

BUSINESS DEVELOPMENT THROUGH PARTNERSHIPS

Private sector report

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Sandton, South Africa

BACKGROUND

- Long overdue need for a vibrant continental private sector initiative
- The sector has been under represented.
- The existing partnerships have been weak.
- Creation of structures at regional levels to promote and enhance agribusiness.
- Establishment of strategic partnerships i.e. public sector, donors etc

GAPS IN THE AGRIBUSINESS ENTERPRISES IN AFRICA

- **Business under capitalization.**
- **Capacity weaknesses in value addition and product development.**
- **Insufficient farmer support programs.**
- **Inadequate investment in pin point research.**
- **Little investment in infrastructure such as storage, irrigation facilities etc**
- **Unfavorable legal and statutory policies.**
- **Marketing inefficiency due to multi-layers of players in the value chain.**
- **Supply chain management inefficiency.**

RECOMMENDATIONS

- **Stimulate investment in agriculture as the engine of development.**
- **Spearhead business information dissemination on value addition, high value production, processing, packaging, franchising etc.**
- **Partnerships with research bodies in;**
 - **Production to market orientation in both commercial & emerging agricultural sectors**
 - **Increased competitiveness**
 - **Measures to promote ‘productivity-raising technologies’.**
- **Assist in business and export development.**
- **Initiate capacity strengthening for small and medium enterprises.**
- **Promote user friendly technology in agribusiness.**
- **Influence government policies affecting the agricultural production and supply chain.**
- **Strengthen profit value chain development.**

CONTINUATION

Discussions are going on to establish a pan African agribusiness initiative which will ensure

- Stimulated investment in agri-business.
- reduced risks in the agricultural value chain.
- Development of market awareness and intelligence for African Agricultural products.
- Stream line the profit value chain in agribusiness.

... Conclusion & Recommendations ...

3. Agricultural research
4. Focus on development & support in:
 - technology, communication, SCM, human & financial capital
5. Focus on sub sectors that present opportunities

...Conclusion & Recommendations

6. Primary data, information & intelligence development
7. Specific analysis of supply chains
8. Capacity building
9. Establish PPPs throughout value chain
10. Harmonise trade agreements & SPS measures
11. Government's role → anticipatory policy

Conclusion & Recommendations...

Investment in agriculture & agribusiness
Engine for development

Investigate opportunities:
infrastructure
value adding
high value produce
processing of raw materials
packaging
cold chain
fisheries
supermarkets
franchising, etc.

EXPECTED OUTPUTS Cont.

- **Promote innovative product development, processing and marketing.**
- **Provision of market development services.**
Adoption of emerging technology in the industry.
- **Development of cross cutting programs.**

Thank you and welcome