

Corporate profile





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A word from our Executive Director



**Dr. Canisius Kanangire,
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The AATF five-year strategy (2023-2027), Scaling for Impact, focuses on commercialisation and scaling, ensuring the organisation attains its desired impact through the delivery of products and innovations to farmers.

AATF 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 vision for a prosperous, resilient, food and nutrition-secure Africa.

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.

During the next five years, AATF aims to expand the scope and impact of its work with increased investment of US\$ 100 million to support technology deployment to 8 million farmers, while reaching 58 million stakeholders indirectly through outreach efforts. AATF will also strategically deepen its interventions and impact in the 24 countries where the Foundation presently operates.

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

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Framing the challenge

Agriculture is the most consequential sector for Sub-Saharan Africa's economic development. The sector is responsible for more than 65 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 sector¹. 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

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.²

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

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

2 (<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 2016.³ 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.

³ 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

AATF 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 8 million smallholder farmers by the end of 2027, 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	Mechanization	Bio-technology	Conventional	
Cereals								
Maize	□	□	□	□	□	□	□	
Rice	□		□	□		□	□	
Pearl millet		□	□				□	
Sorghum	□		□			□	□	
Roots, tubers & bananas								
Cassava				□	□		□	
Potato		□		□		□		
Banana		□		□		□		
Legumes								
Cowpea		□	□	□		□	□	
Groundnut	□		□				□	
Soybeans	□		□				□	
Beans	□		□				□	
Vegetables/Horticulture								
Tomato		□					□	
Chili	□		□				□	
Onion		□	□				□	

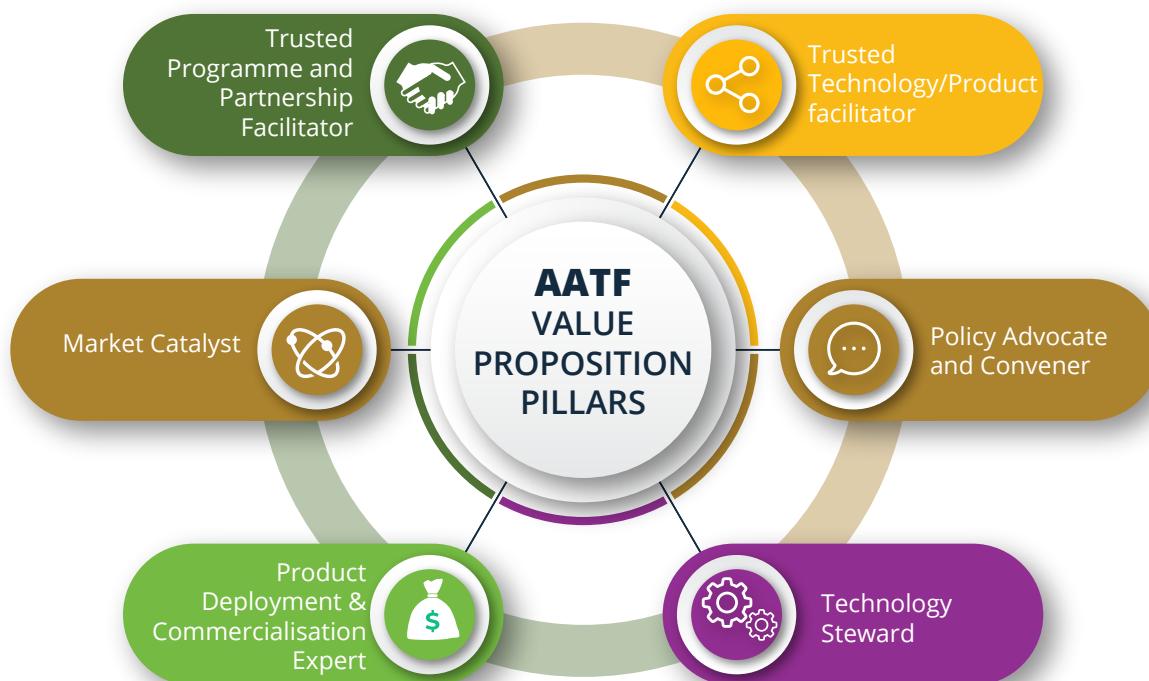
THE AATF VALUE PROPOSITION

AATF has emerged as a foremost technology transfer facilitator of choice in Africa, trusted by private and public sector institutions. The organisation works intensely beyond the product development segment to drive commercialisation and scaling for sustainable demand-based technologies tailored to address specific farmer challenges across food systems. As a steward of technologies, AATF manages innovations from product development, field testing and adaptation trials to delivery impacting on farmers' livelihoods. The organisation strongly believes in the notion of 'freedom to innovate' and that product development should co-evolve with regulation. To this end, AATF proactively builds alliances with other service providers to strengthen the evolving regulatory systems on the continent.

AATF's proven expertise as a programmes and partnership facilitator weaving together a broad range of actors for technology transfer is unparalleled in Africa. Importantly, AATF has established itself as a policy advocate and reputable convener in promoting dialogue and discourse to catalyse emergence of functional markets, seed systems and enabling environment for technology testing, delivery, and uptake by farmers.

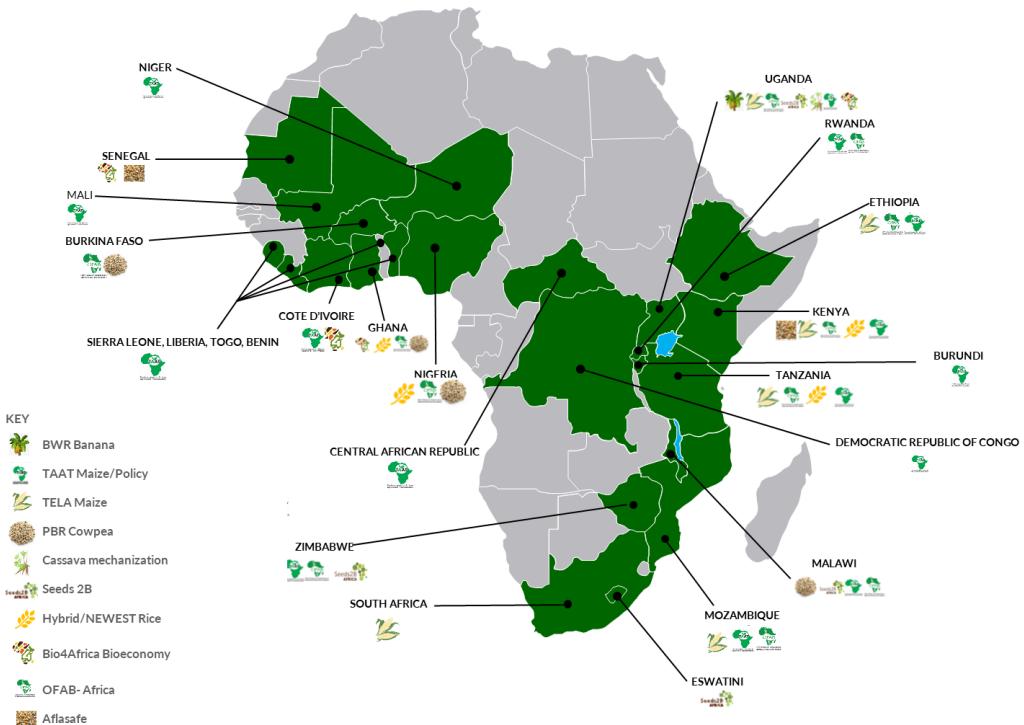
AATF's value proposition is anchored on six inter-connected pillars (Figure 1) that ensures that it efficiently and effectively achieves its mission of 'Transforming livelihoods through innovative agricultural technologies to improve incomes, and food and nutrition security in Africa'.

With two decades of presence in Africa, AATF has built a name with key competencies and strength



Where we operate

AATF has programmes in **24** African countries.



Governance structure

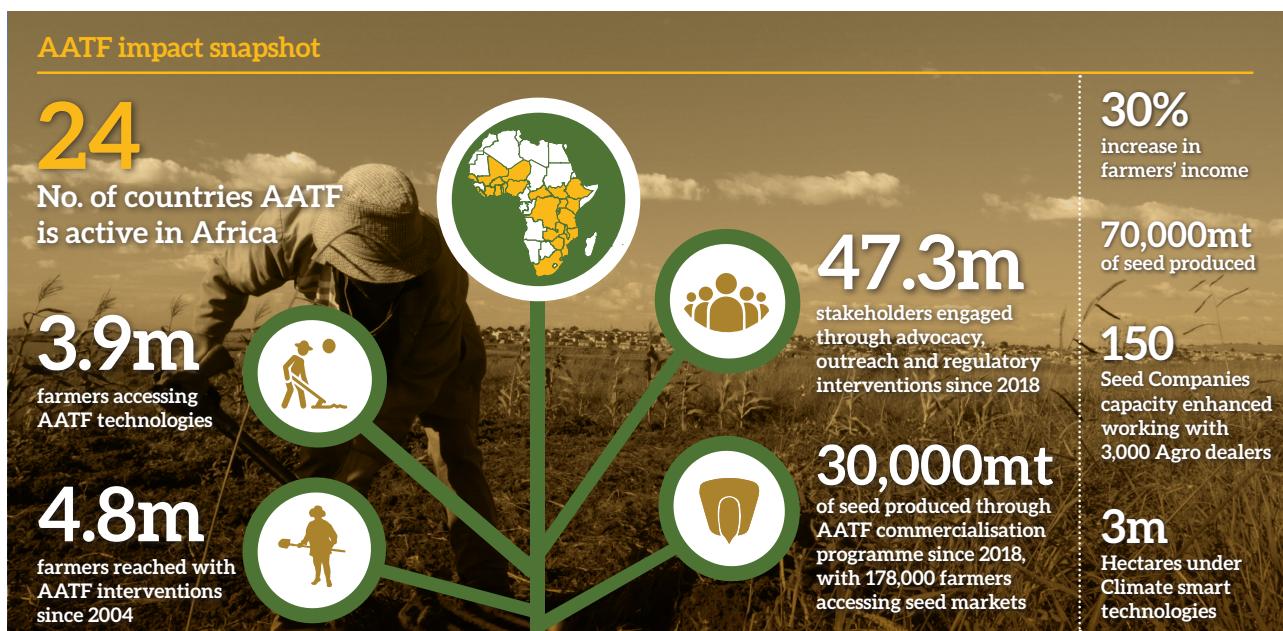


AATF operations are conducted by a staff of 50 based in the organisation's headquarters in Nairobi, Kenya; Country office in Abuja Nigeria; and in field offices around the continent.

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



The AATF approach

AATF 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 2023–2022

The AATF strategy 2023-2027, Scaling for Impact, will increase focus on commercialisation and scaling, ensuring we attain our desired impact through the delivery of products and innovations to farmers.

The strategy reaffirms our commitment to improving farmer productivity and livelihoods, driving climate change resilience and sustainability, and achieving food and nutrition security across the countries we work in.

Key strategic objectives 2023–2027

1. Diversify agricultural technologies and expand frontiers for Next-Gen products in Africa

Over the next five years, we will continue our work on biotech and conventional technologies that address the needs of farmers in Africa. In addition, we will explore the use of innovative technologies to improve the productivity prospects of strategic crops, such as soybean, whose market opportunities are on an upward trend.

2. Accelerate the commercialisation and scaling of agricultural technologies in Africa

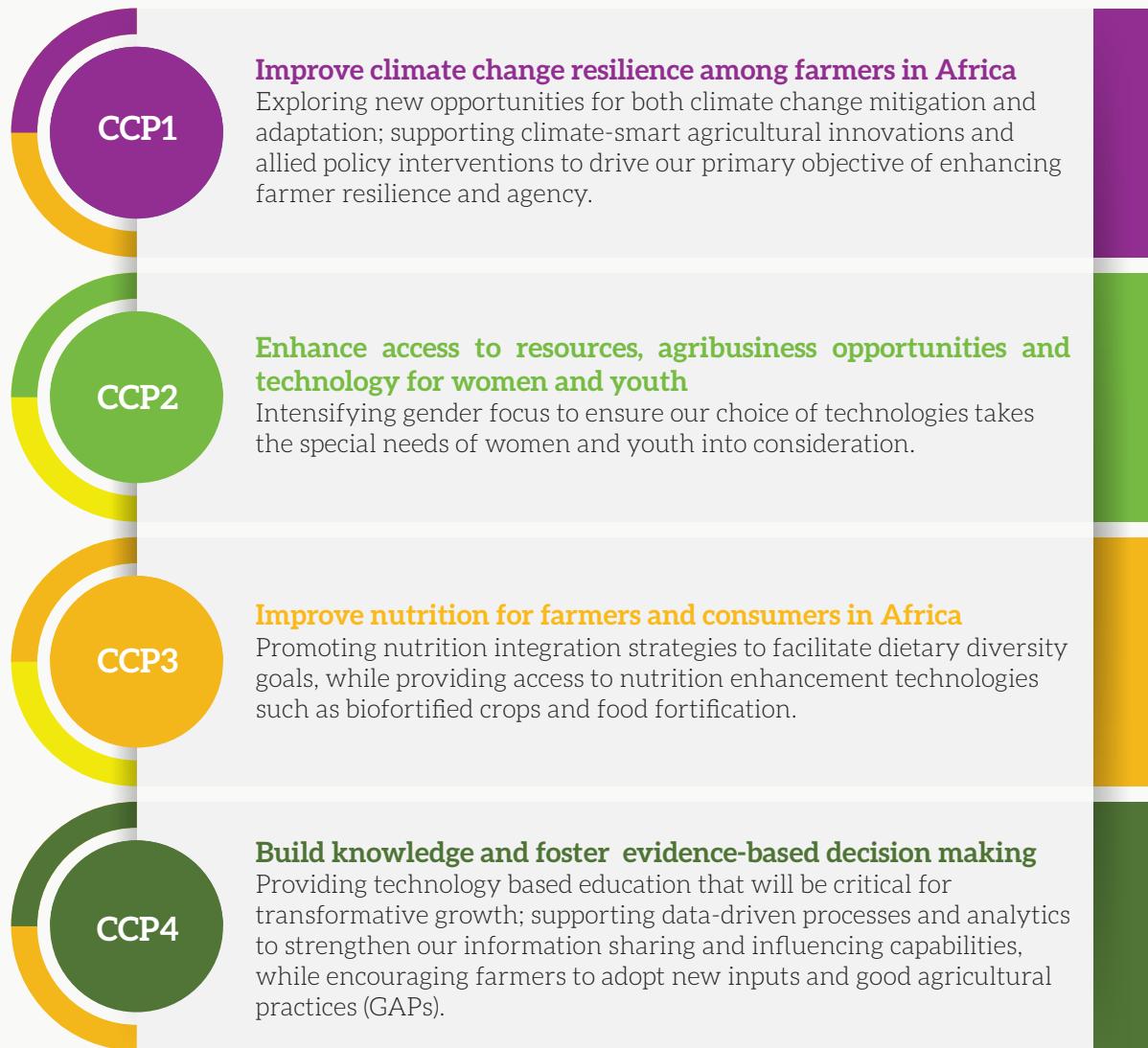
We will place greater emphasis on enhancing commercialisation and scaling, with a key focus on getting recently approved biotechnology products to market. We will also fast-track testing and approval of products emanating from gene editing. In addition, we will seek to improve and grow the markets for the products being commercialised, while supporting the production of large volumes of seeds.

3. Promote the creation of a functional enabling environment for increased uptake of agricultural technologies and efficient markets in Africa

We are committed to intensifying our efforts to create awareness and engage in advocacy through capacity strengthening, information sharing and collaboration. Through this work, we aim to help shift attitudes and perceptions and support governments in the development of a facilitative environment.

Cross-cutting priorities

To this end, we developed a series of cross-cutting priorities (CCPs) that underpin our new strategic framework and objectives. These are:



Our Partners



ATTF 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, other private sector value-chain players, 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.

Funding Partners

BILL & MELINDA GATES foundation



AFRICAN DEVELOPMENT BANK GROUP



**Australian Centre
for International
Agricultural Research**



Partners



Previous investors



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.



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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