

## Increased Private Sector Commitments in Support of New Alliance and Grow Africa

### July 2014 – New Letters of Intent, Public Summaries

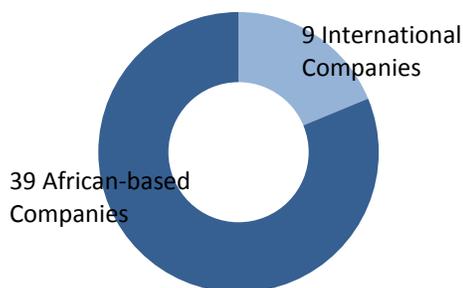
In its first two years, the New Alliance expanded from three to ten African countries, from 45 to 180 companies (the majority of which are African), and from \$3.5 billion to approximately \$8 billion in planned private investment. And in 2014, an additional 48 companies, primarily African-based, have signed Letters of Intent in the New Alliance, raising the level of investment commitments to more than \$10 billion. These new investments are expected to create about 650,000 jobs in Africa and reach over 5 million smallholder farmers, who are central to catalyzing economic growth and opportunities including trade in Africa.

#### Country Level Summaries from New LOIs

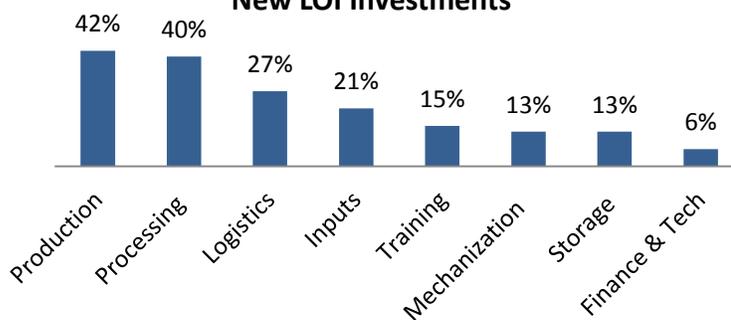


...and The Coca-Cola Company making a significant investment across the continent.

#### African-led LOI Company Participation



#### Production and Processing Primary Focus of New LOI Investments



--- % of New LOIs Focused on these Investment Types ---

*The New Alliance for Food Security and Nutrition represents a shared commitment to partner more closely with the private sector to accelerate sustained, inclusive agricultural growth that can reduce poverty. Launched at the 2012 G8 Summit at Camp David with President Obama, African heads of state, private sector representatives and others, the New Alliance represents a shared commitment to partner more closely with the private sector to accelerate sustained, inclusive agricultural growth that can reduce poverty. Additional information and updates on the New Alliance are available on its new website: [www.new-alliance.org](http://www.new-alliance.org).*

*The Grow Africa Partnership was established in 2011 by the African Union Commission, the New Partnership for Africa's Development, and the World Economic Forum to galvanize greater private investment in and financing for African agriculture in support of CAADP. In partnership with African governments, Grow Africa facilitated the*

*development of LOIs in numerous New Alliance countries and tracks progress and supports implementation of the investments outlined in the signed LOIs.*

## Multi-country

### **The Coca-Cola Company**

The Coca-Cola Company is the world's largest beverage company, refreshing consumers with more than 500 sparkling and still brands in more than 200 countries at a rate of 1.9 billion servings a day.

- The Coca-Cola Company's operations in Africa began in 1928, and we are now in all 56 countries. We proudly employ approximately 70,000 people and provide opportunity for many more throughout our business system. We have a network of 45 bottling partners and 140 bottling and canning facilities, and 900,000 retailers.
- We view Africa as a great engine of growth for our business and an important contributor to our 2020 Vision.
- The Coca-Cola Company is supporting economic development in Africa through our investments, including through a major new initiative - *Source Africa*. We aim to accelerate the significant supply potential across the continent that is underdeveloped and underutilised by helping to advance sustainable and financially viable supply chains of key Coca-Cola agricultural ingredients for product offerings in Africa and globally.
- The objective of Source Africa is to secure a more consistent and sustainable local sourcing of ingredients for our products in a commercially and socially viable way in order to drive cost-effective supply chain models based on locally sourced materials and enable Sub-Saharan Africa to supply its own ingredient requirements and globally. Source Africa builds on the experience of Coca-Cola's work in sustainable agriculture, including Project Nurture, an \$11.5 million partnership supporting 50,000 small-scale fruit farmers in East Africa to sustainably grow their crops and income.
- In Phase 1 of the Source Africa Initiative, the Company will focus on building a sustainable supply chain in several key geographies and ingredient areas, including mango and tea production in Kenya, mango in Malawi, and citrus, mango, and pineapple production in Nigeria. In addition to the above, other potential countries include Ethiopia, Senegal, Tanzania and Mozambique; other potential agriculture ingredient areas are sweeteners, apple and coffee. Details for Phase 1 are as follows:
  - **Building Sustainable Mango Production in Kenya and Malawi**
    - In Kenya, we intended to help to secure more consistent and sustainable source of mango puree and concentrates for supply to the Coca-Cola system, at competitive prices. Through the introduction of new technologies, we intend to significantly reduce the gestation period of mango fruit, and continue to work to increase uptake of mango production from Kenya.
    - In partnership with Malawi Mangoes, the Company is working to build sustainable production of mangoes for our growing consumer base in Malawi and the region. The Company intends to source for its mango juice products from Malawi Mangoes, and has been working to ensure a process that will meet the Company's quality and demand standards.
  - **Advancing Citrus, Mango and Pineapple Production in Nigeria**
    - In partnership with Teragro, The Coca-Cola Company intends to increase local sourcing of orange and pineapple concentrate and mango puree for Coca-Cola products in Nigeria. Consumer demand for our fruit products in

Nigeria is growing significantly. Currently, the Company is importing into Nigeria for a majority of its fruit drink products. Thus, the Company is working with its supply partner, Teragro, to build more sustainable production capabilities, utilizing the available stock in Nigeria. Given that a large percentage of the fruit stock in Nigeria derives from smallholder farmers, we aim to enhance the social impact of building sustainable supply chains that will benefit farmers and their families.

- **Enhancing Sustainable Tea Production in Kenya**
  - The Coca-Cola Company, in collaboration with Finlay Tea Solutions, seeks to increase tea production, improve economic and social well-being, and enhance environmental sustainability, benefitting more than 16,000 smallholder farmers and their families in Kenya. Through this effort, we are working to increase uptake of tea production from its existing supply base as well as explore development of new supply bases in the region.

### **Global Shea Alliance**

Global Shea Alliance is a non-profit industry association with headquarters in Accra, Ghana. Established in 2011, the Global Shea Alliance has 375 members from 25 countries agricultural including women's groups who collect and process shea, nonprofit organizations, European and US food and cosmetic brands, and international oils and fats suppliers.

The Global Shea Alliance mission is to design, develop, and deliver strategies that drive a competitive and sustainable shea industry worldwide, improving the livelihoods of rural African women and their communities. The Global Shea Alliance recently launched a sustainability program that will ensure the longevity of the industry and improve food security across West Africa through projects that promote women's empowerment, decent working conditions, development of local communities, and the protection of ecosystems.

- The Global Shea Alliance intends to progress the following project(s) in Ghana, Benin, Nigeria, Burkina Faso, and Ivory Coast. The project is consistent with the investment priorities identified by the country-led Comprehensive Africa Agriculture Development Programme (CAADP) investment plans. In particular, this project aims to contribute to Ghana, Benin, Mali, Nigeria, Burkina Faso, and Ivory Coast's national targets of ensuring sustainable access, availability and affordability of quality food to all citizens.
- The Global Shea Alliance commits \$5,000,000 to provide storage facilities for women's groups in shea communities, capacity building and business training for women's groups, and pilot projects that will improve safety of collectors and reduce wood and water consumption in processing.
- The investment is foreseen to have the following impact:
  - Improve annual incomes of more than 137,500 rural women shea collectors by approximately 75%.
- To advance this commitment over the next 12 months, The Global Shea Alliance will take the following actions:

- Establish 25 partnerships with international food and cosmetic companies, international oils and fats suppliers, development partners, nonprofit organizations, and women's groups to raise sufficient funding for the projects.

We at The Global Shea Alliance are committed to be part of the agricultural transformation of Ghana, Benin, Nigeria, Burkina Faso, and Ivory Coast and look forward to building a long and lasting relationship with the farmers, the government, the donors, the private sector, and other players in Ghana, Benin, Nigeria, Burkina Faso, and Ivory Coast.

## **Cote d'Ivoire**

### **Nouvelle Société des Plantations Réunies de l'Ouest Africain – NSPROA**

Established in 1926, the main activity of NSPROA is coffee production (48 tonnes per year on 67.58 ha) and cocoa production (600 tonnes per year over 949.49 ha) for export to Europe and the USA. The NSPROA has its own cocoa beans fermentation, drying and packaging factory with an overall capacity of 16,000 tonnes per year. The company currently employs a total of 210 people, including 150 seasonal workers, all living in villages nearby the plantations. The NSPROA has 2174 ha of Land Ownership Certificates (CPF) and plans to rehabilitate 500 hectares of cocoa, to create 1,200 ha of rubber plantation and to build a processing plant for natural rubber.

- The NSPROA is committed to invest a total of USD 17 million, USD 4.9 million for cocoa and USD 12.1 million for the rubber project.
- 500 ha of cocoa and 1,200 ha of rubber will be replanted to replace aging plant material to improve performance and achieve an annual production capacity of 1000 tons and 3000 tons of cocoa latex.
- These two projects will create a total of 700 jobs: 250 jobs, including 150 seasonal in cocoa farms and 450 jobs, including 120 permanent and 330 seasonal workers for the rubber project. These jobs will benefit smallholder farmers living in neighbouring villages and allow them to access additional activity thus improving their income and living conditions.
- Over the next 12 months, the NSPROA will further develop and continue building on its relationships with technical and financial partners to mobilize additional resources (USD 6.7 million) and complete its current investment in the rehabilitation of the cocoa and rubber plantations.

## **Ghana**

### **Africa Atlantic Holdings**

Africa Atlantic Holdings has invested in a commercial farming venture in Ghana called Africa Atlantic Franchise Farms Limited since 2009 and are farming on the shores of Lake Volta, in the Afram Plains area of Ghana in the Eastern Region.

Our plans are to develop the farming infrastructure, with irrigation, that will allow large and small scale farms to produce crops in a globally competitive manner, and facilitate value-added processing, livestock, and efficient transport and logistics connections that can benefit our own investment and other investments in the area.

Africa Atlantic commits \$20 million to build and operate 5,000 hectares of irrigated grain production. The investment is foreseen to facilitate employment for 100 full time employees; it will support grain processing and transport for 2,000 or more outgrowers; it will also support the formation of a non-profit research and training facility capable of training 5,000 or more small farmers, and hundreds of SME service providers in various disciplines, such as construction, equipment maintenance and operations, plumbing, electronics, transportation, logistics, communications, and other services.

### **Agriaccess Ghana Limited**

Agriaccess Ghana Limited has been providing support directly to farmers in the sorghum value chain in Ghana. For the past three years Agriaccess has supported over 9000 farmers with inputs (seeds, fertilizers, tractors etc.), training and marketing in the sector. They have over 4000 out-growers who receive direct support from Agriaccess and 5000 farmers who indirectly benefit from Agriaccess who provides guarantees to these farmers to buy their produce.

Agriaccess's operation in the sorghum value chain has created over 200 jobs for people ranging from transport operators, cleaners, machine operators, loaders, site managers, lead farmers over and above the 9000 farmers that we support.

Agriaccess Ghana Limited commits approximately USD 1.27million in 2014 for inputs into the out-grower market. Agriaccess also commits to:

- Investigate irrigation mechanization to improve crop yield and all year-round farming as reliance on seasonal rain is currently a hindrance
- Continue to provide support and training for out-growers

The investment is foreseen to have the following impact:

- Continued income for 4000 out-grower farmers
- Continued income from guaranteed market for 5000 farmers
- Continued jobs for over 200 people

## **Amantin Agro Processing Co. Ltd**

Amantin Agro Processing Co. Ltd, is a special purpose vehicle acting as a holding company for subsidiaries that farm and process cassava.

- The vision of Amantin Agro Processing Co. Ltd is to accelerate agricultural and economic development in Ghana through the creation of sustainable and integrated cassava farming and cassava starch processing throughout the country.
- Over the next six years, Amantin Agro Processing Co. Ltd plans to invest \$1.06 billion to plant cassava and construct 20 processing plants for the processing of cassava starch products throughout Ghana. Each facility will be able to produce 400 tons of cassava starch product per day per site and a cumulative total of 2,000,000 metric tons of starch annually processing 8,000,000 metric tons of cassava roots. The project also involves the construction of biofuel facilities to process waste into energy, which will provide auxiliary power to the processing plants.
- The project will create 600,000 jobs (approximately 30,000 per site) and enhance local economies throughout the country. These jobs will include out-growers to plant cassava, factory workers, harvesters, haulage drivers and workers, and administrative roles. Amantin Agro Processing Co. Ltd is also working with research institutions and universities to develop a higher yielding/higher starch content variety of cassava that is more resistant to the Cassava Mosaic Disease.

## **The Innovations Village Seed Company (IVSC)**

IVSC is a public limited liability company that aims to accelerate development by enhancing food security and encouraging innovations and research in agriculture and facilitating the dissemination of these innovations and research findings to smallholder farmers.

- IVSC's current mission is to improve farmer access to improved seeds. This will be achieved through the production and effective distribution of high quality seeds through organized and effective networks that work with smallholder farmers. IVSC is supported by a number of local and international partners to accomplish this goal including; academic and research institutions, agro dealers, contract farmers, and the district and regional offices of the Ministry of Food and Agriculture (MOFA).
- IVSC plans to invest \$289,650 enhance food security in Ghana by:
  - Producing certified maize (including hybrids) seed, cowpea seeds and cassava cuttings/planting materials
  - Create farmer awareness and increase uptake of high quality maize and cowpea seeds and cassava cuttings
  - Build capacity of outgrowers on seed production.
- The expected result of this initiative will be:
  - Increased availability of improved seed varieties of maize and cowpea and cassava planting material to farmers
  - Increased farmer awareness of the benefits and importance of improved seeds including new hybrids;
  - Increased farmer adoption of improved seed varieties and cassava planting material

- Introducing improved cassava cutting/planting materials to 400,000 smallholder farmers

### **Okata Farms and Food Processing**

Okata Farms and Food Processing is an Agro-Processing company that grows, processes, and packages organic food crops for both local and international distribution.

- To-date, Okata Farms provides regular income for 32 permanent workers, and has a total of ~1400 outgrowers in the Volta Region (500 out-growers in the Hohoe and Kpandu districts, ~900 in the Nkwanta North and South districts of the Northern Volta Region). In addition to providing employment to members of the community, Okata Farms contributes to projects that they believe can help enhance the local economy and will invest \$4,364,000 to expand its outgrower operations as well as to introduce new commercial production.
- The company plans to increasing company-owned farming size by 2,150 hectares by 2015. The additional land will be used to increase production of Palm Fruit, Rice, Maize, Cocoa, Plantain, Sorghum, Mango, Chilies, and Cassava. The company will also provide technical training to their out-growers to increase overall efficiency and productivity
- Expanding Okata's current operations will result in a dramatic increase in the number of jobs available in the local community, with a strong emphasis on hiring more youth. Out-growers will also improve crop yields and income from the technical training.

## Mozambique

### **The African Food Company**

The African Food Company and its parent company, Alden Impact Capital, have investments and projects within agri-business in South Africa, Ethiopia, and Mozambique. The African Food Company employs about 500 people (on a 300 hectare organic banana farm, the first of its kind in Mozambique), and its strategy is based on sustainability, corporate management culture and focuses on production and distribution (through its own outlets and cold rooms) of fruits and vegetables for local and export markets.

- The African Food Company commits up to US \$12,200,000 for the expansion and diversification of projects in Mozambique, along with advancement of distribution, outgrower schemes, and project finance. The project expansion in cultivation of conventional bananas will increase volumes and benefit synergies for local sales and export logistics. Diversification of the project will extend to cattle, organic chilies and mangoes. The investment aims to reduce Mozambican dependency on vegetable imports from South Africa by setting up local Points of Sale in Gaza, Maputo, Inhambane and Tete Provinces, distributing a product range covering bananas, vegetables, and other perishable products, while also selling locally to two South African supermarket chains. At the same time, it will increase overall production area, storage capacity (including cold rooms and silos), accessible markets, distribution platforms, and finance, mostly for grains and vegetables.
- The positive impacts of this investment include the creation of new markets for locally-sourced fruits and vegetables, alongside the improvement of small-scale farmer incomes and their families' standards of living. Furthermore, the investments will generate up to 1,480 new jobs in Mozambique (300-400 through project expansion, 50 through distribution, 30 direct jobs through the outgrower scheme, and 500-1,000 indirect jobs through the outgrower scheme).
- In the next 12 months, the African Food Company will formalize land leases for project expansion and secure takeover targets as necessary. It will acquire 200 head of cattle and plant 20 hectares of crops by June 2015, utilizing a new outgrower scheme. Seven Points of Sale will be operationalized by December 2014.

### **Agro Tractors**

Agro Tractors is a trading business established in 2009, and operates out of Maputo, where it serves the farming community with high-quality machinery and implements imported from India. Agro Tractors also offers training, technology demonstration, and installation, and works with farmers to determine the ideal machine for their commodity production. Agro Tractors works in five African countries and is a part of the Export Trading Group Co. Ltd. network.

- Agro Tractors intends to invest \$1.3 million in the expansion and building of approximately 23 new branches for machinery distribution and rental. Each branch will include a machinery display, and will establish Agro Tractors as a supplier of tractors and other agricultural machinery for the farming community.
- The investment will have the following benefits: approximately five new jobs per branch (23 total branches), training and demonstration services for farmers, introduction of new

mechanization technology for smallholder farming communities, and easier access to technical staff for smallholders employing the company's machinery and tractors for farming.

- In the next 12 months, Agro Tractors will establish new branches in approximately 23 locations throughout Mozambique, construct or rent out branch buildings, import tractors and machinery for display, sale, and rental, and engage in community outreach.

### **Alif Química Industrial, Limitada**

Alif Química has 252 employees in Zambézia Province, and is engaged in the crushing of coconut, sunflower, soy, groundnuts, and cottonseeds to remove oil and cake. Annually, it processes 5,000 tons of seeds, all of which are organic and fertilizer-free. Alif works actively in the Nacala and Beira Agricultural Growth Corridors and exports products to neighboring African countries (specifically Malawi, South Africa, and Zambia), Europe, the United States and China (the latter two accounting for almost all of Alif Química sales of castor oil).

- Alif Química commits US \$5,000,000 (dependent on securing all necessary financing) to expansion and full operationalization of a solvent extraction plant for different varieties of oilseeds, along with associated agricultural development projects. These funds will support the purchase of new machinery for the plant, the hiring of technical support personnel, and the modification of plant function to produce soy-based poultry feed for regional sales (aligned to the soy nutrient quality standards established by the Government of Mozambique).
- This investment will result in increased annual processed seed totals of 50,000 tons in the next two years, 200 new jobs in agricultural labor and technical roles related to plant operations, the ability to purchase a total 5,000 tons of sunflower seeds for processing from local smallholder farmers, and full capacity productivity on the 1,5000 hectares the company uses for planting and repossession of seeds.
- In the next 12 months, Alif Química will recruit up to 30 new local farmers' associations (beyond the 40 already registered with the company) to engage in repossession of seeds and outgrower planting, work with implementing partners to expand outgrower schemes in four key districts of Zambézia Province (Gurué, Milange, Namarroi, Alto Molócue), and purchase new equipment for the field-based and solvent extraction plant-based efficient collection and processing of oilseeds for conversion into oil and cake.

### **C.B Farm Fresh**

C.B Farm Fresh is a vegetable and fruit distributor, based in Tete, Mozambique, which through its community ties and programs, utilizes local farmers who are trained in its Outgrower Programs, to supply local businesses and export markets. Through proven farming systems C.B Farm Fresh is committed to growing employment and empowering a targeted number of local farmers over a 5 - 10 year timeframe.

- C.B Farm Fresh intends to invest US \$2,000,000 in the development of cold storage processing, packaging, storage, and selling of frozen vegetables. Additionally, C.B Farm Fresh intends to invest \$6,000,000 in a farmer development training center and program, which will include the construction of a school in Tete to educate farmers on improved

farming techniques and methods to improve their yields through sustainable farming techniques that have been tried and tested.

- The cold storage processing plant will create 200 jobs and reach an estimated 1,000 farmers through an outgrower scheme; this will result in the creation of 3,000 jobs as each farmer will employ 2 additional employees. The farmer development training center and program will result in increased awareness and knowledge of sustainable farming techniques amongst smallholder farmers in the Tete community, resulting in increased food security as farmers are able to farm more productively. Commodity and crop prices can be expected to decrease in the local market as less and less food needs to be imported as a result. Micro-economies generated from this project could create an additional 500 jobs throughout the community in composting, seedling nurseries, etc.
- In the next 12 months, C.B Farm Fresh will identify, acquire and begin construction of a cold storage processing plant that will accommodate a turnover of 300 tons per month. Additionally, C.B Farm Fresh will begin establishing partnerships with commercial farmers who will provide C.B with its supply through an outgrower scheme with smallholder farmers. For the farmer development training program, in the next 12 month C.B Farm Fresh will begin construction of the school alongside a model farm that will be used for training. Training of smallholder farmers will also begin in the next 12 months with the development of a curriculum and the identification of students.

### **Chikoa Fish Farm**

The promoters of Chikoa Fish Farm (CFF) developed the largest fish farm in Africa, Lake Harvest Aquaculture, between 1992 and 2010. They intend further development of aquaculture in Mozambique, this time modelling on the successful growth of the small-scale poultry industry. This will evolve from, and be supplied by, a central farm complete with a hatchery, feed-plant and market access. While growth will come from small-scale farmers, CFF will have its own production and will not be dependent on smallholders for sustainability.

- CFF commits US \$10,000,000 to aquaculture development in Mozambique that will contribute to the country's national targets of 8.29% annual growth rates for fisheries in the period of 2014-2019.
- The investment is foreseen to create 200 direct jobs with 50% female participation. CFF will create more than 70 small and medium scale farms in the Tete region, and positively impact the environment through education and awareness training. CFF will also support the existing 2,000 small-scale farmers countrywide in the INAQUA program. From its central farm, CFF will supply the industry with high-quality affordable inputs, including: baby fish from hatchery, fish feed, technical assistance, equipment, bankable business plans and, if necessary, market access. CFF will give a viable employment alternative to the fishing community that is experiencing declining catches. The local community will benefit from indirect employment, which will in turn lead to better access and quality of education and medical services. CFF will source the majority of its inputs (maize & soya) from the locality where it is grown by small scale farmers.
- In the next 12 months, CFF will establish a commercial demonstration farm, with 24 cages deployed in the Cahora Bassa, stocked with fish.

## **Dengo Commercial Ltd**

Dengo Commercial Ltd has a 15 year of history in Mozambique, 8 permanent employees and 100 seasonal workers, and a focus on the marketing of agro-inputs. It intends to establish a sustainable value chain for specific crops so that farmers can coordinate their activities with input and output markets and other services, through capacity building and coordination of smallholder farmers. The company's mission is to reduce unemployment in the rural sector through the sale of improved inputs, and foment cash crops using outgrower schemes involving smallholder farmers.

- Dengo Commercial Ltd commits a total of US \$1,950,000 to Mozambique (with US \$500,000 to supply raw material for an existing seed processing plant which will need 500,000 ton per season to be processed, and US \$1,450,000 in continuation and expansion of core business line of agro-input supply).
- The impact of this investment will be an output of 500,000 tons of certified seeds distributed to farmers, and the empowerment of 200,000 smallholder farmers through seasonal access to quality seeds.
- In the next 12 months, Dengo Commercial will open the new seed processing plant, identify and register 3,000 new outgrowers, and train them in preparation for the forthcoming season.

## **Empresa de Comercialização Agrícola, Limitada (ECA)**

ECA is a social enterprise which links smallholder farmers to profitable markets in Mozambique, by providing farmers with a bundle of services – extension advice, access to credit and agricultural inputs, and logistics – through a professionally managed outgrower system. Currently ECA has 2,200 registered farmers and will reach 10,000 farmers by 2017, having recently invested in a 2 ton per hour maize mill which produces maize meal for human consumption and bran for animal feed. Of note, 45% of the shares in ECA are held in trust for distribution to farmers by AgDevCo, a social impact investor.

- The ECA 2015-2017 investment plan commits an overall US \$2,150,000 to provide a market for produce from smallholder farmers, and supply them with reliable and high quality inputs on a credit basis, along with technical advice for conservation agriculture throughout the growing season.
- This investment will result in the creation of permanent positions for 30 local personnel and up to 50 temporary or short-term positions. It will reach over 2,000 smallholder farmers and their families, and will promote increases in yield (from 750 kilograms per hectare to 1,400 kilograms per hectare) and household incomes (by up to US \$350) through quality and affordable agricultural inputs.
- In the next 12 months, ECA will begin the process of registering 10,000 new outgrowers into the scheme by 2017. It will also build new storage units in the form of silos and warehouses, and continue to develop and extend comprehensive services package for smallholder farmers with emphasis on extension advice, access to credit, agricultural inputs and logistics support.

## **Export Marketing Co. Lda. (EMCL)**

Export Marketing Co. Lda. (EMCL) is the business name of the Export Trading Group (ETG) in Mozambique, which has more than three decades' experience building agribusiness supply chains in Africa and around the world, with operations extending across procurement, processing, warehousing, transport, distribution, and merchandizing. In Africa, ETG owns and manages a highly vertically integrated agricultural supply chain, and hosts a staff of over 7,000 in 26 African countries.

- EMCL intends to invest \$68 million in major projects in Mozambique that will positively enhance postharvest storage facilities, input distribution, implement renting, and information dissemination to farmers. EMCL will invest in cassava value chain improvements, including distribution of improved seedlings, supply chain build-up, and increased production to 50MT per day of cassava starch, as well as ethanol production. Likewise, EMCL will invest in soybean value chain improvements to include improved seeds, the supply of inputs using outgrower schemes, and soybean processing. For the sesame value chain, EMCL plans to invest in improved seeds, supply of inputs, and oil extraction. EMCL also plans to make investments in fruit processing and the manufacture of fruit juice concentrates as well as transport and logistics development in Mozambique.
- These investments will increase production of nearly 170,000 smallholder farmers and grow their income by US \$15,000,000, create jobs in targeted areas with commercial and processing activities, promote families' income and food security, and establish market linkages for smallholders through enhanced transportation and logistics.
- In the next 12 months, EMCL will begin implementation of postharvest storage facilities, continue feasibility studies for transportation and logistics development in Mozambique, and lay the groundwork for the aforementioned projects.

## **Frango King**

Frango King is an integrated poultry business with 400 employees in Nampula, northern Mozambique, and includes breeders, hatchery, broilers, feed mill, abattoir, and direct distribution. The primary products for sale are frozen birds, representing 50% of sales, and day-old chicks and feed to small farmers and out growers, representing the other 50% of sales. These are sold through Frango King's branded shops in Nampula, Nacala and Pemba, and through a network of agents.

- Frango King commits to raising and investing US \$10,000,000 to build an additional poultry farm, which will produce breeders and broilers in order to increase production by at least 100%. With a strongly expanding market, it aims to provide a low-cost locally produced protein source to meet the increasing demand in local markets and substitute imports to the country.
- The completed investment is expected to create hundreds of new jobs in local communities over several years, allow the expansion of new shops, and further support poultry growers within local communities. In addition, it will require a substantial increase in raw materials (maize and soya) to produce feed, helping to support farmers across the region.

- In the next 12 months, Frango King will begin to develop a detailed business plan, identify main suppliers, secure funding sources and liaise with local communities in advance of commencing infrastructure building.

### **Hoyo Hoyo Agribusiness**

Hoyo Hoyo Agribusiness is a subsidiary of BXR Agro, a Dutch-based company involved in agricultural investments in Africa and Latin America. BXR Agro operates large commercial farms in Brazil as well as being the controlling shareholder of Malawi Mangoes, a fruit farming and processing business in Malawi which works with over 4,000 smallholder fruit growers. In Mozambique, Hoyo Hoyo currently produces soya and corn on 2,000 hectares in Ruace, Zambézia Province. BXR Agro and Hoyo Hoyo plan to continue to invest in African agriculture to ensure food security and self-sustenance of communities in the areas in which it operates.

- Hoyo Hoyo Agribusiness has made a substantial investment since 2012 to revive agriculture on its 7,000 hectare concession in Zambézia Province in northern Mozambique. Hoyo Hoyo Agribusiness will continue to produce soybeans and corn in this concession, while looking to expand and develop other viable concessions, targeting yields similar to Brazil (3 tons of soybeans/Ha and 8-10 tons corn/Ha) once the concessions have reached sufficient scale.
- The impacts of the investment will include economic empowerment of the community through employment and associated economic activities, and direct development of farmers through a grower support program and training from the company. Hoyo Hoyo Agribusiness anticipates recruitment of up to 600 employees in the first project, and the engagement of over 500 smallholder farmers in use of relevant technology and training. Finally, food security will be advanced through viable corn and soya production.
- In the next 12 months, Hoyo Hoyo Agribusiness will continue growing its business, creating employment in operations and assisting smallholder growers through training. It will efficiently develop production areas by investing in the latest technology and machinery, and collaborating with community development partners. For example, Hoyo Hoyo is the first commercial operation in Mozambique to employ no-till farming systems, which are more sustainable and efficient than conventional methods – a direct technology transfer from BXR’s Brazilian operations. Furthermore, Hoyo Hoyo Agribusiness will liaise with the Government of Mozambique to promote market development, community support, and other development strategies.

### **IKURU**

IKURU was established in 2003 by GAPI SA, a Mozambican public/private financial institution with over 20 years’ experience providing finance to small and medium agribusiness enterprises, NOVIB (Oxfam Netherlands) and 21 fora (groups of 8 to 10 producer associations) assisted by NCBA CLUSA International, as a response to the lack of marketing opportunities available to smallholder farmers in Mozambique. IKURU is a hybrid between a cooperative and a limited liability company, with three main shareholders GAPI, NOVIB and (now) 29 farmer shareholding groups. IKURU now accounts for 20,226 members, formed into 29 ‘FORAs’ and representing 554 local associations: IKURU provides market to farmers for several crops, such

as cashews, sesame, and groundnuts, and today, it employs 17 full time staff, of whom 4 are women, and 50 are seasonal staff.

- IKURU commits US \$982,046 for the creation of a public-private partnership with NCBA CLUSA. Through this partnership IKURU will establish and expand systems to provide smallholders in Northern Mozambique with access to affordable quality inputs, storage options tailored to their needs, training on improved seed multiplication and production techniques, as well as tilling and post-harvest handling services.
- The impact of this investment will benefit 8,000 farmers, who will have access to certified and treated seeds from the program, along with irrigation that can allow production twice in a season, rather than just once. Furthermore, seeds will become increasingly available in Northern Mozambique, productivity will rise due to the use of certified and treated seeds in the region, and farmers' production techniques will be enhanced.
- In the next 12 months, IKURU will undertake the following activities associated with operationalization of this investment: provide technical assistance to the seed producers; train farmers (seed producers) in production mechanisms; provide 10 seed producers with an irrigation scheme and train them on how to use; train 28 seed sales agents (these agents will sell seeds at the farmer level); provide mechanization services for the seed producers; provide farmers with metal silos for storage; create awareness through community radio programs and monthly informational bulletins about the importance and benefits of using certified seed; make treated and certified seeds available; and set up an irrigation scheme at IKURU's own farm.

## **Lusosem**

Lusosem is a Portuguese seed company, which endeavors to adapt the business model and skills it has honed in Portugal to the Mozambican context – a major growth market for the company. Lusosem started its investment in Mozambique in 2011, and established a distribution network in 10 provinces partnering with local retailers for vegetable and cereal seeds in its current portfolio. Experimentation, establishment of demonstration fields, technical assistance, and training are, and will be, the strategic axes of Lusosem's implementation model, in parallel with the establishment of local partnerships with public and private entities.

- Lusosem commits US \$650,000 for the next three years, to establish an innovative project in two northern provinces, where a sustainable distribution system for agriculture inputs, with focus on certified seeds of soybeans, groundnuts, cowpeas, and common beans, as well as maize, vegetable seeds, inoculants, and other agro-chemicals will be implemented.
- The investment will develop 40 agro-dealers, establish 200 community Farm Business Advisors, create 11 permanent jobs, and impact 10,000 SHFs.
- In the next 12 months, Lusosem will sign specific additional agreements with iDE, HUB, SeedCo, and Dow Agrosience; conduct field assessments; hire four technicians; develop four kits of seeds, fertilizers, and agro-chemicals for smallholder farmers; install four demo plots; develop trainings and provide regular technical assistance; and support implementation of the remaining LAST MILE planned activities in partnership with iDE, HUB and SNAP teams.

## **Murrimo Macadamias Lda**

Murrimo Macadamias Lda has been investing in Mozambique (Gurué District, Zambézia Province) since 2012, developing 200 hectares of macadamias, 30 hectares of potatoes, and 100 hectares of maize. Employment numbers at present are approximately 515, but at a steady state this is expected to level off at about 350 employees.

- Murrimo Macadamias commits US \$15,000,000 to grow its productive holdings in Mozambique to 700 hectares of macadamias, 120 hectares of potatoes, and 1,000 hectares of maize by 2017.
- The investment is foreseen to have the impact of creating about 350 new jobs, producing 7,000 tons of maize and 3,600 tons of potatoes annually.
- In the next 12 months, Murrimo Macadamias will develop a further 200 hectares for macadamia plantation, and expand row crops by 400 hectares.

## **Nova Terra AG**

Nova Terra AG is a new Mozambican agricultural development firm with plans to develop three to four new projects in the next five years, including one to two 600 hectare macadamia developments in Manica Province and Zambézia Province, a 500 hectare banana project in Maputo Province, and a dairy production unit in Maputo Province. The expected employment associated with these projects will be 1,000 employees.

- Nova Terra AG commits US \$68,000,000 over the next six years as follows: US \$34,000,000 for the development of one or two macadamia projects, US \$20,000,000 for a dairy operation, and US \$14,000,000 for a banana operation.
- Besides meeting the needs of local markets and growing market linkages within Mozambique, these projects are expected to employ 220-440 people at the macadamia project(s), 300 people at the dairy operation, and 260 people at the banana operation.
- In the next 12 months, Nova Terra AG will complete all of its planning, and commence with project implementation by the end of 2015.

## **Optima Industrial Limitada**

Optima Industrial Limitada refines sunflower edible oil and oilcake from seeds produced by smallholder farmers, contracted for the purpose. The company employs 22 full-time workers and 70 seasonal workers. Production increased from 350 participating farmers, producing 250 tons from 2003-2004, to 3,600 farmers and 1,400 tons of sunflower seed in the last season of operations. Refined sunflower oil was sold to local and regional wholesalers and retailers, while the oilcake was sold to local poultry producers and also exported to Zimbabwe.

- The principal objective of Optima's new investment is to expand its production capacity to include the manufacturing of animal feeds, through the addition of oil expelling equipment, a total investment of US \$150,000.
- This project makes it possible to sell an additional 840 tons of product per annum to the local poultry industry. The project will engage an additional 2,000 smallholder farmers to produce maize and soy as raw materials for the business. This is expected to grow to 2,520 tons of product and involve 6,000 smallholder farmers within 4 years. The factory itself will have minimal impact on the environment, since no chemical processes are used

and no waste products are generated. The investment will create 15 new employment opportunities, 50% of which will be for women.

- To advance this commitment over the next 12 months, Optima will procure and install additional equipment, procure raw materials for production (maize and soybean), test and commission new equipment, and secure off-take agreements for HEPS and animal feed.

### **Pabari Investment Ltd.**

Pabari Investments Ltd. is a family-owned company dating back to the 1950s, with investments in food products, pharmaceuticals, transport, petroleum, aviation, fresh food produce and more recently, health-care and education. Through its group of subsidiary companies, Pabari Investments Ltd. is active in numerous projects in Kenya related to development of the sugar industry, horticulture and cereal crop production, and intends to replicate the same model in Mozambique.

- Pabari Investments Ltd. intends to invest US \$300,000,000 in the revival of a large-scale sugar plantation project and a separate cotton ginnery and field scheme.
- The sugar plantation project will make productive use of 7,000 hectares of land, with 5,000 hectares for over 1,000 outgrowers, creating 7,000 new jobs and producing over 30 MW of green energy. The cotton planting and ginnery scheme will use between 2,000 and 9,000 hectares of land, with engagement of 500 outgrowers, the creation of 5,000 new jobs, and a newly-designed textile factory for lint production.
- In the next 12 months, Pabari Investments Ltd. will purchase negotiation on the sugar plantation, undertake new feasibility studies, commence with the installation of a garment manufacturing unit, and operationalize Mozambican investment activities to meet internal business plans.

### **Portucel Moçambique**

Portucel Moçambique is a subsidiary of Portucel, the leading European manufacturer of printing and writing paper. Portucel is also Europe's leading manufacturer, and one of the largest producers in the world, of bleached eucalyptus kraft pulp. Portucel has embarked on an investment program to develop an inclusive and integrated forestry project in Mozambique. The government has awarded Portucel land use concessions of over 356,000 hectares of land in Manica and Zambézia provinces. The project components include plantation forestry, pulp and paper production, and green energy.

- In agreement with the Government of Mozambique, Portucel has reserved a total US \$40,000,000 for a large-scale community development program embedded in the broader Portucel forestry and agriculture business plan. The investment in the community development program will contain approximately US \$4,000,000 for the creation of zones for production of improved seeds for select grains and other agricultural commodities, improvement in post-harvest handling and storage, and new access to agricultural markets through integration in local, regional and global agricultural value chains.
- The positive impacts of this investment include the generation of 7,500 new jobs in concession areas, market linkages for smallholders, improved sustainable food and nutritional security for 25,000 families, women's access to specialized development

programs, and favorable conditions for the creation of small and medium enterprises supplying goods to Portucel.

- Portucel is currently progressing through the first stages of its plantation expansion, with a target of utilizing 69% of concession areas for forestry within the next 8-12 years, while leaving at least 31% for families living in the concession areas, including preservation of archaeological sites, high value conservation zones, and natural habitat protection. Within the next 12 months, Portucel will operationalize its community development program throughout the affected plantation areas to maximize community impact. The International Finance Corporation (IFC), a member of the World Bank Group, is working closely with Portucel to provide advisory support as Portucel's investments in Mozambique develop.

### **TECAP, Lda**

TECAP, Lda is a private company established in Maputo in June, 1989. Currently, the company consists of 75 employees and operates in Mozambique, supplying agricultural products and technical support across the country. In the next three to five years, TECAP aims to develop three different types of subdivisions that will be implemented in districts and provinces throughout the country as part of its projects.

- TECAP commits US \$8,000,000 to implement three different projects, with US \$5,000,000 directed towards the expansion of Casa do Agricultor – Farmer's Home (supplying agricultural inputs, agricultural and veterinary equipment, and technical support to businesses and local farmers); US \$2,000,000 for the EMAQ Project (developing machinery sub-dealers in rural Mozambique and training a network of mechanics), and US \$1,000,000 for agro inputs distribution warehouses in Manica Province and Nampula Province.
- Altogether, these investments are foreseen to have the following positive impacts: accessible, affordable, quality supply stores for smallholder farmers throughout the majority of Mozambique's 128 districts; an activated network of specialized distribution partners; technical training and capacity building for a network of rural mechanics connected to machinery sub-dealers; the operationalization of two major agricultural input distribution warehouses in geographically strategic zones in Mozambique; associated job creation for construction, partners, and new employees (yet to be quantified).
- In the next 12 months, TECAP will install the warehouses in Manica and Nampula provinces; conduct more feasibility studies to implement the first two of the aforementioned projects; look for business partners willing to invest with TECAP in its current projects; finalize contract models, rules and procedures for the expansion of Casa do Agricultor – Farmer's Home; select potential partners for the expansion of Casa do Agricultor – Farmer's Home; initiate the expansion of Casa do Agricultor – Farmer's Home in one or two other locations; develop a movable Casa do Agriculture – Farmer's Home retail store that will operate in rural areas around Maputo; offer one or two courses to increase the number of rural mechanics in Mozambique as a first initiative with the possibility of more courses being offered; and collaborate with the Ministry of Agriculture in the development of agricultural service centers in Mozambique.

## **Techno Brain Ltd.**

Techno Brain (est. 1997) is Africa's leading custom software application provider, and offers innovative IT solutions, IT education and training, and BPO/IT enabled services to NGOs, governments, and private organizations worldwide. Techno Brain works in Mozambique to identify and implement technologies relevant to the requirements of its customers, empower clients by building their capacity to use implemented technology, build a strong consultant team, create a constructive work environment, and continuously invest in its people to become leaders in technology.

- Techno Brain intends to invest \$5.7 million over the next two years in an initiative centered on the dissemination of satellite-based information to farmers in Mozambique.
- The investment will seek to develop a USSD-based mobile information dissemination system in selected districts of Mozambique, extend mobile telephone-based informatics to 22,900 farmers, and enhance satellite-based information for farmers, extension service officers, NGOs, and government agencies.
- In the next 12 months, Techno Brain will develop and deploy USS- based mobile information dissemination solutions in the field, and prepare a feasibility study for the dissemination satellite-based information.

## **Westfalia Limited**

Westfalia Limited (Westfalia) is one of the leading growers and suppliers of avocados in the world. Based in South Africa, Westfalia prides itself on being a responsible grower that cares passionately about the quality of its produce, the environment where it is grown or processed, and the specific needs of customers. At the moment, Westfalia employs over 1,500 people, however, it supports many more than this through the farms that supply its marketing companies.

- Westfalia commits US \$8,000,000 for the expansion of a commercial farm for avocados in Mozambique. Under this plan, 180 hectares of land will be committed to farming avocados in Mozambique for sale in Europe. The world's favorite avocado, Hass, will be grown in addition to one of Westfalia's own exclusive varieties. A packhouse has been planned on the farm and will pack avocados and litchis to export standard. The packing of other fruits will also be a possibility.
- The investment will create approximately 80 new jobs in the Chimoio region, and consequently, smallholder farmers connected to the avocado operation will enjoy increased incomes.
- In the next 12 months, Westfalia will conclude planting of nearly 100 hectares and begin exporting avocados through the transportation and logistics network that the company has tried and tested at the Port of Beira.

## **Nigeria**

### **FAMAG-JAL Farms**

FAMAG-JAL Farms is the first and only halal-certified beef processing facility in Nigeria and will be one of the largest modern cattle rearing farming companies in Africa once processing reaches full capacity. The company was incorporated in Nigeria in 1998 and currently employs 50 full time employees at its abattoir and 60 fulltime employees on its farm.

FAMAG-JAL Farms to date has been advocating for stronger policies at governmental level in Africa to improve the quality and hygienic conditions of beef produce consumed in homes, offices, hotels and public places. For the last 12 years we have steadfastly invested in the beef value chain to be at the forefront of the changes needed in the African beef industry. Our plans are in the next five years to capture a good portion of the Nigerian market and export into the West African Market.

FAMAG-JAL Farms commits USD 9.8 million to construct an international standard, halal-certified abattoir, identify cattle suppliers and retail outlets, and acquire 5,000 ha land for a fattening lot by 2017

The investment is foreseen to have the following impact:

- 2500 direct jobs for skilled and unskilled labor force of the country and another 4000 jobs across the beef value chain
- Access to high quality beef products, improving the health of the country and raising productivity of the citizenry
- Opportunities for small holders to join a distributor scheme

To advance this commitment over the next 12 months, FAMAG-JAL Farms will take the following actions:

- Secure required financing for working capital
- Negotiate long-term arrangements with cattle farms
- Develop training programs for cattle farmers
- Identify distribution channels
- Acquire land for FAMAG-JAL owned and operated meat distribution centers
- Procure machineries to expand into adding value onto processed beef, producing sausages, burger pates, corned beef, meatballs, jerky, danbum nama and beef bacon

### **Maslaha Seeds Limited**

Maslaha Seeds Limited has been instrumental to many of the positive changes that occurred within Nigeria's seed system at both the micro and macro level. The company currently has 50 employees and over 2,000 farmers as contract growers. The vision of the company is to see more positive impacts on out growers, poor laborers and farmers' well-being. We intend to achieve this by increasing seed production and dissemination to at least 20,000 metric tons in the next 5 years.

Accordingly, Maslaha Seeds Limited intends to invest USD 23 million to procure and install new seed processing equipment, build a new processing facility and develop its internal R&D capabilities.

The investment is foreseen to have the following impact:

1. Provide sustainable jobs to poor laborers in seed handling (N44,000,000 in wages)
2. Provide inputs support to over 2,000 out growers
3. To improve the yield of at least 1,000,000 smallholder farmers from the present 1.2 tons/ha to 3 metric tons/ha

To advance this commitment over the next 24 months, Maslaha Seeds Limited will take the following actions:

- Procure and install four, 5 ton/hour processing machines
- Procure and install two, 10 ton/hour processing machines
- Build a facility to house newly acquired processing equipment
- Secure high yield foundation seeds
- Expand outgrower model to increase seed production
- Access affordable working capital finance
- Build sustainable and Maslaha specific agro-dealer network in Nigeria
- Explore the potentials of delivering seeds within the West Africa sub-region

## **Millstones FZE**

Millstones FZE is an agricultural processing and allied services company. It was incorporated in 2013 within the Calabar Free Trade Zone specifically for the purpose of managing Farmland Investments and Agricultural Processing Facilities.

- Millstones FZE is planning to establish an Oilseeds Processing Plant and Vegetable Refinery within the Staple Crop Processing Zone (SCPZ) in Nigeria, which will have a capacity to process 180,000 tons of soybeans into vegetable oil and soybean meal, and will employ 160 full time staff and 1000 farmers/agro extension workers who will train and mentor other farmers/farmer groups. Within 7 years, Millstones FZE intends to also build two additional Agricultural Processing Plants.
- Millstones FZE commits to invest \$100 Million (USD) into the following projects:
  - 500Tpd Oilseeds Processing Plant and 100Tpd Vegetable Oil Refinery
  - 1000Tpd Oilseeds Processing Plant and 200Tpd Vegetable Oil Refinery
  - Animal Feed Mill for Fish, Poultry and Livestock Feed Production
  - Expand capacity of Oilseed Processing plants to 5000Tpd.
- The investment is foreseen to have the following impact:
  - The average smallholder soybean farmer produces 1.2 tons of soybeans per hectare (without mechanization and minimal inputs) and the first Plant will have a capacity to process 180,000 tons of soybeans annually into vegetable oil and soybean meal, thereby improve the incomes of 150,000 to 180,000 people (smallholder farmers and their families), whom Millstones FZE will source produce from and train through their own outgrower programmes and other existing programmes.

- Millstones FZE envisions that as they grow they will directly employ approximately 2000 - 3000 staff (factory, farmers/Agro related staff, sales, logistics and distribution) and directly source products from 400,000 small holder farmers

### **The Okomu Oil Palm Company Plc**

The Okomu Oil Palm Company Plc is Nigeria's leading agri-business company currently with 10,000 ha of oil palm and a young extension of 7,500 ha of rubber. Also situated on the plantation is a palm oil mill of 30 t/hour capacity, along with a 2.5t/hour rubber factory. The company currently employs over 1,700 permanent and contract staff and outsources to several independent sub-contractors that provide direct employment to more than 6,000 people. The company's vision is to be Nigeria's leading agri business company through the efficient and effective use and management of the natural and human resources on our various plantations by a highly motivated workforce, working in harmony with our other stakeholders, whilst maximizing returns to our shareholders, but ever mindful of our overall responsibilities which makes our company a responsible global citizen.

The Okomu Oil Palm Company Plc is currently planning the following investments:

- Planting an additional nearly 2,000ha of rubber at a cost of about USD 5 million
- Doubling the current size of its 30t/hour palm oil mill at a cost of USD 13 million
- The purchase of 12,000ha of new land at a cost of USD 11 million and to spend USD 100 million to plant 10,000 ha of oil palm and a second 60t/hour palm oil mill on this property

These various investments are foreseen to have some of the following impacts, namely:

- The new plantation will develop the surrounding communities in that they will benefit from the economic boom brought to the area by the company, along with the benefits of the company's ongoing and highly successful corporate social responsibility programmes;
- The new plantation will create around 1,000 new jobs immediately and around 3,000 new direct jobs within the next 5 years and about 2,000 indirect jobs within the same time period;
- The new plantation will create opportunities for about 150 new contractors and suppliers doing business with the company;
- The increase in rubber area will develop more work for contractors to clear and plant the area and will lead directly to the employment of about 100 new tappers and 150 maintenance workers on an ongoing basis;
- By doubling the size of the current palm oil mill, around 15 new jobs will be directly created.

### **Syngenta**

Syngenta is one of the world's leading agribusiness companies with more than 28,000 employees in over 90 countries dedicated to our purpose: Bringing plant potential to life. Syngenta's ambition is to bring greater food security in an environmentally sustainable way to an increasingly populous world by creating a worldwide step-change in farm productivity. Syngenta

believes that farmers can produce enough to meet the world's needs for food, fiber and fuel and safeguard the only planet we have for future generations if we take a system-wide approach that links technology, land, and people.

Syngenta made a specific commitment in 2012 to develop its business in Africa by investing \$500m over 10 years, recruit 700 new employees and build a \$1bn business. As a result of this commitment, Syngenta has initiated multiple activities in Nigeria in 2014.

The key areas being addressed in 2014 are:

- Training of farmers across multiple states and crops
- Enabling a network of agro-dealers to engage deeper with farmers
- Enabling market access of smallholder farmers by providing an engagement platform

The investment is intended to achieve the following:

- Spur rural prosperity by turning farming into a meaningful business with strong ROIs
- Transform the agricultural productivity in Nigeria for key crops by raising yields significantly
- Train directly and indirectly over 500,000 farmers in the next few years
- Strengthen the capacity of hundreds of agro-dealers
- Specifically target youth and women lead farmers, farmers and retailers

To advance this commitment over the next 12 months, Syngenta will take the following actions:

- Continue the expansion program in Nigeria, recruit more staff and build a broader base of distributors and farmers
- Establish more farmer training programs across the country
- Register and introduce high quality modern input technology into Nigeria to enhance yields

## **Tanzania**

### **Bagamoyo Fruits Company Limited**

Bagamoyo Fruits Company Limited is a Tanzanian enterprise engaging in the farming of pineapple, passion fruit and papaya. Upon successful negotiation with a Danish partner, the company commits a planned investment value of US\$1.5 million through a project that aims at accelerating production, processing and packing of pineapples and passion fruits. The investment comprises the following key focus areas:

- The raw materials both from own source and smallholder farmers will be used to produce dried fruits, candies, health snack bars.
- The project will also establish a collection and processing centre to be used as a platform for sourcing fruits from smallholder farmers in raw form, and for value adding processing before they are shipped to customers in Denmark, EU and USA markets.
- The company expects the creation of more than 2,000 jobs, both directly and indirectly.

To advance this commitment over the next 12 months, Bagamoyo Fruits Company Limited will take the following actions:

- Work closely with SAGCOT initiatives in promoting the agriculture growth through the use of smallholder farmers groups.
- Continue promoting the scaling up of MD2 pineapple, which is highly marketable and can successfully grow in Tanzania.
- Promote agriculture investment in Tanzania through attracting external investors to invest in the country.

### **Bayer CropScience**

Bayer CropScience has been working in Africa for more than 50 years with the objective to support farmers with innovative technologies and to offer integrated crop solutions based on seeds and traits, chemical and biological crop protection solutions, services and proactive product stewardship measures to help farmers achieve economic and sustainable growth. Bayer CropScience intends to expand to new countries and Tanzania is one of the focus countries. In Tanzania, Bayer CropScience has committed to incorporate a Bayer legal entity in Tanzania with running costs in the order of USD 1 million per year. The investment is intended to have the following impacts:

- Job creation for the first step is 10 employees who will ensure field and back office activities. Field offices will be located in the regions of Dar es Salaam, Arusha, Mbeya, Iringa, Morogoro and Tabora;
- Identify partnerships with other stakeholders in the agricultural value chain and to contribute to selected development initiatives;
- Provision of innovative products to the small scale farming sector.

Bayer CropScience has particular interest in cooperating in Private Public Partnership projects offering a good agricultural development potential and including an input component where the company can efficiently contribute through the provision of products, services and technical skills. A team of agronomists will be recruited and deployed in the main agricultural areas of Tanzania in order to provide the adequate level of support to customers, farmers and distributors.

## **Bytrade**

Bytrade is a locally registered company heavily focused in delivering sound technical solutions and products in animal health, crop science and seeds to our customers.

Bytrade Tanzania commits to investing US\$500 000 subject to the availability of funds to create an efficient distribution network for crop protection products (CPP) and hybrid corn and vegetable seeds. The distribution network will be created by using a fleet of vehicles, village based agents as well as small and large distributors across Tanzania. It is envisaged that the necessary product training will be provided to farmers at regular intervals. The investment impact is aimed at improving the adoption of high quality inputs and hybrid seeds by educating farmers on the benefits. Through increasing the adoption rate of high quality inputs and hybrid seeds the farmers will realize greater productivity and generate greater income.

To advance this commitment over the next 12 months Bytrade will be seeking investment from potential joint venture partners or from other sources to implement the project.

## **CRDB**

CRDB Bank is one of Tanzania's largest banks with a vested interest in providing loans in the agricultural sector. Currently, the bank's total exposure in the agriculture sector is over 40 percent of total agricultural financing by Banks in Tanzania and it intends to continue supporting agricultural projects in Tanzania that are consistent with the investment priorities identified by the TASFIP, Comprehensive Africa Agriculture Development Programme (CAADP) investment plans, and the goals of the Tanzania's Ministry of Agriculture, Food Security and Cooperatives.

CRDB Banks commits to increase the current lending of TZS. 500 Billion to agricultural sector by 10 percent every year for the next 5 years, which is in line with the bank's 5 year Business Strategy. The investment is foreseen to have the following impact:

- Direct and indirect creation of jobs for millions of people engaged in the agricultural value chain, including thousands of smallholder farmers countrywide;
- Linking various actors in agricultural value chain for easy market access;
- Mechanization of agricultural production through improvement in farm irrigation systems, usage of improved seeds and application of agricultural inputs.

Over the next 12 months, CRDB intends to strengthen partnerships with other stakeholders in the agricultural sector with the objective of directing coordinated efforts to support projects of mutual interest with economic impact and continue lending to viable projects for sustainable agricultural production and commercialization in Tanzania.

## **Empien Company Limited**

EMPIEN COMPANY LIMITED is an agribusiness and transportation company established in 2006. Located in the Rukwa region, EMPIEN COMPANY LIMITED farms maize, potatoes, beans, sheep and pigs in over 1,000 hectares of land.

EMPIEN COMPANY LIMITED commits to invest US\$20 million to develop more irrigated land, equipment, technology, crop storage facilities (silos and cold-rooms), and agricultural products processing. The investment is foreseen to have the following impact:

- Increase food security in Tanzania and neighboring countries;
- Transfer of modern farm technology to other farmers in the region and boost production;
- Encourage investment in the region (local and international);
- Create jobs for over 200 people and have an impact in over 2,000 smallholders through outgrower schemes, modern farming technologies and soft farm input financing.

To advance this commitment over the next 12 months, EMPIEN COMPANY LIMITED will take the following actions:

- Install and set up centre pivot irrigation systems - with sophisticated satellite technology as the backbone of the farming business - to ensure all year round farm production on 325 acres on company's farm;
- To purchase modern farm machinery with GPS monitoring and control.

### **Homeveg**

HomeVeg Tanzania Limited is the first Tanzanian owned fresh vegetables and fruits exporter. HomeVeg does not have its own farm but it entirely depends on smallholders for its supply. Currently, HomeVeg is working with 2000 smallholders in Kilimanjaro, Arusha and Tanga regions. HomeVeg helps them to form and register their groups and also provides a link to development partners to enable smallholders to access funding for infrastructure development. HomeVeg currently exports an average of 6 tonnes of export of vegetables and is looking to do at least 50 tons by year 2020. HomeVeg has committed to invest US\$1.5 million (subject to the availability of funds) focusing on capacity building and infrastructure development in the Southern highland (SAGCOT) region that is intended to have the following impacts:

- Engage at least 6000 smallholder farmers and create 30,000 jobs;
- Create jobs to graders and packers to at least 125 workers;
- Create business opportunities and jobs to support services such as packaging materials, inputs, and transportation.

### **Kijani Agro**

Kijani Agro Tanzania Limited is a fast-growing agribusiness that is engaged in various projects such as: provision of consultancy services and farm management to various commercial scale agro-projects; dairy and milk processing; agri-machinery, herd management and milking parlor equipment solutions; farming through the provision for small holder farmers and the development of world class broilers, layers, pullets and egg production facilities; and design and development of advanced Israeli technologically innovative greenhouse, tunnels and net houses with full irrigation systems.

Kijani Agro has committed to co-invest a total of US\$17.7 million in the following projects:

- A dairy farm upgrade that is intended to create new 60 jobs and include 200 smallholders;

- A 12 years dairy processing plant upgrade that is intended to create new 152 jobs and include 4167 smallholders;
- Bee-keeping farm & training center include honey processing and packaging plant that is intended to create 360 jobs and include 1050 smallholders;
- The first local sorting and processing plant for sesame in south of Tanzania (joint venture with AMSHA cooperative) that is intended to create 180 jobs and include 5,000 smallholders.

## **KVTC**

The Kilombero Valley Teak Company (KVTC) is a forestry company located in the Kilombero and Ulanga Districts of the Morogoro Region of Southern Tanzania. KVTC manages approximately 8,150 planted hectares as well as a sawmill with production capacity of around 45,000 cubic meters. KVTC was established in 1992 and is currently the largest private grower of teak (*Tectona grandis*) in Africa and one of the ten largest private teak growers in the world. KVTC's investment commitments include the following projects:

- Agricultural development of KVTC's non teak land – by initially evaluating and looking for investment partners to development 2,500-3,000ha of this land into an agriculture venture;
- Renewable biomass energy – KVTC will investment in an on-site renewable power generation that would add about 1.0MW of renewable electricity to the national grid, create about 30 new jobs and require around USD 3.0 million of new capital investment;
- KVTC is actively supporting teak outgrowers through the 'Outgrower Support Program ('OSP') which co-finances smallholders in the establishment of new teak plantation while providing seed material and technical support in return for a share of the final harvest as well as a first right of refusal. KVTC is committed to grow the OSP area with around 200ha per annum, incorporating about 100 new farmers each year, with total funding of this program expected to be around USD\$ 1.2 million over the next 7 years. KVTC is actively working together with donor and non-governmental organizations to ensure sustainability of the outgrower program.

## **MORAGG**

MORAGG is an investment group dedicated to building synergies for growth in agricultural and food systems. MORAGG aims to invest in food production by identifying, developing and effectively managing opportunities in the Tanzanian agricultural sector.

- MORAGG commits \$15.9 million USD to agricultural production, value added processing services, cattle ranching, and outgrower services and education. This includes improved cattle and seed genetics, field trials and partnerships with local processing facilities leveraging investments made by local investors.
- Intended impact of their investment by year four include:
  - 5000 small farmers impacted through – outgrower support, ability to access a new market, and poultry, livestock and fish farmers able to purchase enhanced feed
  - 125 jobs created at MORAGG operations sites

## **Mtenda Rice Kyela**

Mtenda Kyela Rice Supply Co. Ltd is a rice trading company that aims to strengthen Kyela rice value chain through training, inputs support and linking high quality smallholder rice to local and export in a 5 years project implementation period. Currently, Mtenda has been running its smallholder production model profitably for two years and is working with 10500 smallholders in the Kyela, Mbozi/Momba and Mbarali districts of Mbeya Region. Mtenda has committed US\$ 937,500 to expand to other districts within Mbeya and to other regions such as Morogoro, Rukwa, and Iringa. The investment is foreseen to have the following impact:

- Reach 7.9k MT of paddy by 2016 to reach revenue of TZS9.5 billion;
- Expand its smallholder scheme to other regions in Tanzania as well as invest in processing plants and trucks to reduce costs and increase profit

To advance this commitment over the next 12 months, Mtenda will:

- Train 14500 out-growers in new catchment areas;
- Purchase one hard top vehicle, 3 seven tons lorries and 2 thirty tons semi-trailers, introduce warehouse receipt system to assist out-growers in fetching good price for their produce;
- Procure other rice processing machines with grading and sorting facilities;
- Continue with program expansion on rice production catchment in Mbeya, Iringa, Morogoro and Rukwa regions;
- Continue improvements on packaging of rice for export and domestic market;
- Register with Tanzania Bureau of Standards (TBS), ISO, Tanzania Food and Drugs Authority (TFDA) and barcodes and register own brand to enhance export marketing;
- Continue with efforts on market research through visits, trade fairs and media to increase rice sales.

## **Opportunity International**

Opportunity Tanzania Ltd. (OTL) is a microfinance institution in Tanzania, acquired by Opportunity International in December 2007. Opportunity Tanzania is committed to serving low income families with financial services that provide them with opportunities to transform their lives. OTL serves more than 9000 loan clients from branch locations in Dar es Salaam, Arusha, Moshi and Morogoro, and employs a 100 staff.

The South Agricultural Growth Corridor of Tanzania (SAGCOT) and has been identified as the best possible location to pilot OTL's agricultural finance model that aims to provide famer groups and cooperatives with:

- High quality input packages and extension services
- Develop Good Agricultural Practices (GAP)
- Refine their crop offerings to include other food and or cash crops

OTL commits to invest TZS 1.1 billion in loans to be granted to small farmers in 2014 which will improve their productivity, create jobs and sustain these impacts into the future.

## **Power Flour Limited (Power Foods Limited)**

Power Flour Limited is an agro processing company located in Dar es Salaam, Tanzania. Power Flour Limited's main activity is to procure from smallholder farmers agricultural procure (raw materials) including but not limited to maize, millet, sorghum, peanuts, soybeans and rice. Power Flour Limited has committed to investing US\$3.5 million (subject to raising this capital via government guarantee, shareholders and partners equity and grants) for an infant, young children and nursing mother food manufacturing plant. This investment is foreseen to:

- Provide a market for small holder farmers;
- Turn agriculture for smallholder farmers into agriculture business by having sustainable market to their produce;
- Reduce and finally end malnutrition in Tanzania by having quality and affordable health food products available to rural areas;
- Create jobs in the whole supply chain.

To advance this commitment over the next 12 months, Power Flour Limited plans to finalize business plans including all regulatory requirements such as compliance with TBS, TFDA, TIC and EPZA, finalize partnership, conclude financing options and finalize procurement installation and commissioning of the new plant.

## **Profate Investments**

Profate Investments Limited (PIL) is a company registered in 1993 that focuses on the production, processing, marketing and distribution of dairy products for Tanzanian markets. Besides producing its own milk, PIL operates under an inclusive business model by procuring raw milk from individual smallholder farmers, cooperative societies and farmer groups.

Profate commits to invest US\$1.2 million by establishing a Demonstration Farm for smallholders, with the aim of stimulating commercial farming. This process includes:

- The development of a fodder farm to address seasonality constraints in milk production, and the establishment of milk collection centers in which farmers can acquire extension services. It also contemplates the relocation of the company to Mkuranga District;
- The project is expected to create 200 full time jobs and 1500 part time.

To advance this commitment over the next 12 months, Profate Investments Limited will take the following actions:

- Develop the first stages of a 90-acre fodder farm, and initiate the construction of a cow shed;
- Team up with dairy farmer groups and dairy cooperatives for the establishment of two milk collection centres for collective bulking and organized transportation;
- Introduce new products in the market, such as flavored drinking yogurt;
- Make improvements in milk processing by procuring new machines and facilities, as well as servicing existing ones.

## **Seed Co**

Seed Co develops and markets certified crop seeds, mainly hybrid maize seeds, but also wheat, soya bean, barley, sorghum and ground nut seeds. Seed Co Tanzania is the only multinational seed company in Tanzania that produces certified maize seeds locally. Seed Co commits to spend a total of USD \$5,601,000 with some of the funds aiming to take the risk out of growing maize through:

- Establish In-Market Storage (IMS) in maize growing regions of the country's 26 regions which would house suitable products of all partners / principals required for the specific region which covers an average of 35,000 square kilometers, giving an average radius of 190 kilometers.
- Support IMS system to sell to distributors who then sell to Capable Agro-Dealers (CADs) who are the improved warehouses. Employ sales agronomists who are trained about Seed Co products and will be responsible for performing farmer education in the area. There will be within the 40km radius of small-agro dealers, farmers, and farm groups.
- Growers and contract farmers of Seed Co certified seeds are going to supply the increased seed demand which will increase number of our seed growers by 10 farmers requiring at least 1000 seasonal employees.
- The 40 identified distribution sites will each access at least 2,750 farmers who make up 150,000 smallholder farmers in total through their expansion to small agro-dealers.
- Initiative aims to benefit 150,000 families

## **Tigo (MIC)**

Millicom International Cellular (MIC) will invest in a Digital Farmer Project over the next couple of years. This project will support the transformation of Tanzanian agriculture using technology. The aim of the project is being able to access information, finance and agricultural inputs through the mobile phone which has proven to be the most widespread digital tool accessible to farmers.

The investment is foreseen to have the potential to reach 2 million smallholder farmers over the next 3-4 years. To advance this commitment over the next 12 months MIC will create a team focused on digital initiatives.