

# HIGHLIGHTS



## Emerging donors and rising powers in agriculture in ACP countries

### Brussels Development Briefing No. 43

Brussels, 27th October 2015

On 27th October 2015, CTA organised the 43rd Brussels Development Briefing – part of a series of bi-monthly Development Briefings on ACP-EU rural and agricultural issues. Around 120 participants gathered in Brussels to discuss the growing role of South-South and Triangular Cooperation in ACP agriculture.

Emerging donors and rising powers in agriculture in ACP countries This Briefing looked at the impact of cooperation between ACP countries and other ascending economies in the global south, notably Brazil, China, India and Mexico. It highlighted the growth in agricultural exchanges under South-South and Triangular Cooperation, and the factors that have led to successful outcomes, including a focus on technical support, mutual benefits, and engagement led by producers, researchers and policymakers. The contributions of traditional donors was acknowledged, with respect to their longstanding experience and expertise in many ACP regions. Major gaps were identified in terms of research and data on South-South and Triangular Cooperation at field level and institution building.

#### Partners in the Briefing:

- European Commission (DG DEVCO and DG AGRI)
- ACP Secretariat
- French agricultural research and international cooperation organization (CIRAD)

For more information on the Brussels Development Briefings visit

<https://www.brusselsbriefings.net>



Isolina Boto



Dr Patrick I. Gomes

The Briefing was opened by **Isolina Boto** with an introduction as to the format and objectives of the Briefings, as well as the partners involved in its organisation. In addition to the regular organisers – CTA, the ACP Secretariat and the European Commission – this Briefing also welcomed CIRAD, the French international cooperation and research agency and particularly Professor Jean-Jacques Gabas, who is the leading researcher on South-South Cooperation and China's cooperation in Africa.

Dr **Patrick I. Gomes**, the Secretary-General of the ACP Group of States highlighted the importance of the Briefings and applauded the increased participation of women in the debates. He welcomed participants on behalf of the ACP Group, which captures over 40 years of North and the South development cooperation between since the Lomé Convention, and which now broadens itself to South-South and Triangular Cooperation (SSTC). The focus

should move from aid to instruments that address knowledge, concerns and interests of parties in developed and developing countries. This is in line with the concept of emerging economies, as the global south continues to expand – with China now the second biggest economy after the United States, and the EU being the biggest market, indicating a much more dynamic relationship. It is important to understand the context for agriculture in developing countries, as it is still a leading source of employment, notwithstanding rapid urbanisation. The ACP also welcomes plans by the president of the African Development Bank to undertake a programme on agricultural transformation, which will be central to lifting millions out of poverty and ensuring access to nutritional food and ending dependence on imported foods. He added that South-South Cooperation must deliver on the Sustainable Development Goals, in order to abolish poverty, particularly from the rural and agricultural sectors.



Bernard Rey



Jean-Cyril Dagallier

**Bernard Rey**, the Deputy Head of Unit DEVCO/C1, Food security, rural development, nutrition EuropeAid, European Commission, welcomed the debate, noting that this is a topic which the Commission needs to understand well, especially with respect to its partners, and relationships with emerging donors. This has implications at the political level and in terms of policy, economic growth, and poverty reduction. Not all emerging donors are reporting to the OECD DAC (Development Assistance Committee), but it is estimated that total commitment to Africa from seven major emerging economies over the last decade has amounted to €80 billion. Whereas ODA (official development assistance) to Africa from traditional donors is expected to grow by between €5 - €11 billion per year until 2020, emerging economies are expected to give a greater amount, between €7 - €17 billion per annum. This Briefing comes at an opportune time to analyse SSTC, including the implications for the national legal and regulatory frameworks that manage development assistance, an area where the European Commission is already providing support to partner countries. Some of the implications include political dialogue around development assistance and agriculture's contribution to development priorities within partner countries, where efforts are ongoing to engage with emerging donors at country level. The Commission is also interested in ensuring transparency of financial flows and action at

country level, to enable donor coordination. The EU will commit over €1 billion per year to over 60 countries in the field of agriculture over the next five to six years. It is in its interest to engage with emerging donors in the field of agriculture, as this can lead to greater effectiveness and efficiency of EU support towards the achievement of food and nutrition security.

**Jean-Cyril Dagallier**, Scientific Directorate at CIRAD (French Agricultural Research Centre for International Development) spoke of the longstanding work CIRAD has carried out with many emerging economies' research institutes, including over thirty years with Brazil, ten years with China, and extensive presence of CIRAD staff in partner universities and institutes based in these countries. This cooperation ranges from agricultural research, veterinary sciences, forests, economic and social sciences and agricultural statistics. In addition to their research partnership, Brazil and China are also funders of long-term research projects and are active in the industrial areas. China is perhaps the leading global economic player, and so it is logical to see their involvement in development. Brazil is also an economic powerhouse, very large and with a sophisticated economy. Paradoxically, large parts of the populations of China and Brazil still live beneath the poverty line, which often raises the question why they work outside of their own countries, and what would motivate this. This question

of is interest for CIRAD, given the especially important contribution of agriculture towards achievement of sustainable development. As the global community becomes increasingly interdependent, with common challenges around diseases, managing biodiversity, food security etc., there's an increased interest in agriculture in the development domain. CIRAD works on training, dissemination of knowledge, agricultural research and other modalities, and is also involved in networks based in Europe and abroad, which ultimately help partners to make better choices and access the resources that they need. At the heart of CIRAD's ethos are excellence and openness in the commitment for development.

The first panel was chaired by **Isolina Boto**, who pointed out that this Briefing revisits the theme of the sixth Briefing on "New drivers, new players in ACP rural development" which took place in 2008. Whereas that Briefing was more concerned with explaining aid coming from new players, this Briefing is focused on bridging the data gap on the activities of new donors in the field of agriculture. The issues emanating from the joint CTA and CIRAD research on SSTC in agriculture which inform the discussions in the first panel, looking at the presence of China and other BRIC countries, as well as South Korea, Mexico and other emerging donors. Of interest are the opportunities for knowledge sharing and development of complementarities between the



Jean-Jacques Gabas



Erich Schaitza

EU and the emerging donors in partner countries. Finally, there is a need for clearer definitions on SSTC, as well as in ensuring that this new area of cooperation benefits the private sector especially small-scale producers, and fits in with priorities at the regional level, including with respect to the Regional Economic Communities. CTA for its part has already significant involvement in promoting South-South exchanges among the ACP regions, within Africa, and between the islands of the Caribbean and the Pacific. Fields of exchange CTA has supported include climate smart agriculture, ICT for agriculture, production and trade.

**Jean-Jacques Gabas**, Senior Researcher at CIRAD gave an overview of China's cooperation model in the agricultural sector in sub Saharan Africa, based on his extensive research carried out with the support of CTA and the French Government. This research sought to analyse data and draw lessons with regards to China's cooperation policy for agriculture in Africa. The results of the research show that there has been a strong growth in total trade between the emerging countries and SSA, with trade between China and SSA now at the same level as that of the EU and SSA and growing. This trade is led by South Africa, Nigeria and Angola, but is concentrated on extractive products. Agricultural products only make a small percentage of the share of emerging countries' trade with SSA – 9% of exports to SSA and 4% of imports from SSA, with China only

importing 2.6% of its agricultural goods from SSA. Agricultural commodities traded between China and SSA reflect those of SSA's trade with the rest of the world, and data indicates that SSA will not become a strategic breadbasket for China in the future. The EU remains SSA's leading agricultural trade partner. Lessons gathered from the research are that China is more active in West, rather than in Southern Africa. China has established 25 agricultural demonstration or extension centres, and evidence shows China's land acquisitions in SSA are still well below those of American or Gulf investors. Most Chinese investment is in areas of food production that mainly serve Africa's domestic market. Triangular cooperation with China in SSA is based around partnerships with international and multilateral donors such as FAO, IFAD and the World Bank. Most of China's ODA to Africa went to infrastructure and social services, with only 2% going to agriculture. Africa received 52% of all of China's ODA between 2010-2012, but the biggest growth in China's influence in Africa has been in the exchange of ideas and knowledge through think tanks, research, policymaking and publications. China's demonstration centres were used as a proxy for China's model towards cooperation in Africa's agricultural sector. These centres link trade, aid, and business, beginning with a strong role for the Chinese government, transitioning towards a partnership with local public bodies who will take over the management of the centres. China's

focus is on technical barriers to Africa's agricultural transformation, using the centres to carry out research, demonstrations and training, but there is little dialogue or cooperation with other national or regional research centres. As a result, confidence by stakeholders on the ground is weak. The recommended focus should be on sharing and exchanging experiences between stakeholders, notably with respect to agriculture and to integrate emerging donors into dialogue in agriculture at the international level.

**Erich Schaitza**, a leading expert with EMBRAPA, Brazil's Agricultural Research Corporation, discussed cooperation between Brazil and Africa on agriculture, sharing lessons and best practices in this field based on his experience working in Africa. Brazil is still largely forest, with a growing agricultural expanse, though issues remain on deforestation. Up until the nineties, it was importing food, but is now a leader in the global agricultural sector, notably commercial agriculture, which is large in scale and experiencing growth. Family farming is especially important in building rural businesses and the rural middle class, and family farms play a critical role in food security for the country. Brazil's small-scale farmers have larger landholdings – 15 to 50 hectares, versus Africa's half to one hectare. Brazil faces two main challenges related to sustainable agricultural intensification and adaptation to climate change. Nevertheless, its agriculture has been especially





Denghua Zhang



successful in terms of productivity growth based on yields, rather than production area, due to technical cooperation and support from other countries. EMBRAPA's role at the international level is to carry out scientific and research cooperation rather than technical assistance, unless it is requested to do so by Brazil's Agency of cooperation. There are also informal agriculture exchanges and projects between Brazil and Africa, due in part to the similarities between the two regions. Africa's challenges relate to its small size of landholdings, low technological uptake, high post-harvest losses, outdated land tenure systems, and highly informal and unintegrated markets. Language is another barrier within Africa, and between Africa and Brazil. By comparison, farmers in Brazil have good access to credit, vocational education, extension services, they are well organised and have well integrated production systems, and finally, Brazil has a conducive market policy to support them. Brazil is a new entrant in the agricultural cooperation field, and so its successes are matched by failures as success takes time. Successful examples include Cotton 4 (involving Chad, Mali, Burkina Faso, Benin and now Togo, with expansion also in East and Southern Africa), a triangular cooperation project with financial support from the United States. There is also a platform for scientific collaboration, titled "Africa-Brazil Agricultural Innovation Market Place" with an annual call supporting 40 to 50 projects, focused on

innovative research. Other projects in Ghana include the development of inoculants locally for cowpea and ground nut, in addition to projects by individual agricultural researchers providing their expertise in Africa, with support from EMBRAPA and other institutions to scale up successes.

The experience of China in the Pacific was presented by **Denghua Zhang**, researcher with the Australian National University, who also brought insight into prospects for trilateral cooperation with China. Based on his research involving fieldwork in Papua New Guinea, Timor Leste, Cambodia, Australia, New Zealand and China, the presentation focused on policy. The Pacific region is not a big focus of Chinese aid, only receiving about 4% of China's total ODA. Agriculture is even less of a focus, with a select number of projects in Papua New Guinea, Fiji, Vanuatu, Tonga, Samoa and the Federated States of Micronesia, mostly centred around demonstration farms and other small-scale activities. China's trilateral aid cooperation (or triangular cooperation) is growing, tending to involve partnerships with the UN agencies (UNDP, FAO, UNIDO), as well as large bilateral donors (US, UK, Japan, Australia and New Zealand), covering various fields in partner countries from Africa and Asia. Some examples include China – U.S. – Timor Leste trilateral agricultural project, which provided extension agents to Timor Leste for different crops. Other trilateral projects outside the field of agriculture

were also shared, bringing to light the approach of China to trilateral cooperation in the Pacific region. Four main motivating factors for China's trilateral cooperation were explored. First, the engagement imperative between China and regional or international organisations has increased. Second, there is a greater desire for mutual learning on the side of China from traditional donors – for example, feasibility studies, after-project monitoring, with China already implemented lessons in the areas of country based planning and long-term aid planning. Third, global image building has also become a priority for China as its economy grows. Finally, recipient countries are increasingly requesting trilateral cooperation from China. To enhance SSTC, Dr Zhang recommended an increased focus on well designed and executed pilot projects, and stronger engagement between China and traditional donors. Furthermore, areas of mutual partnership need to be identified, taking into consideration comparative advantages between partners, and adopting a cautious approach, as trilateral cooperation is still an emerging practice in China, and most foreign aid is controlled via the ministry of trade. Opportunities for trilateral cooperation with China in agriculture should be good as this is a relatively low-sensitivity topic, but it would need to be based on political support both from China and the traditional donors. China also pays a lot of attention to accompanying requests from the recipient country(ies). In conclusion, patience and close coordination in



Jérémy Rubel



all areas from policy to field level are important.

**Jérémy Rubel**, Senior Consultant at Gannibal Consulting in France, looked at triangular cooperation and PPPs, considering the key role of the private sector. Accordingly, China's interests in Africa do not revolve around aid but on mutual cooperation – with no clear distinction between Chinese ODA and investment. The main agricultural PPP projects by China in Africa have involved multinationals like Yara, working under the CAADP process, or the Grow Africa partnership or the New Alliance for Food Security and Nutrition. The New Silk Road / Belt and Road initiatives (land and maritime) will also create new avenues for Chinese firms to invest and ultimately connect with Africa. China's role as the main global consumer of agricultural commodities (rice, maize, wheat), its Eurasian strategy, its connection with Africa, and its engagement under the Asian Infrastructure Investment Bank (AIIB) and other Chinese financial instruments, should all be seen in the context of China's globalisation agenda and desire to achieve both stability and profit. Compared to European countries like Norway, Italy and the United Kingdom, China's landholdings in Africa is minimal, due to its limited experience investing into agriculture in Africa, and the role of large State-Owned Enterprises (SOEs), which dominate investments. Notably, China has feared attracting criticism as a "new coloniser", and sees Africa as a

buffer zone for some of its activities – for agriculture, it aims to reduce future pressures on global food stocks as Africa's population grows. China's engagement with Africa has principally been an autonomous one, though recent cooperation strategies have been developed, including in triangular cooperation with well-established large-scale partners, in less sensitive fields, for example in education. China's interest in Africa is geared towards investment, particularly in Nigeria and South Africa, Ethiopia and Zambia. Chinese presence in Africa involves many actors, such as SOEs (national, regional), that increasingly enjoy greater freedom to invest, as well as private investors and millions of Chinese living in Africa. Finance tools behind these investments are varied, including China Exim Bank, China Development Bank, the China-Africa Development Fund (CADF), the AAIB and in some cases, bilateral and triangular co-financing with other major international institutions (e.g. CADF- AfDB African Growing Together Fund). Nevertheless, Africa only receives around 4% of China's foreign direct investment (FDI), and China is looked to learn from and collaborate with the EU. Recommendations and opportunities in triangular cooperation between China, the ACP countries and the EU, include establishing rotating forums on the topic, possibly a chamber of commerce, establishing a common investment instrument (with a focus on infrastructure) and supporting the development of projects / PPPs.

During the **Questions and Answers** session, several remarks came from participants on a handful of issues, especially around research. On the issue of mistrust and lack of engagement among new and traditional donors, **Isolina Boto** clarified that building this collaboration at the top level takes time, although there are advancements made on the ground which can sometimes be overlooked, and areas of mutual interest and comparative complementarities were shared during the presentations. CIRAD is addressing the issue of IP rights, noted **Jean-Cyril Dagallier**, specifically with respect to seeds – but he remains concerned that although traditional – local knowledge is internationally recognised is protected (e.g. prohibition of biopiracy), there are some countries that even restrict taking out samples of certain plants from their territory (e.g. India, China, Thailand), which can affect the possibility of doing collaborative research. **Jean-Jacques Gabas** for his part focused on the need to ensure that the infrastructure needed to support better south-south and triangular collaboration is also addressed, especially to (re-) build institutions that will carry out this collaboration. **Erich Schaitza** noted that the size of EMBRAPA means that it will attract criticism, but that the institution works hard to ensure mutual benefit of Brazil and its African partners in research and collaboration, for example transferring technologies and innovations for crops which



Eric Tollens



Vincent Martin



Carlos Cortés Zea

are widely used in Africa, as well as learning from African traditional and local knowledge for Brazil. One particularly problem though, is that Africa has not typically been a popular destination for EMBRAPA scientists, as it suffers somewhat of an image problem. **Isolina Boto** added that African institutions could also learn from the approach of EMBRAPA to collaboration, which seeks to guarantee the use of Brazilian research and scientists in any partnership or cooperation programme. **Denghua Zhang** brought to the audience's attention the role of Chinese thinktanks, which, although limited, do play a role in terms of research and implementing activities on behalf of the government. Furthermore, in several of the trilateral cooperation programmes of China in Africa, there is a stipulation for all the parties to involve one of their domestic research institutions.

In the second panel, **Eric Tollens**, Chair of the CTA Executive Board, presided over the discussions on the examples of south-south and triangular partnerships across the ACP.

**Vincent Martin** representing FAO's office in Senegal, spoke of the Food Purchase Programme (PAA), part of a triangular cooperation project between the FAO and Brazil. This project began in 2009, to apply Brazil's social policy and agricultural development experience which brought millions of Brazilians out of poverty. In 2010 a partnership

was reached to support five African countries; in the case of Senegal, the project addressed vulnerability to food and nutritional insecurity. The partnership is based on an "institutional supply programme" approach, to connect family farmers to markets, as vulnerable small-scale farmers are often locked out of the local institutional / formal markets. This stimulates local production by ensuring farmers have a guaranteed market before planting, and increasing their incomes. The project was centred in Kédougou, one of Senegal's more remote, underdeveloped regions. Prior to the project, most of the rice in school canteens was imported, despite the local capacity in rice production. A pilot was conducted between 2012 and 2013, with FAO and WFP as the primary partners. It was able to support five unions covering 30 economic groups, it reached least 1,000 vulnerable small-scale rice producing households, and fed 181 school canteens, covering 24,000 students through the surplus production. Additionally, the pilot provided technical support, extension agents and improved fertiliser, and strengthening of producer organisations, particularly on financial skills. This led to a threefold increase in agricultural production. Processing was very limited, so equipment to enable better participation by producers in the rice value chain was secured. Numerous women's groups were also able to achieve food sufficiency through their surpluses. The collaborative approach of the UN

agencies FAO and WFP helped the success of the project but it faced a number of challenges including the weakness of the producer organisations, identification of the key beneficiaries for the project, defective equipment, and the destabilisation of the rice market by large buyers. Future perspectives include the anticipated expansion of the project to other zones (the north, including Saint Louis and Matam), revival of four additional local argic-sectors, a five-fold increase in producers targeted, and more meals provided to additional schools and schoolchildren. Two important outcomes of the project are its adoption by the Senegalese authorities, and its potential to provide information on how to increase incomes of small-scale farmers. Also important is to adapt knowledge and experience exchanges to local contexts, an approach which informed this project, as well as the "Bolsa Família" or family allowance welfare project, which was also introduced in Senegal with support from Brazil. These projects have been developed to link food security with other forms of social security for the most vulnerable in Senegal, and further integrate this approach into the national agricultural development policy (PRACAS).

Mexico's policy on South-South and Triangular cooperation was discussed by **Carlos Cortés Zea**, especially the programme that Mexico's is trying to implement in Latin America and the Dominican





Saidi Mkomwa



Republic. Mexico created in 2011 its system for cooperation constituted of a new legislation and programme, complemented by a new agency, fund, and statistical registry. Mexico's programmes in the region date from the 1930's, and the Mexican Programme for International Development Cooperation (2014-2018) established four major objectives: reinforce national tools and capacity to better engage in development cooperation, undertake and reinforce cooperation with strategic countries and regions (for SSTC), maintaining strategic relations with traditional donors in alignment with national priorities, and finally, increasing the international presence of Mexico abroad. The challenges Mexico faces include a lack of experts, the limited impact of Mexico's interventions on the ground, and the need to catalyse new sources of finance, through for example, SSTC. Mexico is both a recipient (estimated €477million) and donor (estimated €493million) of ODA, which informs Mexico's approach to cooperation policy and the implementation of this policy on the ground. Mexico's contribution may be a fraction of what is given by other emerging donors such as China, but is comparable to Brazil. The growth and evolution of Mexico's development cooperation, as well as the areas and beneficiaries of Mexico's South-South Cooperation, were discussed. Mexico incorporates numerous principles and guidelines established under the OECD DAC and other instruments on development cooperation of which it is a member.

Central America and the Caribbean is the priority region under Mexico's development policy, although Mexico does carry out projects under multilateral programmes, and in other regions including Africa and the Middle East – though these are much smaller. The Mesoamerica Project is the flagship of Mexico's development policy, and is based on five objectives: improved transport, logistics and mobility in the region, simplified and common commercial systems, development of regional telecommunications infrastructure, stabilising regional energy resource flows, and establishing a Mesoamerica without hunger. This last objective is pursued through a Mexican agricultural cooperation project which was initiated in 2014, with the objective of increasing the institutional capacity in partner countries to improve family farming and food and nutrition security. The project is the subject of an agreement between Mexico and FAO signed in 2014, with Mexican finance and FAO technical and personnel support. In the Dominican Republic, the project carries out four specific interventions: supporting the national front against hunger, providing technical assistance for the development of agricultural planning and innovation systems, the creation of intervention models to strengthen agriculture in specific regions, and technical assistance to enable sourcing from local smallholder farmers.

A practical example of triangular cooperation in agriculture was presented by **Saidi Mkomwa**,

executive secretary of the African Conservation Tillage Network (ACT), Kenya. In order to transform agriculture in Africa, sustainable intensification is required in order to adapt and mitigate against climate change. No-tillage or zero tillage farming, water management and conservation, expanding agroforestry, and ensuring intensified crop-livestock-tree systems were recommended, against the unsuccessful "Green Revolution" dogma. Value chains need to become more competitive and policies need to support innovative pro-poor business models and encourage conservation agriculture (CA). Examples were given of how CA works, and the benefits it brings in terms of adaptation and mitigation, namely by increasing crop yields, reducing soil erosion, improving soil by sequestering carbon, reducing the amount of fertiliser used, and reducing the need to clear forests for agriculture. Studies show that CA is already taking place in over 150 million ha globally and expanding at a rate of 10 million ha per year – with 1.22 million ha in Africa (65% of these being smallholdings). It has also contributed to increased productivity and a reduction in labour of up to 60%, in addition to helping fight against climate change. For smallholder farmers, CA is a good entry point to commercialisation because it allows them to produce a surplus which they can sell and enter into new markets. SSTC has enabled CA to be improved through numerous projects. One is the "Africa



Paul Thangatta



Conservation Agriculture Innovations Perfected in Brazil for Africa” project, which is a joint ACT and EMBRAPA initiative taking indigenous African technology (dibble stick), and using Brazilian support to motorise it. ACT also hopes to pass lessons from the agricultural transformation of the *Cerrados* to Africa. Other SSTC initiatives between Brazil-Africa-Europe on CA were shared, with partners including NORAD, FAO, BMZ, the European Union and EMBRAPA. Through these collaborative efforts the first African Congress on Conservation Agriculture was held, leading to the adoption of an AU declaration in favour of CA, new partnerships were signed with Brazil’s private sector, with training and exchanges for African farmers in Brazil, capacity building on CA for the Farmer organisations, and strengthening of the participation of ACT at international conferences to share best practices. Some challenges in scaling up CA were also discussed, many of which are technological, but also include difficulties in successfully changing the mindset of stakeholders – particularly governments and the private sector – to promote investment in, adoption and dissemination of CA beyond the project phase. Opportunities to scale up CA include the support of regional partners and research institutions, as well as private sector partners who support the business end of CA.

**Eric Tollens** noted zero tillage as an example of knowledge transfer which

applies many of the principles of SSTC – it is a technology or approach developed in Midwest United States dust bowls in 1930, was further developed by institutions including CIMMIYT in Mexico, and then brought to Africa using local technologies.

The experience of East-Africa – India cooperation partnership on ICTs was shared by **Paul Thangatta** from the Eastern Africa Farmers Federation (EAFF). This cooperation began thanks to two meetings organised by CTA in 2013 and 2014, where EAFF and the Indian Fertilizer Farmers’ Cooperative (IFFCO) were both invited. Prior to this, EAFF had adopted a new strategic plan focusing on commercialisation but was struggling to implement a system of aggregation to address postharvest losses. IFFCO’s presentation at one of the meetings answered this question for EAFF, showing the benefits of a web-based system, and this led EAFF to create the E-Granary system. EAFF decided to learn from IFFCO how they had developed their approach, and established discussions between the two organisations. In June 2015 EAFF got support from FAO’s East Africa office for its CEO and some members to visit India, where they saw first-hand the simple technologies being used to improve farmer’s knowledge. A field visit was organised to demonstrate how mobile enabled systems worked and how the partnership with Airtel – a leading telecoms company in India – had transformed the potential of mobile technology. This led to a

discovery that Indian and African farmers faced similar problems, and highlighted importance of value addition for Indian farmers. Another round of funding from FAO enabled an additional 15 leaders in EAFF to go to India and carry out knowledge exchange, visiting a handful of provinces in the country. Some of the lessons of those exchanges came from visits in Punjab, to learn how farmers, researchers, policymakers can come together, and the systems and processes that would lead to the success of the E-Granary. The mobile platform’s USSD system enabled farmers to register their operations, and in India EAFF learnt how a more structured and better managed system could support enhanced services for the farmers – for example, by monitoring engagement with the farmers. E-Granary is now supported by partnerships between various institutions. Key lessons are: (i) the importance of partnerships, especially with the private sector; (ii), deliberate agricultural policies to support smallholder farmer; (iii) value addition from the grassroots; (iv) greater emphasis on transparency, for example, Indian cooperatives use of technology to relay information immediately, in turn leading to higher levels of trust with member; (v) adoption of precision agriculture and collective mechanisation, which in India has been developed successfully for small-scale farming, through cooperatives; (vi) adoption of demand driven research and development which has been highly successful in India.





Mary Adzanyo



**Mary Adzanyo**, director for Private Sector Development at the African Cashew Initiative (ACi) by GIZ in Burkina Faso, explored the SSTC approach within the cashew value chain in Africa and beyond. Africa produces close to 50% of the world's cashew nut but processes less than 10%. India is the leading global consumer of cashew nuts, followed by the United States, and the EU. The ACi is a project operating in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique working across the value chain, and SSTC has featured in this project, particularly working with other cashew consuming, producing and processing countries. Since 2009 when the project began, it had a target to train 430,000 farmers to generate an accumulative additional income of \$250 million until April 2016. This will be realised through four key objectives covering production, processing, supply chain linkages and sector organisation in the respective countries, through instruments such as capacity building and advocacy for improved policies, focusing on market driven activities. ACi has been developed as a strategic alliance with 16 funding, contributing and implementing partners representing both the public and private sectors, as well as over 100 smaller partners who provide matching funds and processing, research, trading and development partners, mostly in the context of south-south cooperation. The results of the ACi to date include over 100,000 jobs created in processing and production, over 380,000 cashew farmers trained,

of whom 22% are women, and over \$120 million accumulated as net incomes. Additionally, 20 processing companies have been supported to create 5,800 jobs, of which 75% have gone to women, resulting in over \$6 million in accumulated wages at the factory level, and a processing increase from 5% to 10% in Africa in 2014. ACi has also carried out sector specific advocacy, for example, through stakeholder meetings, encouraging public-private dialogue, as well as with south-south cooperation and exchange – for example with EMBRAPA, India and Vietnam. Research, extension and processing are the biggest gaps in the African cashew value chain, and represent the most important opportunities for SSTC. ACi has worked with partners to understand technologies, processing and innovations from other partners in Asia and Brazil, and also to enable South-South exchanges within Africa e.g. Tanzania and Mozambique provide training and exchanges with West African counterparts, and regional learning networks within West Africa. Capacity building has been supported through SSTC, facilitated by the Global Cashew Council countries. The African Cashew Alliance (ACA) conference also invited SSTC partners from India, Brazil, Vietnam, China, Australia and vice-versa; as a result, and there are many exchange visits among cashew producing and processing countries, and even leading Brazilian cashew processor, IRACEMA, was on the ACA advisory board, enabling access to market opportunities.

During **Questions and Answers session** of the second panel, members of the audience noted the importance of the topics presented. Questions were raised on the role of livestock for conservation agriculture, which **Saidi Mkomwa** addressed by highlighting the complementarity between livestock and CA. The surplus generated through CA can be turned to feed, and increased moisture retention through CA means a second or third crop can be grown, which could be livestock fodder to boost livestock. He noted with regret that in richer countries, livestock was often characterised as being detrimental to CA, and in fact they should be promoted jointly. Regarding whether the approach of the SSTC project in Senegal could be replicated in other countries, **Vincent Martin** affirmed that it could – there are in fact four other countries (Malawi, Niger, Mozambique and Ethiopia) already working in the project, with a goal of collecting data from all the countries. Senegal was presented because it gave a clear example of a success. Additional funding would be needed to reproduce this level of success and go further in the other countries. and how it is foreseen to graduate the On the calls to have more Briefings organised locally or regionally in the ACP. **Eric Tollens** highlighted that the main barrier is with respect to the availability of resources, but that this remained an objective should future rounds of funding enable it, welcoming also any efforts from ACP partners for support in this respect. **Mary Adzanyo** responded on the



possibility for support for cashew nuts processing in Guinea Bissau by saying that partners hoped to extend the ACi to other countries, whereupon Guinea Bissau could be considered for more significant support. Finally, **Vincent Martin** acknowledged the relevance of the questions on sustainability of the social protection programme and agriculture, noting that a central aspect of the project is to support the farmer associations so they can enter the market locally, nationally and potentially also regionally, by bridging the disconnect between the markets and points of production. Finally, the project also tries to connect the national agricultural programme for Senegal, PRACAS (*Programme d'Accélération de la Cadence de l'Agriculture Sénégalaise*) with the dimensions of social protection and school feeding programmes – this helps address the risk that the most marginalised are left behind through the pursuit of classical agribusiness focused models, as they may not be able to access traditional markets.

Local producers are integrated into a system which already has some capacity to trade, but at the same time, ensures the most vulnerable are supported through the social protection policy.

In conclusion, **Eric Tollens** noted that the head of FAO has put the development of social protection as a priority of his in Africa and thanked the speakers for the quality of their presentations.

### Further information available online:

- Brussels Briefings: [www.brusselsbriefings.net](http://www.brusselsbriefings.net)
- Reader: <https://bit.ly/2QOB6lv>
- Report prepared by Isolina Boto, Manager, CTA Brussels Office and Coordinator of the Brussels Briefings.