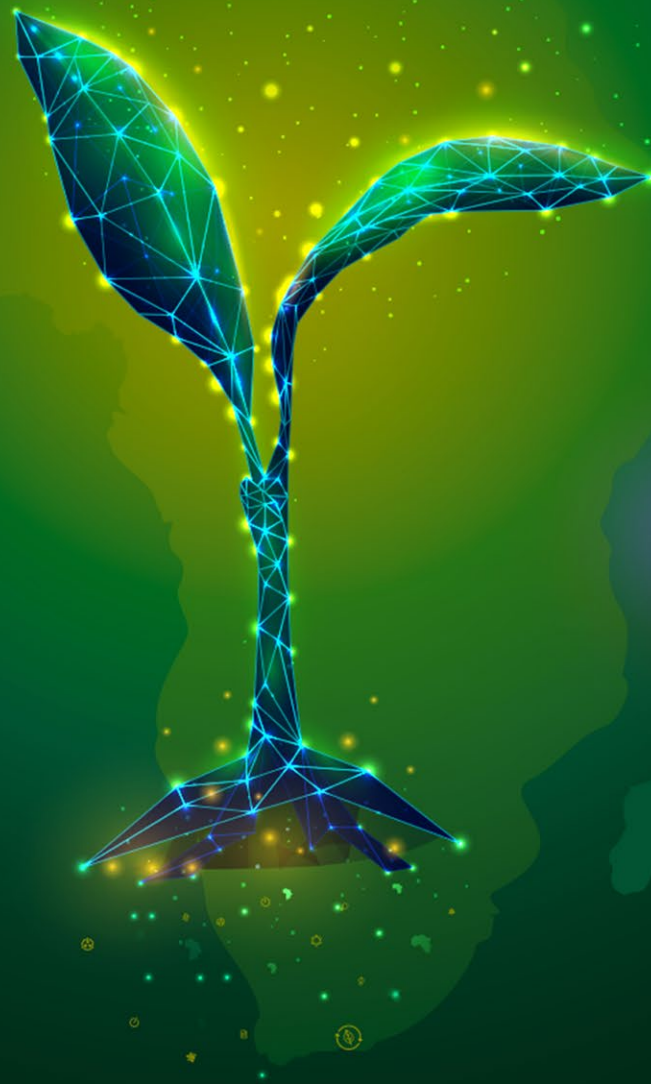




Corporate Profile 2021



01 Who we are

AGRA is an African-led non-profit organization formed in 2006 in response to the call by former UN Secretary General Kofi Annan for a uniquely African green revolution

AGRA's vision is to transform agriculture from a solitary struggle to survive into farming as a business that thrives, putting farmers at the center of the continent's growing economy. AGRA recognizes that developing smallholder agriculture into a productive, efficient and sustainable system is essential to ensure food security, lifting millions out of poverty and driving equitable growth across the continent. No country has successfully metamorphosed from a poor country to an upper middle or high-income country without a successful agricultural transformation and equally

important, agricultural growth is usually more poverty-reducing than non-agricultural growth. AGRA's mission therefore is to catalyze and sustain an agricultural transformation in Africa through innovation-driven productivity increases and access to markets and finance that improve livelihoods of smallholder farmers.

We achieve this mission with and through partners. Our **emerging results report**, published in the first half of 2021, demonstrates that, together with our partners, we are beginning to see progress across the core areas of work. We see strong evidence to support continued emphasis on systemic change. We observe improvements in how governments set agendas, how agricultural businesses are growing and attracting capital, and how smallholders are farming and connecting to markets.

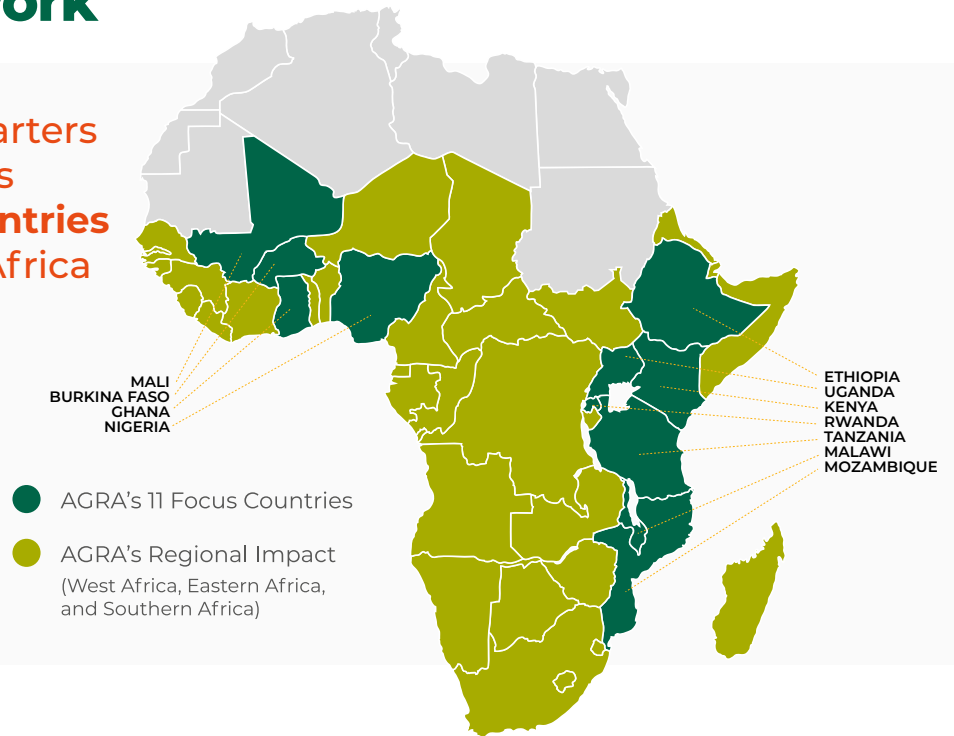
Achievements Since 2006



02

Where we work

With its headquarters in Kenya, AGRA is present in 11 countries in sub-Saharan Africa



03

Key areas for agriculture transformation

Impact on Farmers

In order to drive impact at farmer level, AGRA works on changing systems - building downstream delivery systems closer to farmers, while providing support to local private sector, to scale technologies and services which deliver better productivity and incomes. We believe that availability, awareness, and access to improved technology, such as seed, fertilizer, market infrastructure, and innovative finance will lead to large-scale adoption, driving systemic changes that will result in improved farmer livelihoods. Since 2017, we have directly reached 10.1 million farmers, serving them with an integrated suite of services to improve how they farm. The impact we seek is better livelihoods and improved food security, as well as greater resilience to shocks and adversity.

Impact on Input and Output Market Systems

We make strategic investments into partners and systems in order to create an enabling environment and conditions such that farmers' capacity is increased, markets can



be developed and businesses can grow. Our partners work with local government and farmers' organizations to build farmer capacity. Some of this is done by private extension

workers (a model referred to as Village Based Advisors (VBAs)) who are selected by the farming communities themselves. Other partners work with offtakers to link demand and supply and therefore grow demand. Other partners introduce financial instruments and insurance to de-risk activities. Through this process, businesses are built.



Impact on Building National Capacity + Enabling Environment

Farmers can thrive when the systems around them – powered primarily by the private sector – are working. The private sector thrives when they can invest in a stable, predictable environment. It is the government's role to establish the policies, regulations, and investment programs that make the agricultural sector attractive. Countries that have achieved agricultural transformation have effective public sectors that kickstart and sustain change, make long-term investments in systemic enablers, and create strong incentives to crowd in other resources. Without the right enabling environment, businesses and philanthropic actors and NGOs – however well-intentioned – will have limited impact. In short, an effective government is a fundamental pre-condition to agricultural transformation. But in order for government to effectively play this role, it is critical that the right capacities and support is in place to facilitate this.

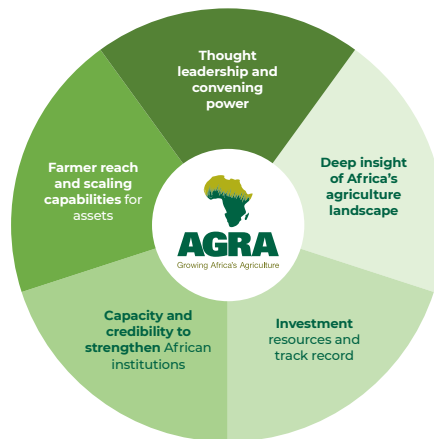
Amplifying our Impact and building connections

Governments improve the enabling environment and the private sector responds, thereby connecting smallholder farmers to better opportunities – yet these alone are unlikely to be enough. The size of the problem and the urgency for progress are too great. And there remains a tremendous gulf between needs and resources, between market gaps – very often business opportunities – and those ready to invest to fill them. A “business as usual” approach will not work, as there are simply too many impactful opportunities that will be missed. Reflecting on AGRA's first 10 years of work, we found that resources were not always the constraint, greater impact and value can be achieved through a strategic partnership that helps partners align, coordinate and compliment efforts and investments towards Agriculture transformation.. An example of one such partnership is our Partnership for Inclusive Agricultural Transformation in Africa (PIATA).



04 Our Value

Agriculture transformation to impact the lives of smallholder farmers in Africa is a complex matter, in a context of decades of deeply rooted challenges and discouraging setbacks. This is a challenge that requires functioning institutions to build the knowledge and evidence base of what works for farmers, based on the most available science. An ecosystem around the farmer, the private sector and government has to be built.



05 Examples of AGRA Initiatives



AGRF

The AGRF Summit: The AGRF Summit is the world's premier forum for African agriculture, bringing together stakeholders in the agricultural landscape to take practical actions and share lessons that will move African agriculture forward. <https://agr.org>

AGRIBUSINESS DEALROOM

The Agribusiness Dealroom is a matchmaking platform that convenes close to 4,000 stakeholders to facilitate partnerships and investments in African agriculture. Since its launch in 2018, public and private actors have jointly presented an aggregate capital of US\$ 11 billion in investment opportunities. <https://agr.org/dealroom/>



GENERATION AFRICA

Generation Africa's mission is to bring the dynamism of youth entrepreneurship to Africa's agri-food sector, with a vision to provide a dynamic network and tools so that youth entrepreneurs in the agri-food sector can grow their ideas and start-ups into profitable agribusinesses. <https://genafrika.org>



The Centre for African Leaders in Agriculture (CALA): Supports countries and sector leaders working towards inclusive agricultural transformation across Africa to deliver on top national priorities in African agriculture and nutrition security. <https://cala.agra.org>

#VALUE4HER

VALUE4HER is AGRA's continental program aimed at assisting women grow their agribusinesses through access to markets, capital, skills and capacities and business information and intelligence services - <https://value4her.hivebrite.com/>



Hub for Agricultural Policy Action (HAPA) is designed as a distinct service offering by AGRA to provide consolidation and translation advisory services to governments seeking to reform, refine or develop a more clearly defined policy direction. This will strengthen policy prioritization efforts and improve public investments and leverage more broadly the work of AGRA. <https://agra.org/the-hub-for-agricultural-policy-action-hapa-initiative/>

Key Partners

The Partnership for Inclusive Agricultural Transformation in Africa (PIATA)

PIATA is a unique strategic partnership launched in 2017 that enables African agriculture actors to do business differently as they support leaders to drive an inclusive agricultural transformation. The innovative partnership is driving integrated delivery within agro-economic zones and across value chains, enhanced in-country coordination to leverage wider investments and deliberate engagement with private sector to build sustainable systems that will transition agriculture from subsistence into a business that works.



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