



Food and Agriculture Organization
of the United Nations



Hand-in-Hand
Initiative

Investment Forum | Rome, Italy | 18-19 October 2022



Mali Profil



2022
27 millions

Surface 1.241 238 Km²



National budget for Agriculture sector 15 %



\$19.6 billion
GDP

\$ 782.3
Per Capita

3,1%
TCE

40%
Primary sector

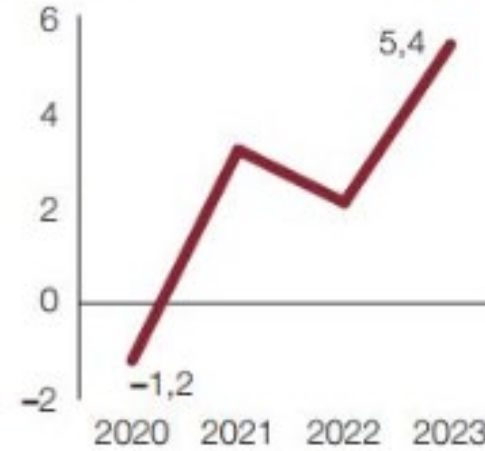
3,6%
Growth rate

50%
Access to electricity

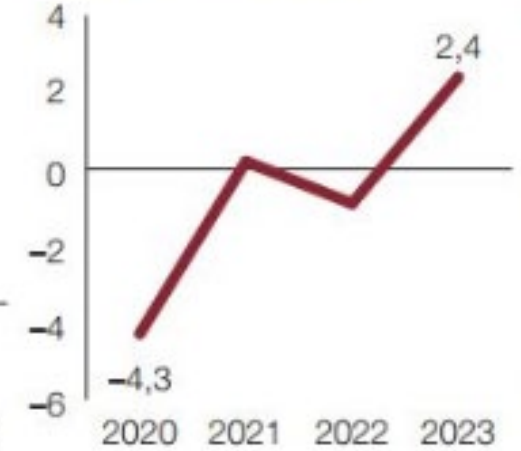
46,68%
Access to employment (15-24 years)

30,761 %
Literacy rate

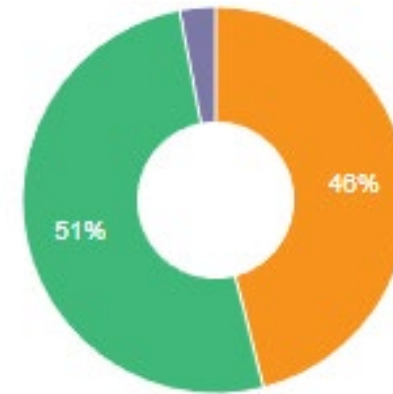
Taux de croissance du PIB réel (%)



Taux de croissance du PIB réel par habitant (%)



Population, by age group, Percent



- Population aged 0-14
- Population aged 15-64
- Population aged 65+

132 960 Km2 Forests

43,7 millions Ha crops and livestock

River Senegal : 700 Km
River Niger: 1700 km
And tributaries

Potential in mineral resources:
Gold, Lithium, Diamond, Oil, Bauxite, Gas

Challenges and opportunities

Socio-economic context



Economic growth 2019-2023	Average annual GDP: 5%
Agriculture and livestock contribution to GDP	40%
Agricultural sector	2nd source of income
Ownership of agricultural land	Mostly by producers
Women's access to land	Very limited
Size of average agricultural farm	4,5 ha
Employment in agriculture	80%

Food Security and Nutrition, and Poverty



Food insecurity	22% population
Infant chronic malnutrition (6 à 59 mois)	10%
Cost of nutritious food	4 times average food spending
Poverty rate 2020	41.9%, or 9 millions persons
Access to health services	44,3% of population less than 1Km
Access to potable water	70,9% of population

Biophysical and climate conditions



Desert	51% of the country
Sahel	28 % of the country
Soudanien	17% of the country
Guinée	6% of the country
Water reserves	High
River Niger	Crosses the country over 1700 Km
River Senegal	Covers parts of the country for 1200 Km
Extreme climate events	High recurrence and intensification
Ecosystem and natural resources	Fragility and degradation

Section 2 : Why investing in Mali : Enabling Environment

National Agricultural Investment Plan (PNISA)

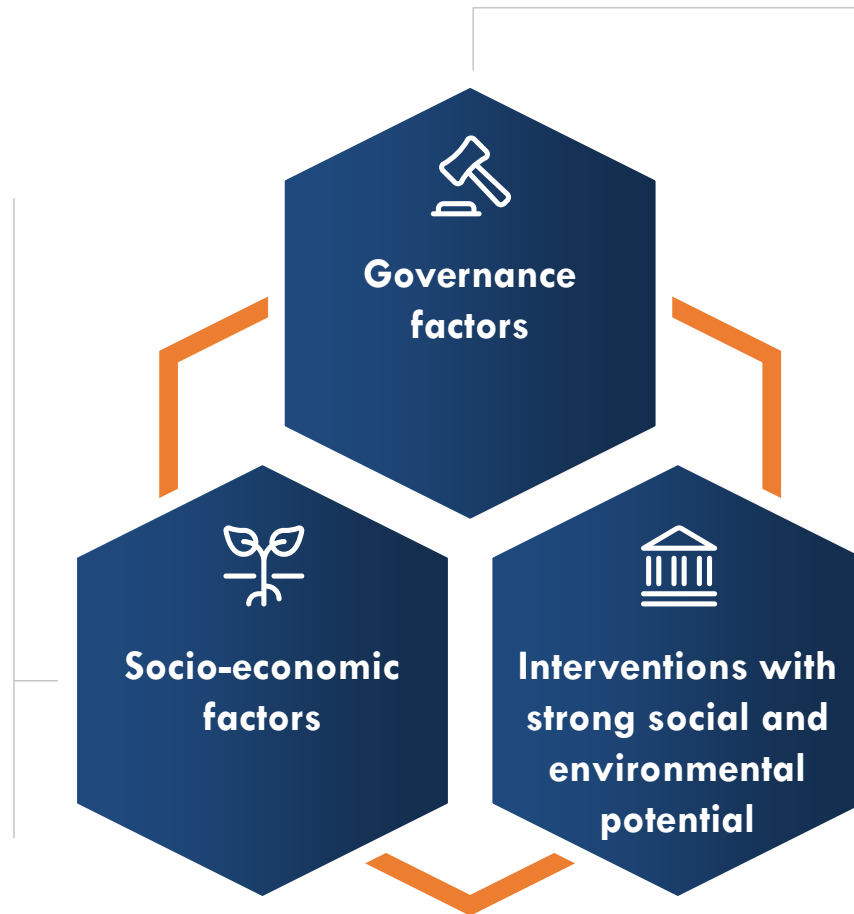


Priority Investment Areas

- Water management
- Productivity and competitiveness of agriculture, forestry, livestock and fisheries value chains
- Development of rural infrastructure
- Promotion of climate change adaptation measures
- Agricultural research
- Strengthening of national capacities.

Economic, environmental, social and governance factors

- Promotion of technical itineraries for sustainable development;
- Extension and strengthening of farmers' capacities;
- Opening up production areas;
- Improving access to inputs and equipments;
- Support to production, storage, processing and marketing of agricultural products;
- Promotion of efficient breeding.

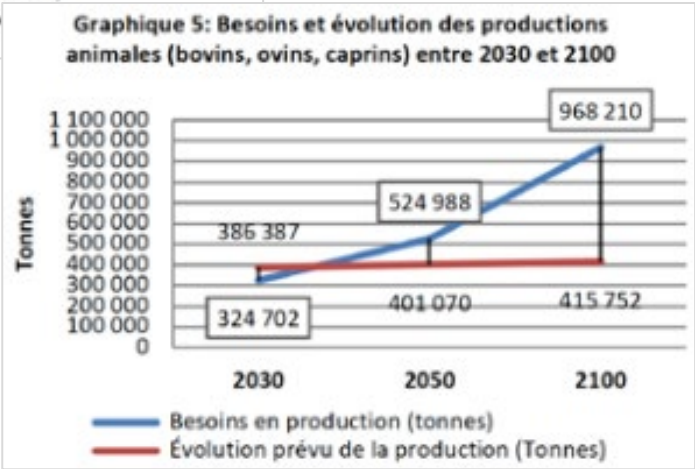
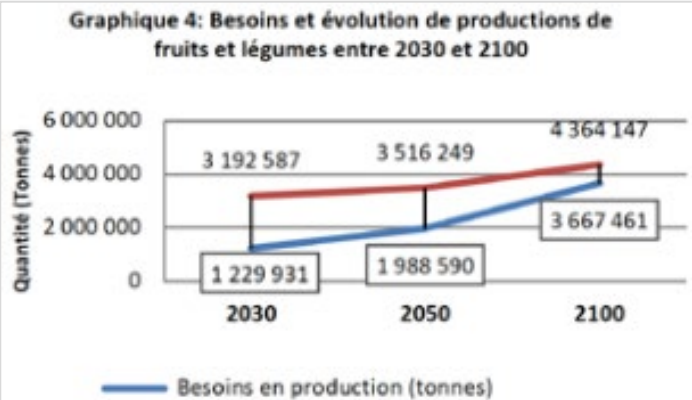


- Adequate Strategies and Policies
- Programme of support to development of small and medium enterprises (PAD-PME : 2017–2022)
- Investments promotion Agency (Guichet unique)
- Producers Organization Federations

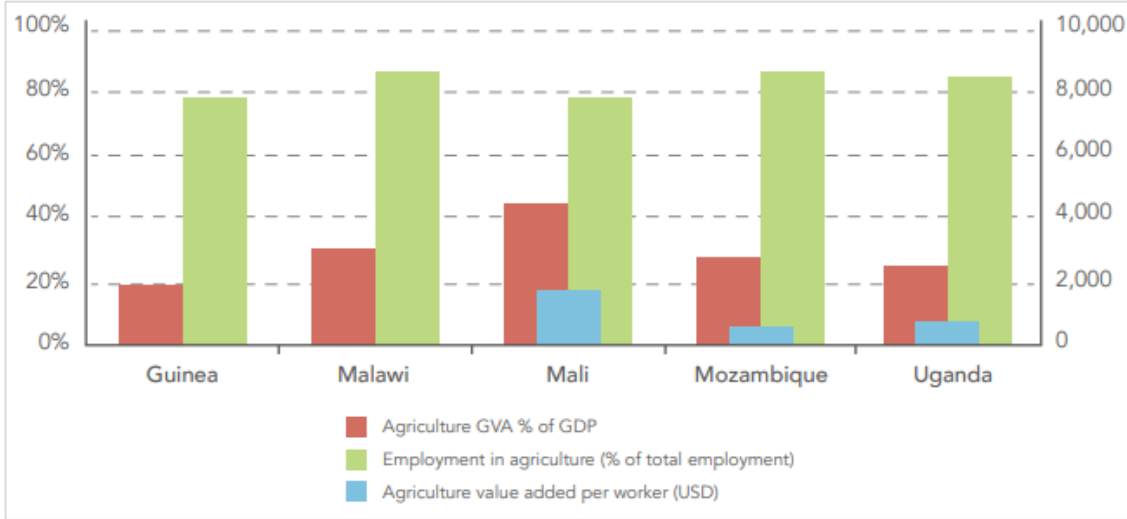
- Special Agro-economic Zones. Agropoles
- Structural Infrastructures (roads, energy, social services)
- High potential in arable land
- Important and diversified animal resources

Enabling Environment

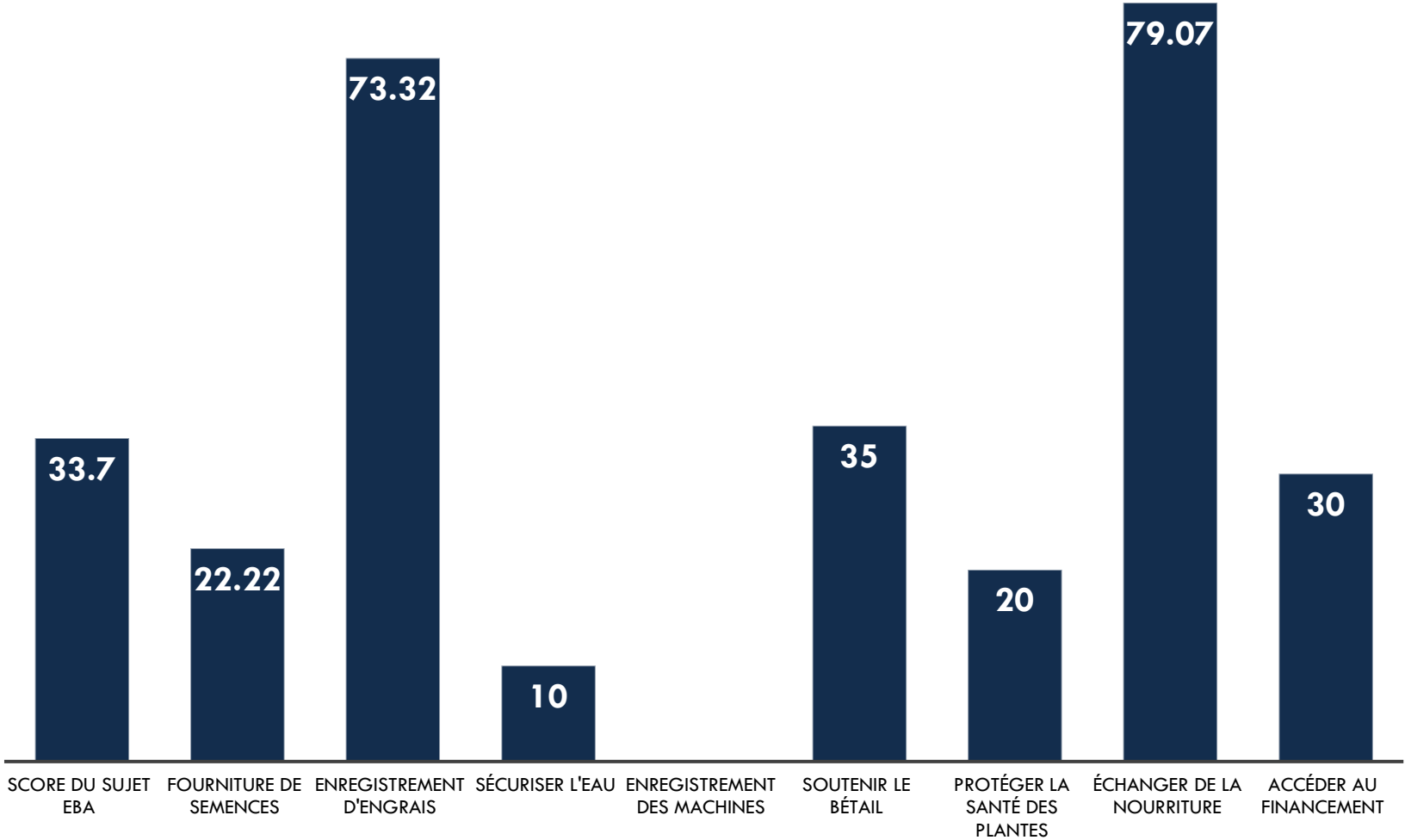
IFAD



FAO



Performance by indicator area



Overall EBA	33.00
Supplying seed	22.22
Registering fertilizer	73032
Securing water	10.00
Sustaining livestock	35,00
Protecting plant health	20.00
Trading food	79.07
Accessing finance	30.00

Section 3: Investment note & Opportunities

Entry points: Agropoles in Koulikoro and Kayes/Sahel Nioro regions:

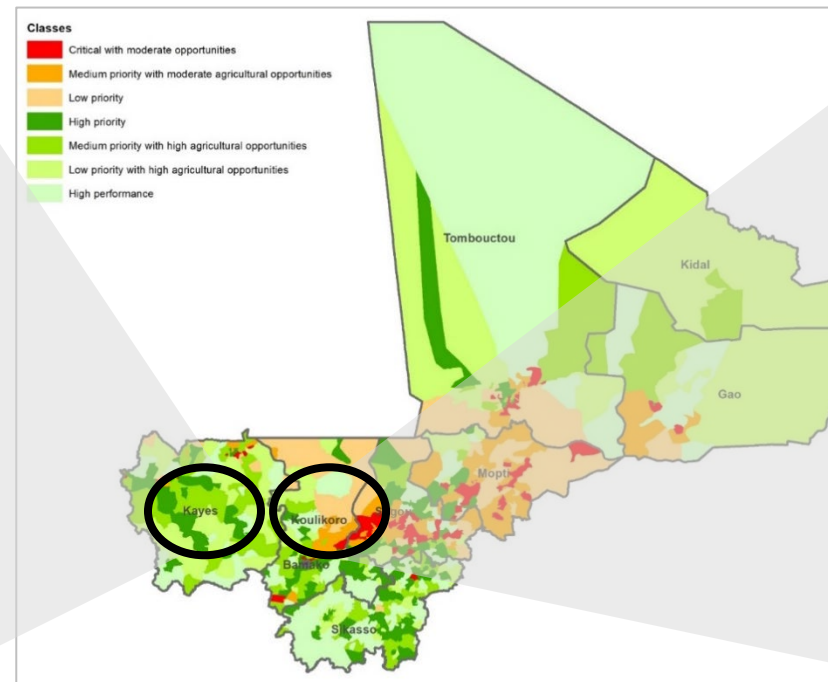
Agropole koulikoro



Market gardening in polyculture

- Tomato
- Onion
- Pepper

In rural microenterprise (RME).



Agropole kayes-sahel nioro



**Livestock and meet
(Stall fattening)
Fodder**

Section 3: Investment Note & Opportunities

Outcomes

1

Improved productivity and resilience

- 20% increase in agricultural productivity
- 5 000 ha of small-scale irrigation scheme adapted to market gardening and some 1 000 ha for fodder
- Setting up some 20 000 livestock farms
- Access to inputs for 30 000 small-scale producers, 50% women and 40% youth.

2

Increased added value

- 60% increase in beneficiaries' incomes
- Establishment of some 100 processing units
- Construction and/or rehabilitation of some 100 km of roads
- Formalisation of 150 partnerships with private sector.

3

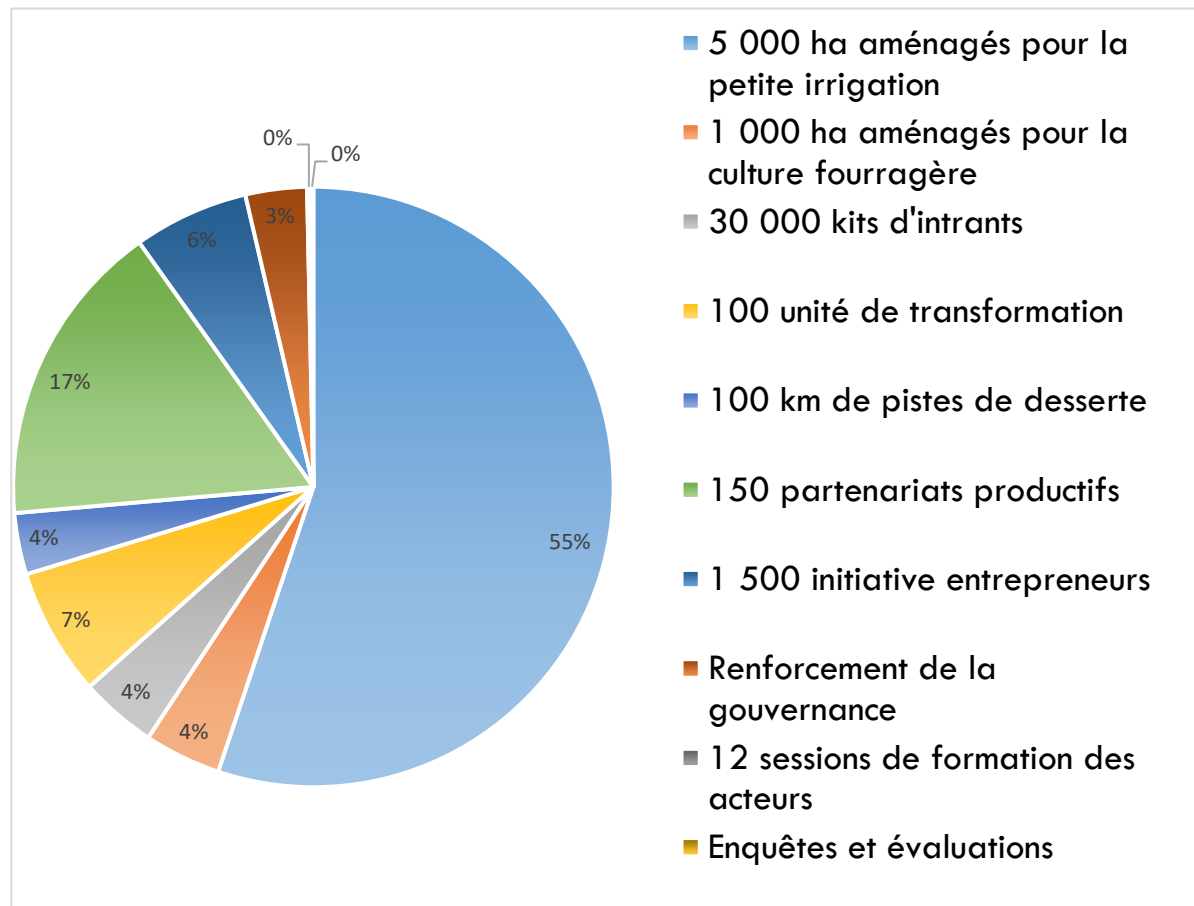
Agropoles governance

- Agropoles' governance in line with standards for sustainable agro-economic zones
- Establishment of institutional structures capable of facilitating Agropole's management and delivery of necessary services to users
- Training for different actors in various governance structures

Section 3: Investment note and opportunities

36 Milliards FCFA

65.9 millions USD



Indicators-targets	Coût (FCFA)	Cost in USD At 31.07.2022
5 000 ha small-scale irrigation schemes	20 000 000 000	30 608 700
1 000 ha for fodder	1 500 000 000	2 295 652
30 000 inputs kits	1 500 000 000	2 295 652
100 processing units	2 500 000 000	3 826 087
100 km roads	1 200 000 000	1 836 522
150 productive partnerships	6 000 000 000	9 182 610
1 500 entrepreneurship initiatives	2 250 000 000	3 443 479
Strengthening of governance	1 200 000 000	1 836 522
12 training sessions for key actors	72 000 000	110 191
Surveys and evaluations	50 000 000	76 522
Total	36 272 000 000	65.900 000

Investment opportunity 1: Tomato

Agropole Koulikoro



Description

Organic Tomato

- Promotion of entrepreneurship initiatives
- Taking up of technical itineraries and practices resilient to climate change
- Contracts market: potential demand: 1 200 T/week
- Mastering business plans (Rurallinvest)

Map



(Possible) sources of finance

- Investment Funds
- Banks – decentralized financing systems
- Gouvernement subsidies/partenaires

Market

- Internal
- Export: Neighbouring countries

Targets

800 hectares of small-scale farms for gardening in polyculture

- 12 Processing Units medium size
- 150 entrepreneurship initiatives
- Beneficiaries : 300 cooperatives or organizations (4500 members: 80% women)
- 30 productive partnerships
- 50 farmer field schools
- 300 specific sets of inputs kits

Estimate costs-benefits

Indicator	Value
• Estimated cost	USD 6.5 M
• Increase in marketed produce	+ 40%
• Average increase in annual income (+30%)	USD 1 725
• IRR	25,6%
• VPN	USD 1.5 M

Risk mitigation measures

- R : Low opportunities for partnerships with private sector
- M : Technical support to identifying investment opportunities, to targetting potential partners and to preparation of business plans
- R : Risk aversion of institutions and low interest for market gardening
- M : Business plans with integrated commercial agreements
- M : Training of financial institutions on market gardening finance

Investment opportunity 2: Organic Onion

Agropole Koulikoro

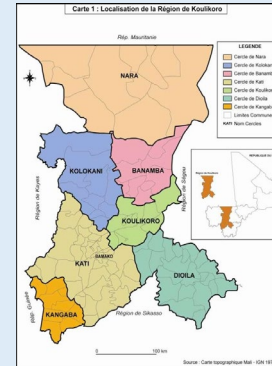


Description

Organic onion

- Promotion of entrepreneurship initiatives
- Taking up of technical itineraries and practices resilient to climate change
- Contracts market: potential demand: 2100 T/week
- Mastering business plans (RuralInvest)

Map



(Possible) sources of finance

- Investment Funds
- Banks – decentralized financing systems
- Gouvernement subsidies/partenaires

Market

- Internal
- Export: Neighbouring countries

Cibles

- 500 hectares developed
- 7 storage/drying units medium size
- 100 entrepreneurship initiatives (50% youth)
- Beneficiaries: 125 cooperatives (1 500 members: 45% women)
- 15 productive partnerships
- 25 farmer field schools
- 125 lots of specific input kits

Estimate cost-benefits

Indicator	Valeur
• Costestimate	USD 5.8 M
• Increase in marketed produce	+ 40%
• Average yierly income (+30%)	USD 2 550
• IRR	45%
• VPN	USD 3.2 M

Risk mitigation measures

- R : Low opportunities for partnerships with private sector
- M : Technical support to identifying investment opportunities, to targetting potential partners and to preparation of business plans
- R : Risk aversion of institutions and low interest for market gardening
- M : Business plans with integrated commercial agreements
- M : Training of financial institutions on market gardening finance

Investment opportunity 3 : Stall fattening

Agropole Kayes



Description

Stall fattening

- Cattle fattened to 320 kg
- Short cycle: 4 months
- Production/cycle : 250 heads
- Taking up of fattening techniques and follow-up of sanitary measures

Map



(Possible) sources of finance

- Investment Funds
- Banks – decentralized financing systems
- Gouvernement subsidies/partenaires

Market

- Internal
- Export: Neighbouring countries

Targets

- 100 stables
- 1 000 ha fodder culture
- 100 entrepreneurship initiatives
- Beneficiaries: 120 fatteners + 50 cooperatives (cca 700 fatteners)
- 20 productive partnerships
- 10 livestock field schools
- 170 lots of small appliances
- New employments: 50

Estimate costs-benefits

Indicator	Value
• Estimated cost	USD 13.4 M
• Annual average income (+40%)	USD 3 350
• IRR	31,6%
• VPN	USD 8,5 M

Risk mitigation measures

- R : Low opportunities for partnerships with private sector
- M : Technical support to identifying investment opportunities, to targetting potential partners and to preparation of business plans
- R : Risk aversion of institutions and low interest for cattle fattening
- M : Business plans with integrated commercial agreements
- M : Training of financial institutions on market gardening finance

Technical and financial partners: potential investors

Multilateral partners

- World Bank
- African Development Bank
- European Union
- Islamic Development Bank
- Arab Bank for Economic Development in Africa
- West African Development Bank
- IFAD
- Economic Community of West African States
- African Union

Bilateral partners

- Sweden
- Belgium
- Canada
- Japan
- Spain
- USA
- Arab Emirates
- Saudi Arabia

United Nations system

- United Nations Development Programme (UNDP)
- UN Sustainable Development Cooperation Framework (UNSDCF)
- UN Multidimensional Integrated Stabilization Mission in Mali (MINUSMA).

MALI INVESTMENT NOTE



Food and Agriculture Organization
of the United Nations

SUMMARY

US\$ 65.9 M
Total cost:

17.9%
IRR average

US\$ 87.8 M
VPN

6700
Beneficiaries

US\$ 326
Increase in income
Per Capita

20 %
Production growth rate

10.6 %
Poverty reduction rate

1.9 MT
Emissions reduction
Per Capita

MAIN INVESTMENTS

TOMATO

Add value through
processing and
entrepreneurship

Cost (USD) \$ 6.5 M

IRR (%) 25.6%

VPN \$ 1.5 M

Sustainability benefits:

Beneficiaries: 4500 (80% W)

Income increase per capita:
\$ 1.725

**Emissions reduction per
capita: 1.6 MT**

ORGANIC ONION

Increased production,
processing and
entrepreneurship

Cost (USD) \$ 5.8 M

IRR (%) 45%

VPN \$ 3.2 M

Sustainability benefits

Beneficiaries: 1.500 (45% W)

Income increase per capita:
\$ 2.550

**Emissions reduction per
capita: 1.9 MT**

CATTLE FATTENING

Stall Fattening

Cost (USD) \$ 13.4 M

IRR (%) 31.6 M

VPN \$ 8.5 M

Sustainability benefits

Beneficiaries: 700

Income increase per capita :
\$ 3.350

**Emissions reduction per
capita : 2.3 MT**

Tomato market gardening



Fodder



Onion harvest



Stall fattening

Thank you for your attention!



Food and Agriculture Organization
of the United Nations