Investment Opportunities in the Agricultural Sector in Burkina Faso

AGRA’s Catalytic Role

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### 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

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
• 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
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!