



Food and Agriculture Organization
of the United Nations



Hand-in-Hand
Initiative

Investment Forum | Rome, Italy | 17-19 October 2022



République du Niger
Fraternité-travail-Progress

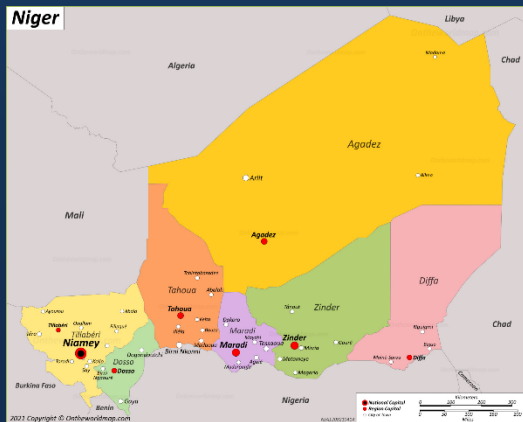
Niger at a glance

2020
24 million

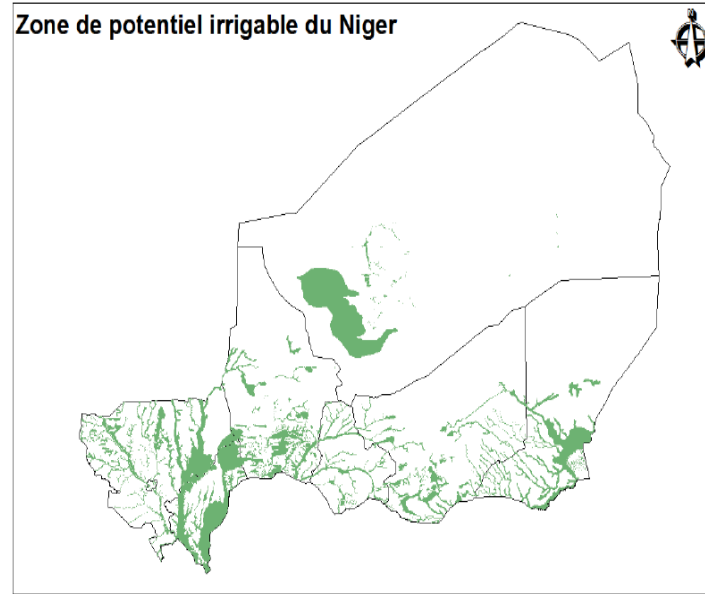
Demographic growth 3.9%
 Urban population growth 4.43%

Global GDP (2019)

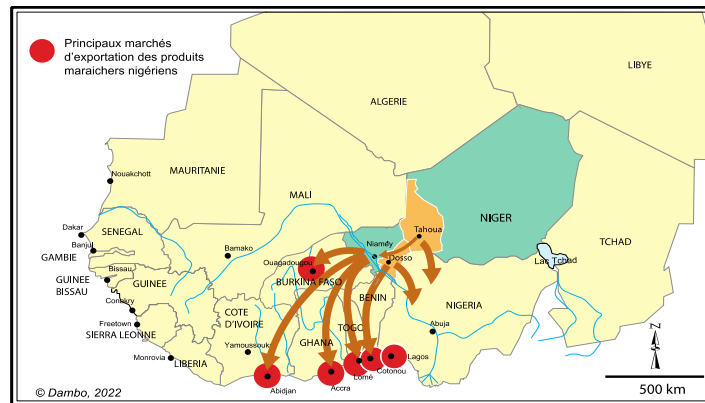
\$11,4 billion GDP/habitant \$522



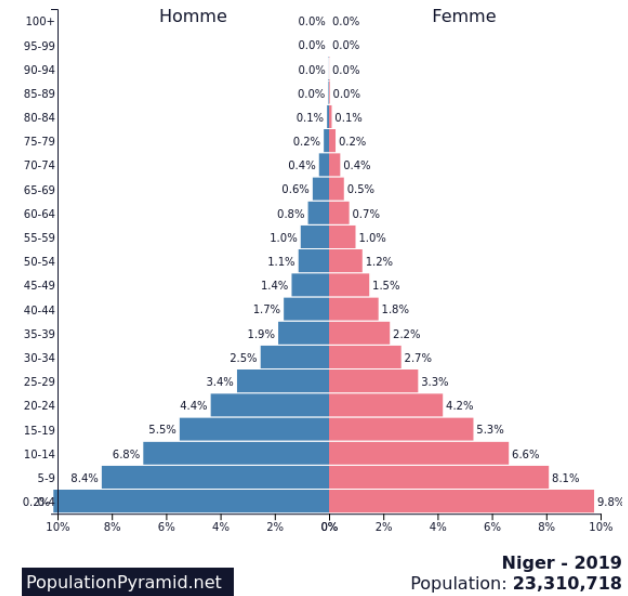
High potential for small-scale irrigation development with 11M ha of irrigable land



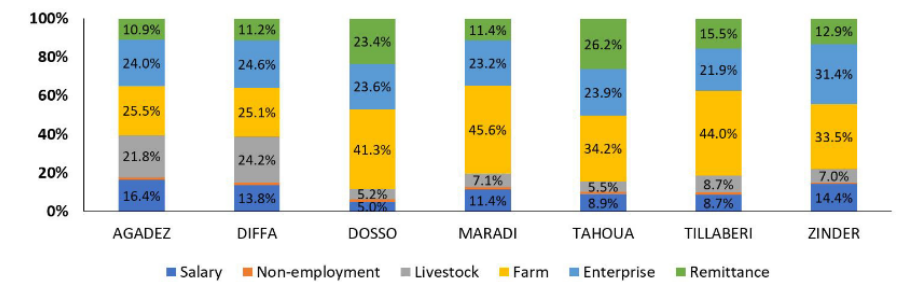
Large internal and external network for agricultural trade



Extremely young population with 49,64% of less than 15 years old



Share of income from different sources/by region



Source: Niger Poverty Assessment, 2021

A challenging context with huge impact potential

Socio-economic Context



Significant economic growth 2010-2019	6,1% average annual GDP
Agriculture and livestock contribution to GDP	40,2%
Agricultural sector	2 nd source of export value
Ownership of agricultural land	Majority by producers
Women Access to land	Easy by lease, few own land
Size of average agricultural farm	1,5 ha
Employment in agriculture	85% of active population
Security context	Several security threats. Well-organized State able to respond. Large part of the country is secure.

FSN and Poverty Context



Level of extreme poverty	42,9%
Moderate to severe food insecurity	14 à 32%
During lean season	+ de 30%
Population at risk of food insecurity	26 à 47%
Severe acute children malnutrition	10%
Infant chronic malnutrition	+ de 40%
Cost of nutritious food	4 times average food spending
Access to sanitary services	47, 68% of population
Access to water	52% of population

Biophysical and Climate Context



Environment/ climat	2/3 of country desert favorable to livestock 1/3 of country sahel and sudanese favorable for agriculture and livestock
Water reserves	Surface water: 30billion m3/year; less than 1% exploited Groundwater: + de 600 billion m3. 2,5 billion m3 renewable; 20% exploited
River Niger	Flows in western part of the country for 500km
Diversified agricultural systems	nine (9) diverse agricultural systems Each with its own specificities
Ecosystems and natural resources	Dinamic and productive but vulnerable to climate change and droughts
Grazing resources	16 million ha of available pastures
Climatic events	Droughts and floods

Why invest in Niger?

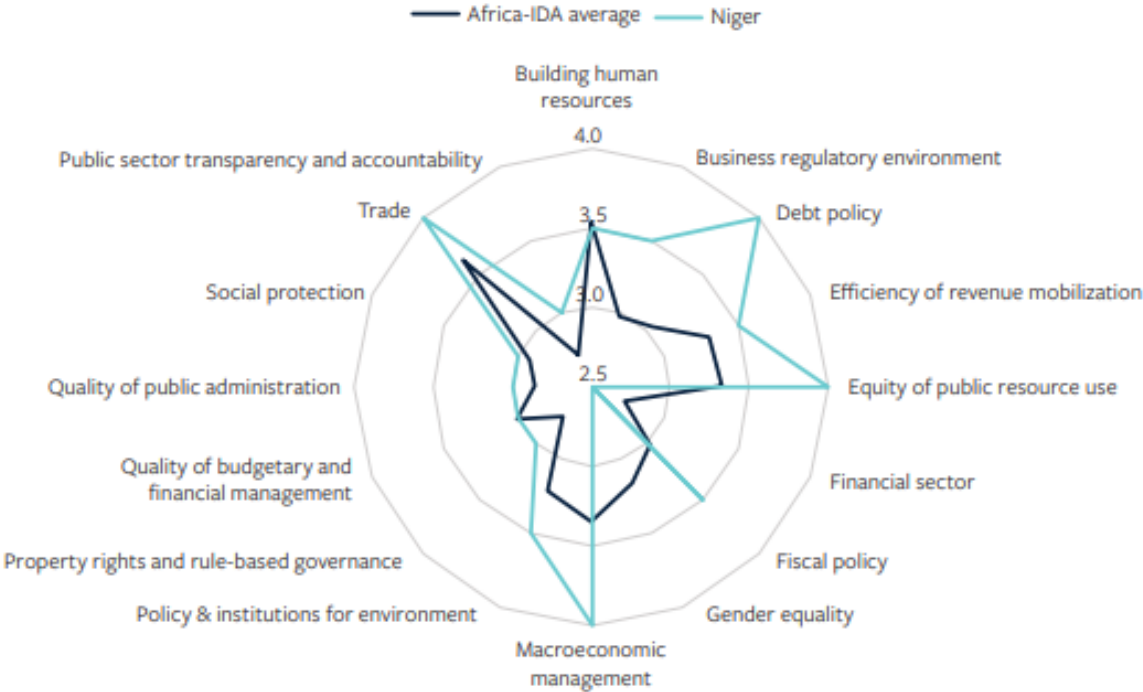
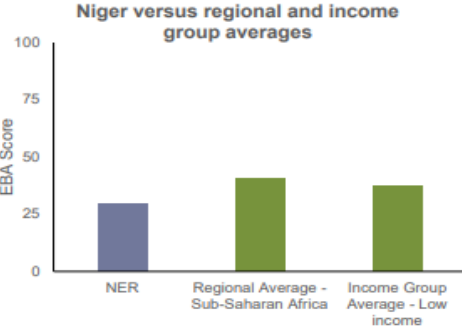


Conducive Environment

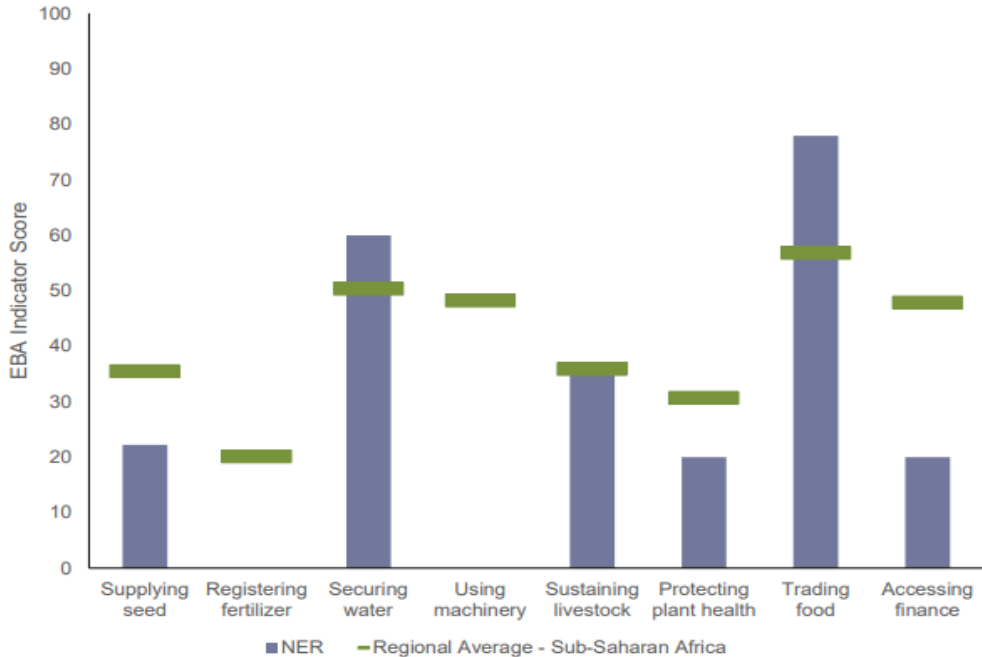
Niger scores above Africa-IDA average on many policy and institutional dimensions

29.39

Overall Enabling the Business of Agriculture Score (0-100) for Niger



Performance by indicator area - Niger



Notes: score: 1 = low, 6 = high; Niger scores above the African-IDA average; aggregate scores (e.g., African IDA-eligible countries) are simple averages. Source: World Bank (2020b).

Agro-ecological and institutional factors

High potential in Agro-ecological zones

- Irrigable land – 11 million ha Niger (1,75 million ha Dosso/ 1,45 million ha Tahoua)
- Groundwater: + de 600 billion m3.
- 2,5 billion m3 renewable; 20% exploited
- Livestock > 37 million heads, leather and skin

Alignment of HiHi to the recent Presidential Decision to develop a national Programme on Agro-industrial poles (Agropoles)

- Objective: contribute to structural agricultural transformation
- Establishment of 8 Agropôles based on public-private-community partnerships
- Programmatic pillars: development of value chains; increase in production and productivity; creation of agro-industrial parks; creation of rural collection and processing centers

Comparative advantages of some value chains

Main export products – cattle, cowpeas, onion, sesame and Arabic gum – advantages in terms of agro-ecological conditions and savoir-faire of producers and other acteurs in VC

- Cowpea with high potential for agro-industry and onion for conservation and processing
- Presence of the National Center for Enterprises, which facilitates the establishment and functioning of economic activities
- Onion required for its flavour in process of labelling

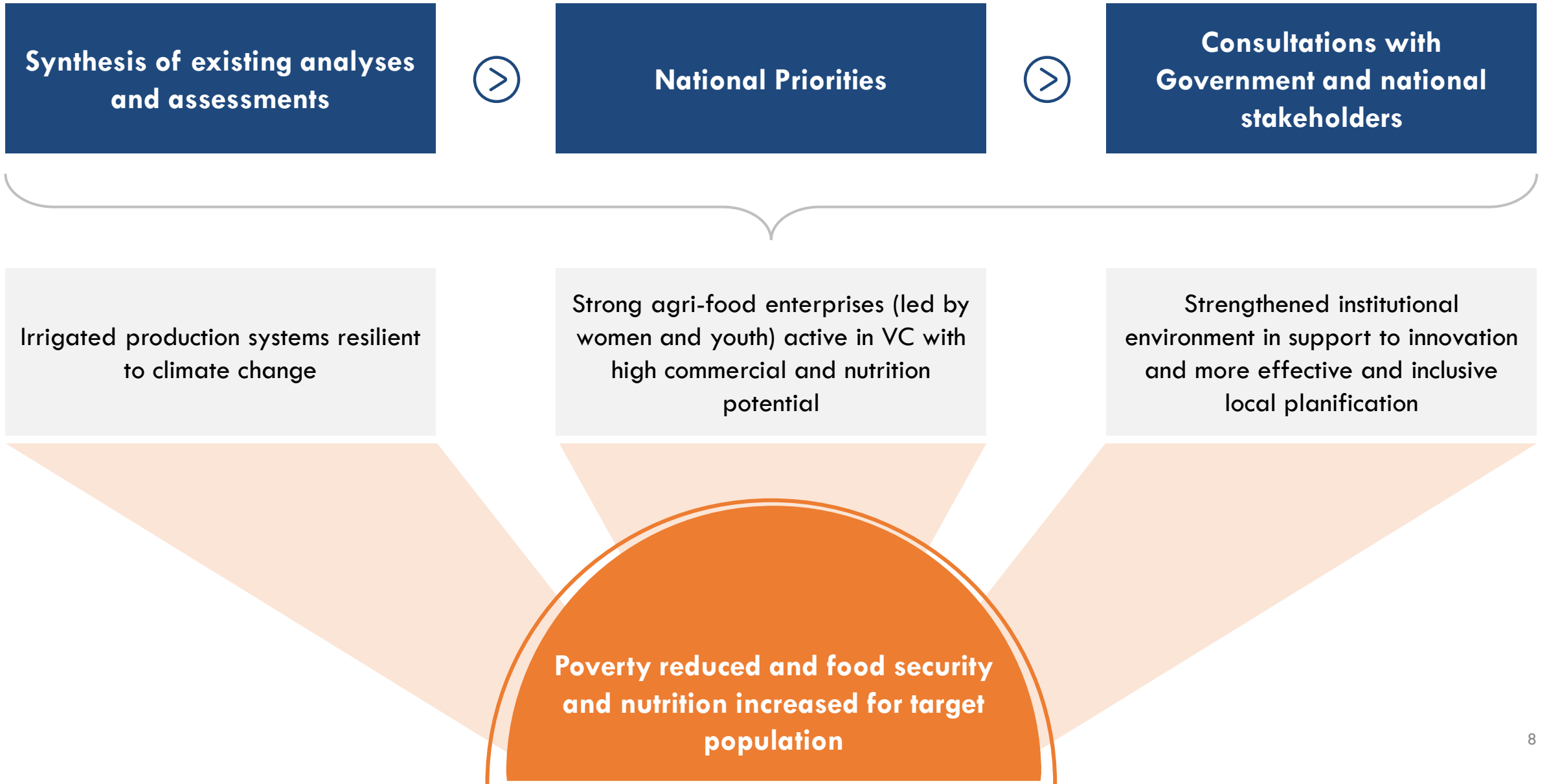


- **National level :** I3N Plan of action 2021-2025 (2693,9 billion F CFA) ; PDES 2022-2026 ; SDDCI Niger 2035 ; PANGIRE 2017-2030 ; PNEDD (Loi-cadre 98-56 Environmental management) ; Small-scale irrigation Strategy (2015); Water Law (ord. 2010-09) ; Rural Code (ord. 93-015)
- **Regional level: Investment plan** (ECOWIP) 2018 ; Agricultural Policy CEDEAO (ECOWAP) ; Déclarations de Maputo & Malabo (PDDAA – UA & NEPAD)
- **International level :** SDG (2, 6, 8, 10, 12, 13 et 15) ; Commitments World Summit Istanbul 2016 & Food Systems Summit 2021 ; International Conferences UNCCC & COP (Paris Agreement)
- **Niger = Market open to** 350 million consumers (zone ECOWAS) and 1,2 billion consumers (zone ZLECAF)
- **Strong and stable institutions: Democratic change in government further to free and transparent elections;** Country resilience in a regional context with multiple and multiform threats (insecurity, political instability inflation, etc.)
- **Political and social engagement against corruption :** Cour of Audit; High Authority for Fight against Corruption; National Unit for Financial information treatment (CENTIF) ; Transparency Niger (ANLC) ; Transparency and Budget Analysis Network (ROTAB)
- **Organisation & financing of FSN sector:** HCIN (tous investissements) ; BAGRI (Agricultural bank) ; Enterprises Center (création d'entreprises) ; RECA (Agricultural Chamber) ; SNCA/APCA (Conseil agricole) ; FISAN (Food Security Fund) ; FOSEL (Livestock Fund) ; Fonds Commun PROSEHA (Eau, Hygiène & Assainissement)
- **Increasing professionalization:** promotion of agribusiness; interprofessional organisations per VC ; public-private-community partnerships

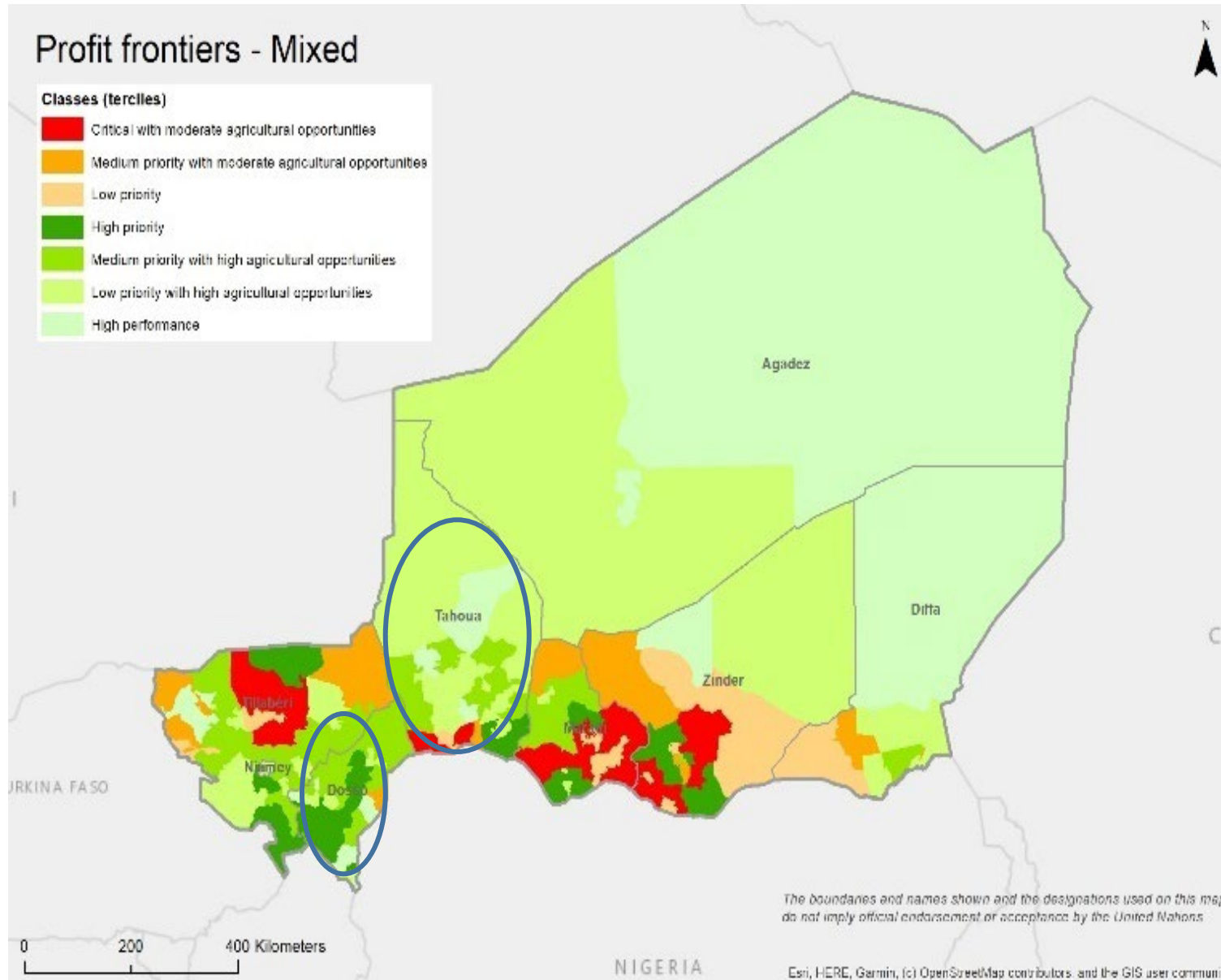


**Hand in Hand in
Niger.**
Programme and
investment
opportunities

Hand in Hand Programme



Target regions and value chains



Tahoua – onion, moringa, dairy (cowpeas, tomato)



Dosso – moringa, dairy (cowpeas, tomato)

	Poverty	Potential	Efficiency
Critical with moderate agricultural opportunities	High	Moderate	Any
Medium priority with moderate agricultural opportunities	Medium	Moderate	Any
Low priority	Moderate	Moderate	Any
High priority	High	Medium / High	Medium / Moderate
Medium priority with high agricultural opportunities	Medium	Medium / High	Medium / Moderate
Low priority with high agricultural opportunities	Moderate	Medium / High	Medium / Moderate
High performance	Moderate	Medium / High	High

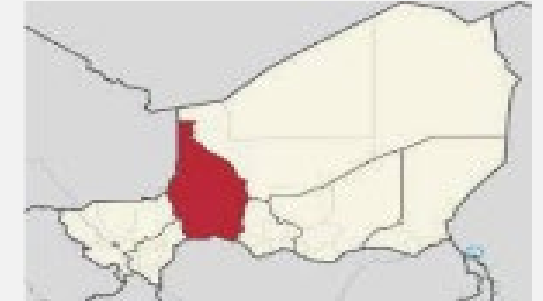
Investment Opportunity 1. Onion for storage under small-scale irrigation

Location

Tahoua (Konni, Malbaza, Madaoua, Bouza, Keita et Tahoua)

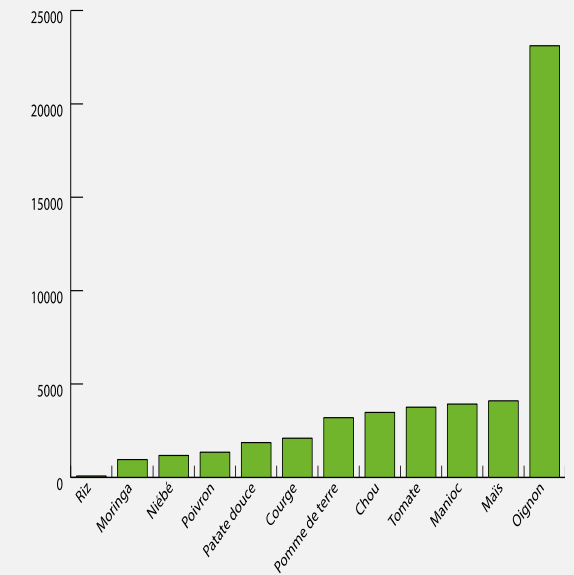
Importance

- **Potential for irrigation:** 1 446 819 ha out of which 755 091 ha suitable for small-scale irrigation, 20724 ha sown for onion production
- **Onion:** 788 206T in 2020 representing 65% of the national production
- Main agricultural speculation with a real comparative advantage compared to other countries in the sub-region,
- Key product non only for Niger, but also for the whole West Africa
- Strong competitiveness particularly, of the variety Violet de Galmi on sub-regional markets gives it an important place in family circles and in the national economy
- (IG violet de Galmi, Décembre 2021).



Interventions

- Support production of long shelf life onion to ensure all year availability
- Develop small-scale irrigation schemes
- Build conservation storage facilities with following features
 - Capacity: 30- 100 tons
 - Shelf life: 6 months
 - Maximum loss rate <5%
 - Cost: 11 700 to 18 000 USD
 - Lifespan: 12 years (max)
- Promote the use of bio-pesticides and organic soil amendments Establish product
- Facilitate partnerships between relevant actors
- Create youth employment
- Improve producer organizations' internal governance and strengthen institutional environment



L'oignon comme culture phare de la région de Tahoua

Investment Opportunity 1. Onion for storage under small-scale irrigation

Justification

- 2nd highest onion producing country in West Africa with 1.2 million tons/year
- Potential demand
 - 5000T/week for export
 - 2500T/week for national consumption
- Production exceeds the national consumption, but from September, the shortage is observed on the market due to lack of storage units (perishable nature)

Interventions

- 5.500 ha irrigated plots
- 50 storage units type FCMN niya (cca 13000USD/unit) with capacity to store 10% of all onion produced by target farms
- 11.000 sets of inputs kits

Targets and impact

- 11.000 family farms reached (77,000 people)
- 40% family farms run by young people (2062 persons)
- 50 producers organizations strengthened
- 114 Farmer Field School facilitators trained
- **Total beneficiaries: 88 500**

Potential investment partners

- Investment Fund for Food and Nutritional Security (FISAN), Financial Inclusion Development Fund (FDIF)
- Support Fund for Small and Medium Enterprises
- Small and Medium Industries (FONAP)
- Agricultural Bank of Niger (BAGRI)
- Sahelo-Saharan Bank for Investment and Trade (BSIC)
- Atlantic Bank Producers, transformers, collectors
- Government
- Development partners of Niger: World Bank, AFD, KFW, Niger-Netherlands bilateral cooperation

Cost-benefit estimate

Indicator	Value
• Total investment cost	\$ 60,3 M
• Income increase per capita	\$ 410,6
• IRR	41%
• VPN	\$ 3,6 M

Risk mitigation measures

- **Risk:** insufficient application of technical itinerary
- **Mitigation measure:** monitoring compliance and advice
- **Risk:** weakness of conservation/storage techniques
- **Mitigation measure:** respect for the agreed model of storage
- **Risk:** weak empowerment of women and youth
- **Mitigation measure:** involvement in collection, processing and sale

Investment Opportunity 2. Dairy

Location

Dosso (Gaya, Dosso, Boboye, Dogon Doutchi) et

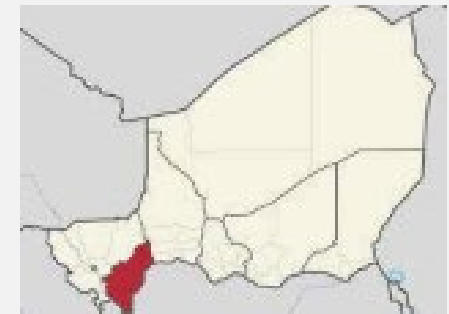
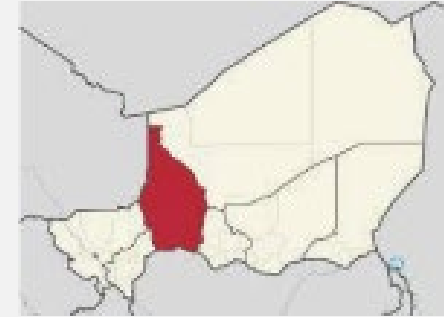
Tahoua (Konni, Abalack, Madaoua, Tahoua, Malbaza)

Importance

- Niger, high relevance and diversity of listock (55 million heads).
- 60 million hectares pastures, or 45% of the territory
- National priority: reduce country's dependence on imported dairy product (national production 967 800 tonnes in 2011 to more than 2 000 300 tonnes in 2025)
- Dairy: Key economic and social issue, with decisive role in the food and nutritional security of population (Dosso: 121 739 tonnes of litres; Tahoua: 287 942 tonnes of litres)
- Potential market demand/year (395 million tonnes of litres)

Interventions

- Support dairy production of cow and camel milk (3 to 6 l/female)
- Develop collection centres ensuring stable and reliable access to national and sub-regional market
- Develop processing units
- Promote forage crops
- Establish production contracts between relevant actors
- Create youth employment
- Improve producer organizations governance, and political and institutional environment
- Support forage crops production by facilitating dual purpose crops, promoting straw processing and enrichment
- Establish/rehabilitate BAB and BIZ



Investment Opportunity 2. Dairy

Justification

- 2021: 55 million heads all species /\$ 7,7 billion
- 60 millions hectares suitable for grazing (45% of territory)
- 2020: 1,44 million litres of milk produced (Bilan 2016-2020 I3N)
- Demand 2030 : 3,95 million tonnes (Base 93 l/pers/year)

Interventions

- Support to production - 2 700 L /farm/year
- 6 L/dairy/day 3 milk cows/farm
- 17 463 600 L milk collected/year
- 383 collection centres built, rehabilitated or made functional ;
- 77 mini-dairies with processing capacity built, rehabilitated or made functional 48/Dosso and 29/Tahoua
- 6 468 stables built
- Support to fodder production (crop with dual function), straw processing and enrichment

Targets and impact

- 6468 households targeted in 2 regions
- 4000 in Dosso and 2468 in Tahoua
- 106 facilitators of Farmer Field Schools trained
- 1.155 young milk collectors employed
- **Total beneficiaries: 51.804**

Potential investment partners

- Investment Fund for Food and Nutritional Security (FISAN),
- Financial Inclusion Development Fund (FDIF)
- Support Fund for Small and Medium Enterprises
- Small and Medium Industries (FONAP
- Agricultural Bank of Niger (BAGRI
- Sahelo-Saharan Bank for Investment and Trade (BSIC
- Atlantic Bank Producers, transformers, collectors
- Government
- Development partners

Cost-benefit estimate

Indicator	Value
• Total investment cost	\$ 34,6 M
• Increase in marketed product	100%
• Income increase per capita	USD 241,1
• IRR	29%
• VPN	\$ 0,2 M

Risk management measures

- **Risk:** livestock mortality
- **Mitigation measure:** vaccination campaign
- **Risk:** fodder deficit
- **Mitigation measure:** intensification/diversification of production
- **Risk:** weak empowerment of women and youth
- **Mitigation measure:** involvement in collection, processing and sale

Investment Opportunity 3. Moringa under small-scale Irrigation

Location

Tahoua (Konni, Malbaza, Tahoua, Madaoua, Abalack) et

Dosso (Gaya, Dioundiou, Tibiri, Dosso et Boboye)

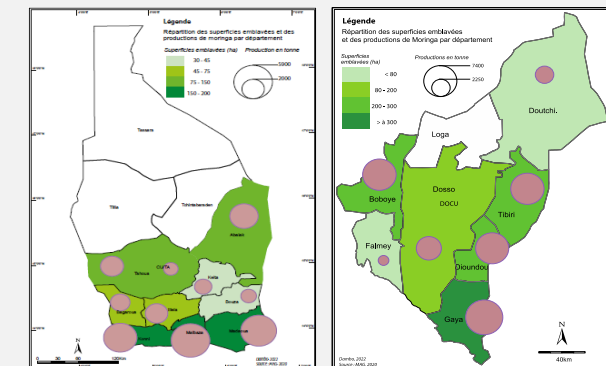
Importance

- Cultivated in most parts of Niger with year-round production (220 889T produites en 2020 ; région de Dosso: 53 230T; Tahoua: 39 655T)
- Cultivated in most parts of Niger with year-round production
- High importance for food and nutrition security
- Key role in health - many vitamins and minerals, including iron and calcium. Growing domestic demand: >230 889T,
- Niger imports 4,5% of its needs from Nigeria
- VC moringa represents 2,5% of GDP from agriculture (more than 70 billion FCFA)



Interventions

- Intensification of the moringa production in irrigated locations to respond to increasing demand of 4% yearly
- Strengthening the role of women in the VC with micro-enterprises engaged in processing
- Increase of 50% in employment in moringa VC
- Building infrastructure and equipment adapted to collection and processing of moringa
- Improving governance of producer organizations and of political and institutional framework



Maps showing production sites of moringa in Dosso and Tahoua regions

Investment Opportunity 3. Moringa under small-scale Irrigation

Justification

- Niger, second producer in West Africa (2,5% PIB Agricole).
- National priority through Initiative 3N and Strategy for Non-timber Forest Products
- 2020-2021, total surface totale of moringa
- 8. 072 Ha cultivated by 40 360 producteurs, production 283 270 T
- Singificant internal and external market demand

Interventions

- 1 415 ha under small-scale irrigation
- 5 departements of Tahoua region
- 8 000 plants of moringa/exploitation et 0,2 ha par exploitation.
- Yield 16 T/ha
- 16 harvests/year
- 100 cooperatives of moringa producers strengthened for processing/ storage (5-6 months)

Targets and impact

- 7.000 small-scale farms
- 140 facilitateurs CEAP formés
- 1 700 jeunes collecteurs employés
- **Total beneficiaries: 49 725**

Potential Investment partners

- Investment Fund for Food and Nutritional Security (FISAN),
- Financial Inclusion Development Fund (FDIF)
- Support Fund for Small and Medium Enterprises
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- Agricultural Bank of Niger (BAGRI)
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Cost-benefit estimate

Indicator	Value
• Total investment cost	\$15,2 M
• Increase in marketed production	67%
• Increase in revenu/person	USD 135,7
• IRR	31%
• VPN	\$ 0,19 M

Risk mitigation measures

- **Risk:** yields sensitive to heat
- **Mitigation measure:** water availability
- **Risk:** problems in storage
- **Mitigation measure:** respect for norms on equipment and infrastructure
- **Risk:** use of non performing varieties
- **Mitigation measures:** availability of techniques et technologies improved by research

NIGER INVESTMENT NOTE



Food and Agriculture Organization of the United Nations

SUMMARY

US\$ 110,2 M
Coût Total :

33,66%
TRI moyen

US\$ 269,4 M
VAN

197 004
Bénéficiaires

US\$ 286,99
Augmentation revenu
Per Capita

88,34 MT
Réduction des Emissions
Per Capita

1

2

3

ONION FOR STORAGE UNDER SMALL-SCALE IRRIGATION

Ajouter de la valeur en augmentant la production, conservation et exportation

Coût (USD)

US\$ 60,3 M

TRI (%)

41%

VAN

US\$ 3,6 M

Bénéfices durabilité :

Bénéficiaires: 88 500

Augmentation revenu par exploitant : \$ 410,8

Réduction des émissions per capita: 88 MT

LAIT

Augmenter la production, développer la collecte et transformation

Coût (USD)

\$ 34,6 M

TRI (%)

29%

VAN

US\$ 0,2 M

Bénéfices durabilité

Bénéficiaires: 51 804

Augmentation revenu par exploitant : \$ 241,1

Réduction des émissions per capita: 0,02 MT

MORINGA SOUS PETITE IRRIGATION

Accroître la productivité et développer la transformation et la commercialisation

Coût (USD)

\$15,2 M

TRI (%)

31%

VAN

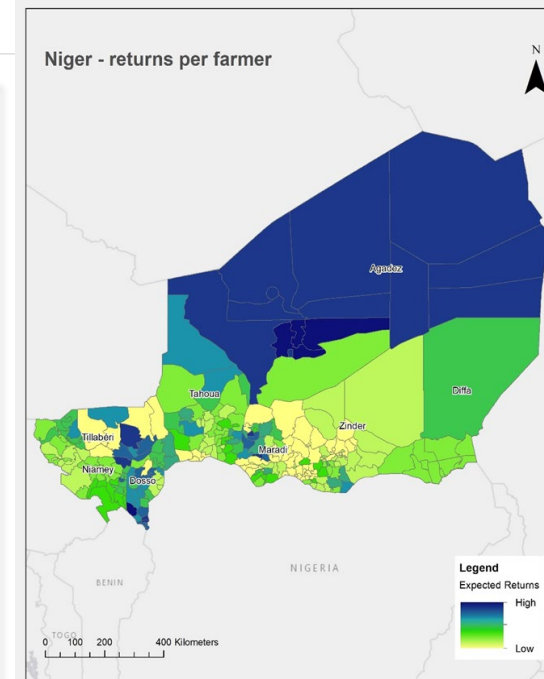
US\$ 0,19 M

Bénéfices durabilité

Bénéficiaires: 56 700

Augmentation revenu par exploitant : US\$135,7

Réduction des émissions per capita : 0,32MT



Source: OCHA, FAO, Stochastic frontier analysis FAO-HIH task force (2022), ESRI

The investments and interventions are socially inclusive with high yields for producers

**Merci pour votre
attention!**



**Food and Agriculture Organization
of the United Nations**