



Catalysing an inclusive transformation in Africa



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Alliance for a Green Revolution in Africa

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Content

4

2017 Overview

25

Our Team

9

2017 By the Numbers

29

2017 Progress by Country

12

The Board

44

2017 Milestone Highlights

17

Chairman's Statement

68

2017 Financials

20

President's Keynote





AGRA continued to drive the implementation of the new five-year strategy that commenced in 2017 as well as the requisite change management process. We prioritized resource mobilization and implementation of a series of process enhancements to position the institution to be more efficient and effective. Further, AGRA continued to manage previous investments in seeds, innovative finance and postharvest loss management that will carry on to the 2018/2019 financial years.

Under the novel Global Development Alliance (GDA), the Partnership for Inclusive Agricultural Transformation in Africa (PIATA) incorporating the Bill & Melinda Gates Foundation (BMGF), The Rockefeller Foundation and USAID, was established. PIATA reflects a recognition that greater impact and value can be achieved through a strategic partnership that builds on what has been achieved by each partner across the continent and pulls them together in ways that catalyze and sustain transformation at scale.

We now have country teams in place in Ghana, Tanzania, Burkina Faso, Malawi, Mozambique and Mali and continue to establish teams in Ethiopia and Nigeria. Teams in Kenya, Uganda, and Rwanda will be built in 2018. In the meantime, we have transition teams supporting work in each of these countries.

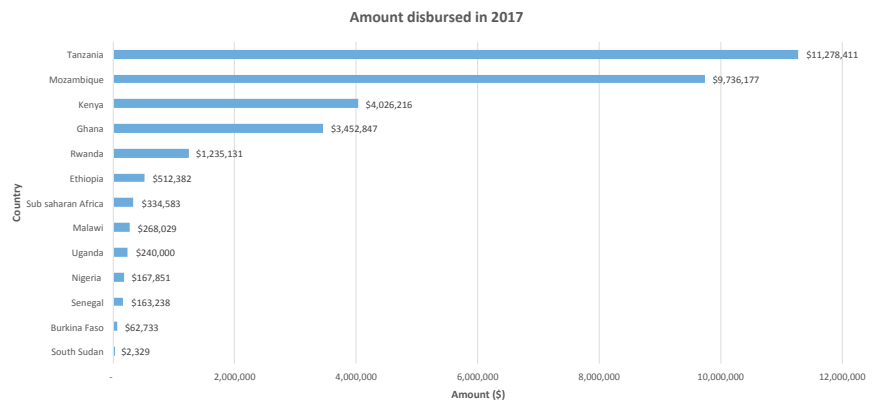
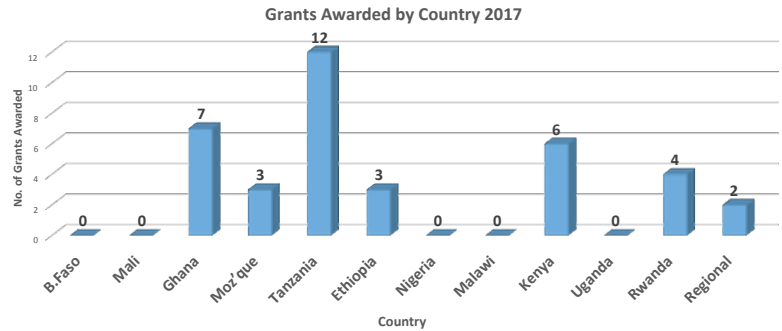
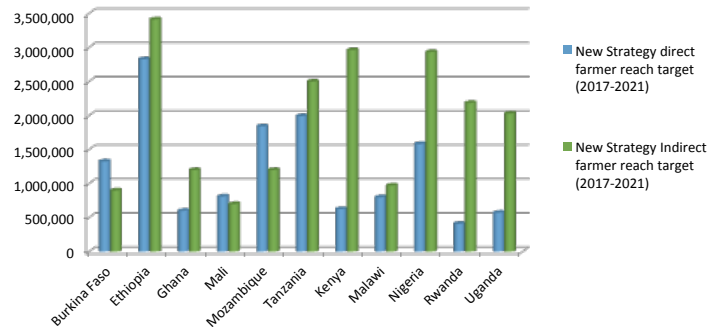
AGRA's overall goal is to catalyze and sustain an inclusive agricultural transformation in Africa to increase incomes and improve food security of at least 30 million smallholder farming households. This is being achieved through targeted government engagement to strengthen sector leadership, implementation capabilities and resource mobilization; downstream and system level investments to unlock private sector engagement and scaling of proven technologies; and alliance building with partners in the field to ensure value through better activity and resource coordination.

In 2017, we placed our focus on getting investments in the field and developing new concepts for funding recognizing that the financial resources that AGRA can invest are at best, less than 2% of the total investment required on the continent. Thus we ensured that our limited resources were used strategically to catalyze effective use of resources at the disposal of governments and/or to raise additional resources from the private sector and international donors to ensure that fundable pipelines are developed and pursued.

In addition, AGRA country teams prioritised the development of programs that strengthen government capacity in the design of robust National Agricultural Investment Plans (NAIPs) to attract funding, reform programs with major inefficiencies (e.g. agricultural input subsidy programs) build data and analytics capacity, amongst other initiatives.

Through our partnership with BMGF, we received accreditation from China to be a preferred institution for South to South collaboration. AGRA can now receive Chinese funding to support countries in their work with China.

AGRA country offices filled more than 85% of the new positions created in 2017 to deliver the new strategy. We also finalized the recruitment of senior executive roles essential to driving our strategy forward. Building on



the Maputo and Malabo Declarations, AGRA provided technical and financial support to the African Union Institutions to shape, conceptualize, design and disseminate the results of the 1st Biennial Review and the Africa Agriculture Transformation Scorecard. This is a critical advancement towards accountability mechanisms set up under the Comprehensive Africa Agriculture Development Programme (CAADP) principles.

With Support from BMGF and the Government of Ethiopia, AGRA worked with AU and NEPAD to organize a select Heads of State session on the side-lines of the United Nations General Assembly in New York to discuss the African Agriculture Scorecard and preparation for the Heads of States Summit in January 2018. This initiative led to the endorsement of the Scorecard as a critical tool for accountability and bringing agriculture to the front and centre of national economies and investment objectives.

As part of our macro-level advocacy work that seeks to strengthen countries' agricultural policy systems, knowledge management and shared learning, AGRA collaborated with USAID, BMGF, AUC/ NPCA in the planning and execution of the 2nd Agriculture Policy Learning Forum to develop common tools and approaches for supporting countries in identifying and developing policies, regulations and systems for delivery of agricultural services. This was part of the partnership with the AUC and NEPAD on the margins of the 13th Comprehensive Africa Agriculture Development Program (CAADP) Partnership Platform.

We also continued to support our micro-level policy work in countries as documented in the country progress pages in this report.

Geographical Service Teams (GSTs)

AGRA's principle units in regions and countries - GSTs, initiated 2017 grants investments scoping and pipeline generation to drive grant-making initiatives. The scoping was aligned towards catalytic investments, country support to departments of agriculture, and operational plans as identified in business plans of the new strategy.

AGRA has been converting viable implementing partners to execute transformative, scalable and catalytic interventions.

These teams are engaging in one or several of the following imperatives:

- With Ministries of Agriculture to determine capacity gaps where institutional support is needed to improve planning, coordination, delivery and accountability,
- Based on the AGRA business and operational plan, programs are designed in specific areas of the country to address market failures and build delivery systems that will allow technologies, that can double yields, to go to scale,
- Study off-take challenges within value chains and design engagement with the private sector and other stakeholders to catalyze and stimulate further off-take,
- Understand policy challenges to scaling technologies including marketing of produce and product quality; supporting policy design, dialogue and advocacy; building partnerships with private sector and public institutions to catalyze the scaling and leveraging of resources.

In the past year, AGRA has invested in strengthening systems critical to delivering services for the agriculture sector. Critical to this is building local partnerships designed as consortia of local actors that see value in coming together in a functional partnership. These consortia have an incentive/ business opportunity that creates convergence.

AGRA's role is to broker the relationships, as well as to invest in the weak links of the partnership that nobody else wants to invest in. In these consortia, AGRA is building on its partnerships, networks and technologies over the last 10 years and driving better aggregation from smallholder farmers.

A pipeline of consortia was also established to operate across the key entry points of seed, fertilizer, extension, agro-dealer development, aggregation of marketable surpluses, and marketing to large-scale processors.

This involved extensive interaction with AGRA staff and elaboration of work plans with front-line providers of goods and services operating in common geographical areas in order for these groups to take a broader view of their work within integrated teams for the benefit of farmers. The consortia model allows AGRA to integrate different aspects of the agricultural value chain around the smallholder farmer in our focus sub-regions and in our priority countries.

AGRA approach in 2017

AGRA has developed an opportunistic but highly catalytic approach to partnerships that focuses on leading

in designing partnerships that promote opportunities to grow businesses/SMEs in the agricultural sector, creating viability for funding and attracting resources both from the private sector and public sectors.

AGRA is also engaging in partnerships with groups that are looking to invest in value chains but are held back by perceived risks or critical market failures. The most prevalent market failures occur around the cost of delivering services to or sourcing produce from smallholder farmers.

Where the opportunity presents itself, AGRA invests alongside others to ensure better access to technologies, funding, and/or markets for smallholder farmers. To this end, the partnerships team promotes a significant pipeline of partnerships that present transformative opportunities for the continent.

An example includes growing the Farm to Market Alliance (FTMA) out of Tanzania where AGRA invested a total of US\$3M, while other members and partners invested over \$13M. This is being extended to other countries such as Kenya and a few countries in West Africa.

AGRA grant portfolio overview

In 2017, AGRA continued to manage programs from its previous grant portfolio and with several large grants running well into 2018-19.

These include Seeds (both the BMGF and USAID programs), Innovative Finance (the IFAD and MasterCard Foundation funded programs) and Postharvest Loss Management (founded by Rockefeller through Yield Wise and IDRC).

As the PASS program wound down last year, impressive outputs and outcomes were recorded, including the release of 36 improved varieties of critical food crops in Ghana, Kenya, and Uganda, the graduation of 17 PhD students in plant breeding at the University of Ghana's WACCI, and the creation of new agro-dealerships in Western Tanzania.

Sixteen students from WACCI graduated with a PhD in plant breeding. The graduates were from Ghana (4), Nigeria (5), Burkina Faso, (2) Niger (2), and Mali (3). Seven of the graduates were female. This brings to 47 the total number of PhDs graduated at WACCI and 131 for all PhD graduates in plant breeding funded by AGRA. Additionally, 55 MSc and 25 PhD students are still completing their requirements.

Building on this work, a new MOU was developed and signed with CIMMYT and IITA for the creation of a partnership focused on extending drought-tolerant, hybrid maize seed in all 11 AGRA countries in line with our goal to build resilience for these countries.

In the area of soil fertility and fertilizer systems development, a new support package for the African Fertilizer and Agribusiness Partnership was collaboratively developed with the Bill & Melinda Gates Foundation, and several new investments were formulated for the development and marketing of improved blends of fertilizers designed specifically for Africa's soils, including both macro and micro-nutrients.

In July 2017, the Scaling Seeds and Technologies Partnership in Africa (SSTP) program began its closeout. With AGRA entering a Global Development Agreement – Partnership for Inclusive Agricultural Transformation in Africa

(PIATA), some SSTP grants were rolled over into the new PIATA project based on their alignment with the new AGRA strategic focus. The SSTP grants portfolio stands at a total value of US\$21.8M, which is the full amount budgeted for grants under the program budget. Of the 67 SSTP grants, 13 grants with a total value of US\$1.1 million are still active and continuing under PIATA funding while three (Ghana 1, Ethiopia 1 and Senegal 1) were closed in December, 2017.

The Program for Rural Outreach of Financial Innovations and Technologies (PROFIT), risk-sharing facility for Kenya through the national treasury was rolled out in 2017. Over the year AGRA focused on a total credit of US\$ 4 million which was disbursed to target groups and priority value chains. Under the business support services component, AGRA supported the technical assistance rolled out to five financial institutions, 50 SACCOs, 300 SMEs and 33,000 smallholder farmers.

In February 2017, the Financial Inclusion for Smallholder Farmers in Africa Project (FISFAP) team closed three grant contracts to develop the business case for the provision of mechanization services to smallholder farmers using digital technology across three countries.

In Ghana, First Allied Savings and Loans is rolling out a banking agents' network in AGRA priority regions in Northern Ghana and Brong Ahafo. In Tanzania, Positive International and Grameen Foundation have developed and deployed a digital farm planning toolkit that allows farmers to plan and save for the usage of (AGRA grantee developed) quality inputs at pre-agreed prices.

In Kenya, ACRE Africa tested an improved retail marketing strategy for the seed replanting insurance with the support of Micro Save and cost sharing from FISFAP. Through FISFAP, AGRA also launched an Uber tractor service in Kenya that is expected to be scaled through the government's own mechanization initiative.

Between June and August 2017, Yield Wise disbursed funds to vendors retailing postharvest technologies. This gave a significant boost to efforts linking technology manufacturers with vendors and therefore bringing technologies closer to farmers.

Vendors were trained in the use and handling of the technologies to enable them relay this information to farmers coming in to buy. Also implemented were initiatives to train farmers on postharvest management, an exercise that was concluded in June when harvesting commenced.

In developing the continent's potato value chain, the Potato Consortium signed up 23,000 farmers in initial work as an example of full value chain approach development. Partnerships with county governments in Kenya led to two cold storage facilities being renovated for potato storage. The off-takers have engaged positively to provide contracts to farmers.

National Investment Plans and AUC Scorecard

AGRA supported AUC/NEPAD in developing National Agricultural Investment Plans for Kenya, Uganda, Nigeria and Ethiopia. The plans align and bring to life CAADP and Malabo agenda. In the year in review, AGRA supported AUC/NEPAD to prepare countries in their biannual review

process reporting ahead of the heads of state summit in January 2018.

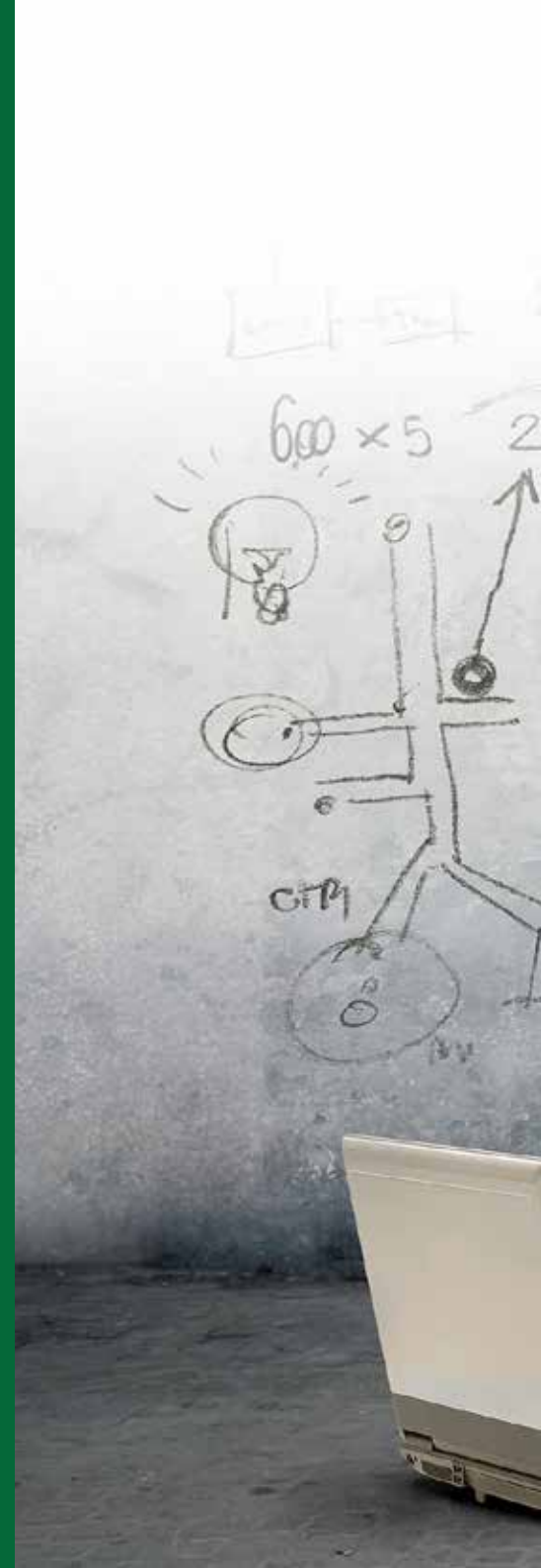
Working with several development and technical partners, AGRA supported the establishment and set-up of an Africa Agricultural Transformation Scorecard (AATS). The AATS tracks progress in commitments made by AU Heads of State and Government through the Comprehensive Africa Agriculture Development Programme (CAADP) and the Malabo Declaration to increase prosperity and improved livelihoods for transforming agriculture.

AGRA continued to make progress in supporting countries to gather data, undertake analysis and generate the evidence for informed policy making. Working within governments, AGRA finalized ex-ante, as well as costs and benefits analysis to support and fast-track policy reforms to catalyze increased private sector investments.

2017's big wins in the policy arena occurred in Tanzania where multiple registration and fees for importing various fertilizer blends were reduced to a one-stop center under Tanzania Fertilizer Regulatory Authority (TFRA).

In Ethiopia, the government drew on AGRA's analytic support results to establish a legal framework for contract farming and creating reforms in the cereal export restrictions regime among others.

In Ghana, Nigeria and Burkina Faso, AGRA supported the formalization and establishment of a fertilizer and seed Bill with subsequent regulations increasing private sector participation in the seed and fertilizer business in the three countries.



2017 By the Numbers



734,677

Volume of seeds produced since 2007



Input
Production &
Distribution

5.42M

Farmers with ISFM Knowledge to date



Awareness
Creation

683

PhD and MSc graduates since 2007



Research
Capacity
Building

874

Cumulative projects funded

US\$461.5

Cumulative value of grants given



659

Seed varieties created since 2007

Research
Development

724,830MT

Volume of commodity sold to SMEs at a value of

US\$369M



Production,
Postharvest
& Marketing

1.54M

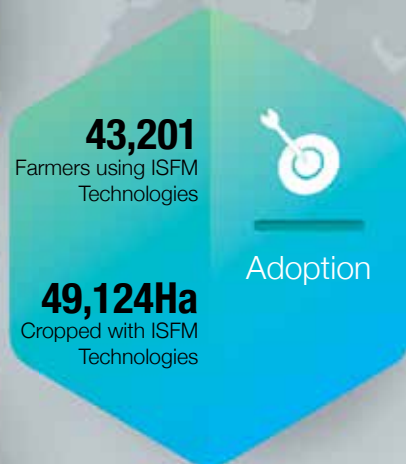
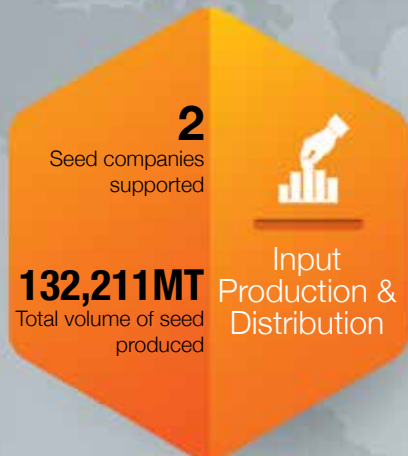
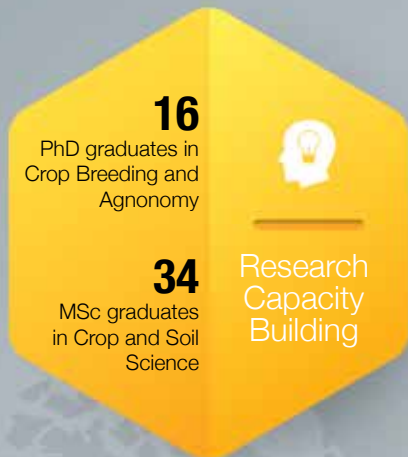
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Adoption

Cumulative since 2007

2017 BY The NUMBERS



The Board

AGRA's Board of Directors is a governing body with legal duties and responsibilities. As the governing body for AGRA, the board is legally accountable for the organization and is required to act in the interests of AGRA's stakeholders, employees and the public good.

To achieve this, the board provides strategic guidance to the organization, independent oversight of its financial and programmatic performance, and assures AGRA of effective management.

In carrying out its mandate, the Board's effectiveness is supported by several committees. These include: Audit; Finance and HR; Nominations and Governance; and Program Committees respectively.



Audit Committee: Provides AGRA's Board of Directors, donors and stakeholders with the assurance that AGRA's financial reporting, internal controls and risk management meet the highest standards, and that AGRA is in compliance with all relevant laws and regulations.

Finance and HR Committee: Responsible for safeguarding AGRA's financial assets and ensuring the effective and transparent use of AGRA's financial and human resources.

Nominations and Governance Committee: Responsible for maintaining the quality and effectiveness of AGRA's Board of Directors, and assuring that the Board fulfils its legal responsibilities and adheres to guidelines and standards of practice in corporate governance.

Program Committee: Advises the AGRA Board and program leaders on AGRA's strategic direction, recommends program investments and monitors results.





Strive Masiyiwa
Board Chairman



Dr. Usha Barwale Zehr
Chair, Audit Committee



Christina Duarte
Board Member



Kofi A. Annan
Board Chair Emeritus



H.E. Jakaya Mrisho Kikwete
Board Member



Hixonia Nyesulu
Board Member



Dr. Kanayo F. Nwanze
Co-Chair, Program Committee



Josette Sheeran
Co-Chair, Finance & Human Resources Committee



Dr. Nick Austin
Board Member



Dr. Judith Rodin
*Chair, Nominations and
Governance Committee*



Prof. Joachim von Braun
Co-Chair, Programs Committee



Frank N. J. Braeken
*Co-chair, Finance & Human
Resources Committee*



Dr. Maria Isabel Andrade
Board Member



L.K. Mohohlo (nee Tsiako)
Board Member



Fred Swaniker
Board Member



Rodger Voorhies
Board Member



Dr. Agnes Kalibata
President, AGRA



Victoria Chelegat Sabula
*General Counsel
& Corporation Secretary*





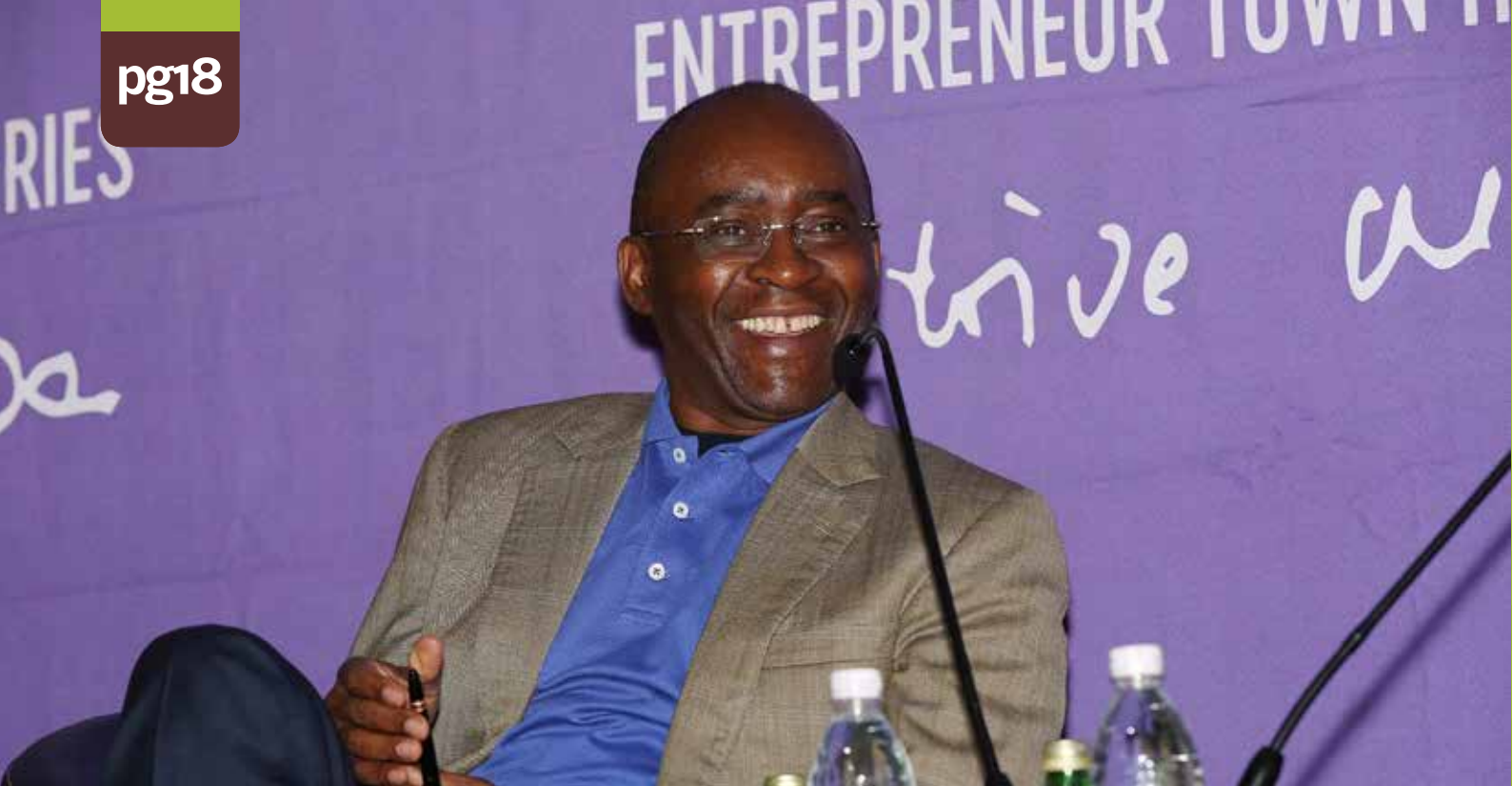
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AGRA is initially supporting 11 African countries (and others - based on readiness for transformation) on a pathway to create and sustain agricultural transformation.

The investment has empowered AGRA to work through an ecosystem of public and private partners to work with government and private sector to overcome bottlenecks and unlock transformation.

As part of this effort, AGRA is working to generate evidence and follow up with targeted technical planning and coordination support to government.





Chairman's Statement

Africa's young people can be excited about agriculture

Evidence shows that no region in the world has developed a diverse, modern economy without first establishing a successful agriculture sector. This holds true for Africa, where the agriculture sector has the greatest potential to create jobs for the 10-12 million new young workers that enter the African job market every year.

Africa is home to the world's youngest population with 226 million people aged 15 to 24. This young workforce has the potential to drive innovation and transformation in agriculture. The economic, social, and political benefits of bringing together young people and agriculture in Africa are undeniable. No sector has greater potential to lift African economies than agriculture, but investments are needed to make it attractive for young people, many of whom risked their lives migrating in search of better opportunities in Europe in 2017.

Today, hundreds of millions of Africans rely on farming for a living. However, they don't grow as much—and they don't sell as much of their surplus—as they could. As a result, Africa imports US\$40 billion worth of food every year. Why are young people not venturing into agriculture and what should be done to salvage this situation?



At the 2016 Africa Green Revolution Forum hosted by AGRA, a coalition of youth from across the continent presented a position paper to AGRA's President in which they enumerated how access to information, land, finance and markets were the keys to attracting and retaining African youth in agriculture.

The rising youth population is increasingly better educated, and there is an unprecedented opportunity for economic and social development if the talents of this generation are utilized. Africa has the latent natural resources, skills, human and land capacity to tip the balance of payments and shift from being importers to become exporters by eating food made in Africa.

Tapping into the abundant supply of youthful labor, growing food markets and as the last continent with an abundant supply of underutilized land, SSA countries have the opportunity to provide the right policy environment and make the necessary investments that will unlock earning potential for youth while modernizing the agriculture sector, ultimately leading to economic growth.

To succeed, Africa's agricultural revolution must be different from those seen in the rest of world. It requires an inclusive approach that links millions of small farms to agribusinesses, creating extended food supply chains and employment opportunities for millions including those that will transition from farming.

This is in contrast to the model often seen elsewhere in the world of moving to large scale commercial farming and food processing, which employs relatively

few people and requires high levels of capital.

Impressive value addition and employment opportunities are being created by SMEs along value chains in the form of increased agricultural trade, farm servicing, agro processing, urban retailing and food services. Agribusinesses like seed companies, agro processors and supermarkets are playing an increasing role in the food value chain in many regions. It is a world of opportunity for aspiring youth looking for meaningful livelihoods.

New opportunities presented by digital technology such as satellite tracking and big data will anchor youth participation in agriculture into the future. The agriculture that attracts the youth will have to be profitable, competitive, and dynamic. There is no question that new technologies are emerging that will make the job easier and faster. Africa needs to find and deploy these technologies with haste – literally, these present the opportunity for Africa to leapfrog into modern Agriculture.

In 2017, AGRA embarked on its second 10-year journey, developing a new ambitious strategy focused on an inclusive agricultural transformation that addresses many of the continent's biggest problems. In its new strategic focus, AGRA is building on lessons from its first 10 years to implement a new set of integrated programs designed to revolutionize agriculture for 30 million farm households in 11 countries and progressively to other countries that have shown commitment towards agricultural transformation.

AGRA's goal and objectives are well aligned with the CAADP objective of agriculture-led economic development, inclusive agricultural growth and strengthened system capacity to deliver results as well as the vision of the Sustainable Development Goals (SDGs) for poverty eradication, food security, inclusive and sustainable growth and resilience to climate change. AGRA's objectives are well aligned to individual country objectives.

African leaders across every sector have begun to see that smallholder agriculture, rather than being synonymous with poverty, is in fact vital to the future of the continent. The continent's economic growth prospects received a major boost with the signing of a record number of new investments and partnership agreements for inclusive agricultural transformation at the 2017 Africa Green Revolution Forum (AGRF).

I am confidently optimistic about Africa's agricultural future - if 2017 is anything to go by. The reason being Africa's rising population and fast growing cities anchored in inclusive economies could mean new national markets and consumers, more employment opportunities for young people and those living in rural areas. AGRA looks forward to working with all of you to lead the way.



Mr. Strive Masiyiwa,
Board Chairman, AGRA



President's Keynote

Integrated Agriculture Investments will make the difference

An inclusive agricultural transformation will address many of the continent's biggest problems. For example, agriculture can fill the economic growth gap created by falling commodity prices; create high productivity jobs; improve the livelihoods of farmers - from subsistence occupations to viable businesses; and create a globally competitive agriculture and agribusiness sector producing high value processed foods consumed increasingly by Africa's growing middle classes.

Africa's food market may be worth more than US\$1 trillion a year by 2030. While there is market opportunity for those willing to invest in Africa, political leaders need to create a better environment for the private sector to invest in.

While the agriculture sector employs the majority of Africa's people, we recognize that developing smallholder agriculture into a productive, efficient, and sustainable system is essential to ensuring food security, lifting millions out of poverty, and driving equitable growth across the continent. AGRA, which in the past has worked largely on improving technical capacity and research, will now focus more on building the systems that allow technology to scale fast.



In 2017, AGRA began the process of rolling out a new 5-year strategy to catalyze and sustain an Inclusive Agricultural Transformation in Africa to increase incomes and improve food security for 30 million farmers.

Under this strategy, AGRA will deliver through an approach that simultaneously catalyzes change at farmer level, strengthens input and output market systems and puts government at the center to enable and champion private-sector-led agricultural growth at national level.

As an alliance, we have witnessed significant progress in Africa's agricultural transformation over the past decade, with countries that have prioritized the sector recording notable drops in poverty levels, improved food security and inclusive economic growth.

We also appreciate the hurdles we face in our work on the continent. However, physical infrastructure and an enabling policy environment that supports secure and predictable business policies, can be achieved if there are commitments on the part of both government and private sector. We see the opportunity and the challenges, we assist governments to navigate them, just as we partner with the private sector to reduce the bottlenecks.

To this end, AGRA is focusing on strengthening countries' capacity to work with the private sector, find investment opportunities and improve leadership around key agriculture issues.

Africa's successful transformation must by nature be business-led, and involve the creation of large-scale dissemination of productivity - increasing technology and inputs, as well as input and capital intensity; the development of input and output market structures and incentives that allow the full realization of the value of increased

production; and, a well-functioning and vibrant private sector to manage and allocate skill and capital to scale emergent successes and drive long-term sustainable agribusiness growth.

The continent needs to build the right institutions and systems to deliver for farmers, from fertilizer and input access, to creating market access. AGRA is working to build better systems, support government to provide better leadership in agriculture and strengthen partnerships with the private sector and others to invest in agriculture on the continent.

Partnership for an Inclusive Agricultural Transformation in Africa (PIATA)

In September 2017, PIATA - an innovative and transformative partnership and financing vehicle to drive inclusive agricultural transformation across the continent, was launched.

PIATA allows partners to align and complement existing efforts in the agricultural sector, especially by making new investments towards developing better systems to deliver seeds and fertilizers to farmers, add value to their produce, and provide policy advice to governments. It is an important collaboration between donors that aligns behind the Malabo agenda agreed upon by African Heads of State and Government in 2014. It signals an enduring commitment to Africa's transformation agenda.

The Bill & Melinda Gates Foundation, The Rockefeller Foundation and the United States Agency for International Development (USAID) will jointly provide up to US\$280 million to catalyze and sustain inclusive agricultural transformation in at least 11 countries in Africa, which will in turn increase incomes and improve the food security of 30 million smallholder farm

households. The 11 priority countries for PIATA are: Ghana, Nigeria, Mali, Burkina Faso, Rwanda, Uganda, Kenya, Ethiopia, Tanzania, Malawi and Mozambique. PIATA reflects a recognition that greater impact and value can be achieved through a strategic partnership that builds on what has been achieved by each partner across the continent, and pulls them together in ways that catalyze and sustain transformation at scale.

This partnership will be critical in bringing key players together to support governments in their push to fully unlock the potential of Africa's smallholder farming and agribusinesses as the surest drivers of job creation and the continent's inclusive economic transformation.

Country Support & Delivery

Although the financial resources available to AGRA to invest are less than 2% of the total investments required for the continent, we still endeavor to ensure that these limited resources are used strategically and every effort is being made to enable governments to effectively use resources at their disposal and/or to raise additional resources from the private sector and international donors by developing and designing fundable programs and projects.

We have ensured that AGRA's catalytic interventions are appropriately and uniquely targeted at priority areas within flagship programs. In the past year, we also rolled out offices in nearly all AGRA countries with staffing almost complete, taking our country operational plans to each country to ensure they are fully connected within the country's national agricultural vision and platforms for coordination and delivery.

These teams are now well accustomed to AGRA's new grant making approaches.

Our focus has been on the integration of grants for transformation, developing catalytic grants and partnerships and the selection of grantees that have the capacity to sustain themselves after AGRA's investments are exhausted.

Our focus on country support in Ghana, Malawi and Tanzania models our commitment to drive Africa's agriculture towards a tipping point. We have supported Ghana to get its flagship program - Planting for Food and Jobs endorsed by the development partners in Ghana. We reviewed Malawi's subsidy program and made recommendations to both the government and donors thus creating a deeper understanding of what it will take to progress the scheme to success. In Tanzania, we influenced the implementation of the Second Agriculture Sector Development Program (ASDPII) and also supported the scale up of the key projects and models that are showing signs of success.

In many of our countries, we continued to strengthen our country presence and work with governments. We have brokered meaningful relationships between government leaders, development partners and the private sector in support of the design and implementation of national plans across nine of our 11 AGRA countries where the support is needed most.

Policy & Strategic Partnerships

Building on Maputo and Malabo declarations and the Seize the Moment Campaign launched in 2016 in Nairobi, AGRA provided technical and financial support to the African Union Institutions to shape the Africa Agriculture Transformation Scorecard (AATS) - which tracks progress in commitments made by AU Heads of State and Government through the Comprehensive

Africa Agriculture Development Programme (CAADP) and the Malabo Declaration to increase prosperity and improved livelihoods for transforming agriculture.

With the support of the Bill & Melinda Gates Foundation (BMGF) and the Government of Ethiopia, AGRA together with both the AU and NEPAD organized a select African Heads of State session on the AATS on the side-lines of the United Nations General Assembly in September 2017 that endorsed the Scorecard.

AGRA continued to deploy smallholder finance solutions funded by the MasterCard Foundation, including mechanization, warehouse finance and e-verification across our focus countries. We partnered with the World Bank to engage stakeholders in the review and development of policy support interventions for Ghana, Burkina Faso and Nigeria based on the findings and policy recommendations of the Enabling Business of Agriculture (EBA) country reports.

The Partnerships and Financial Inclusion teams engaged with close to 10 existing strategic partners including the IFAD-led Smallholder Investment Fund (SIF); Agence Francais de Developpement (Afd); Africa Enterprise Challenge Fund (AECF); Farm-to Market Alliance (FtMA) – an MOU with the latter solidifies our partnership in the rice value chain development projects); the Competitive Africa Rice Initiative (CARI); the Sustainable Trade Initiative (IDH) - established a blended finance technical assistance facility; and a successful partnership with the National Potato Council of Kenya (NPCK) and TechnoServe to kick-off projects and the inaugural trade fair. The team also

provided technical assistance to Syngenta Foundation to help develop a potato industry strategic plan.

The 2017 AGRF congregated with a focus on, "Accelerating Africa's Path to Prosperity: Growing Inclusive Economies and Jobs through Agriculture." The Forum intensified the spotlight on agriculture as the key driver of African economies and established how to ensure agriculture and agribusinesses drive inclusive and sustainable rural development.

Under the leadership of the Government of Cote d'Ivoire, and co-hosted by the AGRF Partners and the African Development Bank, the 2017 AGRF shaped up as a premier platform building on the 2016 edition's successes with similar leadership from across the continent and the globe.

The 2017 AGRF drove achievements towards:

- Follow up on the 2016 commitments: Showcasing progress made on AGRF 2016 commitments to advance political, policy, and financing to African Agriculture aligned to community support for the Malabo Declaration and the global agenda around the SDGs.
- Political and policy leadership from African governments: Showcasing leadership of African Heads of State and ministers, particularly in the progress made and the lessons learned from their agricultural transformation efforts, to serve as champions for the rest of the continent.
- Political and financial support from development partners and the private sector: In the spirit of Seize the Moment in Nairobi in 2016.

- New business deals: Several announcements of new business contracts between the private sector, small and medium enterprises, and communities of smallholder farmers were announced in commodity value chains of interest to smallholder farmers.
- Announcement of the 2017 Africa Food Prize Winner: Recognition of the 2017 laureates, selected by an Independent Prize Committee chaired by former Nigerian President Olusegun Obasanjo. The Prize recognized two extraordinary individuals, Kenyan scholar Ruth Oniang'o and Malian agropreneur Mme Maimouna Sidibe Coulibaly, who were jointly declared the new laureates of the African Food Prize. Their outstanding contribution to African agriculture in recent years is forging a new era of food security and economic opportunity for all Africans.
- The Abidjan Declaration: A powerful multi-sectoral statement that captured the moments, progress, and commitments for the future.

The Forum attracted over 1200 delegates, among them high-level dignitaries including African Heads of State, Agriculture and Finance Ministers, business leaders, thought leaders, senior donor representatives, and other key stakeholders.

Program Development & Innovation

In 2017, the team engaged in the monitoring of integrated programming activities through various consortia. In Tanzania, the Iringa-Njombe Consortium was mooted with initial good success levels. The focus of the consortium is on maize, beans and soybeans. Nampula Consortium in Mozambique is mainstreaming the adoption of agricultural technologies with agro-dealers operating to

serve farmers' needs through farmer field engagement activities.

Two additional consortium grants were also rolled out in Beira and Zambezia agricultural growth corridors. Already, demonstration plots showcasing improved seeds, fertilizers and good agronomic practices have been established with one of the consortium's grantees distributing 48,000 small packs of hybrid seed (50g) and fertilizer (150g) to smallholder farmers in Q3, 2017.

Scaling Seeds and Technologies Partnership in Africa's (SSTP) US\$47 million cooperative agreement with USAID, delivered significant results in six countries in 2017. SSTP was a partner to 35 seed production groups that produced a total of 27,657 MT of certified seed, sufficient to serve the needs of approximately 3.4 million farmers. Of 8,897 MT of maize seed produced, 7,257MT includes recently developed, drought tolerant maize varieties. An aggregate of 62 technologies are being commercialized and 109 are being scaled-up.

Access to quality early generation seeds by private seed companies in Ghana received a major boost through AGRA's introduction of 463 kg of breeder seed and parental lines of improved maize varieties from the International Institute of Tropical Agriculture (IITA). It is expected that this material will assist Ghana's seed companies to become more competitive.

Ghana also benefitted from the release of six rice varieties developed by Crops Research Institute (CRI) for lowland and irrigated rice ecologies. These varieties, developed with AGRA's support and funded by the BMGF were released as commercial varieties in August 2017. All the 6 varieties are high yielding, tolerant to Rice Yellow Mottle Virus Disease and Iron toxicity and

have high cooking and aromatic qualities. Four of these varieties were developed from CRI's own crosses and it is worth noting that this is unprecedented and a major milestone for national research initiatives in Ghana. This brings the total number of rice varieties developed and released in Ghana with support from AGRA to thirteen.

Our partnership with IFAD on systems development, seeds and soil technologies was started in 2017. The collaboration seeks to strengthen agro-dealer development and production of early generation seed in Malawi, Ethiopia and Mozambique. This is expected to open up opportunities for further investment by IFAD in 2018.

In our partnership with IDRC and building on previous projects undertaken, IDRC provided proof of concept grants on technologies. We are in the process of mobilizing additional funding to scale up mechanization for enhanced agricultural productivity in Burkina Faso in the next couple of months.

We look forward to kicking off 2018 on a high note, focused on getting investments into viable countries as we seek to provide the bridge between problems and solutions so that together with our partners we can create sustainable wealth and prosperity for farmers across the continent.

Dr. Agnes Kalibata,
President, AGRA



“

AGRA is an alliance and together with our partners, we are putting the smallholder farmer at the center of the continent's growing economy by transforming agriculture from a solitary struggle to survive into farming as a business that thrives.

For 21 million households, AGRA is working indirectly through partnerships and support to government, other partners and by investing in mechanisms that unlock the engagement and power of private sector.

This investment is enhancing productivity gains, access to markets and finance in a few countries where an agricultural transformation is already under way, but needs to be sustained.



Our Team

By design, AGRA has attracted the largest collection of agricultural technical experts on the continent, with areas of specialization extending the full length of the value chain, from developing and delivering seeds, fertilizers, and agronomic best practices, to connecting farmers with markets.

Our collective experience gives the organization an unparalleled familiarity with conditions on the ground across the continent, including an understanding of women farmers' needs and the potential offered by Africa's young people. All these assets are collected together under one roof along with the flexibility to bring any of them to bear on smallholders' problems.

AGRA is evolving into an organization that has a diversified value proposition, playing the role of convener, thought-leader, policy advocate, private sector partner, grantee capability builder, and implementation supporter, in addition to continuing with its vital role as a catalytic grant maker. AGRA is positioned to be the go-to partner for government and continental bodies seeking to drive agricultural transformation, providing strategy support for the development of national plans, creation of bankable investment plans and implementation support to effectively and efficiently deliver against plans.



Country Support & Delivery

Agaba, Edward
Amanquah, Samuel
Awuku-Darko Paa Kwesi

Bayala, Stephane
Boateng, Forster
Bonney, Ebenezer
Chatuwa, Beatrice
Chibonga, Dyborn
Chitedze, Sophie
Dakpogan, Aurelia
Dembele, Bourema
Diallo, Asseta
Dokurugu, Bashiru
Effa, Dorothy
Freire, Marcos
Gicheha, Reuben
Gichuru, Lilian
Goetsa, Angelo
Goncalves, Mazilau
Govereh, Jones

Hatibu, Nuhu
Ibrahim, Esther
Kakrabah, Genevieve
Kapsalem'bwinja, Phillimon
Kayira, Mcloud
Kiwia, Abednego
Kondo, Kodjo
Macharia, John
Makinde, Kehinde
Mizambwa, Donald
Mole, Paulo
Mwai, Grace
Mwaisaka, Agnes
Mwakasaka, Ipyana
Mwamdaga, Lilian
Ndiame, Fadel
Ngoga, Thierry
Njoroge, Liston
Obare, Nicholas
Oumou, Cisse
Quarshie, Philip
Richardson, Regina
Rweyendela, Vianey
Rwiza, Stella
Sangawe, Frederick
Sangole, Noel
Some, Jules
Traore, Sami
Uachisso, Carlos
Verde, Benvindo
Vuai, Ramadhani
Wangkyo, Aneti
Wubeneh, Nega

Program Officer, FTMA
M&E Officer
Associate Program Officer,
Inclusive Finance
Associate Program Officer, GST 1
Country Manager, Ghana
Finance Officer
Program Assistant, GST 5
Regional Head, GST 5
Program Officer, GST 5
Program Officer, FISFAP
Lead, Program Officer, GST 1
Program Officer, GST 1
Associate Program Officer, GST 2
Program Officer, Policy
Program Officer, GST 5
Associate Program Officer, FISFAP
Associate Program Officer, GST 4
Driver/Office Assistant, SSTP
Executive Assistant, GST 5
Program Officer, Markets
& Post Harvest Management
Regional Head, GST 3
Associate Program Officer, GST 2
Executive Assistant, GST 2
Driver, GST 5
Associate Program Officer, GST 5
Associate Program Officer, GST 4
M&E Officer, GST 1
Program Officer, GST 4
Program Officer, GST 2
Associate Program Officer, GST 3
Program Officer, Mozambique
Compliance Officer, PIATA
Program Assistant, GST 3
Associate Program Officer, GST 3
Program Coordinator, FISFAP
Regional Head, GST 1 & 2
Head, Country Support
Program Officer, GST 3
M&E Officer, GST 3
Finance Administrator, GST 1
Program Assistant, GST 2
Program Officer, GST 2
Program Officer, GST 3
Program Officer, GST 3
Finance Administrator,
Associate Program Officer, GST 5
Country Manager, GST 1
Associate Program Office, GST 1
M&E Officer, M&E
Associate Program Officer, GST 5
Driver/Office Assistant, GST 3
Program Assistant, GST 4
Program Officer, Country Support

Program Development & Innovation

Abate, Betel
Abebe, Negussie
Adala-Oremo, Caroline

Bigirwa, George

DeVries, Joe

Ehsani, Mehrdad

Harawa, Rebbie
Ibrahim, Zaida Kiden
Ininda, Jane
Jones, Richard
Karuho, Onesphore

Kimani, Pauline
Kiragu, Eva
Kusem, Joseph
Madakadze, Rufaro

Makanda, Itai
Manhica, Anabela
Masiga, Zuhura
Matangala, Ausenda
Mbalu, Samuel
Miteng, Justin
Mogga, Maurice
Mogire, Olive
Muhhuku, Fred

Muthama, Mary
Mwangala, Stacy

Naibei-Kembe, Tamnai

Ng'ombe, Assan
Noordin, Qureish

Seid, Biruk
Seward, Paul
Shivere, Dorothy

Deputy Country Coordinator, SSTP
Accountant, SSTP
Associate Program Officer Extension
& Capacity Building
Head, Seed Research
& Systems Development
Vice President, Program Development
& Innovation
Head, Markets & Post Harvest
Management
Head, Soil Fertility & Fertilizer Systems
Finance Officer, PASA
Team Leader, PASA
Chief of Party, SSTP
Senior Program Officer, Markets
& Post Harvest Management
Finance Control Officer, SSTP
Program/Grants Assistant, SSTP
Driver/Office Assistant, PASA
Program Officer, Extension
& Capacity Building
Deputy Chief of Party, SSTP
Country Coordinator, SSTP
Program Coordinator
Program Assistant, SSTP
Associate M&E Officer, SSTP
Program Officer, PASA
Associate Program Officer, PASA
Executive Assistant, VP - PDI
Program Officer, Input Distribution
& Agro-dealers
Analyst, PASA
Senior Public Private Liaison Officer,
SSTP
Program Assistant, Extension
& Capacity Building
Program Officer, Resilience
Program Officer, Extension
& Capacity Building
Driver/Office Assistant, SSTP
Head, Capacity Building & Extension
Program Assistant, Soil Fertility
& Fertilizer Systems

FTMA	Farm To Market Alliance
GST1	Geographic Service Team 1 - Burkina Faso & Mali
GST2	Geographic Service Team 2 - Ghana & Nigeria
GST3	Geographic Service Team 3 - Tanzania & Rwanda
GST4	Geographic Service Team 4 - Ethiopia, Kenya, & Uganda
GST5	Geographic Service Team 5 - Malawi & Mozambique
FISFAP	Financial Inclusion for Smallholders Farmers in Africa Project
SSTP	Scaling Seeds and Technologies Partnership in Africa
PASA	Partners for Seed in Africa

Presidency

Buyanzi, Faith
Daud, Esther
Gichohi, Isaac
Kagamba, Julius
Kahama, Annette
Kalibata, Agnes
Kiptanui, Bridget
Kiptoo, Geoffrey
Kisilu, Mercy
Kithinji, Sylvia
Momanyi, Daniel
Mukhebi, Emmy
Mwangi, Anne
Mwenda, Michael
Nabuliri, Sophie
Nyang'aya, Lilian
Nyarega, Rogers
Opere-Darkwah, Michael
Sabula, Victoria

Sebuufu, Emelda
Tororey, Hillary

Internal Audit Associate
Associate Finance Officer
Senior Driver
President's Special Assistant
Legal Counsel
President
Senior Finance Officer
Finance Officer
Associate Finance Officer
Legal Counsel
Associate Finance Officer
Senior Finance Officer
Internal Audit Officer
Senior Finance Officer
Executive Assistant, Legal
Chief Finance Officer
Associate Finance Officer
Internal Audit Officer
General Counsel and
Corporation Secretary
President's Executive Officer
Head, Internal Audit

Operations

Abuoga, Pamela
Agasiba, Victor
Aninagyei-Yeboah, Esther
Boakye-Oduro, Peter
Bor, Johnson
Gaiho, Susan
Kagiri, Eunice
Kimutai, Brian
Kinuthia, Juddy
Kisonzo, Sylvester
Kuuyuur, Irene
Maina, Mumbi
Maina, Angela
Mbarak, Fatma
Mirenja, Salome

HR Officer
General Services Assistant
Communications Assistant
Driver
Public Relations Assistant
General Services Assistant
Grants Officer
ICT Customer Service Assistant
Administrative Associate
Head, ICT
HR Officer
Grants Assistant
ICT Officer
Associate Procurement Officer
Stores & Logistics Assistant

Policy & Strategic Partnerships

Adama, David
Ainembabazi, Herbert
Ajengo, Ronald
Anyango, Ezra

Baarn, Jennifer
Bwire, Judith
Davis, Jessica
Keizire, Boaz
Malu, Judith
Miheso, Valentine
Mugo, Cynthia
Muthoni, Ann
Ngosi, Anthony
Ongang'o, Mellyne
Rusike, Joseph
Sibanda, Lindiwe

Siewertsen, Hedwig

Policy Officer
Policy Officer
Program Officer
Senior Program Officer, Blended
Finance
Head, Partnerships
Program Coordinator
Business Development Officer
Head, Policy & Advocacy
Executive Assistant
Program Officer
Policy Officer
Executive Assistant
Program Officer
Program Coordinator
Senior Policy Officer
Vice President, Policy
& Strategic Partnerships
Head, Inclusive Finance

Muchai, Doreen
Muigai, Peter
Musaliala, Wambui
Mutula, Ignatius
Muvunyi, Frank
Nambiro, Joseph
Nimo, Bernard
Njeru, Caroline
Ntinu, Nancy
Nzioka, Anthony
Obudho, Duncan
Obutu, Anyona

Tanda, Moses
Tikani, Paul

Senior HR Officer
Senior Driver
Executive Assistant
Senior Manager, Grants
Head, Procurement
Grants Officer
ICT Officer
Senior Manager, Procurement
Senior HR & Administration Officer
ICT Business Analytics Officer
Protocol & Liaison Assistant
Enterprise Applications
Administrator
General Services Assistant
Chief Operating Officer

Staff & Strategy

Chakanyuka, Mashoko	Resource Mobilization Officer
Gerstenmier, Adam	Chief, Staff & Strategy
Haroon, Rubina	Head, Resource Mobilization
Irungu, Mark	Communications Officer
Kamau, Pauline	Strategy Officer
Kimani, David	Program Analyst
Kiplimo, James	Resource Mobilization Officer
Machua, Ngendo	Communications Specialist
Mahkulo, Anne Maria	Head, Strategy & Analytics
Maingi, David	Head, Communications
Mhosva, Nyasha	Program Officer, M&E
Mutungu, Joanne	Senior Strategy Officer
Mwachi, Susan	Executive Assistant
Njau, Josephine	Associate Program Officer, M&E
Njoroge, Waiganjo	Communications Specialist
Njuguna, Jane	Knowledge Management Officer
Otieno, Betty	Program Assistant, Communications
Simiyu, Gaitano	Senior M&E Officer
Sumba, Daudi	Head, Monitoring, Evaluation & Knowledge Management
Thuita, Alice	Administrative Assistant, M&E
Wakanyi, Annie	Resource Mobilization Officer
Wanjohi, Mutiga	M&E Officer, FISFAP



We have been on a journey to steer AGRA towards being a preferred partner for agricultural transformation in Africa.

This journey has been themed **'Tuned to Transform'** and provides for new integrated and automated operational plans and revamped organizational capabilities, AGRA corporate culture and change management for success.





2017 Progress by Country

AGRA is implementing its new strategy running for five years to 2021, under a Global Development Alliance (GDA) partnership with the Bill & Melinda Gates Foundation, The Rockefeller Foundation and USAID collectively forming the Partnership for Inclusive Agricultural Transformation in Africa (PIATA).

AGRA's overall five-year goal is to catalyze and sustain an inclusive agricultural transformation in Africa to increase the incomes and improve food security for at least 30 million smallholder farming households.

In 2017, AGRA focused on targeting government engagements; strengthening sector leadership, implementation capabilities and resource mobilization; downstream and system level investments for private sector participation; scaling up of proven technologies; and alliance building to ensure value through better resource coordination.





Policy and Advocacy Progress:

National Agriculture Investment Plans (NAIPs) process

As a founding partner of the *Seize the Moment* campaign, AGRA is committed to working closely with the AUC and Regional Economic Commissions (RECs) to strengthen and complement pan-African efforts to align country priorities to the continental vision and commitments.

In this regard, AGRA was involved in CAADP activities towards the domestication of the Malabo Declaration on African Agriculture that brought countries together in a multi-stakeholder process at the national level under the guidance of the AUC and the NEPAD Planning and Coordination Agency (NPCA) and in formulating second generation National Agriculture Investment Plans (NAIPs). Led by governments, the intention of the process has been to encourage planning that is focused on attracting new investments, increasing growth, advancing policy and coherent engagement in the agricultural sector.

Specifically, AGRA supported the launch of the domestication process in Nigeria, Uganda, Ghana, Rwanda and Ethiopia in a process that produced a roadmap that described the analysis and tasks needed to update and improve investment programs.

Additionally, AGRA also supported the CAADP biennial review process by providing financial and technical support to the regional reporting training workshops for Anglophone and Francophone West Africa held in Accra and Abidjan respectively, aimed at generating data to inform the Africa Agricultural Transformation Scorecard.

Africa Agricultural Transformation Scorecard (AATS)

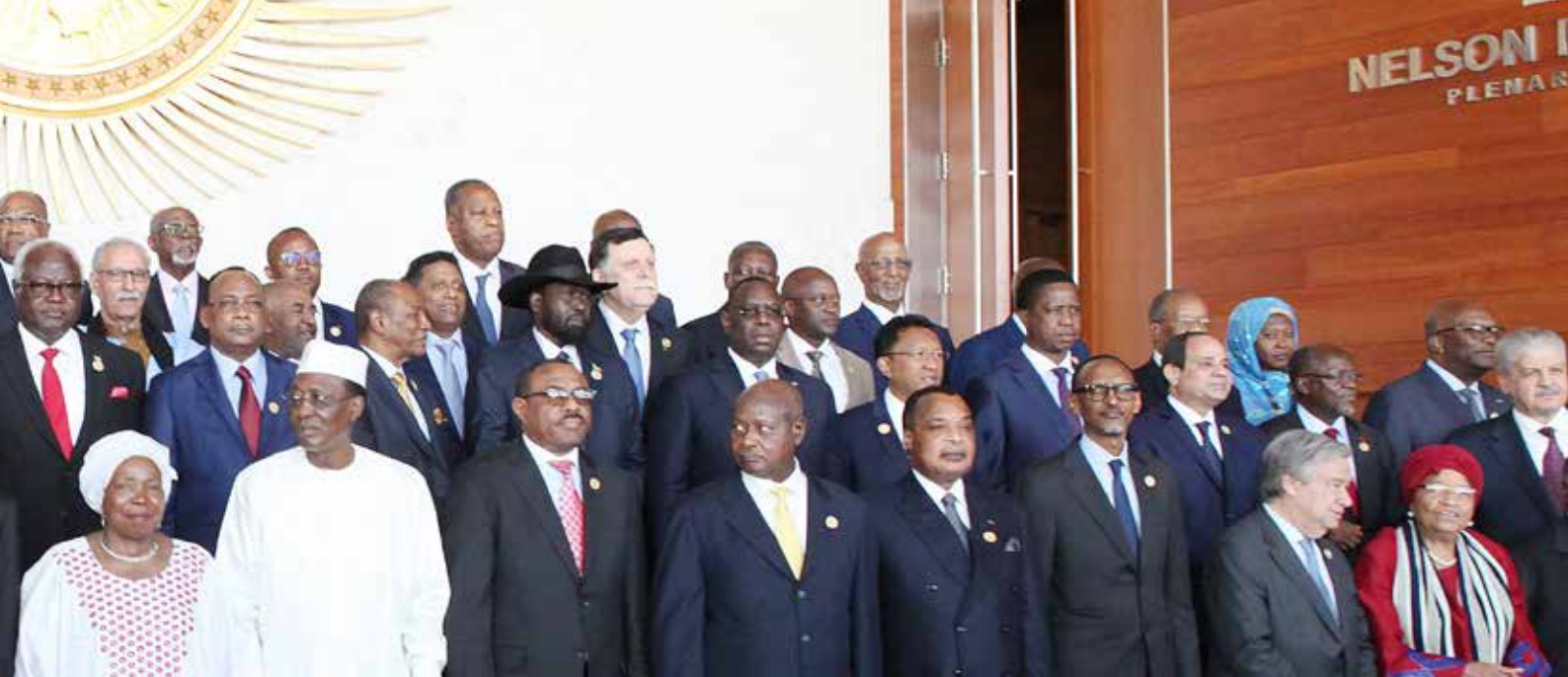
At a regional level, AGRA has continued to advance engagements supporting the African Union institutions to drive continental efforts around the Biennial Review and the Scorecard.

AGRA's collaboration with the Bill & Melinda Gates Foundation (BMGF), in support of the African Union Commission Department of Rural Economy and Agriculture (AUC-DREA)

and NEPAD Planning and Coordination Agency (NPCA), to formulate the Africa Agricultural Transformation Scorecard (AATS), received a major boost at the high-level convening of select Heads of State and Government and other eminent personalities led by His Excellency the Prime Minister of Ethiopia and Bill Gates.

The convening, held on the margins of the 72nd session of United Nations General Assembly in New York on 21st September 2017, was attended by AGRA's Board Chairman and sought to present the merits of a continental agricultural scorecard to these champions for endorsement and political support. Following this engagement, a series of follow up meetings were held to finalize the scorecard and to prepare countries for its presentation at the AU Summit of January 2018.

As a result of these outcomes, AGRA now works closely with the AU, NEPAD, BMGF, and other partners to officially unlock the Scorecard, launch and popularize it through several events and communication avenues, and utilize it with Heads of State at the AU Summit in January 2019. As part



of this, AGRA will engage the Board to visit countries and recruit more Champions of the scorecard as well as drum up support for the 2018 Africa Green Revolution Forum.

At a regional level, AGRA has continued to advance engagements supporting the African Union institutions to drive continental efforts around the Biennial Review and the Scorecard.

Since the presentation of the Agricultural Biennial Review at the January 2018 Summit, a few positive signs of progress are emerging, notably:

- The Biennial Review is viewed as a significant success of the AU and NEPAD and associated institutions. It was able to secure data from over 47 countries across most of the 45 indicators. There is excitement by countries and development partners on this work and effort.
- The AU is getting a lot of visibility and respect for their leadership in the Biennial Review process, and this is the

reason why AGRA needs to continue to support and work with the AU institutions to deliver on their expected role in support to countries. This milestone is already enabling these AU institutions to invest the time, resources, and seriousness to maintain a top-quality product such as Biennial Review and NAIPs moving forward.

- To maintain this process and to strengthen the credibility of the AU to partners and countries, AGRA is finalizing a grant to the AUC, NEPAD, and RECs that will help them continue to move this forward and continuously improve.
- As a result of these outcomes, AGRA now works closely with the AU, NEPAD, BMGF, and other partners to officially unlock the Scorecard, launch and popularize it through several events and communications avenues, and utilize it with Heads of State at the AU Summit in Jan 2019.
- AGRA will engage with its Board members to visit countries and recruit more champions to support the scorecard process and drum up its use on the continent leading to the 2018 African

Green Revolution Forum to be held in Kigali in September.

Regional Economic Communities (RECs)

AGRA has also strengthened ties with RECs in response to the need to link country level interventions with regional priorities.

Specifically, AGRA has partnered with USAID and DFID on regional policy harmonization, while working directly with RECs to drive the formulation and implementation of Regional Agricultural Investment Plans (RAIPs) and providing NAIP formulation and implementation support to their member states. To strengthen our regional work, AGRA signed a partnership agreement with ECOWAS to establish close cooperation and partnership in the areas of government support and policy engagement, as well as advancing discussions on a partnership with the East African Community (EAC) to support regional seed and fertilizer harmonization.

Over the last decade, Burkina Faso has taken steps to accelerate its agricultural development, leading to an impressive 7.2% annual growth rate in production between 2005 and 2012. This development is supported by several key structural reforms made by government, as well as interventions supported by development agencies.

AGRA's strategy prioritizes initiatives that complement the work of government and build on inherent strengths to increase smallholder farmers' income and food security. The strategy draws heavily from lessons learned from AGRA's past investments totalling US\$22.3 million in Burkina Faso's agricultural research and capacity building, input systems development, market development and policy. AGRA's strategy emphasizes gender inclusive transformation through gender integrated approaches to drive equitable access to inputs, finance and agriculture education.

At the national level, AGRA is supporting the finalization of the PNSR-II and the ongoing decentralized planning process for this National Agricultural Investment Plan (PNIA), particularly strengthening capabilities to attract foreign direct investment, input as well as extension services in a timely manner in Centre-Est and Centre-Ouest.

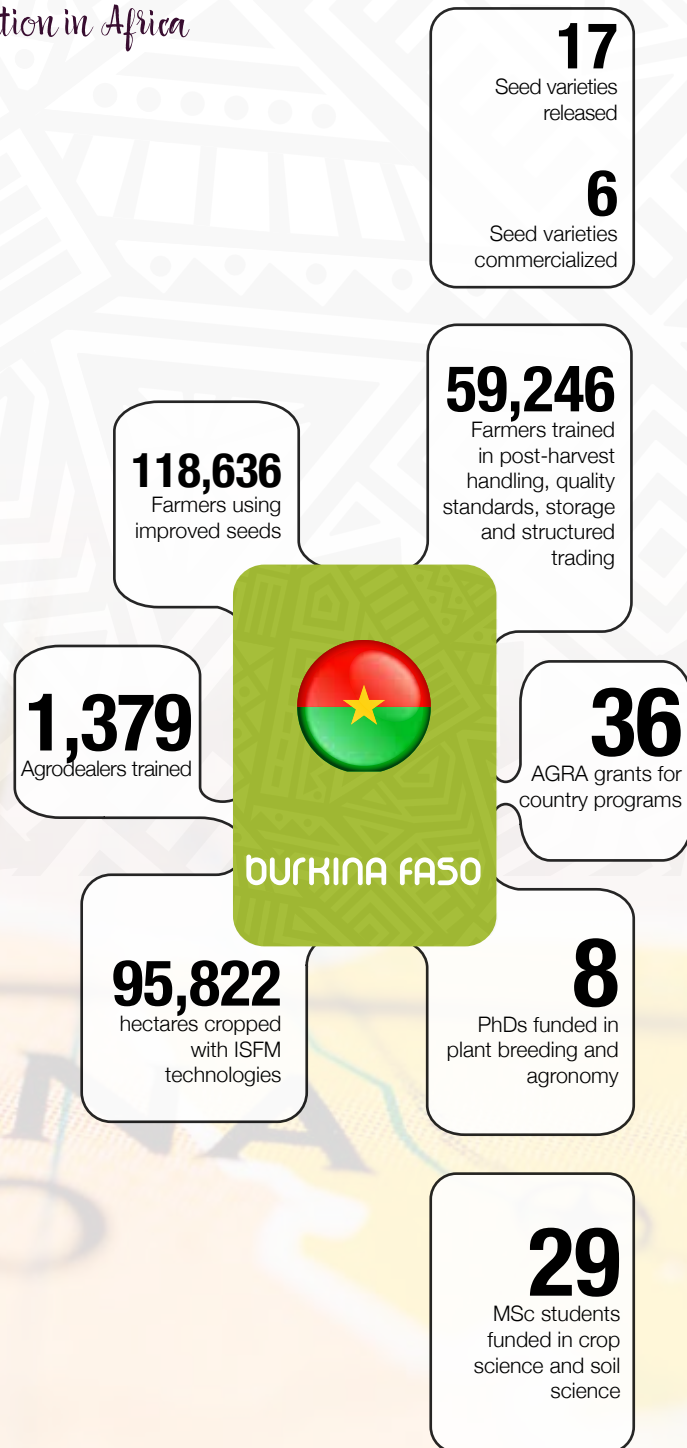
AGRA-supported initiatives in Burkina Faso are expected to directly impact 837,000 farmers over the next five years, while indirectly impacting another 1.9 million farmers. The cost of this plan is estimated to be US\$38.5 million.

2017 Micro Reforms for African Agribusiness (MIRA) Initiatives

The Agricultural Sector Investment Code progressed from development through to validation by stakeholders including senior government officials and the Council of Ministers. The process is at the legislation stage at the National Assembly.

The national strategy for development of Warrantage was validated by stakeholders and approval by senior government officials and the Minister of Agriculture.

The agricultural marketing regulations to improve and prioritize the sourcing and use of domestic agricultural staple products (Public procurement) were approved in early 2017 when the Prime Minister's Office signed the decree 2017-002/PM/SG/DGEF on measures relating to the consumption of local foodstuffs by public organizations.



Ethiopia

The Government of Ethiopia (GoE) has consistently devoted a significant portion of its budget to pro-poor programs and investments. One of these investments is the 2nd Growth and Transformation Plan (GTP II) that focuses on shifting agriculture from food security and productivity to commercialization of the sector and increasing the role of private sector.

GoE's deliberate efforts to enhance the agricultural sector, the availability of 35M hectares of agricultural land, and increasing private sector interest in agriculture places Ethiopia on a path toward agricultural transformation.

AGRA is building on past successes and learnings in Ethiopia with US\$18.7M already invested. The bulk of these investments are in input systems development and policy & advocacy but with a renewed emphasis on country support and policy engagement.

Additional investments include enhancing systems and farmer levels development. AGRA's new strategy lays emphasis on driving a gender inclusive transformation through gender integrated approaches and equitable implementation of its interventions.

The strategy targets four regions: Amhara, Oromia, SNNP & Tigray and will cost about US\$15M for five years.

2017 Micro Reforms for African Agribusiness (MIRA) Initiatives

The comprehensive legal framework for contract farming for agro-processing and value addition moved from the administrative to the legislative stage.

The directives and guidelines for streamlining policy processes and procedures under which cereals export restrictions are introduced and revoked progressed to approval stage at the Ministry of Trade.

The reforms on removal of import duties and taxes on agricultural machinery spare parts, irrigation, drainage equipment, and animal feed ingredients and compound feeds were achieved in December 2017. The Agricultural Transformation Council chaired by the Prime Minister made the final decision to remove duty and taxes.

The reform on the National Seed Policy advanced from the administrative stage and was approved by the Minister for Agriculture.

28

Seed varieties released

14

Seed varieties commercialized

63,309

Farmers using improved seeds

84,256

Farmers with knowledge on ISFM

1,249

Agrodealers trained

17

AGRA grants for country programs

ethiopia

34,574

hectares cropped with ISFM technologies

19

PhDs funded in plant breeding and agronomy

51

MSc students funded in crop science and soil science

The Government of Ghana (GoG) regards agriculture as a key sector and has recently unveiled key flagship projects with the aim of increasing productivity. Investments in agriculture are guided by the 2nd Phase of Medium Term Agriculture Sector Investment Plan (METASIP II) (2014 – 2017), which is the National Agriculture Investment Plan (NAIP) and is currently under review. GoG's prioritization of the sector, coupled with excellent agronomic conditions, a good technological input base and a strong set of partners (private and public) puts Ghana on the path towards the transformation of its agricultural systems and increased productivity and incomes of small holder farmers.

AGRA is building on past successes and learnings in Ghana where AGRA invested US\$ 64.2M. Additional investments include enhancing systems and farmer level development. AGRA's strategy emphasizes gender inclusive transformation through gender integrated approaches to drive equitable access to inputs, finance and agriculture education.

The strategy targets two Agro-Ecological Zones (AEZs); the Brong Ahafo and Northern regions using an end to end delivery approach to drive impact at scale over a five-year period and targets 1.2M Small Holder Farmers (SHFs) at a cost of US\$ 31M.

2017 Micro Reforms for African Agribusiness (MIRA) Initiatives

The approval, passage and gazetting of Ghana Seed Draft Regulations moved to the Parliamentary approval stage. A pre-laying workshop was organized in December 2017 for the Subsidiary Legislation Committee of Parliament to obtain their inputs before the Minister of Agriculture lays the regulations in Parliament.

Development and approval of an electronic data base for improving the efficiency of the fertilizer subsidy programme advanced to approval stage by the Minister of Agriculture. Esoko was contracted to register farmers in 2017 and to pilot the e-subsidy mobile application for distributing fertilizer and seeds to Planting for Food and Jobs beneficiaries in the two AGRA-focused geographies.

67

Seed varieties released

39

Seed varieties commercialized

81,981

Farmers trained in post-harvest handling, quality standards, storage and structured trading

261,880

Farmers using improved seeds

5,250

Agrodealers trained

117

AGRA grants for country programs



GHANA

228,568

hectares cropped with ISFM technologies

20

PhDs funded in plant breeding and agronomy

38

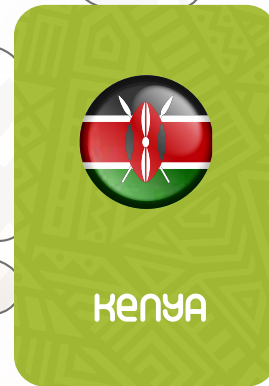
MSc students funded in crop science and soil science

Kenya

In response to changes in Kenya's macro-economic context and country constitutional shift to a devolved structure, Kenya is developing a new agricultural strategy and positioning itself to transform its agricultural systems and increase the productivity and income of smallholder farmers. There is a great likelihood of successful transformation given the high agricultural potential, a vibrant private sector ready to invest in agriculture and government commitment.

AGRA's strategy prioritizes initiatives that complement the work of other actors to significantly increase smallholder farmers' income, food security and nutrition by driving productivity, strengthening linkages between market and production systems, supporting government to deliver on its priorities and supporting the development of an improved enabling environment. The strategy emphasizes gender inclusive transformation through gender integrated approaches to drive equitable access to inputs, finance and agriculture education. It draws heavily from lessons learned from AGRA's past investments of US\$48.9 million in Kenya's agriculture and targeted at input systems development, market development and post-harvest management.

Targeted interventions address critical resource gaps to catalyze private and public sector investments in each of the four value chains with the overall goal of impacting 1.65 million smallholder farmers over the next 5 years. The cost of this five-year plan is estimated to be US\$25M.



112

Seed varieties released

79

Seed varieties commercialized

168,253

Farmers trained in post-harvest handling, quality standards, storage and structured trading

183,692

Farmers using improved seeds

5,087

Agrodealers trained

95

AGRA grants for country programs

141,380

hectares cropped with ISFM technologies

25

PhDs funded in plant breeding and agronomy

31

MSc students funded in crop science and soil science

Malawi

To drive its agricultural transformation agenda, Malawi has developed a five year National Agriculture Policy (NAP, 2016-2020) and a National Export Strategy (NES). The country is currently reviewing the National Agriculture Investment Plan (NAIP) and the Malawi Growth and Development Strategy II. Despite consistently allocating about 15% of its national budget to the agricultural sector, Malawi has not achieved the targeted 6% agriculture sector growth in the NAP. The country has an imbalanced allocation of the agriculture budget - 70% of budget on the Farm Input Subsidy Program (FISP) and continues to face major challenges in food security.

Building on AGRA's 10 year investments of US\$20.9 million in Malawi, the current strategy focuses on policy and country support as well as systems and farmer level investments. AGRA country support includes institutional technical support on planning and accountability and reforming the FISP. AGRA also supports government implementation of the new NAIP, finalization of the fertilizer and seed policies, and development of a national resilience plan.

At a systems level, AGRA's catalytic interventions are strengthening seed and input distribution systems to enhance demand driven seed and fertilizer supply; and enhancing market linkages for legumes as an alternative export crop to tobacco in line with Malawi's NES. AGRA is promoting financing of value chains through the establishment of an incentive-based risk sharing system for agriculture lending and provides farmer advisory support services around production.

AGRA's interventions focus is in the central and northern regions of Malawi and will directly impact 0.8M farmer households with an estimated budget of US\$25M.

33

Seed varieties released

27

Seed varieties commercialized

44,891

Farmers trained in post-harvest handling, quality standards, storage and structured trading

81,261

Farmers using improved seeds

4,311

Agrodealers trained

51

AGRA grants for country programs

MALAWI

55,811

hectares cropped with ISFM technologies

11

PhDs funded in plant breeding and agronomy

33

MSc students funded in crop science and soil science

Mali

Mali is poised for agricultural transformation. Agriculture is a key pillar of Mali's Strategic Plan for Poverty Reduction and the breadbasket regions in the southern part of the country have a relatively stable political climate and strong presence of private sector and development partners.

AGRA's approach simultaneously seeks to support governments in developing and implementing robust national agricultural strategies, while catalyzing change at the system and farmer-levels in the maize, sorghum, millet and cowpea value chains.

The strategy draws heavily from lessons learned from AGRA's past investments totalling US\$20.23 million in Mali's agricultural input systems development, market development and post-harvest management.

AGRA is partnering with the Government of Mali to support its agropole strategy by driving sector coordination for better performance, co-developing a new agricultural investment plan, and addressing market access and production issues that constrain sector performance.

The Government requires additional capacity to implement its strategy, develop a national investment plan, and coordinate private sector partners, local government, and development partners.

AGRA is positioned to impact about 940,000 farmers with a budget of about US\$36M.

2017 Advocacy Initiatives

The draft legislation on Warehouse Receipt System (WRS) was adopted by the Government of Mali and presented to the Parliament for passage into law. A study analysis on barriers to trade was commissioned in 2017, guaranteeing the establishment of the WRS as a continuation of what the Market Policy Node and Hub had accomplished earlier. The report of the analysis was translated into a policy brief and validated by key stakeholders. This included radio discussions organized for a wider buy-in and collective ownership of the process which led to the adoption of the draft legislation in Parliament.

Draft harmonization of the Seed and Fertilizer regulations with ECOWAS Seed and Fertilizer Regulation was submitted to the National Directorate of Agriculture for expert review and Cabinet adoption. AGRA commissioned a desk review and identified gaps in legislation and policy enforcement upon which the evidence generated was used to create awareness on the findings of the reviews and changes required in policy enforcement and quality control mechanisms for the input market.

86

Seed varieties released

29

Seed varieties commercialized

40,300

Farmers trained in post-harvest handling, quality standards, storage and structured trading

181,051

Farmers using improved seeds

4,689

Agrodealers trained

47

AGRA grants for country programs



MALI

274,987

hectares cropped with ISFM technologies

11

PhDs funded in plant breeding and agronomy

31

MSc students funded in crop science and soil science

The Government of Mozambique has put in place the Strategy and Plan for Agricultural Development - Plano Estrategico de Desenvolvimento do Sector Agrario (PEDSA, 2010-2020) and the National Agricultural Investment Programme - Programa Nacional de Investimento do Sector Agrario (PNISA, 2014-2018) to achieve its agricultural development objectives.

The Mozambique agricultural sector has been growing at 6% per annum on average since 2005. The main driver of this growth is the expansion of land under cultivation rather than productivity increase.

AGRA's strategy in Mozambique builds on its decade-long experience and investment of US\$58.4 million supporting the sector, and prioritizes initiatives that complement the work of other actors to significantly increase smallholder farmers' income and food security through an improved enabling environment and strengthened linkages between market and production systems.

AGRA is working with the government to implement the PEDSA and harness the dynamism of private sector to promote sustained production and build market systems that provide opportunities to smallholder farmers and other actors.

Targeted investments will directly impact 1.53 million smallholder households over the next five years and also indirectly impact another 3.75 million smallholder households. The cost of this five-year plan is estimated to be US\$27 million.

45

Seed varieties released

37

Seed varieties commercialized

135,140

Farmers trained in post-harvest handling, quality standards, storage and structured trading

202,290

Farmers using improved seeds

1,193

Agrodealers trained

70

AGRA grants for country programs

MOZAMBIQUE

165,031

hectares cropped with ISFM technologies

6

PhDs funded in plant breeding and agronomy

46

MSc students funded in crop science and soil science

Nigeria

Agriculture is increasingly a key driver of Nigeria's economy contributing 26% to GDP and employing 42% of the population. In recent years, the Government of Nigeria (GoN) has placed fresh emphasis on the agriculture sector in its efforts to generate broad-based growth, diversify the economy away from crude oil, while creating jobs and providing for food security. GoN unveiled a novel Agricultural Promotion Policy (APP 2016-2020) also known as the Green Alternative aimed at achieving food security goals, import substitution, job creation, and economic diversification. Investments in agriculture are anchored on the Agriculture Sector Investment Plan (ASIP)/(the Green Alternative Plan).

AGRA and its partners recognize that consistent high-level interventions at both federal and state levels are required to deliver a broad-based economic solution. AGRA works with partners such as the Bill & Melinda Gates Foundation on federal level engagement and apply a dual approach which includes country support/policy engagement at state level (and federal level if needed) as well as systems and farmer development in prioritized states.

The strategy draws heavily from lessons learned from AGRA's past investments in Nigeria totalling US\$15.97 million with emphasis on gender inclusiveness and equity.

The five-year strategy targets 1.9M smallholder farmers in two states (Kaduna and Niger) at a cost of approximately US\$ 25M.

2017 Micro Reforms for African Agribusiness (MIRA) Initiatives

The House of Representatives in Parliament passed the National Agricultural Seed Council Bill (Seed Bill) in October 2017. The Bill is before the Senate.

The Fertilizer Quality Control Bill also advanced in the National Assembly and went through the first reading in the Senate in March 2017, the second reading in September 2017 and the Committee Stage Public Hearing in November 2017.

Institutional arrangements to reach millions of smallholder farmers with appropriate fertilizer was achieved in December 2016 when the President announced in his budget presentation that the Presidential Fertilizer Initiative (PFI) had commenced. A second bilateral agreement (second phase) on the Presidential Fertilizer Initiative was signed in May 2017 in Rabat to ensure adequate and affordable supply of fertilizers to farmers in Nigeria.

19

Seed varieties released

17

Seed varieties commercialized

117,550

Farmers using improved seeds

146,150

Farmers with knowledge on ISFM

4,132

Agrodealers trained

45

AGRA grants for country programs

nigeria

80,793

hectares cropped with ISFM technologies

20

PhDs funded in plant breeding and agronomy

27

MSc students funded in crop science and soil science

The Government of Rwanda (GoR) has made remarkable progress as evidenced by the sustained GDP growth of 8% in the last 10 years thus establishing a track record of strong growth and macro-economy stability. The agriculture sector strategy is embedded in the GoR's Vision 2020, the national vision and policy framework and further laid out in the second Economic Development and Poverty Reduction Strategy (EDPRS II 2013-2018) that positions agriculture as a key sector and significant contributor to economic growth. EDPRS II is operationalized through the 3rd Phase of the Strategic Plan for the Transformation of Agriculture (PSTA III - 2013-2018) and Agriculture Sector Investment Plan (ASIP) II, which is the sector's Investment Plan. Vision 2020, EDPRS II, PSTA III and ASIP II are all under review with the new documents expected to be finalized in the first quarter of 2018. The agricultural sector investment's contribution to the impressive economic growth and poverty reduction is commendable and needs to be sustained.

Over the years, AGRA has invested US\$10.13 million and now seeks to support GoR to sustain this by working with partners and the government to increase incentives for private sector participation and investments into the sector while also enhancing access to finance and markets; the adoption of climate smart technologies and use of inputs (seeds and fertilizer). Specifically, the government and partners recognize that the seed system in Rwanda is under developed – with farmer-saved seed and public procurement and distribution representing the majority of seed volume – an area in which AGRA has strong comparative advantage to deliver impact.

The strategy targets 360,000 small holder farmers over a period of five years for an estimated total cost of US\$25M.

54

Seed varieties released

47

Seed varieties commercialized

71,642

Farmers trained in post-harvest handling, quality standards, storage and structured trading

87,032

Farmers using improved seeds

650

Agrodealers trained

37

AGRA grants for country programs



RWANDA

56,130

hectares cropped with ISFM technologies

8

PhDs funded in plant breeding and agronomy

29

MSc students funded in crop science and soil science

With a GDP growth of more than 7% p.a. and a vast and vibrant agricultural sector that contributes 23% to the GDP and employs more than 65% of the country's population, Tanzania has developed its new agricultural strategy (ASDP II) and is well-positioned to transform its agricultural systems and increase the productivity and income of smallholder farmers. The country has high agricultural potential and an increasing private sector interest to invest in agriculture.

The strategy draws heavily from lessons learned from AGRA's past investments totalling US\$65.8 million in Tanzania's agricultural input systems development, market development and policy.

Targeted interventions address critical resource gaps to catalyze private and public sector investments with the overall goal of directly impacting 1.5 million smallholder farmers over the next five years with the potential to indirectly impact another 2 million smallholder farmers. The cost of this five-year plan is estimated to be US\$28.3M.

2017 Micro Reforms for African Agribusiness (MIRA) Initiatives

Improved access by private seed companies to public protected pre-basic and basic seeds was achieved in January 2017 when the Minister of Agriculture signed the Government Circular on Authorization of New Varieties of Plants, 2016 (amended Circular 2011).

Removal of barriers to the registration of new fertilizer products arising from the requirement of three seasons of testing and a payment of testing fee of \$10,000 for each season was achieved in February 2017 following the signing and gazettelement by the Minister of Agriculture. Improving the delivery of fertilizers was achieved in June 2017 in the Minister of Finance's budget speech for 2017/2018. Proposed changes included the abolition of fees and taxes charged by various regulatory authorities during importation and clearing of fertilizers.

2017 Advocacy Initiatives

A reduction of crop cess from 5% to 3% for cash crops and 2% for food crops respectively was achieved, as was the subsequent announcement of the lifting of the export ban in November 2017.

2017 also marked the reduction of counterfeit inputs and improvements in access to quality seeds for smallholder farmers by 25% using a mobile-based technology introduced by Tanzania Seed Certification Institute (TOSCI).

The National Post-Harvest Management (NPHM) Strategy was approved and incorporated into ASDP II with a formal launch of document slated for 2018.

52

Seed varieties released

41

Seed varieties commercialized

290,086

Farmers using improved seeds

297,951

Farmers trained in post-harvest handling, quality standards, storage and structured trading



7,377

Agrodealers trained

136

AGRA grants for country programs

TANZANIA

176,568

hectares cropped with ISFM technologies

16

PhDs funded in plant breeding and agronomy

34

MSc students funded in crop science and soil science

The Government of Uganda's (GoU) priorities are clearly outlined in the Agriculture Sector Strategic Plan (ASSP) 2015-2020.

Effective delivery of this strategy will enable Uganda to achieve an inclusive agricultural transformation by striving to contribute to wealth creation and employment through the implementation of actions for value chain development of twelve priority and four strategic commodities.

AGRA's strategy emphasizes gender inclusive transformation through gender integrated approaches to drive equitable access to inputs, finance and agriculture education. With the last couple of years seeing an investment of US\$31.6 million, AGRA has targeted capacity development, input systems development, market development and post-harvest management.

AGRA's new investments focus is on: National level interventions support government in the coordination and implementation towards meeting goals set under ASSP 2015-2020 as well as identifying and operationalizing staple crop flagship projects that strengthen national and sub-national coordination and stimulate strong sector growth. AGRA is also facilitating at a system level, interventions that unlock market failures and systemic issues. In particular, investments will support the development of a national agriculture finance policy and strengthen the national agriculture credit facility to include an incentive-based risk sharing facility. In addition, AGRA is supporting the development of structured and integrated trading systems that drive effective and efficient small holder access to inputs, finance and markets.

AGRA's support focusses on selected value chains and regions and will impact 1.5m smallholder at an estimated cost of US\$23.9m.

81

Seed varieties released

58

Seed varieties commercialized

45,280

Farmers trained in post-harvest handling, quality standards, storage and structured trading

141,569

Farmers using improved seeds

1,405

Agrodealers trained

59

AGRA grants for country programs



UGANDA

82,327

hectares cropped with ISFM technologies

20

PhDs funded in plant breeding and agronomy

38

MSc students funded in crop science and soil science



AGRA is African-led

AGRA is an alliance led by Africans who are delivering uniquely African solutions that help farmers sustainably boost production and connect to rapidly growing agriculture markets.

AGRA is farmer centred

AGRA invests in Africa's family farmers - Millions of hardworking men and women typically farming on less than a hectare of land. They are the backbone of Africa's agriculture, economies and future.

AGRA is partnership driven

All of AGRA's work is delivered through partnerships with farmers, community leaders, researchers, national and local governments, businesses, civil society groups, philanthropies and the donors

AGRA is catalyzing Africa's agricultural transformation

AGRA is a partner of choice, the go-to-partner for agricultural transformation for sustainable development in Africa. We are sought after for our technical and innovative approaches

AGRA is leading a knowledge culture

AGRA is a thought leader influencing and inspiring the trust of leaders, donors and partners to model better ways to implement, deliver and account for sustainable development in Africa.





2017 Milestone Highlights



AGRA continued to drive the implementation of the new five-year strategy that kicked off in 2017 and the change management process. We prioritized resource mobilization and implementation of a series of process enhancements to position the institution to be more efficient and effective. Further, AGRA continued to manage previous investments in seeds, innovative finance and postharvest loss management that will carry on until 2018/2019.

We now have country teams in place in Ghana, Tanzania, Burkina Faso, Malawi, Mozambique and Mali and continue to establish teams in Ethiopia, and Nigeria. The teams in Kenya, Uganda, and Rwanda will be built in 2018. In the meantime, transition teams are supporting work in each of these countries.

“

AGRA's overall goal is to catalyze and an Inclusive agricultural transformation in Africa to increase incomes and improve food security.

For 9 million households, this is being done through the direct action of AGRA, grantees and partners, to increase productivity, access to markets and finance in countries where it seeks to catalyze an agricultural transformation.

AGRA is helping smallholder farmers adopt an integrated package of technologies-improved seeds, fertilizers, and agronomic practices that have the capability to close the yield gap among key staple crops and consequently improve smallholder farmers' well-being.





Leading agriculture partners boost Africa's transformation journey

BILL & MELINDA
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Four prominent organizations supporting African agriculture joined forces in an innovative strategic partnership to increase incomes and improve the food security for 30 million smallholder farm households in at least 11 African countries by 2021.

The multi-million dollar Partnership for Inclusive Agricultural Transformation in Africa (PIATA) was launched at the 2017 African Green Revolution Forum (AGRF). It is an innovative and transformative partnership and financing vehicle to drive inclusive agricultural transformation across the continent.

Together, the Bill & Melinda Gates Foundation, the Rockefeller Foundation and the United States Agency for International Development (USAID) will provide up to US\$280 million to catalyze and sustain inclusive agricultural transformation. PIATA reflects a recognition that greater impact and value can be

achieved through a strategic partnership that builds on what has been achieved by each partner across the continent, pulling them together in ways that catalyze and sustain transformation at scale.

Thus, PIATA is an important collaboration between donors that aligns to the Malabo agenda agreed upon by African Heads of State and Government in 2014. It signals an enduring commitment to Africa's transformation agenda. PIATA is but one of various means by which each of the partners support African countries to deliver on agricultural transformation. Its partners continue to provide support through avenues, including direct support to continental agencies, government bodies and in-country partners. The partnership will allow partners to align and complement existing efforts, making new investments in developing input systems, value chains, and policy where they will have the most impact.



AGRA Board Members join PIATA representatives at the launch of the partnership at the sidelines of the 2017 African Green Revolution Forum (AGRF) held in Abidjan, Cote d'Ivoire.

According to the 2017 Africa Agriculture Status Report, Africa needs an agricultural revolution that is distinct and links millions of small farms to agribusinesses, creating extended food supply chains, jobs and economic opportunities for large segments of the population. Agriculture is still the best bet for an inclusive African economic growth and poverty reduction.

Such a transformation will require greater political, policy, and financing commitments from across the public and private sectors. It will also require new partnership models like PIATA, which is hailed as an outstanding example of how partners can collaborate with African countries' visions and systems to deliver on their own transformation, in line with their national economic development strategies.

Each PIATA partner boasts strong networks of local, private sector and implementers from across the continent,

that will benefit from stronger integration of investments and alignment of approaches to boost not only development but business outcomes as well.

Delivering on Africa's potential requires both the public and private sectors to engage in new ways and strengthen collaboration. The role of the private sector and non-state actors in agricultural development and in support of the formulation of country agriculture plans is critical for sustainable growth.

PIATA will shape how partners engage on the continent. They have committed to delivering impact against a shared results framework and aligning PIATA country operations to national agriculture plans. This is the first time a partnership of this scale that is based on a shared results framework has been launched on the continent, its shared results framework

is a significant achievement and the cornerstone of the partnership.

AGRA is the primary implementing institution of the partnership under the institution's new strategy for the continent. Founded in 2006, AGRA and its partners have spent more than a decade building the systems, tools, and knowledge required for an inclusive agricultural transformation. The partnership is a means to scale up its support to country agricultural transformation and serves as a go-to partner for governments.

The ultimate expectation is that the PIATA model will attract other public and private players in the agriculture landscape to support Africa on a path to prosperity through agricultural transformation.

Africa charting a path to prosperity

After *Seizing the Moment* at the 2016 AGRF and securing political, policy, and financial commitments worth more than US \$30 billion, African leaders must move decisively to harness this surge of support for agriculture and ensure it creates jobs and drives economic growth across the continent - particularly for 300 million young Africans coming into the job market over the next 15 years.

The 2017 AGRF congregated with a focus on, "Accelerating Africa's Path to Prosperity: Growing Inclusive Economies and Jobs through Agriculture." The Forum intensified the spotlight on agriculture as the key driver of African economies and established how to ensure agriculture and agribusiness promoted inclusive and sustainable rural development.

What has been true for the rest of the world is especially relevant for Africa today: Economic diversification and lasting wealth creation begin with a vibrant agriculture sector. In many African countries, agriculture still accounts for more than 70 percent of employment and a significant portion of GDP. It is essential for achieving the Sustainable Development Goals (SDGs) and building a better future for all Africans.

Under the leadership of the Government of Cote d'Ivoire, and co-hosted by the AGRF Partners and the African Development Bank, the 2017 AGRF shaped up as a premier platform, building on the 2016 edition's success with similar leadership from across the continent and the globe. The Forum



Dignitaries and delegates attending the opening ceremony of the 2018 AGRF in Abidjan in September 2017.

attracted over 1200 delegates, high level dignitaries including African Heads of State, Agriculture and Finance Ministers, business leaders, thought leaders, senior donor representatives, and other key stakeholders.

The AGRF has grown into a platform where partners and delegates showcase their progress towards agriculture transformation year upon year. It inspires world leaders, the private sector and civil society to the common objective of turning smallholder farming in Africa into profitable businesses.

The 2017 AGRF drove achievements towards:

Follow up on the 2016 commitments: Showcasing progress made on the AGRF 2016 commitments to advance political goodwill, policy, and financing to African Agriculture and aligning with support for the Malabo Declaration and global agenda on the SDGs.

Political and Policy Leadership from African governments: Showcasing leadership of a few African Heads of State and ministers, particularly the progress made and the lessons learned from their

agricultural transformation efforts, so that they serve as champions for the rest of the continent.

Political and financial support from development partners and the private sector: In the spirit of the *Seize the Moment* campaign in Nairobi in 2016.

New business deals: Several announcements of new business contracts between the private sector, small and medium enterprises, and communities of smallholder farmers were announced in commodity value chains of interest to smallholder farmers.

The Abidjan Declaration: A powerful multi-sectoral statement that captured the moments, progress, and commitments for the future.



Two women visionaries named Africa Food Prize laureates

Two women, women, working at both ends of the agriculture supply chain in Africa, were awarded the 2017 Africa Food Prize. Hon. Prof. Ruth Oniang'o, a professor and advocate of nutrition from Kenya, and Mme Maimouna Sidibe Coulibaly an entrepreneur and agro-industrialist, from Mali were awarded for their exemplary efforts in driving Africa's agriculture transformation.

Hon. Prof Ruth Oniang'o was recognized as the leading voice of nutrition in Africa and for her relentless advocacy for the availability and affordability of diverse and nutritious crops for millions across the continent. She pioneered nutrition leadership in academia, research, and policy to improve food security and nutrition. Her ground-breaking work, with farmers' groups and rural communities connects agriculture and nutrition both in research and practice providing a natural link between agriculture and nutrition.

Mme Maimouna Sidibe Coulibaly, on the other hand was feted for her mission to produce and supply improved and high-yielding seed that have led to improved incomes and nutrition for millions in Mali and other West African countries. Through sheer hard work and consistency, she has overcome multiple hurdles to build a leading seed company that is fast becoming a model for Africa's agri-businesses. Her company, Faso Kaba, specializes in the production and sale of a wide range of improved seeds, including cereals, oil seeds, market gardening, fodder and tuber seeds that can improve agricultural yields by up to 40 per cent.



H.E. Olusegun Obasanjo, Chairman of the Africa Food Prize Committee poses with the 2017 Award laureates, Prof. Ruth Oniang'o (left) and Mme Maimouna Sidibe Coulibaly (right).

The US\$100,000 Prize recognizes and puts a spotlight on shining examples of agricultural projects that are transforming lives and economies. The 2017 Prize winners come from both the public and private sector representing how both groups are working together to transform agriculture into a high value industry sector. The 2017 AFP awards had over 600 nominees establishing it as the most prestigious prize for African agricultural development.

The Chairperson of the Prize Committee, H.E. President Olusegun Obasanjo of Nigeria, commended Hon. Prof Oniang'o and Mme Coulibaly on behalf of the Committee for their trailblazing efforts that are improving the socio-economic wellbeing of millions in Africa.

The Africa Food Prize began as the Yara Prize, and was established in 2005 by Yara International ASA in Norway to honor achievements in African agriculture. Moving the Yara Prize to Africa in 2016 and rechristening it the Africa Food Prize gave the award a distinctive African home, African identity and African ownership.

The Africa Food Prize and the Yara Prize have brought much-deserved recognition to 17 recipients from Ethiopia, Kenya, Malawi, Mozambique, Nigeria, Rwanda, Senegal, Tanzania, Uganda and Zimbabwe whose outstanding achievements point the way forward to a more vibrant farming sector for the entire continent by making African farms more productive, profitable and resilient.

Representing a wide cross section of African society, the winners of the Prize have included entrepreneurs, scientists, community organizers and activists, business leaders, and policy makers – all contributing in diverse and effective ways to a green revolution in Africa that bolsters the continent's agricultural development and food security.

The Africa Food Prize is hosted by AGRA and its partner Yara International.



Securing our future

AGRA President leads presentation of the Berlin Charter at G20 Conference

In preparation for the G20 Summit held in Hamburg, Germany in July 2017, the German Government convened the G20 Conference “ONE World No Hunger. Future of the Rural World” where an international and independent group of experts led by Dr. Agnes Kalibata, President, AGRA and Prof. Joachim von Braun of The Center for Development Research, Germany unveiled the Berlin Charter.

The Charter is a modern guiding vision for forward-looking rural development. It shows the challenges, but above all possible solutions for rural areas: strategic dissemination of new technologies, access to innovations, improved infrastructure, good governance, closer ties between urban and rural areas, the rigorous protection of resources, adaptation to climate change and, above all, creating new jobs.

The Charter was developed through a consultative process with young people and drafted by an advisory committee composed of experts on rural development, civil society, and the private sector. It was developed in a process aimed at creating consensus on key messages and demands for rural development. It brought together development experts, civil society and the private sector and opened up a fresh discussion with the global public and hundreds of conference participants.

It maps out a model for rural development that seeks to enhance the productivity and sustainability of the agri-food sector in rural



AGRA President, Dr. Agnes Kalibata and The Centre for Development Research's Prof. Joachim von Braun lead other international and independent group of experts in unveiling the Berlin Charter.

areas as vital drivers of long-term jobs and income.

Specifically, it calls on the G20 governments to:

- Lift at least 600 million people out of hunger and undernutrition by 2025 with appropriate agricultural, nutrition and anti-poverty policies.
- Take concerted political and humanitarian actions to immediately end the food crises situations in East Africa, the Horn of Africa and other locations of acute suffering; support agriculture actions that address droughts and climate change and the agenda of the African Malabo declaration on agriculture.
- Facilitate access to education and youth training for all by 2025 by increased investments in rural education, including vocational training for young entrepreneurs;
- Cut youth underemployment at least by half by 2025 through increased support of investment in rural infrastructure and services in rural areas combined with job

creation and active labour market policies on a large scale;

- Provide equitable and affordable access for all, especially youth in rural areas, to information and communication technologies (ICTs) and provide opportunity for peer to peer learning.

Close to 150 young people from Africa and G20 countries were at the Berlin Conference with a resounding message that they know what they want; empowerment and participation, innovation, access to finance, effective connections between rural and urban areas, access to markets and capacity building.

This initiative is funded through the generous support of:

**BILL & MELINDA
GATES foundation**

Africa Enterprise Challenge Fund (AECF) launched as an autonomous entity



The Africa Enterprise Challenge Fund (AECF) limited - a spin-off of the Alliance for a Green Revolution in Africa (AGRA) - was relaunched at an event held in Nairobi, mid 2017.

The launch of AECF Ltd. as a separate legal entity marks the next step in the growth of the Fund and will highlight agriculture, agribusiness and renewable energy in Africa's development with a new emphasis on youth, women and equitable growth in Africa's rural heart land. We plan to empower young people and women by giving them relevant skills to the market place".

The Africa-based AECF was launched at the World Economic Forum in 2007 and began operations in 2008, when it launched its first competition. Since then, it has grown from a US\$34 million fund to the current US\$256 million Enterprise Challenge Fund that has supported 257 businesses in 23 countries and has reached over 10 million people across the continent. It funds businesses in a number of sectors, namely, agribusiness, rural financial services, communications systems, renewable energy and adaptation of innovative technologies to combat climate change.



Africa Enterprise Challenge Fund's Board Chair, The Rt. Hon. Lord Paul Boateng and AGRA President, Dr. Agnes Kalibata launch the new entity and inaugurate AECF's new offices.

AECF is currently visible in a number of countries including Kenya, Somalia, Burundi, Tanzania, Ethiopia, Uganda, Rwanda, Mozambique, Zimbabwe, South Africa, Malawi, Sierra Leone, Mali, Burkina Faso, Nigeria, Liberia, Ghana, DR Congo, South Sudan, Cameroon, Cote d'Ivoire, Zambia and Gambia.

The organization that funds businesses in agribusiness, rural financial services, communications systems, renewable energy and adaptation of innovative technologies to combat climate change will endeavor to expand its operations to new geographies in Africa.

So far, 57 percent of the funds have been invested in agriculture and there are plans to expand to other sectors in the near future. The combination of these investments in the different sectors allows the fund to generate innovative and profitable ways of improving how markets work for the rural poor.

The fund provides funding to businesses by running a series of thematic and

geographic competitions targeting specific economic sectors in Africa. Going forward, the AECF will build on its track record and will continue to create sustainable rural livelihoods through private sector-led initiatives that address market failure and promote inclusive growth. In this next phase, the Fund seeks to increase its funding base from US\$256 million to US\$ 500 million within the next three to five years, paying special attention to gender issues and youth employment. In addition, it will expand its operations to new geographies in Africa.

The AECF will be a source of innovation and at the forefront of unlocking the potential of rural Africa to increase its productivity and jobs for young people and women and bring relevant skills to the market place.



AGRA and AUC sign MOU to catalyze the Malabo Declaration

The African Union Commission (AUC) and the Alliance for a Green Revolution in Africa (AGRA) signed a Memorandum of Understanding in 2017 to facilitate effective coordination to catalyze the implementation of the Comprehensive Africa Agriculture Development Programme (CAADP) - Malabo Declaration commitments for accelerated agricultural transformation in Africa.

The MoU was signed by H.E Josefa Sacko, the AUC's Commissioner for Rural Economy and Agriculture, and Dr. Agnes Kalibata, AGRA President. Also in attendance was, NEPAD Agency Director of Programme Implementation and Coordination, Mrs. Esterine Fotabong and DREA Director, Dr. Godfrey Bahiigwa.

The tripartite MoU spells out the roles of the AUC, NEPAD Agency and AGRA to:

- Strengthen country planning, policy and program efficiency, to increase financing and promote growth;
- Strengthen country and regional coordination and accountability mechanisms;
- Strengthen national and regional agricultural policies and systems;
- Boost the adoption of good agricultural practices and innovations; and
- Increase private sector and development partners' participation in agriculture and build support for sustained investments in agriculture.



H.E. Madama Josefa Sacko, Commissioner for Agriculture and Rural Development, African Union Commission (AUC), and AGRA President, Dr. Agnes Kalibata exchange signed documents at the AUC in Addis Ababa.

During the signing ceremony, H.E. Commissioner Sacko expressed her gratitude to AGRA for the collaboration and good working relations the organisation has and continues to have with the AUC and NEPAD Agency respectively.

She said the MoU would be used to expedite the implementation of the Malabo Declaration in AU Member States, emphasizing that, "We do not want MoUs that stay on the shelf, we want to implement and deliver on our priorities!"

Dr. Kalibata reiterated AGRA's commitment to work with AU Member States in revolutionising agriculture through its partnership with the AUC.

"The AUC and NEPAD Agency give us an opportunity to come together and hold ourselves accountable for the kind of transformation we want to see for this continent," Dr. Kalibata said.

The agreement allowed for collaboration in 2017 and opened opportunities for AGRA to partner with the African Union to develop and disseminate the Africa Agriculture Transformation Scorecard (AATS).

The AATS, the first of its kind in Africa, captures the continent's agricultural progress based on a pan-African data collection exercise led by the African Union Commission's Department of Rural Economy and Agriculture (DREA), NEPAD Agency and Regional Economic Communities in collaboration with technical and development partners. Countries were assessed on the seven commitments in the Malabo declaration, across 43 indicators.

The AATS tracks progress in commitments made by AU Heads of State and Government through CAADP and the Malabo Declaration to increase prosperity and improved livelihoods for transforming agriculture. The indicators chosen to track the performance categories were defined on the basis of the strategic objectives derived from the Malabo Declaration.

AGRA, CIMMYT and FAO mitigate against the Fall Armyworm menace in Africa



A highly damaging invasive insect-pest, the Fall Armyworm (FAW) (*Spodoptera frugiperda*) first noticed in Nigeria, Africa in January 2016, has since been reported in several countries in southern and eastern Africa, including Kenya. The fall armyworm has been reported in all countries in southern Africa except Lesotho as well as in most countries in eastern Africa, including Kenya, Tanzania, Uganda, Rwanda, Ethiopia and Burundi. It has also been reported in several countries in West and Central Africa, including Nigeria, Ghana, Benin, Togo, Democratic Republic of Congo and the island nation of Sao Tome Principe.

The Center for Agricultural and Biosciences International (CABI) estimates the losses to Africa's maize could cost the continent US\$3bn in 2017. FAW is highly polyphagous insect-pest, and can feed on a wide array of crops including maize, wheat, rice, sorghum, millets, groundnut, cowpea, cotton, sesame etc.

Since maize is extensively grown in sub-Saharan Africa, the extensive damage is most obvious on maize. FAW moths can migrate over long distances (over 100 km per day) and breed quite fast. While there



The fall armyworm is highly polyphagous insect-pest, and can feed on a wide array of crops including maize, wheat, rice, sorghum, millets, groundnut, cowpea, cotton, sesame etc.

are certainly no silver bullets to this problem, experiences from America clearly call for a well-coordinated, multi-disciplinary and multi-institutional initiative in sub-Saharan Africa, based on an Integrated Pest Management (IPM) strategy.

The Alliance for Green Revolution in Africa (AGRA) in conjunction with the International Maize and Wheat Improvement Center (CIMMYT) and the Food and Agriculture Organization (FAO) jointly led a stakeholder engagement that brought a diverse array of stakeholders together in 2017, including Ministries of Agriculture/National Plant Protection Organizations (NPPOs), renowned experts (from UK, US and Brazil) working on invasive insect-pests and their control, scientists from relevant international and national research and development organizations based in Africa, and private sector institutions with potential solutions to the menace.

At a meeting convened by AGRA, CIMMYT and FAO in Nairobi, participants reviewed the status of FAW incidence and impacts in Africa; discussed the available technological options for minimizing the damage caused by this invasive insect-pest; provided concrete recommendations on a well-

coordinated strategy for effective management of FAW in Africa; and identified appropriate partnerships to develop and deploy short-term, medium-term, and long-term solutions to the farming communities.

There is hope however, that a biological agent could be deployed in the future. Lancaster University professor, Kenneth Wilson found a virus that killed the loosely related African armyworm. Replicating the same virus in the fall armyworm could create a viable pesticide against the insect.

Lessons can also be drawn from Brazil, which has grappled with the worm for decades, even as the pest has developed resistance to a growing range of pesticides. The country spends some \$600m a year in the battle, but has benefitted from the worm's vulnerability to freezing temperatures, meaning that turning soils in the cold season can kill the pupae and larvae between harvests.

 CIMMYT



Food and Agriculture Organization
of the United Nations

Africa Agriculture Status Report calls for policy emphasis on commercialization by smallholders

The 2017 Africa Agriculture Status Report (AASR) commissioned and produced by AGRA, focuses on transforming African smallholder agriculture and agribusinesses to appropriate a US\$1 Trillion food market and replace natural resources as the driver for the continent's economic growth.

The power of entrepreneurs and the free market drives Africa's economic growth in tandem with food production, as business wakes up to the opportunities in a rapidly growing food market in Africa, that may be worth more than \$1 trillion per annum by 2030, substituting imports with high value food made in Africa. This is the main conclusion of the 2017 Africa Agriculture Status Report (AASR), launched in Abidjan, Cote d'Ivoire.

According to the report, agriculture will be Africa's quiet revolution, with a focus on SMEs and smallholder farmers creating the high productivity jobs and sustainable economic growth that failed to materialise from mineral deposits and increased urbanisation. Despite 37 percent of the population now living in urban centres, most jobs have been created in lower paid, less productive services rather than in industry, with the service sector accounting for more than half of the continent's GDP. Smart investments in the food system can change this picture dramatically if planned correctly.

Further, the report highlights the opportunity for Africa to feed the continent with food



According to the report, agriculture will be Africa's quiet revolution, with a focus on SMEs and smallholder farmers creating the high productivity jobs and sustainable economic growth

made in Africa that meets the growing demand of affluent, fast-growing urban populations looking for high value processed and pre-cooked foods. Currently part of this growing demand for Africa's food is met by imports. These amount to US\$35Bn per annum and are expected to cost \$110Bn by 2025 unless Africa improves the productivity and global competitiveness of its agribusiness and agriculture sectors.

Although the report acknowledges that the private sector holds the key to the transformation of the food system, the study is clear that left to the private sector alone, growth in the agri-food system will not be as fast as it could be, nor will it benefit as many smallholder farmers and SMEs that it should. Government support is needed to stimulate and guide the transition. As a high priority, governments need to create an enabling business environment, and in particular, meet targets to invest ten percent of GDP in agriculture, as earlier agreed at the 2003 African Union (AU) Summit as part of The Comprehensive Africa Agriculture Development Programme (CAADP).

The AASR urges governments to nurture a globally competitive food production sector through such measures as increasing infrastructure investment in secondary cities and towns, improving the reliability of energy and water supplies, building more wholesale market spaces, promoting open regional trade, identifying and investing in first mover crops and introducing stricter standards for food safety and quality.

Various authors in the report make a call on governments to stimulate new private-public partnerships for more innovative financing and insurance provisions that lead to increased resilience for farmers and their households. The AASR points out that there are many opportunities presented by digital technology such as satellite tracking and big data. These can help locate new high value agri-economic zones and smarter financing and food security policies, especially in the face of climate change.

The report concludes that although progress is being made, Africa still needs to pick up the pace if it is to compete globally and turn itself from importer to exporter by feeding its people with food made in Africa.

New book highlights the PASS journey

According to estimates by the Alliance for a Green Revolution in Africa (AGRA), and thanks to improved availability of and access to high yielding, high-quality seed, millions of farmers in Africa are now harvesting two to three times more grain compared to a decade ago.

In 2017, a new publication that tracked and documented the work of the Programme for Africa's Seed Systems (PASS), an AGRA initiative covering 18 countries was launched. Farmers in many of these countries are harvesting yields of up to 5MT per hectare, up from an average of about 1MT before the program was started.

Under the program spanning a period of 10 years, more than 600 new varieties of major African crops have been bred and released. In addition, 112 local, private seed companies have been established, up from 10 in 2007 in the whole of sub-Saharan Africa excluding South Africa. As a result, over 600,000 MT of high-quality, high-yielding seeds have been produced and distributed to an estimated 15 million farmers, with significant impacts on yields and income. Distribution has been through a network of about 20,000 private, village-based agro-dealers that have been trained and supported to set up small rural shops that bring the seeds closer to farmers.

Speaking at the launch of the book, AGRA President, Dr. Agnes Kalibata, observed that establishing a viable system for the supply of quality, high-yielding seed was an essential component of agricultural transformation.



The PASS book tracks and documents the work of the Programme for Africa's Seed Systems (PASS), an AGRA initiative covering 18 countries

"Initiatives like PASS are contributing to a new image of African agriculture that is far from the scenes of low productivity and widespread rural poverty of previous decades. Today, many farming households are getting double and triple yields leading to higher incomes. They also have access to crops that are more nutritious, that are drought and pest resistant, and that cook faster using less firewood and saving both the environment and time," Dr. Kalibata said.

"Increasing the supply of improved seeds will continue to play a crucial role in growing Africa's economies through agriculture, but will be made more sustainable, we believe, through the development of the entire food value chain especially by private local agri-businesses, more forward-looking policies, and stronger regulatory institutions," she said.

Dr. Joe DeVries, AGRA's Vice President for Program Development and Innovation, noted that the work of PASS has helped farmers to increase their productivity and

wellbeing. "We are really pleased to see that farmers across the continent have adopted the new seed. But, the really good news is that crop yields in several countries are increasing for the first time in decades," said Dr. DeVries.

"It is extremely gratifying to see that this catalytic investment of about \$300 million in the national seed sector across the continent over the last decade has yielded a good harvest and laid the foundation for Africa to feed itself," he added.

According to the book, entitled, *The PASS Journey: Seeding an African Seed Revolution*, the transformation of the agriculture sector is critical to Africa's economic prosperity. An improved agriculture means food security for all and the growth of agri-based enterprises resulting in job creation, especially for the youth.

Program for Africa's Seed Systems (PASS) is funded through the generous support of:

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Digital toolkit provides Tanzania farmers access to finance, inputs & training

Smallholder farmers in Tanzania now have access to a digital toolkit that provides a unique digital saving plan for inputs, coupled with timely, tailored farming advice, that will help to solve several major problems confronting farmers in poor areas, including access to finance, to inputs, and to agricultural training.

The programme to deliver this plan was launched in 2017 by the Alliance for a Green Revolution in Africa (AGRA), Positive International Limited (PIL), and Grameen Foundation with funding from the MasterCard Foundation.

The digital toolkit allows farmers to gradually pre-pay for the inputs they require via mobile money, at discounted prices. It will also provide them with a customized inputs package based on their crop and production goals, and deliver mobile-phone based farming advice to ensure the best use of those inputs.

One of the greatest challenges faced by farmers is that they rarely have cash at the beginning of the planting season, forcing them to seek credit to buy inputs which compounds their risks. The program seeks

to build farmers' resilience by enabling them to put aside cash through their mobile wallets, so they can buy quality inputs in time, with discounts up to 30%.

In Tanzania, smallholder farmers produce nearly 70 percent of the country's food, but roughly half of them grow enough to sell. They lack access to modern farming technologies, are unable to afford improved inputs, and are out of reach of public extension services for quality technical support and training. Instead, they mostly rely on rain-fed production, low mechanization and recycled seeds whose potency diminishes with each season.

Farmers that seek to invest in modern farming technologies can rarely borrow from formal financial institutions, as only 6% of total bank credit goes towards agriculture. They bet their meager savings on farm supplies available through opportunistic peddlers--with no quality guarantees.

At the same time, reputable private sector agri-input dealers see little profit opportunity in delivering quality services to rural areas due to the high costs of doing business, limited farmer ability to pay, and insufficient

economies of scale. As a result, average productivity per hectare of most crops is just 1.7 tons per hectare—a fraction of that in other parts of the world, yet the yields of key staple crops such as maize are stagnating or declining due to soil degradation and extreme climate conditions.

The digital toolkit will consist of a crop plan that provides farmers with a customized inputs package based on their production goals. It will also offer mobile phone based customized extension services via Short Message Service (SMS) to guide farmers' input use.

Once proven in Tanzania, the partners intend to utilize their shared capacity to introduce the concept and the toolkit to other African countries.

The Digital Input Financing Toolkit Program is funded through the generous support of:



Karan Kapoor (Left), the Managing Director of Positive International and Raphael Wolf, Project Manager for Grameen Foundation at the launch of the digital input financing toolkit in Tanzania.

Taking stock of AGRA's capacity building efforts in Africa



The Improved Masters in Cultivar Development for Africa (IMCDA) program, funded by the Bill & Melinda Gates Foundation (BMGF) through the Alliance for a Green Revolution in Africa (AGRA), held its fourth Joint Partners Meeting in Durban in July 2017 bringing together local and international universities, national research stations, CGIAR centers, and the students involved in the programme to review its progress and learnings.

Implemented at three universities; Kwame Nkrumah University of Science and Technology (KNUST) in Ghana, Makerere University in Uganda, and the University of KwaZulu-Natal (UKZN), IMCDA is designed to train plant breeders using modern breeding technologies, with a significant portion of the training delivered through e-learning materials developed with support from Iowa State University's Plant Breeding E-Learning for Africa Project (PBEA).

AGRA's, capacity building efforts on the continent are a significant component of its 10-year journey of shared success which has seen over 750 specialists in plant breeding and soil management trained at MSc and PhD level to support national research organizations and to build capacity for agricultural systems across countries.



AGRA is training a new breed of scientists / plant breeders with a product development mind-set that can work in the public or private sector

'We are training a new breed of scientists/plant breeders with a product development mind-set that can work in the public or private sector,' said Dr Rufaro Madakadze, AGRA's Program Officer, Capacity Building. AGRA's work is focused on small-holder farmers, seeking to transform how they do their work to improve livelihoods using numerous technologies, working with a wide range of partners to transform and a green revolution in Africa.

The partnership meeting included the articulation of progress of the programme, challenges and mitigation, feedback on e-curricula implementation and sustainability, lessons from internship students and hosts, and a strategy for scale-out of the programme.

AGRA is evolving into an organization that has a diversified value proposition, playing the role of convener, thought-leader, policy advocate, private sector partner, grantee capability builder, and implementation supporter, in addition to continuing with its vital role as a catalytic grant maker. With this capability; AGRA is now positioned to become the go-to partner for government and continental bodies seeking to drive agricultural transformation, providing strategy support for the development of national

plans, creation of bankable investment plans and implementation support to effectively and efficiently deliver results.



Kwame Nkrumah University



Makerere University



The Improved Masters in Cultivar Development for Africa (IMCDA) program is funded through the generous support of:

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AGRA supported firms recognized by the London Stock Exchange



Private sector companies increasingly play a crucial role in the transformation of Africa's agricultural sector. As part of its catalytic role, the Alliance for a Green Revolution in Africa (AGRA), has supported many start-up private companies across the continent.

This has been particularly successful in the seed production sector where, together with its partners, AGRA has grown the number of seed companies from 10 in 2006 to over 100 today.

In 2017, three of these companies received major global recognition with a listing on the London Stock Exchange Group's (LSEG) inaugural 'Companies to Inspire Africa' (CTIA) report. The pioneering report showcases Africa's leading private companies, with the most inspiring stories and strongest growth potential.

The three companies feted include Comptoir2000 and Faso Kaba from Mali and Nafaso from Burkina Faso. Comptoir2000 prides itself on improving the living standards of Malians in low-income situations. Faso Kaba is a phenomenal seed company that is growing in leaps and



In 2017, three AGRA supported firms received major global recognition with a listing on the London Stock Exchange Group's (LSEG) inaugural 'Companies to Inspire Africa' (CTIA) report.

bounds while Nafaso is contributing to the availability of food resources in-country and across the whole of West Africa.

The Rt. Hon. Priti Patel, MP and Former, Secretary of State, Department for International Development (DFID), UK lauds Companies to Inspire Africa as a product that showcases some outstanding stories of innovation, bravery and growth across the continent. "It brings Africa's entrepreneurial spirit to an international audience", she said.

The report creates a database of the fastest growing companies, showcasing vast investment opportunities and facilitating these companies' advancement to their next stage of development. In order to be featured, companies had to be active, privately held with headquarters or their primary operations in Africa, with less than \$1 billion revenue per annum, as well as a demonstrated growth over the past three years. The companies delivered an impressive average compound annual growth rate (revenue) of 16% over a three year period 2013-2015.

A total of 343 companies from 42 African countries identified as the continent's most exciting and dynamic small businesses were listed from in all regions of Africa, with the highest concentration of companies from West Africa (31%), closely followed by East Africa (26%) and Southern Africa (22%). Kenya, South Africa and Nigeria are the countries with the most companies in the publication, each represented by over 50 companies.

These companies represent a wide range of sectors, including industry (23%), financial services (16%), consumer services (14%) and agriculture (13%) and were identified through a collation of nominations by key partners as well as Development Finance Institutions, Venture Capitalists, Private Equity Firms and Impact Investors.



London
Stock Exchange

AGRA partners with the Government of Kenya for global data forum

Kenya hosts Global Summit on Agriculture and Nutrition Data

The reality of agriculture as an attractive business proposition for smallholder farmers in particular is fast gaining traction. A testimony to this was the impressive turnout, of private sector representatives at the Global Open Data on Agriculture and Nutrition (GODAN) hosted by the Kenya Government with funding and technical support from AGRA in June 2017.

Evidence-based approach using credible data will enable Africa transform its economies through agriculture. Such data is useful in engaging with the private sector and other players who are key partners in moving the wheels of development through agricultural transformation.

In the climate change era where drought is a new and constant reality, the continent cannot build resilience without the availability of the right data to inform the decisions made to drive agriculture. As an example, there is a need for data amongst insurance companies to develop innovative agricultural packages.

Hosted by the former Cabinet Secretary, Ministry of Agriculture, Livestock and Fisheries, in Kenya, Hon. Willy Bett and officiated by the Cabinet Secretary for Finance, Hon. Henry Rotich, the forum attracted leading international and national banks, manufacturers of agriculture machinery and equipment, leading insurance companies, agro-chemical and other inputs producers, farmers' representatives, development partners and high level public officials.



Kenya's Cabinet Secretary for Finance, Hon. Henry Rotich tries out some of the equipment on display at the 2017 GODAN. He is accompanied by his colleague, Hon. Willy Bett (Third Right), former Cabinet Secretary for Agriculture, Livestock and Fisheries.

The Kenya Government fulfilled a commitment made at the September 2016 GODAN Summit that was held on the margins of the UN General Assembly, in New York to host GODAN in Kenya in 2017. Kenya also accepted to champion the principles of collaboration and use of open data for agriculture and nutrition within the G77 and give support to the Comprehensive Africa Agriculture Development Programme (CAADP) in Africa.

Titled "*Catalyzing Agricultural Transformation for Inclusive Growth*" the GODAN summit looked at ways to harness the demographic dividend through investment in food and nutrition data.

Co-convened by the Government of Kenya, the GODAN Secretariat, G77 Secretariat, African Union (NEPAD) and the Platform of African Farmers' Organizations (PAFO), the Summit focused on:

- Increasing financial, human and technological capacities in the global South for agriculture and nutrition data with an emphasis on SDGs and CAADP;
- Improving the coordination of data for agriculture and nutrition across

governments, private sector, and academia in the global South;

- Harmonizing policies that improve collection, coordination, use, dissemination of agriculture and nutrition data;
- Providing a platform for peer-learning, co-creation and sharing of expertise and practices on proven successes in the use of quality data and standards for agriculture and nutrition;
- Creating opportunities for the adoption of youth driven agricultural innovations within the public sector; and
- Facilitating networks to showcase proven initiatives on open data for agricultural transformation.



Innovative fertilizer tool to empower 50 million African families

In 2017, four years of dedicated work by scientists in 13 African countries resulted in the creation of innovative tools to help farmers maximise their profits from investments in fertilizers. The Fertilizer Optimization Tools (FOTs) were created as part of the Optimizing Fertilizer Recommendations for Africa (OFRA) project, through a grant from AGRA funded by the Bill & Melinda Gates Foundation, and coordinated by CABI and the University of Nebraska-Lincoln.

There are over 50 million families living in the rural areas of the 13 countries where this project has been exploring ways to optimize fertilizer investment based on profit maximization.

The yield gap between what smallholder farmers in Africa produce and the potential crop yield is of great concern. This is partly due to inadequate soil fertility. If extension services and agro-dealers used the optimization approach to advise farmers on fertilizer use, farmer profitability as well as productivity is expected to greatly increase. As farmers' financial ability improves they are expected to increase input use and further increase productivity.

The investment in the OFRA project is a big step away from blanket recommendations for fertilizer, and seeks to use fertilizers on the basis of the nutrient needs for specific crops and the underlying conditions in 67 different agro-ecological zones. It treats farms as rational economic businesses and supports them to make the best of their investment in fertilizer, even when they are resource-constrained.



AGRA's Head of Soil Fertility and Fertilizer Systems, Dr. Rebbie Harawa, speaks at an Optimizing Fertilizer Recommendations for Africa (OFRA) project meeting

The scale of the OFRA project has been substantial:

- 13 cooperating countries: Burkina Faso, Ethiopia, Ghana, Kenya, Malawi, Mali, Mozambique, Niger, Nigeria, Rwanda, Tanzania, Uganda & Zambia
- Data from 606 OFRA field trials has been made available in an on-line database

The researchers carried out research trials to test fertilizer responses for over 20 different crops

- 5,275 crop response functions were developed from legacy [previous research] and OFRA trial data
- 10,162 legacy datasets on response of crops to fertilizers collated covering 37 crops or crop combinations
- Fertilizer use optimization book published with chapters from all the 13 countries – 750 copies have been printed
- 2,836 extension workers empowered on how to use the FOTs to advise farmers.

The data collected to date covers all of the staple crops that small-scale farmers are likely to grow – with some 375 crop or cropping system-specific fertilizer optimization recommendations across 67 different agro-ecological zones in the 13 participating countries.

Over 1,000 scientists in the participating research institutes and other collaborating organizations also learned how to amend the fertilizer optimization tools to respond to new crop selections or changing factors like market prices.

There are currently 74 fertilizer optimization tools that run on computers. Paper-based look-up tables present a cut down version of the tools, but mean that the approach can be used anywhere and by farmers following an introduction.

Optimizing Fertilizer Recommendations for Africa (OFRA) project is funded through the generous support of:

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University of Ghana releases three WACCI hybrid maize varieties

The National Variety Release and Registration Committee (NVRRC) of the Ministry of Food and Agriculture approved and recommended three new West Africa Centre for Crop Improvement (WACCI) hybrid maize varieties in 2017. These varieties have now been released to the market for cultivation and consumption.

The varieties, gazetted by the National Seed Council, were developed by WACCI Centre, University of Ghana, following eight years of extensive research and on-farm trials at Legon, Wenchi and Tamale; which represent three main major agro-ecological zones in Ghana.

The initial grant from AGRA was funded by the Bill & Melinda Gates Foundation and later by Scaling Seeds and Technologies Partnership in Africa (SSTP) - an AGRA program funded by USAID. The three new WACCI hybrid maize varieties are the first ever hybrid maize



Doctoral researchers from the University of Ghana's West Africa Centre for Crop Improvement.

seeds to be produced by a university in the history of Ghana.

Mr Seth Osei-Akoto, the Chairman of the NVRRC, made the announcement of the approval and recommendation of the new WACCI maize hybrids in Accra at the University of Ghana, Legon, after the Committee's final validation meeting.

"These white maize hybrids have yielded above 9MT per hectare in regions where moisture stress was not a problem. Areas like the Coastal Savanna and the transitional zones were ideal for maximum productivity of these hybrids," he noted.

This milestone is important to WACCI, as this is the first time that a university in Ghana has made such a momentous contribution to the country's development by releasing maize hybrids to farmers that are producing yields higher than all of the varieties previously available.

Quality improved seeds are the bedrock of government's key agriculture policy - *Planting for Food and Jobs*.

The West Africa Centre for Crop Improvement (WACCI) Centre at the University of Ghana is funded through the generous support of:



10th feather in NAFASO's cap - a fete in West Africa's seed sector

NAFASO, a long-standing partner of AGRA, has been awarded for the tenth time for its distinguished efforts in the production and commercialization of improved seed varieties across West Africa, particularly Burkina Faso and Cote d'Ivoire. This recognition was made at a ceremony held in Ouagadougou, Burkina Faso, when the company received the Grand Prix du TAC 2017, a symbol of great contribution towards the Traité d'amitié et coopération (TAC). TAC is a treaty signed in 2008 by ex-presidents



NAFASO is leading production and commercialization of improved seed varieties across West Africa

Laurent Gbagbo and Blaise Compaoré to promote cooperation and integration in areas of culture, trade and agriculture between Côte d'Ivoire and Burkina Faso.

COPTAC, an apolitical platform, organized the award ceremony to distinguish deserving companies and individuals, that have contributed in various ways to promote collaboration and integration between the two countries.

Since 2008, AGRA supported and collaborated extensively with the company to to expand its activities, build its networks, mentor other seed companies as a model, and contribute to the national seed production and commercialization effort, proving that the green revolution in Africa is possible and achievable.

African Partnerships catalyze investments in agriculture in four countries

Mutual accountability for results and impact is a key determining factor for Africa's development as enumerated in the AU 2014 Malabo Declaration which contains seven key commitments on agricultural transformation. The AU Heads of State and Government committed to, and in turn tasked the AUC and NEPAD Agency to lead the establishment of the Biennial Review Mechanism for regular country progress reports to the AU Assembly.

Increased performance by AU member states to deliver on targets set by the Malabo Declaration will trigger evidence based planning and implementation for agricultural growth and transformation in Africa. This will ultimately lead to the Africa We Want as embodied in the African Union's Agenda 2063 and in particular, to Aspiration 1 of Africa's Agenda 2063 - that seeks a prosperous Africa based on inclusive growth and sustainable development.

In 2017, four countries - Ethiopia, Kenya, Nigeria and Uganda, developed strategies to attract and increase investments in the agricultural sector. Organized in partnership with the Africa Union Commission and NEPAD Agency with support from AGRA and Africa Lead, the countries developed specific National Agricultural Investment Frameworks (NAIFs) aligned to the commitments agreed to in the Malabo Declaration, the Comprehensive Africa Agriculture Development Programme (CAADP) and optimized to open opportunities for agricultural investments.

The Federal Democratic Republic of Ethiopia launched the process of domesticating



The Federal Democratic Republic of Ethiopia launched the process of domesticating the commitments of the AU 2014 Malabo Declaration on Africa Accelerated Agricultural Growth and Transformation (3AGT), into their National Agriculture Investment Framework (NAIF).

the commitments of the AU 2014 Malabo Declaration on Africa Accelerated Agricultural Growth and Transformation (3AGT), into their National Agriculture Investment Framework (NAIF). The Government finalized and published the current 2016-2020 five-year plan, the Growth and Transformation Plan (GTP II) in 2015. The plan emphasizes economic diversification by improving the manufacturing sector in areas where Ethiopia has a comparative advantage in exports, including textiles and garments, leather goods, and processed agricultural products.

In Nigeria the government, developed a detailed plan of action, one that signals to our private sector partners that Nigeria's agriculture sector is open for business and primed to deliver new income opportunities to the millions of Nigerians dependent on farming and food production for a living. In developing a new national agriculture investment plan (NAIP), Nigeria provided a blueprint for restoring agriculture to its once prominent role, anchoring Africa's largest economy. The NAIP refreshes Nigeria's intention to make crop, livestock and fisheries the center-piece of Nigeria's economic development agenda.

In East Africa, agriculture is still a major force for Uganda's poverty reduction, economic

growth and development. The sector's contribution to national development remains strong with agriculture contributing 24% of the national GDP and 52% of total exports earnings in 2015/16.

The government's review of their NAIP was driven by the need to make the agricultural sector contribute to wealth and employment creation through the implementation of actions for the value chain development of twelve priority commodities, namely: bananas, beans, maize, rice, cassava, tea, coffee, fruits and vegetables, dairy, fish, livestock (meat), and four strategic commodities, namely, cocoa, cotton, oil seeds, and oil palm.

In Kenya, the Government launched a critical phase of its ambitious agriculture development strategy by agreeing on a roadmap to make crop and livestock production a powerful engine for economic growth. The process is creating a more prosperous, food-secure future for Kenya requiring a more entrepreneurial approach across the sector—in production, processing, inputs and marketing. This is attracting support for small and medium sized enterprises that are generating incomes and employment in rural communities.

AGRA and the African Wildlife Foundation partner for nature and agriculture



AWF's President, Mr. Kaddu Sebunya and Dr. Agnes Kalibata, AGRA's President at the signing ceremony.

The Alliance for a Green Revolution in Africa (AGRA) and the African Wildlife Foundation (AWF), resolved to work together on their shared objectives of improving the socio-economic well-being of Africa and its people.

The two Pan-African institutions have a common vision for a prosperous Africa. While AWF fosters new and innovative solutions to ensure the protection and preservation of Africa's wildlife and wildlands, AGRA works across the continent to help millions of small-scale farmers and their families lift themselves out of poverty and hunger through agricultural transformation.

Because agriculture is affected by and affects the environment, the partnership will see the two organizations tap into their mutual strengths in the development and implementation of programs that achieve the twin goal of increasing agricultural productivity and its attendant benefits as well as safeguarding the natural resource base that underpins a sustainable agricultural system.

"At AGRA, we believe that investing in agriculture through stronger partnerships is the surest path to reducing poverty, creating jobs and transforming economies

in Africa," said Dr. Agnes Kalibata, AGRA President as she hosted the AWF delegation led by the Foundation's President, Mr. Kaddu Sebunya.

"As the first part of our name – the Alliance – implies, we work with a broad spectrum of partners across the continent and beyond to transform smallholder farming. More specifically, we look forward to working with AWF to better understand different agro-ecological zones as we develop and roll-out seed, fertilizer and agronomic technologies that are adapted to these conditions," added Dr. Kalibata.

"At AWF, we work to ensure that wildlife and wildlands are part of our modern Africa and that they continue supporting agriculture which has become a critical engine for Africa's economic transformation. Some of the ecosystem services that are crucial to agriculture include, for example, water provisioning, soil and its nutrients and pollination services offered by bees and other pollinators. Acknowledging this inexplicable link between agriculture and the environment, we welcome the partnership with AGRA," said Mr. Sebunya.

This partnership is particularly important in the face of intensifying climate change related droughts, floods and diseases across Africa - all of which impact agriculture negatively.

IITA, CIMMYT, AGRA in partnership to strengthen maize production in Africa

Representatives from the Alliance for a Green Revolution in Africa (AGRA), the International Maize and Wheat Improvement Center (CIMMYT), and IITA convened at the seventh African Green Revolution Forum (AGRF), held in Abidjan, Côte d'Ivoire, to formalize ongoing strategic partnerships and strengthen collaboration.

Kenton Dashiell, IITA Deputy Director General, Partnerships for Delivery; Agnes Kalibata, AGRA President; and Boddupalli M. Prasanna, Director, CGIAR Research Program Maize & Global Maize Program, CIMMYT, signed a memorandum of understanding on behalf of the three organizations as a step in the formation of a new partnership directed at accelerating African agricultural transformation.

Through the MoU, AGRA, IITA, and CIMMYT will work together as a team to assist seed companies gain access to financing for production increase and commercialization, in response to the increased demand for hybrid seed. The agreement was reached on the need to increase farmer awareness of the new hybrids, including the establishment of on-farm demonstrations and links to agro-dealers in some Eastern, Western, Southern, and Central African countries.



African Union launches the Africa Agriculture Transformation Scorecard (AATS)

The African Union Commission presented the Biennial Review Report to the AU Assembly of Heads of State and Government in Addis Ababa in January 2018. For most of 2017, efforts to prepare for this inaugural meeting helped develop a mechanism for the review of progress made towards Africa's agricultural transformation.

The Heads of State endorsement of the merits of measurement, country-by-country, and government accountability to deliver an agricultural transformation marked a major milestone for Africa.

The Africa Agricultural Transformation Scorecard (AATS), the first of its kind in Africa, captures the continent's agricultural progress based on a pan-African data collection exercise led by the African Union Commission's Department of Rural Economy and Agriculture (DREA), NEPAD Agency and Regional Economic Communities in collaboration with the Bill & Melinda Gates Foundation, AGRA and several other technical partners. Countries were assessed on the seven commitments in the Malabo declaration, across 43 indicators.



The African Union Commission presented the Biennial Review Report to the AU Assembly of Heads of State and Government in Addis Ababa

–In the Malabo Declaration, AU member states committed to report on the progress towards achieving the 7 commitments of the Declaration on a biennial basis, with the first report presented at the 30th AU Assembly of Heads of State and Government. Preceding the “Inaugural Biennial Report on the Implementation of the June 2014 Malabo Declaration on Accelerated Agricultural Growth and Transformation for Shared Prosperity and Improved Livelihoods,” was the meeting of the 2nd Ordinary Session of the Specialized Technical Committee on Agriculture, Rural Development, Water and Environment that endorsed it in October 2017, in Addis Ababa (Ethiopia).

In 2017, the AUC conducted and facilitated six training sessions respectively in West (conducted in French and English), East, Central, Southern and North Africa regions, with 156 national experts trained including CAADP focal persons, monitoring and evaluation specialists and statisticians from the ministries of agriculture and other line ministries.

Fifty-one (51) AU member states participated in the training and familiarized themselves

with the Malabo Declaration, targets and indicators, and the biennial review reporting format, which has further embedded the culture of mutual accountability in Africa.

These initiatives have been bolstered by recent pushes for greater accountability and monitoring within African agriculture and food security efforts. The 2016 Africa Green Revolution Forum (AGRF) held in Nairobi yielded a commitment from AGRF partners to develop an agricultural transformation scorecard ahead of the CAADP biennial review. The scorecard measures and tracks indicators covering financial and policy commitments to ensure accountability and action in the CAADP process.

These efforts represent critical steps towards development that is sustainable and country-owned. The more governments adopt policies to complement agricultural development efforts, the greater the gains we will see in economic growth, food and nutrition security on the continent.

Commercial agriculture touching the lives of farmers in Rwanda

About three years ago, it was difficult for farmers in Kagitumba, Nyagatare District, Rwanda to get seeds on time and at affordable prices. This situation often resulted in poor yields and low household incomes.

In 2017 however, this situation changed following a partnership intervention of seed dealer, Rwanda Improved Seed Company (RISCO), Rwanda Agriculture Board (RAB) and Alliance for a Green Revolution in Africa (AGRA) to build the capacity of farmers and explore ways to improve access to quality seeds for staples like beans and maize.

The intervention is enhancing productivity and has resulted in more jobs in the area, thus boosting standards of living.

According to Fidel Nizeyimana, a maize researcher at RAB, the partnership between the three organisations has simplified farmers' access to inputs like seeds and fertilisers. RAB provided the hybrid seeds of both maize and beans for multiplication while AGRA provided financial and technical support.

Hybrid maize seeds produced by RISCO cost Rwf1,450 per kilogramme, while imported improved seeds sell at Rwf2,050 with ordinary maize going for Rwf500. Nizeyimana said more people now consider farming as a business, noting that the intervention has opened new avenues for job creation and better standards of living.

The partnership with AGRA has enabled farmers to learn good agronomic and farming practices, which has helped to improve production of maize and beans to 100MT per season, up from just 12MT previously and 84 hectares of land under maize and beans compared to 30 hectares before the partnership. Many more farmers now hold savings accounts with village saving and credit groups.



More people in Rwanda now consider farming as a business, noting that this has opened new avenues to create jobs and better standards of living

The program supporting RISCO is funded through the generous support of:

**BILL & MELINDA
GATES foundation**

YieldWise makes the difference for food loss and waste

In partnership with the Rockefeller Foundation, AGRA launched the YieldWise Initiative in Tanzania in 2016. YieldWise seeks to mobilize systemic transformation by integrating policy, financial, farmer training and aggregation, social and technological solutions with the intention of providing integrated solutions through which millions of smallholder farmers' lives will be improved. The program also seeks to provide social-economic resilience, and enhanced food and nutritional security through efforts to

mitigate post-harvest losses in food value chains.

In the 2017/18 post-harvest season, 85,000 farmers were recruited; 53,876 farmers were trained on post-harvest management; with a significant uptake in technologies including the sale of 766 plastic silos, 3,337 tarpaulins and 8,600 hermetic bags. The project also identified 220 aggregation centers, 189 of which were supported with aggregation equipment, moisture meters, weighing scales, tarpaulins and sieves. The program also signed forward delivery contracts with seven anchor buyers to procure 15,120MT from aggregation centers; aggregated and collected over 8,692MT by buyers; and trained 19,127 farmers on good agricultural practices jointly with input suppliers.

Further, in support of YieldWise, AGRA's Inclusive Finance team closed contracts for credit line/guarantee facilities with Equity Bank, Tanzania and the Tanzania Postal Bank to finance agro-dealers to stock hermetic bags; metal storage silos and cocoons. At the end of September 2017, five loans totalling US\$46,000 had been disbursed by Equity Bank to agro-dealers who used the money to stock up on hermetic bags.

The program supporting RISCO is funded through the generous support of:

**THE
ROCKEFELLER
FOUNDATION**

Tractors for Farmers - Creating mechanization waves across Africa

Most farmers in Africa own small parcels of land that make investments in mechanization uneconomical. In instances where they would like to mechanize, their incomes are too low to afford it.

Consequently, most farming activities are back-breaking with meagre returns due to sub-optimal productivity and high levels of post-harvest losses. Over the years, this has resulted in an ageing farming population as young people shun agriculture.

Most rural areas are rarely serviced by tractors. The majority of farmers are unable to reach out to the tractor services or operators as the few existing mechanization centres cannot easily connect to farmers. Tractor owners, on the other hand, are unable to monitor operations and continually incur losses.

This trend is gradually changing with the adoption of established concepts in other sectors of the economy that have been and customized to ease farmers' access to mechanization especially in rural and remote areas. One such concept that was at the



The partnership is creating a model where lead farmers having been financed to by tractors, use the equipment on their land and also lease them out to other farmers at an affordable price.

center of discussions at the 2017 ICT4Ag summit is the 'Uber for Tractors' model. Trials of this approach in Tanzania, Kenya and Ghana have provided lessons that can inform its scale-up across the continent.

In 2017, farmers in Tanzania benefitted from a partnership aimed at improving mechanization. The partnership between the Alliance for Green Revolution in Africa (AGRA) and ETC Agro Tractors and Implements Limited (EATIL) aimed at improving the yields and incomes of about 40,000 smallholder farmers in Tanzania, through increased and affordable access to mechanization.

The partnership is creating a model where lead farmers, mostly the more successful farmers in the village and other agri-enterprises, are selected after due diligence and linked to financial institutions that finance them to purchase equipment based on the identified needs. The lead farmers use the equipment on their land and also lease them out to other farmers at an affordable price.

Other than improving mechanization, the project has deployed an integrated end-to-

end solution for smallholder farmers. This includes providing farmers with advice on best practices to increase their yields, as well as linking them to markets for their produce by aggregating yields from different farms to attract large-scale buyers and fetch better returns.

The project has a capacity building component that is training the youth to operate and maintain the farm machinery and hence create jobs.

This program is funded through the generous support of:

BILL & MELINDA
GATES foundation



Farmers to benefit from new financial inclusion project in Ghana



The Smallholder Financial Inclusion project aims to promote financial inclusion through a broader uptake and usage of mobile money payments and related financial services by farmers.

About 10,000 smallholder farmers are benefitting from a Financial Inclusion Project aimed at promoting a broader uptake, use of mobile money payments and related financial services.

The project, launched in May 2017, aims at working with aggregators, out-grower businesses and agribusiness firms within the rice, soya bean and maize value chains to facilitate digital financial services among smallholder farmers through the mobile money platform, thus reducing the risks associated with cash transactions.

Agribusiness Systems International (ASI) is implementing the two-year Smallholder Financial Inclusion (SFIN) project aimed at leveraging new mobile technology and a network of private partnerships to improve the saving and investment capacity of smallholder farmers in Northern Ghana.

The project is funded through a grant from the Alliance for a Green Revolution in Africa (AGRA), with Tigo Cash earmarked as one of two mobile money service providers in the SFIN

project. The project aims to promote financial inclusion with a cumulative payment volume of US\$1 million.

Tigo Cash offers mobile money wallets to about 10,000 farmers and grants access to value chain actors; namely Masara N'zarki, Savanna Farmers, Heritage Seed Company, Shinkaafa Buni. These enterprises utilize Tigo Cash to pay farmers for their produce.

On receiving payments, farmers can take advantage of Tigo Cash services, withdraw funds or invest in other financial services such as savings or investment products from Capital Bank or Dalex Finance.

Roll-outs of the project focus on the Brong Ahafo, Northern, Upper East and Upper West regions with farmers currently being sensitized on the initiative.

Increasingly, mobile payments have been identified as the key to unlock

agricultural growth in rural areas. It not only benefits the farmers, local suppliers and value chain actors, but impacts the communities and regions through safer transactions, access to investments, ability to save and eventual growth of businesses.

Tigo Cash's involvement in the SFIN project consolidates the commitment to deepen financial inclusion in the country, identify ways to drive financial inclusion and create an eco-system of cashless payments in the country.

The Smallholder Financial Inclusion project is funded through the generous support of:

BILL & MELINDA
GATES foundation



2017 Financials



102.03	2.29	0.07
109.58	3.58	0.03
99.44	4.28	0.02
99.86	2	-0.01
99.94	4	0.08
101.52	2	0.08
102.42	4.23	0.11



ALLIANCE FOR A GREEN REVOLUTION IN AFRICA (AGRA)

Organization Information

For The Year Ended December 31, 2017

Principal Place of Business

West End Towers, 4th Floor
P O Box 66773 -00800
Westlands, Nairobi, Kenya

Registered Office

CT Corporation System (Registered Agent)
1801 West bay Drive NM, Suite 206
Olympia Washington, USA

Principal Bankers

Citibank, N.A.

Citibank House
Upper Hill Road
P O Box 30711-00100, Nairobi, Kenya
State Street Corporation
Non Profit Services
12 Avenue de Lafayette
Boston MA 0211, USA

Standard Chartered Bank Kenya Limited

Stanbank House, Moi Avenue
P.O. Box 30003-00100
Nairobi, Kenya

Barclays Bank of Kenya Ltd,

Barclays Westend Building,
Off Waiyaki Way PO Box 30120 – 00100,
Nairobi, Kenya

Commercial Bank of Africa

Ragati Road Upper Hill
P O Box 30437-00100, Nairobi, Kenya
Ecobank Ghana
Ground Floor Silver Star Tower
Airport City PMB KA 92
Kotoka International Airport
ACCRA, Ghana

Legal Consultants

Caplin & Drysdale, Chartered

One Thomas Circle NW Suite 1100
Washington DC 2005 USA

Coulson & Harney

5th Floor, West Wing, ICEA Lion Centre,
Riverside Park, Chiromo Road,
P. O. Box 10643-00100, Nairobi, Kenya

External Auditors

PricewaterhouseCoopers Certified Public Accountants

PwC Tower
Waiyaki Way/Chiromo Road, Westlands
P.O. Box 43963 - 00100, Nairobi, Kenya



The Directors have pleasure in submitting their report together with the audited consolidated Financial Statements for the year ended December 31, 2017, which disclose the state of affairs of the organization.

Organisation and nature of activities

Alliance for a Green Revolution in Africa (AGRA) is an international non-profit, Non-Governmental Organization committed to ending hunger and promoting economic growth in Africa by improving the productivity and profitability of small scale farmers. The activities of AGRA which are predominantly providing grant support to smallholder farmers are funded primarily through donor contributions.

The African Enterprise Challenge Fund (AECF) is a US\$250 million challenge fund for agribusiness in Africa. It is a special partnership initiative started by AGRA that supports its vision of "A food secure and prosperous Africa through rapid smallholder agricultural growth and transformation".

On April 1, 2017, following the incorporation of "The African Enterprise Challenge Fund" (The AECF) as a standalone entity, the governing authority of the new entity shifted to the Board of The AECF, and The AECF Ltd started autonomous operations. AGRA is the sole member of The AECF Ltd, a company limited by guarantee and incorporated in Mauritius and hence has consolidated the financial statements of The AECF in this report. This report therefore represents the consolidated financial statement of AGRA and its subsidiary, The AECF.

AGRA's Mission

AGRA's mission is to catalyse an African-led green revolution that will transform African agriculture into a highly productive, efficient, competitive and sustainable system which drives development and enables millions of rural poor to emerge from poverty and hunger.

Incorporation

AGRA was incorporated in the state of Washington, United States of America on August 31, 2006 as a Not-For-Profit corporation.

Legal Form:

Alliance for a Green Revolution in Africa (AGRA) was registered on December 19, 2006 under Section 366 of the Kenyan Companies Act (Cap 486) as a branch of a foreign company registered in the United States of America as a Not-for-Profit Corporation.

Alliance for a Green Revolution in Africa (AGRA)
Statement of Directors' Responsibilities,
For The Year Ended December 31, 2017

Results

The results for the year ended December 31, 2017 are set out on Pages 72 to 73.

Board of Directors

- Strive Masiyiwa, Chairman
- Maria Andrade, Member
- Frank Braeken, Member
- Joachim von Braun, Member
- H.E. Jakaya Kikwete, Member
- Linah Mohohlo, Member
- Kanayo Nwanze, Member
- Jeff Raikes, Member
- Judith Rodin, Member
- Josette Sheeran, Member
- Fred Swaniker, Member
- Rodger Voorhies, Member
- Usha Zehr, Member

Auditors

The group auditor, PricewaterhouseCoopers (PwC), has expressed willingness to continue in office.

By order of the Board of Directors



Mr. Strive Masiyiwa,
Board Chairman, AGRA

17th April 2018

The accompanying consolidated financial statements and all the information in this financial report are the responsibility of management and are approved by the Board of Directors.

The directors are responsible for ensuring that AGRA keeps proper accounting records that are sufficient to show and explain the transactions of AGRA; disclose with reasonable accuracy at any time the financial position of AGRA; and that enables them to prepare consolidated financial statements of AGRA that comply with prescribed financial reporting standards. They are also responsible for safeguarding the assets of AGRA and for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors accept responsibility for the preparation and presentation of these consolidated financial statements in accordance with Accounting Principles Generally Accepted in the United States of America (US GAAP). They also accept responsibility for:

- Designing, implementing and maintaining internal controls as they determine necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error;
- Selecting suitable accounting policies and then apply them consistently; and
- Making judgements and accounting estimates that are reasonable in the circumstances

In preparing the consolidated financial statements, the directors have assessed AGRA's ability to continue as a going concern and disclosed, as applicable, matters relating to the use of going concern basis of preparation of the consolidated financial statements. Nothing has come to the attention of the directors to indicate that AGRA will not remain a going concern for at least the next twelve months from the date of this statement.

The directors acknowledge that the independent audit of the consolidated financial statements does not relieve them of their responsibility.

Approved by the board of directors on 17th April 2018 and signed on its behalf by:



Mr. Strive Masiyiwa,
Board Chairman, AGRA

17th April 2018

Alliance for a Green Revolution in Africa (AGRA)
Consolidated Statement of Financial Position
For The Year Ended December 31, 2017

In Thousands	2017 US\$	2016 US\$
Assets		
Current Assets		
Cash and cash equivalents	25,305	20,787
Receivables and prepaid expenses	3,076	4,048
Contributions receivable	-	227
Investments	36,482	39,516
Total current assets	64,863	64,578
Non-Current Assets		
Intangible assets, net	144	228
Property and equipment, net	1,132	1,550
Total non-current assets	1,276	1,778
Total Assets	66,139	66,356
Liabilities and Net Assets		
Accounts payable and other liabilities	7,516	6,321
Contributions payable	8,844	7,648
Program grants payable	711	1,679
Total liabilities	17,071	15,648
Net assets		
Unrestricted Net	14,608	10,361
Temporarily Restricted	34,460	40,347
Total net assets	49,068	50,708
Total liabilities and net assets	66,139	66,356

The consolidated financial statements were approved by the Board of Directors on 17th April 2018 and signed on its behalf by:

Chairman

Alliance for a Green Revolution in Africa (AGRA)
Consolidated Statement of Activities
For The Year Ended December 31, 2017

In Thousands	2017 US\$	2016 US\$
Revenue		
Contributions received	89,021	47,305
Net investment income	422	203
Other income	72	2,351
Total revenue	89,515	49,859
Expenditure		
Grants	45,678	54,217
Program Management	17,597	19,024
AECF Program	10,247	8,913
Monitoring and Evaluation	2,025	3,278
Program support	5,135	4,074
Resource Mobilization	651	1,125
Administration and support	9,822	9,642
Total expenditure	91,155	100,273
Change in net assets	(1,640)	(50,414)

AGRA Partners

AGRA has spent the past decade developing the tools to catalyze a farmer-centered, African-led, partnership-driven African agriculture. It is able to deploy all its resources — its range of influential partners, deep technical expertise, and its extensive pan-African experience — to trigger agricultural transformation on a continental scale.

We have worked alongside others to lay the foundation for a renaissance in Africa's agriculture, one powered by the enormous progress increasingly evident in farmers who gain more options in the seeds they plant, in the fertilizers they use, and the markets available to purchase their produce.

All of AGRA's work is conducted through partnerships — with farmers, farmer organizations, agricultural researchers, national governments, businesses, civil society groups, philanthropies and donors.





AGRA's

Partners are at the centre of what we do.
We thank our Funders for their support in 2017.

BILL & MELINDA
GATES foundation





Catalysing an inclusive transformation in Africa



Alliance for a Green Revolution in Africa (AGRA)

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