

Creating Profitable Agricultural  
Value Chains & Protecting  
Natural Resources in Africa:

*Three Lessons Learned*

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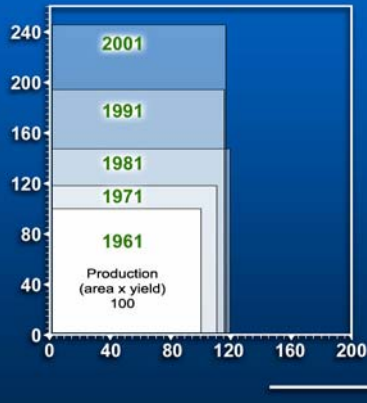
**Lesson 1:**  
***Intensify Agricultural  
Production and Stop  
Expanding Agricultural  
Land***

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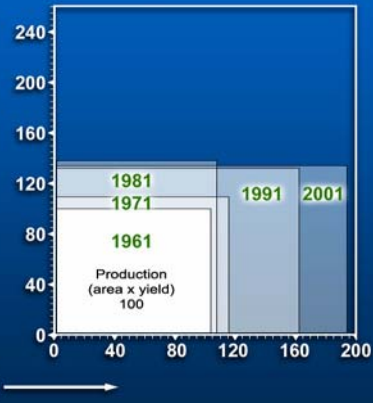


## SSA has chiefly relied on area expansion to achieve gains in production (1961-2001)

### South Asia



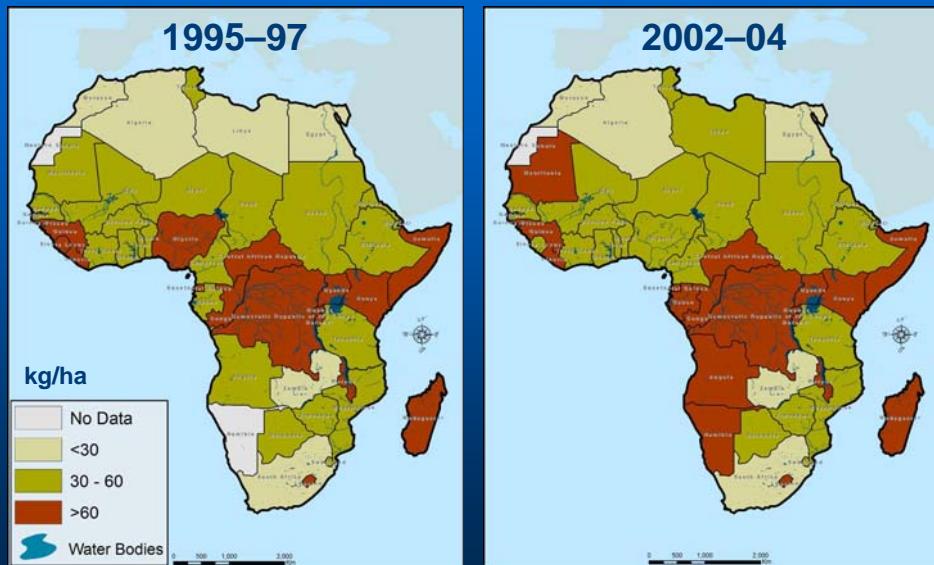
### Sub-Saharan Africa



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## Nutrient Mining in Agricultural Lands of Africa



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## **Intensification is good for the farmer, and the environment**

- **Better food security**
- **Greater revenues**
- **Natural areas are saved from encroaching farmlands**
- **Soil fertility is maintained**

## **Lesson 2: Pay As Much Attention to Increasing the Efficiency of Nutrient Use as to Increasing the Amount of Nutrients Used**

## Nitrogen Fertilizer: a Case in Point

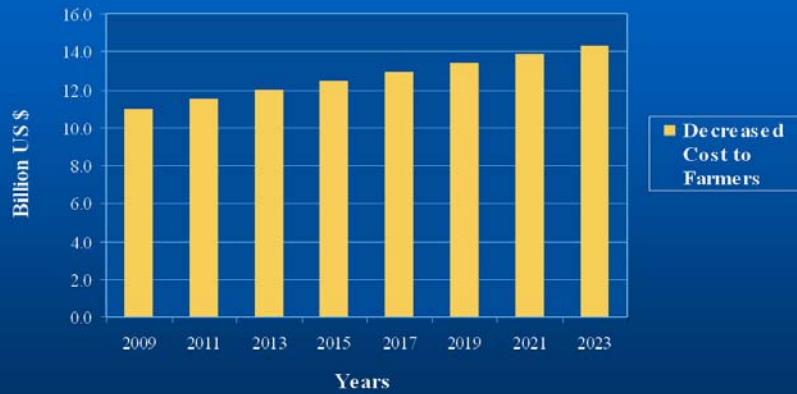
- 70% of N used in developing countries
- 4 barrels of oil for 1 MT urea
- Low efficiency: 30%-40%



## Efficient technologies need to be diffused, new ones developed

- Currently available technologies
  - Slow-release fertilizers
  - Urea deep placement
- Efficient = profitable = environmentally friendly

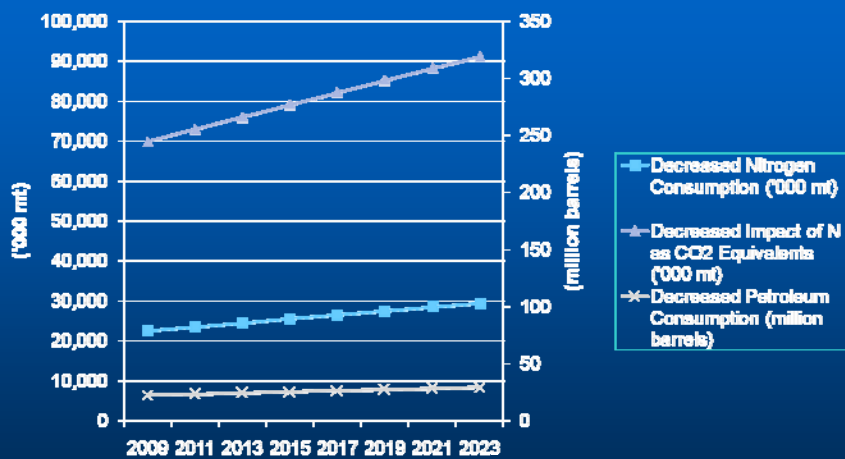
## Increasing N efficiency from 40% to 60% in developing countries results in vast total savings



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## Impact on the environment if N use efficiency is increased from 40 to 60%



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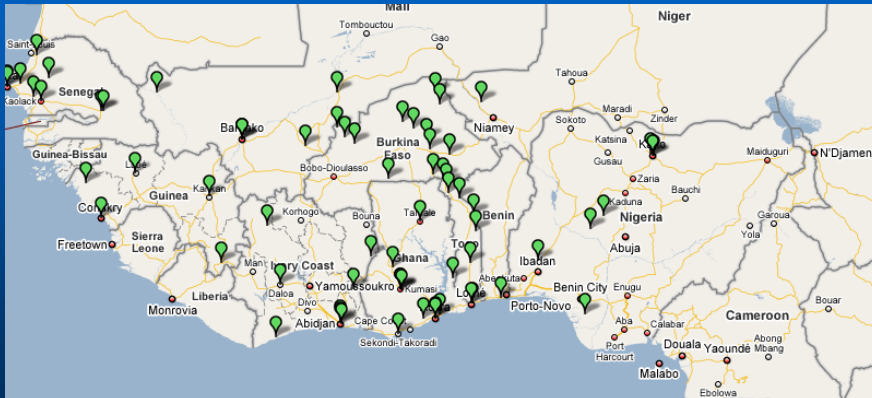


# Lesson 3: Focus as Much on National and Regional Markets as International Ones

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Population growth, urbanization, markets =  
Good base for market development



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## Spurring Market Development in Africa

- **Value chain actors:**
  - Fostering collaboration at grass roots among farmers, processors, output/input traders
- **Linking to market information:**
  - Both farmers and traders