



**SNV**

# Opportunities for Rural Entrepreneurs

Connecting People's Capacities

**EMRC**

Africa Finance &  
Investment Forum 2009

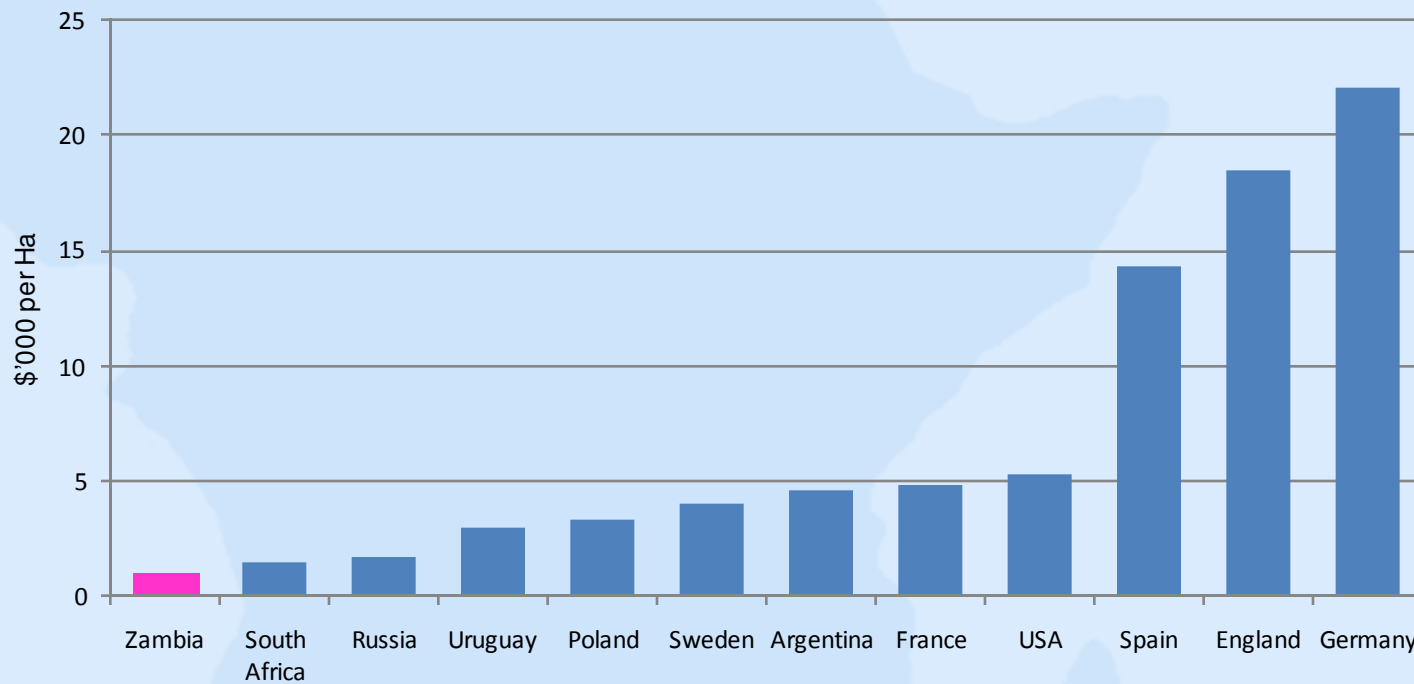
Partnerships for Growth & Development  
13-15 December 2009, Amsterdam, The Netherlands



- Opportunities in Africa
- Commercialisation of smallholder farmers
- Assistance to rural entrepreneurs
- Long term investment programme
- Conclusions

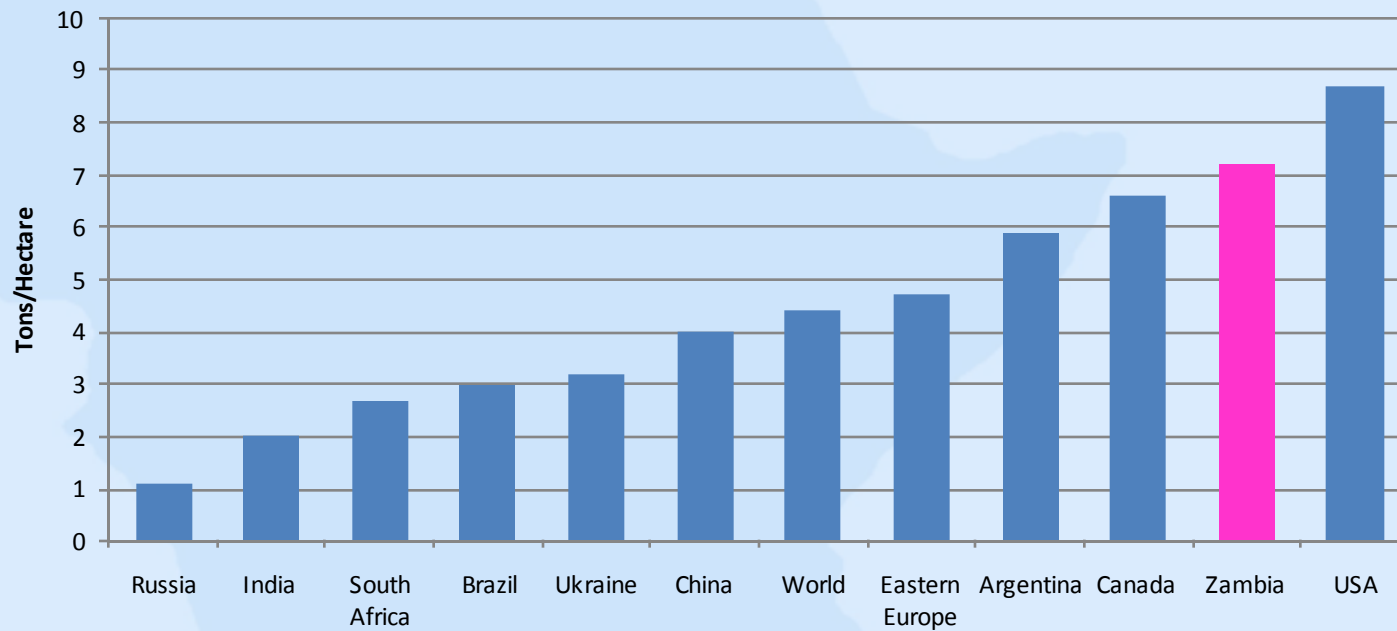
# Low Land Prices

### Average Agricultural Land Prices

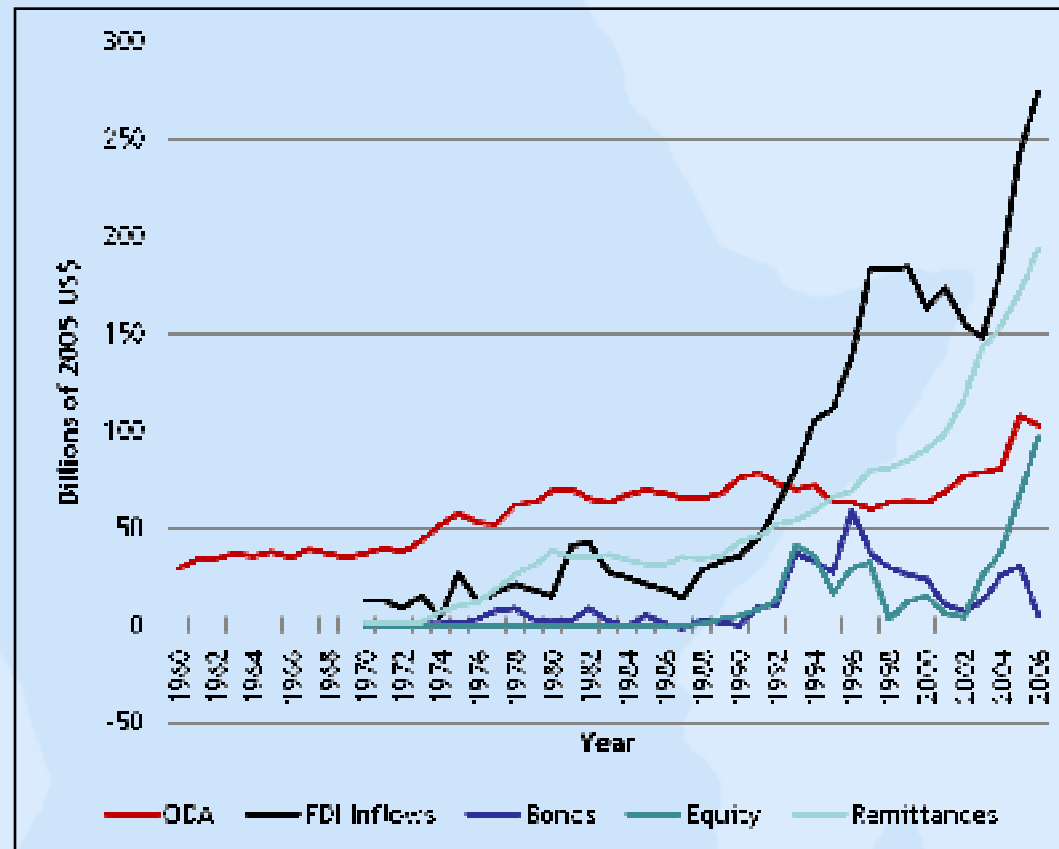


Source: Eurostat, USDA, FAO

Corn Crop Yields



Source: USDA. Zambia figure sourced SilverStreet: 10 year average yield in Mkushi area of Zambia



Source: World Bank and OECD data.

# Smallholder Farming

Typical Small-Scale Farmer



**Small-  
scale  
farmers**

*Compared to:*

**Large  
commercial  
farmers**

Average Productivity



**0.5-1  
tons/ha**

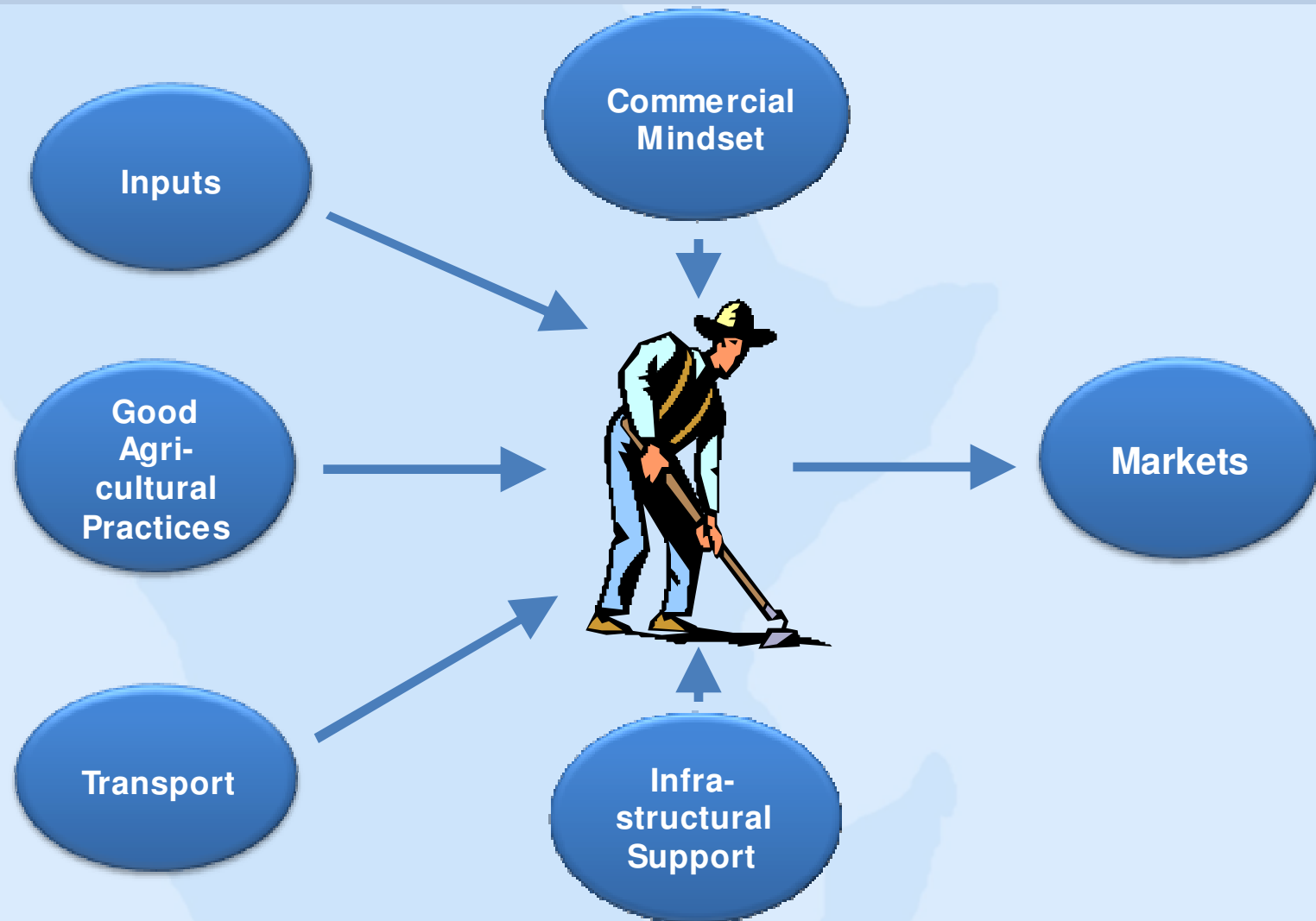
**5-10+  
tons/ha**

Production

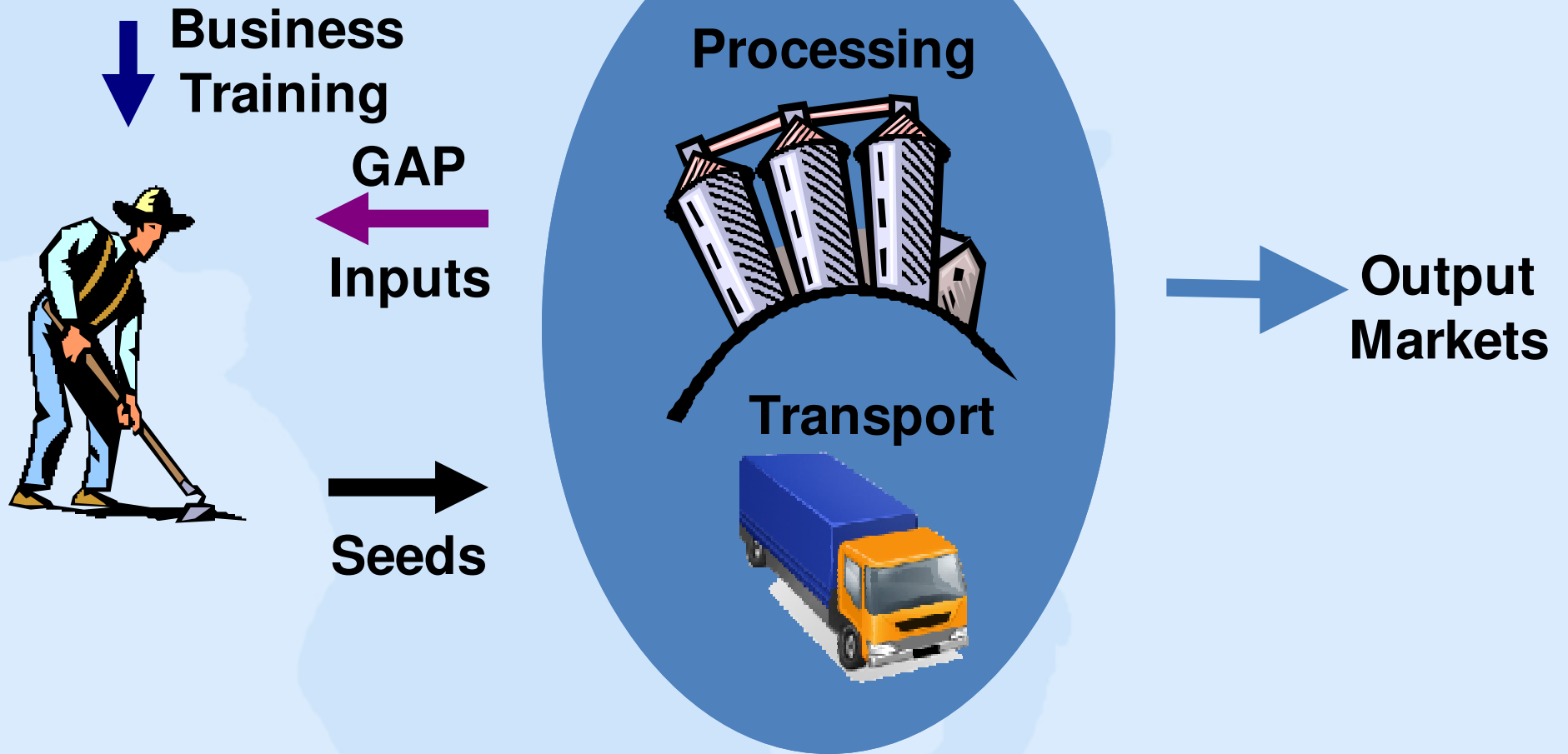


**= food for one  
family for one  
year**

# Challenges Smallholder Farmer



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# Agriseeds Zimbabwe



- Donors: AusAid and NMFA
- Contribution to national food security
- Commercialisation of 2,200 small-scale farmers
- Revolving agricultural input fund
- Promotion of conservation farming
- Guaranteed produce supply

# Good Agricultural Practices

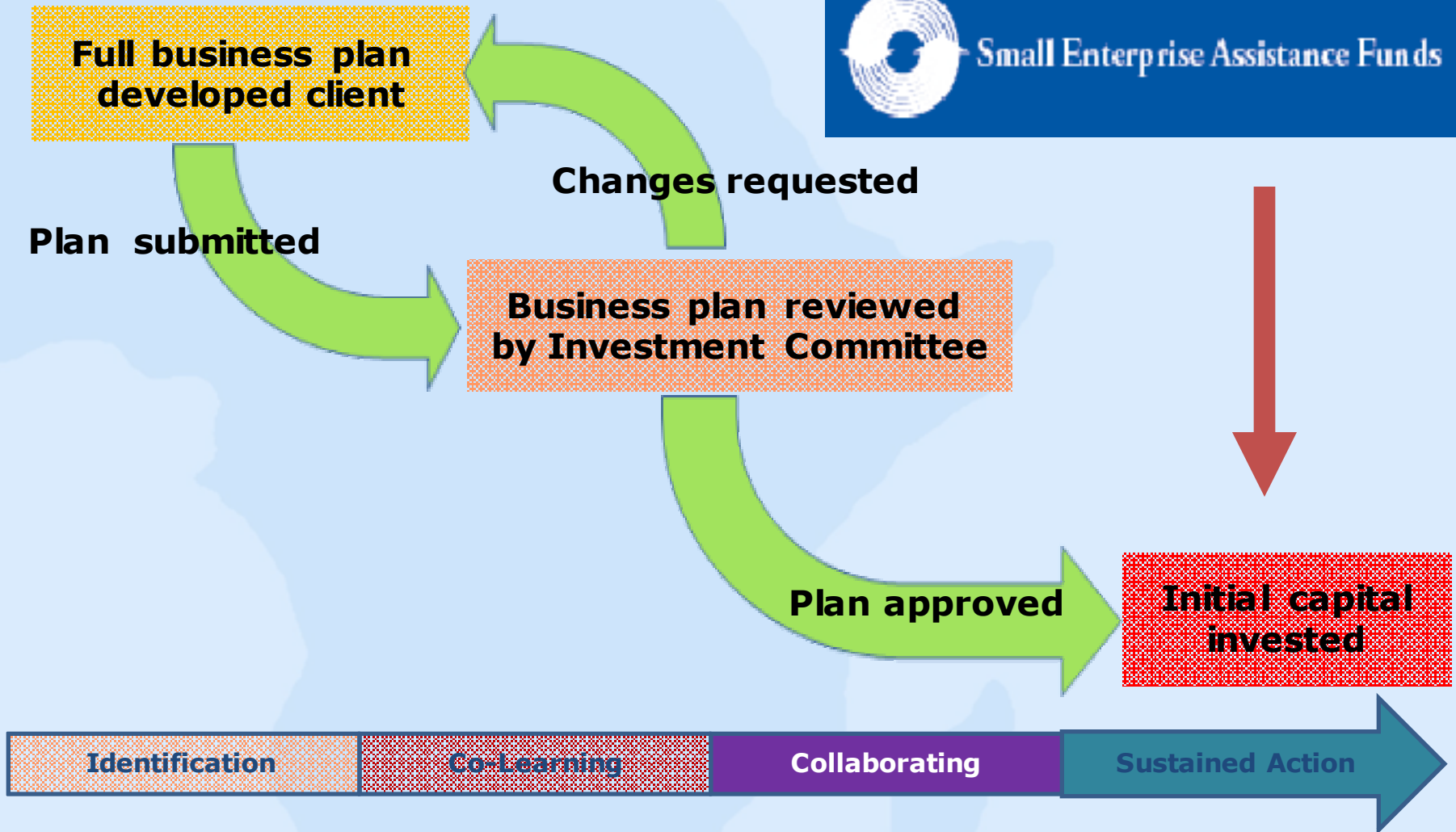




# Africa Enterprise Challenge Fund



- Multi-donor consortium
- Incorporate small farmers in the supply chain
- Develop new and innovative business in agriculture
- Grant (partly repayable) of USD 250 k – 1.5 mln
- Match funding: 40 – 100 percent
- USD 27 mln, 30 business in 16 countries



- **Nucleus farm model**
- **financing of seed and fertiliser**
- **Training and technical support**



- Private sector real driver for development
- Opportunities in agriculture in Africa
- Challenges small-scale farmer must be dealt with in parallel
- Partner to utilise funding and opportunities
- Finance and business support available

**SNV Zimbabwe**

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