



Agripreneurs in Africa: Leapfrogging leveraging technology & innovation

October 1, 2019

Overview of the African Agricultural Sector

Despite its natural endowments and population engaged in the agribusiness sector, most of the countries on the Continent are net importers of food.



50-70%

of the population is involved in agriculture



80%

of food produced in Africa is produced by smallholder farmers



US\$ 30-50 Billion

The continent's estimated food import bill



2Ha

The average land size of smallholder farmers in Africa



94%

Agriculture in Africa is rain-fed



US\$1 Trillion

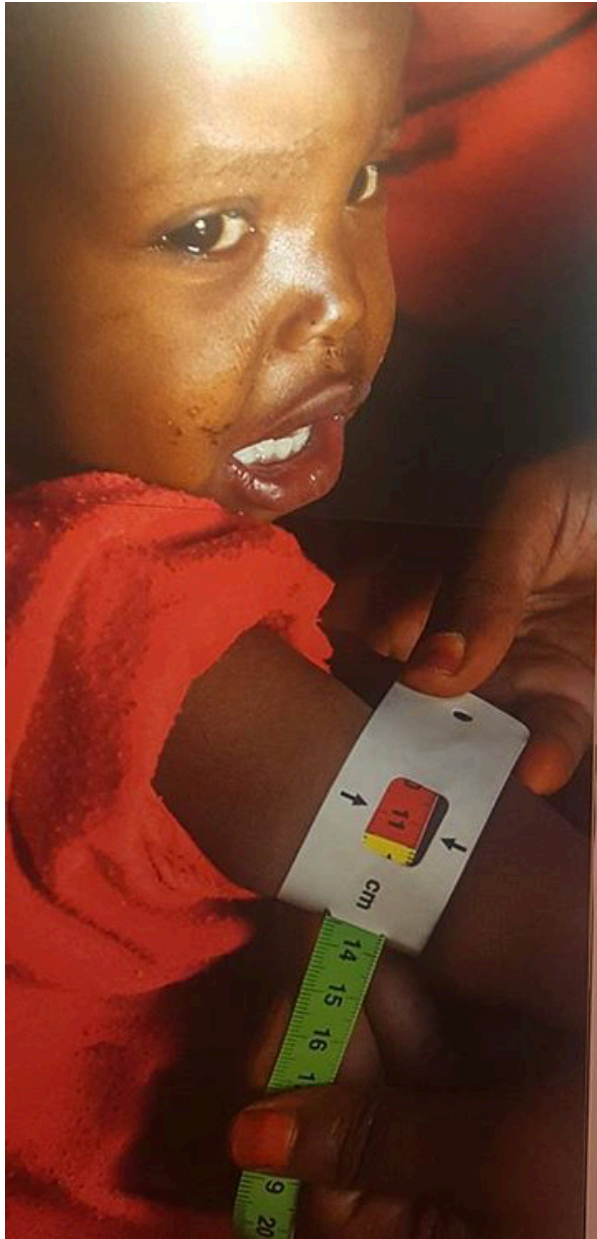
By 2030, the African food market projected to increase from the current US\$300 Billion (2017)



2x

Demand for food is also projected to at least double by 2050





LÅT ETT BARN ÄTA SIG MÄTT!

Över 1,4 miljoner barn lider av akut undernäring i den hungerkris som pågår. Barn under fem år löper särskilt stor risk att dö eller att få kroniska skador. 92 kronor räcker till en månads behandling med den näringsrika jordnötspastan Plumpy nut. Utmärjade barn är mätta och

orkar inte äta, men kan ligga och suga på den näringsrika pastan som smakar gott. Dessutom slipper man vattenhantering.

Köp en månads behandling för undernärda barn, så är du med och räddar ett barn från svält.

Swisha 92 kronor till 123 031 0748

Tack för din gåva!

Om du inte gillar att swisha kan du också gå till vår hemsida www.ungochmatig.se eller ringa 08 700 00 00.



Hunger är just nu hårt mot flera länder som Kenya, Somalia, Sydsudan, Etiopien, Jemen, Nigeria och Uganda. Problemet är orsakat av torka, konflikt eller katastrof. Situationen gör att skördar inte blir, att boskap dör, att jobben blir färre och att människor inte får tillräckligt med mat och vatten.

1 Nigeria
23 miljoner människor påverkas av den konflikt som pågår i norra Nigeria sedan 8 år tillbaka. Osäkerheten i landet försvårar mattransporter och begränsar möjligheterna till att odla. Över 5 miljoner människor är i akut behov av hjälp i form av mat och nästan 200 000 barn lider av svår näringsbrist.

2 Sydsudan
En av de värsta humanitära kriserna i världen pågår just nu i Sydsudan. Situationen har förvärrats drastiskt sedan våldet eskalerade sommaren 2016. Förutom den våpnade konflikten råder också allvarlig torka. 5,5 miljoner människor är i riskzonen för hungersvält och 270 000 barn lider av svår näringsbrist.

3 Uganda
Den våpnade konflikten i Sydsudan har drabbat 780 000 människor i flykt till Uganda – i snitt nästan nio med och 2 500 människor dödar varje dag.

4 Etiopien
Etiopien har drabbats av den värsta torkan på 50 år, till följd av väderfenomenet El Niño. Just nu behövs 5,6 miljoner människor hjälp med att få mat och 9,2 miljoner människor saknar tillgång till rent vatten. Förutom att nästan 75 procent av odlarna i de värst drabbade områdena och 1 miljon boskap dör dagligen.

5 Kenya
Brist på regn i Kenya förtjänat att bli ett av de mest drabbade länderna i världen. Nästan 10 miljoner människor lider av svår näringsbrist.

The data reveals that there is hunger and malnutrition in our land

>30%

of children under 5 years have chronic, longstanding malnutrition

30.3%

of stunted children under 5 years

22%

Prevalence of undernutrition among women (15 -49 years)

35%

Prevalence of overweight/obesity (15 – 49 years)

<https://www.worldhunger.org/africa-hunger-poverty-facts-2018/>

<https://globalnutritionreport.org/reports/global-nutrition-report-2018/burden-malnutrition/>

<https://data.unicef.org/topic/nutrition/malnutrition/>

https://www.afro.who.int/sites/default/files/2017-06/15264_who_afr-situation-ncds-15-12-2016-for-web_0.pdf

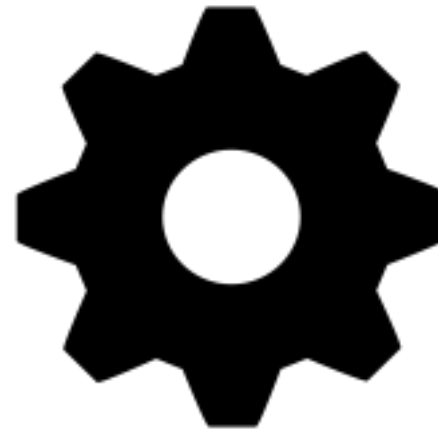
**Hunger kills more than
AIDS, Tuberculosis and
Malaria combined!**

Source: FAO 2018

*“Economic progress is being undermined by hunger, malnutrition and stunting, which costs at least US\$25 billion annually in sub-Saharan Africa, and leaves a lasting legacy of loss, pain and ruined potential. **Stunted children today lead to stunted economies tomorrow!**”*

[Dr. Akinwumi Adesina](#), the President of African Development Bank Africa and 2017 World Food Prize Laureate

How has this become our reality?



There was minimal investment in the sector in the 1980s and 1990s

Fertilizer and Agro-chemicals Application



On average of **5.5Kg/ha**
VS 140Kg/ha global average.

Feeder Roads and Transportation



Only **25%** of the rural villages in Nigeria are currently accessible via tarred roads

Irrigation



Only about **1%** of crop land is covered by irrigated agriculture.

Low Levels of Mechanization



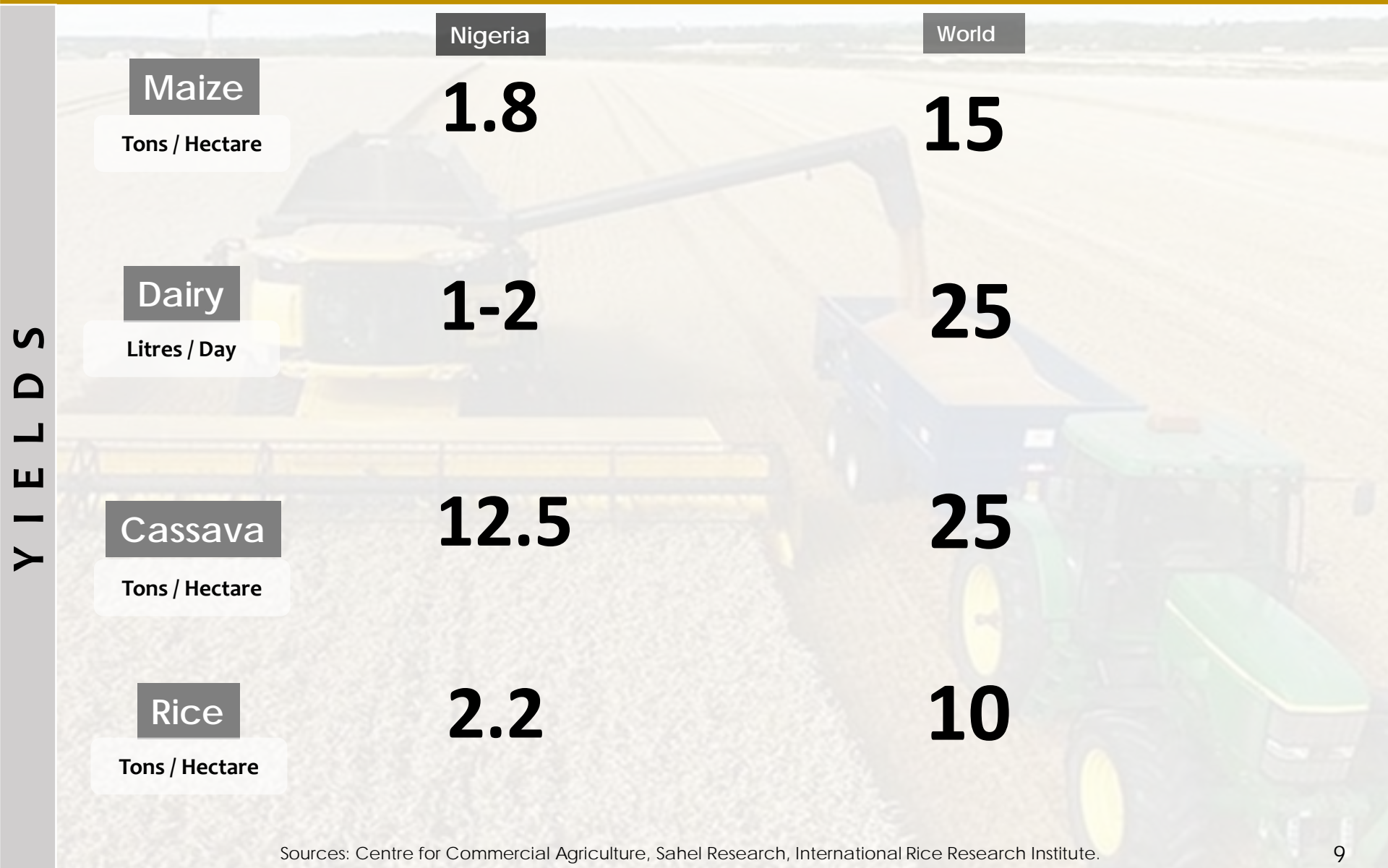
0.27HP/Ha
 Mechanization rate is far below **FAO's 1.5HP** recommendation.

Storage & Logistics



Insufficient and lack of modern storage facilities.

Our value chains are uncompetitive





POSTHARVEST LOSSES

10-60%

of crops are lost due to poor post-harvest handling and limited processing

We remain a net importer of food, even for the most critical value chains

Estimated Agricultural Import Bill for all 2018 is **852 Billion Naira (USD 2.7Billion)**

Top Agricultural Imports for Q4 - 2018



Wheat
101 Billion Naira



Fish
12 Billion Naira



Palm Oil
11 Billion Naira



Soybean
4 Billion Naira

Majority of the packaged food in our supermarkets is imported!



There is limited private sector investment in the agriculture and food landscapes

Women and youth face immense challenges which limit their opportunities in the sector



Average age of Nigerian farmers is **55 years**

Limited access to market activities

Limited availability of agricultural technologies and Machineries.



Climate change shocks, insecurity and conflicts are hampering agricultural activities and productivity

In 2018 alone:



10-20% of agricultural produce is lost due to climate change yearly.



64% of land mass is affected by desertification and results in loss of **151,000 hectares** of productive land yearly.



Herdsmen/Farmer conflicts and insecurity affect food output volumes.

Source: National Livestock Transformation Plan, 2019.

Key Gaps Limiting Emergence of Vibrant Ecosystems

The emergence of a vibrant ecosystem in the agricultural landscape is greatly hindered by the absence of an enabling environment which is further exacerbated by a myriad of limitations across the entire value chain.

SUPPLY



INPUTS

- Knowledge gaps on the availability, correct application and yield potential from use of improved input varieties
- High cost of transport and limited agro-dealer network to facilitate input distribution
- Abundance of adulterated seeds in the market



STORAGE AND TRANSPORT

- Poor post-harvest management of produce contribute to loss of products in transit to markets
- Inadequate cold chain infrastructure for highly perishable products
- Poor feeder roads increases travel time to markets, thereby increasing perishability of fresh produce
- Limited innovation and use of technology for storage and product tracking



PRODUCTION

- Limited land reform
- Limited knowledge of Good Agronomic Practices contributes to low yields
- Lack of financing to facilitate expansion of farms
- High labor costs and low levels of mechanization
- Weak value chain associations



PROCESSING

- Availability of cheaper substitutes
- Limited access to year-round supply of raw materials discourages agro-processors from sourcing from farmers
- Significant skill gaps in domestic processing and limited innovation in the use of low-cost processing technologies

DEMAND



MARKETING

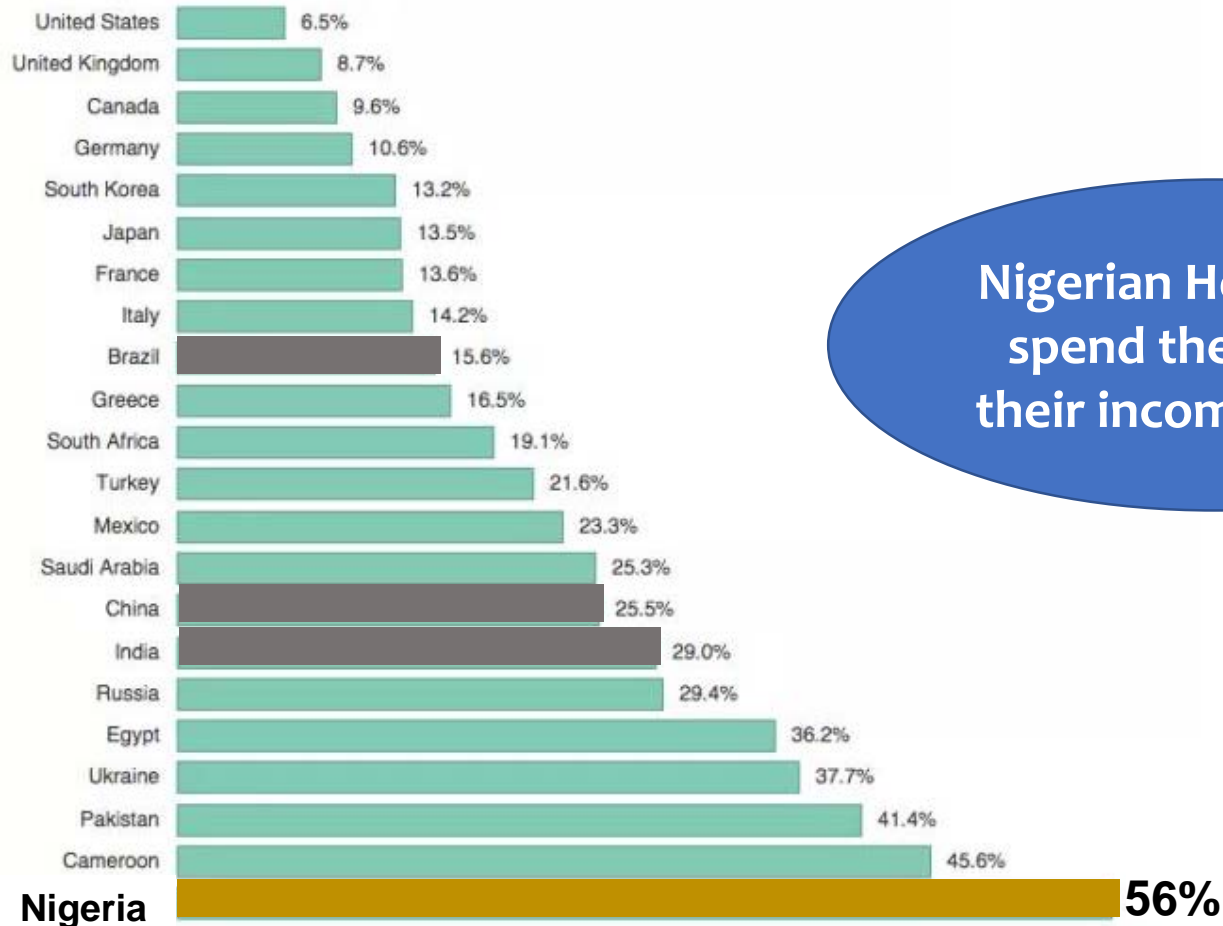
- Fragmented distribution channels increases costs of produce across the chain leading to high food prices
- Significant fluctuations in the availability and affordability of food through-out the year limits willingness of local market to invest in branding and building market channels



CONSUMPTION

- Fluctuations in availability and pricing reduces customer loyalty
- Preference for imported products
- Limited consumer awareness and protection of produce information

Nigeria ranks the No. 1 from behind....



Nigerian Households spend the most of their income on food

*“Like slavery and apartheid,
hunger is man-made and it can
be overcome and eradicated by
actions of human beings.*

*Sometimes it falls on a
generation to be great. We can
be the great generation. **Let our
greatness blossom”***

--Adapted from Nelson Mandela

Some Bright Spots & the Role of Youth



There are ample opportunities for private sector actors in the landscape

Food production



Financing and Insurance



Distribution and Logistics



Opportunities for private sector actors in agriculture



Input Production:

- Seeds,
- Crop protection
- Soil Health e.t.c.



Technology



Food Processing

Ethiopia's focus and transformation is worthy of emulation

The Ethiopia's Agricultural Transformation Agency (ATA) was set up for a 20 years lifespan to provide it with sufficient time to transform the sector, build capacity in key areas and handover ownership to organizations that will ensure sustainability.

Inception Phase

2011 – 2015 (5 years)

- Test and prove the model and deliver some initial results in order to create the momentum for accelerated change
- Double production of staple crops from 2005 E.C. levels, and growth of value addition by 8%

Impact Phase

2016 – 2025 (10 years)

- Use learnings to develop scalable high impact interventions
- Increase the production of key commodities with improved links to both domestic and international markets
- Increase the productivity and income of smallholder farmers

Transition Phase

2026 – 2030 (5 years)

- Transition responsibilities to the Ministry of Agriculture and other relevant agencies

Reach productivity levels of Asian and Latin American countries for key commodities

We are starting to see youth emerge as leaders in the sector



- Introduce practical agribusiness curriculum in all Nigerian universities

- Create technology based agriculture programs to engage youth in key value chains

- Make it easier for youth to access land and finance and become agripreneurs



ALUMNI

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STORIES

01 MAR 2014

THE SOLUTION TO THE GLOBAL FOOD CRISIS JUST MIGHT COME FROM NIGERIA



In one of West Africa's most turbulent countries, HBS alumni entrepreneurs are harnessing the extraordinary power of subsistence farmers. Can they kick-start a green revolution?

Re: Nancy Barry (MBA 1975); Onajite Okoloko (OPM 37); Ladi Balogun (MBA 2000); Andrea Silbert (MBA 1992); David Bell by Francis Storrs

Featured Alumni

Kola Masha

Class of MBA 2006, Section

Ndidi Nwuneli

Class of MBA 1999, Section

Mezuo Nwuneli

Class of MBA 2003, Section

Featured Faculty

Sahel Consulting Agriculture and Nutrition Limited

Established in 2010, Sahel Consulting Agriculture and Nutrition Limited is committed to unlocking Africa's agriculture and nutrition potential. We currently operate from Nigeria and work across West Africa.



Nigeria Dairy Development Program (NDDP)



Challenges

Milk in Nigerian supermarkets costs about **3X** what it costs in Europe due to challenges including:

- Low milk yields (**1-2 L/cow per day in Nigeria** compared to **over 25 L/cow in Europe**)
- **Limited cold chain infrastructure**
- Local dairy farmers **disconnected from formal processing**



Program Goal

Improving the livelihoods of smallholder dairy farmers in Nigeria by enhancing the productivity of their cattle and integrating them into the formal dairy value chain in Nigeria.



Program Impact

- Integrated **2,000 new dairy households** into the formal dairy value chain.
- Improve their **knowledge and adoption of good dairy practices**
- Improved their **access to clean water, quality feed, artificial insemination services**

Sahel Engagement in Seed System Transformation and Innovation



Building an Economically Sustainable, Integrated Seed System for Cassava in Nigeria Project (BASICS)

Project coverage: Oyo, Ogun, Kogi, Kwara State

Project duration: 4 years (2016 – 2019)

Consortium members: IITA, NRCRI, Context Global Development/Sahel Consulting, Catholic Relief Services (CRS), Fera, RTB (CGIAR Group), National Agricultural Seeds Council (NASC), SAHTECNO (SAH) Technology



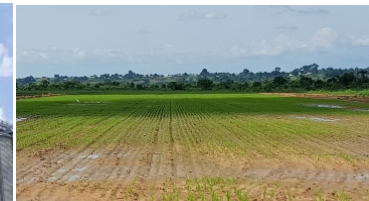
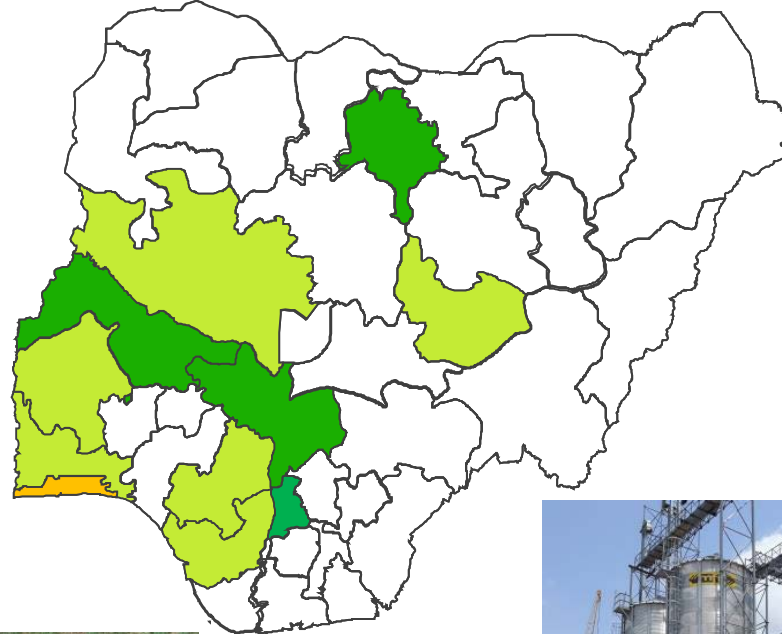
Yam Improvement for Income and Food Security in West Africa II Project

Project coverage: Oyo, Enugu, Benue, Nasarawa, Niger, FCT

Project duration: 6 years (2017 – 2022)

Consortium members: IITA, NRCRI, Context Global Development, Sahel Consulting

Sahel Capital Agribusiness Managers which manages the Fund for Agricultural Finance in Nigeria - FAFIN



Sahel is engaging youth through the Sahel Scholars Programme (SASP)



Schools Reached
from 2017-2018



University of Nigeria
to restore the dignity of man



Ahmadu Bello University
Zaria, Nigeria



**OBAFEMI AWOLOWO
UNIVERSITY**

Achievements to-date



7 Scholars



**Over 700
Conference
Participants**

AAACE Foods Processing & Distribution is serving as a catalyst



It is sourcing locally and displacing imports

- Presence in 10 states in Nigeria and over 100 supermarkets and open air markets
- Exports to Netherlands and the United States
- **Displaced imports** of bulk spices and currently supply leading FMGCs
- Engagement with over 10,000 farmers in Kaduna, Kano, Katsina, Taraba, Oyo and Ogun States
- 80 employees, over 50% are women, directly engage with over 100 distributors, SMEs and community organizations that benefit from AACE Foods
- Serve as a **catalyst and contributor in the “Made in Nigeria”** Food movement, attracting other entrepreneurs. Recently recognized as the Made in Nigeria winner for 2016 by Ebonylife TV/WIMBIZ



Baby Fatima, Durumi IDP Camp FCT

- At only 4 kilograms, she weighed 50% less than the World Health Organization’s standard
- Fatima was wasted and tethering on the edge.
- Through AACE Foods’ intervention, and the consumption of our products, her turnaround was dramatic

The Context for the Nourishing Africa Hub



- There are emerging groups of dynamic, visionary and committed entrepreneurs operating in the African agriculture and food landscapes. These individuals are leveraging technology and innovation to leapfrog and scale their interventions. Their use of cellphones, coupled with mobile money platforms such as mPESA are enabling smallholder farmers to obtain agronomic and weather information, financing, and access more sustainable markets. **By 2020, there will be 489 million smartphone users in Africa, 300 million more than in 2016.** This will definitely enable more farmers to transition from smallholders to agripreneurs and move up the value chain.

We need a million entrepreneurs making at least \$1 dollars each to unlock the \$1 Trillion Industry

Nourishingafrica.com

A Home for Agri-Food Entrepreneurs Transforming Africa's Agricultural Landscape.



The Nourishing Africa Hub aims to attract, empower, equip, connect and celebrate over 1 Million dynamic and innovative entrepreneurs who will drive the profitable and sustainable growth of the African agriculture and food landscapes.

The Hub will contain:

- **Comprehensive, timely and relevant data** on the food and agriculture sector, by country, by value chain
- **Links to funding opportunities** by focus area and country, and links to funders
- **Networking portal for entrepreneurs** with chatrooms and links to experts, mentors, and partners in the quest to build a vibrant and profitable ecosystem
- **Job placement and consultant linkages** to local and international talent with the technical skills and experiences to enable them address specific problems or build their businesses.
- **Knowledge platform**, elearning modules, and links to training and learning platforms to build the skills and capabilities of the entrepreneurs and their team members.
- **Business Spotlight** section which profiles the entrepreneurs and their companies, and is searchable by country and focus
- **The Best Food in Africa** section will celebrate African diets and food, and change the narrative around the source, preparation process and display of the best cuisines from the Continent.
- **Calendar of events**

Mission & Vision of the Hub

- **Our Mission:** To attract, empower, equip, connect and celebrate over 1 Million dynamic and innovative young entrepreneurs who will drive the profitable and sustainable growth of the African agriculture and food landscapes.
- **Our Vision:** By 2050, we envision a flourishing, sustainable, and just food ecosystem, which leverages agtech and digital innovations, driven by Africa's vibrant entrepreneurs to ensure that the Continent nourishes itself and becomes a net exporter of food.



Addressing Challenges Faced by Agripreneurs in Africa

Entrepreneurs in the food and agriculture landscapes face challenges which limit their impact and success, and ability to drive the sustainable growth that the sector desperately needs. The Hub will aim to address at least five of these key challenges:

- a) Data on opportunities in the sector
- b) Training and learning platforms to build the insights and skills they desperately need
- c) Links to funding opportunities to meet their needs by focus area and country
- d) Links to other entrepreneurs who can serve as mentors, and partners in the quest to build a vibrant and profitable ecosystem
- e) Local and international talent with the technical skills and experiences to enable them address specific problems or build their businesses.



NourishingAfrica.com



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So Fresh is Nigeria's pioneer and fastest growing healthy food chain for a wide range of fresh, delicious, nutrient-rich and healthy meals.

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Seekewa est une plateforme communautaire qui permet à toute personne ou organisation de financer directement les projets des petits exploitants agricoles en échange d'un accès prioritaire et de remises spéciales sur la nourriture provenant de leurs cultures.




nourishingafrica.com





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Tulaa is an online-to-offline marketplace that offers rural smallholder farmers access to agricultural inputs, credit, and agronomic advice using mobile technology and artificial intelligence.




**Nourishing
Africa**
nourishingafrica.com

  nourish_africa





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Egyptian Hydrofarms grow a variety of leafy greens and herbs for commercial use leveraging locally developed hydroponic technology.




nourishingafrica.com

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Twiga leverages technology to connect the fruit ecosystem by purchasing from farmers and delivering to informal vendors in cities in Kenya.



This generation is no longer asking
God to grant us the serenity to
accept the things we cannot change.
We are asking the almighty to grant us
the courage and wisdom to change
the things we cannot accept!

A young African, speaking to a president!

Practical Steps for You to Consider!

- Change your mindset
- Buy proudly African food
- Advocate for a level playing field for African farmers and processors
- Advocate against dumping and food fraud in Africa
- Tell positive stories



We must leave a legacy for our children and grandchildren!!!

THANK YOU



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[sahelconsulting](#)