment under nutrition in the Cooperation Framework by June 2013. |
| | Cooperation Framework Road Map | Mutual Accountability | The Prime Minister established a high level (Ministerial level) governmental policy oversight committee chaired to oversee progress on the URT policy commitments in the Cooperation Framework. The PM also endorsed a Partnership Accountability Committee that includes representatives from the Government, development partners, private sector and civil societies, which has convened to advise and oversee progress. |

BURKINA FASO

Status on Letters of Intent

14 companies directed Letters of Intent to Burkina Faso (with 4 more making reference to working in the country).

| | Goals | Year 1 – Progress update |
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| African Cashew initiative (ACi) | <p>Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mozambique, by:</p> <ol style="list-style-type: none"> 1. convening investments from corporate partners (around \$21 million); 2. linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organizations; 3. utilizing matching grant funding to assist private-sector projects to enhance farmer productivity; and 4. planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies, and potentially \$20-\$30 million from 2013 to 2015 including 60% from private players. | <p>Across all countries:</p> <ul style="list-style-type: none"> ■ Staffing, processes, funding, and partners in place to move from Phase 1 to 2 – Internack, Kraft Foods, Olam, Trade and Development Group, SAP, Ghana Ministry of Food and Agriculture, the Sustainable Trade Initiative (IDH), USAID, the Bill and Melinda Gates Foundation, and the German Federal Ministry for Economic Cooperation and Development (BMZ) are all partners/funders. ■ Coordinated with SMEs, facilitating \$11 million in financing, to install 38,000 MT processing capacity. ■ 240,000 farmers trained since 2009 – Good Agricultural Practices training increased productivity 21-78%. |
| AGCO | <p>Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanization by:</p> <ol style="list-style-type: none"> 1. establishing a demonstration farm and training center together with global and local partners (mainly in the value chain), aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanization, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital. | <ul style="list-style-type: none"> ■ Started country-specific market research. ■ Conducted meetings and in-depth discussion with government leadership from Prime Minister's office and Ministries of Agriculture and Trade, Bagré Growth Pole leadership group, global partners and local institutions. ■ In planning phase to identify the value of in-kind investment required in agriculture. ■ Conducted 1 investor conference and 3 field trips into Bagré. ■ At a pan-Africa level, over \$50 million invested and more than 100 employees hired locally, with further employment and investments planned. |
| Competitive African Cotton Initiative (COMPACI) | <p>Contribute to improving the livelihoods of smallholder cotton farmers by:</p> <ol style="list-style-type: none"> 1. convening investment in the cotton value chain from corporate partners to train farmers in soil/ water conservation, balanced crop rotation, and business principles; 2. expanding cotton demand by promoting the "Cotton made in Africa" brand; and 3. linking smallholders to larger markets by partnering with the "Better Cotton Initiative". | <ul style="list-style-type: none"> ■ Strategic and investment plans completed through 2015. ■ Through partnership with Aga Khan Group, reached around 5,000 farmers and invested approximately \$400,000 in 2012. ■ Plan for further investment of \$1.3 million over 2013-2015 to reach 25,000 farmers. |
| Ecobank | <p>Continue to work towards improving access to affordable finance for the agriculture sector by providing \$3.36 million in direct lending and through microfinance institutions who on-lend to the sector.</p> | <ul style="list-style-type: none"> ■ Refining agricultural lending strategy for Burkina Faso. ■ Evaluating a pipeline of several hundred potential loans. |



| | Goals | Year 1 – Progress update |
|---------------------------------|---|---|
| Jain Irrigation | <p>In line with the SCADD, contribute to developing irrigation and enabling infrastructure by:</p> <ol style="list-style-type: none"> 1. contributing its proprietary agricultural and irrigation technology and know-how, expertise in capacity building, market linkages, processing capabilities, and solar technology; 2. convening investments in irrigation and enabling infrastructure for the creation of storage, handling, supply-chain, procurement and processing infrastructure; and 3. working with partner countries to select priority value chains and regional locations to develop a feasibility study for this integrated approach. | <ul style="list-style-type: none"> ■ Meeting with Prime Minister and signing MoU to set up \$5 million integrated agriculture development in Bagré Project and in Ouagadougou region. |
| Swiss Re | <p>Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities.</p> | <ul style="list-style-type: none"> ■ Collaborations in place for International Finance Corporation-supported projects to help the advancement of agricultural risk-transfer markets. ■ Exploring pilot weather risk transfer scheme. ■ At pan-African level, 180,000 smallholders reached. |
| United Phosphorus Limited (UPL) | <p>Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.</p> | <ul style="list-style-type: none"> ■ Despite multiple attempts, UPL has not yet had an opportunity to discuss business plans in more detail with government. |
| Yara | <ol style="list-style-type: none"> 1. Cultivate long-term partnerships with government to incorporate the agriculture strategy into a broader development context, and to co-create a national strategy for holistic, in-country fertilizer market development; and 2. Promoting comprehensive end-to-end value chain initiatives and cluster-based approaches, and build up local crop-specific plant nutrition knowledge. | <ul style="list-style-type: none"> ■ Met with government officials and several partners – Bagré Growth Pole leadership group, World Bank, IFC, and USAID at the Burkina Faso level. ■ Participated at the Grow Africa-Burkina Faso Bagré Agribusiness Investor Conference, 19-21 September 2012. ■ A joint Yara/RMG assessment mission undertaken. ■ Fielded two separate technical assessment missions to assess distribution and retail industry. |

The following investment plans exist, but no progress report has been shared to date:

| | Goals |
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| Agence Deli Internationale (ADI) | <p>Create a modern hibiscus processing plant that will contribute to:</p> <ol style="list-style-type: none"> 1. development of production of varieties adapted to various uses; 2. collection and selection of hibiscus suitable for local processing; 3. production of juices, soft drinks, sweets, tea, and infusions from hibiscus, through the addition of other local raw materials; and 4. promoting the development of small family farms, with a special focus on working with rural women. |
| EBT-TRADING Sarl | <p>Support the production and marketing of maize, cowpea, sesame, and certified seeds through a joint venture farm utilizing drip irrigation technology.</p> |
| GROUPE VELEGDA Sarl | <p>Create a 600 ha rice farm and establish a rice husking plant.</p> |



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| Pickou Export | <p>Contribute, over 5 years, to establishing (with partners) 20,000 ha of production of sesame and cowpea, building a training center for young farmers, and setting up a plant for sesame seed cleaning and sesame oil extraction, by:</p> <ol style="list-style-type: none"> 1. creating a 400 ha production field school; 2. establishing a 1,600 ha farm to launch the project; 3. acquiring seeds; 4. constructing a storage warehouse; and 5. acquiring and installing technical equipment. |
| PRO-AGRO | <p>Develop 100 ha for production of 4,500 MT of potatoes, by initially:</p> <ol style="list-style-type: none"> 1. establishing three taproots; 2. supporting mechanization of potato production; and 3. constructing a potato storage unit. |
| SAREPTA S.A. | <ol style="list-style-type: none"> 4. Install a plant for the production of edible oils and oil by-products (seed, cakes and soaps) and support the marketing of these products. |
| Société Agro-Pastorale et de Services (SAPAS) | <p>Work towards:</p> <ol style="list-style-type: none"> 1. diversifying and modernizing its production plant for the marketing of poultry and poultry by-products; and 2. doubling its production capacity (from 12,000 egg-producing hens on 2 ha) by securing more efficient equipment, trained staff, and a professional management system. |
| Société Burkinabè des Corps Gras (SBCG) | <p>Establish a palm oil production plant to produce both quality edible oil and laundry soap.</p> |
| Société d'Exploitation des Produits Alimentaires (SODEPAL) | <p>Work with technical and commercial partners to expand operations to include production of:</p> <ol style="list-style-type: none"> 1. food and nutritional supplements from agricultural, animal, and forest products for children, pregnant women, and the elderly; 2. confectionary items utilizing local fruits and vegetables; and 3. spirits utilizing local forest products. |
| Union Conannet des Etuveuses de Riz de Bagré (UCERB) | <p>Construct a warehouse with a capacity to stock 200 tons of rice.</p> |



Cote d'Ivoire

Status on Letters of Intent

| | Goals | Year 1 – Progress Update |
|----------------------------|---|--|
| Groupe SIFCA | <p>Major projects to expand its production facilities, including storage facilities, and to sustainably develop the sectors in which it operates from 2012.</p> <ol style="list-style-type: none"> 1. Projects to expand industrial plant concerning the production of rubber, palm oil and sugar in Côte d'Ivoire, creating new jobs in all sectors, increased production in rubber (8000 tonnes (2012-2015) and palm-oil (15 000 tonnes a year) and increased earning for over 25 000 palm-oil village planters. 2. Total investment about CFAF 129 billion over four years (2012-2015); 3. Sustainable development projects, with forecast funding of over CFAF 30 billion aimed at (1) improving the yield and quality of agricultural products through programmes to train small farmers and (2) contributing to food security by helping small farmers develop food crops alongside cash crops | <ul style="list-style-type: none"> • Exploration of state lands of more than 2000 hectares • Agreement in principle to MINAGRI for a long lease • Planning of activities for the project under development with a business plan |
| Groupe Louis Dreyfus (LDC) | <ol style="list-style-type: none"> 1. Develop an integrated project in the northern regions: Poro (Korhogo), Tchologo (Ferkessédougou), and Bagoué (Boundiali and Tingrela), <ul style="list-style-type: none"> - a pilot farm, in partnership with rice producers; - improvement of means of production; - collection and processing of rice ; - marketing of rice. 2. Establish a Public-Private Partnership, where the State intervenes in the rehabilitation of irrigation infrastructures. 3. Build socio-economic infrastructures for the rural populations in the project area. The amount of the investment is 22.20 billion CFAF. | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed • Agreed remit for partnership with the State that has signed • Feasibility study underway |

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| NOVEL Group | <p>Use joint venture YAANOVEL SA (in partnership with AGCO and Syngenta Foundation for Sustainable Agriculture, established with the District of Yamoussoukro) to create a business unit of agro-industrial production, processing and marketing of rice on an area of 15,000 hectares (10,000 ha for industrial plantation, 5,000 ha for individual growers). The proposed model is:</p> <ol style="list-style-type: none"> 1. the creation of a farm dedicated to the promotion of mechanization, with a modern seed center; 2. the rehabilitation and expansion of developed areas; 3. the establishment of a complete rice processing unit, which will have a electricity cogeneration capability; 4. the establishment of storage silos and warehouses. 5. 62.5 billion CFAF investment. | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed • In process of identifying cocoa plantations to regenerate the Belier region • Drawing up joint terms of reference for study of technical-economic feasibility of project for development of the production of rice in the region of Belier • Installation of a village farm pilot of 120 hectares by SUBIAKRO of which 5 hectares of certified seeds are underway, with a view to distributing the seeds for production of more than 500 hectares of paddy fields in the Belier region. The 120 hectares of paddy field in the farm pilot will be put in place by July 2013. • Organisation of three workshops for the formation of rice-culture on the perimeter of the SUBIAKRO pilot in the Belier region in November 2012, January 2013 and April 2013 • Rehabilitation of more than 2500 hectares of cocoa and coffee plantations will take place from September 2013. |
| Sud Industries | <p>In partnership with Yebe WOGNON (a group of farmers), Sud Industries SA will focus on the development in rice growing areas, with emphasis on the mechanization of farm operations through the acquisition of modern farm machinery and equipments and develop specific grazing areas build modern dairy products production units.</p> <ol style="list-style-type: none"> 1. Creation and development of rice growing areas and provision of support to 32,000 rice producers in these areas; begin in June 2014, after the completion of the | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed • Drawing up joint terms of reference for study of technical-economic feasibility of project for a project for development of modern livestock |

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| | <p>feasibility studies; estimated investment 100 billion CFAF.</p> <p>2. Livestock project, providing support to livestock breeders in the area of the project; creating and operating a dairy farm for the production of milk, yogurt and other dairy products; and establishing marketing channels and distributing meat (beef, sheep, and chicken) and dairy products. Will begin in June 2013; estimated investment 10 billion CFAF.</p> | farming |
| Nestlé | <p>Work through food industry research centre set up in 2009 on two sites in Côte d'Ivoire</p> <ol style="list-style-type: none"> 1. Abidjan : development of seedless plant varieties by in vitro embryogenesis. 2. Second site being set up in Yamoussoukro intended for the development of food technologies and packaging. <p>In the coffee and cocoa sector, research is expected to result in plants with a high yield and a production cycle of only 12 months, which will increase farmers' incomes. In the field of food crops, Nestlé's research will result in the creation of varieties of maize, yam, manioc and vegetables that are higher-yield, more resistant and richer in iron and vitamins.</p> <p>As a complement to the research centre's activities and with a view to the sustainable development of the coffee/cocoa sector, Nestlé has launched a support project for small farmers. The project involves educating farmers through training fields, helping them with best agricultural practices and conducting agricultural field research. Under this project, Nestlé plans over a 10-year period to distribute 1 million cocoa plants and 2 million coffee plants a year to more than 10 000 small farmers, benefiting some 60 000 people when families are taken into account. The investment in the establishment of the two research sites amounts to about CFAF 15 billion for the period 2009-2013. The cost of assistance to coffee and cocoa producers is USD 40 million for the period 2011-2020.</p> | <ul style="list-style-type: none"> • Project of installation, in process of execution: installation of Zambakro site (Cacao plan) |
| Groupe CEVITAL | <p>Partnered with CICA, a private national company, for the development of an integrated project with rice producers, support factors' development and promote the mechanization of rice farms</p> | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed |

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| | The target area for this project is the region of Bounkani, in the north-east of Côte d'Ivoire. The total investment for this project is 100 billion CFAF. | <ul style="list-style-type: none"> • Pre-feasibility study available |
| Groupe SINGAPOUR AGRITEC (GAA) | Planning to invest CFAF 2 billion from 2013 in a rice-growing programme involving the installation of husking units and support for 7500 small farmers. | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed • Pre-feasibility study underway |
| Groupe CIC (Compagnie d'investissements Céréalières) | Through its local subsidiary (CIC-Côte d'Ivoire), the group wants to develop an integrated rice project (production, promotion of mechanization, processing and marketing) in partnership with local rice farmers. The will be located in the southwestern region (in the Haut Sassandra). The investments projected amount to 20 billion CFAF. | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed • Pre-feasibility study underway |
| Groupe ETG (Export Trading Group) | Expressed its interest to implement a rice development project in Côte d'Ivoire, in partnership with CI TRADING (a nation private firm). The project concerns rice production, processing and marketing. The investment is estimated at 25 billion CFAF. | <ul style="list-style-type: none"> • Letters of intent of engagement with New Alliance signed • Pre-feasibility study completed and Terms of Reference adopted. Feasibility study underway. |
| MARS Inc. | Decided to invest in Côte d'Ivoire via the project Vision for Change (V4C). The aim of this project is to raise the quality of cocoa production and increase yields to 1.5 tonnes/ha on about 150 000 plantations in the Soubré area by 2020, using intensification methods that conserve natural resources. The budget for the project is USD 21 million for the period 2011-2013 (Phase 1). | <ul style="list-style-type: none"> • Project in process of execution in Nawa (Soubre) and Loh-Djiboua (Divo) regions |
| OLAM Group | The Singaporean OLAM Group's activities in Côte d'Ivoire's agribusiness sector are focused on the cocoa, coffee, cashew nut, cotton and rice markets. The group has embarked on major projects in the areas of sustainable development, the expansion of its industrial plants and the development of the rice sector. Investments under way: <ul style="list-style-type: none"> - Installation of a milk plant:USD 50 million | <ul style="list-style-type: none"> • Draft agreement underway |

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| | <p>Investments scheduled for 2012-2013, in addition to those already carried out:</p> <ul style="list-style-type: none"> - Cocoa sustainability and certification programme: USD 8.5 million - Reinforcement of processing capacities and support for small producers of coffee: USD 4 million - Reinforcement of processing capacities and support for small producers of cashew nuts: USD 6 million - Support for animal traction for 10 000 cotton planters: USD 3 million <p>Investment intention:</p> <ul style="list-style-type: none"> - Local rice-growing project: USD 50 million | |
| SONAL | <p>A fish-trading company, SONAL has decided to purchase a cold store with a capacity of 7 000 tonnes. The aim of this investment is increase storage capacity in the interior of the country, where fish stocks often run out. This CFAF 3 billion project began in January 2011 and will be completed in December 2012.</p> | |
| NERE | <p>NERE, which also specialises in the import and sale of fish, has been carrying out a project similar to SONAL's since March 2012. This CFAF 1 billion project is aimed at constructing storage capacity for 3000 tonnes.</p> | |
| INTERCOTON | <p>INTERCOTON is an interbranch association comprising representatives of small producers and representatives of the cotton companies. Since 2011 INTERCOTON has set up a sustainable financing mechanism for agricultural research and advisory services for growers of cotton and associated crops with a view to improving the productivity of cotton-based crop systems. Its members have decided to levy CFAF 5 per kg of seed cotton to finance the research and advisory services, representing about CFAF 1.2 million for the 2012/2013 agricultural year. This financing mechanism is set to be renewed from year to year. The programme benefits 90 000 small cotton producers, their families and the cotton companies.</p> | |
| SIFCA Group | <p>Expansion of production facilities for rubber, palm oil and sugar cane.</p> | |

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| | Sustainable development including social infrastructure, environmental protection, development of food crops and support for producers | |
| World Cocoa Foundation | <ol style="list-style-type: none"> 1. Brings together multiple private-sector companies, many of whom are competitors, to support large-scale programmes that increase the quantity and quality of the cocoa supply while positively impacting thousands of small farmers. This collective approach allows companies to test different innovations and learn from each other. In this spirit, WCF has launched the Cocoa Livelihoods Programme (CLP) and is announcing two new initiatives below, which are a part of the larger USD 40 million WCF CLP programme. 2. In the short term, WCF intends to invest USD 3 million, of which USD 1.5 million is from corporate partners, in a matching grants programme to promote private-sector-led farmer training and service activities to double the productivity of 35 000 cocoa farmers from 400 kg/ha to 800 kg/ha. 3. WCF also plans to invest USD 800 000, of which USD 400 000 is from corporate partners, in a financial growth fund to increase farmers' access to financial services, which will enable farmers to have the necessary working capital to purchase inputs. | |

ETHIOPIA

Status on Letters of Intent

14 companies directed Letters of Intent to Ethiopia.

| | Goals | Year 1 – Progress update |
|-------------------|---|---|
| AGCO | <p>Contribute to capacity building, knowledge transfer on the agronomic system and the intensification of agriculture and farming mechanization by:</p> <ol style="list-style-type: none"> 1. establishing a demonstration farm and training center together with global and local partners (mainly in the value chain), aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanization, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital. | <ul style="list-style-type: none"> ■ Deepened country-specific market research. ■ Conducted meetings and in-depth discussion with MoA and ATA, global partners and local institutions (e.g. Boehm Foundation). ■ Opened and supported Technical Training College in Kulumsa in collaboration with partners (project of the German Ministry of Agriculture). ■ At a pan-Africa level, over \$50 million invested and more than 100 employees hired locally, with further employment and investments planned. |
| Bank of Abyssinia | <p>Contribute (along with Zemen Bank) to improved financial inclusion and mechanization of agri-businesses by targeting lending facilities to agricultural equipment suppliers and leasing companies, in order to enable farmers to acquire necessary equipment and enhance farming yields.</p> | <ul style="list-style-type: none"> ■ Disbursed \$424,000 loan to an agricultural equipment leasing company. ■ Loan in the pipeline currently being reviewed. |
| Diageo | <p>Contribute to developing and implementing a scalable barley value-chain project with a potential to scale up sourcing (from 6,000 smallholders) to 20,000 MT/year by 2016 for local use and export.</p> | <ul style="list-style-type: none"> ■ In partnership with the ATA, global and local NGOs, farmers' cooperatives, and civil society organizations, launched a 3-year pilot program to improve barley production. ■ Project in pilot phase – captured clearly-defined lessons learned and engaging partners to enhance the program for the coming years. ■ Contracted 764 growers (30% of whom are young farmers), sourcing around 225 MT of barley from them in the pilot crop season; provided farmers with pre-financing inputs, capacity building on sustainable farming practices, and guaranteed off-take agreements. |
| DuPont | <p>Contribute to increasing the productivity and sustainability of smallholders by:</p> <ol style="list-style-type: none"> 1. investing in a new seed warehouse/conditioning plant; 2. co-developing a rapid soil information system for farmers; and 3. partnering to improve smallholder maize productivity through increased hybrid adoption. | <ul style="list-style-type: none"> ■ Approval received for all 3 initiatives. ■ Warehouse plant construction underway; machinery purchased and delivered. ■ Implementation plan for soil testing agreed with Earth Institute, and first tranche of funding disbursed. ■ Staff identified and selection of farmers underway for advanced maize seed adoption program; launch in April 2013. ■ Committed to invest \$3.5 million and expect to reach 35,000 smallholders. |



| | Goals | Year 1 – Progress update |
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| GUTS Agro Industry | <p>Foster the development of local farmers and supply partners by:</p> <ol style="list-style-type: none"> 1. expanding food processing operations into baby foods, iodized salt, and corn-soy blends; 2. integrating further up the value chain in chickpeas; and 3. increasing local sourcing of maize, soybeans, and chickpeas by 40-50,000 MT in the next 12 months. | <ul style="list-style-type: none"> ■ Enhancing nutrition with production of fortified products, including corn-soy blend, fortified snack, iodized salt, infant formula, cereal, and chickpea-based RUSF. ■ Trial RUSF product launched and undergoing taste testing. ■ Pilot project in progress for production of super cereal plus. ■ Launched new packaged shiro (a traditional food), competitively priced at around the cost to consumers to make it themselves. ■ Invested \$3 million to date across all efforts. ■ Sourced 4,000 MT of chickpea, soybean, and maize (worth \$1.5 million) from 52,000 smallholders (10% of whom are women and 20% young farmers), 100% of which remained in-country for further value addition – creating 164 new jobs in the process. |
| Hilina Enriched Foods | <p>Help improve the daily income and nutritional status of smallholders by:</p> <ol style="list-style-type: none"> 1. expanding agreements with smallholders who (through cooperative unions) supply chickpeas, unshelled and shelled peanuts, and soybeans; 2. introducing commercially-viable nutritionally-rich products; 3. developing industry/university links to make improved technologies available to farmers; and 4. increasing local sourcing of cereals and legumes from 32,500 MT to 50,000 MT by 2015. | <ul style="list-style-type: none"> ■ In process of hiring staff and applying for bank loan for additional working capital. ■ Conducted research into why peanuts were highly contaminated with aflatoxin to learn cause and develop prevention approach. ■ Studied the environmental impact assessment of company and working with partners towards addressing the shortcomings identified. |
| Jain Irrigation | <p>In line with national 2015 poverty reduction targets, contribute to developing irrigation and enabling infrastructure by:</p> <ol style="list-style-type: none"> 1. developing an integrated agricultural cluster in an area identified as suitable; and 2. adopting modern technology in irrigation, agronomic practices, harvesting, supply-chain management and produce processing. | <ul style="list-style-type: none"> ■ Investing approximately \$6 million and working with Metals & Engineering Corp. (METEC), an Ethiopian defense organization, to improve sugarcane and farm development facilities. |
| Mullege | <p>Scale up coffee operations and catalyze investment in other value chains by:</p> <ol style="list-style-type: none"> 1. increasing local sourcing of coffee, oilseeds, and pulses; 2. extending partnerships with local/international companies; and 3. directly impacting 90,000 smallholders by 2015. | <ul style="list-style-type: none"> ■ 2 cooperatives identified as partners for organizing smallholders in the best sesame growing area, but must first secure access to the land. ■ Exploring partnerships with two major international companies in the sesame value chain. ■ Working with Geocert and the Ethiopia Commodity Exchange on new traceability standards for coffee. ■ Pursuing investment in a new coffee plantation, planting shade trees in smallholder areas to increase yield. |
| Netafim | <p>Contribute to advancing irrigation systems for smallholders by:</p> <ol style="list-style-type: none"> 1. piloting a household irrigation system, targeting 40-50,000 smallholders over 5 years; 2. introducing large-scale drip irrigation projects in chickpea and/or sugarcane, in partnership with other companies working along the value chain; and 3. exploring 3 export-oriented projects in cooperation with local company partners in the coffee and banana value chains. | <ul style="list-style-type: none"> ■ Performed market research and reviewed potential projects and pilots with local representatives. ■ Meeting relevant organizations such as the ATA. ■ Exploring opportunities for project financing, including microfinance for smallholders. |



| | Goals | Year 1 – Progress update |
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| <p>Omega Farms</p> | <p>Contribute to adoption of enhanced chickpea growing methods by:</p> <ol style="list-style-type: none"> 1. sharing improved chickpea production trial results with interested smallholders; 2. expanding commercial chickpea farm activities that create linkages with smallholder outgrowers; and 3. exploring opportunities to partner with other investors to integrate into processing activities (e.g. a plant to produce chickpea powder and hummus). | <ul style="list-style-type: none"> ■ Engaged with ATA, seed suppliers, cooperatives (in progress) and international companies, with potential impact for 1,000 farmers in the Oromia woreda; so far, 700 farmers engaged. ■ Pursuing opportunity to support a rotational crop to chickpea, in response to demand from off-takers. |
| <p>Syngenta</p> | <p>Launch productivity partnerships providing advice, knowledge transfer, and solutions to farmers by:</p> <ol style="list-style-type: none"> 1. developing at least one value-chain partnership; 2. partnering with at least one large-scale farm to support development of specific crops; 3. bringing in new technology, such as seed varieties; and 4. investing in farmer training. | <ul style="list-style-type: none"> ■ Exploring opportunities with other large-scale players and value-chain companies. ■ Working with Fair Planet to trial and commercialize vegetable seeds, and train smallholder farmers. ■ Doing business with large-scale farms (Saudi Star, S&P), developing crop protection plans, and providing technical training – reaching 9,300 ha. ■ Syngenta's Africa Academy program, a specially-designed course focused on large-farm management, attended by many managers of larger farms. |
| <p>United Phosphorus Limited (UPL)</p> | <p>Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.</p> | <ul style="list-style-type: none"> ■ Work plan shared with ATA; exploring opportunities. |
| <p>Yara</p> | <p>Build plant nutrition knowledge and co-develop national fertilizer market by:</p> <ol style="list-style-type: none"> 1. developing an integrated approach to horticulture and coffee value-chain initiatives; 2. creating a tailored agronomic package (of people, tools and services) to support national priorities; 3. fast-tracking business investment program to link trade and distributor model aligned to specific crops; and 4. providing technical support to plant nutrition development capacity. | <ul style="list-style-type: none"> ■ Recruited two agronomists to develop Yara's Crop Nutrition Concept on key crops in Ethiopia, including coffee, cereals, and horticulture. ■ Yara Crop Nutrition trials in progress for cereals and coffee. ■ Working in collaboration with GoE and ATA to develop business engagement strategy, in light of new government goals since the signing of the Letter of Intent. |
| <p>Zemen Bank</p> | <p>Contribute (along with the Bank of Abyssinia) to improved financial inclusion and mechanization of agri-businesses by targeting lending facilities to agricultural equipment suppliers and leasing companies, in order to enable farmers to acquire necessary equipment and enhance farming yields.</p> | <ul style="list-style-type: none"> ■ Disbursed 3 loans to agricultural equipment lessors; average loan size of \$764,000, average term of five years. |



GHANA

Status on Letters of Intent

11 companies directed Letters of Intent to Ghana (with 4 more making reference to work in the country).

| | Goals | Year 1 – Progress update |
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| African Cashew Initiative (ACi) | <p>Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Cote d'Ivoire, Ghana, Mozambique, by:</p> <ol style="list-style-type: none"> 1. convening investments from corporate partners (around \$21 million); 2. linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organizations; 3. utilizing matching grant funding to assist private-sector projects to enhance farmer productivity; and 4. planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies and potentially \$20-30 million in 2013-2015 – 60% from private players. | <ul style="list-style-type: none"> ■ Internal staffing and processes in place. ■ Several project partners identified. ■ Increased local processing capacity through new ACi investments. ■ Development of regional governmental agricultural services supported in order to serve producing and processing stakeholders. ■ Across Africa, 240,000 farmers trained since 2009, and invested a portion of around \$32 million (reaching 330,000 smallholders). |
| AGCO | <p>Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanization by:</p> <ol style="list-style-type: none"> 1. establishing a demonstration farm and training center together with global and local partners (mainly in the value chain), aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanization, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital. | <ul style="list-style-type: none"> ■ Started country-specific market research. ■ Conducted meetings and in-depth discussion with MOFA, others in Ghana government, global partners and local institutions (e.g. Kufuor Foundation). ■ In planning to identify investment needs. ■ Intending to schedule meetings with potential partners. ■ At a pan-Africa level, over \$50 million invested and more than 100 employees hired locally, with further employment and investments planned. |
| Agriserv | <p>Actively engage across the value chain with a goal to impact three major areas:</p> <ol style="list-style-type: none"> 1. hybrid maize: partner with Pioneer (a DuPont business) to introduce hybrid, high-yielding and drought-tolerant maize seeds to Ghana capable of lowering farmers' production costs and improve profits; 2. local production: renew and expand procurement partnerships with local production companies and extend business linkages and off-take agreements with smallholders. Plan to have 5-6 partners, each having direct contact with 3,000-10,000 smallholders, providing, for instance, extension and tractor services, storage and warehousing; and 3. poultry and livestock: cooperate closely with the Ghana Federation of Agricultural Producers, covering 3.5 million farmers, to focus on reviving the Ghanaian poultry value chain and livestock industry, the start of broiler activities, and cattle fattening. | <ul style="list-style-type: none"> ■ Hired relevant staff resources. ■ Identified two commercial farms with which to partner, including one producing feed for livestock. ■ Planting of maize seeds in progress; working on sorghum trial. ■ Partnered with Valmont Valley to introduce maize under irrigation in 2012, allowing 3 crop cycles per year. ■ Invested \$500,000 and reached 20,000 smallholders with distribution of 5,000 MT of Pioneer maize hybrids. |



| Goals | Year 1 – Progress update |
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| <p>Armajaro Help establish community-based farmer organizations (536) to disseminate training, improved planting material, and finance for farm inputs, by collaborating with the Ghana Cocoa Board and other cocoa stakeholders to invest \$3.7 million in doubling yield income for 26,800 cocoa farm families.</p> | <ul style="list-style-type: none"> ■ Geo-traceability tools rolled out to begin the process of farm mapping, farmer socio-economic data and farm biodiversity data collection. ■ Piloted 3 farm shops to test and learn lessons from input-supply model in order to scale this up in the following years. ■ Nursery development and demo plots in progress ■ Registered and conducted training for around 16,000 farmers (30% women), resulting in about 25,000 ha of land under improved technology and management practices. ■ Invested \$746,000, leading to the creation of 30 new jobs . |
| <p>Ecobank Continue to work towards improving access to affordable finance for the agriculture sector by:</p> <ol style="list-style-type: none"> 1. promoting market access, ensuring market supply consistency, and enhancing market return; 2. over the next 7 years, targeting \$5 million in lending to agri-SMEs in rice, maize and soya value chains, with a particular goal of extending medium-term lending; 3. expand access to finance to include nucleus farm operators, aggregators and traders, processors, agro-inputs and supply companies, transportation and mechanization services companies, or farm-based organizations. | <ul style="list-style-type: none"> ■ Pursuing strategies to better extend finance across the value chain, including internal training; trained 10 officers in 2012 in northern Ghana in best practices in agro-lending. ■ Signed on as a member of the GGC to help implement the warehouse receipts system. ■ Established partnership with technical assistance provider to make agri-SMEs and farmer groups more attractive for bank financing. ■ Increased agriculture portfolio by 10% since mid-2012. |
| <p>Finatrade</p> <ol style="list-style-type: none"> 1. Expand sourcing beyond current cocoa, cashew nut, sugar and rice to include maize and soya; 2. Increase cocoa procurement to reach 60,000 farmers producing 150,000 MT by 2015; 3. Support access to credit and production resources, training programs, and award schemes; and 4. Expand input and output distribution networks and trade channels by 20% over 4 years, including haulage and port clearing services, redistribution hubs, storage facilities, and distribution vehicles. | <ul style="list-style-type: none"> ■ Developing supply-chain optimization strategy, including mapping farmers. ■ New collection hubs under construction to expand current logistics infrastructure. ■ Ramping up Finatrade Agribusiness Resource Model (FARM), which provides farmers access to a range of inputs, training programs, and traceability schemes through a reverse logistics system (bringing goods to the farmers). ■ Invested \$800,000, directly and indirectly reaching about 200,000 farmers (12% women), leading to improved technology and management practices on about 300,000 ha, and supporting about 900 jobs (primarily in logistics and processing) throughout the country. |
| <p>Ghana Nuts</p> <ol style="list-style-type: none"> 1. Promote soya by: <ul style="list-style-type: none"> ■ increasing procurement from 25,000 MT to 70,000 MT by 2015 ■ advancing mechanized production and investing in increased processing capability; and ■ extending business linkages and partnerships to 60 partners to drive efficiency in crop and animal production, processing and marketing – impacting 25,000 smallholders; 2. Target to expand into maize by: <ul style="list-style-type: none"> ■ expanding procurement/ processing (50,000 MT by 2015); ■ doubling the area under cultivation to 1,000 acres and source 3,000 MT by 2013; and ■ designing a pilot project to test the viability of yellow maize for the poultry industry. | <ul style="list-style-type: none"> ■ Feasibility studies and market size estimation projects finalized. ■ Met with various stakeholders to discuss the plan and agree on timelines. ■ Cultivated pilot 1,000 acres of yellow maize, with harvest underway; plan to expand to around 4,000 acres. ■ Invested \$4 million (and \$600,000 in-kind) reaching 27,000 smallholders. ■ Procured 45,000 MT of commodity from smallholders. |



| | Goals | Year 1 – Progress update |
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| Injaro Agricultural Capital Holdings | <ol style="list-style-type: none"> Invest a minimum of \$5 million in-country (through subsidiary Injaro Agricultural Venture Capital Ltd) to develop 5 agriculture/agri-business ventures by 2015 that support: <ul style="list-style-type: none"> production and supply of improved seeds to smallholder farmers; capacity building in agricultural SMEs; and increased investment in the agricultural sector; Play a catalytic role in the agri-sector by furthering job creation, wage growth, increased local procurement, mobilization of additional finance, and creation of a tax base. | <ul style="list-style-type: none"> Commitments of approximately \$7 million made to 6 companies in 5 countries, including 2 in Ghana. Results to date from one of these Ghanaian companies has seen 100 new jobs and \$400,000 in local procurement of cashew added, increased processing capacity usage, and twenty-fold growth in revenues. Actively exploring good investment opportunities in Ghana, with a number of companies in the immediate pipeline. |
| Premium Foods | <p>Renew and expand local procurement partnerships to increase smallholder productivity (maize by 40%, soya by 20%, and rice by 60% by 2015) through:</p> <ol style="list-style-type: none"> recruiting 25,000 new farmers, training 200+ new tractor/combine harvesters; increasing farmer access to and use of improved seed/agrochemicals; improving access to warehousing services for 15,000 smallholders or 30,000 MT of storage. | <ul style="list-style-type: none"> Trained operators with combine harvesters (bought 3 and started training smallholders and MOFA staff). Plan to gain access to abandoned government land in partnership with communities; exploring 100,000 ha joint pilot as a first step to provide land for farmers. \$400,000 made available in capital investments, \$250,000 in inputs credit. Worked with 2,600 small farmers, providing inputs credit with in-kind repayment. |
| Rabobank | <p>Contribute to improving access to finance for small and medium-sized agri-businesses by:</p> <ol style="list-style-type: none"> establishing a new agri-business finance institution in West Africa aiming for a portfolio of over 200 customers; building capacity of local agro-sector professionals to maximize benefits of increased access to finance. | <ul style="list-style-type: none"> Pursuing all licenses required to launch operations in Ghana. Secured key staff to lead these operations. Recruiting farm and agri-business company shareholders. |
| SABMiller | <ol style="list-style-type: none"> Target to bring cassava processing technology to Ghana (through Ghanaian subsidiary ABL) via mobile processing units; Plan to expand brewing capacity and create new jobs (89,000 across Africa) by investing \$400-500 million a year over the next 4-5 years in Africa; and Work closely with GoG for creation of farmer cooperatives to give farmers better access to credit and loans. | <ul style="list-style-type: none"> Launched cassava beer under “Eagle” brand in March 2013. Ongoing partnership with DADTCO and IFDC for processing and extension services. ABL sourcing sorghum and maize from 2,000 smallholders via two processing intermediaries. Purchased cassava from 20-25 farmers with expected increase to 1,500-2,000 in future. With DADTCO, invested approximately \$3.7 million, plus \$600,000 in equipment, in relation to cassava beer launch. |
| SFMC | <ol style="list-style-type: none"> Improve farmer efficiency, yields, quality, and sustainability and hence increased incomes; and Boost the number of smallholders engaged – providing business linkages and market access tied to maize, soya, and sorghum – from 15,000 to 26,000 by 2016, as the sourcing network is expanded through increased procurement agreements and additional partnerships. | <ul style="list-style-type: none"> Started operations at an Agri-business Center to enhance handling of post-harvest activities for smallholders – procuring grains and cereals from 1,000 smallholders through this effort. Engaged an Operations Manager, Warehouse Technician and 4 other staff for warehouse operations. Signed supply contract with 700 farmers. Reached 12,000 smallholders, purchased about 1,632 MT of products (2,000 MT soya and 200 MT sorghum) worth \$240,000. Set up rice parboiling shed for 3 women groups of 45 individuals, who are being supported to process rice from large-scale farmers, which is then milled within the Agri-business Center. |



| | Goals | Year 1 – Progress update |
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| United Phosphorus Limited (UPL) | Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms. | <ul style="list-style-type: none"> ■ Despite multiple attempts, UPL has not yet had an opportunity to discuss business plans in more detail with government. |
| World Cocoa Foundation | <p>Roll out two new initiatives as part of its \$40 million Cocoa Livelihoods Program:</p> <ol style="list-style-type: none"> 1. investing \$3 million in a Matching Grants program to promote private sector-led farmer training and service activities to double the productivity of 35,000 cocoa farmers from 400 kg/ha to 800 kg/ha; and 2. investing \$800,000 in a Financial Growth Fund to increase farmers' access to financial services providing them with the necessary working capital to purchase inputs. | <ul style="list-style-type: none"> ■ Mobilization of financial institutions to provide credit to cocoa farmers for the purchase of inputs, namely fertilizer. ■ Training of cocoa farmers in proper use of inputs, including fertilizer, planting material, as well as training in good agricultural practices, marketing, soil conservation, waste management, integrated crop and pest management, and farm management. ■ Training of farmer cooperatives in business management and governance structures. |
| Yara | <ol style="list-style-type: none"> 1. Develop a world class fertilizer production facility (overall investment of \$1.5-2 billion); combine investment in production facility with development of regional fertilizer hubs and holistic value-chain initiative; 2. Cultivate long-term partnerships with government to incorporate the agriculture strategy into a broader development context, and to co-create a national strategy for holistic, in-country fertilizer market development; and 3. Promote comprehensive end-to-end value-chain initiatives and cluster-based approaches, and build up local crop-specific plant nutrition knowledge. | <ul style="list-style-type: none"> ■ Exploring the development of a \$22 million revolving fertilizer terminal in the port of Tema. ■ Continued focus on smallholder development through training, group cohesion and providing storage capacity. ■ In collaboration with the Cocoa Research Institute of Ghana, developed tailored products for cocoa, which have doubled yields in trials. ■ Invested additional \$1.5 million in Masara N'Arziki Farmers Association reaching 8,500 farmers with almost 12,000 ha under production, leading to domestic sales and processing of around 31,500 MT, in turn resulting in farmers tripling their yields and doubling profits. |

The following investment plans exist, but no progress report has been shared to date:

| | Goals |
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| Jain Irrigation | <ol style="list-style-type: none"> 1. Contribute its proprietary agricultural and irrigation technology and know-how, expertise in capacity building, market linkages, processing capabilities, and solar technology; 2. Convene investments in irrigation and enabling infrastructure for the creation of storage, handling, supply-chain, procurement and processing infrastructure; and 3. Work with partner countries to select priority value chains and regional locations to develop a feasibility study for this integrated approach. |



MOZAMBIQUE

STATUS ON LETTERS OF INTENT

17 companies directed Letters of Intent to Mozambique (with 3 more making reference to work in the country)

| | Goals | Year 1 - Progress update |
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| African Cashew initiative (ACI) | Contribute to increasing competitiveness of cashew production and processing by: (1) convening investments from corporate partners (approximately \$21 million); (2) linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organizations; and (3) utilizing matching grant fund to assist private sector projects to enhance farmer productivity. | <ul style="list-style-type: none"> Staffing and process in place Several project partners identified Increased local processing capacity due to new investments through ACi Development of sector strategies supported by providing sector analysis, organization of stakeholder meetings and experiences sharing during implementation Supported foundation and supervised operation of Farmer-based Organizations (FBOs) 240,000 farmers trained since 2009 Invested a portion of around \$32 million (reaching 330,000 smallholders) |
| AGCO | Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanization by: (1) establishing a demonstration farm and training center together with global and local partners (mainly in the value chain), aimed at large- to small-scale farmers, agriculture students and local schoolchildren; (2) providing infrastructure and technical support with mechanization, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and (3) offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital. | <ul style="list-style-type: none"> Started country-specific market research Conducted meetings and in-depth discussion with Ministry of Agriculture and CEPAGRI, global partners and local institutions Conducted 1 investor conference and 3 field trips to identify location for Future Farm and Training Center; shared proposal with HMA In planning phase to identify the value of in-kind investment required in agriculture At a pan-Africa level, over \$50 million invested and more than 100 employees hired locally, with further employment and investments planned |
| Cargill | Contribute to building sustainable market-based agribusinesses by: (1) participating in a 5-10 year public-private partnership to improve grain production, combining risk management tools, investments in agri-infrastructure, and farmer training programs – to increase yields and farm incomes for an estimated 16,000 smallholders; and (2) providing \$1.35 million to improve | <ul style="list-style-type: none"> Established partnership with Aga Khan foundation, agricultural university and government ministry to improve vocational training. Cargill's support for this partnership will fund students' tuition, critical infrastructure improvements, training equipment, curriculum improvements, and faculty recruitment and development Ongoing discussion with government ministries, USAID, and exploratory |

| | Goals | Year 1 - Progress update |
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| | farmer vocational education opportunities in Northern Mozambique. | <p>conversations with other public- and private-sector actors and select NGOs on potential for collaboration around grain value chains</p> <ul style="list-style-type: none"> ▪ In process of setting up new country operations ▪ Tuition support for 400 students in agricultural vocational training |
| Competitive African Cotton Initiative (COMPACI) | <p>Contribute to improving the livelihoods of smallholder cotton farmers by:</p> <ol style="list-style-type: none"> (1) convening investment in the cotton value chain from corporate partners to train farmers in soil/water conservation, balanced crop rotation, and business principles; (2) expanding cotton demand by promoting the "Cotton made in Africa" brand; and (3) linking smallholders to larger markets by partnering with the "Better Cotton Initiative". | <ul style="list-style-type: none"> ▪ Strategic and investment plans completed through 2015 ▪ Plan for further investment of \$3 million over 2013-2015 to reach 60,000 farmers ▪ Over \$550,000 invested by private partner (Plexus Cotton), reaching around 25,000 farmers in 2012 |
| Corvus Investments International | <p>Contribute to integrating export horticulture investments/projects by:</p> <ol style="list-style-type: none"> (1) currently planning (as an advisor and investor) and looking to expand 3 projects with a collective scope of \$140 million; (2) potentially partnering in rice, grains, tropical fruit, and vegetable production value chains in the Beira, Nacala, and Maputo corridors; and (3) Over several years, significantly growing agri-investment portfolio in the country. | <ul style="list-style-type: none"> ▪ Developed the following investments: <ul style="list-style-type: none"> • a 200 ha melon farm in the north; • a 500 ha banana farm in the south; • 3,000 ha of integrated livestock and extensive/intensive cropping, including abattoir complex, in the south; and • a 500 ha macadamia farm. |
| ENICA | <p>Capitalize on opportunity to supply bananas to regional and international markets by:</p> <ol style="list-style-type: none"> (1) planting 300ha in 2013 with intended growth to 1,000 ha by 2015; (2) achieving a strong production model as an anchor for the larger area; and (3) hiring 400 workers annually initially, extending business linkages with up to 15 local companies, and impacting smallholders through improved agricultural techniques and new crops. | <ul style="list-style-type: none"> ▪ Surveying potential project area, including aerial photo to give information for detailed design; negotiating detailed soil analysis to inform design of the plantation/irrigation/water supply and building construction (with launch of operations anticipated in early 2014) ▪ Negotiating with 1,500 ha project to link production with post-production supply chain ▪ Conducted land occupational survey for first 1,000 ha, with representatives from local, district and provincial government and land users – as part of request for land-use rights |
| Jain Irrigation | <p>In line with national 2020 malnutrition and poverty reduction targets, contribute to developing irrigation and enabling infrastructure by:</p> | <ul style="list-style-type: none"> ▪ Supporting \$2 million investment in sugarcane farm (Pure Diet). Completed preparatory design phase and ready for implementation |

| | Goals | Year 1 - Progress update |
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| | <p>(1) developing an integrated agricultural cluster in an area identified as suitable; and</p> <p>(2) adopting modern technology in irrigation, agronomic practices, harvesting, supply-chain management and produce processing.</p> | |
| JFS Holding | <p>Increase cotton production and industry capacity by:</p> <p>(1) investing in expanded cotton production (to 22,000 MT by end of 2012) and increased ginning capacity (to 30,000 MT per year by end of 2012);</p> <p>(2) exploring investment in oil crushing and refining capacity; and</p> <p>(3) participating in the BCI, bringing the initiative to all its smallholders by 2015.</p> | <ul style="list-style-type: none"> ▪ Exploring pilot commercial farming in food crops ▪ Plan to become part of BCI and benefit farmers by 2015 ▪ Completed oil crushing study ▪ Extended \$1 million of credits, in-kind and as cash, to cotton farmers last season ▪ Increased cotton production to 27,000 MT (gin in place already) and ginning capacity to 30,000 MT per year |
| Khulima Púnguè Agricultura e Serviços (KPAS) | <p>Invest in diversified crop production in the Beira Corridor by:</p> <p>(1) focusing on a balance of crops with short- versus longer-term returns;</p> <p>(2) planting 100 ha (10 maize seed, 10 soya, 10 potato, 30 litchi, 20 avocado, 20 mango), while also working with smallholders in an outgrower scheme; and</p> <p>(3) partnering with other companies further up the value chain to create a more integrated offering.</p> | <ul style="list-style-type: none"> ▪ Working with 30 farmers to grow seed and providing technical assistance in management practices, including on how to generate profits, which seed to grow, why/where to sell, and quality standards ▪ Working with farmers association in cooperation with government ▪ Formally requested land-usage rights to expand operations |
| Lozane Farms | <p>Expand the market for smallholder crops by:</p> <p>(1) investing in a seed processing plant in Alto Molocue in Zambézia province, while planning to negotiate off-take agreements of orange-fleshed sweet potatoes to countries in the region and outside Africa;</p> <p>(2) increasing soya bean and maize seed production in response to growing demand from the chicken industry; and</p> <p>(3) partnering with new investors (domestic or international) to integrate further up the value chain, including in agro-processing.</p> | <ul style="list-style-type: none"> ▪ Started contracts with farmer group leaders, now in the process of entering into MOUs with individual farmers ▪ Investing in a seed processing plant as demand grows (\$150-180,000) ▪ Extending business linkages and partnerships with local companies to foreign partners ▪ Formal relationship with 425 maize and soya (intercropping) farmers for seed supply and procurement |
| Nippon Biodiesel Fuel Co. Ltd | <p>Contribute to strengthening food and energy security in un-electrified villages by:</p> <p>(1) establishing supply chains for rice production, processing and distribution in three additional districts; and</p> <p>(2) expanding biofuel production by providing 1,800,000 jatropha saplings to more than 6,000 farmers.</p> | <ul style="list-style-type: none"> ▪ Established a local subsidiary (Agro-Negócio para o Desenvolvimento de Moçambique Limitada), hired local staff, and gained approval from local community to implement project ▪ Conducted market research, feasibility study, and pilot projects in Cabo Delgado, Niassa, and Nampula provinces |

| | Goals | Year 1 - Progress update |
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| | | <ul style="list-style-type: none"> Working with around 10,000 local farmers, the majority of which are youth, for cultivation of Jatropa and rice Invested almost \$400,000 to date |
| Rei do Agro | Boost own-farm production and extension program impact by: (1) increasing production/procurement/off-take agreements in soybeans to 2,000 MT, maize to 700 MT, and sunflower to 400 MT; (2) expanding extension farmer program from 30 farmers with 250 ha, to around 50 farmers with 500 ha; (3) extending business linkages with local companies to ten partners; and (4) directly impacting on 50 smallholders through soybean extension program. | <ul style="list-style-type: none"> 700 ha of soya planted on farm and 330 ha with 60 extension farmers – these farmers are now expanding their land under production Constructed silos with 2,500 MT storage capacity |
| SABMiller | Contribute to improving crop quality, yields and increasing local sourcing by transferring and up-scaling existing cassava processing model to develop the cassava value chain, expanding production to enhance smallholders' productivity, and ensuring the provision of appropriate agricultural extension services. | <ul style="list-style-type: none"> Executed cassava value-chain project in partnership with the Dutch Agricultural Development and Trading Company (DADTCO) and the International Fertilizer Development Center, including farmer extension support and sourcing of cassava for local processing by DADTCO Sales figures for cassava beer brand "Impala" significantly ahead of projections, with strong growth anticipated Cassava program reached over 1,400 smallholders (training: 600; service provision: 1,400), resulting in the purchase of over 4,000 MT from 1,200 farmers in 2012 |
| Sunshine Nut Company | Combine social with financial capital in a new cashew processing venture by: (1) reaching \$20 million in sales, with 50 roasting and 1,000 shelling employees, while buying raw cashew nuts from around 50,000 smallholders; and (2) enhancing the community, with 1/3 of net distributions going to farming communities in "hands-up" assistance, 1/3 to care for orphans and vulnerable children, and 1/3 to help create similar food processing companies. | <ul style="list-style-type: none"> Plan to open factories as teaching facility for food processing, in conjunction with universities Working on collaboration with Whole Foods and Pick 'n Pay for sale of roasted cashew products Committed to strengthening local cashew industry with The Sunshine Approach |
| Swiss Re | Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities. | <ul style="list-style-type: none"> Collaborations in place for International Finance Corporation-supported projects to help the advancement of agricultural risk-transfer markets Conducted training and local awareness events |

| | Goals | Year 1 - Progress update |
|--|--|--|
| | | <ul style="list-style-type: none"> ▪ Exploring pilot weather risk-transfer scheme ▪ At pan-African level, 180,000 smallholders reached |
| United Phosphorus Limited (UPL) | Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1 st year), and by acting as key input and knowledge partner to large farms. | <ul style="list-style-type: none"> ▪ Building partnership for improved rice and maize cultivation with government, agriculture extension services, and commercial farms with outgrowers ▪ Finished 1st phase of planting and primary training to set up 5 on-farm training schools in 2012 ▪ Currently reaching about 750 smallholders |
| Vodafone | Contribute to increasing the productivity, incomes and resilience of smallholders by: (1) establishing the Connected Farmer Alliance with USAID and TechnoServe; (2) optimizing supply chains by strengthening linkages and feedback loops between smallholders and large agri-businesses; and (3) improving access to secure, timely payments and other financial services. | <ul style="list-style-type: none"> ▪ Negotiated 3-year \$10 million Connected Farmer Alliance partnership agreement with USAID and TechnoServe (working in Mozambique, Kenya, and Tanzania) ▪ TechnoServe hired overall program manager, in-country manager and researchers to map value chain business ▪ Developed selection criteria for agri-business partners (currently engaging several in Mozambique), as well as the measurement and impact assessment process ▪ Conducted 5 workshops to map value chains and identify priorities where mobile solutions can best be of support |

TANZANIA

Status on Letters of Intent

19 companies directed Letters of Intent to Tanzania (with 2 more making reference to working in the country).

| | Goals | Year 1 – Progress update |
|----------------|--|--|
| AGCO | <p>Contribute to capacity building, knowledge transfer on the agronomic system and the intensification of agriculture and farming mechanization by:</p> <ol style="list-style-type: none"> 1. establishing a demonstration farm and training center together with global and local partners (mainly in the value chain), aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanization, storage and livestock systems, including after-sales services for commercial small-holders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital. | <ul style="list-style-type: none"> ■ Started country specific market research. ■ Conducted meetings and in-depth discussion with PM, Ministry of Agriculture and SAGCOT, global partners and local institutions (e.g. TAHA). ■ In planning phase to identify the value of in-kind investment required in agriculture. ■ Conducted 2 investor conferences, SAGCOT visit planned. ■ Conducting an in-depth research with a consulting company in 2013. ■ At a pan-Africa level, over \$50 million invested and more than 100 employees hired locally, with further employment and investments planned. |
| Agrica/KPL | <p>Subject to improvements to road and tax regime, support increased agricultural productivity and commercialization by:</p> <ol style="list-style-type: none"> 1. increasing the reach of the KPL smallholder program from 1,500 to over 5,000 farmer families; 2. completing KPL's irrigation system to cover over 3,000ha; and 3. constructing biomass power plants totaling 3 MW. | <ul style="list-style-type: none"> ■ Awaiting GoT progress on joint strategic investor contract as well as on the removal of crop cess before building the first 500kW biomass power plant. ■ Increased smallholder program to over 4,300 farmer families. ■ Spent over \$150,000 building a clinic for the company and neighboring village. |
| Agro EcoEnergy | <p>Produce sugar and renewable energy sustainably by:</p> <ol style="list-style-type: none"> 1. developing a \$425 million agro-energy project with sugar mill and bio-refinery via a 7,800 ha sugarcane estate and 3,000 ha outgrower program, both fully-irrigated; and 2. producing 125,000 MT of sugar, 8-15,000 m3 of ethanol, and 100,000 MWh/year of renewable electricity to the national grid. | <ul style="list-style-type: none"> ■ Negotiated public-private partnership with GoT (Bagamoyo project) to establish a greenfield sugarcane plantation of approximately 7,800 ha, with about 3,000 ha of additional land operated by outgrowers. ■ Hiring professional sugarcane management company to manage the outgrower farms organized in groups of 30 farmers. ■ GoT to fund infrastructure on smallholder plots, including a pivot irrigation scheme. |
| Armajaro | <p>Contribute to supporting the development of smallholder coffee farmers in the Mbeya and Mbina regions, doubling the income of around 25,000 farmers by:</p> <ol style="list-style-type: none"> 1. improving productivity; 2. strengthening market linkages; and 3. providing access to finance. | <ul style="list-style-type: none"> ■ Identified specific villages for farmer trainings to be conducted, currently running baseline surveys in these villages. ■ Partnered with Coffee Management Services Ltd (CMS) to implement this project, Tanzania Coffee Research Institute (TaCRI) to facilitate establishment of tree nurseries, and also signed MoU with Solidaridad and Hivos to conduct training and assist in biogas and livestock projects. ■ Hired & trained 26 employees to conduct baseline survey across 736 farmers. ■ Training in progress of 62 promoter farmers who will then train around 5,000 farmers currently registered. ■ Projects underway in 24 villages reaching around 5,000 farmers; hired project manager and agronomist responsible for implementation and monitoring of projects. |



| Goals | Year 1 – Progress update |
|---|--|
| <p>Diageo</p> <p>Contribute to developing and implementing a scalable sorghum value-chain project with a potential to scale up sourcing to 20,000 MT/year by 2016 for local use and export.</p> | <ul style="list-style-type: none"> ■ Assessing commercial viability of next phase of sorghum pilot project, in close consultation with stakeholders. ■ Building internal capacity for sourcing of local agricultural materials in order to deliver on business objectives and handle larger volumes of some local agricultural materials. |
| <p>Jain Irrigation</p> <p>In line with the national Kilimo Kwanza strategy, contribute to developing irrigation and enabling infrastructure by:</p> <ol style="list-style-type: none"> 1. developing an integrated agricultural cluster in an area identified as suitable; and 2. adopting modern technology in irrigation, agronomic practices, harvesting, supply-chain management and produce processing. | <ul style="list-style-type: none"> ■ Working with Ministry of Water, Ministry of Agriculture, and with SAGCOT to identify investment and project opportunities worth \$100 million. |
| <p>Monsanto</p> <p>Contribute to strengthening maize and vegetable value chains in the SAGCOT corridor by improving access to finance, making 3-5 new maize hybrids available royalty-free to seed companies, strengthening agro-dealer networks, providing farmers with information and inputs, measuring and strengthening soil health, improving nutrition and cash income, and facilitating better grain-market access for farmers.</p> | <ul style="list-style-type: none"> ■ On track to release one mid-altitude maize variety for Southern Tanzania in Q1 2013. ■ Developed a pilot project proposal with Opportunity International to establish a financial services branch in Morogoro and a platform to link smallholder farmers and input dealers to finance and other services through mobile technology. ■ developed and formalized a partnership with AGMARK to establish 20 demonstration plots and train 600 agro-dealers. ■ Formalized a partnership with: <ol style="list-style-type: none"> 1. Farm Input Promotions Africa (FIPS-Africa): to distribute seed and best practices to 200,000 farmers, establish 400 nurseries and train farmers on transplant technology; 2. Earth Institute: to train and equip partners on the use of soil diagnostic tools, and create a national soil information system; and 3. the Muunganisho Ujasiriamali Vijijini program (MUVI): to develop 250 trainer agents to establish 33 demo plots and nurseries, impacting 3,000 farmers. |
| <p>SABMiller</p> <p>Contribute to improving crop quality, yields and local sourcing by:</p> <ol style="list-style-type: none"> 1. increasing locally-sourced barley each year through subsidiary Tanzania Breweries (end target: to malt 100% locally, including from smallholders); and 2. investing in farming programs, providing funding, seed, and assisting with machinery such as power tillers. | <ul style="list-style-type: none"> ■ Expanding operations already underway, namely the barley project, which is promoting farming practices that support higher yields, while protecting soil health for the long term by following good crop rotation and input-use practices. ■ Identifying new potential areas and farmers for barley production; focus on ensuring suitability of soil and climate, as pilots in some locations have been hampered by acidic soils. ■ Developing demonstration farm project in partnership with Syngenta, Yara and John Deere for yield improvement, impacting 300 farmers this season. ■ Investing (through Tanzania Breweries Ltd) \$1.2 million to assist 200 farmers across 8,000 ha to purchase inputs for 2013 crop; enough seed contracts will be issued in 2013 to grow up to 18,000 tons of malting barley in 2014. |



| | Goals | Year 1 – Progress update |
|--------------------------------|---|--|
| Shambani Graduates Enterprises | <p>Contribute to meeting national increased annual milk production targets by:</p> <ol style="list-style-type: none"> investing in expanding Shambani Graduates Enterprises' milk collection, processing and marketing; and building quality/hygiene capacity of around 400 milk producers to supply 4,000 liters/day, resulting in additional \$900 in annual income per farmer. | <ul style="list-style-type: none"> Plan to build own processing facilities; secured landsite in a government-designated light industry area. Putting together a business plan with detailed figures to secure financing for expansion plans and new investment, by early 2013. In talks with Heifer International around a Gates Foundation-funded data project. |
| Swiss Re | <p>Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers gain production risk coverage, access finance, and engage in higher income-generating activities.</p> | <ul style="list-style-type: none"> Collaborations in place for International Finance Corporation-supported projects to help the advancement of agricultural risk-transfer markets. Conducted training and local awareness events. At pan-African level, 180,000 smallholders reached. |
| Syngenta | <p>Contribute to delivering cluster initiatives aimed at developing large farms and surrounding smallholders by:</p> <ol style="list-style-type: none"> supporting the SAGCOT initiative and private-sector partnership; supporting the KPL rice plantation and smallholder program (in partnership with Yara and USAID); exploring opportunities with other clusters; developing the Environment and Climate Compatible Agriculture (ECCAg) approach (with Yara) for smallholder rice and maize farmers; and partnering with other companies and USAID to develop a village-based agro-dealer network. | <ul style="list-style-type: none"> Hired project team members. Testing seed varieties and crop protection protocols at KPL. Setting up demo sites for smallholder outgrowers for KPL and other geographies. Developing sustainable agriculture protocols (with Sokoine University and the Dakawa Rice Institute). ECCAg project shows an increase in profits between 75-300%, income by 75%, with no extra water or land use. |



| Goals | Year 1 – Progress update |
|--|---|
| <p>TAHA Contribute to promoting and facilitating horticultural investments by:</p> <ol style="list-style-type: none"> 1. mapping horticulture activities/ projects/plans in priority clusters and throughout the SAGCOT corridor; 2. being the first point of contact for horticulture-interested parties; and 3. presenting SAGCOT at horticulture fora/events. | <ul style="list-style-type: none"> ■ Restructured and upgraded management systems. ■ Entered into strategic agreement with SAGCOT Center and Kilimo Trust for collaboration on efforts required to strengthen horticulture industry. ■ Working with several government authorities towards simplifying/waiving import and relevant taxes. ■ Established office in Morogoro with two officers to run a vegetable project. ■ In process of creating pineapple farmers' association. ■ Offered trainings and best practices support for around 3,000 smallholders. ■ Recruited 15 new members and offered training to several partner groups. ■ \$4 million to be utilized in implementation of horticulture program, benefiting thousands of smallholders and agri-businesses in the SAGCOT area. |
| <p>Tanseed Contribute to stabilizing and increasing rice and maize productivity and profitability among smallholders by improving the availability and adoption of affordable, high-quality rice and maize seed varieties, as well as crop management practices that increase yields.</p> | <ul style="list-style-type: none"> ■ Employed 3 additional staff and initiated links with potential partners. ■ Supporting nutrition-enhanced quality protein maize project, working with over 8,000 smallholders for production and distribution of seed. ■ Testing of Drought-Tolerant Maize (DTM) hybrids for possible registration in Tanzania. ■ Finalized partnership agreement with USAID to support rice seed production that will benefit 16,667 smallholder farmers produce certified rice seed. ■ Contributed 2,000 kg certified rice and maize seed varieties in small packs to USAID project to conduct production demonstration plots involving 98 farmer associations and 108 villages that will impact nearly 37,000 households. ■ Invested \$262,000 along with \$27,000 in-kind. |
| <p>TASTA Contribute to increasing access to improved seed varieties by working with government to reduce the tax burden on the seed market.</p> | <ul style="list-style-type: none"> ■ Helped increase access to improved seed varieties (45 seed dealers are affiliated). ■ Collaborating with GoT to reduce tax burden. ■ Received exemption on import duty for "Seed packed for sowing"; work in progress to receive exemption on taxes for seed packing materials. ■ Received interim approval to produce and export seed to Kenya. |
| <p>Unilever Contribute to improving supply-chain integration of smallholders by:</p> <ol style="list-style-type: none"> 1. setting up value-chain partnerships in tea, leveraging investment (e.g. so as to develop the Mufindi tea estate to double the value of exports by 2020), bringing expertise, and stimulating the supply side by creating market demand; 2. improving smallholder livelihoods in tea through sustainable sourcing and investment; and 3. exploring local sourcing opportunities for cocoa, vegetable oils, fruits and vegetables. | <ul style="list-style-type: none"> ■ Currently finalizing MoU with GoT after field trip and ongoing negotiations with partners to finalize related smallholder support. ■ Field trip to scope local sourcing completed. |



| | Goals | Year 1 – Progress update |
|---------------------------------|---|---|
| United Phosphorus Limited (UPL) | Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer to small and marginal farmers via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms. | <ul style="list-style-type: none"> ■ Project is pending approval from GoT. ■ Hybrids are undergoing testing at Selian Agricultural Research Institute (SARI). |
| Vodafone | Contribute to increasing the productivity, incomes and resilience of smallholders by: <ol style="list-style-type: none"> 1. establishing the Connected Farmer Alliance with USAID and TechnoServe; 2. optimizing supply chains by strengthening linkages and feedback loops between smallholders and large agri-businesses; and 3. improving access to secure, timely payments and other financial services. | <ul style="list-style-type: none"> ■ Negotiated 3-year, \$10 million Connected Farmer Alliance partnership agreement with USAID and TechnoServe (work in Mozambique, Kenya, and Tanzania). ■ TechnoServe hired overall program manager and researchers to map value chain business. ■ Developed selection criteria for agri-business partners, as well as the measurement and impact assessment process. ■ First formal partnership agreed with KPL to test how mobile solutions can support its engagement with smallholder rice farmers; expected pilot in April 2013 with an estimated 500 smallholders. |
| Yara | Cultivate long-term partnerships for co-developing national fertilizer market by: <ol style="list-style-type: none"> 1. continuing existing efforts in SAGCOT, specifically the rice value-chain partnership with KPL, and developing an integrated Green Corridor; 2. initiating an integrated sustainability approach with the Norwegian Agency for Development Cooperation (NORAD) and the Alliance for Green Revolution in Africa (AGRA); 3. developing 2-3 subsequent value-chain initiatives under SAGCOT; and 4. developing a pilot initiative with Vodafone and government to field-test cellphone delivery mechanisms for improved supply-chain efficiencies. | <ul style="list-style-type: none"> ■ Held numerous discussions on project specific activities in SAGCOT and Tanzania as a whole. ■ Construction of the \$20 million revolving fertilizer terminal in the port of Dar es Salaam is underway; terminal expected to be fully operational by end of 2013. ■ Developed a more organized and high-quality fertilizer distribution and agro-dealer market network in Tanzania, including an innovative smallholder outreach program. ■ Working in partnership with Tigo - a mobile phone operator - to test mobile agronomy services in two regions of key importance for Yara; expected start up in April 2013. |

The following investment plans exist, but no progress report has been shared to date:

| | Goals |
|--|---|
| Agricultural Council of Tanzania (ACT) | Improve the Tanzanian agri-business environment by: <ol style="list-style-type: none"> 1. assisting in preparation/dissemination of policy papers on constraints to realization of increased investment objectives; and 2. providing a platform for information analysis, and dialogue for private and public stakeholders in the sector. |
| Selous Farming | On securing access to long-term financing or an investor with shared vision, strengthen regional cereals and livestock supply chains by: <ol style="list-style-type: none"> 1. expanding livestock from 500 beef breeding cows to 900, and 400 ewes to 1,200; 2. expanding processing at abattoir and butchery for meat and poultry products; 3. expanding production of seed maize from 150 ha to 400 ha, and soya from 60 ha to 400 ha; and 4. establishing a mill to produce quality animal feed. |
| Tatepa | Contribute to enhancing smallholder agricultural development in the Rungwe District by working towards launching the Suma 1.5 MW Hydro Plant project, aimed at benefiting smallholders through lower-cost reliable power and direct employment. |



Annex 3: G8 New Alliance Financial Commitments 2013

G8 Members and others express their intentions in support of CAADP investment plans and the goals of the New Alliance for Food Security and Nutrition in a flexible manner.

All figures are rounded to the nearest million USD at exchange rates on 8th May 2013 except in the case of the Japanese Yen where OECD DAC 2012 rates have been used. Commitments are taken from Cooperation Frameworks. This update reflects disbursements to end May 2013 as reported by partner countries and updated by G8 members, these may differ from those listed in Country Reports due to exchange rate differences, reporting on commitments, rather than disbursements or varying reporting periods used. Please see country reports for more information.

Burkina Faso: G8 New Alliance Financial Commitments 2013

| Donor Partner | Original Funding Intention | Amount Disbursed to May 2013 | Comments on Disbursements | Comments on Alignment with Country Investment Plan |
|---------------------------------|--|------------------------------|--|--|
| EUROPEAN UNION | On-going programs 24m EUR (31.5m USD) Planned funding 2012-2013: 48m EUR (62.9m USD) Total commitment through end 2013 72m EUR (94.4 m USD) | \$94.5m USD | | All programmes aligned with CAADP framework (PNSR) |
| FRANCE | Subject to availability of funding, demand by the governments as well as private firms concerned and confirmation of their commitments by all relevant stakeholders and could reach the following amounts: 2012-2015: 30.5m EUR / 40m USD | \$60.3m USD | May exceed the initial commitment, following the agreement of the AFD on an SA program of 38 million euros (request for funding from the Ministry of Economy and Finance). | All programmes aligned with CAADP framework (PNSR) |
| GERMANY | 2012-2014: 51.5m EUR (67.5m USD) | \$23.4m USD | Unprogrammed funding has been acquired, and identification of a beneficiary sector will occur by September 2013. The amounts shown will be consolidated by the next Progress Report. | All programmes aligned with CAADP framework (PNSR) |
| JAPAN | Expected disbursement for supporting agriculture and agriculture-related areas over the period of the Japanese fiscal year: 2012-2015: 39 m JPY (0.5 mUSD) | \$1.4m USD | New projects were approved after the initial commitment. | All programmes aligned with CAADP framework (PNSR) |
| UNITED STATES OF AMERICA | Millennium Challenge Corporation Compact funding Agriculture: \$396 m. Annual funding tranches in the sector of Agriculture and Nutrition: 2011: \$12.6 m; 2012: \$16.6 m Subject to the availability of funds: 2013: \$15.9m | \$133.3m USD | To date, \$425 million has been committed. | All programmes aligned with CAADP framework (PNSR) |

Cote D'Ivoire: G8 New Alliance Financial Commitments 2013

| Donor Partner | Original Funding Intention | Amount Disbursed to May 2013 | Comments on Disbursements | Comments on Alignment with Country Investment Plan |
|---------------------------------|---|------------------------------|---|--|
| UNITED STATES OF AMERICA | Funding in the sector of Agriculture: 2011/2012: \$1.8 million Subject to the availability of funds, 2013: \$0.9 million | \$0.33m USD | To date, \$1.8 million has been committed. | |
| FRANCE | Contributions in the sectors of agriculture, food security, rural development and nutrition are subject to availability of funding, demand by the governments as well as private firms concerned and confirmation of their commitments by all relevant stakeholders and could reach the following amounts: Côte d'Ivoire : 95.5 million EUR/120 million USD. | None | Programme awaiting finalisation and validation. | |
| GERMANY | Commitments for agricultural development: 2009 – 2013: 5.5 million EUR (7.2 million USD) | \$3.6m USD | Two projects PRODEMIR (02/2010 - 04/2013) and PACCS (11/2011 - 12/2016) disbursed since beginning until today = 5.1 mil EUR. For PRODEMIR new phase planned from 05/2013 until 04/2016 with 9 mil EUR funding. | |
| EUROPEAN UNION | Programmes under way: <ul style="list-style-type: none"> 2007-2016: CFAF 43.4 billion, 66.2 million EUR (86.8 million USD) Funding already programmed: <ul style="list-style-type: none"> 2013-2018: CFAF 34.1 billion, 52.0 million EUR (68.2 million USD) | \$15.2m USD | Two planned programs have been engaged (without disbursement) for a total amount of 60,4 Mio \$ (Banana Accompanying Measures and ATF Sugar) | |

Ethiopia: G8 New Alliance Financial Commitments 2013

| Donor Partner | Original Funding Intention | Amount Disbursed to May 2013 | Comments on Disbursements | Comments on Alignment with Country Investment Plan |
|---------------------------------|---|------------------------------|---|--|
| CANADA | 98 m CDN 2012 -2015 | \$48m USD | Disbursements on track to fully meet commitments. | |
| EUROPEAN UNION | 245 m EUR To end 2013 | \$169.3m USD | PSNP payments for period from 2008 to 2011 included in both commitment and disbursement figures. Some additional commitments made during this year. | |
| FRANCE | 76.25 m EUR 2012 – 2105 | None expected to date. | France remains on track to meet its commitment and currently has 2 projects under appraisal. First disbursements expected by mid 2014. | |
| GERMANY | 50.2 m EUR 2012 – 2014 | \$74m USD | A new commitment of 38.5m EUR has been made much of which has already been disbursed. | |
| ITALY | 40 m EUR 2013 -2015 | None expected to date | Final agreement on country programme to be signed by mid-year. First disbursements possible by end 2013. | |
| JAPAN | 70 billion JPY 2012 -2015 | \$38.1m USD | Disbursement figure includes projects for nutrition-related activities. Disbursement figure is provisional as financial year has just closed. | |
| RUSSIA | 51 m USD 2013 – 2015 | n/a | No disbursement information available at this point | |
| UNITED KINGDOM | 179 m GBP 2012 – 2015 | \$62.4m USD | Disbursements of 11.7m GBP delayed due to delayed start for 3 projects (PEPE, LIFT, Nutrition). Expected to disburse in coming financial year and overall commitment level expected to be met for period to March 2015. | |
| UNITED STATES OF AMERICA | Annual funding tranches in the sector of agriculture: 2011: 45 million USD, plus up to 110 million USD | \$240.6m USD | To date, \$328 million has been committed. | |

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|--|---|--|--|--|
| | <p>in support to the Productive Safety Net Program subject to assessment verifications.</p> <p>2012: 50 million USD, plus up to 110 million USD in support to the Productive Safety Net Program subject to assessment verifications.</p> <p>Subject to the availability of funds:</p> <p>2013: 50 million USD, plus up to 98 million USD in support to the Productive Safety Net Program subject to assessment verifications.</p> | | | |
|--|---|--|--|--|

Ghana: G8 New Alliance Financial Commitments 2013

| Donor Partner | Original Funding Intention | Amount Disbursed to May 2013 | Comments on Disbursements | Comments on Alignment with Country Investment Plan |
|----------------|---|------------------------------|---|--|
| CANADA | \$71m CAD | \$35.4m USD | Expected disbursements were made based on achievement of key conditions by partners | All interventions continue to be aligned with CAADP investment plan (METASIP) In relation to nutrition, with CIDA's support to UNICEF, 3,406 children from Northern Ghana have been treated for malnutrition. |
| EU | Total commitment through end 2013 28.2 million EUR (37 million USD) | | | |
| FRANCE | 2012-2015: 76.25m EUR | | No disbursement since 2012 | |
| GERMANY | 2009-2012: €49m EUR (\$69m USD) | \$19.7m USD | TC cooperation (13 out of 15 MEUR) spent as of May 2013; Financial Cooperation disbursed in instalments. | All interventions continue to be aligned with CAADP investment plan (METASIP) |
| JAPAN | 2012-2015 2.7 billion JPY (34 million USD) | \$64.7m USD | Disbursement figure includes projects for nutrition-related activities. Disbursement figure remains provisional as financial year has just closed. | |
| RUSSIA | 2013-2015: 9 million USD | | | |

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|---------------------------------|---|-------------|---|--|
| UK | 2013: 2.4m GBP (3m USD) | | | Started in November 2012 |
| UNITED STATES OF AMERICA | Annual funding tranches in the sector of agriculture, subject to availability of funds: 2011: 45 million USD 2012: 45 million USD 2013: 45 million USD 2014: 45 million USD 2015: 45 million USD Total multi-year funding: 225 million USD over five years subject to funding availability. | \$21.3m USD | To date, \$89.9 million has been committed. New projects are being awarded in 2013 to support policy, technology, financing and other value chain work aligned with the METASIP. All are expected to start o/a May/June 2013. | All interventions continue to be aligned with CAADP investment plan (METASIP). |

Mozambique: G8 New Alliance Financial Commitments 2013

| Donor Partner | Original Funding Intention | Amount Disbursed through May 2013 | Comments on Disbursements | Comments on Alignment with Country Investment Plan |
|---------------------------------|--|--|---|---|
| UNITED STATES OF AMERICA | Annual funding tranches in the sector of agriculture: 2011: \$43.4 million USD 2012: \$40.8 million USD Subject to the availability of funds, 2013: \$23.1 million USD | \$54.3 million USD | To date, \$84 million has been committed. | USAID supports production and productivity, market access, food and nutritional security, and natural resources components of PNISA. |
| GERMANY | 62,2 million EUR | | Financing commitments implemented with a multi-annual approach via ongoing programmes and projects; next government-to-government negotiations 2014 | German Development Cooperation is not active in the agricultural sector but focusses on, 1.Sustainable Economic Development, 2.Decentralization for Rural Development, 3.Education with a regional focus on the Inhambane, Manica and Sofala provinces. |

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|-----------------------|--------------------------------------|-------------|---|---|
| ITALY | 10 million EUR (13.1 million USD) | | Administrative conditionality set by our bilateral Agreement should be fulfilled and, at the present, these are not fully met by the MINAG | The Italian programme is linked to the following PNISA areas: support production, market development e.g. private sector development and value chain, access to credit, management of natural resources. |
| JAPAN | 9.4 billion JPY (118 million USD) | \$22.4m USD | Disbursement figure remains provisional as financial year has just closed. | Japan supports production and productivity, market access, and natural resources components of PNISA |
| UNITED KINGDOM | 12 million GBP (18.8 million USD) | \$8.4m USD | | The United Kingdom supports production and productivity, market access, and food and nutritional security components of PNISA |
| EUROPEAN UNION | 96.9 million EUR (126.6 million USD) | \$23m USD | First level agreements have been signed with GoM for the full amount (EU commitment). Implementation is over 5 years in each case, so disbursements will broadly follow such a schedule. Implementation contracts are now being signed. | The MDG initiative of the EU supports production and productivity, market access, and food and nutritional security components of PNISA; PRODEL focusses on value chains and economic opportunity, in particular small-scale economic infrastructure - so market access is a specific interest. |

Tanzania: G8 New Alliance Financial Commitments 2013

| Donor Partner | Original Funding Intention | Amount Disbursed to May 2013 | Comments on Disbursements | Comments on Alignment with country investment plan |
|---------------------------------|---|------------------------------|--|---|
| UNITED STATES OF AMERICA | Annual funding tranches in the sector of agriculture, subject to availability of funds: 2011: 35 million USD 2012: 70 million USD 2013: 70 million USD 2014: 70 million USD 2015: 70 million USD Total multi-year funding: 315 million USD over five years subject to | \$9.3 million USD | To date, \$104 million has been committed. | USAID's Feed the Future/Tanzania program focuses on TAFSIP priority value chains of rice, maize and horticulture, primarily in the Kilimo Kwanza SAGCOT development corridor. |

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| | funding availability. | | | |
| FRANCE | Contributions are subject to availability of funding, demand by the governments as well as private firms concerned and confirmation of their commitments by all relevant stakeholders and could reach 2012-2015: 38.12 m EUR | | | |
| GERMANY | Commitments for rural infrastructure development (energy, water) and biodiversity conservation: 2012-2014: 72.5 million EUR (95 million USD) | 23.5 m EUR (30.9 m USD) | Biodiversity/Rural Development Programme, Serengeti | Germany supports programs in Tanzania that have a close link to rural development:: * Water Sector Development Programme €15m * Rural Development Serengeti €23.5m * Selous-Niassa Wildlife Corridor €8m * Programme Renewable Energies € 26m |
| JAPAN | Expected disbursement for supporting agriculture and agriculture-related areas over the Japanese fiscal year is 2012-2015: 14.1 bn JPY (178m USD) | 4.72 bn JPY (\$59.1m USD) | Disbursement figure remains provisional as financial year has just closed. | |
| RUSSIA | 2013-2014: 30 million USD | | | |
| UNITED KINGDOM | Annual funding tranches commitments of 63 m GBP (99 m USD) over three years subject to funding availability. | 8.3 m GBP, 2012/13 (12.9 m USD) | | The UK supports a number of programmes that will support agricultural development. |
| EUROPEAN UNION | Ongoing programs:13.6m EUR (18m USD) Planned funding 2012-2013: 85m EUR (112 m USD). Total commitment to end 2013: 98.6m EUR (130m USD) | 103 m USD obligated 6.5 m USD disbursed | | |

Annex 4: Enabling Actions Progress to date, May 2013

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 1. Development Finance Institutions | Report on the progress of G-8 development finance institutions in catalysing additional private investment in African agriculture and increasing the range of financing options and innovative risk mitigation tools available to smallholder farmers and medium-sized agribusinesses. | <p>A DFI meeting was held in Paris in May 2012, where DFIs discussed increasing prioritizing investments in agriculture, but were reluctant to create new and specific targets.</p> <p>The United States' Development Finance Institution, the Overseas Private Investment Corporation (OPIC) has more than doubled its investments in agriculture in Sub-Saharan Africa in 2012 to total to \$639.5 million.</p> | <p>GERMANY</p> <p>The multi-donor partnership for "Making Finance Work for Africa" (MFW4A) aims to strengthen the pan-African dialogue and to integrate innovative agricultural financing policies into national development strategies through the "Comprehensive Africa Agricultural Development Program" (CAADP). Hence, MFW4A lays on policy level the foundation for innovative agricultural finance models and mobilizes – indirectly – private capital.</p> |
| 2. Agribusiness Index | Call on the World Bank, in consultation with other relevant partners, to develop options for generating a Doing Business in Agriculture Index. | During 2012, DANIDA and USAID co-led a multi-donor process to come to agreement with the World Bank Group (WBG) on a common scope of work for development of an agribusiness index, "Benchmarking the Business of Agriculture" (BBA). Donors including Denmark, the Netherlands, the UK, USAID, and the Gates Foundation committed \$11 million towards development of a ranked index that will measure the laws and regulations affecting the business of agriculture across 80-100 countries in which agriculture accounts for a significant proportion of the overall economy. | <p>GERMANY</p> <p>To promote private investment in Africa, Germany has started a new risk-minimizing programme. The programme's target is to bridge the gap between the SME's market-entrance-phase and the main implementation-phase in order to reduce financial risk.</p> <p>UNITED STATES OF AMERICA</p> <p>In March 2013, the WBG established a multi-donor trust fund to enable the transfer of additional resources to support the effort. Survey documents are being developed and reviewed by external experts. Surveys will be piloted and the indicators refined in 10-12 countries before being rolled out globally. In April 2013, USAID and DANIDA co-hosted a meeting of experts, funders, and stakeholders to discuss a path forward for developing an Agricultural Transformation Index (ATI), of which the BBA would be one component. The effort to develop an ATI will maintain momentum and interest in the Agribusiness Index.</p> |

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 3. Agriculture Fast Track Fund | Support the preparation and financing of bankable agricultural infrastructure projects, through multilateral initiatives including the development of a new Agriculture Fast Track Fund (AFT). | <p>The AFT is in its final stages of development. The Fund was approved by the African Development Bank Board of Directors at the World Economic Forum event in Cape Town, South Africa. An initial pipeline of projects was developed through a scoping exercise, were announced at the launch event. The Fund currently has \$27mn in commitments from the USG, Sweden and the AfDB.</p> <p>Additional donors, including Denmark and Norway, have expressed an interest in participating.</p> | <p>CANADA Canada's funding of the African Water Facility provides technical and financial support for the preparation of bankable water infrastructure projects, including agriculture-related water infrastructure projects which will help improve agricultural productivity and land management practices to enhance the control and management of on-farm water resources, watershed protection, and piloting of more productive agriculture water technologies.</p> <p>GERMANY "German Food Partnership" (GFP) was launched in June 2012. This public-private initiative for joint project implementation in the food and agricultural sector will contribute to food security in developing countries through strategic alliances along the value chain, establishing a dialogue for strategic engagement of the German food sector.</p> <p>Deutsche Bank acts as Fund Manager and investor in "Africa Agricultural Infrastructure and Trade Investment Facility" (AATIF), which aims to attract further private and public capital into Africa agriculture financing. Launched by the German Reconstruction Credit Institute (KfW) with involvement of private investors. It promotes access to finance for smallholders the fund covers a percentage of risks of local credit institutions that function as service providers.</p> |

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 4. Technology Platform and 10-year Yield Targets | <p>Determine 10-year targets in partner countries for sustainable agricultural yield improvements and adoption of improved technologies.</p> <p>Launch a Technology Platform with the CGIAR/IFPRI and the Forum on Agricultural Research in Africa (FARA) that will assess the availability of improved technologies for food commodities critical to achieve sustainable yield, resilience, and nutrition impacts, identify current constraints to adoption, and create a roadmap to accelerate adoption of technologies.</p> | <p>CGIAR/IFPRI and FARA have completed initial country visits and completed Phase 1 of the Technology Platform, a spreadsheet modelling approach that synthesizes available empirical data to help individual countries assess the potential impacts of new technologies on yields, income, nutritional and environmental indicators. Initial models and background technical reports have been completed for Ghana and Tanzania, with draft reports expected for Ethiopia and Mozambique by May 2013. These resources will be validated by country-level technology working groups at initial workshops beginning in June 2013, and used to develop recommendations on agricultural technology priorities and 10 year targets in order to achieve country investment plan objectives. Final yield and technology recommendations are expected in September 2013. In addition, the CGIAR consortium and FARA are finalizing a concept note for Phase 2, the future development of an internet-based Technology Platform, which will allow countries to access and share information about research, available technologies, other data and decision support tools relevant to agricultural research, technology dissemination and commercialization efforts region-wide.</p> | <p>CANADA Canada is a lead donor to the CGIAR and FARA which helps to support the capacity of these organisations to engage in this initiative.</p> <p>EUROPEAN UNION Under the auspices of the Dublin Process a MoU was signed by the AUC and the CGIAR to better align CGIAR research with CAADP priorities. During the period 2011-March 2013 the EU committed USD 52 million through CGIAR aimed at improving seed varieties, soil and pest management and ensuring ecological sustainability. This includes the Generation Challenge Programme that is developing crop varieties tolerant to drought and other environmental stresses and the Sub-Saharan Africa Challenge Programme, creating innovation platforms that bring together researchers, farmers, SMEs and other actors to identify and capitalise on opportunities for markets and income improvement</p> <p>GERMANY The "Innovation Transfer into Agriculture-Adaptation to Climate Change (ITAACC)" project will establish a knowledge and innovation transfer platform with the project partners ICRAF, ILRI (both member of CGIAR) and icipe. The project will also screen demand for innovation at the agricultural market / sector in Africa and match this demand with the existing supply of research findings. Research for food security, income generation and rural development considering aspects such as biodiversity conservation and climate change adaptation is supported by the German Government with approx. €20m/ year and by ~30</p> |

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| Technology Platform and 10-year Yield Targets | | | <p>integrated experts</p> <p>JAPAN The Coalition for African Rice Development (CARD) is the initiative aiming doubling rice production in Sub-Sahara Africa in 10 years, by 2018. Under CARD, each country (23 African rice producing partner countries are joining the initiative) are developing National Rice Development Strategy (NRDS), describing the target rice production in 2018, constrains on meeting the target and measures to solve them. Such on-going exercises under CARD can complement and add value to this component.</p> |
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| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 5. Scaling Seeds Initiative | Launch the Scaling Seeds and Other Technologies Partnership, housed at the Alliance for a Green Revolution in Africa to strengthen the seed sector and promote the commercialization, distribution and adoption of key technologies improved seed varieties, and other technologies prioritized by the Technology Platform to meet established goals in partner countries. | Alongside the country launches, AGRA held consultative meetings with lead government and donor reps to identify country priorities and the policy work plan going forward. The USG is in the process of finalizing investment in AGRA of up to \$47 million for this program, which is anticipated to be completed by June 2013. US funding will cover Ethiopia, Ghana, Mozambique and Tanzania. | <p>CANADA Canada supports many bilateral and university partnership projects that contribute to strengthening seed systems in African countries. E.g. the “Seeds of Survival” program, helps to support the enhanced security of indigenous seed supply systems, improved food crop productivity, increased household income from increased agricultural production and related value-added activities, increased women’s leadership and decision-making in food production, and improved assessment of results achieved through strengthened monitoring and evaluation systems.</p> <p>GERMANY The Innovation Transfer Project (ITAACC) implements pilot projects for dissemination of technologies, strategies, techniques, innovation. German funded research at ICRISAT on production, dissemination of seeds through farmers organisations like Fuma Gaskyja in Niger and innovative strategies for plant breeding and improved seed Flow of Sorghum and pearl millet varieties in Mali.</p> <p>Germany supports the strengthening of the seeds sector in Ethiopia. The project’s objective is to enable the Ethiopian breeder organisations in breed high-quality locally-adapted seeds and training of breeders.</p> <p>UNITED KINGDOM DFID, in partnership with the Bill and Melinda Gates Foundation, IFAD and the Alliance for a Green Revolution in Africa (AGRA) has allocated funding for a new thematic window on Promoting Agricultural Innovation in Africa and South Asia to generate evidence on the effectiveness of seed systems and other areas of innovation through a programme of systematic reviews and robust evaluations. This evidence can underpin</p> |

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| Scaling Seeds Initiative | | | <p>more effective programming under the New Alliance initiative.</p> <p>UNITED STATES OF AMERICA</p> <p>The USG will initiate a “Partnership Memorandum of Understanding” among the G8 members planning to contribute directly or align existing support with this program. This MOU will articulate guiding principles for AGRA and funders related to roles and responsibilities, funding commitments, and monitoring and reporting.</p> |
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| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 6. ICT Innovation Challenge | Launch an information and communications technology innovation challenge on extension services. | The ICT Innovation Challenge was launched in October 2012 at Global Conference on Agricultural Research for Development (GCARD) in Uruguay. The Fund will provide financial support for creative approaches to using ICT through public and private sector channels to deliver specific extension messages at scale in New Alliance countries. Rapid appraisals of existing agricultural extension and ICT approaches in Ghana, Tanzania and Ethiopia were commissioned and the reports were delivered in January 2013. The target date for issuing initial Request for Proposals in the first 3 New Alliance countries is September 2013. | <p>CANADA Canada's support to Farm Radio International in Africa complements the objectives of the ICT Innovation Challenge.</p> <p>GERMANY Germany cooperates with Allianz Re, the International Rice Research Institute (IRRI), sarmap SA and Swiss Development Cooperation on the implementation of the "RIICE" project (Remote sensing-based Information and Insurance for Crops in Emerging economies). RIICE aims to reduce the vulnerability of small-holder farmers engaged in rice production by using state-of-the-art satellite technology to collect rice data to a) increase information on rice growth areas and expected yields and b) provide access to insurance solutions for governments, agricultural intermediaries and individual rural farmers.</p> |

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 7. Open Data for Agriculture | Share relevant agricultural data available from G-8 countries with African partners and convene an international conference on Open Data for Agriculture, to develop options for the establishment of a global platform to make reliable agricultural and related information available to African farmers, researchers and policymakers, taking into account existing agricultural data systems. | <p>The G-8 International Conference on Open Data for Agriculture was convened at the end of April, 2013 in Washington, DC. The primary objective was to <i>promote policies and invest in projects</i> that open access to publicly funded, global agriculturally relevant data streams, and to make such data readily accessible to users in Africa and world-wide, and ultimately support a sustainable increase in food security in developed and developing countries. The following items were agreed to as conference deliverables:</p> <ul style="list-style-type: none"> • Discuss potential options for developing global data-sharing platforms, improving interoperability of existing datasets and platforms, and sharing best practices to optimize utility for end users; • Assess potential mechanisms for providing capacity building and support for data dissemination and utilization by developing country partners, especially New Alliance target countries and NEPAD. • Reach agreement on key categories of publicly available agriculturally-relevant data that would improve food security, if made readily available to users in Africa and food insecure countries; • Demonstrate the impact of open data on food security by showcasing applications of open data | <p>Participating G8 countries have prepared action plans to get publicly available and publicly funded agricultural-relevant data catalogued and made available. Action Plans will be used to develop an overarching G8 plan, which will be an outcome of the conference.</p> <p>UNITED STATES OF AMERICA</p> <p>The conference proceedings along with the following announcements at the conference will complete the conference deliverables and continue to further the agricultural open data initiative into the future.</p> <ol style="list-style-type: none"> 1. Announcement of the USG Food, Agricultural, and Rural community on data.gov 2. Data release announcements by the USG and public/private consortiums 3. Release of action plans drafted in support of the overall conference goal to open access to publicly funded, agriculturally relevant data, including: <ol style="list-style-type: none"> a) U.S. b) United Kingdom c) European Commission d) Japan e) France f) Canada |

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 8. Model Licensing | Explore opportunities for applying the non-profit model licensing approach that could expand African access to food and nutritional technologies developed by national research institutions. | After further assessment this option has been dropped as there is little benefit in this approach to development and release of new agriculture of nutrition products. | |
| 9. National Risk Assessment Strategies | Support the Platform for Agricultural Risk Management (PARM) to complete national agricultural risk assessment strategies, to be conducted by the World Bank and other international institutions in close partnership with New Alliance countries | The World Bank is working on national agricultural risk assessments in three countries, Ghana, Tanzania and Mozambique, with funding provided by USAID. These assessments are being conducted in close collaboration with host governments and donor partners and should all be completed by October 2013. Phase one (risk identification and prioritization) has been completed in Tanzania, an is underway in Ghana and Mozambique. USAID will provide additional funds to conduct national risk assessments in three additional countries in 2014. | <p>UNITED STATES OF AMERICA Stakeholder workshops, which will involve relevant host government, donor, investment, and implementing partners, will be held in each country to discuss findings and next steps. In addition, a workshop with key development partners will also be held in Washington DC to review the assessment process and framework. This workshop will aim to improve integration of assessment findings into donor programming and policy, as well as to improve the efficacy of the second round of assessments.</p> <p>FRANCE The new Platform for Agricultural Risk Management (PARM) will be funded by donors, currently including AFD, IFAD, BMZ and the European Commission will complement existing initiatives in performing an 'outreach' function towards governments, farmer organisations, rural finance institutions, and value-chain clients. PARM will have a particular focus on Africa, and especially on the Sahelian zone, but may expand its geographical scope to other regions. Leveraging the support provided by the G20 and the G8 and IFAD, this project should start operations in 2013.</p> |

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 10. Global Action Network for Agricultural Index Insurance (GAN) | <p>Accelerate the availability and adoption of agricultural index insurance, in order to mitigate risks to small-holder farmers. This network will pool data and findings; identify constraints; and support regional training and capacity-building.</p> | <p>USAID will provide some funding to support initially the Global Action Network (GAN) for index insurance activities, and will look to align these activities with efforts under the DFID sponsored Political Champions work on risk.</p> | <p>EUROPEAN UNION The EU committed \$35 million to the Global Index Insurance Facility (GIIF) Trust Fund which aims at supporting capacity building programs, providing funding to build local partners' skills and support the regulatory environment, product development, and specific risk transfer, mainly in Sub-Saharan African countries. At the end of 2012, nearly 100,000 farmers were covered by index insurance and hundreds of thousands of farmers have learned about agricultural insurance and the benefits of covering risk.</p> <p>GERMANY German development cooperation implements several insurance projects in the context of weather-related risk (including the New Alliance partner country Ghana). All projects support the development and sustainable introduction of innovative weather index insurance solutions. Indices range from weather-based phenomena like drought, flood, frost or wind speed to multi-peril covers through area yield or, as in the case of Peru, sea level temperature that indicates a following El-Nino event. Experience from these projects is being consolidated in the GIZ "Agricultural and Climate Risk Insurance Unit" and serves as a basis for a conceptual framework on the development of sustainable insurance solutions in the context of agricultural and climate related risk</p> <p>UNITED KINGDOM The UK-led Political Champions Group on Resilience is calling for joint efforts to identify and resolve constraints to insurance market development as a mechanism for managing risk and building resilience. There are strong parallels with the GAN agenda.</p> |

| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 11. Nutrition Deliverables | <p>Actively support the Scaling Up Nutrition (SUN) movement and welcome the commitment of African partners to improve the nutritional well-being of their populations, especially during the critical 1,000 days window.</p> <p>Commit to improve tracking and disbursements for nutrition across sectors and ensure coordination of nutrition activities across sectors.</p> <p>Support the accelerated release, adoption and consumption of bio-fortified crop varieties, crop diversification, and related technologies to improve the nutritional quality of food in Africa.</p> | <p>Of the now 35 countries with National Nutrition Plans, 16 have undergone a systematic costing exercise facilitated by the SUN secretariat.</p> <p>SUN secretariat is coordinating efforts to establish a mutual accountability framework. The framework will be used to track commitments and results, and will be based on common nutrition funding categories currently under negotiation by SUN donors and countries.</p> <p>Harvest Plus is breeding and disseminating micronutrient-rich staple food crops to reduce micronutrient malnutrition. Dissemination of vitamin A-rich orange sweet potato in Uganda and Mozambique has led to significantly improved vitamin A intakes in children aged 6-35 months. Vitamin A-rich orange maize has recently been released in Zambia.</p> | <p>CANADA Canada's Minister of International Co-operation is a member of the Scaling Up Nutrition Movement (SUN) Lead Group and Canada is engaged in work to improve nutrition resource tracking through the SUN Donor Network. Canada is a strong supporter of biofortification programs to improve the nutritional quality of food in Africa through support for CGIAR's Agriculture for Improved Nutrition and Health Program, new funding to support IFAD's work to improve the production of nutritious food, and funding to the Pan-Africa Bean Research Alliance (PABRA) to support the development, release and adoption of nutritionally enhanced, and drought and pest tolerant crop varieties in Africa.</p> <p>EUROPEAN UNION In 2012, the EU signed an agreement to support 40% of the functioning costs of the SUN secretariat from 2013-2015. In March 2013, the SUN High Level Conference was organised in Brussels to discuss the positioning of nutrition in the post-MDG agenda.</p> <p>The EU has participated in the development of a resource tracking methodology to be adopted/validated in 2013 (through the SUN Donor Network), a methodology to establish country stunting reduction targets in line with the World Health Assembly objective for 2025.</p> <p>The EU supports CGIAR's Research Programme for Agriculture, Health and Nutrition and a biofortification component to create crop varieties rich in essential nutrients in Mozambique and Uganda.</p> <p>GERMANY Germany is a contributor to the SUN national networks in</p> |

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| Nutrition Deliverables | | | <p>Malawi and Mali. Mother-child health components addressing the 1,000 day window are an integral part of Germany's funded "Sexual and Reproductive Health and Rights Programmes" in various African countries.</p> <p>Within the Strategic Alliance for the Fortification of Oil and Other Staple Foods, Germany supported enrichment of edible oil with vitamin A in Tanzania and intends to scale up these efforts in other African countries in cooperation with the Bill & Melinda Gates Foundation and the German Food Partnership. Germany continues to strengthen processes to address gender sensitive food and nutrition security into programs.</p> <p>UNITED KINGDOM The UK is focusing on Nutrition at the June 8th 'Nutrition for Growth: Beating hunger through business and science' event in London, and promoting deepening impact in the area of nutrition within the New Alliance. DFID supports the scale up of biofortified food crops through the delivery of at least 6 new crop varieties to 3 million farming households in 7 countries in Africa and Asia. High quality impact evaluation to strengthen evidence on the effectiveness of biofortified crops in delivering nutritional outcomes will be developed and focuses on a priority technology identified through the Technology Platform, which covers several New Alliance countries.</p> <p>UNITED STATES OF AMERICA The U.S. has adopted a definition for "nutrition-sensitive" agriculture that will enable it to track agriculture investments capable of improving nutritional outcomes.</p> |
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| New Alliance Component | Commitment | Progress to date | Complementary Actions |
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| 12. Global Agriculture and Food Security Program (GAFSP) | <p>Support the Global Agriculture and Food Security Program (GAFSP), with the goal of securing commitments of \$1.2 billion over three years from existing and new donors, scaling up and strengthening the operations of its public and private sector windows and support other mechanisms that improve country ownership and align behind CAADP national investment plans.</p> | <p>To date, GAFSP's Public Sector Window has awarded \$658 million to 18 countries in Africa, Asia, and Latin America benefitting 8.2 million farmers and their families. Projects are already being implemented in 10 countries and impact evaluations are currently underway in 6 countries. The third Call for Proposals was issued on March 1, and GAFSP expects to award roughly \$220 million to 4 or 5 countries in July 2013.</p> <p>GAFSP's Private Sector Window has invested \$30 million in 3 projects to date following a successful call for proposals in early 2013. The IFC expects to bring an additional 3 projects to the Board by June 2013. Total investment is expected to reach \$50-60 million by end of June and leverage five to seven times that amount (over \$300 million) in additional investments from the IFC and other private sector financing.</p> | <p>In 2012, donors pledged an additional \$375 million to GAFSP, as part of the Public Sector Window's \$1.2 billion recapitalization campaign. This would allow the Public Sector Window to award annual grants in the range of \$350-400 million over the next three years.</p> |