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Aiming to Make Farmers Sustainably Profitable

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Presentation to the 2011 Agribusiness Forum

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Jonathan Wood, CEO

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Making farmers profitable on a sustainable basis is key to our survival!

Profitable farming needs market knowledge, cost & risk management, and real urgency Input selection ...

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1. Aiming to Make Farmers Sustainably Profitable Presentation to the 2011 Agribusiness Forum Jonathan Wood, CEO
2. [Background to Corredor Agro](#) • Established in 2009 as a contract farming and crop marketing company focused on servicing small scale farmers in the Southern East Africa, initially in the Nacala Corridor, Mozambique. • The Nacala Corridor is characterised by rich but under-productive land, farmed by largely under-resourced subsistence farmers. • Our objective is to add value in the agricultural supply chain by linking small scale farmers to better inputs, credit, logistics and markets. • We aim to make agricultural produce from the region more competitive and more accessible to corporate buyers further down the value chain.
3. [Milestones to Date](#) • Last season, established large-scale production of 450Ha, incl. maize, sesame and beans. • Out-grower production of 900Ha - 60 farmers, each growing 7 Ha sesame, 5 Ha maize and 3 Ha mung beans. • Sold maize under contract to local poultry and milling companies. • Certified as a seed producer by Min Ag and produced certified seed sesame, from imported foundation seed. • Secured a 3 year contract to manage a local sesame processing plant, thus allowing direct exports • Built storage capacity and acquired tractor fleet • Secured agreement to manage cassava production for SAB Miller's Nampula brewery - a landmark project.
4. [CAL's Offering to Out-growers](#) Mechanisation and Inputs • Tillage - CAL offers reliable, price competitive land preparation • Hybrid and OPV seed - CAL identifies and grows best adapted seed • Fertiliser and (limited) chemicals - bulk buying to reduce cost • Credit Provision CAL helps to devise seasonal plans and budgets with farmers • Based on an agreed budget and contract, we advance credit • Cost of credit well below alternative micro-finance
5. [CAL's Offering to Out-growers](#) Training and Monitoring • CAL extension workers provide training in budgeting and agronomy • Monitoring during the season. Post Harvest Services and Markets • Shelling and grain cleaning • Bagging and storage • Delivery to markets
6. [Levels of Engagement](#) Buy-In Greater intensity Program of inputs and management Seed for Crops Higher risk Contract Higher value-added Farmers Core Farm
7. [From subsistence to emerging commercial farmers](#) 9 Yield t/Ha 8 Yield 7t/Ha 6 5 4 Break-even Yield t/Ha 3 2 1 0 Cost \$/Ha 100 200 300 400 500 600 700 800
8. [Making farmers profitable on a sustainable basis](#) is key to our survival!
9. [Profitable farming needs market knowledge, cost & risk management, and real urgency](#) Input selection and cost Crop production and Risk and Credit cost and price Return recovery rate Weather Risk
10. [Lessons Learnt](#) • Many factors need to converge for a season to be profitable >> tackle the most limiting factors first. • Lack of affordable credit a critical limiting factor to sustainable input use and greater yields. • NGO's are important but can crowd out the private sector, distort input markets, and create moral hazards.
11. [Way Forward](#) • Corredor Agro will continue to invest in farmer productivity and upgrading the whole value chain. Our margins must be gained from "increasing the size of the pie", not pure trading. • Businesses like us are exposed to many risks and need initial support if a new paradigm is to be reached. • Donors and Governments should focus on helping private value chain operators (e.g. agri-dealers, contract farmers) engage profitably with small-scale farmers.

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