

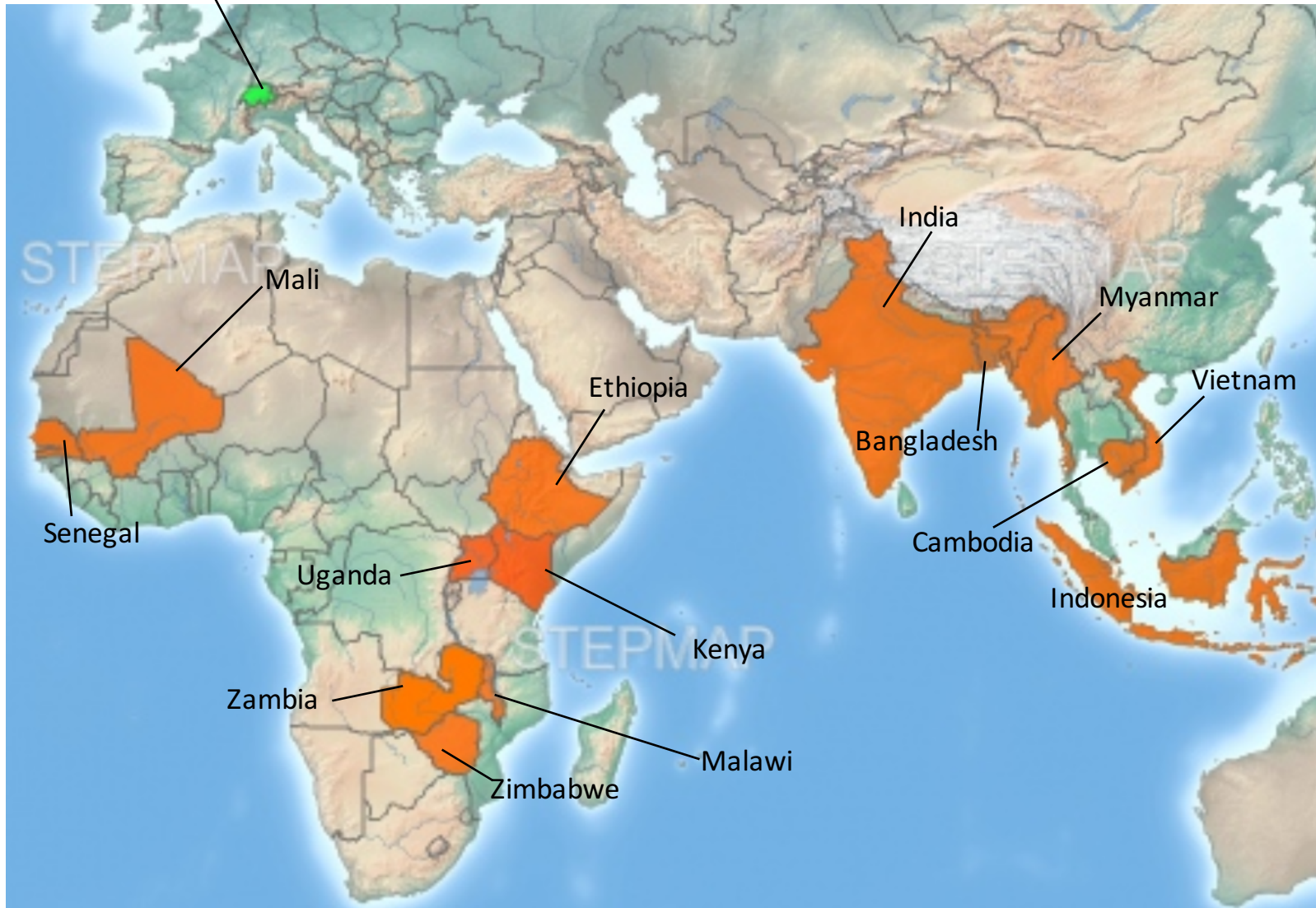


Syngenta Foundation for Sustainable Agriculture

Fruit & Vegetable Efforts in Sub-Saharan Africa and South East Asia

Syngenta Foundation – Area of Work & Mission

Headquarters in Basel, Switzerland



Mission

- Improving smallholder farmers' livelihoods by increasing productivity, resilience and market access
- Focus on developing countries in Sub-saharan Africa and South-East Asia

Approach

- Start small & scale up
- Ensure «autonomous continuation» after end of corresponding projects
- Facilitating access to inputs and markets
- Creation of «enabling conditions»
- Activation of value chains

Opportunities for Smallholder F&V Production



Increased productivity of
high value goods per area



Ideal for farmers with limited
land resources

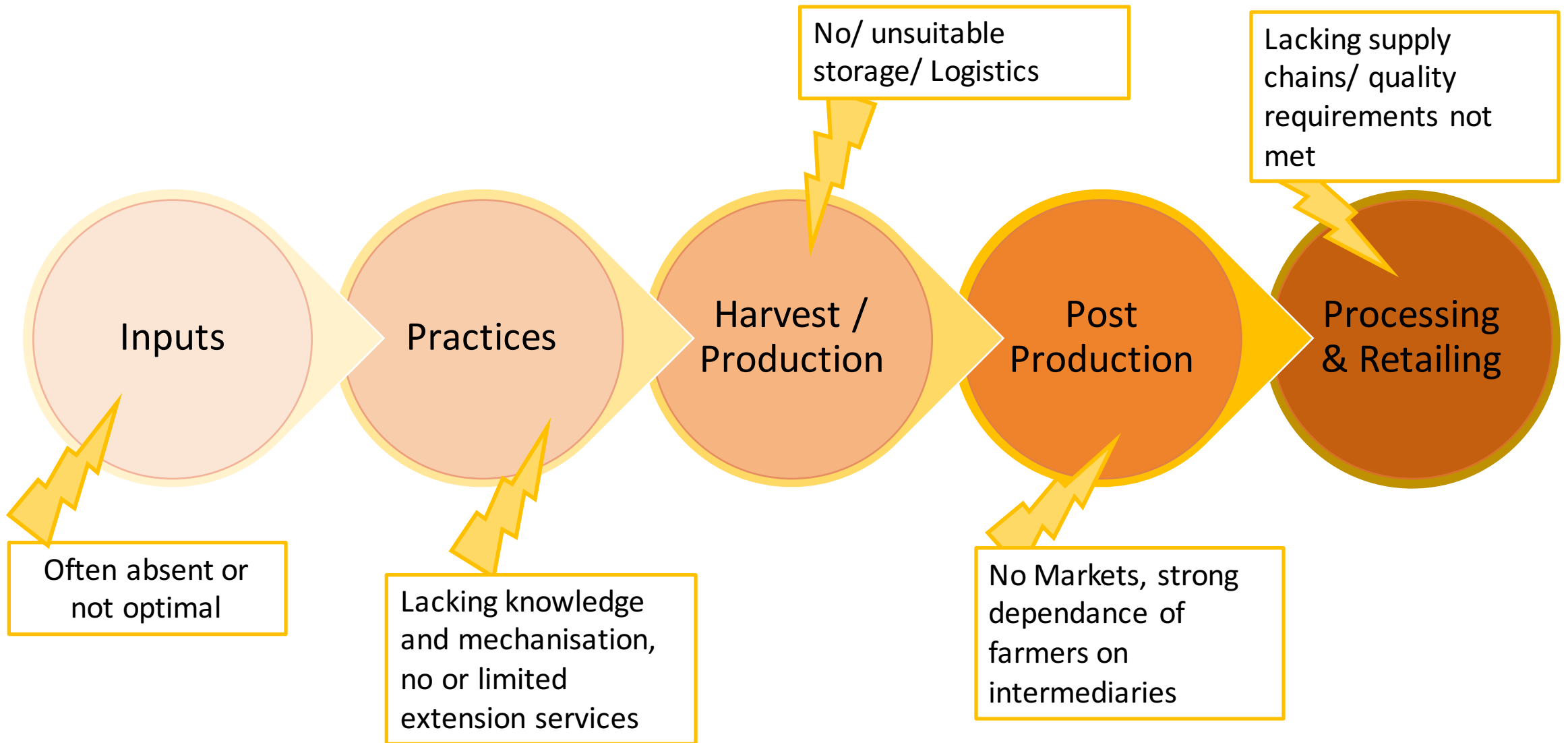
Shifting consumer preferences in developing
countries:

- Trend: Healthy diets in middle classes
- Increased local demand

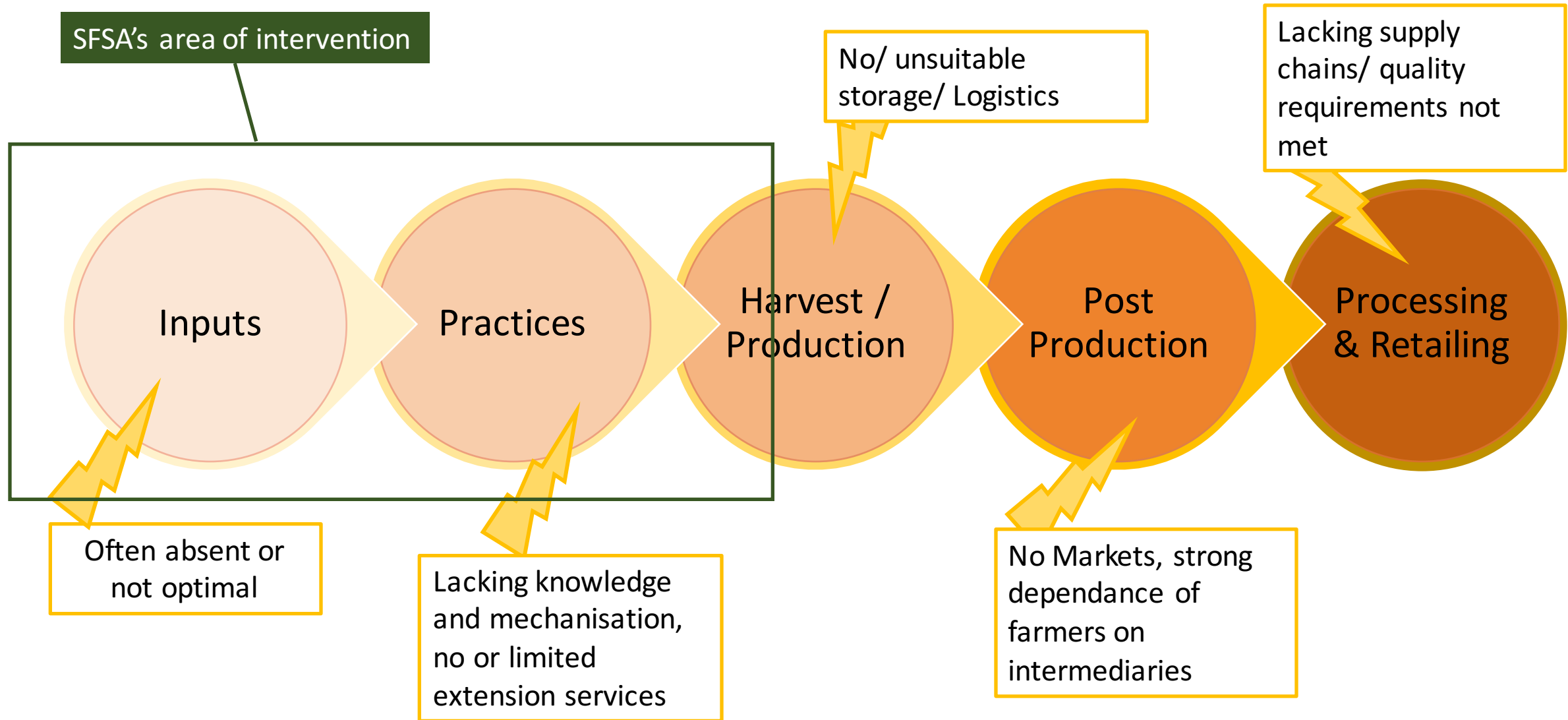
Perishable products, local supply and demand

- Only limited international price pressure
contrary to cereals and commodities

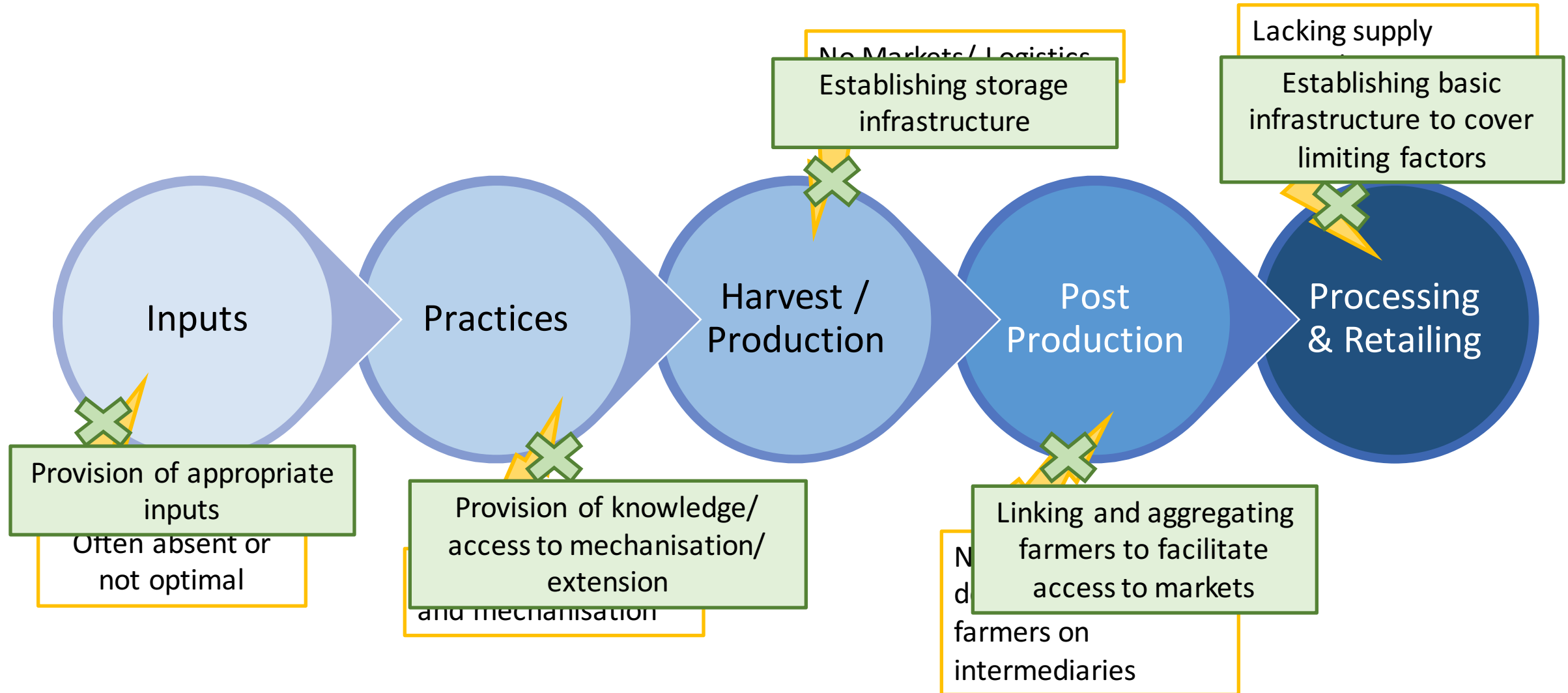
F&V Supply chains in developing countries



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SFSA Interventions – Farmers' Hubs

- Hub owners (local entrepreneurs) providing services to farmers
 - Provision of Agri-Inputs, Training and advisory services, Machinery, buying and selling produce, Post-Harvesting, Contract Farming Management
- Hubs are connected locally to various buyers to trade the farm produce

Impact on supply chain:

- ✓ Improved inputs
- ✓ Help with practices
- ✓ Access to mechanisation
- ✓ Increased production
- ✓ Facilitated trading
- ✓ Improved retailing



«Agro input-output marketplace for smallholder farmers»

Currently operational in Bangladesh, pilot phases in Indonesia, Senegal and Kenya

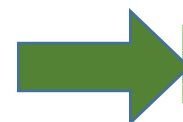


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Seeds2B's approach

- Testing new varieties
- Registration
- Import Facilitation & Seeds regulatory work
- Advice & support in local seed production
- Linking breeders to local seed multipliers
- Increasing varietal portfolio to farmers



Seeds2B's current F&V offers: Eggplants, tomatoes, okra, watermelon

Market Potential

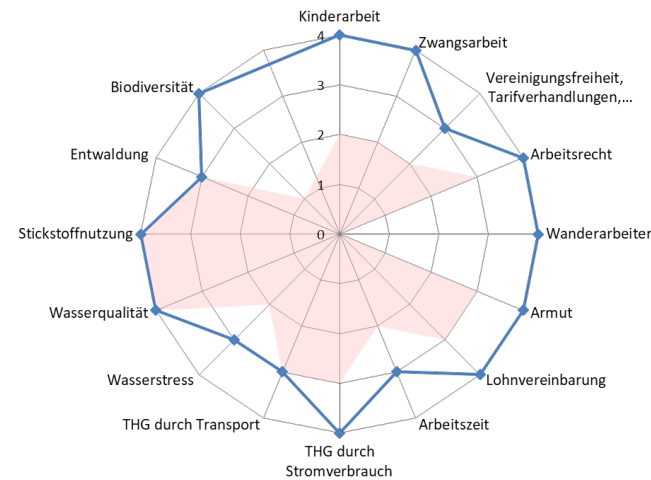
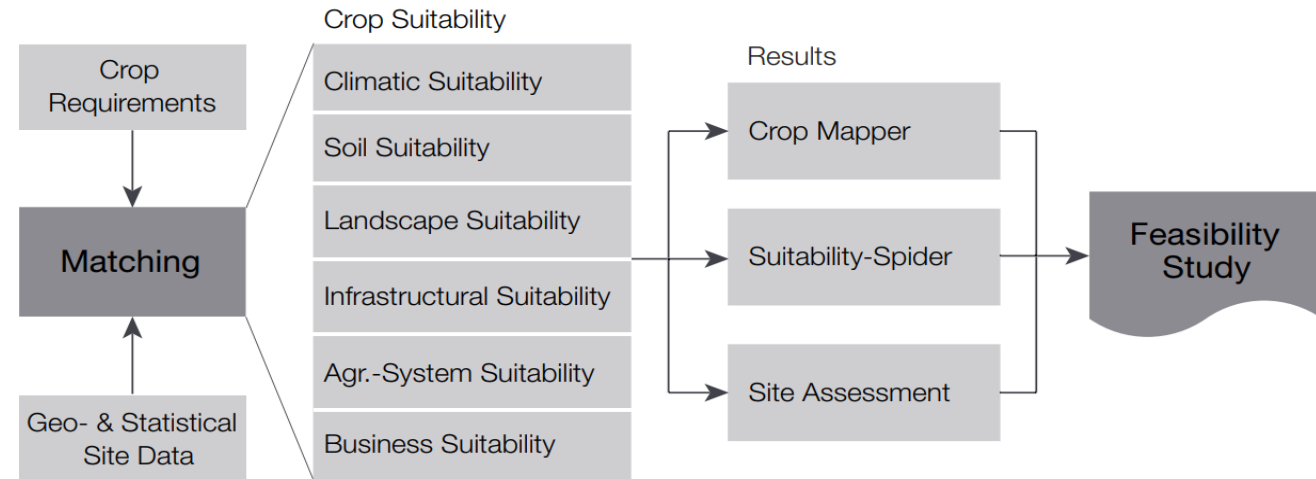
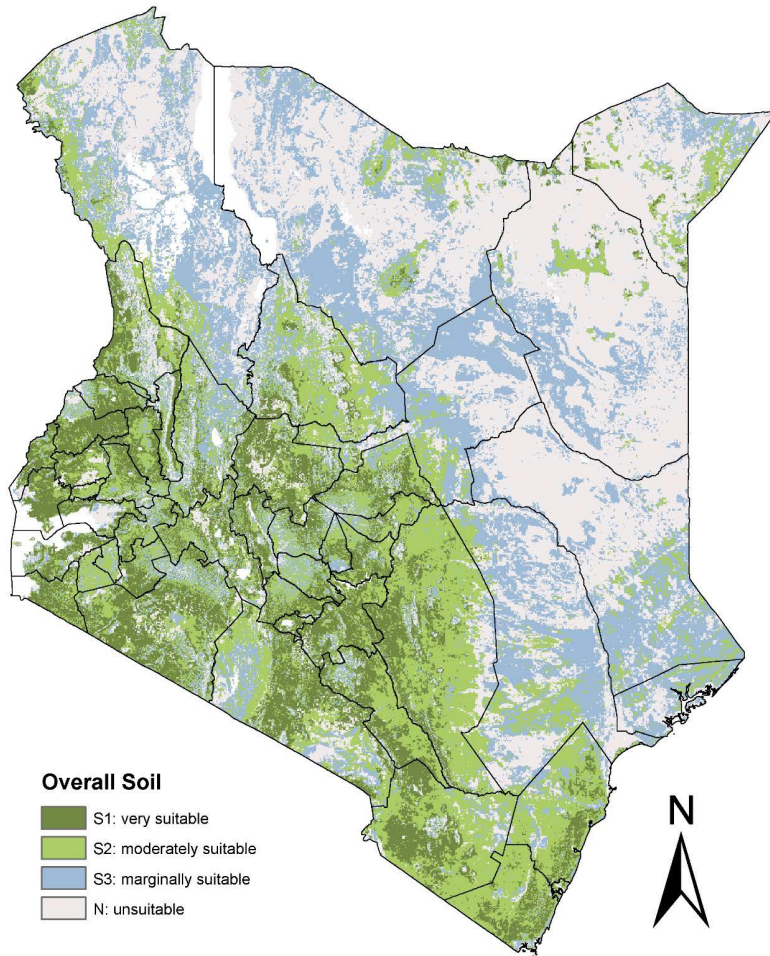
Costs

Registration & Supply Chain costs



SFSA Interventions - CONSUS

A land use suitability assessment tool



Impact on supply chain:

- ✓ Inputs adapted to requirements
- ✓ Optimal crop for corresponding location
- ✓ Increased yields
- ✓ Market availability considered

CONSUS can be applied to a variety of crops, contexts and scales

Thank you for your attention!
Any questions?

- **AIS** – Agricultural Insurance Solutions:
Providing insurance to smallholders- in Africa and South East Asia
 - enabling farmers access to finance, inputs and advice
 - protection against weather impacts

Impact on supply chain:

- ✓ Access to needed inputs
- ✓ Harvest insured – financial security

- **R&D** – interlink with Seeds, Agriservices and Insurance
 - various projects on e.g. soybean, cassava, maize, rice, tef

Impact on supply chain:

- ✓ Innovating production systems – from planting until harvest
- ✓ Increased production