

# European Agribusiness in Africa: Opportunities and Challenges

**Methods & Instruments: evidence-based approach to partnerships to ensure results and accountability ?**

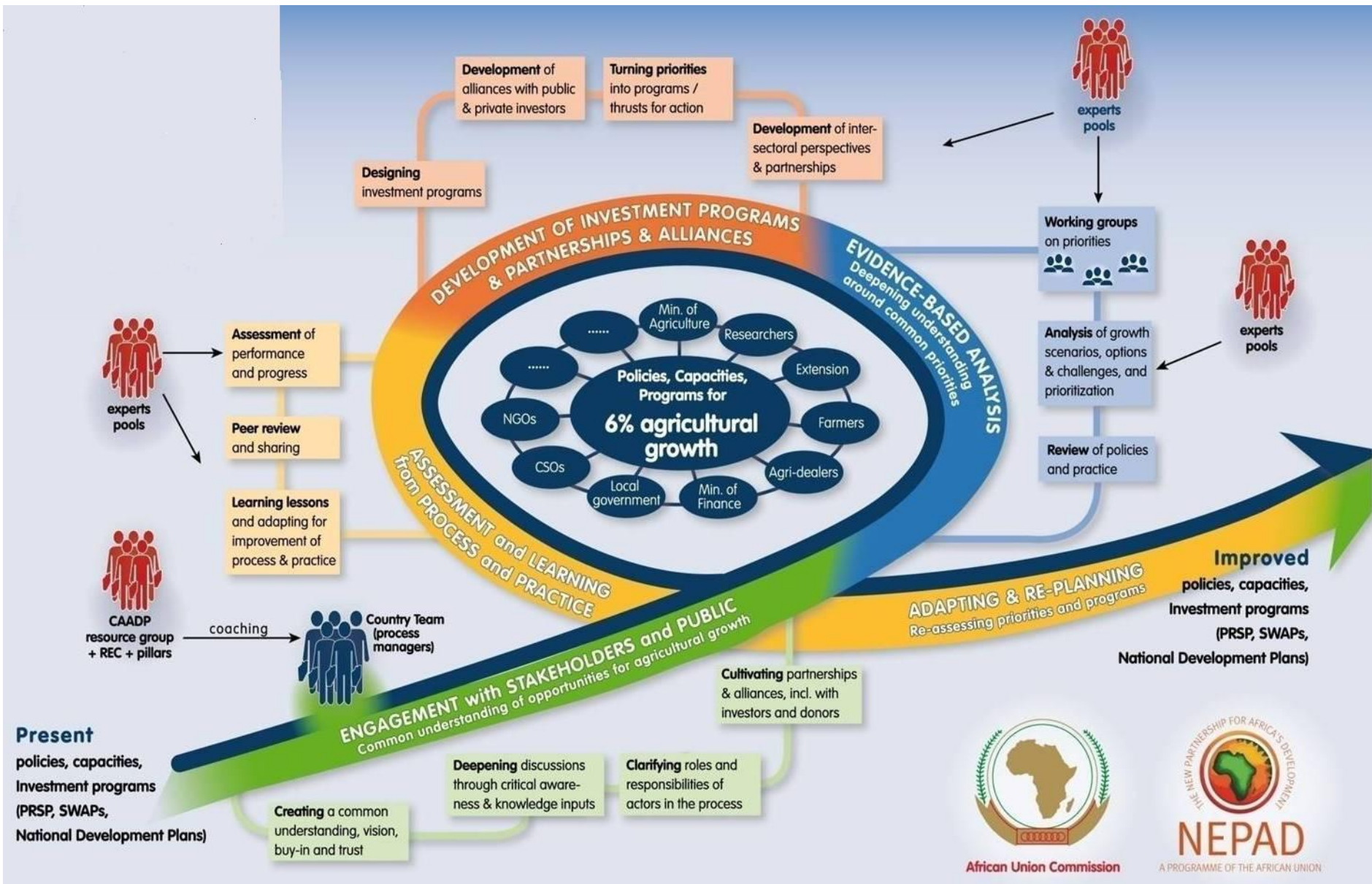
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# Quick answer: CAADP !

- Comprehensive Africa Agricultural Development Programme (CAADP)
- Ownership, donors alignment and harmonization, **results** orientation and M&E, mutual **accountability**, inclusive partnerships (AAA)
- Aims at Horiz & Vertical Coherence
- public \$/policy to address Mkt Failures and support/integrate SMEs into value-chains (VC)
- Grow Africa ... SAGCOT (Blueprint to guide PPPs)
- **Evidence-based**



# Not that simple: type of partnership?

- **3 levels of Partnerships:** Global (eg GAIN/GWP), Regional (eg CAADP/GrowAfrica), Local (eg projects/joint ventures)
- What **scale and business model** for Agrib-PPPs? Synergies/coordination across levels?
- Different **Rationale & Policy-implications:** D-driven (local dev) or S-driven (local sourcing for global markets) or Publ.Procurement (public goods)? ... LR investment (sustainability) or SR (max shareholders interests)?

# Not that simple: evidence ??

- **ACCOUNTABILITY** is key but not easy to attribute results, to this or that partner (MR)

East Africa troubles: policy or agrib?

Growth leads to less nutritious food: supermarkets or consumers?

- **Many methodologies** to assess impact: Input-Output-Outcomes-Impact? (Project) M&E? (Policy) result chain trees? ...
- **Many PSD Fora:**
  - EU expert group on PS, Busan Building Block on public private cooperation, Donor Committee for Enterprise Development (DCED), ...
  - DCED Standard for Results Measurement: benchmarks indicators are set to measure each key change expected
- **CSR** impact measurement

# Not that simple: evidence ??

- **who** measures (companies)?
- “**what** u measure is what u get” !
- role for **CSOs** at all 3 levels? (focus on wrongdoings) ground impact -middle level accountability -systematize info/share lessons
- Publ.Procurement-**type PPPs** longer experience/culture of evaluation (output/outcomes)
- **trade off** depth-costs of accountability (pragmatic & effective)
- DPs **cultural differences** (US,NL, scepticals, etc): more/less concerned about companies' accountability + non-dev motivations (profit... negative impacts)

# Not that simple: instruments & governance of PPPs ?

- Blending (Agenda for Change); GAFSP (IFC window); Challenge funds...
- Good ideas (pushing for results) but not yet accepted "state-of-the-art"
- depends on Governance of PPPs (membership?): who's in charge? so many actors in VC (smallholders the weaker) e.g. driven by type of agribusiness: buying produce (price down?) or selling inputs (capital intensive?) ?
- How are VC relations formalized? E.g. contract farming...pros/cons

[guaranteed mkt, technology, pre-financing of input]

[debt trap risk if contracts as collateral..."Guiding Principles for Responsible CF"]

# Permanent (Value Chain) Platforms for result-oriented and accountable partnerships

- **coordinate** all VC actors, focusing minds (corridors)
- **holistic approach** to business facilitation (multiple challenges)... appropriate PPP governance? transparency on contractual relations?
- local but framed in Intl Partnerships (i.e. CAADP): clarify **PPP objectives**: eg. maximise yields or nutrition?
- medium-term TA & \$ for **SMEs** to access Services & Clustering incentive, via right VC business-model (...appropriate instruments?)
- **policy** reform follow-up: political not only technical obstacles to VC growth (including trade)
- **monitoring** (CSO-business PPPs)... consumers (environment&social responsibility) and certified compliance with codes of conduct or standards



# Thank you

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