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
Inputs

Often absent or not optimal

Practices

Lacking knowledge and mechanisation, no or limited extension services

Harvest / Production

No/ unsuitable storage/ Logistics

Post Production

No Markets, strong dependance of farmers on intermediaries

Processing & Retailing

Lacking supply chains/ quality requirements not met

F&V Supply chains in developing countries
F&V Supply chains in developing countries

SFSA’s area of intervention

- **Inputs**
  - Often absent or not optimal

- **Practices**
  - Lacking knowledge and mechanisation, no or limited extension services

- **Harvest / Production**
  - No/unsuitable storage/Logistics

- **Post Production**
  - Lacking supply chains/quality requirements not met

- **Processing & Retailing**
  - No Markets, strong dependance of farmers on intermediaries

SFSA’s area of intervention is indicated with a green box.
F&V Supply chains in developing countries

Inputs
- Provision of appropriate inputs
  - Often absent or not optimal

Practices
- Provision of knowledge/access to mechanisation/extension

Harvest / Production
- Establishing storage infrastructure

Post Production
- Linking and aggregating farmers to facilitate access to markets

Processing & Retailing
- Establishing basic infrastructure to cover limiting factors

No Markets/Logistics

No Markets
- Dependence of farmers on intermediaries
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
SFSA Interventions – Seeds2B

**Market Potential**

**Costs**

**Registration & Supply Chain costs**

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

**Impact on supply chain:**
- Improved inputs
- Help with practices
- Increased production
- Improved retailing

**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
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?

https://www.syngentafoundation.org
**SFSA Initiatives – others (non F&V)**

**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

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

**Impact on supply chain:**
- Access to needed inputs
- Harvest insured – financial security

**Impact on supply chain:**
- Innovating production systems – from planting until harvest
- Increased production