

Investment Opportunities in the Agricultural Sector in Burkina Faso

AGRA's Catalytic Role

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PROGRESS: GOVERNMENT AND PARTNERS CREATING CONDUCTIVE INVESTMENT ENVIRONMENT



Key reasons to invest in Burkina Faso agriculture

- ❑ A favourable legislative and regulatory framework and incentive for investment with an agricultural policy centred on the value chain approach and the promotion of agribusiness

- ❑ The existence of a performing agricultural and environmental research with important gains on seeds

- ❑ The existence of significant genetic potential within the local plant species cultivated

- ❑ Land with agricultural potential is estimated at 9 million ha of which only 1/3 (3.5 million ha) is exploited annually. The potential of irrigable land is estimated at about 233,500 ha, of which 26,758 ha are developed (or 11.5%). Furthermore, the country has 500 000 ha of lowlands that can be easily developed

AGRA's catalytic contribution

- Rural investment code developed under AGRA's support to DGPER (Ministry of Agriculture)
- Warehouse receipt system strategy and follow on regulatory framework (planned intervention)

Through AGRA's:

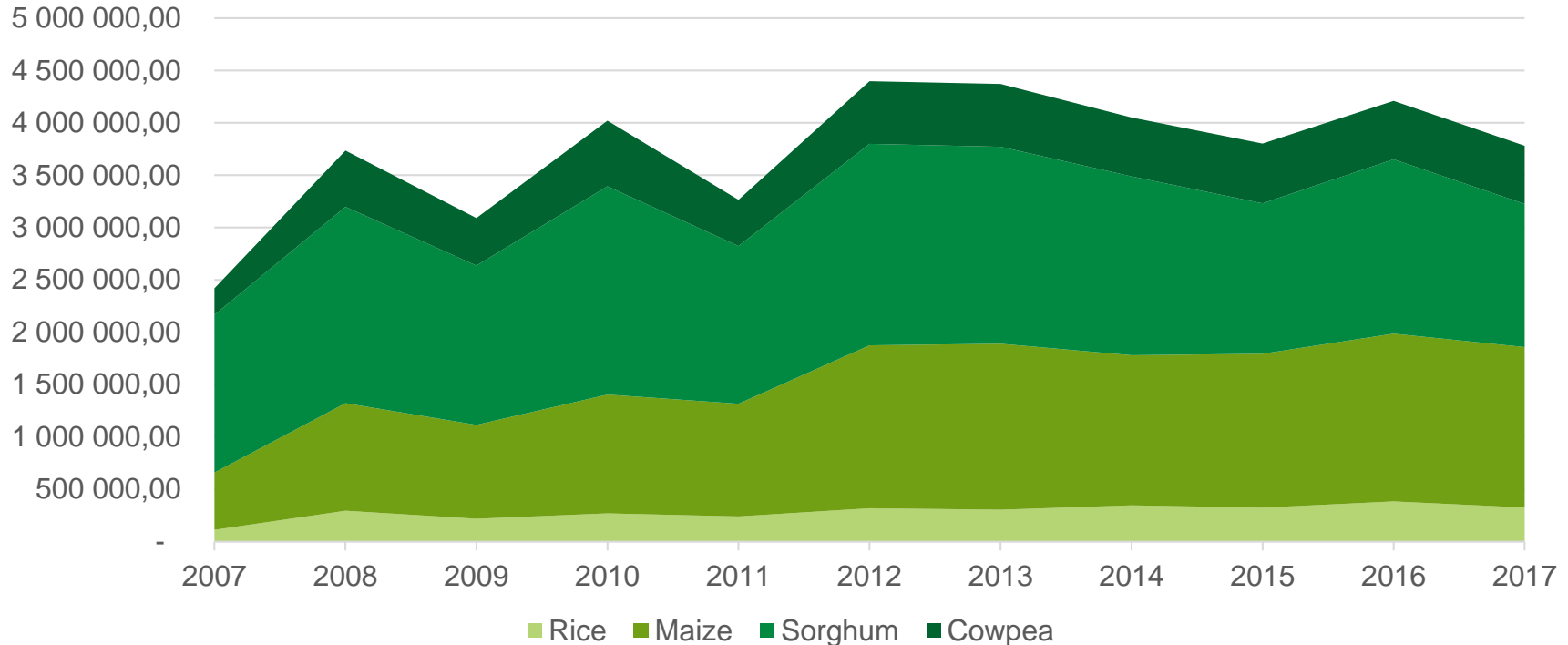
- 17 varieties released (rice, maize, sorghum, etc.)
- 6 varieties commercialized
- 4 seed companies supported
- 8 PhDs funded in Plant Breeding
- 3 PhDs funded in Agronomy; etc.

- Investment in value chain development (\$8.5 M committed thus far in 2018)
- Engagement with key donors (IsDB) to rally support for sustained investments
- Strategic partnership with the Ministry to develop flagship project (rice value chain)

A LOT STILL NEEDS TO BE DONE

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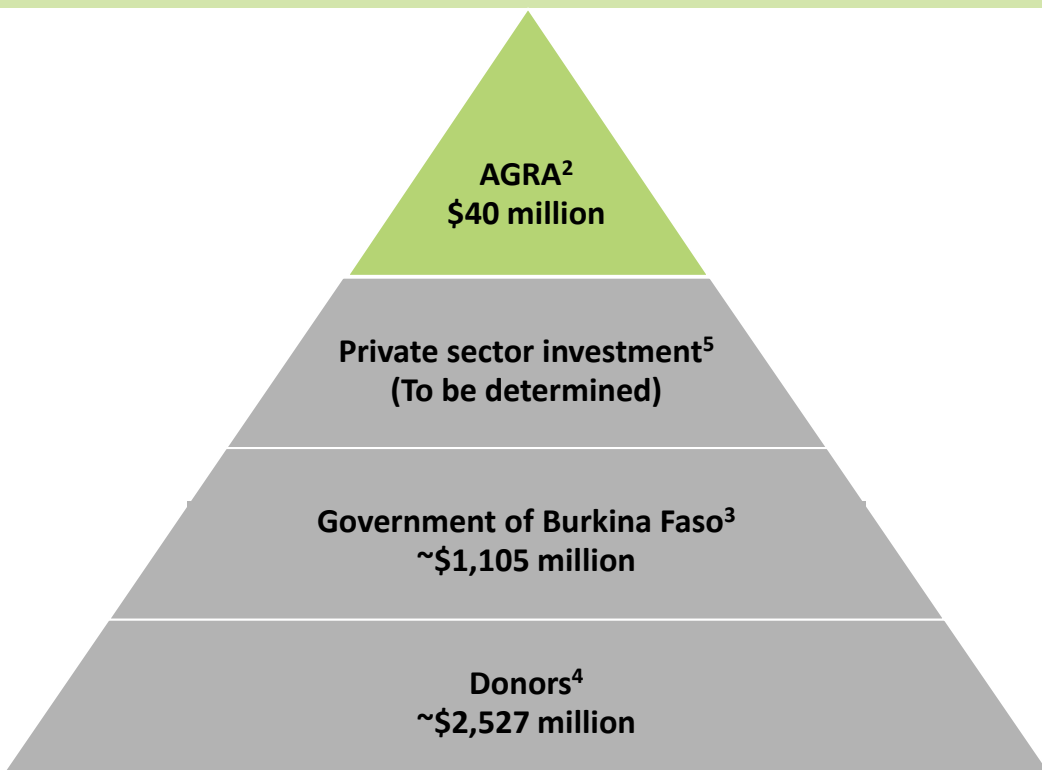
Production trends across key staple crops shows timid growth



- Across key staple food crops, growth remained timid over the past ten years
- As such, intensification driven by strong output markets still remains critical
- As a catalytic convener, AGRA is rallying support to:
 - Ensure accessible high quality inputs for farmers
 - Build strong market systems
 - Bring additional resources (through flagship projects) from major donors

CATALYTIC FUNDING

- AGRA will allocate about **\$40M** as catalytic funding to the sector and support the Government resource mobilization to ensure the transformation agenda is achieved.
- AGRA recognizes that with **\$40** million its investments are **< 1%** needed of what is needed to drive an inclusive agriculture transformation in Burkina; therefore going forward



- AGRA's strategic vision in Burkina Faso can only be achieved through strong partnerships with other players in Burkina Faso
- AGRA will prioritize interventions that catalyze and complement funding committed by the Government and donors
- As such, AGRA is committed to:
 - Alignment with Government priorities and programs
 - Boosting government capacity for strategic planning and implementation
 - Participating in and supporting government coordinating mechanisms
 - Committing resource to catalytic system development that allow for scale known models and technologies

INVESTMENT OPPORTUNITIES IN THE SECTOR



- 1) Burkina Faso is geographically well positioned to serve the entire West African market.
- 2) Numerous and diverse investment opportunities in areas with strong potential including: Bagré, Sourou Valley, Kompienga, Samandéni and peri-urban agro-industrial zones.
- 3) Huge potential for intensification of production systems offering great opportunities for the production and sale of seeds, fertilizers and equipment.
 - Barely 20% of farmers adopted improved seeds
 - Less than 32% of farmers use fertilizers.
- 4) Products, processes and technological innovations: Packaging, labelling, production and supply of inputs, advisory and extension services
- 5) Trade-friendly services:
 - Support for international market research
 - Support for contracting and marketing of agricultural products
 - Specialized management advice for agricultural entrepreneurs
- 6) Investments in infrastructure, especially infrastructure targeting markets (e.g. wholesale supermarkets for national agricultural products).
- 7) Financing services for agricultural enterprises.

The Future Must Be Different



Despite the investments:
Generations have passed
by untouched.

We need a major
paradigm shift to address
the 77% club and the
growing gap



Thank you!