

Company Name	LOI Country	LOI Goals	2013-2014 progress update
African Cashew Initiative (ACI)	Benin	Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique, by: 1. convening investments from corporate partners (around \$21 million); 2. linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organisations; 3. utilising matching grant funding to assist private sector projects to enhance farmer productivity; and 4. planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies, and potentially \$20-\$30 million from 2013 to 2015 including 60% from private players.	Across all countries: - 271,617 farmers trained since 2009 (around 20% being women), increasing additional net income by approximately \$18.2 million. - Introduced Cashew Matching Grant Fund enabling private-sector partners to design and implement projects for farmer linkages and improved planting material. - Introduced Master Training Programme to develop key knowledge-holders as trainers in the cashew value chain.
Agro Espace	Benin	Investissement envisagé - 1. acquisition d'équipements de transformation 2. élargissement du bâtiment de production et construction d'un magasin de stockage 3. acquisition d'un camion 4. formation et suivi de 2000 producteurs 5. signature de contrat de fourniture de matière première	Investissement à ce jour : 10 emplois créés dont 6 femmes 1. machine plus petits équipements 2. subvention de la part du gvt avec soutien de la compagnie 3. camionnette 4. formation pour les employés sur les normes d'hygiène sur production aussi 5. oui avec 10 petits producteurs (rayon de 20-40 km)
Antemana	Benin	Investissement envisagé - 1. Acquisition d'équipements de transformation du beurre de karité 2. Acquisition d'un matériel roulant pour la collecte des produits 3. Construction d'infrastructures de stockage 4. Renforcement des capacités des groupements de femmes sur la démarche qualité 5. Marketing du label Antemana au niveau local, régional et international 6. Renforcement des capacités de production par l'acquisition d'équipements 7. Doter les groupements partenaires d'équipements performants 8. Collecte et commercialisation du beurre de karité	Investissement à ce jour : 20 emplois permanents créés – 100 % femmes 30 emplois saisonniers – 100% femmes 1. manque de financement 2. un triporteur acquis 3. un bâtiment construit à D'dali 4. 500 femmes/3000 formées (triage etc.) 5. distribué dans la boutique label Benin et en pharmacies et salon de coiffure (2013) Ghana, Côte d'Ivoire, Niger, Togo, Afrique du Sud initié 6. non acquis 7. 3/100 groupements ont bénéficié de nouveaux équipements 8. 360 tonnes (karité) + 800 tonnes achetées (soja / maïs) annuellement aux groupements de femmes
Benin Emballages	Benin	1. acquisition et installations de nouvelles machines à injection et à soufflage moderne pour la production d'emballages plastiques 2. acquisition et installation d'une unité de fabrication et de mise en format de carton 3. acquisition et installation d'équipement de fabrication d'emballages biodégradables ; 4. acquisition et installations d'équipements de recyclage 5. acquisition d'outils (moules et autres) 6. acquisition de matériels roulants pour le transport des matières premières et des produits finis de même que pour la collecte de	Société non retrouvée
CANNA JP	Benin	Investissement envisagé - 1. acquisition de matériels logistiques didactiques et de démonstration 2. acquisition de deux pick-up pour les actions de sensibilisation 3. matériel de communication 4. pour les IEC 5. Achat d'espace médiatique 6. Fournitures de compléments alimentaires naturels aux populations 7. Achat de matières premières (Moringa, Extrait foliaire de luzerne, graines de courge et sésame) aux petits producteurs	Investissement à ce jour : 10 emplois permanents créés dont 50% de femmes 1. initié 2. non faute de moyens 3. en partie 4. en partie 5. non faute de moyens 6. en partenariat avec UNFPA 7. 20,000 kg achetées à 200 petites productrices qui ont également bénéficié de formation
COMPACI	Benin	Contribute to improving the livelihoods of smallholder cotton farmers by: 1. convening investment in the cotton value chain from corporate partners to train farmers in soil/ water conservation, balanced crop rotation, and business principles; 2. expanding cotton demand by promoting the "Cotton made in Africa" brand; and 3. linking smallholders to larger markets by partnering with the "Better Cotton Initiative".	
ETD	Benin	1. entreprises rurales agricoles installées, 2. 450 producteurs reçoivent des dividendes, 3. 22 entreprises créées, 4. 300 emplois permanents, 5. 1,5 mld distribués à travers des achats agricoles 6. aménagement de bas-fonds, acquisition de matériels roulants et de d'équipements de transformation 7. 230 tonnes de semences certifiées riz et autres spéculations 8. 750 tonnes d'engrais spécifiques	Questionnaire non reçu
ETS Ferme Gbdmawonmede	Benin	Investissement envisagé - 1. acquisition de nouveaux domaines a) 40 hectares pour cultures vivrières b) 50 hectares pour palmiers à huile 2. agrandissement de l'usine existante de 50% (30 tonnes de régimes par jour) 3. installation d'une mini raffinerie et chaudière à combustible, d'un séparateur à trois phases avec groupe électrogène de 300 KVA 4. acquisition de nouvelles machines agricoles 5. réalisation d'un pont bascule d'une portée de 50 tonnes 6. achat de 200 têtes de bœuf 7. pisciculture	Investissement à ce jour : 1. pas acheté plus car manque de moyens - 6 hectares/90 pour palmiers à huile (formalités en cours pour les titres fonciers) – reste 84 - 56 hectares sur les 200 du domaine toujours en voie de titres 2. 3. pas acheté pour l'instant 4. machines agricoles – non 5. pont bascule – en cours 6. 50 /200 têtes 7. investissement pour faucher le marécage pour faire des bassins piscicoles
Ferme Adjehoda	Benin	Investissement envisagé : 1. Acquisition de 300 hectares 2. Accroissement du cheptel bovin à 1000 têtes 3. Acquisition équipement pisciculture et matériels divers 4. Création de 200 emplois direct	Investissement à ce jour : 1. Acquisition 800 hectares mise en valeur de terres initiée 2. 350 têtes acquises 3. Pas d'équipements acheté faute de moyens 4. 28 emplois créés – 40% femmes
Fludor S.A.	Benin	Investissement envisagé : 1. Anacarde Unité de transformation semi- automatique de 7000 tonnes d'anacardes bruts en produits finis – création d'emploi Label Benin sur l'anacarde béninois 2. Manioc : 100 000 tonnes de manioc transformées en produits finis 3. Soja : faciliter l'accès des petits exploitants aux semences certifiées par l'achat de 500 hectares de terre. Mise en place de fermes modèles. 4. Karité amélioration de la qualité de la noix et augmentation de la rémunération de travail des femmes ramasseuses partenariats avec les organisations de femmes ramasseuses 5. collaboration avec le gouvernement – amélioration des rendements et promotion de nouvelles plantations	Investissement à ce jour : 25 emplois permanents créés (0 femmes) 500 saisonniers 5000 petits producteurs bénéficient de techniques mécaniques, Parmi eux - 15 de comptes épargnes - 100 accès aux prêts - 5000 formés 1. Anacarde : Terrain acquis Soutien pour harmoniser et uniformiser les actions du Centre de qualité 2. Manioc : Acquisition des terres problématique 3. Soja : Problèmes énormes pour l'acquisition des terres mais distribution de semences auprès des exploitants 4. Karité : Pas commencé à cause des problèmes fonciers Formations auprès de plusieurs associations de femmes ramasseuses en nous basant des normes de Global Shea Alliance Collaboration avec l'Association karité Benin (AKB) et d'autres ONG 5. Partir des expériences développées dans les autres pays limitrophes (Ghana et Mali) sur les greffes expérience – partenariat avec l'université.

Fondation Tonon	Benin	Investissement envisagé : 1. Production de 1000 tonnes de poissons marchands dès 2014 et produits vivriers 2. Acquisition de cages flottantes de terrains (350) et véhicules de transfert 3. Mise à charge de 4.200.000 d'alevins 4. Installation de 100 groupements de pisciculteurs 5. Installation d'un système d'irrigation 6. Nouveauté non mentionnée dans la LOI	Investissement à ce jour : 17 emplois créés – 2 femmes 1. 2000 tonnes produites 2. 270 cages achetées 3. en cours 4. nombre dépassé 5. pas encore 6. Acquisition d'un nouveau site autour d'un lac – infrastructure pour les jeunes – démarrage pour novembre 2014 - 1000 jeunes prévus pour travailler sur ce site
ICA GIE	Benin	Investissement envisagé : 1. Usine de traitement des semences et délintage de graines de coton 120 000 tonnes de graines de coton traitées 2. centre de recherche pour améliorer la variété de coton. But – fournir aux cotonculteurs 10 000 tonnes de semences par saison formation et sensibilisation de 85 000 cotonculteurs	Non initié à cause de la situation actuelle particulière du Benin sur la filière coton
Les Fruits Tilou	Benin	Investissement envisagé : 1. production de l'ananas – 2. exportation de l'ananas vers le marché européen et régional 3. transformation de l'ananas en pur jus et divers cocktails	Investissement à ce jour : 3 emplois créés (0 femme) 220 petits producteurs - 2 contrats de production avec 2 groupements - 135 ont bénéficié de formation 1. volume à baissé, pas de machines, travail artisanal 2. augmenté 3. augmenté
Nad & Co. Industry	Benin	Investissement envisagé : 1. Equipements industriels 2. Matériel de transport – 11 mln CFA 3. Bâtiments – 105,2 mln CFA 4. Transformation de noix de cajou en amandes 5. Production de 37 tonnes d'amandes blanches 6. Amélioration de revenus de 3000 producteurs contractualisés.	Investissement à ce jour : 120 emplois créés dont 90 femmes et 50 saisonniers formation de 50 formateurs relais, 3 500 producteurs touchés 1. nombre dépassé 2. completé 3. nombre dépassé 4. 600 tonnes achetées à des petits producteurs 5. en cours 6. 5000 petits producteurs bénéficiaires, 100 avec des contrats de production
Orabank	Benin	Investissement envisagé : 1. dédier une ligne de crédit de 2,5 mld sur les 5 prochaines années destinée au financement du secteur agricole 2. faciliter l'accès au refinancement des structures financières décentralisées avec but le financement des acteurs du secteur agricole et de sa chaîne de valeur 3. soutenir l'état dans sa politique de développement du secteur agricole par des participations à des crédits syndiqués pour ce dernier	Investissement à ce jour : 1. création d'un réseau dans le pays entraînant la création de 4 (1 femme) emplois à plein temps au sein de la banque 2. L'état doit soutenir la structure des filières autres que coton. Il faut une politique agricole qui touche les cultures vivrières et non seulement le coton à l'exportation
Pepite d'Or	Benin	Investissement envisagé à venir touchent 1500 ménages et exploitants agricoles et groupements féminins 1. Acquisition de matériels de production de farines 2. Acquisition de matériel de production biscuits et barres protéiniques et énergétiques fabriqués 3. Acquisition d'une chaîne de fabrication du lait de soja et le jus de soja en cannettes 4. Acquisition d'équipements de poudre d'assaisonnement sous forme de cube 5. Acquisition de matériels de production de concentrés de protéines sous forme de granules 6. Acquisition de camionnettes de distribution de produits	Investissement à ce jour : 100 tonnes de matières premières achetées à des petits producteurs 6 emplois créés dont 4 femmes 1. oui 2. non faute de moyens 3. non pour les cannettes fabriquent des bouteilles mais pas exportable 4. non fait manuellement 5. oui de manière artisanale 6. deux camionnettes d'occasion
Royal Fish	Benin	Investissement envisagé : 1. augmentation de la capacité de production de l'usine passant de 9 mn d'alevins à 25 mln 2. installation d'un complexe de surgélation et de fumage de poisson 3. acquisition d'équipements modernes de transport de poissons et d'alevins 4. augmentation de la capacité de fourniture des aliments pour poisson à 1000 tonnes / an 5. fourniture d'alevins de tilapias et poisson chat 6. fourniture de poissons de table 7. fourniture d'aliments pour poisson 8. formation des pisciculteurs 9. appui/conseil	Investissement à ce jour : 1. en cours 2. en cours 3. en cours 4. en cours 5. en cours 6. en cours 7. en cours 8. en cours 9. en cours
SHB Huileries	Benin	Investissement envisagé : 1. installation d'une unité de délintage de la graine de coton 2. installation d'une unité de cogénération (chaudière plus turbine et alternateur) 3. Modernisation de notre outil de production par l'acquisition d'équipements de nouvelle génération 4. Réalisation d'un projet de diversification de nos matières premières (soja, tournesol et arachide) 5. Acquisition d'équipements pour la trituration du tournesol et de la graine d'arachide	Investissement à ce jour : Non initié à cause de la situation actuelle particulière du Benin sur la filière coton
SODECO S.A.	Benin	Investissement envisagé : 1. installation d'une usine de traitement de semences et de délintage de graines de coton avec une capacité de traitement de 12.000-15.000 tonnes de graines semences délintées – création escomptée de 700 emplois (permanents et saisonniers) 2. Construction d'unités de production de fertilisants pour fournir à terme des intrants agricoles de bonne qualité et en quantité suffisante. Création escomptée de 1000 emplois	Non initié à cause de la situation actuelle particulière du Benin sur la filière coton
SOTRACOM	Benin	Investissement envisagé : 1. acquisition d'animaux adaptés 2. infrastructures pour l'élevage industriel (bâtiments, assainissement, tracteurs, camions citermes etc) 3. acquisition de terres pour l'agriculture fourragère et maïs 4. acquisition de compléments alimentaires et vétérinaires, engrais	Non initié à cause de la situation actuelle particulière du Benin sur la filière coton Investissement à ce jour : Difficultés de financement du fonds de roulement. Usine à l'arrêt, 150 personnes en chômage technique
SWCM AGRO Trading S.A.R.L.	Benin	Investissement envisagé : 1. Installation d'une usine moderne de transformation de noix de cajou dans la localité de Tchaurou	Investissement à ce jour : 1. en cours

SWCM S.A.	Benin	<p>Investissement envisagé :</p> <p>Valorisation de la production estimée à 1.2 mld FCFA assurant une sécurité alimentaire à 32.280 ménages et exploitants agricoles dont 21000 femmes.</p> <p>Investissements prévus d'ici 2 à 3 ans usine de nettoyage et calibrage des graines de maïs, de soja, de noix tigrées et autres d'une capacité totale de 10.000 MT/an</p> <ol style="list-style-type: none"> <li>achat d'équipements lourds</li> <li>10 tracteurs agricoles</li> <li>10 déchaumeurs</li> <li>10 charrues</li> <li>2 décompacteurs</li> <li>10 remorques agricoles</li> <li>2 pulvérisateurs portés</li> <li>1 bulldozer D6 à ripier</li> <li>1 camion semi remorque</li> <li>machines de décorticages</li> </ol> <ol style="list-style-type: none"> <li>construction d'un laboratoire d'analyse</li> <li>construction de huit magasins de 5000 MT de stockage</li> <li>acquisition de 900 hectares à Siarou</li> </ol>	<p>Investissement à ce jour :</p> <p>100 emplois créés dont 33% de femmes</p> <ol style="list-style-type: none"> <li>en cours</li> <li>en cours</li> <li>en cours de finalisation mission au Vietnam</li> <li>non commencé</li> <li>terre achetées à Siarou, formalités faites</li> </ol>
Tunde Holding S.A	Benin	<ol style="list-style-type: none"> <li>Acquisition de parcelles de 3000 ha (en location de longue durée)</li> <li>Travaux de forage, système d'irrigation, installation des serres</li> <li>Acquisition de machines agricoles et des accessoires de sols</li> <li>Développement et distribution de semences</li> <li>Acquisition de matériel de traitement et de conditionnement de tri, de calibrage et d'emballage</li> <li>Acquisition du matériel de transport frigorifique, construction des magasins frigorifiques, de centres de distribution, des usines,</li> <li>Acquisition de matériel de pépinières</li> <li>Acquisition de matériel de transformation en concentré et purée de tomates</li> <li>Renforcement des capacités des acteurs à différents niveaux</li> <li>Construction d'infrastructures socio-économiques pour les ouvriers et populations environnantes</li> <li>Création de TUNDE Agric TV – plateforme de communication, d'information et de sensibilisation des agriculteurs sur les pratiques et technologies agricoles, les politiques et stratégies agricoles</li> </ol>	<p>Les projets sont en cours</p> <ol style="list-style-type: none"> <li>Une fréquence a été accordée, investissements réalisés, licence d'exploitation accordée. TUNDE AgricTV est en cours d'essai</li> </ol>
African Cashew Initiative (ACI)	Burkina Faso	<p>Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique, by:</p> <ol style="list-style-type: none"> <li>convening investments from corporate partners (around \$21 million);</li> <li>linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organisations;</li> <li>utilising matching grant funding to assist private sector projects to enhance farmer productivity; and</li> <li>planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies, and potentially \$20-\$30 million from 2013 to 2015 including 60% from private players.</li> </ol>	<p>Across all countries:</p> <ul style="list-style-type: none"> <li>- 271,617 farmers trained since 2009 (around 20% being women), increasing additional net income by approximately \$18.2 million.</li> <li>- Introduced Cashew Matching Grant Fund enabling private-sector partners to design and implement projects for farmer linkages and improved planting material.</li> <li>- 16 projects (total investment of \$7.86 million) are being implemented in Burkina Faso, Ghana and Mozambique.</li> <li>- Improved planting material in Burkina Faso, Ghana and Mozambique benefiting 74,500 cashew farmers, with another 48,600 directly benefiting from Matching Grants.</li> <li>- Introduced Master Training Programme to develop key knowledge-holders as trainers in the cashew value chain.</li> </ul>
AGCO	Burkina Faso	<p>Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanisation by:</p> <ol style="list-style-type: none"> <li>establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren;</li> <li>providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and</li> <li>offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.</li> </ol>	<ul style="list-style-type: none"> <li>- Conducted field trips to Bagré.</li> <li>- Evaluated opportunities for agricultural training centre of excellence and demonstration farm.</li> <li>- Private-sector member participating in consortium for the Competitive African Rice Initiative (CARI) for West Africa and Tanzania, with the objective of reaching at least 120,000 smallholders over 5 years (10,000 in Burkina Faso, at least 30% being women) and developing downstream value-chain structure.</li> </ul>
Agence Deli Internationale (ADI)	Burkina Faso	<p>Create a modern hibiscus processing plant that will contribute to:</p> <ol style="list-style-type: none"> <li>developing production of varieties adapted to various uses;</li> <li>collection and selection of hibiscus suitable for local processing;</li> <li>production of juices, soft drinks, sweets, tea and infusions from hibiscus, through the addition of other local raw materials; and</li> <li>promoting the development of small family farms, with a special focus on working with rural women.</li> </ol>	<ul style="list-style-type: none"> <li>- Slow progress due mainly to a lack of access to credit at interest rates lower than 8% and with payment deferral terms beyond a year.</li> <li>- Promising opportunities identified, in particular in Japanese tea market, with plans also underway to prospect the Middle-Eastern and American markets.</li> <li>- Potential funding from the Danish development cooperation service (DANIDA) is being explored, while a proposal has already been submitted to the AIDB for financial support under the Agriculture East Track Facility.</li> </ul>
Competitive African Cotton Initiative (COMPACI)	Burkina Faso	<p>Contribute to improving the livelihoods of smallholder cotton farmers by:</p> <ol style="list-style-type: none"> <li>convening investment in the cotton value chain from corporate partners to train farmers in soil/ water conservation, balanced crop rotation, and business principles;</li> <li>expanding cotton demand by promoting the "Cotton made in Africa" brand; and</li> <li>linking smallholders to larger markets by partnering with the "Better Cotton Initiative".</li> </ol>	<ul style="list-style-type: none"> <li>- Continuing with strategic investment plans through to 2015.</li> <li>- In partnership with the Aga Khan Group, reached over 24,000 smallholders to purchase around 33 tonnes of seed cotton.</li> <li>- Trained around 21,000 smallholders in 2013.</li> <li>- Plans underway to invest \$1.5 million over 2013-2015 to reach 25,000 farmers.</li> </ul>
EBT-Trading Sarl	Burkina Faso	<p>Support the production and marketing of all-season cereal and food crops (maize, cowpea, sesame and certified seeds) through joint-venture farms at 3 sites (Koumbo, Kakaole and Bagré Growth Pole), utilising drip irrigation technology.</p>	<ul style="list-style-type: none"> <li>- Koumbo and Kakaole farms already operating with maize, cowpea and sesame, and seed production, with plans to improve irrigation on these sites.</li> <li>- Exploring options for a feasibility study to advance progress on proposed joint venture with Savent Brokers and smallholder producers of rice, maize, soya and seeds in Bagré, which has been held up by delays affecting the overall Bagré Growth Pole project.</li> </ul>
Ecobank	Burkina Faso	<p>Continue to work towards improving access to affordable finance for the agriculture sector through:</p> <ol style="list-style-type: none"> <li>providing \$3.36 million in direct lending and via microfinance institutions that on-lend to the sector, estimated to result in over 60 new loans of around \$50,000 each with an average maturity of 1.5 years;</li> <li>securing an accompanying portfolio guarantee from USAID covering 50% of the potential losses from this lending; and</li> <li>in 2014, pursuing a partnership with DANIDA to support value-chain financing for maize, shea nuts, livestock, Arabic gum and cowpea.</li> </ol>	<ul style="list-style-type: none"> <li>- 44 projects financed for a total of 1,886 million CFA Francs in the non-cotton sector.</li> <li>- USAID's credit guarantee set up and commencing operation (via the Development Credit Authority – DCA).</li> <li>- Efforts underway to finance value chains and facilitate access to credit for specific projects in the Bagré Growth Pole.</li> </ul>
Groupe Velegda SARL	Burkina Faso	<p>Contribute to improving smallholder productivity and livelihoods by advancing a project to farm 600 ha of rice and maize and establishing a rice husking plant.</p>	<ul style="list-style-type: none"> <li>- Invested 16 million CFA Francs in the 50 ha allocated to date (situated in Bagré), which have been developed with maize, soya and sesame.</li> <li>- Water irrigation pumps installed in early 2014 to boost productivity of exclusively rain-fed crops on these 50 ha.</li> <li>- Responded to a Bagré Call for Applications with a view to securing a further 500 ha – awaiting land allocation.</li> </ul>
Jain Irrigation	Burkina Faso	<p>In line with the national growth strategy (SCADD), contribute to developing irrigation and enabling infrastructure by:</p> <ol style="list-style-type: none"> <li>Contributing proprietary agricultural and irrigation technology and know-how, expertise in capacity building, market linkages, processing capabilities, and solar technology;</li> <li>convening investments in irrigation and enabling infrastructure for the creation of storage, handling, supply-chain, procurement and processing infrastructure; and</li> <li>working with partner countries to select priority value chains and regional locations to develop a feasibility study for this integrated approach.</li> </ol>	
Pickou Export Ltd	Burkina Faso	<p>Develop a significant network of smallholder sesame and cowpea farmers by:</p> <ol style="list-style-type: none"> <li>establishing a 1,600 ha farm to launch the project (with coverage to be expanded to 20,000 ha over 5-10 years);</li> <li>providing training to introduce improved cultivation techniques (equipment and certified seeds);</li> <li>creating a 400 ha production field school;</li> <li>constructing a storage warehouse and delivering a "one-stop" shop for produce buyers; and</li> <li>setting up a sesame oil extraction plant.</li> </ol>	<ul style="list-style-type: none"> <li>- A 200 ha production field school is in place, and 750 ha is being cultivated by 800 smallholder farmers, with further progress constrained by a lack of working capital to buy inputs.</li> <li>- Sesame produced is being exported to Egypt, while cowpea is servicing the local market.</li> <li>- Two 200-tonne warehouses have been built, with a 500-tonne facility under construction.</li> <li>- Efforts underway to partner with APME.2A to strengthen the value chain and further develop the nucleus farm model.</li> </ul>

PRO-AGRO	Burkina Faso	Contribute to agricultural job creation and improving food self-sufficiency and nutrition through the development of 100 ha (50 ha in Sourou and 50 ha in Bagré) for production of 4,500 tonnes of potatoes, by: 1. establishing three taproots; 2. supporting mechanisation of potato production; 3. creating 30 permanent and 350 seasonal jobs; 4. constructing a potato storage unit; and 5. expanding activities in Bagré to cultivate 125+ ha (including for seed production), with construction of additional storage facilities.	- 600 million CFA Francs already invested, with a funding proposal submitted to the AFD's Agriculture Fast Track Facility. - 3 permanent jobs created. - Current annual production: 800-1,000 tonnes.
Sarepta SA	Burkina Faso	Contribute to developing the shea and vegetable oils value chain by installing a plant for the production of cooking oils and by-products (cake and soap) and supporting the marketing of these products.	
Societe Agro-Pastorale et de Service (SAPAS)	Burkina Faso	Contribute to creating a more efficient and modern unit for poultry and by-product production and marketing by: 1. diversifying and modernising SAPAS' production farm and facility in Loumbila (Ouhrengna Province) through investment in more upgraded equipment (a feed production unit, hatchery, modern poultry farming buildings equipped against the heat and climate change, etc.), trained staff, and a professional management system; and 2. doubling production capacity (from the current 12,000 laying hens on 2 ha).	- 9 new jobs created. - Carried out an environmental impact study. - Actively seeking low-interest finance to progress investment plans.
Societe Burkinabe des Corps Gras (SBCG)	Burkina Faso	Contribute to advancing the development of the palm oil value chain by supporting the establishment of a 5 billion CFA Franc palm oil production plant to produce both quality edible oil and laundry soap.	- SBCG set up by palm oil importer and reseller Société Industrielle et Commerciale du Faso (SICOFA) for the purposes of the project. - 4.6 billion CFA Francs already invested, with factory and 2 oil tankers built and equipment purchased. - 500 million CFA Franc loan approved to start operations. - Business plan prepared to assist in sourcing a further 5.3 billion CFA Francs to upscale activities.
Societe d'exploitation des produits alimentaires (SODEPAL)	Burkina Faso	Contribute to adding value to local agricultural resources by supporting an agribusiness complex project (worth 2.1 billion CFA Francs) based on the production of: 1. pre-cooked foods and nutritional supplements from agricultural, livestock and forest products to combat malnutrition in children, pregnant/lactating women, and the elderly; 2. confectionary items utilising fruits and vegetables; and 3. spirits utilising forest products.	- Submitted a proposal for funding under the AFD's Agriculture Fast Track Facility. - Seeking financial support to buy equipment and increase storage capacity to facilitate production. - Contacted by the World Food Programme Nutrition department to explore partnership opportunities.
Swiss Re	Burkina Faso	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities.	- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets through IFC-funded projects. - Supported the implementation of a pilot weather risk transfer scheme. - At pan-African level, 300,000 smallholders reached.
Union Conannet des Eteuuses de Riz de Bagre (UCERB)	Burkina Faso	Contribute to creating female employment in the agricultural sector and improving the quality of rice production by: 1. supporting the construction of a 15 million CFA Franc storehouse with a capacity for 200 tonnes of rice, to decrease current stock losses; and 2. providing UCERB's 460 women members with a job and income.	- 200-tonne warehouse built (with financial support of Oxfam Intermón), with 2 more of 500 tonnes planned. - Actively seeking credit to buy quality equipment. - Application submitted for 100 ha in Bagré Growth Pole. - Exploring the viability of expanding the membership base to 1,000 women and ways of providing members with training in relevant skills.
United Phosphorus Limited	Burkina Faso	Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.	
Yara	Burkina Faso	1. Cultivate long-term partnerships with government to incorporate the national agriculture strategy into a broader development context, and to co-create a national strategy for holistic, in-country fertiliser market development; and 2. Promote comprehensive end-to-end value chain initiatives and cluster-based approaches, and build up local crop-specific plant nutrition knowledge.	- Established collaboration with Ministry of Agriculture and research centres in the country, with plans to undertake trials and provide technical support for rice, tomato and onion value chains. - Launched supply-chain platform to ensure product availability. - Formalised 3 partnerships with distributors for a balanced crop nutrition programme, incorporating smallholder farmer outreach and training in good agricultural practices. - Two joint Yara/RMG assessment missions conducted targeting the rice value chain under the Bagré Growth Pole initiative.
African Cashew Initiative (ACI)	Cote d'Ivoire	Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique, by: 1. convening investments from corporate partners (around \$21 million); 2. linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organisations; 3. utilising matching grant funding to assist private sector projects to enhance farmer productivity; and 4. planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies, and potentially \$20-\$30 million from 2013 to 2015 including 60% from private players.	Across all countries: - 271,617 farmers trained since 2009 (around 20% being women), increasing additional net income by approximately \$18.2 million. - Introduced Cashew Matching Grant Fund enabling private-sector partners to design and implement projects for farmer linkages and improved planting material. - Introduced Master Training Programme to develop key knowledge-holders as trainers in the cashew value chain.
AgCO	Cote d'Ivoire	Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanisation by: 1. establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.	- Conducted several field trips. - Partnering in a rice project with Syngenta Foundation, NOVEL Group and the District of Yamoussoukro to establish an agricultural hub and services structure with a training centre, creating approximately 5,000 new jobs (directly and indirectly).
APROMAC	Cote d'Ivoire	Contribute to improving rubber plantation productivity and benefiting around 76,000 rubber planters and their families, as well as companies and employees engaged in rubber processing, by: 1. operating, in conjunction with the Interbranch Fund for Agricultural Research and Advice, a mechanism for financing agricultural research and advisory services (providing around 2 billion CFA Francs for 2012-13 but set to be maintained for subsequent years); and 2. operating a Rubber Development Fund to finance an action plan covering creation of plantations, training and track maintenance (worth 5.2 billion CFA Francs in 2012 but to be renewed each year).	
Barry Callebaut	Cote d'Ivoire	Contribute to increasing the productivity of cocoa smallholder growers, reaching 35,000 beneficiaries through the 'Horizon Cacao' project by investing 4 billion CFA Francs to establish a technical college to train instructors and provide advice and inputs.	
Cemoi	Cote d'Ivoire	Contribute to improving the livelihoods of cocoa producers through the Processor Alliance for Cocoa Traceability and Sustainability (PACTS) project, with funding of 0.5 billion CFA Francs a year, by: 1. promoting the quality of Ivorian cocoa; 2. increasing productivity to over 1 tonne/ha; and 3. increasing the incomes of around 40,000 cocoa producers.	
Competitive African Cotton Initiative (COMPACI)	Cote d'Ivoire	Contribute to improving the livelihoods of smallholder cotton farmers by: 1. convening investment in the cotton value chain from corporate partners to train farmers in soil/water conservation, balanced crop rotation, and business principles; 2. expanding cotton demand by promoting the "Cotton made in Africa" brand; and 3. linking smallholders to larger markets by partnering with the "Better Cotton Initiative".	- Continuing with strategic investment plans through to 2015. - In partnership with the Aga Khan Group, reached over 46,000 smallholders to purchase over 140 tonnes of "Cotton made in Africa" verified seed cotton and produced 61 tonnes of "Cotton made in Africa" verified lint. - Trained around 41,000 smallholders in 2013. - Plans underway to invest \$6 million over 2013-2015 to reach 45,000 farmers.
Export Trading Group (ETG)	Cote d'Ivoire	Contribute to enhancing rice production, processing and marketing through a 25 billion CFA Franc rice development project implemented in partnership with CI Trading.	

Generale Alimentaire Africaine (GAA)	Cote d'Ivoire	Contribute to enhancing the rice production and processing value chain by investing 2 billion CFA Francs in a rice-growing programme involving the installation of husking units and support for 7,500 smallholder farmers	<ul style="list-style-type: none"> <li>- Collecte d'information dans la zone Est (Bondougou, Tanda , Abengourou) assignée par l'ONDR</li> <li>- Finalisation de l'étude de pré-faisabilité du projet qui a été approuvée en Avril 2014 par l'ONDR</li> <li>- Réalisation d'une étude de faisabilité pour démarrer le projet pilote à Bondougou. Préparation d'une requête de financement auprès des banques locales pour la réalisation de ce projet pilote.</li> <li>- Démarrage des activités de production et de transformation de riz dès la signature de l'accord-cadre avec le Gouvernement et la mise en place des financements au plus tard en Décembre 2014.</li> </ul>
Groupe CEVITAL	Cote d'Ivoire	In partnership with the CICA company, develop an integrated project with rice producers that will support value chain development and promote the mechanisation of rice farms in the Bounkani region of north-east Côte d'Ivoire, through an investment of 100 billion CFA Francs.	
Groupe CIC	Cote d'Ivoire	Develop an integrated rice project in partnership with local rice farmers in the south-western region of Haut-Sassandra, supporting production, promotion of mechanisation, processing and marketing through an investment of 20 billion CFA Francs.	
Inter Coton	Cote d'Ivoire	Contribute to improving cotton-based crop system productivity and benefiting around 90,000 smallholder cotton growers, their families and cotton companies by maintaining a sustainable mechanism for financing agricultural research and advisory services (providing around 1.2 million CFA Francs for 2012-13 but to be renewed from year to year).	
Louis Dreyfus Group	Cote d'Ivoire	Contribute to increasing food security and reducing poverty in the Poro (Korhogo), Tchologo (Ferkessedougou) and Bagoué (Boundiali and Tingrela) regions, by investing 22.2 billion CFA Francs in: <ul style="list-style-type: none"> <li>1. establishing an integrated project in partnership with rice growers to include a pilot farm, improved means of production, and collection, processing and marketing of rice;</li> <li>2. creating a PPP to rehabilitate irrigation infrastructure and building on existing processing units; and</li> <li>3. building socio-economic infrastructures for the rural populations in the project area.</li> </ul>	<ul style="list-style-type: none"> <li>- Étude de faisabilité complète et finalisée</li> <li>- Recherche de partenaires locaux et régionaux pour le développement de modèles agricoles inclusifs (intégration de petits producteurs via joint-ventures)</li> <li>- Développement de différents modèles de soutien direct en faveur des agriculteurs pour assurer une meilleure productivité et les objectifs de rendement</li> <li>- Investissements ciblés sur de petites unités de transformation.</li> </ul>
Nere	Cote d'Ivoire	Contribute to increasing storage capacity for fish stocks by investing 1 billion CFA Francs to construct 3,000 tonnes of storage.	<ul style="list-style-type: none"> <li>- Emplois créés en 2013 : 20 fixes et 30 journaliers</li> </ul>
Nestle	Cote d'Ivoire	Contribute to enhancing the incomes and security of small-scale farmers through improvements to the productivity and yield cycle of various food and non-food crops by: <ul style="list-style-type: none"> <li>1. constructing two research sites (1 in Abidjan and the other in Yamoussoukro) to conduct agronomic research focusing on the production of high-yielding plant varieties and disease-resistant crops (cocoa, coffee, roots and tubers, and cereals), with an investment of around 15 billion CFA Francs for the period 2009-2013</li> <li>2. deploying a support project for smallholder farmers, including education and training on best practices and the distribution of high-yield plantlets of coffee and cocoa (12 million cocoa plantlets and 27 million coffee plantlets to be distributed by 2020), with an investment of at least \$40 million for the period 2011-2020.</li> </ul>	<ul style="list-style-type: none"> <li>- Completed Zambakro Experimental Farm (in Yamoussoukro) in December 2013.</li> <li>- Hired around 50 staff to work on 2 responsible sourcing programmes: Nestlé Cocoa Plan and Nescafé Plan.</li> <li>- Developed and distributed a farmers' illustrated manual, in partnership with traders, Coffee and Cocoa Board, ANADER, and the National Centre for Agriculture Research (CNRA); trained around 26,140 farmers.</li> <li>- Distributed over 1 million high-yield cocoa/coffee plantlets.</li> <li>- Paid the first premiums to 2 coffee cooperatives (a first in the coffee cluster), as a reward for achieving 4C Compliant status in December 2013.</li> <li>- Implemented a pilot Child Labour Control and Monitoring system.</li> <li>- The Fair Labor Association analysed Nestlé's cocoa supply chain and made recommendations accordingly.</li> <li>- Built 23 schools in Côte d'Ivoire.</li> <li>- Signed a Memorandum of Understanding with the CNRA in February 2014.</li> </ul>
NOVEL Group	Cote d'Ivoire	Create an integrated agro-industrial rice production, processing and marketing hub (through a partnership with AGCO and Syngenta Foundation that has instituted a joint venture with the District of Yamoussoukro called YAANOVEL), and, with a planned investment of 62.5 billion CFA Francs in the project, establish 10,000 ha for industrial plantation and 5,000 ha for individual growers, including: <ul style="list-style-type: none"> <li>1. the creation of a farm dedicated to the promotion of mechanisation, with a modern seed centre;</li> <li>2. the rehabilitation and expansion of developed areas;</li> <li>3. the establishment of a complete rice processing unit, with electricity cogeneration capability; and</li> <li>4. the establishment of storage silos and warehouses.</li> </ul>	<ul style="list-style-type: none"> <li>- Avril 2012: Protocole d'accord avec le District de Yamoussoukro</li> <li>- Juillet 2012: Etude de pré-faisabilité pour les filières riz, cacao et café</li> <li>- Septembre 2012: Création de Yaanovel SA et démarrage de la première phase pilote du projet destinée à la production de semences de riz de qualité</li> <li>- Janvier 2013: Demande de financement faite par la partie publique à la Banque Africaine de Développement (BAD) pour les infrastructures agricoles</li> <li>- Août 2013: Signature d'un accord-cadre avec le Ministère de l'Agriculture (inauguration officielle du projet Yaanovel par le Premier Ministre)</li> <li>- Novembre 2013: Démarrage de la deuxième phase du projet pilote 2 pour la production de riz paddy.</li> <li>- Janvier 2014: Démarrage de l'étude de faisabilité</li> </ul>
Rabobank	Cote d'Ivoire	Contribute to improving access to finance for small and medium-sized agribusinesses by: <ul style="list-style-type: none"> <li>1. establishing a new non-bank agribusiness finance institution to operate in Nigeria, Côte d'Ivoire and Ghana, aiming for a portfolio of over 200 customers (the West Africa Agribusiness Development Corporation – WAAD); and</li> <li>2. building capacity of local agro-sector professionals to maximise benefits of increased access to finance.</li> </ul>	<ul style="list-style-type: none"> <li>With respect to the WAAD project:</li> <li>- Identification of and negotiation with potential shareholders continued throughout 2013. To this end, Rabo-Development and the IFC are in on-going talks with a number of multinational food and agriculture companies.</li> <li>- Various policies (HR, credit, treasury) have been prepared in anticipation of operations commencing; Board charter also drafted.</li> <li>- Business plan has been confirmed as still pertinent.</li> </ul>
SIPRA	Cote d'Ivoire	Contribute to improving food security through increased poultry production by: <ul style="list-style-type: none"> <li>1. investing 17 billion CFA Francs to double poultry production over the next 6 years; and</li> <li>2. investing 3.5 billion CFA Francs to create an agricultural complex in southern Côte d'Ivoire to increase egg output by 70 million (and eventually 110 million), ultimately feeding almost 3 million consumers.</li> </ul>	
SONAL	Cote d'Ivoire	Contribute to increasing fish storage capacity in the interior of the country (where fish stocks often run out) by investing 3 billion CFA Francs to purchase a 7,000-tonne capacity cold store.	<ul style="list-style-type: none"> <li>- Construction d'une chambre froide à Abidjan – capacité globale de stockage à Abidjan : 12,000 MT</li> <li>- Actuellement 6 points de distribution à l'intérieur du pays</li> <li>- Recherche de partenariats pour le développement d'activités de pisciculture et filière maïs.</li> </ul>
SUD INDUSTRIES SA	Cote d'Ivoire	In partnership with the Yebe WOGNON farmers' group, contribute to the development of the rice and livestock value chains in northern Côte d'Ivoire by: <ul style="list-style-type: none"> <li>1. investing 100 billion CFA Francs in rice production, processing and marketing, including creating and developing rice growing areas (with a focus on mechanisation of farm</li> </ul>	<ul style="list-style-type: none"> <li>Les projets ont été revus de la manière suivante :</li> <li>- Projet 1 : créer une usine de coton moderne pour la production d'huile destinée à la consommation humaine et du tourteau de coton pour l'alimentation du bétail</li> <li>- Projet 2 : créer une ferme agro-pastorale: production d'œufs, poussins d'un jour et</li> </ul>
Swiss Re	Cote d'Ivoire	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities.	<ul style="list-style-type: none"> <li>- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets.</li> <li>- Concluded preparations for weather risk transfer scheme.</li> <li>- At pan-African level, 300,000 smallholders reached.</li> </ul>
World Cocoa Foundation	Cote d'Ivoire	Roll out two new initiatives as part of WCF's \$40 million Cocoa Livelihoods Programme (CLP) in Ghana and Côte d'Ivoire: <ul style="list-style-type: none"> <li>1. investing \$3 million in a Matching Grants programme to promote private sector-led farmer training and service activities to double the productivity of 35,000 cocoa farmers from 400 kg/ha to 800 kg/ha; and</li> <li>2. investing \$800,000 in a Financial Growth Fund to increase farmers' access to financial services, providing them with the necessary working capital to purchase inputs.</li> </ul>	<ul style="list-style-type: none"> <li>- Reached over 45,500 smallholders through improved natural resource and general management practices, and around 750 smallholders with assistance to access loans.</li> <li>- Cultivated 116,000 ha under improved pest, disease and fertility management techniques.</li> <li>- Approved 5 Matching Grants in second phase of the CLP; plans exist to hire additional staff in 2014.</li> <li>- Conducted impact evaluation and numerous field visits.</li> <li>- Received Walmart Foundation grant to train women farmers in good agriculture practice and business management.</li> <li>- Piloted Digital Green technologies for cocoa extension, with plans to expand in 2014.</li> </ul>
AGCO	Ethiopia	Contribute to capacity building, knowledge transfer on the agronomic system and the intensification of agriculture and farming mechanisation by: <ul style="list-style-type: none"> <li>1. establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren;</li> <li>2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and</li> <li>3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.</li> </ul>	<ul style="list-style-type: none"> <li>- Conducted several field trips.</li> <li>- Collaborating with the Kulumasa Technical Training Center (with German Ministry of Agriculture and the GoE as partners).</li> <li>- Conducted meetings and discussions with ATA, USAID and other institutions on joint initiatives.</li> <li>- Exploring farm projects with domestic partners.</li> </ul>

Bank of Abyssinia	Ethiopia	Contribute (along with Zemen Bank) to improved financial inclusion and mechanisation of agribusinesses by targeting lending facilities to agricultural equipment suppliers and leasing companies, in order to enable farmers to acquire necessary equipment and enhance farming yields.	
Diageo Plc	Ethiopia	Contribute to developing and implementing a scalable barley value-chain project with a potential to scale up sourcing (from 6,000 smallholders) to 20,000 tonnes p.a. by 2016 for local use and export.	<ul style="list-style-type: none"> <li>- In partnership with the ATA, NGOs and farmers' cooperatives, advanced the implementation of scalable barley value chain project in Sebeta.</li> <li>- Conducted market research, field visits and regional coordination workshop.</li> <li>- Scaled up operations by nearly 50% to reach around 1,100 smallholders, sourcing from around 550 ha using improved technologies during the second year of the pilot programme; plans exist to scale up to reach 6,000-8,000 smallholders in 2014.</li> <li>- Completed strategic alignment for next 5 years; committed to invest \$1.5 million (2012-2016); aiming to attract additional processing and off-take investments, partners and funding.</li> </ul>
DuPont	Ethiopia	Contribute to increasing the productivity and sustainability of smallholders by: <ol style="list-style-type: none"> <li>1. investing in a new seed warehouse/conditioning plant;</li> <li>2. co-developing a rapid soil information system for farmers; and</li> <li>3. partnering to improve smallholder maize productivity through increased hybrid adoption.</li> </ol>	<ul style="list-style-type: none"> <li>- New seed warehouse/conditioning plant completed and operational.</li> <li>- Soil Testing Programme cancelled as no longer a priority for the GoE.</li> <li>- Multi-partner Advanced Maize Seed Adoption Program (AMSAP) launched: steering committee formed, manager hired, 320 lead farmers identified, 20 farmer agro-dealers selected and trained, and 775 persons (including extension workers and</li> </ul>
Guts Agro Industries	Ethiopia	Foster the development of local farmers and supply partners by: <ol style="list-style-type: none"> <li>1. expanding food processing operations into baby foods, iodised salt, and corn-soy blends;</li> <li>2. integrating further up the value chain in chickpeas; and</li> <li>3. increasing local sourcing of maize, soybeans and chickpeas by 40-50,000 tonnes.</li> </ol>	<ul style="list-style-type: none"> <li>- Reached 10,000 smallholders through three cooperative unions.</li> <li>- Signed Memorandum of Understanding with WFP for production of chickpea-based ready-to-use supplementary food for a project which involved the WFP Country office in Ethiopia, the GoE, USAID, and PeSEco.</li> <li>- Grant agreement with USAID (ACDI/VOCA) for production of chickpea-based product.</li> </ul>
Heineken	Ethiopia	Increase the agricultural production capacity of rural households and limit the dependence on imported malt barley.	<ul style="list-style-type: none"> <li>- Government, NGO and local MFI partners identified; Partnership Agreements created.</li> <li>- High-yielding barley varieties introduced, tested and registered by the Ethiopian authorities.</li> <li>- Multiplication of new Heineken seed varieties underway, including on-farm demonstrations.</li> <li>- Around 1,600 farmers reached with initial training and support in the form of finance and inputs.</li> <li>- Cooperative and nucleus farmer out-grower models established.</li> </ul>
Hilina Enriched Foods	Ethiopia	Help improve the daily income and nutritional status of smallholders by: <ol style="list-style-type: none"> <li>1. expanding agreements with smallholders who (through cooperative unions) supply chickpeas, unshelled and shelled peanuts, and soybeans;</li> <li>2. introducing commercially-viable nutritionally-rich products;</li> <li>3. developing industry/university links to make improved technologies available to farmers; and</li> <li>4. increasing local sourcing of cereals and legumes from 32,500 tonnes to 50,000 tonnes by 2015.</li> </ol>	<ul style="list-style-type: none"> <li>- Construction of a National Agrifood Laboratory almost complete; This laboratory will fill the R&amp;D gap and address quality issues to enable improved products to meet international standards and fetch better prices for smallholder farmers.</li> <li>- Expanding operations in agro-processing and exploring regional trade opportunities.</li> </ul>
Jain Irrigation	Ethiopia	In line with national 2015 poverty reduction targets, contribute to developing irrigation and enabling infrastructure by: <ol style="list-style-type: none"> <li>1. developing an integrated agricultural cluster in an area identified as suitable; and</li> <li>2. adopting modern technology in irrigation, agronomic practices, harvesting, supply-chain management and produce processing.</li> </ol>	<ul style="list-style-type: none"> <li>- Currently partnering with METEC Metals and fabrication industry to produce irrigation technology and scale up initiatives for developing irrigation and infrastructure.</li> </ul>
Mullege	Ethiopia	Scale up coffee operations and catalyse investment in other value chains by: <ol style="list-style-type: none"> <li>1. increasing local sourcing of coffee, oilseeds and pulses;</li> <li>2. extending partnerships with local/international companies; and</li> <li>3. directly impacting 90,000 smallholders by 2015.</li> </ol>	<ul style="list-style-type: none"> <li>- An initial investment of over \$2 million made on the project, with plans to raise this to \$5 million in the next 3 years.</li> <li>- Processing area (for product drying and seedling preparation) expanded and living quarters for additional workforce constructed.</li> </ul>
Netafim	Ethiopia	Contribute to advancing irrigation systems for smallholders by: <ol style="list-style-type: none"> <li>1. piloting a household irrigation system, targeting 40-50,000 smallholders over 5 years;</li> <li>2. introducing large-scale drip irrigation projects in chickpea and/or sugarcane, in partnership with other companies working along the value chain; and</li> <li>3. exploring 3 export-oriented projects in cooperation with local company partners in the coffee and banana value chains.</li> </ol>	<ul style="list-style-type: none"> <li>- Completed pilot project in household irrigation based on Family Drip System.</li> <li>- Collaborating with local partners on export-oriented projects, mainly in sugarcane, coffee and banana value chains.</li> </ul>
Omega Farms	Ethiopia	Contribute to adoption of enhanced chickpea growing methods by: <ol style="list-style-type: none"> <li>1. sharing improved chickpea production trial results with interested smallholders;</li> <li>2. expanding commercial chickpea farm activities that create linkages with smallholder out-growers; and</li> <li>3. exploring opportunities to partner with other investors to integrate chickpea into processing activities (e.g. a plant to produce chickpea powder and hummus).</li> </ol>	<ul style="list-style-type: none"> <li>- Committed to exploring opportunities to partner with other investors to integrate chickpea into processing activities.</li> </ul>
Swiss Re	Ethiopia	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities.	<ul style="list-style-type: none"> <li>- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets through International Finance Corporation-funded projects.</li> <li>- Held local trainings and awareness-raising events.</li> <li>- At pan-African level, 300,000 smallholders reached.</li> </ul>
Syngenta	Ethiopia	Launch productivity partnerships providing advice, knowledge transfer, and solutions to farmers by: <ol style="list-style-type: none"> <li>1. developing at least one value-chain partnership;</li> <li>2. partnering with at least one large-scale farm to support development of specific crops;</li> <li>3. bringing in new technology, such as seed varieties; and</li> <li>4. investing in farmer training.</li> </ol>	<ul style="list-style-type: none"> <li>- Expanding partnership with Fair Planet to commercialise vegetable seeds and train smallholders; conducted several field visits.</li> <li>- Value-chain partnership on chickpeas cancelled due to low priority for ATA.</li> <li>- Conducted initial trials for tomato and planning to improve market connectivity in 2014; demonstrated 600% yield increases compared to Ethiopian average.</li> <li>- Partnering with several large-scale farms (Saudi Star, SMP, Karaturi, Ruchi, and Jittu) to provide know-how, genetics and inputs, reaching 9,300 ha.</li> <li>- Reached 44,000 smallholders through improved biotechnologies.</li> </ul>
United Phosphorus Limited	Ethiopia	Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.	<ul style="list-style-type: none"> <li>- Partnering with the International Fertilizer Development Center (IFDC).</li> <li>- Conducting large-scale demonstrations of new sorghum seed technologies, which are better yielders and would improve productivity and farm incomes.</li> </ul>
Yara	Ethiopia	Build plant nutrition knowledge and co-develop national fertiliser market by: <ol style="list-style-type: none"> <li>1. developing an integrated approach to horticulture and coffee value-chain initiatives;</li> <li>2. creating a tailored agronomic package (of people, tools and services) to support national priorities;</li> <li>3. fast-tracking business investment programme to link trade and distributor model aligned to specific crops; and</li> <li>4. providing technical support to plant nutrition development capacity.</li> </ol>	<ul style="list-style-type: none"> <li>- Invested more than \$60 million to date in developing a potash project in Dallol.</li> <li>- Undertook technical missions in consultation with the ATA and other stakeholders, especially in the coffee and horticulture sectors.</li> <li>- Supported introduction of water-soluble technology for horticulture.</li> <li>- Contributed to GoE's National Fertiliser Blending Programme as a discussion partner; continuing to sell commodities under the national tender system.</li> <li>- Supported national soil survey through soil sample analysis in coordination with the ATA.</li> </ul>
Zemen Bank	Ethiopia	Contribute (along with the Bank of Abyssinia) to improved financial inclusion and mechanisation of agribusinesses by targeting lending facilities to agricultural equipment suppliers and leasing companies, in order to enable farmers to acquire necessary equipment and enhance farming yields.	
African Cashew Initiative (ACI)	Ghana	Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique, by: <ol style="list-style-type: none"> <li>1. convening investments from corporate partners (around \$21 million);</li> <li>2. linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organisations;</li> <li>3. utilising matching grant funding to assist private-sector projects to enhance farmer productivity; and</li> <li>4. planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies and potentially \$20-\$30 million from 2013 to 2015 including 60% from private players.</li> </ol>	<p>Across all countries:</p> <ul style="list-style-type: none"> <li>- 271,617 farmers trained since 2009 (around 20% being women), increasing additional net income by approximately \$18.2 million.</li> <li>- Introduced Cashew Matching Grant Fund enabling private-sector partners to design and implement projects for farmer linkages and improved planting material.</li> <li>- 16 projects (total investment of \$7.86 million) are being implemented in Burkina Faso, Ghana and Mozambique.</li> <li>- Improved planting material in Burkina Faso, Ghana and Mozambique benefiting 74,500 cashew farmers, with another 48,600 directly benefiting from Matching Grants.</li> <li>- Introduced Master Training Programme to develop key knowledge-holders as trainers in the cashew value chain.</li> </ul>

AGCO	Ghana	Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanisation by: 1. establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.	- Conducted several field trips. - Concept Phase underway with partners for a Nucleus Farm, Training Centre/Academy, and out-grower scheme; arrangements in progress to secure initial equipment. - Private-sector member participating in consortium for the Competitive African Rice Initiative (CARI) for West Africa and Tanzania, with the objective of reaching at least 120,000 smallholders over 5 years (30,000 in Ghana, at least 30% being women) and developing downstream value-chain structure.
Agriserv	Ghana	Actively engage across the value chain with a goal to impact three major areas: 1. hybrid maize: introduce hybrid, high-yielding and drought-tolerant maize seeds to Ghana capable of lowering farmers' production costs and improving profits; 2. local production: renew and expand procurement partnerships with local production companies and extend business linkages and off-take agreements with smallholders. Plan to have 5-6 partners, each having direct contact with 3,000-10,000 smallholders, providing, for instance, extension and tractor services, storage and warehousing; and 3. poultry and livestock: cooperate closely with the Ghana Federation of Agricultural Producers, covering 3.5 million farmers, to focus on reviving the Ghanaian poultry value chain and livestock industry, the start of broiler activities, and cattle fattening.	- Succeeded in having hybrid maize seeds registered in Ghana and released on the market. - Partnership network extended, bringing maize seed distribution closer to approximately 18,000 acres across Ghana. - Added value to the livestock industry by making locally produced yellow maize available, serving as a better animal feed option than the previously-used white maize. - In 2014, a new "Agricultural Automotive Services" initiative has been established to mechanise activities spanning land preparation to transportation from fields to markets and end-consumers. - Also in the process of setting up an "Agri-manpower" service, to provide workers to smallholders and commercial farms from a shared labour pool.
Armajaro	Ghana	Help establish community-based farmer organisations (536) to disseminate training, improved planting material, and finance for farm inputs, by collaborating with the Ghana Cocoa Board and other cocoa stakeholders to invest \$3.7 million in doubling yield income for 26,800 cocoa farm families.	- Trained 21,330 farmers (30% being women) to UTZ Certification Standard, resulting in around 32,000 ha of land under improved sustainable cocoa management practices. - GPS-mapped 32,000 ha of cocoa fields, culminating in unprecedented understanding of growing practices and exact farm sizes (enabling use of correct quantities of agrochemicals). - Developed 24 demonstration plots to train farmers in good agri-practices to improve cocoa yields. - Established 13 community-managed hybrid cocoa seedling nurseries, providing farmers with 220,000 seedlings in April/May. - Launched 12 ICT-resourced Village Resource Centres in cocoa farming communities to enhance child education opportunities. - Invested \$655,000 (additional to Year 1 investments), generating 17 new jobs.
Ecobank	Ghana	Continue to work towards improving access to affordable finance for the agriculture sector by: 1. promoting market access, ensuring market supply consistency, and enhancing market return; 2. over the next 7 years, targeting \$5 million in lending to agri-SMEs in rice, maize and soya value chains, with a particular goal of extending medium-term lending; and 3. expanding access to finance to include nucleus farm operators, aggregators and traders, processors, agro-inputs and supply companies, transportation and mechanisation services companies, or farm-based organisations.	- Provided in excess of \$1.6 million in loans to agri-SMEs in the rice, maize and soya value chains, with an additional \$2 million targeted by year end 2014. - Financed two major farmers groups made up of around 3,000 out-growers and nucleus farmers, creating reliable market linkages for them. - Liaising with USAID/FINGAP to explore and attract more agri-SMEs in the target value chains to Ecobank's financing support. - Working with the Ghana Grains Council to finance the construction of quality warehouse facilities in Northern Ghana, to ensure the success of the warehouse receipts system.
Finatrade	Ghana	1. Expand sourcing beyond current cocoa, cashew nut, sugar and rice to include maize and soya; 2. Increase cocoa procurement to reach 60,000 farmers producing 150,000 tonnes by 2015; 3. Support access to credit and production resources, training programmes, and award schemes; and 4. Expand input and output distribution networks and trade channels by 20% over 4 years, including haulage and port clearing services, redistribution hubs, storage facilities, and distribution vehicles.	- In conjunction with joint venture partner GADCO, launching a hi-tech rice mill in April 2014. - Procurement subsidiary, Akafo Adamfo Marketing Company Ltd, is on the way to obtaining its cashew export licence. - Working on setting up a new joint venture with Arysta Lifescience to locally manufacture agri-inputs (from Q1 2015), leveraging Finatrade's distribution network to increase farmer yields and incomes.
Ghana Nuts Ltd	Ghana	1. Promote soya by: - increasing procurement from 25,000 tonnes to 70,000 tonnes by 2015; - advancing mechanised production and investing in increased processing capability; and - extending business linkages and partnerships to 60 partners to drive efficiency in crop and animal production, processing and marketing – impacting 25,000 smallholders; 2. Target to expand into maize by: - expanding procurement/ processing (50,000 tonnes by 2015); - doubling the area under cultivation to 1,000 acres and source 3,000 tonnes by 2013; and - designing a pilot project to test the viability of yellow maize for the poultry industry.	- Lol cancelled, but aiming to have a further Letter signed by new company Nuts for Growth Ltd (N4G), with the aim of procuring, processing and exporting shea nuts, maize and soya while: a) ensuring sustainable integration of rural women in the global supply chain through N4G's Women for Change (W4C) procurement initiative; and b) using shea processing by-product for power generation.
Injaro Agricultural Capital Holdings Ltd	Ghana	1. Invest a minimum of \$5 million in-country (through subsidiary Injaro Agricultural Venture Capital Ltd) to develop 5 agriculture/agribusiness ventures by 2015 that support: - production and supply of improved seeds to smallholder farmers; - capacity building in agricultural SMEs; and - increased investment in the agricultural sector; 2. Play a catalytic role in the agri-sector by furthering job creation, wage growth, increased local procurement, mobilisation of additional finance, and creation of a tax base.	- Commitments of approximately \$9 million made to 7 companies in 5 countries, including 3 in Ghana. - As investments in Ghana now total just under \$4 million, Injaro is on track to meet or exceed its \$5 million target by 2015. - Based on investment pace, Injaro expects its Ghana-based portfolio companies to employ over 400 people and positively impact over 30,000 low-income persons and rural smallholders.
Jain Irrigation	Ghana	In line with the national target of achieving middle-income status by 2015, contribute to developing irrigation and enabling infrastructure by: 1. Contributing proprietary agricultural and irrigation technology and know-how, expertise in capacity building, market linkages, processing capabilities, and solar technology; 2. Convening investments in irrigation and enabling infrastructure for the creation of storage, handling, supply-chain, procurement and processing infrastructure; and 3. Working with partner countries to select priority value chains and regional locations to develop a feasibility study for this integrated approach.	
Premium Foods Ltd	Ghana	Renew and expand procurement partnerships with local stakeholders by working to 2015 targets of: 1. recruiting 25,000 new farmers as key producers in the maize, rice and soya value chains in northern and southern Ghana, and training 200+ new tractor/combine harvester operators; 2. increasing smallholders' productivity of maize by 40%, soya by 20% and rice by 60%, through access to technical support, mechanisation and other inputs, including improved seed/agrochemicals; and 3. improving access to warehousing services for 15,000 smallholders or 30,000 tonnes of storage; and 4. throughout 2014, increasing the number of nucleus farms and smallholder out-growers participating in the Go-Farming pilot project, and engaging young entrepreneurs to provide services to them.	- Expanded Go-Farming Programme: initial 2-year pilot completed and now being scaled up to include a Young Entrepreneurial Service Providers development project. - Negotiations conducted for partnerships with farmer groups, nucleus farmers and community heads. - 5,576 smallholder out-growers recruited and engaged into PFL's supply chain, with input supply credit disbursed to all nucleus farmers for distribution to smallholders. - Partnerships developed with the Crop Research Institute, the KNUST University, and the University of Ghana, Lagon to provide technical trainings.
Rabobank	Ghana	Contribute to improving access to finance for small and medium-sized agribusinesses by: 1. establishing a new non-bank agribusiness financial institution to operate in Nigeria, Côte d'Ivoire and Ghana, aiming for a portfolio of over 200 customers (the West Africa Agribusiness Development Corporation – WAAD); and 2. building capacity of local agro-sector professionals to maximise benefits of increased access to finance.	With respect to the WAAD project: - Identification of and negotiation with potential shareholders continued throughout 2013. To this end, Rabo-Development and the International Finance Corporation are in on-going talks with a number of multinational food and agriculture companies. - Various policies (HR, credit, treasury) have been prepared in anticipation of operations commencing; Board charter also drafted. - Business plan has been confirmed as still pertinent.

SAB Miller	Ghana	<ol style="list-style-type: none"> <li>1. Target to bring cassava processing technology to Ghana (through Ghanaian subsidiary ABL) via autonomous mobile processing units (AMPUs);</li> <li>2. Plan to expand brewing capacity and create new jobs (89,000 across Africa) by investing \$400-500 million a year over the next 4-5 years in Africa; and</li> <li>3. Work closely with the Ghanaian government for the creation of farmer cooperatives to give farmers better access to credit and loans.</li> </ol>	<ul style="list-style-type: none"> <li>- Expanded operations to a second AMPU and 3 new platforms to source for "Eagle"-brand cassava beer.</li> <li>- Purchased cassava from over 1,103 farmers, with expected future increase to 1,500-2,000.</li> <li>- Improved technical and manufacturing capabilities of ABL.</li> <li>- In partnership with IFAD and its sponsored Root and Tuber Improvement and Marketing Programme, launched initiative to introduce improved stem material and farmer training on sustainable agriculture.</li> <li>- On-going partnership with the Dutch Agricultural and Trading Company and the International Fertilizer Development Center for cassava processing and extension services.</li> <li>- Improved transportation and smallholder reach by purchasing root collection trucks.</li> <li>- Invested approximately \$1 million in the cassava sector in 2013.</li> </ul>
Savana Farmers Marketing Company (SFMC)	Ghana	<ol style="list-style-type: none"> <li>1. Improve farmer efficiency, yields, quality and sustainability, and hence incomes; and</li> <li>2. Boost the number of smallholders engaged-providing business linkages and market access tied to maize, soya and sorghum – from 15,000 to 26,000 by 2016, as the sourcing network is expanded through increased procurement agreements and additional partnerships.</li> </ol>	<ul style="list-style-type: none"> <li>- SFMC's agribusiness centre is working with 2,000 smallholder farmers, providing various services ranging from ploughing to post-harvest storage and marketing support.</li> <li>- Actively seeking investments to increase working capital with a view to expanding activities.</li> </ul>
United Phosphorus Limited	Ghana	Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.	
World Cocoa Foundation	Ghana	<p>Roll out two new initiatives as part of WCF's \$40 million Cocoa Livelihoods Program (CLP) in Ghana and Côte d'Ivoire:</p> <ol style="list-style-type: none"> <li>1. investing \$3 million in a Matching Grants programme to promote private sector-led farmer training and service activities to double the productivity of 35,000 cocoa farmers from 400 kg/ha to 800 kg/ha; and</li> <li>2. investing \$800,000 in a Financial Growth Fund to increase farmers' access to financial services, providing them with the necessary working capital to purchase inputs.</li> </ol>	<ul style="list-style-type: none"> <li>- Reached over 33,000 smallholders through improved natural resource and general management practices, and around 2,650 smallholders with assistance to access loans.</li> <li>- Cultivated 82,500 ha under improved pest, disease and fertility management techniques.</li> <li>- Approved 3 Matching Grants in second phase of the CLP; plans exist to hire additional staff in 2014.</li> <li>- Conducted impact evaluation and numerous field visits.</li> <li>- Received Walmart Foundation grant to train women farmers in good agriculture practice and business management.</li> <li>- Piloted Digital Green technologies for cocoa extension, with plans to expand in 2014.</li> </ul>
Yara	Ghana	<ol style="list-style-type: none"> <li>1. Develop a world-class fertiliser production facility (overall investment of \$1.5-2 billion), combined with development of regional fertiliser hubs and holistic value-chain initiative;</li> <li>2. Cultivate long-term partnerships with government to incorporate the national agriculture strategy into a broader development context, and to co-create a national strategy for holistic, in-country fertiliser market development; and</li> <li>3. Promote comprehensive end-to-end value-chain initiatives and cluster-based approaches, and build up local crop-specific plant nutrition knowledge.</li> </ol>	<ul style="list-style-type: none"> <li>- Exploring development of a \$22 million revolving fertiliser terminal in the port of Tema, though a lack of clarity on the national fertiliser subsidy programme and quota system has led to a focus on safeguarding existing operations and limited progress on the new facility.</li> <li>- Continued to support Masara N'Arziki Farmers' Association to increase farmers' knowledge on crop nutrition and agronomic practices, resulting in higher smallholder incomes and yield increases of up to 300%.</li> </ul>
Afri-Nut Co Limited	Malawi	<p>Contribute to adding significant value to Malawi nut production and creating additional income for groundnut producers by:</p> <ol style="list-style-type: none"> <li>1. increasing European aflatoxin standard- and Fairtrade certification-compliant groundnut production to 4,000 tonnes p.a.;</li> <li>2. designing, contracting and building a new groundnut processing factory and ordering and importing new machinery; and</li> <li>3. providing training and employment for smallholder farmers in the sector.</li> </ol>	<ul style="list-style-type: none"> <li>- Significantly improved the quality of groundnut processed, but only produced 300 tonnes of compliant product, with the target for 2014 being 1,500 tonnes.</li> <li>- Completed the design phase of the groundnut processing factory.</li> <li>- Training programme will start in 2014. Currently working on a €3 million project with the Dutch government to expand the groundnut processing facility and take more produce from smallholders.</li> <li>- Plans are also underway for a joint venture with BERL, ExAgris Africa and NASFAM to form Afri-Oils, which will entail setting up operations at a separate new oil production facility, which will source around 8,000 tonnes of groundnuts from farmers.</li> </ul>
AGCO	Malawi	<p>Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanisation by:</p> <ol style="list-style-type: none"> <li>1. establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren;</li> <li>2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and</li> <li>3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.</li> </ol>	<ul style="list-style-type: none"> <li>- Further in-country exploration visits planned.</li> <li>- Efforts to forge links in the regional cluster with Mozambique, Tanzania and Zambia are envisaged.</li> </ul>
Agora Limited	Malawi	<p>Help forge empowering linkages between grass-root farmers and urban high-quantity consumers of farm output commodities (such as maize, soya beans, groundnuts, sunflower and pulses) by:</p> <ol style="list-style-type: none"> <li>1. building and commissioning a \$4.7 million Toor Dhal (or pigeon pea) plant in Malawi's southern region, with anticipated production volumes of 28 tonnes a day; and</li> <li>2. purchasing appropriate land to accommodate storage space and production plant (\$0.5 million), procuring plant equipment (\$2.4 million), building and commissioning warehouses and factory (\$1.8 million), and training employees in production and packaging of finished product.</li> </ol>	<ul style="list-style-type: none"> <li>- Sourced around 15,000 tonnes of commodities from the company's outlet shops in the south, between 30- 40,000 tonnes from the centre, and 20-30,000 tonnes from the north through its networks. Approximately 50% is directly sourced from smallholders (of whom about 70% are female).</li> <li>- Secured \$3 million to start constructing a 4,000 sq. m. facility to house its entire operations, including warehouses (ready within 7-8 months) and Toor Dhal plant (completion expected within 2 years).</li> <li>- Sharing plans and engineering requirements with Indian leading brand Laxmi Toor Dhal, which will buy from the factory once production commences.</li> </ul>
Alliance One	Malawi	<p>Provide support and investment for developing and empowering smallholder and women growers by:</p> <ol style="list-style-type: none"> <li>1. upscaling production (for all sales including under the Integrated Production System – or IPS, contract marketing and auction) from 36,000 to 300,000 tonnes of maize, from 1,600 to 145,000 tonnes of soya, from 6,800 to 40,000 tonnes of flue-cured tobacco, and from 50,000 to 90,000 tonnes of burley tobacco;</li> <li>2. increasing related employment from 71,000 to 181,000;</li> <li>3. expanding land utilised in production from 61,000 ha to 181,000 ha; and</li> <li>4. developing one or more academies to enhance growers' agronomic and business abilities, and establishing one or more research farms to develop world-class high flavour/aromatic burley styles.</li> </ol>	<ul style="list-style-type: none"> <li>- 2012 government approval for IPS officially gazetted in 2014.</li> <li>- In respect of IPS smallholder farmers, scaling up production of burley to 26,000 tonnes, flue-cured to 9,000 tonnes (doubling smallholder volumes from 2,500 to 5,000 tonnes) and maize to around 55,000 tonnes.</li> <li>- Expanded agronomy department by 200 people in preparation for wider rollout of IPS, training 21,000 smallholders.</li> <li>- Cultivated 19,000 ha under new technologies and improved methods.</li> <li>- Financed input for farmers worth \$20 million, invested additional \$1.3 million on new technology in factory, \$1.1 million in agronomy, and purchased a 670 ha farm for R&amp;D.</li> <li>- Proceeding with reduced-scale proof-of-concept on sustainable soya production.</li> </ul>
Bio Energy Resources Limited (BERL)	Malawi	<p>Develop the production, processing and trade of oilseed commodities (jatropha nuts for bio-fuel/fertiliser and sunflower seed for cooking oil and animal feed) for domestic consumption by contributing to:</p> <ol style="list-style-type: none"> <li>1. local value addition (reducing imported cooking oil requirement by \$45-50 million p.a.) through enhancing its oilseed processing facility with an additional oil press and further seed/oil cleaning and storage equipment worth \$600,000; and</li> <li>2. rural household incomes, poverty reduction and food security through the enrollment of additional beneficiaries benefiting from annual incomes generated via sales of sunflower seed.</li> </ol>	<ul style="list-style-type: none"> <li>- Economies of scale for expansion necessitated 2 additional oil presses, but the required finance has not been realised.</li> <li>- As at end of 2013, discussions were underway with ExAgris Africa, NASFAM and Afri-Nut to form a joint venture known as Afri-Oils to operate a larger capacity oilseed production facility, which will take over BERL's business and likely require its Letter of Intent to be reissued in the new entity's name.</li> </ul>
Bunge	Malawi	<p>Contribute to sustainably ensuring food security and high-quality agri-products by:</p> <ol style="list-style-type: none"> <li>1. working with smallholders in partnership with organisations like the Farmers Union of Malawi, the Clinton Development Initiative, and the National Smallholder Farmers Association of Malawi to promote the growing, structured marketing and export of soya beans worth \$9 million for 2013-14; and</li> <li>2. across sub-Saharan Africa, investing in agribusiness, food and ingredients, and sugar and bioenergy.</li> </ol>	<ul style="list-style-type: none"> <li>- Original 2013 business plan called for procurement of 20,000 tonnes of crops for export, only 5,000 tonnes of which were sourced, from 1,700 smallholder farmers in the central region of the country.</li> <li>- The business has been idled, with operations expected to recommence in 18-24 months, depending on economic conditions.</li> </ul>
Citrefine Plantations	Malawi	<p>Contribute to boosting production of high-value oils (such as eucalyptus, geraniums and lemon grass) as inputs for insect repellents and cosmetics by:</p> <ol style="list-style-type: none"> <li>1. investing \$2.5 million over five years to increase the Vipha Forest Reserve plantation by 1,500 ha, with a potential yield over 50 tonnes of oils p.a. and revenues (at present all from exports) of \$2 million p.a.; and</li> <li>2. improving nursing and seedling, developing a smallholder out-grower scheme, increasing tree planting, supporting ecotourism in the forest reserve, improving electrification, and doubling employees to 600 people.</li> </ol>	<ul style="list-style-type: none"> <li>- Produced and exported 2.5 tonnes of lemon eucalyptus oil (LEO) to South Africa.</li> <li>- Planted 700 ha of lemon eucalyptus (target of 240 ha for 2014), with trial plots of 230 ha of lemon eucalyptus and 5 ha of lemongrass (including 15 ha with out-growers) expected to yield 4 tonnes of LEO in 2014.</li> <li>- Invested \$2.25 million since 2009 with foreign private investor loans.</li> <li>- Produced around 2 million seedlings in nursery to plant for oils.</li> <li>- Employed 200 people plus 4 volunteers on various programmes.</li> <li>- Developed a small ecotourism project centred on a company-run guesthouse.</li> </ul>

COMPACI	Malawi	Contribute to improving the livelihoods of smallholder cotton farmers by: 1. convening investment in the cotton value chain from corporate partners to train farmers in soil/ water conservation, balanced crop rotation, and business principles; 2. expanding cotton demand by promoting the "Cotton made in Africa" brand; and 3. linking smallholders to larger markets by partnering with the "Better Cotton Initiative".	- Continuing with strategic investment plans through to 2015. - In partnership with Plexus Cotton Limited and Great Lakes Cotton Company, reached over 53,000 smallholders to purchase around 10 tonnes of seed cotton, of which approximately half is "Cotton made in Africa" verified, and produced over 1.7 tonnes of "Cotton made in Africa" verified lint. - Trained around 39,000 smallholders in 2013. - Plans underway to invest \$3.4 million over 2013-2015 to reach 65,000 farmers.
Dairibord Malawi Private Limited	Malawi	Progress export-oriented growth in milk production through commercialisation by: 1. investing \$3 million in small-scale dairy development and the set-up of three large-scale commercial anchor farms, as well as purchasing equipment for value addition targeting both domestic and export markets; and 2. importing at least 100 dairy animals for distribution to small-scale farmers, providing training and support to smallholders, and identifying local partners with suitable land for investment in commercial dairy farming, thereby creating at least 450 new jobs.	- Invested in 3 new collection centres for smallholders; installations complete but still chasing electricity company for power connection, with centres due to commence operating from 1 March 2014. - No progress on commercial marketing, enabling those adopting changed practices to land, and lack of reasonable-cost medium- to long- term financing vehicles. - Purchased equipment for value addition in Q4 2013, with plans to invest further in 2014 depending on supply response. - Full-time extension worker hired to support farmers. - Expenditure to date estimated at \$400,000.
Exagris Africa Limited	Malawi	Contribute to enhancing certified seed and agri-food production by: 1. investing around \$2 million in completion of 450 ha of electrified irrigation, mechanised groundnut grading, soil fertility improvement and extended use of arable land; 2. increasing the value of non-tobacco exports of over \$1 million (paprika and groundnuts) and employing 200 additional staff, while creating 1,500 part-time jobs; and 3. contributing 500 tonnes of maize/maize flour, 500,000 litres of vegetable oil, and 75 tonnes of beef to the national food basket, while supplying 200 crossbred heifers annually to smallholder dairies.	- Completed electrification on an estate for irrigating around 280 ha. - Engaged with government through technical working group on availability of certified seed in Malawi. - Cropping plan for non-tobacco commodities increased by 250 ha (50 ha for paprika and 200 ha for groundnuts), which will deliver around 400 tonnes of additional seed. - Targeting to buy more groundnuts (350 tonnes) and paprika (200 tonnes) from same group of roughly 15,000 smallholders in 2014. - 20,000 smallholders registered and 50 head of cattle supplied. - In talks to form the Afri-Oils plant oil production joint venture with Afri-Nut, BERL and NASFAM.
Export Trading Group (ETG)	Malawi	Pursuing integrated farming, trading and processing of agricultural commodities through an end-to-end supply-chain solution by 1. investing \$20 million to establish an integrated cotton processing facility in Blantyre, supply chain infrastructure and expanding soya bean, pigeon pea and maize processing facilities; 2. expanding processing capacity by 100,000 tonnes, and extending silo, warehouse and transport capacity to handle an additional 50,000 tonnes of commodities; 3. setting up a tractor and farm equipment showroom and training centre in Lilongwe; and 4. working with smallholders for the transfer of technology and best practices.	
Farmers Union of Malawi	Malawi	Promote the participation of farmers in the design, implementation, and monitoring of policies and programmes to improve their livelihoods by contributing \$2.5 million annually towards: 1. strengthening farmers' competitiveness in various agricultural value chains through development of agricultural cooperatives, promotion of agribusiness, market access and policy advocacy; and 2. increasing the production and marketing of strategic agricultural commodities such as cereals, oilseeds, fruits, vegetables and dairy by more than 500,000 smallholders and approximately 500 medium and large-scale farmers.	- With support from Swedish organisation We Effect, established demonstration plots on how to economically produce cotton, and built capacity of Cotton Farmers Association of Malawi to effectively engage in national cotton negotiation meetings. - Trained farmers on collective marketing, enabling those adopting changed practices to fetch price premiums up to double their prior selling price. - Ran farmer training workshops on how to engage with Malawi's Agricultural Commodity Exchange (with support from USAID-funded company DAI). - Strengthened farmer organisations' policy engagement capability at local, district and national levels (with funding from USAID).
Illovo Sugar Malawi Limited (ISML)	Malawi	Enhance domestic food crop production by: 1. investing around \$30 million to increase sugar production by 30,000 tonnes p.a. through incremental expansions at ISML's Dwangwa and Nchalo estates; 2. up-scaling its food crop production by planting 50 ha of maize at both estates in 2013; and 3. investing approximately \$800,000 to develop 50 ha of irrigated food crops and produce three rotational crops p.a. at Kaombe estates, to be expanded to 100 ha in 2014, with support from the GoM, and ISML's community trust and development partners.	
Limbe Leaf Tobacco Company	Malawi	Promote wellbeing, financial security and environmental sustainability in tobacco production and handling through investment of at least \$30 million to: 1. expand LLTC's farmer contracting programme and increase the average maize yield from 1.8 to 3.3 tonnes/ha by 2014, increasing household agricultural income from \$280 to \$600 p.a.; and 2. provide pre-financing and guarantees to banks for pre-contracted smallholders, inputs (e.g. fertiliser, seed), technical extension services, and water management training, as well as support for a long-term reforestation programme.	
Malawi Mangoes	Malawi	Deliver positive development outcomes to Malawians through a viable commercially-driven agribusiness by: 1. constructing a 10,000 sq. m. world-standard fruit processing facility, with over 100,000 tonnes of fruit processed every year (sourced also from smallholders); 2. developing and irrigating over 350 ha of Rainforest Alliance-certified farmland initially and a further 1,000 ha in the following year, one-third being smallholder land capable of generating incomes of over \$10,000 p.a. per farmer; and 3. establishing an out-grower scheme involving 2,000- 3,000 smallholders, yielding an average net benefit of over \$100 per household.	- Building an international-standard fruit processing facility in Salima, with a large-volume customer already secured. - Registering and working with over 4,000 smallholder mango growers (one-to-one relationships, now being organised into collectives). - Irrigated 68 ha (out of target 350 ha), as required GB enabling support has not yet kicked in. - Necessary machinery either imported or commissioned, with commencement of operations only delayed by onset of rainy season. - Recruited all key staff, with over 500 currently employed.
Monsanto	Malawi	Contribute to strengthening hybrid seed, vegetable and crop-protection product value chains by: 1. advancing existing testing efforts, focusing on the introduction of high-quality and high-yielding conventional hybrid seed maize varieties and Bollgard insect-protected cotton; and 2. investing working capital to enable normal business operations and meet all biosafety standards prior to commercial introduction.	- Introducing high-quality, high-yielding conventional hybrid seed maize varieties and Bollgard insect-protected cotton.
Mpatsa Farms Ltd	Malawi	Add value to existing farming and aquaculture operations through an investment of approximately \$2 million to: 1. introduce irrigation farming for rice, cotton, soya and maize, soliciting irrigation expertise and purchasing irrigation equipment; and 2. expand its aquaculture venture by breeding fish species such as chambo, makumbi and catfish, involving the construction of additional dams and the introduction of cage culture.	- Constructed 2 additional dams and put in various fish types, then stopped and channelled resources to tobacco farming. - Bought 3 pumps (198 hp, 174 hp and 125 hp respectively) to enhance irrigation. - Switched from rice and cotton production to tobacco commercial farming due to preferential pricing; initial 60 ha increased to 180 ha in February 2014, with expected average yield of 2.5 tonnes/ha.
National Association of Smallholder Farmers of Malawi (NASFAM)	Malawi	Improve the livelihoods and market access of smallholders by: 1. enlarging NASFAM's seed multiplication and supply programmes for groundnuts, soya and pigeon peas to reach over 100,000 smallholders, particularly expanding certified seed supply for commercial sale to 1,000 tonnes p.a.; 2. developing rice export markets for 250 tonnes p.a. and increasing groundnut and soya trading to local and external markets by 3,000 tonnes; and 3. providing \$3 million worth of production training to smallholders annually.	- Hired 10 additional staff. - Procured and distributed certified seed to, and expanded programming to reach, 41,000 smallholders. - In talks to form the Afri-Oils plant oil production joint venture with Afri-Nut, BERL and ExAgri Africa.
Panthochi Seed Company	Malawi	Improve access of local farmers to high-quality certified seeds by: 1. expanding seed production to create self-sustainability and income independence of smallholders; and 2. subject to the GoM meeting commitments under the NES, purchasing farming machinery to assist in up-scaling the company's seed production.	- Produced early maturing seeds, and sensitised customers to the need for conservation agriculture, crop diversification, and cultivation of trees that will help rehabilitate soil fertility. - Donated seeds to winter farmers in Mulanje and Nsanje as partnership negotiations failed. - Mass production currently hampered as operations are performed manually; the farming, grading, processing and packaging machinery required to up-scale will not be available for another 3-5 years.

Press Agriculture Limited	Malawi	Strengthen agricultural commodity value chains by: 1. restructuring its operations and expanding in seed cropping and marketing to fill the certified seed availability gap, as well as oilseed production (groundnuts, soya and sunflower); 2. investing \$5 million over five years in oil crushing and refining, and livestock production for beef and related products; and 3. conducting out-grower schemes, using PAL's estates as anchor farms to train and improve local farmers' production capacity.	- Cancelled Letter of Intent. - Planned investments put on hold due to funding problems, as the cost of finance in Malawi remains very prohibitive and the macroeconomic environment has been judged uncondusive.
RAB Processors	Malawi	Expand the market for smallholder inputs to fortified and nutritious food products by: 1. increasing the production of leguminous crops to expand Malawi's export base whilst improving the nutritional status of the population; 2. contributing investment of \$8-10 million, along with knowhow and resources, to identify investment and technical partners, carry out R&D, and impart skills and guidance to farmers; and 3. conducting research to add value to basic legumes (such as groundnuts and soya beans) to produce textured vegetable protein, quality edible oils and high-energy supplements.	- A factory with a capacity for processing around 30,000 tonnes of soya is under construction and due to commence operations from June 2014. - Sourced produce directly from around 30,000 smallholders around the country. - Planning to hire around 100 staff between April and September 2014. - Working with Global Compact to ensure compliance with best practice for responsible agri-investment. - The GoM is expected to facilitate direct linkage with farmers through contract farming.
Seed Co Malawi	Malawi	Develop and market certified crop seeds by: 1. investing \$8 million to build a new processing complex in Lilongwe, including modern offices, a warehouse, and a seed processing plant for maize, soybean and beans; 2. installing a \$1 million cotton acid de-linting plant in Lilongwe; and 3. developing improved rice varieties with a Consultative Group on International Agricultural Research (CGIAR) partner.	- Letter of Intent cancelled following a restructuring of the company's shareholding in November 2013. - All engagements entered into prior to this will require re-endorsement before in order to be recognised.
Standard Bank	Malawi	Improve access to financial services for individual growers and local and international agribusinesses by: 1. advancing commodity and production finance in pursuance of Malawi's NES, in particular for the oilseed cluster, to increase productivity and in-country value addition; and 2. over the first twelve months, financing projects in line with the NES.	
Swiss Re	Malawi	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities.	- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets through International Finance Corporationsupported projects. - At pan-African level, 300,000 smallholders reached.
Tapika Food Products	Malawi	Improve the food security, nutritional status and livelihoods of farming households through honey production (as an additional activity to their traditional crop cultivation) by investing \$1.5 million to expand the company's bee-keeping project to other regions of the country, benefitting an estimated 4,000 families (subject to the GoM meeting commitments under the NES).	
Universal Industries Limited	Malawi	Contribute to value addition of locally-grown commodities by: 1. producing breakfast cereals with local rice and maize, entailing supply chain organisation, technical backstopping, machinery procurement and job creation; 2. producing extruded soya TVP, and, through collaboration with the Malawi Industrial Research and Technology Development Centre (MIRTD), a complete "instant" soya meal by adding dehydrated vegetables sourced from SMEs to be created in the value chain; and 3. using defatted soya flour from oil processing as a base for the fully locally-made instant nutritious porridge (Nutri Gluco Phala).	- Secured board approval for installation of soya processing line and oil refinery, with operations, staff recruitment and procurement of produce for the new processing facility due to commence in March 2014. Oil refined will be used internally as import substitution. - Produced flavoured, high-protein basic soya pieces. - Produced nutrition soya bar aimed at pregnant women and nursing mothers. - Intensive collaborative research underway with MIRTD for production of a complete "instant" soya meal, expected to be on-shelf within one year.
African Cashew Initiative (ACI)	Mozambique	Contribute to increasing competitiveness of cashew production and processing in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique, by: 1. convening investments from corporate partners (approximately \$21 million); 2. linking processing industry to farmer groups so processors can source up to 60% of raw cashew stock directly from farmers or their organisations; 3. utilising matching grant funding to assist private-sector projects to enhance farmer productivity; and 4. planning to invest around \$50 million through Phase 1 (lasting into 2013) – 50% from private companies and potentially \$20-\$30 million from 2013 to 2015 including 60% from private players.	Across all countries: - 271,617 farmers trained since 2009 (around 20% being women), increasing additional net income by approximately \$18.2 million. - Introduced Cashew Matching Grant Fund enabling private-sector partners to design and implement projects for farmer linkages and improved planting material. - 16 projects (total investment of \$7.86 million) are being implemented in Burkina Faso, Ghana and Mozambique. - Improved planting material in Burkina Faso, Ghana and Mozambique benefiting 74,500 cashew farmers, with another 48,600 directly benefiting from Matching Grants. - Introduced Master Training Programme to develop key knowledge-holders as trainers in the cashew value chain. In Mozambique specifically: - Increased advisory support to public and private extension services as well as governmental actors to strengthen their capacity in the cashew sector. - Increased quality and quantity of local cashew production.
AGCO	Mozambique	Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanisation by: 1. establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.	- Conducted several field trips. - In 2013, merged AGCO proposal for demonstration farm and training centre (shared with the Ministry of Agriculture in 2012) with Cargill's proposal for a nucleus farm and out-grower scheme (with Cargill as lead partner); currently in negotiation phase.
Cargill	Mozambique	Contribute to building sustainable market-based agribusinesses by: 1. participating in a 5-10 year public-private partnership to improve grain production, combining risk management tools, investments in agri-infrastructure, and farmer training programmes to increase yields and farm incomes for an estimated 16,000 smallholders; and 2. providing \$1.35 million to improve farmer vocational education opportunities in Northern Mozambique.	- Feasibility studies completed and operations moving to scale. - Received legal status in June 2013 enabling recruitment of employees and purchasing of crops to commence operations. - Surveyed country to locate suitable out-grower farm locations. - Commissioned model farm economic analysis on specific parcels of land; findings due April 2014. - Completed partnership agreement with AgDevCo for long-term off-take arrangements to source maize from 50,000 smallholders in Beira corridor by 2018. - Plans exist to expand local team, hire 125 seasonal workers to handle grain, and establish 25 buying stations and 5 grain storage sites in 2014.
Competitive African Cotton Initiative (COMPACT)	Mozambique	Contribute to improving the livelihoods of smallholder cotton farmers by: 1. convening investment in the cotton value chain from corporate partners to train farmers in soil/water conservation, balanced crop rotation, and business principles; 2. expanding cotton demand by promoting the "Cotton made in Africa" brand; and 3. linking smallholders to larger markets by partnering with the "Better Cotton Initiative".	- Continuing with strategic investment plans through to 2015. - In partnership with Plexus Cotton Limited, reached over 95,000 smallholders to purchase around 16 tonnes of "Cotton made in Africa" verified seed cotton, and produced over 6 tonnes of "Cotton made in Africa" verified lint. - Trained around 46,000 smallholders in 2013. - Plans underway to invest \$3.2 million over 2013-2015 to reach 60,000 farmers.
Corvus Investments International (CII)	Mozambique	Contribute to integrating export horticulture investments/projects by: 1. currently planning (as an advisor and investor) and looking to expand 3 projects with a collective scope of \$140 million; 2. potentially partnering in rice, grains, tropical fruit and vegetable production value chains in the Beira, Nacala and Maputo corridors; and 3. over several years, significantly growing agrinvestment portfolio in the country.	- A 600 ha macadamia investment is proceeding to implementation in Chimoio. - A new 500 ha banana farm is commencing operations in the Sabie region of Maputo Province. - The planned livestock project is now only a dairy project in the Boane region of Maputo province.

Enica	Mozambique	Capitalise on opportunity to supply bananas to regional and international markets by: 1. planting 300 ha in 2013 with intended growth to 1,000 ha by 2015; 2. achieving a strong production model as an anchor for the larger area; and 3. hiring 400 workers annually initially, extending business linkages with up to 15 local companies, and impacting smallholders through improved agricultural techniques and new crops.	- Partnered with an international strategic partner to help meet high initial investment required, however, due to financial constraints, the project has not yet progressed. - Other alternatives have been explored and two potential partnerships are being negotiated: • a PPP (focusing on banana) with the Agricultural Research Institute of Mozambique (IIAM) and their Centro de Formação em Frutas Tropicais in Namialo, to provide access to water, management assistance and support to microprocessors; and • a proposal to acquire equity in and manage a fruit plantation (for 300-500 ha of banana) in Maputo Province with the same LOI objectives but focusing on the South African market.
Itochu	Mozambique	Create sustainable agri-relationships with farmers, government, donors and other private-sector actors by: 1. expanding existing operations to sesame, soy and other commodity production, processing and trading, in cooperation with the Mozambican government and the Japan International Cooperation Agency (JICA); and 2. exploring opportunities for investment in warehouse, silo and other commodity logistics operations.	
Jain Irrigation	Mozambique	In line with national 2020 malnutrition and poverty reduction targets, contribute to developing irrigation and enabling infrastructure by: 1. developing an integrated agricultural cluster in an area identified as suitable; and 2. adopting modern technology in irrigation, agronomic practices, harvesting, supply-chain management and produce processing.	
JFS Holding	Mozambique	Increase cotton production and industry capacity by: 1. investing in expanded cotton production (to 22,000 tonnes by end of 2012) and increased ginning capacity (to 30,000 tonnes p.a. by end of 2012); 2. exploring investment in oil crushing and refining capacity; and 3. participating in the Better Cotton Initiative, bringing the initiative to all its smallholders by 2015.	1. Producing hydrophilic cotton for public hospitals, private pharmacies and supermarkets. 2. With regards to oil crushing and refining, opted to first study and eventually invest in raw material preparation and storage before proceeding with any other agroprocessing activities. 3. Plans underway to produce peanuts as a component of ready-to-use therapeutic food to combat malnutrition, including local quality-controlled processing of the final product in partnership with a world leader in the sector. 4. Relaunched production of sisal.
Khulima Pungue Agricultura e Servicos	Mozambique	Invest in diversified crop production in the Beira Corridor by: 1. focusing on a balance of crops with short- versus longer-term returns; 2. planting 100 ha (10 maize seed, 10 soya, 10 potato, 30 litchi, 20 avocado, and 20 mango), while also working with smallholders in an out-grower scheme; and 3. partnering with other companies further up the value chain to create a more integrated offering.	
Lozane Farms	Mozambique	Expand the market for smallholder crops by: 1. investing in a seed processing plant in Alto Molocue in Zambézia province, while planning to negotiate off-take agreements of orange-fleshed sweet potatoes to countries in the region and outside Africa; 2. increasing soya bean and maize seed production in response to growing demand from the chicken industry; and 3. partnering with new investors (domestic or international) to integrate further up the value chain, including in agro-processing.	- Developed seed production and working on approximately 250 ha (out of the 1,200 ha owned); partnered with 12 farmer associations and a number of development partners, in particular the USAIDAgriFUTURO programme, to assist with organising the associations. - Provided seeds and mechanised services to farmers on a credit basis; demand for seed is increasing and farmers are now paying in advance for the seed. - Established a partnership with Bunge Ltd in 2013, which resulted in an AECF-approved business plan involving a maize project to be implemented in the Alto Molocue district.
Nippon Biodiesel Fuel Co Ltd (NBF)	Mozambique	Contribute to strengthening food and energy security in un-electrified villages by: 1. establishing supply chains for rice production, processing and distribution in three additional districts; and 2. expanding biofuel production by providing 1,800,000 jatropa saplings to more than 6,000 farmers.	
Rei do Agro	Mozambique	Boost own-farm production and extension programme impact by: 1. increasing production/procurement/off-take agreements in soybeans to 2,000 tonnes, maize to 700 tonnes, and sunflower to 400 tonnes; 2. expanding extension farmer programme from 30 farmers with 250 ha, to around 50 farmers with 500 ha; 3. extending business linkages with local companies to ten partners; and 4. directly impacting on 50 smallholders through a soybean extension programme.	- Increase in production on the 750 ha of land cleared; 2013 target of 1,000 ha was not reached due to maintenance needed on machines. - Made a significant contribution to the economic and social development of contracted out-growers (45 extension farmers) through an improvement in their standard of living. - Continuing to help local smallholders achieve economic empowerment through farming.
SAB Miller	Mozambique	Contribute to improving crop quality and yields and to increasing local sourcing by transferring and up-scaling existing cassava processing model to develop the cassava value chain, expanding production to enhance smallholders' productivity, and ensuring the provision of appropriate agricultural extension services.	- In partnership with DADTCO, launched a new Mark III autonomous mobile processing unit in Inhambane and created 2 new platforms for cassava processing. - Cassava programme reached over 4,750 smallholders through direct sourcing and training, resulting in over 1,605 tonnes being purchased from 2,200 smallholders. - Increasing market demand for "Impala" beer brand and over 450% growth in 2013 shows significant opportunity to expand and develop cassava sector further to the benefit of smallholder farmers. - Improved transportation and smallholder reach by purchase of root collection trucks. - Sourcing maize and sugar from smallholders.
Sumitomo Corporation	Mozambique	Contribute to increasing local sourcing and forging local partnerships by: 1. undertaking a feasibility study for fertiliser urea production from indigenous natural gas; and 2. exploring a partnership with a local company for the commercialisation of agro-chemical products.	
Sunshine Nut Limitada	Mozambique	Combine social with financial capital in a new cashew processing venture by: 1. reaching \$20 million in sales, with 50 roasting and 1,000 shelling employees, while buying raw cashew nuts from around 50,000 smallholders; and 2. enhancing the community, with 1/3 of net distributions going to farming communities in "hands-up" assistance, 1/3 to care for orphans and vulnerable children, and 1/3 to help create similar food processing companies.	- Factory started production in September 2013 and has achieved target production output. - Exclusive roll-out of company product line to countries will occur through partnerships with Pick 'n Pay for South Africa and Whole Foods for the US. - Secured brokerage and distribution commitments in both South Africa and the US for nationwide distribution; strong interest registered from major retail establishments to carry the company product line. - Plans underway to expand secondary roasting operations with larger buildings on site within the Beluluane free trade zone in Matola. - Planning the implementation of Project Sunshine; working with various governments, NGOs and cashew shelling operations to vertically integrate in order to establish traceability, organic certification and value addition at village level.
Swiss Re	Mozambique	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher	- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets through International Finance Corporation funded projects. - Supported the implementation of a pilot weather risk transfer scheme.
Toyo Engineering Corporation (TOYO)	Mozambique	Contribute to filling the fertiliser application and availability gap by undertaking further detailed feasibility studies for the Urea Fertiliser Complex Project in Beira, with support from the Mozambican government and JICA.	
United Phosphorus Limited	Mozambique	Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.	- Permission granted to import seeds for sorghum, rice and oilseeds for testing. - Partnered with big local company to organise farmer schools; 2nd year of demonstrations/testing, with 6 demos conducted and technology showcased to 300 farmers. - Seeking approval for rice seed technology. - Working on a forage development project in partnership with the International Fertilizer Development Center (IFDC) to improve animal health, nutrition and milk productivity.

Vodafone	Mozambique	Contribute to increasing the productivity, incomes and resilience of smallholders by: 1. establishing, with USAID and TechnoServe, the Connected Farmer Alliance (CFA) for operation in Mozambique, Kenya and Tanzania to provide mobile agriculture solutions increasing resilience to shocks for 500,000 rural smallholders, of which approximately 150,000 will be women; 2. optimising supply chains by strengthening linkages and feedback loops between smallholders and large agribusinesses; and 3. improving access to secure, timely payments and other financial services.	- In 2nd year of 3-year (Sept 2012-Sept 2015) CFA; reached 7,863 smallholders to date through management training in the 3 Alliance countries. - Conducting feasibility studies in Mozambique
AGCO	Nigeria	Contribute to capacity building, knowledge transfer on the agronomic system, and the intensification of agriculture and farming mechanisation by: 1. investing \$6-8 million to establish a demonstration farm and training centre in Nigeria, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital.	- Conducted several field trips - Undertook site exploration visits for demonstration farm and training centre as well as for assemblies; concept phase underway for training centre in Ekiti State. - Private-sector member participating in consortium for the Competitive African Rice Initiative (CARI) for West Africa and Tanzania, with the objective of reaching at least 120,000 smallholders over 5 years (50,000 in Nigeria and at least 30% being women) and developing the downstream value-chain structure.
Agro-Allied Syrups (formerly Premium Syrups) (a FMN Company)	Nigeria	Contribute to developing an integrated starch and glucose plant (in joint venture with Flour Mills of Nigeria and Nigerian Breweries), with investments of around \$80 million to: 1. build a 72,000 tonnes p.a. starch plant and a 58,000 tonne p.a. glucose plant in the Kwara State SCPZ; 2. provide a 10,000 ha cassava plantation (on the Kwara site), with out-grower programmes to engage local farmers in cassava cultivation; and 3. work with the Dutch Agricultural Development and Trading Company (DADTCO) on mobile cassava processing technology.	
Asset & Resource Management (ARM) Company Ltd	Nigeria	Contribute to the development of commercial agribusiness value-chain projects by creating a potential \$20 million project investment fund to run for at least 10 years, securing employment in the projects of suitably qualified local people and supporting smallholders through off-take agreements, combined with inputs, technical training, commodity storage and processing services.	
Belstar Capital	Nigeria	Contribute to enhancing the beef value chain for domestic and export markets with an investment of around \$600 million to: 1. develop Halal-certified meat processing and packaging centres; 2. invest in 10 feedlots to fatten cattle, 5 end-to-end integrated meat units, and 5 intensive combined meat and dairy farms; and 3. boost basic infrastructure including power, clean water, and wastewater treatment in support of the above.	
Cardinal Stone Partners (Crest Agro Products Ltd)	Nigeria	Contribute to adding value to the cassava value chain by establishing a fully-mechanised 15,000 ha cassava plantation and processing plant (with capacity to produce up to 100,000 tonnes p.a. of high-grade cassava starch phased in over 7 years), creating 3,500 jobs directly and 1,500 in ancillary services.	- Project implementation is proceeding according to plan. - A partnership with the International Institute of Tropical Agriculture has been established and two full-time administrators and two full-time farm staff have been hired. - A partnership with the Kogi State Government is also in place. - A fully-mechanised pilot farm of 30 ha has been set up. - Allocation of land for the main farm has been secured and payments have been made for initial land allocated, along with investments in equipment for the main farm. - A partnership has been entered into with the SCPZ.
Cargill	Nigeria	Contribute to realising the full local and export potential of the cassava value chain by: 1. exploring investment as anchor investor in Alape SCPZ to construct a cassava starch processing facility and a cassava agricultural supply chain; 2. working with the donor community on supply chain development issues including implementation of The Voluntary Guidelines on the Responsible Governance of Tenure of Land, Fisheries and Forests; 3. conducting location-specific feasibility and due diligence reports on proposed processing facility and agricultural supply chain.	- Feasibility studies underway. - Multiple site visits conducted by senior executives. - In dialogue with several partners and stakeholders in Abuja and in Kogi State/Alape on investment plans and intentions. - Preparing for launch of environmental, social and economic baseline studies in communities affected by the project. - Planning to finalise nucleus/out-grower model and farm off-take agreements as well as Memorandums of Understanding (MoUs) with partners in 2014.
Dansa Holdings Ltd	Nigeria	Enhance local food production and processing by investing in the following value chains: 1. pineapples: \$14 million in a plantation, and \$61 million in processing into concentrate, both in Cross River State; 2. tomatoes: around \$18.7 million in production of high-yield seedlings in Kano State, \$6.25 million in a greenhouse seedling project, and around \$15.6 million in a 1,200-tonne capacity plant for processing into tomato paste; 3. oil palm: around \$84 million in large-scale commercial farming, and approximately \$115.6 million in processing to reach 500,000 tonnes p.a.; and 4. dairy, citrus and rubber: around \$200 million in prefarm stage processing in Cross River State.	- Initial investment was made across the pineapple, tomato and oil palm sectors. - An additional decision to invest another \$60 million in sorghum was also taken.
Dominion Farms	Nigeria	Contribute to value-addition in the rice value chain through a planned PPP investment of \$40 million in Taraba State for growing and processing rice on 30,000 ha, together with an out-grower programme for youth and community farmers on a nucleus farm of 3,000 ha.	- Commenced construction of support facilities in preparation for farm operations to begin in 2014. - Plans exist to invest in market research and training next year.
Doreo Partners	Nigeria	Contribute to lifting smallholders out of poverty through the Babban Gona agricultural franchise by: 1. investing \$50 million (by 2015) into expanding Babban Gona in the Kaduna region and southwards to other states; 2. working with 4,000 Trust Groups on 20,000 ha of land (by 2015); 3. tripling the yields of 16,000 smallholders and the prices they receive; and 4. providing training and development to support farmers to graduate from subsistence to business-minded, farmers.	- Expanded the smallholder programme beyond goal to 6,500 farmer families and built a health clinic. - Maintained relationship with 10 village smallholder rice associations. - Given the depressed market and uncertain policy climate, KPL has only completed 215 ha of planned irrigation on its 5,000 ha rain-fed farm and has yet to construct the first biomass plant. - Agricra has had to inject \$3 million to maintain KPL as a going concern.
Dufil Prima Foods Plc	Nigeria	Contribute to boosting local vegetable oil production and packaging through a \$25 million investment in a 500-tonne/day refinery and a 350 tonne/day fractionation and bottling plant in the Lagos Free Trade Zone, directly and indirectly creating employment for 2,000 smallholders.	
Eastern Premier Feed Mills Ltd (a FMN Company)	Nigeria	Help expand animal feed production and supply by: 1. investing \$28 million in building a 1,000 tonne feed mill plant in Cross River State, using 300,000 tonnes p.a. of local crops (including maize and soya beans) to meet increased demand from poultry farmers; and 2. creating out-grower programmes to engage farmers in cultivation of soya beans and oil palm.	- The project investment has been made and the commissioning is scheduled for February 2014. - A partnership has been formed with Kaboji Farms to implement the project.
Ebony Agro Industries Ltd	Nigeria	Upscaling rice milling operations through planned investments totalling \$37 million, including: 1. \$0.5 million in expanding and upgrading the existing rice mill; 2. \$6 million to help establish a rice-husk-fired power station; 3. \$15 million in a 3,000 ha demonstration farm in Enugu State, with a USAID MARKETS-supported out-grower scheme for over 4,500 farmers; 4. \$12.5 million to construct a 45,000-tonne rice mill in Enugu State; 5. \$3 million to take over and operate the Ebonyi State federal grain silo; and 6. working with the Federal University of Technology – Owerri and the University of Port Harcourt to deliver training and capacity-building programmes.	- Initial investment made in rice production and an additional commitment to increase investment been made.
Ecobank	Nigeria	Continue to work towards improving access to affordable finance for the agriculture sector by: 1. lending \$30 million over the next year and \$100 million over the next 4 years, on favourable terms, to agricultural producers, processors and marketers; and 2. providing technical assistance through training to agri-SME customers.	
Export Trading Group (ETG)	Nigeria	Facilitate the procurement of produce and linkages to a world-class supply chain for over 5,000 local fruit farmers by: 1. investing \$50 million over 3 years, including to establish a 50,000-tonne p.a. processing plant for mango, pineapple and citrus fruit; and 2. partnering and developing farmers' associations and negotiating with a major beverage company for the sourcing of local fruit as import substitutions.	- Invested in set-up but the company is considering scaling back its planned investment due to challenges in the environment – with potential plans to scale up to target over several years.

Food Concepts	Nigeria	Contribute to generating local employment through expansion of restaurant and food chains by: 1. opening more outlets of flagship "Chicken Republic" chain; 2. modernising and increasing capacity of Butterfieldbranded bread bakeries; 3. developing a 15-tonne/month cassava flour mill; and 4. supporting 800 direct jobs and 2,000 indirect work opportunities.	- Initial investment made, but the company is considering reducing its investment due to insufficient high-quality cassava supply and challenges in obtaining poultry import permits. - Investments into high-quality flour milling have been postponed until the cassava supply and market demand for cassava bread increases.
Free Range Farms Ltd	Nigeria	Progress the development of an integrated poultry farm with a \$50 million investment in: 1. broiler chicken farming producing 1 million birds/month; 2. a hatchery producing 1 million day-old chicks/month; 3. parent farming producing 350,000 hatching eggs/week; 4. a feed mill producing 8,000 tonnes/month; 5. a plant for processing/slaughtering 1 million birds/month; and 6. employing approximately 800 people directly and 2,500 indirectly.	
Heineken	Nigeria	In support of the ATA agenda, drive sorghum productivity improvement with the overall goal of sourcing at least 60% of all agricultural raw materials locally by 2020.	- High-yielding sorghum varieties developed with the Institute for Agricultural Research and approved by the National Centre for Genetic Resources and Biotechnology; currently undergoing multiplication for the 2014 planting season. - Sorghum hybrid strategy presented to the Minister for Agriculture and MOU preparation underway. - 100,000 tonnes of local sorghum used in production.
International Development Group (IDG)	Nigeria	Develop a production and processing programme for the oil palm and sugarcane value chains, with \$246 million invested over 5 years in: 1. creating supply-chain capacity to deliver 500,000 tonnes p.a. of crude palm oil and up to 300 million litres of ethanol from sugarcane by 2030; 2. scaling up operations to cover 200,000 ha to meet growing demand; 3. integrating advanced agricultural and social concepts in bio-farming, bio-energy and community empowerment; and 4. establishing an R&D partnership with the Nigerian Institute for Palm Oil for seed and yield improvement practices and technologies, as well as waste utilisation.	
Rabobank	Nigeria	Contribute to improving access to finance for small and medium-sized agribusinesses by: 1. establishing a new non-bank agribusiness financial institution to operate in Nigeria, Côte d'Ivoire and Ghana, aiming for a portfolio of over 200 customers (the West Africa Agribusiness Development Corporation – WAAD); and 2. building capacity of local agro-sector professionals to maximise benefits of increased access to finance.	With respect to the WAAD project: - Identification of and negotiation with potential shareholders continued throughout 2013. To this end, Rabo-Development and the IFC are in on-going talks with a number of multinational food and agriculture companies. - Various policies (HR, credit, treasury) have been prepared in anticipation of operations commencing; Board charter also drafted. - Business plan has been confirmed as still pertinent.
ROM Oil Mills Ltd (a FMN Company)	Nigeria	Enhancing the development of the edible oil and refining value chain by investing \$84 million in: 1. constructing a crushing and oil refinery in Oyo State; 2. installing a 300-tonne/day palm kernel crushing plant, a 500-tonne/day solvent extraction plant, and a 400-tonne/day oil refinery plant; 3. locally sourcing raw materials; and 4. implementing out-grower programmes to engage local farmers in soya bean and oil palm cultivation.	- The project investment has been made and concession is scheduled for June 2014.
Sunbird Bioenergy	Nigeria	Contribute to developing and operating vertically integrated agriculture and bioenergy projects by: 1. investing in a bio-refinery to convert cassava into bioethanol and other high-value products; 2. negotiating annual production contracts with outgrowers for cassava; 3. developing and offering financial packages with local banks to support farmers to purchase new equipment; 4. commercialising advanced second-generation bioenergy technology; 5. working with international organisations to deploy new high-yield cassava variants; and 6. building local infrastructure including water treatment and electricity generation plants.	- With facilitation from the Ministry of Agriculture, land for cassava production has been secured; Edo State government allocated 20,000 ha, alongside 15,000 ha owned by Nigerian company OBAX; an additional 5,000 ha has been allocated to the local community for an out-grower scheme. - Ran a visit to Thailand for a delegation from OBAX and Edo State to see working operations on cassava production and processing for biofuel. - Initial feasibility studies completed and design phase is underway; a full Environment Impact and Sustainability Assessment will soon commence, including community consultations; an off-take agreement will then need to be secured for the finished product, at which point financing and construction will begin.
Sunti Farms Ltd (a FMN Company)	Nigeria	Contribute to expanding sugarcane production and processing (in joint venture with the Golden Sugar Company) through investments of \$185 million in: 1. a 10,000 ha plantation to produce 100,000 tonnes p.a. of raw sugar; 2. implementing an out-grower programme to engage local farmers in cultivation and on-site processing of sugarcane; and 3. partnering with other multinational sugar businesses to bring in technical knowledge.	- Investment for the mill has been made and planting is underway. - Approximately half of the committed capital expenditure has been disbursed.
Swiss Re	Nigeria	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers with production risk coverage, accessing finance and engaging in higher income-generating activities.	- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets. - Concluded preparations for weather risk transfer scheme. - At pan-African level, 300,000 smallholders reached.
TeraGro Commodities Ltd	Nigeria	Scale up operations in the fruit concentrate, cassava and rice sectors by: 1. investing \$15 million to develop a juice concentrate factory in Benue State, processing 75,000 tonnes p.a. of oranges, pineapples and mangoes and impacting on 2,000 smallholders; and 2. partnering with other investors to integrate further up the value chain in other products such as rice cultivation and processing.	- Completed phase 1 land acquisition and technical assessments - Undertaking OEM evaluation to determine what equipment to acquire - Land acquisition related to partners is on-going - Investment has been delayed until early next year pending resolution of land/ site related issues - 800 small hold farmers however engaged already, 650 men and 150 women - \$1 million in oranges and mangoes purchased from these producers
Thai Farms International Ltd (a FMN Company)	Nigeria	Contribute to value addition in the cassava value chain by: 1. investing \$4 million to construct a new 120,000-tonne p.a. high-quality cassava flour processing plant in Ogun State; 2. locally sourcing cassava and selling by-products; and 3. implementing out-grower programmes to engage local farmers in cassava cultivation.	- Successful expansion of capacity and clearing/planting of 50% of Kwara plantation. - Developed outgrower scheme with local community in Kwara. - Joint venture established with Agro-Allied Syrups to develop cassava-based sweeteners.
Tropical General Investments (CHI Ltd & Chi Farms Ltd)	Nigeria	Expand in-country food production, processing and trading operations by investing: 1. \$125 million through its subsidiary Chi Ltd in fruit plantations, a fruit juice concentrate factory, dairy farming, and restaurant/fast food outlets; 2. \$30 million via its subsidiary Chi Farms Ltd in cattle rearing and fattening and meat processing; and 3. \$20 million in tomato farming and tomato paste production.	
Umza International Farms Ltd	Nigeria	Contribute to developing commercial-scale rice cultivation and processing and creating at least 2,000 direct jobs by: 1. investing \$21.5 million over 4 years to develop 5,000 ha for corporate rice paddy farming; 2. investing \$1.6 million over 3 years to build a husk-fired power plant; 3. investing around \$4 million over 3 years to build a state-of-the-art paddy processing facility; and 4. partnering with other investors to integrate higher up the value chain.	
Unilever	Nigeria	Facilitate a value-chain partnership (between the private sector, civil society, donors and government) and leverage expertise to encourage investment in a starch complex for processing upwards of 100,000 tonnes of sustainably-sourced cassava into starch or sorbitol.	- Currently finalising details of an agreement to purchase sustainably sourced cassava starch in order to guarantee scale of production sufficient to release and facilitate investment in a value chain that includes smallholder farmers.

West African Cotton Company Ltd	Nigeria	<p>Expand production and processing capacity, and employment and out-grower farmer development, by investing:</p> <ol style="list-style-type: none"> <li>\$40 million over 3 years in a 300 tonne/day soybean crushing plant in Katsina, directly employing 300 people;</li> <li>\$15-20 million in a rice mill in Kano or Katsina covering 3,000 ha and 1,500 out-grower farmers, who will be provided with seeds, input credit, extension services and training;</li> <li>\$15-20 million in a cassava processing plant, employing 100-150 people; and</li> <li>\$20-25 million to double the capacity of an existing sesame seed hulling plant to 24,000 tonnes, while promoting an out-grower programme in Katsina and Gombe States."</li> </ol>	<p>Management has decided to move the project to Shagamu in Ogun State due to cheaper fuel (LNG) costs. 24 hectares of land already acquired.</p> <ul style="list-style-type: none"> <li>- A decision has been made to locate the rice mill under the Staple Crop Processing Zone planned for Ambrusa in Kebbi State to take advantage of incentives; application for 20 Ha within the SCPZ has been submitted.</li> <li>- Out growers program initiated in Gombe, increasing the hulling capacity work has started.</li> <li>- 2800 smallholders reached in 2013, 95% men and 5% women</li> <li>- \$5 million commodities purchased in 2013, \$4.5 million of which came from smallholders.</li> </ul>
Wilmar Investment Holdings / PZ Wilmar (?)	Nigeria	<p>Contribute to developing production and processing facilities and forging partnerships in the oil palm value chain, including by:</p> <ol style="list-style-type: none"> <li>developing 50,000 ha of oil palm plantations together with processing mills in Cross River State;</li> <li>fostering partnerships with smallholders, out-growers and transport logistics providers;</li> <li>impacting 12,000 people with direct employment and 33,000 with indirect jobs; and</li> <li>supporting smallholders through education on best management practices.</li> </ol>	
Africa Graines	Senegal	<p>Contribute to agricultural development by:</p> <ul style="list-style-type: none"> <li>- putting in place a network of producers through the development of a pilot operation of 100 hectares with the purchase of agricultural machinery and construction of cold storage rooms;</li> <li>- support in growing a variety of maize, sunflower, dwarf and RAM beans, lettuce, radishes, tomatoes, onions, eggplant seeds, production of guar</li> </ul>	<ul style="list-style-type: none"> <li>- the network of producers have been created and 1,186 small producers have been reached;</li> <li>- 32 hectares of land have been acquired for the operation;</li> <li>- More than 300 million FCFA have been invested</li> </ul>
Agrophytex	Senegal	<p>For the development of Public-Private Partnership for inputs distribution on the Senegalese market Agrophytex undertook to:</p> <ul style="list-style-type: none"> <li>- build a fertilizer formulation unit</li> <li>- acquire a seed processing and packaging unit with a capacity of 6 tons per hectare;</li> <li>- finance the working capital for the maize production and get a maize Sheller</li> </ul>	<p>Activities started with a little delay. Funding to start the production of hybrid maize seeds on 230 hectares has been achieved;</p> <ul style="list-style-type: none"> <li>- Then 1,324 Tons of seeds were purchased on the domestic market.</li> <li>- More than 15,000 small producers have been reached.</li> </ul>
Agroseed	Senegal	<p>Increase small producers' access to inputs and markets, as well as training, AGROSEED undertook to:</p> <ul style="list-style-type: none"> <li>- net truck farming seeds production over an area of 20 hectares;</li> </ul>	<ul style="list-style-type: none"> <li>- The signature of partnership agreements with some partners is in progress</li> <li>- The financing of activities is not yet available and has therefore prevented the effective start of operations</li> </ul>
Belisle solution nutrition inc./Ranch de Ouassadou	Senegal		
CCBM Coderiz	Senegal	<p>Agricultural activities growth with:</p> <ul style="list-style-type: none"> <li>- The development of 800 hectares (channel work, irrigation canals and equipment purchase)</li> </ul>	<ul style="list-style-type: none"> <li>- The programme is delayed due to a water access issue.</li> </ul>
CCMN	Senegal	<p>Contribute to the production of rice and cattle feed by setting up:</p> <ul style="list-style-type: none"> <li>- a rice-processing factory with a capacity of 60 tonnes per day;</li> <li>- a cattle feed processing unit of 240 tonnes per day;</li> <li>- 5 storage rooms with a total capacity of 10,000 tons</li> </ul>	<ul style="list-style-type: none"> <li>- Nothing has been set up because no location was made available (land)</li> </ul>
Cofisac	Senegal	<p>Contribute to the development of agriculture with:</p> <ul style="list-style-type: none"> <li>- The manufacture of woven polypropylene packing for the packaging of various agro-industrial products (rice, corn, salt, sugar, animal feed etc...) and agricultural products (groundnut, paddy, millet, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>- All activities of an investment nature with the aim of improving production capacities have been carried out.</li> </ul>
Compagnie Agricole de Saint-louis	Senegal	<p>Contribute to the production of rice in Senegal through:</p> <ul style="list-style-type: none"> <li>- The Development of rice paddies of 4,500 hectares;</li> <li>- The construction of storage and drying silos for 36,000 tons of paddy;</li> <li>- the setting up a processing unit with a capacity of 16 tons per hour and</li> <li>- The signing of farming contracts for 1,500 hectares</li> </ul>	<ul style="list-style-type: none"> <li>- Over 40 billion FCFA are being invested by the company for the project implementation;</li> <li>- 32 hectares of rice production achieved</li> <li>- 7 km of channels and many hydroagricultural facilities for the irrigation system already in place.</li> <li>- Fifty jobs created</li> <li>- 100 hectares developed</li> </ul>
Copeol ( Sofiproelol)	Senegal	<p>Contribute to the development of grinding up groundnut seeds and the marketing of oil and oil cakes with :</p> <ul style="list-style-type: none"> <li>- The expansion of its industrial grinding up plant of 100,000 tons per year;</li> <li>- The installation of a solvent extraction plant with a capacity comprised between</li> </ul>	<ul style="list-style-type: none"> <li>- Production activities are underway but those relating to the expansion have not started yet.</li> <li>- More than 4 billion FCFA have been invested in the production of oil and oil cake;</li> </ul>
Coumba Nor Thiam (CNT)	Senegal	<p>Agricultural activities growth by setting up:</p> <ul style="list-style-type: none"> <li>- a pumping station as hydraulic facilities with an irrigation capacity of 2,000 hectares;</li> <li>- storage rooms with a capacity of 1,200 tons</li> </ul>	<ul style="list-style-type: none"> <li>- Operations are fully set up and investment made.</li> <li>- More than 6,000 small producers have been reached</li> </ul>
ETS Adiou Sene	Senegal	<p>Contribute to the development of the groundnuts and cereal value chains and invest in truck farming and livestock farming by:</p> <ul style="list-style-type: none"> <li>- developing 100 hectares for agriculture, truck farming and livestock farming;</li> <li>- setting up a groundnut-processing plant</li> </ul>	<ul style="list-style-type: none"> <li>- Over 7 million F CFA have been invested;</li> <li>- More than 3,000 tonnes of products including groundnut, cowpea and sesame have been purchased on the domestic market.</li> <li>- 33 full-time jobs have been created.</li> <li>- 860 small producers have been reached</li> </ul>
Export Trading Group (ETG)	Senegal	<p>Export Trading Group (ETG) is a supply chain management company operating in over 30 African countries specializing in procurement, processing, distribution, merchandising and warehousing. Export Trading Group is planning to make the following investment in green field operations in Senegal:</p> <ul style="list-style-type: none"> <li>- Establishing a rice mill and groundnut processing plant with a 5,000 tonnes</li> </ul>	
General D'investissement et de Commerce (Société Générale d'Investissement et de Commerce (GIC))	Senegal	<p>Development of cereal processing activities by:</p> <ul style="list-style-type: none"> <li>- setting up a business plan and purchasing agricultural machinery</li> </ul>	<ul style="list-style-type: none"> <li>- Activities are in progress and 340 tons of raw materials such as millet, maize and sorghum have already been purchased and processed.</li> </ul>
Generale Alimentaire Africaine (GAA)	Senegal	<p>Contribute to the development of local rice in the Senegal River Valley by:</p> <ul style="list-style-type: none"> <li>- setting up a rice complex (rice processing and development of rice by-products);</li> <li>- setting up a poultry complex;</li> <li>- implementing a project to process plant products.</li> </ul>	<ul style="list-style-type: none"> <li>- No activity has been implemented due to a lack of financing</li> </ul>

Grands Moulins de Dakar (GMD)	Senegal	Contribute to the development of the cereal production and cattle feed with: - An extension of the surfaces for its plants regarding the production of cereals and cattle feed. - An increase in the storage capacity (silos)	
Hortis	Senegal	Hortis (La Société Horticulture du Sénégal) is a new company, founded in 2006, with operations in Senegal, Burkina Faso and Mali. Hortis is a subsidiary of the American company, Green Seed. Hortis' main activity is the import of seed varieties. Hortis is planning to make the following investments: - Creation of 5 commercial locations in Thiès, Saint Louis, Matam, Kaolack and Ziguinchor - Projected Social Impact: easier access and faster supply of quality inputs, increased productivity in activities, increase in revenues through market access and an improvement in food quality and living conditions for smallholder farmers - Total investment: US\$ 0.05M	
La laiterie du berger	Senegal	Contribute to the development of milk production with: - the doubling of the production capacity of its plant in Richard Toll (production target of 4,000 tons per year by 2016); - the creation of a pilot farm (300 cows by 2015 and 1,250 by 2025) ; - the creation of a partnership with GRET for a water infrastructure project.	
La Pirogue bleue	Senegal	Contribute to the processing, marketing and export of deep-frozen seafood products by: - introducing new freezing tunnels; - setting up new storage rooms; - setting up a wastewater treatment plant	- The installation of new freezing tunnels is in progress and over 57 million FCFA have been invested. - For the processing of fishery products 35 full-time jobs have been created.
Locafrique	Senegal	Contribute to the development of agriculture by: - setting up a leasing agreement for the acquisition of agricultural machinery by the producers (offset tractors, combine harvesters, husking units)	- The activity has been carried out and the leasing implemented.
Mamelles Jaboot	Senegal	Contribute to the development of agriculture, food security and the fight against poverty by: - Financing the agricultural cooperative of Wakh Ngouna producers for the purchase of inputs; - setting up an agro-industrial platform in the region of Thiès.	- The agricultural cooperative of Wakh Ngouna producers fully financed and the setting up of the agro-industrial platform of Thiès in progress. - 34 full-time jobs among which 58% are for women have been created.
Negodis	Senegal	contribute to agricultural development by: - setting up a factory that manufactures small agricultural machinery	- Activities are in progress but the site has not yet been allocated (negotiations are in progress for land access)
Nouvelle Minoterie Africaine (NMA)	Senegal	Contribute to agricultural development by: - acquiring 1,000 hectares for the development of organic soya and groundnut seeds	- The activity has not yet started due to lack of land
Patsen	Senegal	Collaborate with producers of consumer goods in small quantities and invest in the entire value chain by setting up: - several industrial units in Dakar and Mbao (acquisition of 100 to 200 hectares); - Formalization by contract with selected farmers to supply agricultural products; 10,000 tons per year of good quality edible groundnuts and 100,000 tons of sea salt.	- The activity has not yet started due to lack of land
Sedab	Senegal	Contribute to the development of agriculture with: - The construction and installation of a plant for the processing of seeds; - The installation of a "bulk blending" plant for fertilizers to serve small producers	- Activities are underway and the seed processing unit has already been set up. - 200 millions FCFA have been invested and 10 billion turnover have already been made
Sedima	Senegal	Collaborate with broiler chicken farmers in small quantities and invest in the value chain by: - setting up a slaughterhouse with a capacity of 2,500 chickens per hour; - setting up a flour processing factory; - sowing 300 hectares for maize production.	- Activities are in progress: - 6 billion FCFA have already been invested in the development of the slaughterhouse; - a delay has been noticed as regards the land allocation for maize production.
Sentenac group	Senegal	contribute to the agricultural development by: - processing fishery products through the creation of a fish processing factory; - setting up a micro-packaging unit - extending the poultry and cattle feed processing factory	- The activities of fish processing and tomato micro packaging are in progress and more than 590 million FCFA have been invested. - Extension for the processing of poultry feed has not started
SHAM Senegal	Senegal	contribute sustainably to the agricultural development by: - developing fruit and grain growing and livestock farming. - setting up poultry, cattle and sheep farms; - setting up a packaging centre and an industrial processing plant	- Fruit and cereal farming, and livestock farming are in progress with a group of 60 producers; - The land is not yet available for farms; - Acquisition of 50 hectares in Nguéniène under development
SodefiteX	Senegal	contribute to the agricultural development through the expansion and consolidation by: - Renovating and modernizing 5 cotton ginning plants; - Renovating and modernizing the plant processing cotton seed; - building cotton balls storage units; - Promoting maize, rice, millet and sorghum growing; - Promoting product processing	- Activities are in progress and the sum of 22 million FCFA have been invested in the renovation and modernization of facilities - 31,454 tonnes of cotton seed purchased from small producers for processing
Soldive	Senegal	Contribute to the development of the Melon production in the north of Senegal with: - The construction of a packaging center; - The increase of farming areas	
Sopasen	Senegal	Contribute to the development of the fish value chain by: - building five freezing tunnels with a capacity of 10 tonnes per day and a cold storage room with a capacity of 500 tons; - The acquisition of five tuna fishing vessels	- 740 million FCFA have already been invested; - 4 freezing tunnels have been achieved; - Achievement of the cold storage room with a capacity of 500 tons; actually its capacity has been increased to 800 tons; - Purchase of a pelagic fishing vessel which is still waiting for a license; - Investment of 740 million FCFA.
Suneor	Senegal	Contribute to the manufacture and marketing of processed food products with: - the intensive production through irrigation of groundnut seeds over an area of 20,000 hectares; - the production of crude oil, groundnut oil cakes and chelled seeds;	

Teyliom (Teylium Group Sa)	Senegal	Contribute to agricultural development by: - land development for the farming of cereals, the double-cropping rice cultivation; - the setting up of a cereal processing factory	- Activities have started and around 632 million FCFA have been invested at the project planning stage, including the feasibility study.
Tropicasem	Senegal	Contribute to the development of horticulture by: - The construction of two cold storage rooms to keep seed; - The acquisition of 50 hectares of land for the establishment of a new research centre; - The establishment of a phytopathology laboratory	- Building activities for the two cold storage rooms are underway; - The acquisition of 60 hectares of land for the establishment of the new research centre was completed
ValNovel (Novel Group SA)	Senegal	Contribute to the development of the rice value chain with: - The development of a joint venture as part of a collaboration and partnership with the Government of Senegal. - The PPP covering a surface area of 22,500 hectares for an annual production of 6,000	- Activities have not actually started; - 30 million FCFA have already been invested in early 2014 for field visits and partnership negotiations
Vital (Vital Agro-Industries)	Senegal	Contribute to the development of the rice value chain by: - setting up a new production unit; - installing 2 additional silos for Paddy storage with a capacity of 3,000 tons and installing a pivot irrigation system and purchasing agricultural machinery.	- Activities are in progress and 460 million FCFA have been invested for the start of the new production line and more than 3.5 billion have been mobilized for the purchase of 27,573 tons of paddy rice for processing
Zena Exoticfruits	Senegal	Contribute to the development of processing and promotion of fruits and vegetables with: - the implementation of food security standards; - the increase and restructuring of the production capacity; - The creation of a line of organic products, dried fruits and natural fortified beverages	- The implementation of food security standards has enabled the export of finished products. - More than 90 million FCFA have been invested to increase production capacity; - 42 full-time jobs have been created
AGCO	Tanzania	Contribute to capacity building, knowledge transfer on the agronomic system and the intensification of agriculture and farming mechanisation by: 1. establishing a demonstration farm and training centre, together with global and local partners, aimed at large- to small-scale farmers, agriculture students and local schoolchildren; 2. providing infrastructure and technical support with mechanisation, storage and livestock systems, including after-sales services for commercial smallholders, and emerging and large-scale farmers; and 3. offering finance solutions and developing leasing models for tractor supply to small-scale farmers with little working capital	- Conducted exploration visits to the country and evaluation of existing opportunities with SAGCOT and Ministry for Agriculture, including TAN25, and other partners like AgDevCo and Agrica/KPL on rice. - In Concept Stage for nucleus farm project and outgrower scheme in Kigoma. - In Concept Stage with Tanzania Horticultural Association (TAHA) for horticulture development project. - Private-sector member participating in consortium for the Competitive African Rice Initiative (CARI) for West Africa and Tanzania, with the objective of reaching at least 120,000 smallholders over 5 years (30,000 in Tanzania, at least 30% being women) and developing downstream value-chain structure.
Agricultural Council of Tanzania (ACT)	Tanzania	Improve the Tanzanian agribusiness environment by: 1. assisting in preparation/dissemination of policy papers on constraints to realisation of increased investment objectives; and 2. providing a platform for information analysis, and dialogue for private and public stakeholders in the sector.	- Involved in establishment of the Tanzania Agricultural Development Bank, which will provide short- and longterm loans to agricultural operators at affordable rates. - Produced a policy brief on crop cess, which is being using to lobby government. - Advocating for streamlining fees, eliminating overlaps in the roles and responsibilities of regulatory agencies, and land tenure system review (particularly regarding land demarcation and titling, legal recognition of agricultural land, and land rent).
Agro EcoEnergy	Tanzania	Produce sugar and renewable energy sustainably by: 1. developing a \$425 million agro-energy project with sugar mill and bio-refinery via a 7,800 ha sugarcane estate and 3,000 ha out-grower programme, both fully-irrigated; and 2. producing 125,000 tonnes of sugar, 8-15,000 m3 of ethanol, and 100,000 MWh/year of renewable electricity to the national grid.	- Secured engagements from development and commercial banks for financing and supporting the out-grower scheme projects (subject to all critical policy issues being resolved). - Carried out environmental and social impact study, completed physical planning of facility, and have already spent \$42 million; investing over \$6 million in construction works that are to be officially inaugurated in 2014. - Government and local communities to be given a 10% stake in the project company as ordinary equity (with a further 15% in B-shares to be granted after 18 years), in exchange for land free of encumbrance as a site for the facility. - Put in place supplier contracts and off-taker agreements for sugar and power from ethanol, while associated policy negotiations with government are close to being finalised.
Armajaro	Tanzania	Contribute to supporting the development of smallholder coffee farmers in the Mbeya and Mbinga regions, doubling the income of around 25,000 farmers by: 1. improving productivity; 2. strengthening market linkages; and 3. providing access to finance.	- 8,981 farmers trained in Good Agricultural Practices and Good Production Practices (33% of attendees being women). - Promoter farmer model used for the trainings, with 264 farmers trained and demonstration plots established in each promoter farmer's locality. - Processed 3,278 tonnes of cherry in 13 of the wet mills bought in Mbinga region. - 2,950 farmers trained on basic business skills in collaboration with Hivos and a local consultant. - 12,117 farmers Rainforest Alliance-certified, with 2,110 tonnes of coffee from the farmers sold as certified. - All 2,950 farmers in the second cohort introduced to the Gender Action Learning System. - 10 wet mill staff (8 male, 2 female) in Mbinga trained on Payment Ecosystem Services by Avance/Proclimate in collaboration with Solidaridad. - Identified 2 clonal nursery sites and carried out initial preparations; to be finalised by end March 2014.
Diageo Plc	Tanzania	Contribute to developing and implementing a scalable sorghum value-chain project with a potential to scale up sourcing to 20,000 tonnes p.a. by 2016 for local use and export.	- With the agreement of SAGCOT, future development of this investment is under review. - Successful trial on sorghum production conducted, though at current market prices, it is more economical to continue purchasing on the open market.
Jain Irrigation	Tanzania	In line with the national Kilimo Kwanza strategy, contribute to developing irrigation and enabling infrastructure by: 1. developing an integrated agricultural cluster in an area identified as suitable; and 2. adopting modern technology in irrigation, agronomic practices, harvesting, supply-chain management and produce processing.	

Kilombero Plantations Limited (KPL)/Agrica	Tanzania	Subject to improvements to road and tax regime, support increased agricultural productivity and commercialisation by: 1. increasing the reach of the KPL smallholder programme from 1,500 to over 5,000 farmer families; 2. completing KPL's irrigation system to cover over 3,000 ha; and 3. constructing biomass power plants totalling 3 MW.	- Expanded the smallholder programme beyond goal to 6,500 farmer families and built a health clinic. - Maintained relationship with 10 village smallholder rice associations. - Given the depressed market and uncertain policy climate, KPL has only completed 215 ha of planned irrigation on its 5,000 ha rain-fed farm and has yet to construct the first biomass plant. - Agrica has had to inject \$3 million to maintain KPL as a going concern.
Monsanto	Tanzania	Contribute to strengthening maize and vegetable value chains in the SAGCOT corridor by improving access to finance, making 3-5 new maize hybrids available royalty-free to seed companies, strengthening agrodealer networks, providing farmers with information and inputs, measuring and strengthening soil health, improving nutrition and cash income, and facilitating better grain-market access for farmers.	- Launched partnerships in coordination with the SAGCOT Centre; collaborating partners to align strategies to reach smallholders in the corridor. - Reached over 220,000 smallholders with improved technologies and management practices, including: a) training agro-dealers in partnership with the Agricultural Development Trust; b) organising smallholder farmers to collectively receive training, inputs and market products in partnership with NGO Creating Rural Entrepreneurs; c) training on agriculture extension services using The Earth Institute's soil sampling tool "SoilDoc" to provide smallholders with near-real time soil management recommendations; and d) distributing over 22 tonnes of high-quality, high-yielding maize varieties to smallholders in partnership with Farming Input Services. - Plans exist to assess impact of the partnership model in 2014.
SAB Miller	Tanzania	Contribute to improving crop quality, yields and local sourcing by: 1. increasing locally-sourced barley each year through subsidiary Tanzania Breweries (end target: to malt 100% locally, including from smallholders); and 2. investing in farming programmes, providing funding, seed, and assisting with machinery such as power tillers.	- Reached 253 smallholders (through extension support, pre-financing and direct purchasing of barley with guaranteed price). - Sourced 8,955 tonnes of barley from 300 smallholders in 2013. - Identified new potential areas and farmers in Sumbawanga, Southern Highlands, through soil and climate analysis; planting is now complete. - Developed demonstration farm in partnership with Syngenta, Yara and John Deere in Northern Highlands to improve yields through better equipment and crop management; two farmers identified in Arusha and Karatu; land preparation and planting complete. - Successfully completed commercial trials and established a "Total Package" programme which 5 model barley farmers will follow in 2014.
Selous Farming	Tanzania	On securing access to long-term financing or an investor with shared vision, strengthen regional cereals and livestock supply chains by: 1. expanding livestock from 500 beef breeding cows to 900, and 400 ewes to 1,200; 2. expanding processing at abattoir and butchery for meat and poultry products; 3. expanding production of seed maize from 150 ha to 400 ha, and soya from 60 ha to 400 ha; and 4. establishing a mill to produce quality animal feed."	
Shambani Graduate Enterprises	Tanzania	Contribute to meeting national increased annual milk production targets by: 1. investing in expanding Shambani Gradates Enterprises' milk collection, processing and marketing; and 2. building quality/hygiene capacity of around 400 milk producers to supply 4,000 litres/day, resulting in additional \$900 in annual income per farmer.	- Developed business plan and focused strategy, with unique value proposition for expansion. - Invested \$62,500 already in renovating facilities, including milk collection centres. - In discussions with two firms for financing but no commitment secured to date. - Currently sourcing 1,500 litres/day of milk from around 120 smallholders. - Almost completed installation of new boiler, which will enhance processing capacity.
Swiss Re	Tanzania	Develop micro-insurance solutions to agricultural risks by investing in-kind to support development of sustainable agri-risk management markets, with a view to assisting farmers gain production risk coverage, access finance, and engage in higher income-generating activities.	- Partnerships forged with donors, businesses and governments for advancement of agri-risk transfer markets through International Finance Corporation-funded projects. - Held local trainings and awareness-raising events. - At pan-African level, 300,000 smallholders reached.
Syngenta	Tanzania	Contribute to delivering cluster initiatives aimed at developing large farms and surrounding smallholders by: 1. supporting the SAGCOT initiative and privatesector partnership; 2. supporting the KPL rice plantation and smallholder programme (in partnership with Yara and USAID); 3. exploring opportunities with other clusters; 4. developing the Environment and Climate Compatible Agriculture (ECCAg) approach (with Yara) for smallholder rice and maize farmers; and 5. partnering with other companies and USAID to develop a village-based agro-dealer network.	- Supporting SAGCOT Centre with funding, planning and delivery. - Commenced commercial operations in tomato value chain in Iringa, Makambako and Njombe, with 30 demonstration plots in progress; plans exist to scale up geographically and to other crops e.g. maize and potato. - Launched crop productivity training programme in Morogoro and Iringa. - Trialling high-productivity rice for KPL and expect licenses; with USAID, to embark on training programme for 10,000 smallholders in 2014. - Completed 3rd year of ECCAg demonstration trials in Morogoro/Njombe with 100% increased yield for maize (highest yield of 8.5 tonnes/ha) and 21% for rice (highest yield of 8.3 tonnes/ha); full report on yield, farmer profitability and environmental impacts to be issued in 2014 (final year of ECCAg trials). - Progress in one area is on hold due to land dispute. - Reached a total of 9,000 smallholders, of whom 40% were women.
TAHA	Tanzania	Contribute to promoting and facilitating horticultural investments by: 1. mapping horticulture activities/ projects/plans in priority clusters and throughout the SAGCOT corridor; 2. being the first point of contact for horticultureinterested parties; and 3. presenting SAGCOT at horticulture forums/events.	- Played a critical role in lifting a ban on flower exportation through Kenya. - Negotiated a waiver of cumbersome procedures for importing fertilisers and special consideration for a flatrate crop cess for the horticulture industry. - Successfully lobbied the GoT to commit TZS 1.7 billion to build infrastructure (collection centres for pineapple growers) in key rural areas, with works underway and expected to be completed by June 2014. - Lobbied Global Gap to translate its safety standards into Kiswahili for easy access and use by small-scale Tanzanian farmers.
Tanseed	Tanzania	Contribute to stabilising and increasing rice and maize productivity and profitability among smallholders by improving the availability and adoption of affordable, high-quality rice and maize seed varieties, as well as crop management practices that increase yields.	- Produced 711 tonnes of certified seed, processed and packed in 298,200 small packs and distributed to 119,243 smallholders through 102 seed distributors across 43 districts. - Registered 102 seed distributors for selling rice and maize seed in 89 districts. - Employed and trained 3 additional staff. - Engaged in strategic partnerships with the International Maize and Wheat Improvement Center, the International Rice Research Institute, the Alliance for a Green Revolution in Africa (AGRA), USAID and Root Capital, focused on developing unique crop genetics for greater market pull, facilitating staff training, and attracting working capital.
TASTA	Tanzania	Contribute to increasing access to improved seed varieties by working with government to reduce the tax burden on the seed market.	- Re-engaged with new leadership in the Ministry of Agriculture and actively participated in a task team set up by the Ministry to unlock the tax burden issue. - Assembled the necessary facts and figures to engage the panel tasked with streamlining tax laws by: (i) exempting seed and seed packing materials from import duty and VAT; (ii) exempting seeds from districtlevied crop cess; and (iii) clarifying the tax treatment of seeds. - Formed a taskforce including key stakeholders to address the issue of fake seed syndicates.

Tatepa	Tanzania	Contribute to enhancing smallholder agricultural development in the Rungwe District by working towards launching the Suma 1.5 MW Hydro Plant project, aimed at benefiting smallholders through lower-cost reliable power and direct employment.	
Unilever	Tanzania	Contribute to improving supply-chain integration of smallholders by: 1. setting up value-chain partnerships in tea, leveraging investment (e.g. so as to develop the Mufindi tea estate to double the value of exports by 2020), bringing expertise, and stimulating the supply side by creating market demand; 2. improving smallholder livelihoods in tea through sustainable sourcing and investment; and 3. exploring local sourcing opportunities for cocoa, vegetable oils, fruits and vegetables.	- Agreed tea partnership with government in SAGCOT corridor, including investment in tea estates, the supply chain, new factories and local infrastructure, R&D, support for smallholders and certifying all related tea production as sustainable. - Partnership expected to create 5,000 jobs on the estates and, by developing 6,000 ha of smallholder tea, improve the lives of around 30,000 people economically dependent on those smallholdings. - Expanding estates in Mufindi and developing a project in Njombe in collaboration with the UK government, the Wood Family Trust and the Gatsby Foundation.
United Phosphorus Limited	Tanzania	Contribute to improving productivity and income of small and marginal farmers of interest crops (corn, sorghum, sunflower, canola, rice, cotton, forages, legumes and vegetables) through technology transfer to small and marginal farmers via on-farm training schools (3,000 trainees planned in 1st year), and by acting as key input and knowledge partner to large farms.	- Blueprint for implementation is ready; awaiting registration of seeds (anticipated in 2014).
Vodafone	Tanzania	Contribute to increasing the productivity, incomes and resilience of smallholders by: 1. establishing, with USAID and TechnoServe, the Connected Farmer Alliance (CFA) for operation in Mozambique, Kenya and Tanzania to provide mobile agriculture solutions increasing resilience to shocks for 500,000 rural smallholders, of which approximately 150,000 will be women; 2. optimising supply chains by strengthening linkages and feedback loops between smallholders and large agribusinesses; and 3. improving access to secure, timely payments and other financial services.	- In 2nd year of 3-year (Sept 2012-Sept 2015) CFA: reached 7,863 smallholders to date through management training in the 3 Alliance countries. - Completed stakeholder meetings and needs assessment for 7 supply-chain clients. - Piloted supply-chain management solution with 2 clients in Tanzania, and looking to identify additional clients and scale up the pilot (targeting 40,000 smallholders). - Continuing with financial service research; plans exist to pilot agriculture-focused mobile financial services in Kenya and Tanzania and scale up existing services in both countries (e.g. M-Shwari and Kilimo Salama) to smallholders.
Yara	Tanzania	Cultivate long-term partnerships for co-developing national fertiliser market by: 1. continuing existing efforts in SAGCOT, specifically the rice value-chain partnership with KPL, and developing an integrated Green Corridor; 2. initiating an integrated sustainability approach with the Norwegian Agency for Development Cooperation (NORAD) and AGRA; 3. developing 2-3 subsequent value-chain initiatives under SAGCOT; and 4. developing a pilot initiative with Vodafone and government to field-test mobile phone delivery mechanisms for improved supply-chain efficiencies.	- Finalising construction of a \$20m revolving fertiliser terminal in Dar es Salaam. - Established 5 in-market storage facilities in key agricultural areas and a smallholder outreach programme focused on improving food security. - Conducted several field missions to neighbouring Rwanda and Burundi to develop regional distribution and agro-dealer market with Tanzania as hub. - Held numerous discussions on project-specific activities in SAGCOT including with NORAD and AGRA. - Provided technical expertise and products to develop smallholder capacity in the tea value chain in partnership with Unilever. - Trained 10,000 farmers on improved coffee production practices in partnership with ECOM Trading Group. - Provided plant nutrition expertise, fertiliser and practical support to ECCAg research partnership field trials. - Signed MoU with microfinance NGO BRAC to collaborate on Livelihood Enhancement through agricultural development project on maize. - Establishing trials and providing technical support related to key crops and value chains. - Exploring new partnerships in sugar, cotton and maize value chains.

African Cashew Initiative (ACi)	5
AGCO	7
Armajaro	2
Cargill	2
COMPACI	2
Competitive African Cotton Initiative (COMPACI)	3
Diageo Plc	2
Ecobank	3
Export Trading Group (ETG)	4
Heineken	2
Jain Irrigation	5
Monsanto	2
Rabobank	3
SAB Miller	3
Swiss Re	6
Syngenta	2
Unilever	2
United Phosphorus Limited	5
Vodafone	2
World Cocoa Foundation	2
Yara	4

Row Labels	Count of LOI Country
<b>Benin</b>	<b>23</b>
African Cashew Initiative (ACi)	1
Agro Espace	1
Antemana	1
Benin Emballages	1
CANNA JP	1
COMPACI	1
ETD	1
ETS Ferme Gbdmawonmede	1
Ferme Adjehoda	1
Fludor S.A.	1
Fondation Tonon	1
ICA GIE	1
Les Fruits Tilou	1
Nad & Co. Industry	1
Orabank	1
Pepite d'Or	1
Royal Fish	1
SHB Huileries	1
SODECO S.A.	1
SOTRACOM	1
SWCM AGRO Trading S.A.R.L.	1
SWCM S.A.	1
Tunde Holding S.A	1
<b>Burkina Faso</b>	<b>18</b>
African Cashew Initiative (ACi)	1
AGCO	1
Agence Deli Internationale (ADI)	1
Competitive African Cotton Initiative (COMPACI)	1
EBT-Trading Sarl	1
Ecobank	1
Groupe Velegda SARL	1
Jain Irrigation	1
Pickou Export Ltd	1
PRO-AGRO	1
Sarepta SA	1
Societe Agro-Pastorale et de Service (SAPAS)	1
Societe Burkinabe des Corps Gras (SBCG)	1
Societe d'exploitation des produits alimentaires (SODEPAL)	1
Swiss Re	1
Union Conannet des Etuveuses de Riz de Bagre (UCERB)	1
United Phosphorus Limited	1
Yara	1
<b>Cote d'Ivoire</b>	<b>21</b>

African Cashew Initiative (ACi)	1
APROMAC	1
Barry Callebaut	1
Cemoi	1
Compagnie Fruitiere / SCB	1
Competitive African Cotton Initiative (COMPACI)	1
Export Trading Group (ETG)	1
Generale Alimentaire Africaine (GAA )	1
Group SIFCA	1
Groupe CEVITAL	1
Groupe CIC	1
Inter Coton	1
Louis Dreyfus Group	1
Nere	1
Nestle	1
NOVEL Group	1
Rabobank	1
SIPRA	1
SONAL	1
SUD INDUSTRIES SA	1
World Cocoa Foundation	1
<b>Ethiopia</b>	<b>16</b>
AGCO	1
Bank of Abyssinia	1
Diageo Plc	1
DuPont	1
Guts Agro Industries	1
Heineken	1
Hilina Enriched Foods	1
Jain Irrigation	1
Mullege	1
Netafim	1
Omega Farms	1
Swiss Re	1
Syngenta	1
United Phosphorus Limited	1
Yara	1
Zemen Bank	1
<b>Ghana</b>	<b>16</b>
African Cashew Initiative (ACi)	1
AGCO	1
Agriserv	1
Armajaro	1
Ecobank	1
Finatrade	1
Ghana Nuts Ltd	1
Injaro Agricultural Capital Holdings Ltd	1

Jain Irrigation	1
Premium Foods Ltd	1
Rabobank	1
SAB Miller	1
Savana Farmers Marketing Company (SFMC)	1
United Phosphorus Limited	1
World Cocoa Foundation	1
Yara	1
<b>Malawi</b>	<b>26</b>
Afri-Nut Co Limited	1
AGCO	1
Agora Limited	1
Alliance One	1
Bio Energy Resources Limited (BERL)	1
Bunge	1
Citrefine Plantations	1
COMPACI	1
Dairibord Malawi Private Limited	1
Exagris Africa Limited	1
Export Trading Group (ETG)	1
Farmers Union of Malawi	1
Illovo Sugar Malawi Limited (ISML)	1
Limbe Leaf Tobacco Company	1
Malawi Mangoes	1
Monsanto	1
Mpatsa Farms Ltd	1
National Association of Smallholder Farmers of Malawi (NASFAM)	1
Panthochi Seed Company	1
Press Agriculture Limited	1
RAB Processors	1
Seed Co Malawi	1
Standard Bank	1
Swiss Re	1
Tapika Food Products	1
Universal Industries Limited	1
<b>Mozambique</b>	<b>20</b>
African Cashew Initiative (ACi)	1
AGCO	1
Cargill	1
Competitive African Cotton Initiative (COMPACI)	1
Corvus Investments International (CII)	1
Enica	1
Itochu	1
Jain Irrigation	1
JFS Holding	1
Khulima Pungue Agricultura e Servicos	1
Lozane Farms	1

Nippon Biodiesel Fuel Co Ltd (NBF)	1
Rei do Agro	1
SAB Miller	1
Sumitomo Corporation	1
Sunshine Nut Limitada	1
Swiss Re	1
Toyo Engineering Corporation (TOYO)	1
United Phosphorus Limited	1
Vodafone	1
<b>Nigeria</b>	<b>30</b>
AGCO	1
Agro-Allied Syrups (formerly Premium Syrups) (a FMN Company)	1
Asset & Resource Management (ARM) Company Ltd	1
Belstar Capital	1
Cardinal Stone Partners (Crest Agro Products Ltd)	1
Cargill	1
Dansa Holdings Ltd	1
Dominion Farms	1
Doreo Partners	1
Dufil Prima Foods Plc	1
Eastern Premier Feed Mills Ltd (a FMN Company)	1
Ebony Agro Industries Ltd	1
Ecobank	1
Export Trading Group (ETG)	1
Food Concepts	1
Free Range Farms Ltd	1
Heineken	1
International Development Group (IDG)	1
Rabobank	1
ROM Oil Mills Ltd (a FMN Company)	1
Sunbird Bioenergy	1
Sunti Farms Ltd (a FMN Company)	1
Swiss Re	1
TeraGro Commodities Ltd	1
Thai Farms International Ltd (a FMN Company)	1
Tropical General Investments (CHI Ltd & Chi Farms Ltd)	1
Umza International Farms Ltd	1
Unilever	1
West African Cotton Company Ltd	1
Wilmar Investment Holdings	1
<b>Senegal</b>	<b>36</b>
Africa Graines	1
Agrophytex	1
Agroseed	1
Belisle solution nutrition inc./Ranch de Ouassadou	1
CCBM Coderiz	1
CCMN	1

Cofisac	1
Compagnie Agricole de Saint-louis	1
Copeol ( Sofiproteol)	1
Coumba Nor Thiam (CNT)	1
ETS Adiou Sene	1
Export Trading Group (ETG)	1
General D'investissement et de Commerce	1
Generale Alimentaire Africaine (GAA)	1
Grands Moulins de Dakar (GMD)	1
Hortis	1
La laiterie du berger	1
La Pirogue bleue	1
Locafrique	1
Mamelles Jaboot	1
Negodis	1
Nouvelle Minoterie Africaine (NMA)	1
Patisen	1
Sedab	1
Sedima	1
Sentenac group	1
SHAM Senegal	1
Sodefitex	1
Soldive	1
Sopasen	1
Suneor	1
Teyliom	1
Tropicasem	1
ValNovel	1
Vital	1
Zena Exoticfruits	1

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**Tanzania** **21**

AGCO	1
Agricultural Council of Tanzania (ACT)	1
Agro EcoEnergy	1
Armajaro	1
Diageo Plc	1
Jain Irrigation	1
Kilombero Plantations Limited (KPL)	1
Monsanto	1
SAB Miller	1
Selous Farming	1
Shambani Graduate Enterprises	1
Swiss Re	1
Syngenta	1
TAHA	1
Tanseed	1
TASTA	1