

# Corporate profile



Prosperity  
Through  
Technology





## Table of Contents

01

A word from our  
Executive Director

02

Framing the challenge

05

Who we are

06

Our value proposition

07

Where we operate

08

Our achievements at a glance

09

The AATF approach

10

Summary strategy 2018 - 2022

11

Our partners



## A word from our Executive Director



Dr. Canisius Kanangire

**A** ATF strives to empower the African farmer to become globally competitive through use of the best technology, optimal agricultural practices and strategic product value addition, and boosted access to efficient markets within and outside Africa. Through this agricultural transformation that will lead to food and nutrition security and increased income, Africa will emerge as the next growth market in the world for the benefit of all, especially youth, women and children.

AATF is working with its various partners towards its mission and plans to achieve the following:

Having the interest of the smallholder farmers and the emerging agripreneurs at heart and mind, AATF works to ensure that the innovative technology transfer process is the 'best deal' for them. AATF also endeavours to create a thriving engagement of youth and women in the technology transfer process and continues to invest resources in advancement of biotechnology, mechanisation and digital agriculture that offer great opportunity for growth in the agriculture space.

Through its Public Private Partnership approach, that encourages African governments and private sector players to tackle immediate and evolving needs of farmers and market systems, AATF stimulates the effectiveness of the seed system, agricultural input and output markets and farmer education and awareness.

By equipping Small and Medium sized Enterprises (SME's) to efficiently produce and improve marketing and distribution of new products within and across countries, there will be a substantial increase in uptake and use of innovative technologies and products by smallholder farmers through strengthened private sector channels and 'last mile' partnerships.

Private sector development in agribusiness, such as seed business, agricultural production and value addition, will result in creation of opportunities and new jobs for youth.

AATF strives to reach 16 million farmers by end of 2022 resulting in an increase of farmer incomes by at least 20%. Further, there will be an expansion of the footprint of countries adopting demand driven biotechnology products. AATF will have contributed to the significant investments by African governments in supporting access to technologies, including biotechnology, by smallholder farmers.

Through diverse investor support, AATF continues to test new business models that will benefit its not for profit cause and ensure sustainability and agility.



**AATF stimulates the effectiveness of the seed system, agricultural input and output markets and farmer education and awareness.**





## Framing the challenge

**A**griculture is the most consequential sector for Sub-Saharan Africa's economic development. The sector is responsible for more than 60 per cent of the region's employment, and is intrinsically linked to other development outcomes, from women's empowerment to nutrition and health. As the region continues on its path of development, agriculture will inevitably be among the main drivers of growth and progress.

According to a recent study by the Food and Agriculture Organization (FAO), Africa is a sleeping giant on the rise with great potential to become a world player in the agricultural sector<sup>1</sup>. Equally telling are long term growth and demand projections which show that all African countries will reach middle income status by 2050. Demand for cereals and fruits and vegetables will, respectively, grow two- and

<sup>1</sup> (<http://www.fao.org/news/story/en/item/20964/icode/>).

three-fold, while that for meat will quadruple. Production will see similar growth, tripling for pulses, meat and fruits and vegetables, and doubling, at least, for cereals and roots and tubers.<sup>2</sup>

For decades, Africa did not reach its potential to ensure an adequate standard of living for its citizens. Since the beginning of the new

<sup>2</sup> (<http://www.resakss.org/node/5511?region=aw>).





millennium, Africa has shown a remarkable recovery, bringing stronger economic growth, faster poverty reduction, and expanding middle class. During the period from 1990 to 2012, the percentage of the population of SSA classified as extremely poor decreased 14 percentage points, from 57% to 43%. A similar story unfolds for those experiencing food insecurity. The percentage of undernourished dropped from 33% to 23% in the period from 1990 to 2016.<sup>3</sup> The economic recovery was bolstered by the upturn in Africa's agriculture, which emerged from a long period of stagnation and decline to provide increased incomes and improved food security.

Despite the above progress, the level of poverty and hunger is still unacceptably high on the continent. Hence the need to accelerate and broaden the current pace of economic recovery. The importance of advanced agricultural techniques, inputs, and equipment cannot

therefore be overstated for their potential to radically transform the region and sustain the growth trajectory that African countries have been experiencing.

Many African farmers are still unable to obtain advanced inputs and machinery, and cannot access markets that would enable them to get fair prices for their products and invest in their farms. Weaknesses in the agriculture value chain hinder growth, prevent innovation and limit the capacity of farmers to get their product to national and regional markets, with the consequence that Africa has to import between US\$35-50 billion worth of food every year.

Africa's demographics necessitate that this deficit in production and market access be addressed. The continent's population will have passed 2 billion by mid-century. However, Africa's population is not only growing, it is rapidly urbanising.

<sup>3</sup> OECD-FAO Agricultural Outlook 2016-2025



**75%**  
of the  
continent's  
people will live  
in towns and  
cities  
by 2050

By 2050, 75 per cent of the continent's people will live in towns and cities. This creates new challenges and new opportunities for the agriculture sector, and increases the need for more efficient, technologically-enabled agribusinesses that can produce more, and more nutritious food to feed these new consumer markets. With more people consuming food and fewer producing it, the agriculture sector will need to develop more effective supply chains and greater connectivity between farmers and markets.

Feeding these larger urban populations will mean more than simply increasing the volume of food that farmers can produce. Africa already suffers from a nutrition deficit, with malnutrition still a pervasive challenge for many countries. The agriculture sector has an enormous role to play in ensuring that people have access to a varied and nutritious diet, and will need to evolve to be responsive to these emerging challenges.

African leaders have committed to harnessing the potential of agriculture to contribute to the continent's well-being. The African Union's Agenda 2063, launched in 2013, outlined Africa's aspirations for the future, including to increase agricultural productivity in support of Africa's prosperity and food security. The following year, African leaders adopted the 2014 Malabo Declaration on Accelerated Agricultural Growth and Transformation for Shared Prosperity and Improved Livelihoods. They pledged to double agricultural productivity by improving access to inputs, knowledge and other resources, as part of their commitment to end hunger in Africa by 2025.

AATF recognises that agricultural technology will be an important element for attaining the visions of the Malabo Declaration and Agenda 2063. The organisation, therefore, aspires to contribute significantly to these continental initiatives, and to be an integral contributor in the alliance of cooperating organisations required to fulfil commitments made under the two frameworks. Its skills in technology transfer, as a convener, facilitator and partnership maker

are essential to realising the goals for both endeavours.

AATF believes that its contribution to the attainment of these Africa-led undertakings will also position it to contribute meaningfully to the United Nations' Sustainable Development Goals (SDGs). AATF's mission is aligned with many of the SDGs which makes the organisation a natural fit to partner with complementary institutions that share the same agenda.

The need to introduce climate smart agriculture to African smallholders is acute and immediate. With impacts of climate change, extreme weather patterns, variable seasons and emergence of new pests and diseases, smallholders, and particularly those engaged in rain-fed agriculture, are uniquely vulnerable, often lacking the finance, technology and access to information that would enable them to adapt and to prepare.

Technologies and business models do exist to address many of the gaps within the African agriculture sector. However, the adoption of new technologies is often hindered by a combination of economic, social and political factors.

The public and regulators often need to be sensitised to new agricultural technologies, particularly genetically modified crops, which are often the focus of misinformation. The lengthy, expensive and often unclear regulatory approval processes for new technologies discourage investment in research and development, while the private sector is often not sufficiently developed and resourced to adopt and distribute new products. On the other hand, smallholders lack sufficient access to the financial products that they need to invest in changing their practices.

These gaps must be overcome if African agriculture is to be transformed to become the driver of development that it can be.

AATF believes that agricultural technology will be the enabling force in this transformation, and is committed to working with all stakeholders within the agriculture value chain to get the most appropriate tools into the hands of smallholder farmers across the continent.



## Who we are

**A** ATF is driven by the vision of a prosperous and food secure Africa, where smallholder farmers' livelihoods are transformed by innovation. Founded in 2003, AATF believes that the agricultural sector is the foundation of Africa's economic growth and development. The organisation was created in response to a need for an effective mechanism to support access to technology for smallholder farmers in Sub-Saharan Africa.





The AATF goal is to reach 16 million smallholder farmers by the end of 2022, giving them access to transformative technologies directly or through the partnerships that the organisation is building with other stakeholders in the agriculture value chain. The organisation aims to reach 40 per cent of the countries in Sub-Saharan Africa, and to increase the incomes of farmers adopting technologies generated through AATF collaborations by 20 per cent.

The organisation works with its partners to clearly define the real needs of smallholder farmers in Sub-Saharan Africa, and to identify opportunities to address those needs through the transfer and use of new and existing technologies. It works with public and private agricultural research and development institutions to develop and adapt appropriate technologies for smallholders, and collaborates with private sector organisations in order to create sustainable markets.

### Food security

The AATF focuses on the most important crops for smallholder farmers, including maize, cowpea, banana, rice, potato and cassava, targeting these in order to improve food security at the household and national levels, and to drive improvements in incomes and livelihoods for farmers.

## Targeted strategic crops for food security & agricultural transformation

	THEMES					APPROACH	
	Climate change	Pest Management	Seed Systems/ Stewardship	Breeding methods	Mechanisation	Bio-technology	Conventional
 <b>Cereals</b>							
Maize	●	●	●	●	●	●	●
Rice	●		●	●		●	●
Pearl millet		●	●				●
Sorghum		●	●				●
 <b>Roots, tubers &amp; bananas</b>							
Cassava				●	●		●
Potato		●		●		●	
Banana		●		●		●	
 <b>Legumes</b>							
Cowpea		●	●	●		●	●
Groundnut		●	●				●
Soybeans		●	●				●
 <b>Vegetables/Horticulture</b>							
Tomato		●					●



## Our value proposition

The AATF value proposition is anchored in four pillars describing our experience and expertise and our key approach of Public Private Partnerships (PPP) as seen below.



### PILLARS FOR AATF VALUE PROPOSITION

#### Biotechnology and other modern technologies

AATF is open to any technology that is safe for the environment and human health as long as it is in demand from the African farmer.

#### IP Licensing & Management

Accessing and commercialising technologies require skills and tools for effective IP licensing and management

PPP's

#### Regulatory expertise, advocacy, communication

Enabling positive change in the policy environment to drive technology uptake and commercial agriculture

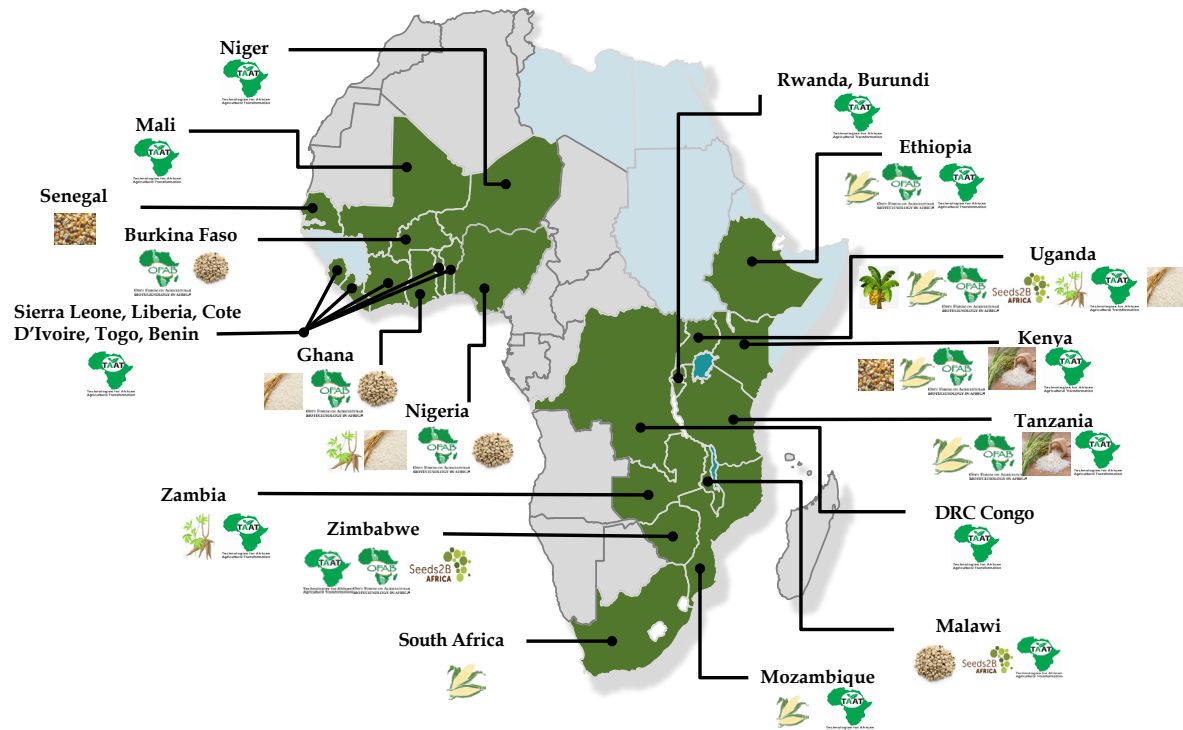
#### Impact driven models

Having the farmer at the center of the interventions and integrating best practices from both public and private sector to ensure relevant products get into farmers' hands



## Where we operate

AATF has programmes in **23** African countries.



## Governance structure

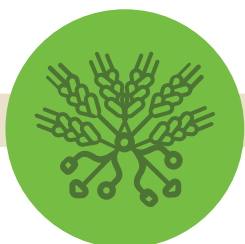


**A**ATF operations are conducted by a staff of 50 based in the organisation's headquarters in Nairobi, Kenya; Country office in Abuja Nigeria; and in field offices around the continent.

The AATF strategy and priorities are set by a Board of Trustees, made up of distinguished

experts in agriculture, science, business, management, law and development from around the world. The Board's role is to set priorities for the organisation, to identify interventions that hold the greatest promise for reducing poverty and increasing food security, and to monitor the progress of the organisation's operations.

## Our achievements at a glance



**18** agricultural technologies accessed worth over \$400 million



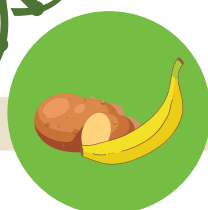
**15** projects implemented across 23 countries



**95** Public-Private Partners (PPP) for technology transfer



**100-400%**  
increase in yields across several projects



**4** projects pioneering in agriculture biotechnology



**9** crop value chains under implementation



## The AATF approach



**A**ATF derives its unique value in African agriculture through its focus on identifying technological solutions to constraints that limit productivity. The organisation works with stakeholders across the value chain — including governments, research institutions, agribusinesses and smallholder farmers - to adapt or develop appropriate technologies and know-how to uplift farmers.

Our work aligns with continental and international goals towards addressing poverty, hunger and malnutrition including the African Union 'Agenda 2063: The Africa we Want', the CAADP and Malabo Declaration and the Sustainable Development Goals.

### Bridging the gap

AATF has built partnerships with these stakeholders, meaning that it is well positioned

to convene diverse actors from both public and private sectors, serving as a catalyst for innovations, reforms and the creation of agricultural markets.

Using this convening power, combined with proven expertise in adapting and commercialising technological innovations for African markets, AATF is able to bridge the gap between large international life science and agribusiness companies and relatively small African markets.

Through this approach, AATF is able to ensure that innovative, appropriate technologies can be brought to market in Africa, and delivered through sustainable, private sector-led mechanisms. We contribute to strengthening the capacity of players along the food value chain to contribute to the conditions and capacity of the system to deliver.

## Summary Strategy 2018–2022

Our new strategy seeks to build upon our past successes, experiences and lessons learned to augment the strengths with value enhancement capabilities that will effectively and efficiently support delivery of products to farmers.

We believe this will contribute to accelerating and broadening the current pace of economic recovery on the continent.

### Key strategic objectives 2019–2022

#### 1. Diversify agricultural technologies accessed for use in SSA

Increasing adoption of diverse improved seed-based agricultural technologies

including mechanization and digital agriculture technologies.

#### 2. Accelerate commercialisation of agricultural technologies for improved farmer livelihoods

Improving delivery systems for agricultural technologies and enhancing access to input and output markets.

#### 3. Create an enabling environment for increased uptake & use of agricultural technologies

Improving regional and national agricultural policy and agribusiness environment.

## AATF impact areas of interventions

In order to ensure results with the technology interventions, AATF implements projects and tracks impacts under 5 main areas.



01

Productivity and Stress Management

Integrated innovations and know-how application that will improve agricultural productivity of African staple and cash crops.



02

Mechanisation and Digital Agriculture

Mechanised and digital agriculture that will reduce drudgery for smallholder farmers, develop competitive value chains and achieve future growth and poverty reduction in Africa.



03

Nutrition, Food Quality and Post-harvest Management

A mix of crops and techniques that enhance nutritional value of crops that provide a healthy and balanced diet for families in Africa while reducing post-harvest losses.



04

Market Systems for Commercialisation

Efficient market systems that will accelerate uptake and use of agricultural technologies for improved livelihoods of small holder farmers.



05

Policy Environment and Public Participation

More receptive, science based, legal, regulatory and commercial environment that will deliver safe technologies to market while protecting human and environmental health.



## Our Partners



**A** ATF partners include African national agricultural research and extension institutions, national governments, African Union, regional economic communities, regional and sub-regional agricultural organisations, African seed traders, community based, non-governmental, and farmer organisations, leading industry technology developers and international research organisations affiliated with the CGIAR.

The original funders of AATF were the Rockefeller Foundation, United Kingdom Department for International Development (DFID) through UK aid, and the United States Agency for International Development (USAID).

The funding they provided enabled the establishment of the Foundation, initiation and implementation of projects, and building capacity to leverage additional support from other investors for both core and projects.

The Bill & Melinda Gates Foundation and PepsiCo have also previously provided core funding for operational support.

### Current investors



#### United States Agency for International Development

The United States Agency for International Development (USAID), one of the original funders of AATF, supports the Nitrogen-Use Efficient, Water-Use Efficient, Salt-Tolerant Rice Project; Pod-Borer Resistant Cowpea Project; and the Water Efficient Maize for Africa project.

USAID also supported the Striga Control in Maize project as part of the US government's Feed the Future initiative.



#### UK Aid | The United Kingdom's Department for International Development

UK Aid was one of the original funders of AATF, and continues to provide core funding to support the AATF's operations, including helping to build institutional capacity and strengthen corporate governance.

### BILL & MELINDA GATES foundation

#### Bill and Melinda Gates Foundation

The Bill & Melinda Gates Foundation supports the TELA, Open Forum on Agricultural Biotechnology in Africa and the Hybrid Rice: Breeding by Design projects.

The Bill & Melinda Gates Foundation has previously provided core funding for operational support and the WEMA project.

< Continued from page 13.

## Current investors



### Syngenta Foundation for Sustainable Agriculture

The Syngenta Foundation for Sustainable Agriculture supports the Seeds2B project.



AFRICAN DEVELOPMENT BANK GROUP  
GROUPE DE LA BANQUE AFRICAINE  
DE DÉVELOPPEMENT

### African Development Bank

AfDB is supporting AATF in executing the Maize Compact and Enabling Policy Compact under their program Technologies for African Agricultural Transformation (TAAT).



### SNV

SNV is supporting the Ghana Agricultural Technology Evaluation (GATE) project in Ghana.



### Alliance for a Green Revolution in Africa

AGRA is supporting seed policy work in six countries.

## Previous investors



### The Rockefeller Foundation

The Rockefeller Foundation supported the consultative process that led to the formation of the AATF, and along with the United Kingdom's Department for International Development and the United States Agency for International Development, was one of the original funders of the organisation.



### The Howard G. Buffett Foundation

The Howard G. Buffett Foundation supported the WEMA project.



### PepsiCo

PepsiCo provided core funding for operational support.







# Prosperity Through Technology



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