

# Increased role of Farmers Organisations in Agribusiness and PPP's

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# State of the industry

**Farmers in Africa  
are the most  
under developed,  
poorest people in the world**



**Felix Jumbwe, Malawi:**

**“Africa is not a poor continent,  
to the contrary;  
It’s a very rich continent  
with very poor people”**

# IT NEEDS TO CHANGE

We need a continental pact  
between farmers,  
governments and  
business investors  
to create a profitable and  
sustainable agricultural sector  
in Africa

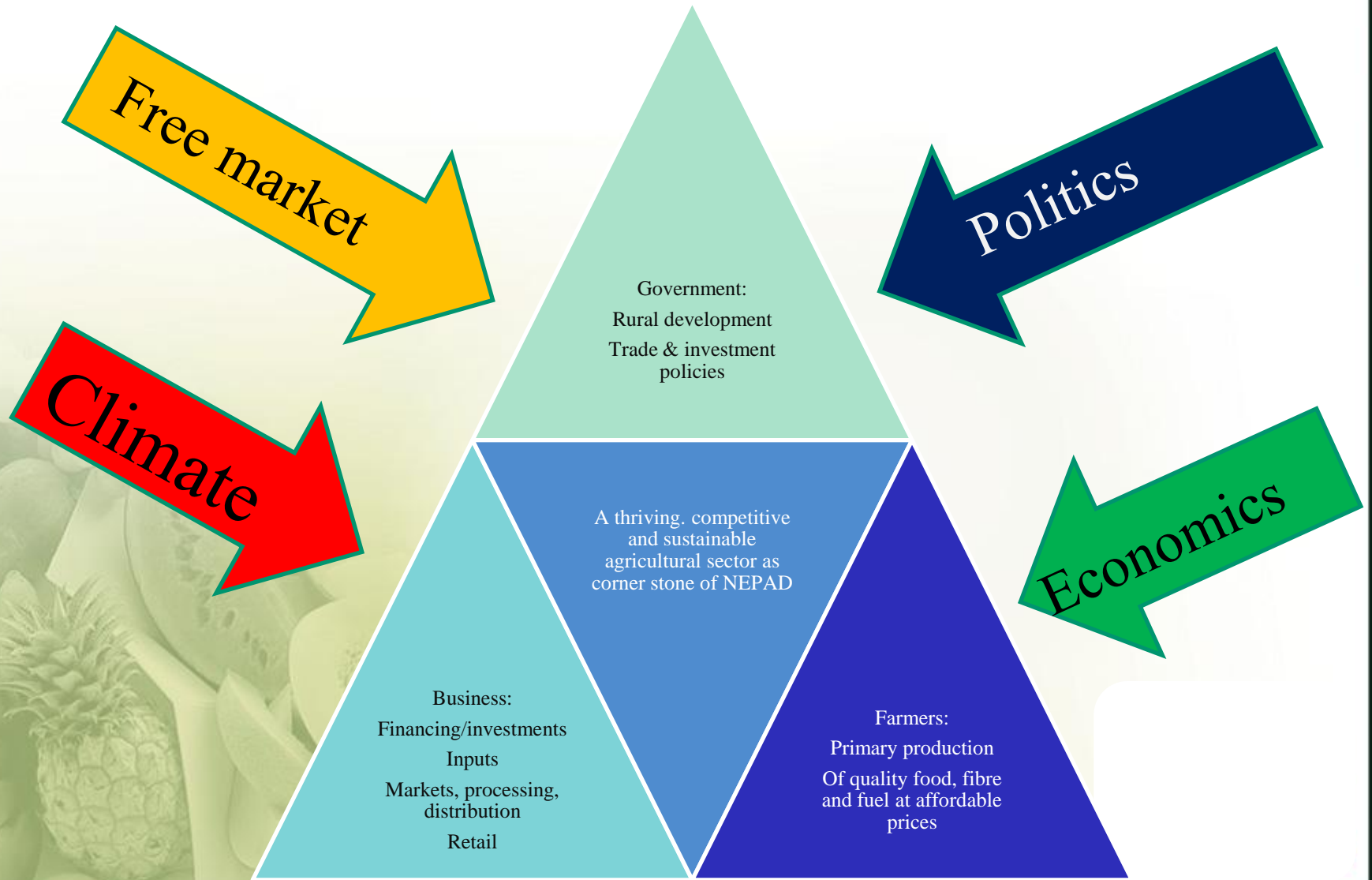


# **CAN ONLY BE DONE IN A PPP**

**Farmers must produce  
Business must create value chains  
Governments must create  
infrastructure and  
an enabling environment**



# Environment



# What FO's can do

Organise farmers

Set up co-ops

Enhance good production  
practices

Generate vital info



What FO's can not do

Create infrastructure

Investment and trade  
policies

Value chain investments

Remove investment &  
trade barriers

# Profits are in the Value Chain

**FO'S MUST ENSURE FARMER  
INVOLVEMENT**

**FO'S MUST CREATE BENEFITS OF  
SCALE**

**FO'S MUST TAP INTO LATEST  
KNOWLEDGE AND TECHNOLOGIES  
FARM GATE TO CONSUMERS' PLATE  
LINKAGES TO MARKETS**

# Positioning of FO's

FO's must be legitimate  
representatives of the  
interests and aspirations  
of farmers;  
reliable, accountable  
and responsible

# STRATEGY

Engage partners from a  
platform defined by  
**EXCELENT GOVERNANCE**

Don't wait for them to come  
- Go hunt them down!



**Driven by a dream  
that in 20 years from now  
we will have eradicated  
hunger and poverty in Africa  
through agricultural development  
and modernisation**



**“Only in a PPP will we be  
able to pull ourselves from  
the mud  
by our shoe laces!”**

