



Food and Agriculture
Organization of the
United Nations



SUB-REGIONAL WEBINAR SERIES

AGRIBUSINESS INCUBATION AND ACCELERATION IN SUB-SAHARAN AFRICA

WEST & CENTRAL AFRICA

15th October
10h00 – 12h00 (GMT)

Zoom Meeting

The webinar is part of a series of sub-regional dialogues aimed at sharing results, gathering stakeholder feedback and validation on a Study of Agribusiness Incubation and Acceleration in Sub-Saharan Africa.

SPEAKERS:



Tabuna Honoré,

ECCAS
Commissioner
in charge of the
Environment,
Natural Resources,
Agriculture and
Rural Development



Dr. Martin Frick,

Deputy to the
Special Envoy for
the UN-FSS 2021



Ify Umanna,

Programme Lead
Nourishing Africa –
Nigeria



Sékou Sangaré,

CEDEAO / COWAS
Commissioner
in charge of
Agriculture,
Environment and
Natural Resources



Dr. Anne Roulin,

President,
Agripreneurship
Alliance



**Jean Berchmans
Ntayega,**

Coordinator, YAIN
Youth Agribusiness
Incubator Burundi



Gouantoueu Guei,

Subregional
Coordinator for
West Africa, FAO
Representative
for Senegal



Moussa Djagoudi,

Investment Support
Officer, Food
and Agriculture
Organization of
the United Nations
(FAO)



Nana Adjoa A. Sifa,

Founder & CEO
Guzakuza- Ghana



Hélder Mateia,

Subregional
Coordinator for
Central Africa, FAO
Representative for
Gabon & São Tomé
and Príncipe



Yannick Ebibie Nze,

Director General,
SING Société
Incubation Digitale
Numerique du
Gabon

Aim of the webinar:

- Share preliminary findings from the study for feedback and validation .
- Strengthen the information and evidence-base through direct consultation and dialogue with Agribusiness Incubators and stakeholders from the region.
- Draft the way forward for a proposed programme to build network and strengthen the agribusiness incubations and accelerations in West and Central Africa.

*Study on Agri-Business Incubators and
Accelerators in Sub-Saharan Africa
(Entrepreneur Support Organisations)*

West & Central Africa Webinar: October 15th, 2020

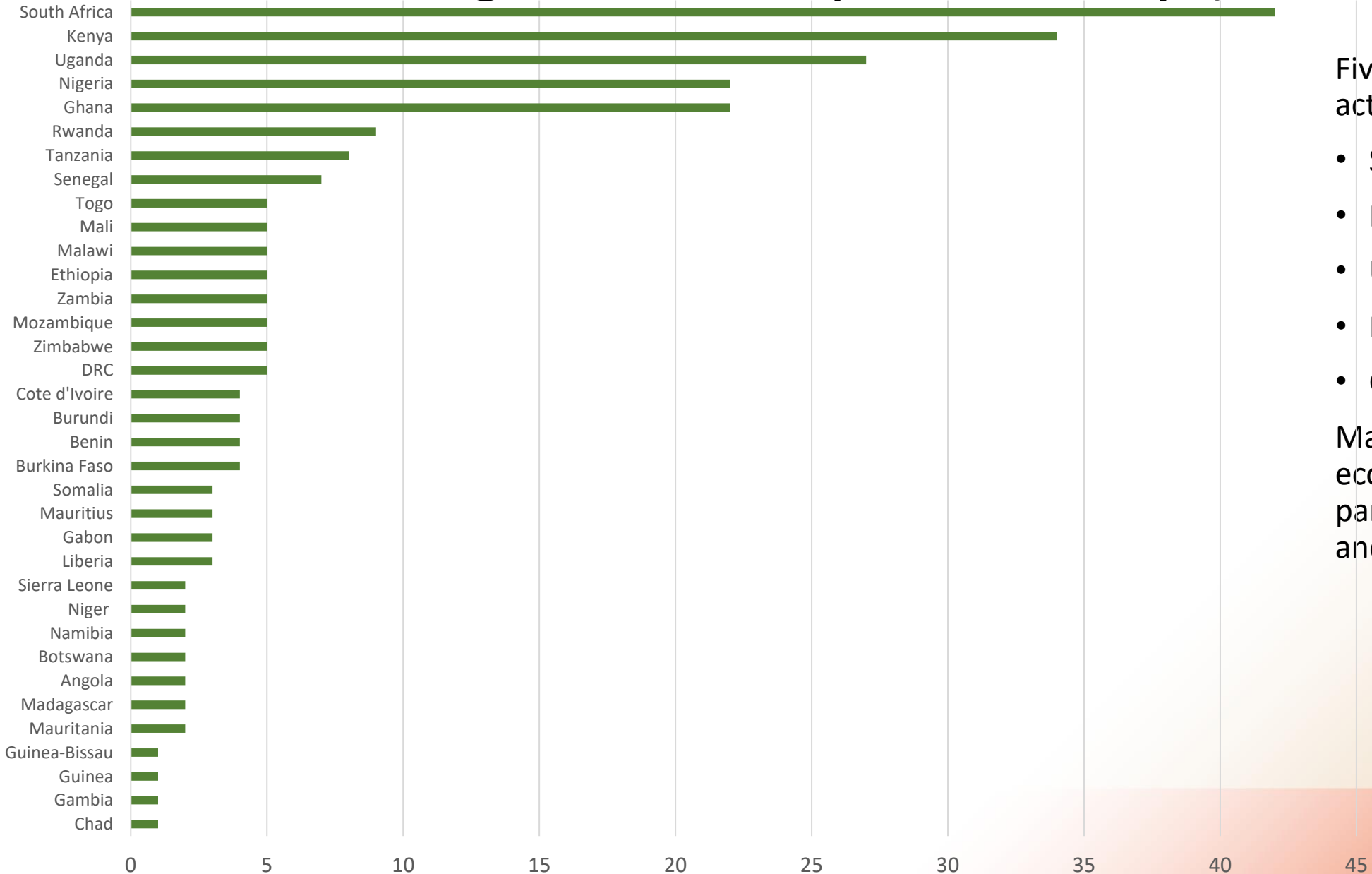
Anne Roulin
Agripreneurship
Alliance



Different types of Entrepreneur Support Organisations - some examples from West & Central Africa

- **Agricultural training and/or agriculture research organisations**
 - IITA Youth Agripreneurs Nigeria, ICRISAT Mali, ENABLE Youth, YAIN Youth Agribusiness Incubator, Songhai Centre Benin
- **Banks**
 - Standard Bank Ghana, Nigeria, African Development Bank
- **Private sector organisations**
 - Nourishing Africa Nigeria, Guzakuza-Ignite Ghana, Tony Elumelu Foundation Nigeria, Agrilab/Ventures Platform Nigeria, Wennovation Hub Nigeria
- **Tech Hubs**
 - SING Société d'Incubation Digitale Numerique du Gabon, CC Hub, Etrilabs Benin, Yeesal AgriHub Senegal
- **Government sponsored organisations**
 - DAA Centre d'Incubation du District Automne d'Abidjan Cote d'Ivoire
- **Universities**
 - University of Bukavu DRC, University of Cape Coast Ghana
- **NGOs**
 - Technoserve, 2SCALE
- **Network organisations**
 - African Agribusiness Incubators Network AAIN Ghana, Afrilabs Nigeria, FARA Ghana, RUFORUM
- **Organisations founded by UN agencies**
 - SEED, UNDP Accelerator Labs

Organisations per country (with HQ in Africa)

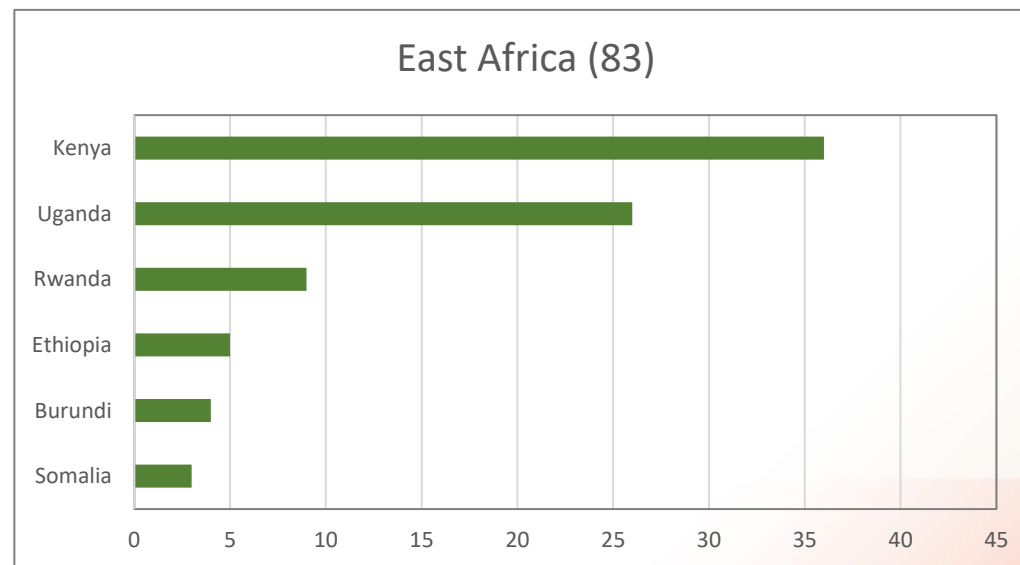
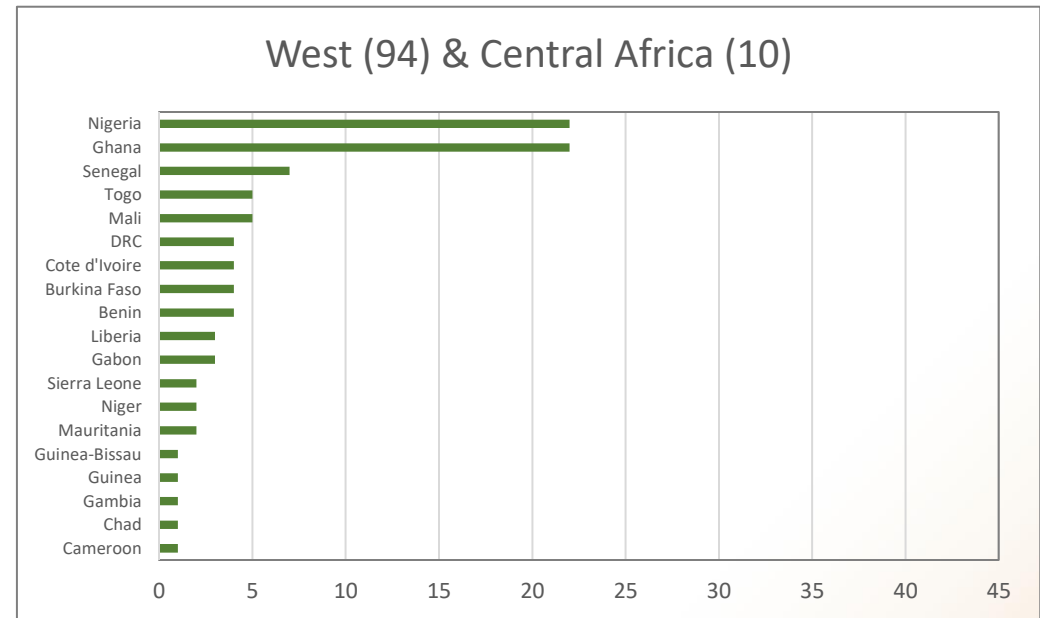
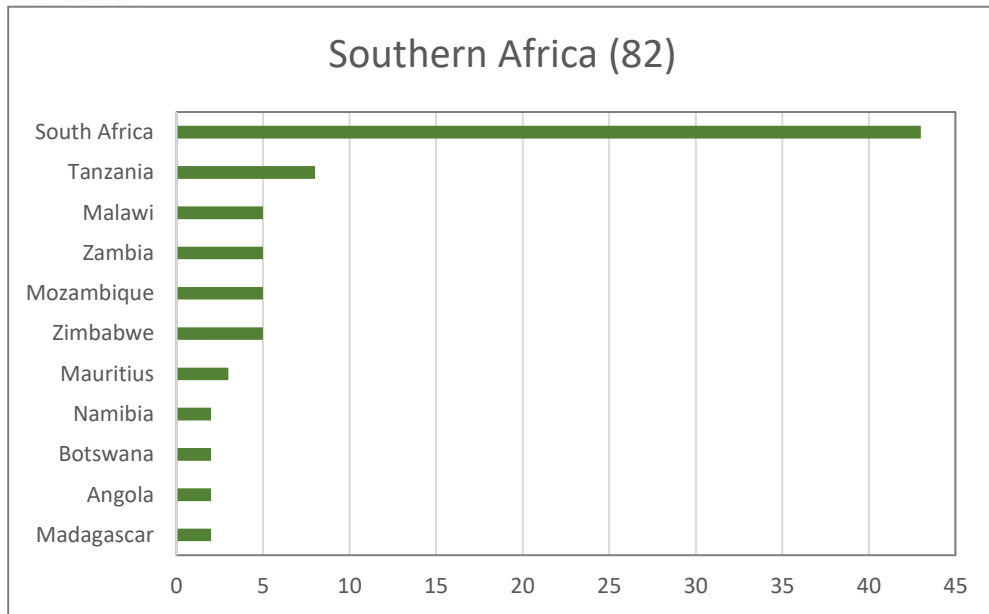


Five countries are particularly active:

- South Africa
- Kenya
- Uganda
- Nigeria
- Ghana

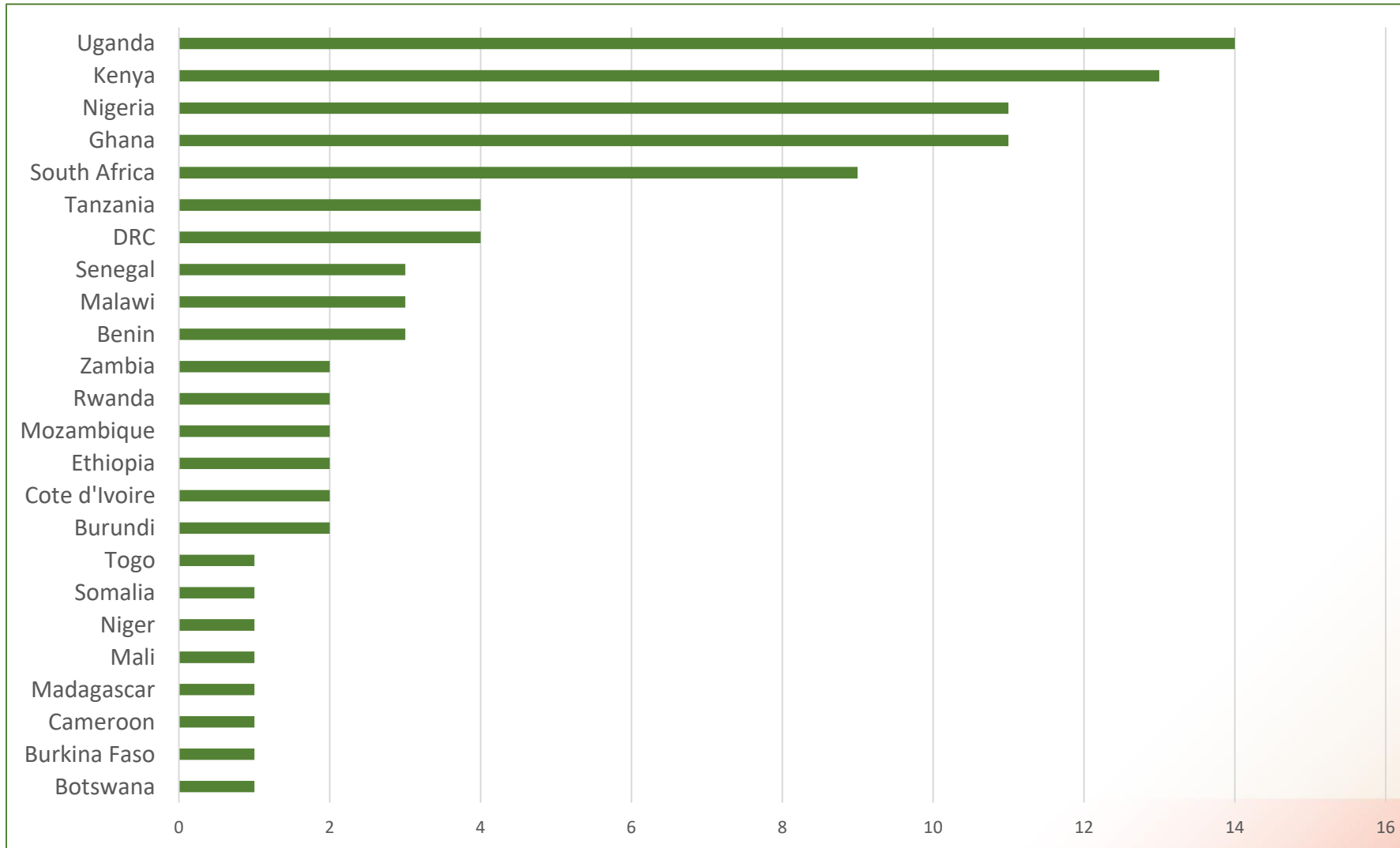
Mainly the largest African economies, but Uganda is particularly dynamic for its size and economy.

Entrepreneur Support Organisations per sub-Region*



*Sub-Region: FAO definition

Entrepreneur Support Organisations entirely dedicated to Agriculture/Agribusiness



Top 5 countries are the same but order is different. Uganda & Kenya top the ranking for # organisations

Number of organisations

What are the gaps, opportunities and potential actions?

Agri-processing & Entrepreneurship

- African agricultural exports dominated by **primary exports** of unprocessed products. 62 billion USD of agricultural products exported by Africa in 2017, only 12 billion USD classified as processed goods (*Africa Agriculture Trade Monitor, 2019*)
- Lack of processing leads to very high levels of **food waste** across the continent
- Value-added processing is much needed for Africa to support future economic growth and capture more value

Agri-processing & Entrepreneurship

- Only **10 Entrepreneur Support Organisations** (out of the 300 in the Directory in SSA) have food technology pilot processing facilities
- Food Science Departments in **Universities** provide mostly **theoretical training**. African food entrepreneurs need **practical knowledge** in a wide range of processing technologies
- **Experimental kitchens** are needed to develop innovative products for local tastes – developing **healthy processed food** using local ingredients
- In the global north – new production launches of food products are often manufactured by **contract packers**. Very few across the African Continent, except in South Africa

Agribusiness capacity building: needs & opportunities

- Knowledge on Agricultural value chains supply chain linkages and opportunities
 - FAO/Market Matters – Making Market Matters Training 2020 for SMEs & Business Development Service providers
- Food safety knowledge and labs – providing services in microbiology, pesticide residues, aflatoxins, preservatives and certification. Essential for capturing export markets.
 - African Food Safety Network AFoSaN.



Agribusiness capacity building: needs & opportunities

- **Nutrition knowledge** needs to be applied to food production & processing to produce safe and healthy food products

PILOTING OF BLENDED LEARNING COURSE IN NUTRITION AND FOOD SYSTEMS

The Food and Nutrition Division of the Food and Agriculture Organization of the United Nations (FAO-ESN) is in the process of developing a framework and a package of materials for a blended learning course on nutrition and food systems, and is looking for interested universities in sub-Saharan Africa willing to collaborate in contextualizing, developing and piloting the package to develop their own courses.

Agribusiness capacity building: needs & opportunities

Solid agricultural training combined with business training

Agriculture as a Business

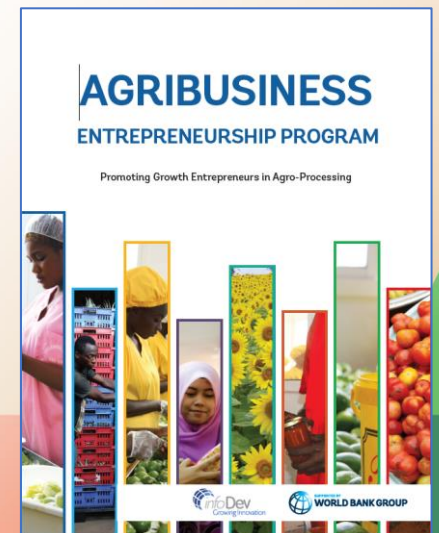
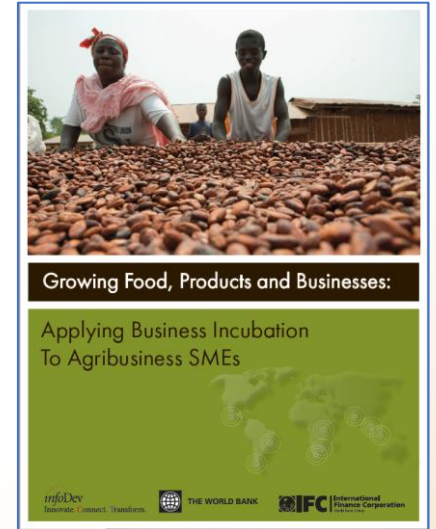
- International Institute of Tropical Agriculture IITA Nigeria Youth Agripreneurs in several countries
- Songhai Centre Benin
- Agrostudies & the Centre for Int Ag Dev Co-operation CINADCO Israel
 - From West & Central Africa - students from Liberia, Cote d'Ivoire, Ghana, Burkina Faso, Togo, Benin, Cameroon
- African Dev. Bank ENABLE TAAT; ENABLE YOUTH (In West & Central Africa: DRC, Ghana, Cameroon, Cote d'Ivoire)

Agribusiness capacity building: needs & opportunities

- Capturing the huge potential in AgTech is hampered by **lack of experienced software engineers** – especially advanced coding
- Some incubators like We-nnovation in Nigeria had to start their own IT coding schools
- MEST Meltwater Entrepreneurial School of Technology - Ghana
- **Need for more training programmes in advanced coding and opportunities for young engineers to gain experience**

Lack of Manuals & Training for Managing Agribusiness Incubators

- infoDev manuals (World Bank) but they date from 2011 & limited information on the African context
- African Agribusiness Incubators Network (AIN) provides training for Incubation Managers
- RaizCorp South Africa - incubation training for UNDP
- Impact Amplifier South Africa – Digital platform which sets -up and manages customized incubation and acceleration programs
- New on-line course running currently for incubation managers organised by Village Capital and the African Management Institute



Lack of **Agribusiness** Programmes/ Organisations focused on **WOMEN**

- Guzakuza Ghana
- Nourishing Africa Nigeria
- AWAN African Womens Agribusiness Network
- World Bank Personal Initiative Training programme – a psychology-based entrepreneurship programme focusing on skills such as developing a persistent pro-active mindset, being future oriented and self-starting. Pilot in Togo saw women's profits increase by 40% (cf men 30%)

NEEDS: SOFT SKILLS AND ACCESS TO NETWORKS

Conclusions to date and suggested actions

- There are over 300 incubators/accelerators across SSA - over 120 with a focus on Agribusiness.
- Development of incubation/acceleration is recent – increases since 2010 – 20 years behind the global north
- There are some network organisations but many interacting within the same type of organisation. Huge need and opportunity to increase cross-fertilisation between Agri- research institutes, private sector focused organisations, Universities etc
 - *FIND WAYS TO CREATE MORE FORA FOR REGULAR EXCHANGE – WEBINARS ETC*
- Importance of Government policies and actions
 - *Creation of the enabling environment*

Further suggested actions

- Capture **best practices** (programme content, selection processes etc)
 - *Develop practical manuals including recent experience on what works in the African context.*
- **Training** in Incubation Management
 - *Extend the training programmes in incubation management*
- **Agri-processing pilot** capacity
 - *Look for mechanisms and funding to set up regional food processing pilot plants*
- **Capacity building** in Agricultural value chains, Agri-processing and food technology, Food safety, Nutrition, Advanced IT coding
 - *Stimulate new University programmes in these areas*
 - *Build on the example of the new FAO programmes in Making Market Matters, Nutrition & Food Systems*
- Agribusiness Programmes focused on **women**
 - *Gather information on successful programmes & spread through the incubator networks across Africa to strengthen current approaches*

Agripreneurship Alliance

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