



The Ethiopian Agricultural Transformation Institute (ATI)

Workshop on

National Policy on Fostering Productive Capacities in Ethiopia for Industrialization, Export Diversification & Inclusive Growth: *the Role of Agriculture in Kickstarting Economic Diversification & Structural Transformation in Ethiopia*

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Radisson Blu Hotel

Addis Ababa, Ethiopia

Agenda



1. Concept and Drivers of Agricultural Transformation
2. Ethiopian Economy, Agriculture Land Scape, Achievements and Challenges
3. ATA's Mandates, Operating Model, and Key Achievements
4. MoA's 10-Year Plan: Pillars and Reform Thematic Areas
5. Overview of ATI's 10-Year Plan and Focus Areas
6. Way-forward

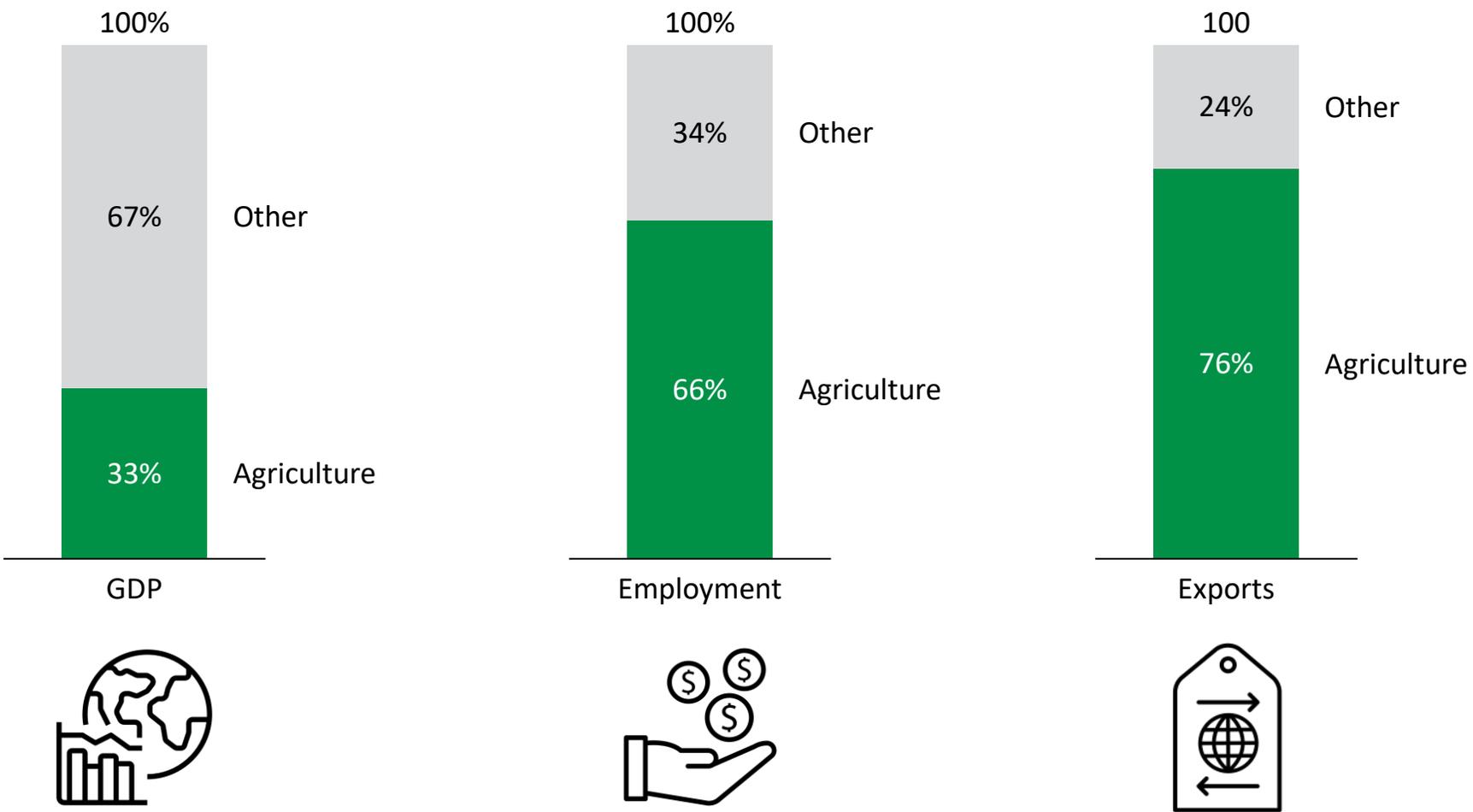
Concept and Drivers of Agricultural Transformation takes 20 to 30 years

- African Center for Economic Transformation (ACET) defines agricultural transformation “as a process that leads to **higher productivity** on farms, **commercially oriented** farming, and strengthens the **link between farming and other sectors of the economy**”.
- **Two forces drive agricultural transformation.**
 - First, **rising labor productivity** increases production beyond subsistence.
 - Second, **improved infrastructure**, especially roads, increase the availability and decreases the cost of a wide range of attractive manufactured consumer goods as well as increasing profitability of new technology.

Key Conditions and Determinants of Agricultural Transformation

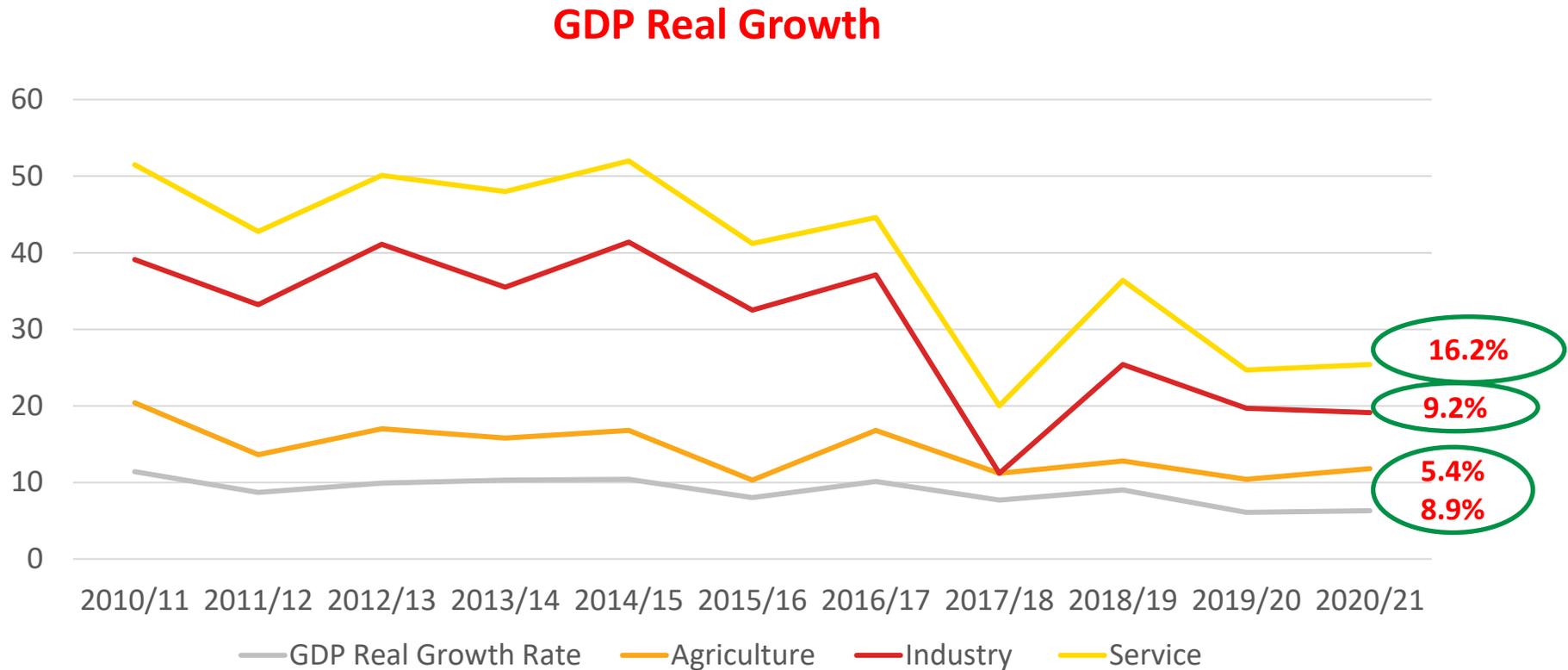
- **Secure Land Tenure:** securing land tenure and easing access to land is vital to increasing investment in the agricultural sector and improving farmers' access to financial resources,
- **Increase Productivity:** Agricultural advancement also necessitates the use of improved technology both on and off the farm,
- **Strengthen Business Models:** moving from a subsistence economy to a commercially-oriented modern business model that yields strong financial returns
- **Focus on Agribusiness:** value addition through light manufacturing
- **Access to financial services** such as Index Insurance, credit facilities
- **Enhance the Irrigation & Power Sectors**
- **Enabling Eco-system Policy and Rural Development Strategies:** a holistic approach that incorporates rural development strategies into the agricultural landscape of Africa. Public-private partnerships, developing instruments for financing, and concentrating on environmental sustainability to hasten transformation are key

Ethiopian economy | Agriculture is the dominant sector of Ethiopia's economy (*Crop, Livestock & Fisheries, Natural Resources*). Higher than the Sub-Saharan Africa which had 24% to GDP share



SOURCE: NBE Annual Reports 2017/2018 and 2018/2019; ILOSTAT, 2019

Ethiopian agriculture | Over the past 11 years, GDP grew by 8.9% while agriculture had 5.4% growth rate. Unable to meet CAADP*'s 6% target

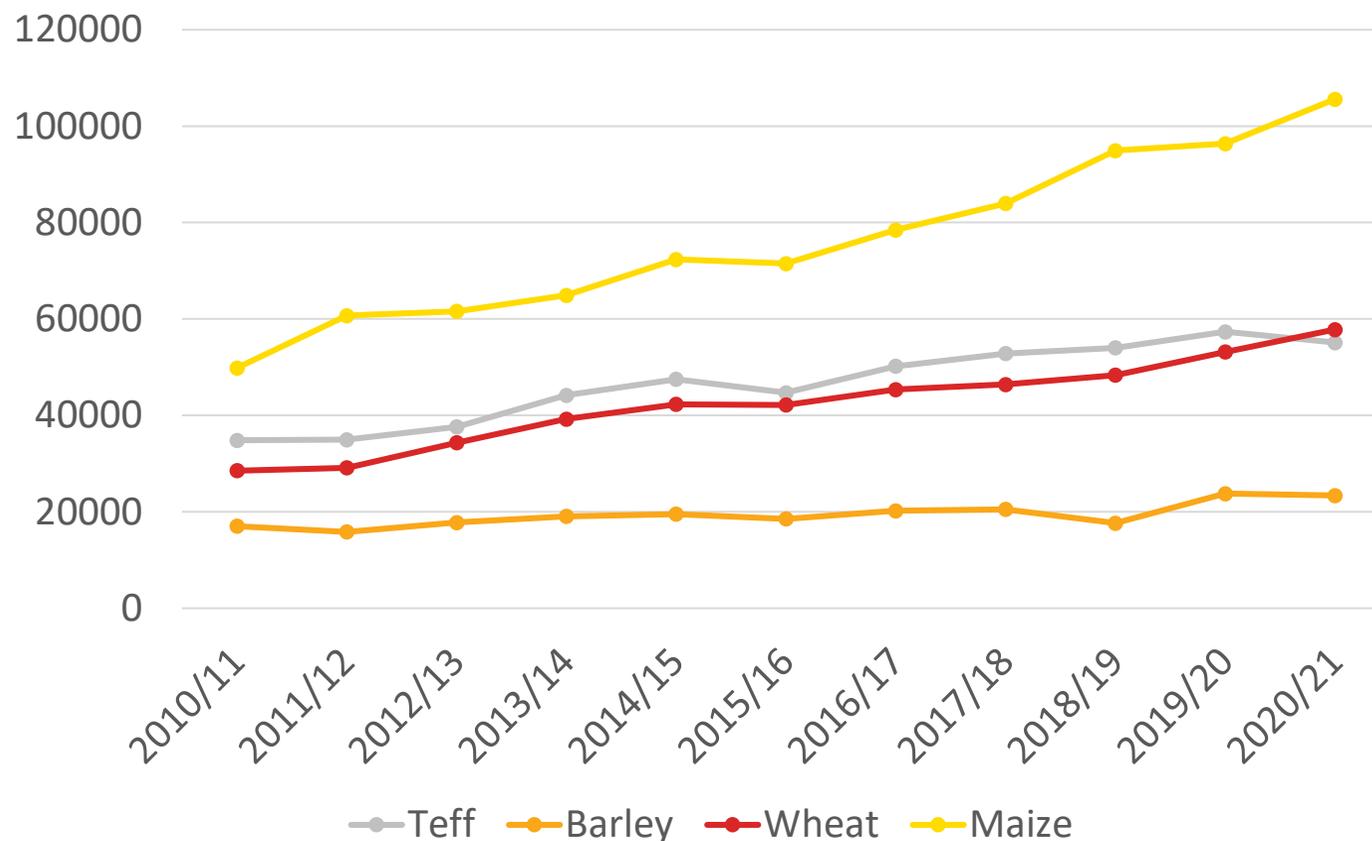


Source: CSA

*CAADP: Comprehensive Africa Agriculture Development Program

Ethiopian agriculture | four major cereal crops account 71% of the total production in 2020/21, growing in 64% of the cultivated land

4 Major Cereals Production



Land	Production
8.3m ha (64%)	342m Qnt (71%)

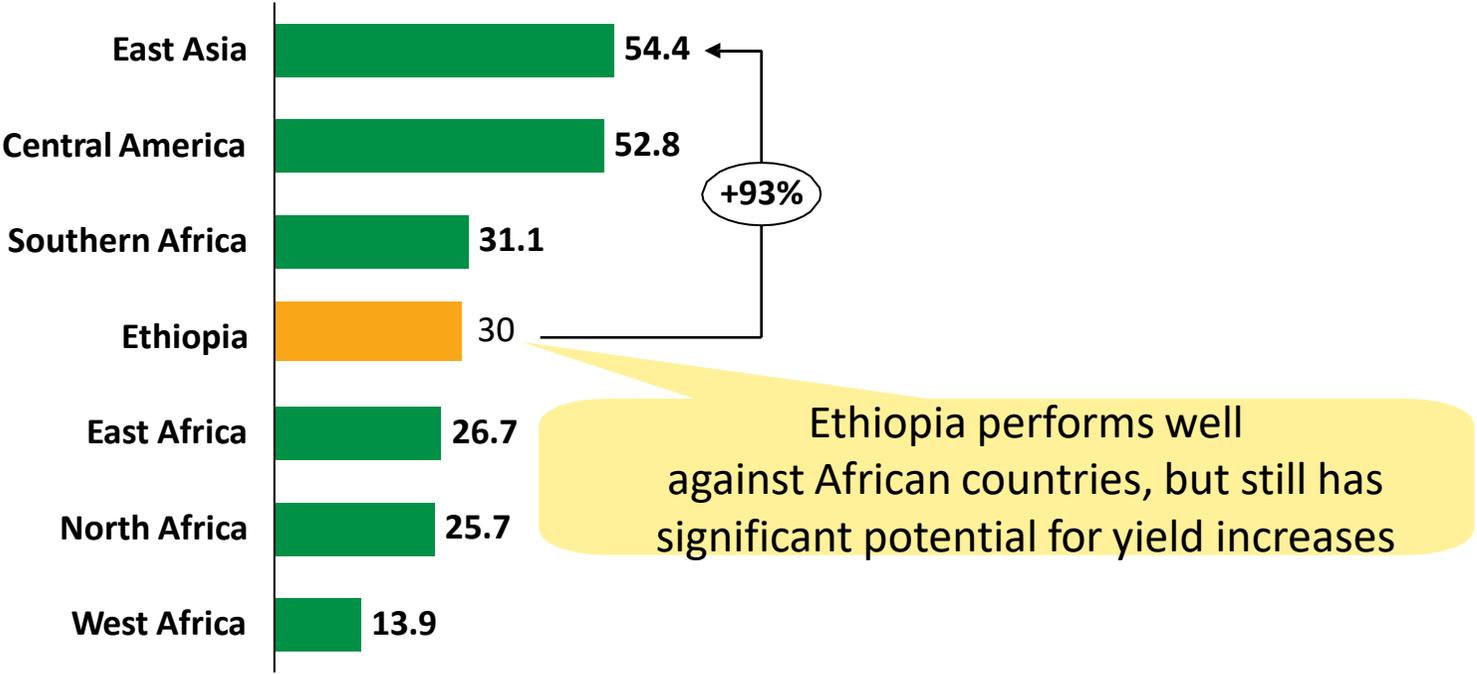
Major Cereals	Productivity/Ha		
	2010/11	2020/21	Growth
Teff	12.62	18.82	178%
Barley	16.27	25.26	243%
Wheat	18.39	30.46	295%
Maize	25.40	41.79	408%

Ethiopian agriculture | The possibility to double productivity to feed the ever-increasing population

Ethiopia's yield is comparatively low...

Average Yield of Wheat¹
Quintals per hectare -2020

Illustration



Note: (1) Data is based on production of wheat from FAO country profiles (2) Assuming <5ha of land holding by smallholder farmers
Source: CSA data; "Small Family Farms Country Factsheet", FAO Data (2018); Global Growing Casebook

Ethiopian agriculture | Ethiopian Agriculture Landscape and Its Challenges

Over the last 15 years, the growth of Ethiopia's economy with public-led investment, has been among the fastest growing in the world. Social and economic conditions have significant changes including significant reductions in rural and urban poverty.

However, the sector faces several challenges:

- dominated by smallholder farmers (over 17m) contributing about 95% of agricultural products
- limited mechanization and technology adoptions
- predominantly rain-fed and with. According to the World Bank, the average temperatures in Ethiopia have increased by an average of 1°C since 1960, at an average rate of 0.25°C per decade, leading to increased evapotranspiration, reduced soil moisture; decreasing rainfall, higher rates of warming. For example, the south-central region of the country has experienced a 20% decrease in rainfall since 1960.
- challenged by increasing population coupled with rural-urban migration, leading to farm labor shortages
- unable to ensure food-self sufficiency – wheat import 1.5 tons/year.
- heavily affected by climate variability and change
- declining soil fertility, increasing pest and diseases
- affected by lack of robust policies (land, investment, finance, etc) and communal conflicts

Overview – Establishment of ATA/I

In E.C.2003, a study supported by the Gates Foundation identified the key issues faced in previous approaches to agricultural transformation

Key issues in previous approaches to agricultural transformation

01

Narrow approach to sectoral change

...leading to disconnected interventions that fail to address root causes of low agricultural productivity

02

Lack of implementation capacity

...especially poor human capacity, with initiatives lacking staff with the right mindsets or skill

ATI's mandate areas and approaches to transformation are outlined in its founding and amended regulations (No.198/2010 and No.380/2016)

Mandate Areas



Identify systemic constraints of agricultural development, through conducting **studies**, and recommend solutions in order to ensure sustainability and structural transformation



Recommend and follow-up the implementation of recommended solutions as **projects**



Provide **implementation support** for recommended solutions from studies



Conduct **linkages & coordination** among agricultural and related institutions and projects in order to ensure the effectiveness of agricultural development activities

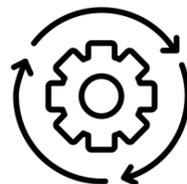
Approaches to Transformation: Strategic Programs



Innovation and Capacity Building
Drive innovation in the agriculture sector and build the implementation capacity of agriculture and related institutions



Geographic programs
Coordinate agricultural and related projects in specific geographies to catalyse agricultural transformation



Systemic Interventions
Support the identification and implementation of interventions to address systemic bottlenecks

Additional approach inline with ATI's revised duties powers and duties

Overview – ATI’s Operating Model: detail on the mandate areas

ATI’s Analytics Team delivers action-oriented studies which identify systemic bottlenecks in key agricultural systems

Studies ATI delivers **action-oriented studies** which identify systemic bottlenecks in Ethiopia’s agricultural systems, and **propose and design solutions** for these bottlenecks

Types

01 Policy related studies

02 Sector/sub-sector strategies

03 Project design and enhancement studies

04 Organizational enhancement studies

05 Evaluation & learning studies

06 Other studies as requested by Government organizations

Delivery Model

Identification and selection of studies

Scoping

Diagnostic

Analysis & Solution Design

Outputs

Handover

Follow-up



Primarily delivered by Analytics, which resembles an international strategy and management consulting firm

Overview – ATI's Operating Model: detail on the mandate areas

ATI conducts linkages and coordination to enhance effective delivery of strategic agricultural programs and projects

Linkage & Coordination

ATI conducts linkages and coordination across agricultural and related institutions to **enhance effectiveness of agricultural strategic programs / projects**

01



Strategic¹

Undertake strategic coordination of different stakeholders both **within ATI's strategic programs** and in **other relevant strategic programs or projects** leveraging tools such as platforms

e.g., Ethiopian Food Systems, Agricultural Policy Reform, Agricultural Transformational Council for the TADs, or the Regional Transformation Councils for the Crop ACC geographic program

02



Operational

Coordination at a more localized level for problem-solving to achieve successful implementation of ATA's strategic programs

e.g. MoA ATA-DU Technical Experts coordinating interventions across sub-sectors for the TADs, Value Chain Alliance meetings used for problem-solving at the Cluster level in the Crop ACC

Type/
Delivery
Model

(1) High-level guidance from the Prime Minister / Deputy Prime Minister will play a large role in ensuring effective Linkage and coordination across actors in the agriculture and related sectors

Overview – ATI's Operating Model: detail on the mandate areas

ATI delivers targeted implementation support to ag. stakeholders and institutions to enhance delivery and build institutional capacity

Implementation Support

ATI delivers **targeted implementation support and capacity building** to stakeholders and institutions **to enhance delivery** of strategic programs and projects and **enhance capacity of institutions**

01



Delivery Units

ATI **MoA-DU** is embedded in the MoA with 2 type of support:

1. Capacity building on the **delivery unit model** via *Delivery Professionals*
2. **Technical support** via *Technical Professionals*

NB: The delivery model currently being refined by MoA and ATI

02



Targeted Capacity Building

- Usually **delivered via trainings** or a 'learning by doing' approach
- Targeted capacity building for implementation partners **in response to specific capacity bottlenecks identified** in strategic studies e.g., well-drilling training for ISGWID project
- **Consultancy and technical support services** to enhance delivery
- Targeted capacity building to address systemic issues *e.g., ATI MoA-DU training on Deliverology*

Type/
Delivery
Model

Overview – ATI's Operating Model: systemic interventions

The ATI addresses systemic bottlenecks through its involvement in the Systemic Interventions program, owned by the MoA

Systemic Interventions (SIs)

The ATI supports the identification and implementation of systemic interventions to **address sectoral bottlenecks**

Primary owner /ATI's Role



SIs and the ARD¹ policy are coordinated by the **Ministry of Agriculture**



ATI established leading **Delivery Unit** at MoA and is setting up a **policy unit to support ARD implementation**



Deliverables are implemented by diverse stakeholders – such as EIAR, FCA and ATI

Scope

Systemic Interventions (policy and programmatic focused) have been identified across the 10 priority thematic areas

10 Thematic Areas

Land and natural resource governance

Technology, input & services

Agricultural water utilization and administration

Output markets

Rural economy development

Infrastructure

Effective participation of the private sector

Credit, insurance and alternative forms of financing

Institutional arrangement and implementation capacity

Crosscutting- incisiveness & sustainability

¹The revised rural and agricultural development policy

Overview – ATI's Operating Model

ATI delivers projects which innovatively tackle the systemic bottlenecks identified in key agricultural systems throughout Ethiopia in its studies

Innovative Pilot Projects

ATI **pilots innovative projects to tackle systemic bottlenecks** in key agricultural systems throughout Ethiopia

Types

01

National/Regional level projects operating at a large scale to target bottlenecks in key agricultural systems

02

Smaller innovative, pilot projects demonstrating new techniques/technologies to Ethiopia

Delivery Model

Identification and selection of projects



Project design /enhancement studies



Project Planning
Inc. transition plan



Project Implementation



Evaluation & Learning studies



Handover



Overview – ATI's Operating Model: geographic programs

The Crop Agricultural Commercialization Clusters (ACC) is ATI's first geographic program, delivering impact to communities of SHFs

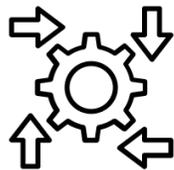
Crop ACC

5-year program (E.C. 2019-24) promoting market-driven value chain development in a **geographically-clustered and integrated approach**

Primary owner /ATI's Role



Implementation owned by **Regional Governments, supported by public and private actors** across the sector



ATI plays the role of system integrator through the coordination of agricultural and related projects in specific geographies to catalyze agricultural transformation

Scope



Includes **~5 Mn farmers** in **300 woredas**, across **31 commercialization clusters** in Oromia, Amhara, SNNP and Tigray



Focuses on **10 strategic priority commodities**

ATI's Performance - Overall | Which have achieved significant contribution to the agriculture sector, positively impacting Ethiopia as a whole. In the past 10 years:

48+

Innovative and large-scale strategic projects implemented

250+

Action-oriented strategic studies delivered

11k

Jobs created

300k

People lifted out of poverty

1.7Bn
US\$

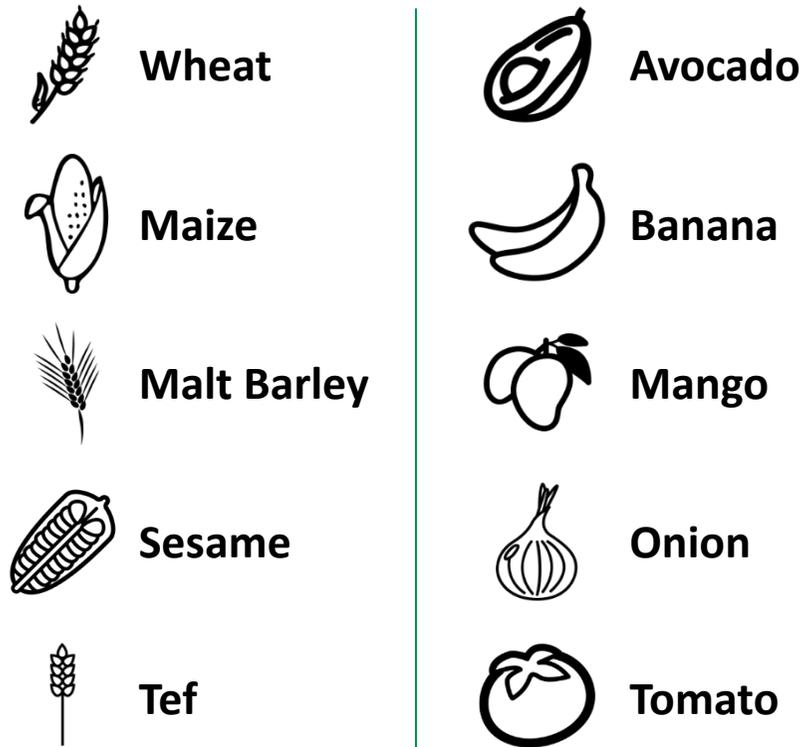
Impact on Ethiopian GDP

10x

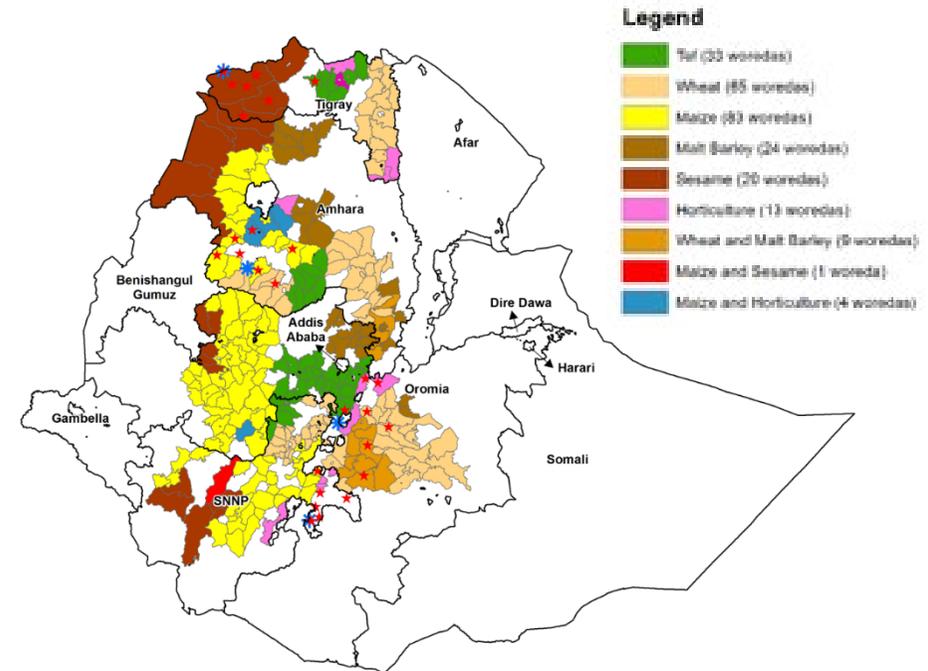
Rate on investment return*

ACC Overview | ACC is formally launched in 2019 as a five-year program with 10 commodities across 4 regions in 300 woredas with about 4 MN farmers

10 priority commodities



300 woredas in 30 ACCs



4 regions: Oromia, Amhara, SNNP, Tigray

Program Vision: Improve the livelihood of smallholder farmers through market-driven value chain development, inclusive and environmentally sustainable approach.

ACC Overview | The ACC is designed along 6 outcomes; currently the ATA is striving to achieve these outcomes by implementing 15 ACC projects

ACC Outcomes

- 1  Increased production, productivity, and income
- 2  Improved access to markets
- 3  Improved environmentally sustainable farm practices
- 4  Improved engagement of women and youth
- 5  Enhanced institutional capacity and enabling environment for agricultural commercialization
- 6  Enhanced value for money approach

ATA is implementing 15 ACC projects & 2 Systemic Intervention projects that directly & indirectly contribute to ACC outcomes

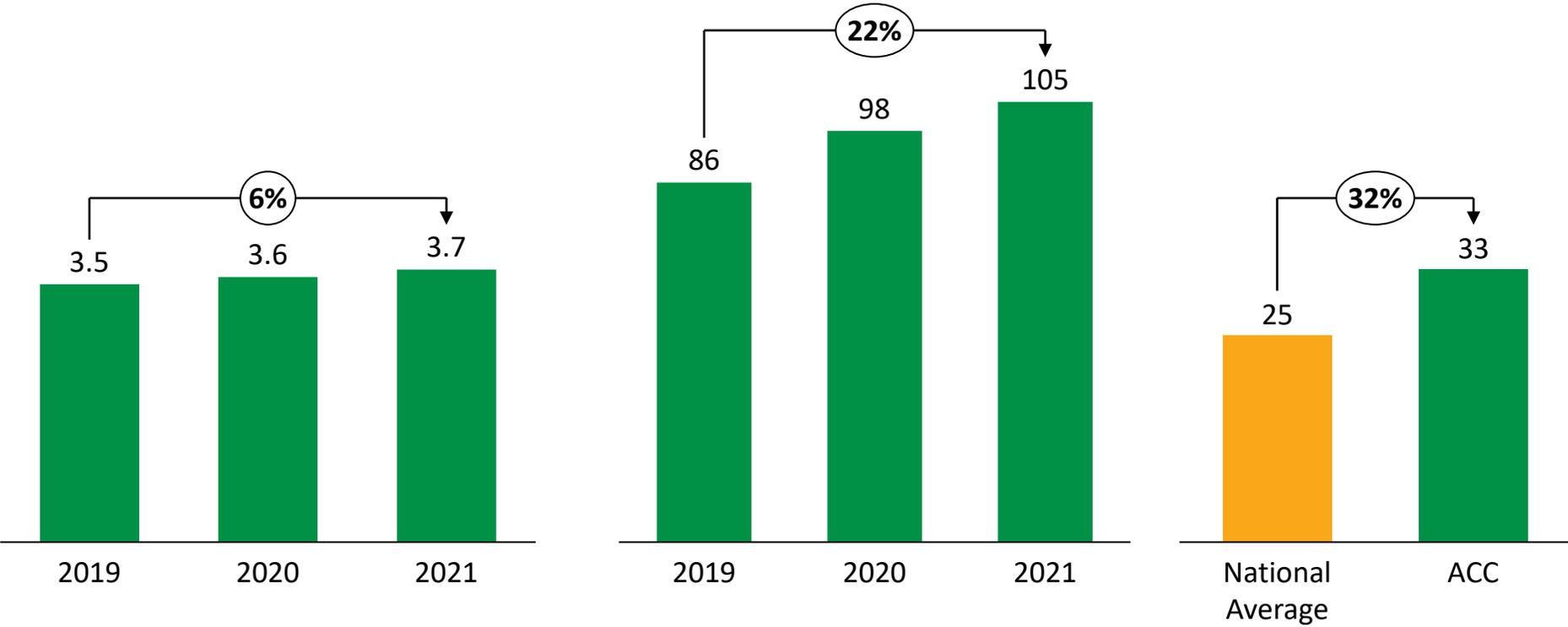
ACC Projects	1. 8028 Farmers' Hotline
	2. Agricultural One Stop Shop
	3. Cooperative Based Seed Production
	4. RUSACCO Capacity Building
	5. Cropln
	6. Farmers' Production Cluster
	7. Horticulture Farmers' Production Cluster
	8. Mechanization Service Center Pilot
	9. Agricultural Trade & Investment Promotion
	10. Integrated Shallow Groundwater Irrigation Development
	11. National Market Information System
	12. AgriHub
	13. Input Voucher System
	14. Soil Health and Fertility Management
	15. Power Access
Systemic Intervention	1. Agricultural Investment Mapping
	2. Plant Breeder's Rights Proclamation

Performance | The ACC program is surpassing its targets, with performance levels clearly above the national average

Number of farmers in ACC (Mn)

Production (Mn Qt.)

Productivity (Qt./Ha)



In 2020/21, ACC obtained production 66% above its target, with productivity higher than average farmers (32% higher than national average)

Project Performance | CBSP Achievements



Coverage

- Established & empowered 13 cooperative unions & 1 existing union, 214 primary cooperatives transformed from out growers to licenced seed producer level engaging 17,733 farmers

Seed supply

- 62 ACC and 35 Non ACC woredas within the same zones and neighbouring zones.
- At least 15% of the national seed supply was covered by CBSP
- The unions could meet 56% of Tigray, 20% of Amhara, 10% of Oromia, and 30% of SNNPR's seed supply

Physical/ Seed Facility Building

- 38 seed storages, 13 mini seed labs, 8 unions' office buildings, 9 training centres, 13 seed processing plants with back up generators, 7 field vehicles, 5 truckers and 26 motor bikes with cost sharing scheme (70 ATA: 30 union)

Soft skill capacity Building

- More than 13,500 (2613 female) farmers & 1200 gov't staffs trained.

Job created

- More than 700 individuals on permanent and temporary basis

Project Performance | AOSS Achievements



- 183 AOSSs are providing inputs and services to farmers in 183 Woredas and the neighbouring's
- 2.9 M SHFs accessed agri. inputs & advisory services
- 138 private MSMEs and 45 Cooperatives AOSS owner received financial & technical support from ATA
- 1109 individuals got direct job (58% M: 42% F)
- >300 million ETB private investment in 183 Woredas
- 1.1B ETB sales increment from AOSS
- 20,767 number of SHFs received trainings on improved agriculture technologies, farming practices etc
- Promoting AOSS to agricultural Input Import and Product Export Share Company is in progress

Project Performance | Mechanization Service Center

The construction progress of MSCs is behind schedule, even with extended project timelines^[1]

Region	MSCs	Status	Outstanding items
Amhara	Gozamin	10%	Colon, top tile bean, and roof for all components, septic tank, generator house
	Damot	65%	Roof and top tile bean for car shed, colon and roof for workshop, floor and finishing for office
	Mandela	81%	Colon and roof for car shed, floor and finishing for all components
	Gibe Didessa	92%	Finishing works (Painting, door and window installation)
Oromia	Sikoman do	84%	Finishing work (Painting, door, and window installation), Generator house, Septic tank
	Galama	81%	Floor work for the Shed, Finishing works (Painting, door and window installation)
	Ambo	80%	Top tile bean and roof for car shed, electricity and water installation, finishing works
SNNP	Melik	80%	Floor works, water and electricity installation, finishing works, septic tank, guard house
	Damota	52%	Top tile bean and roof for all components, generator room, water and electricity installation, finishing works

Field visits cast doubt on current status and completion timeline estimates

Galama MSC Center



Melik MSC Center



Note: (1) The status of Hiwot MSC, located in Tigray is unknown due to security issues.
Source: Field visit to MSC centers; Interviews with mechanization service centers

Project Performance | ATA successfully piloted IVR/SMS (8028 FHL) through the Household Irrigation (HHI) team in February 2014 and scaled it up nationally

8028 Pilot

Overview

- Pilot took place in 21 woredas, in the four main regions and focused on high value horticultural crops under various soil types and agro-ecologies using 6 analogue lines

57.5K calls in to the system

7.7K unique callers

27% female callers

90 digital lines

Current status of 8028

Overview

- Currently 8028 farmer's hotline provides agricultural advisory from planting to post harvesting activities nationally on 21 crops

Note: Livestock, COVID-19 information, and Digital Financial literacy are currently incorporated into the system

51.8M calls generated into the system

5.8M unique registered callers accessed the system

6.6M various types of alerts (e.g. wheat rust, MLND, Desert locust and unseasonal rainfall)

19.8K questions gathered from farmers and DAs

Project Performance | Over 6.8 million SHFs have used the IVS system to purchase inputs during the current planting season

- **Number of smallholder farmers reached through IVS**
 - 6.8 million smallholder farmers have used the Input Voucher Sales (IVS) system to purchase about 11.8 million quintals of fertilizers, seeds, and chemicals that worth Birr 21.8 billion by the end of the quarter (Q2).
- **Number of smallholder farmers accessing input credit through IVS**
 - *506,000 (82% Female headed households) smallholder farmers in Amhara region have accessed input credit Worthing 1.6 billion ETB for the purchase of 1.46 million quintals of inputs such as fertilizers, seeds, and agrochemicals by the end of the quarter (Q2).*
- **Number of smallholder farmers reached through eVoucher 1.0**
 - *902,088 transactions have been made using the eVoucher system from the start of the project up to the end of this quarter (Q2). These transactions were conducted by 766,000 farmers for purchasing 3.2 million quintals of fertilizers, seeds, and agrochemicals worth 4.03 billion ETB on cash and 50 million ETB on credit basis*
- **Number of smallholder farmers trained face to face on financial literacy through IVS**
 - *A total of 506,000 (82% Female headed households) mainly adults were received financial literacy training by the end of the fourth quarter (Q2).*

Project Performance | Agricultural Trade and Investment Promotion (ATIP)

- Supporting two world leading Malsters – Souffle and Bourtmalt (with \$110 MN combined investment) through Contract Farming with SHFs
- Developed Ethiopia Food and Beverage Processing Strategy
- Facilitated Cold Chain Investment of Arch Investment of 35 M USD
- Market linkage were established with local processors for Wheat, Maize and Soyabean
- BBZ PLC signed an agreement to purchase 35,500 Qt of soybean
- An export sales contract of 45.6M USD was generated in an exhibition showcasing Ethiopian agricultural produces, where 79 exporters participated

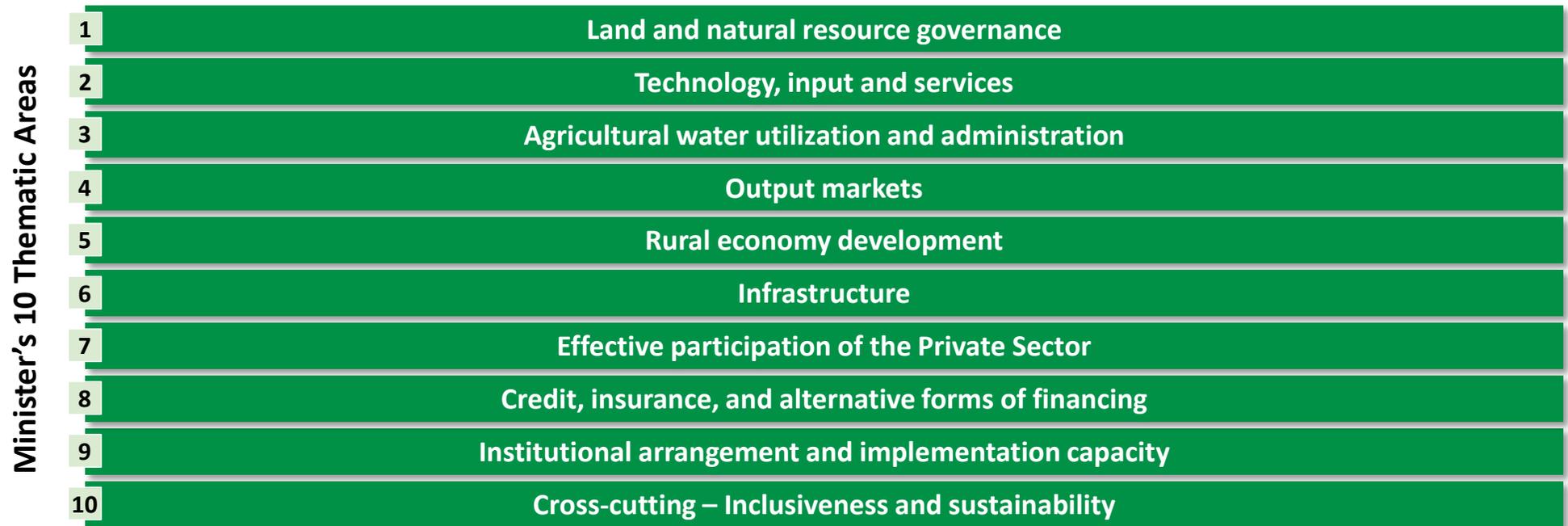
Project Performance | Avocado Export – the 1st 4 containers avocado exported this year to Europe by the ACC Farmers



Mr Ashenafi , Cluster Farmer Leader, explaining the avocado export process to the RNE delegation January 17, 2022, Modjo, Oromia, Ethiopia

MoA's 10-Year Plan: Pillars and Reform Thematic Areas

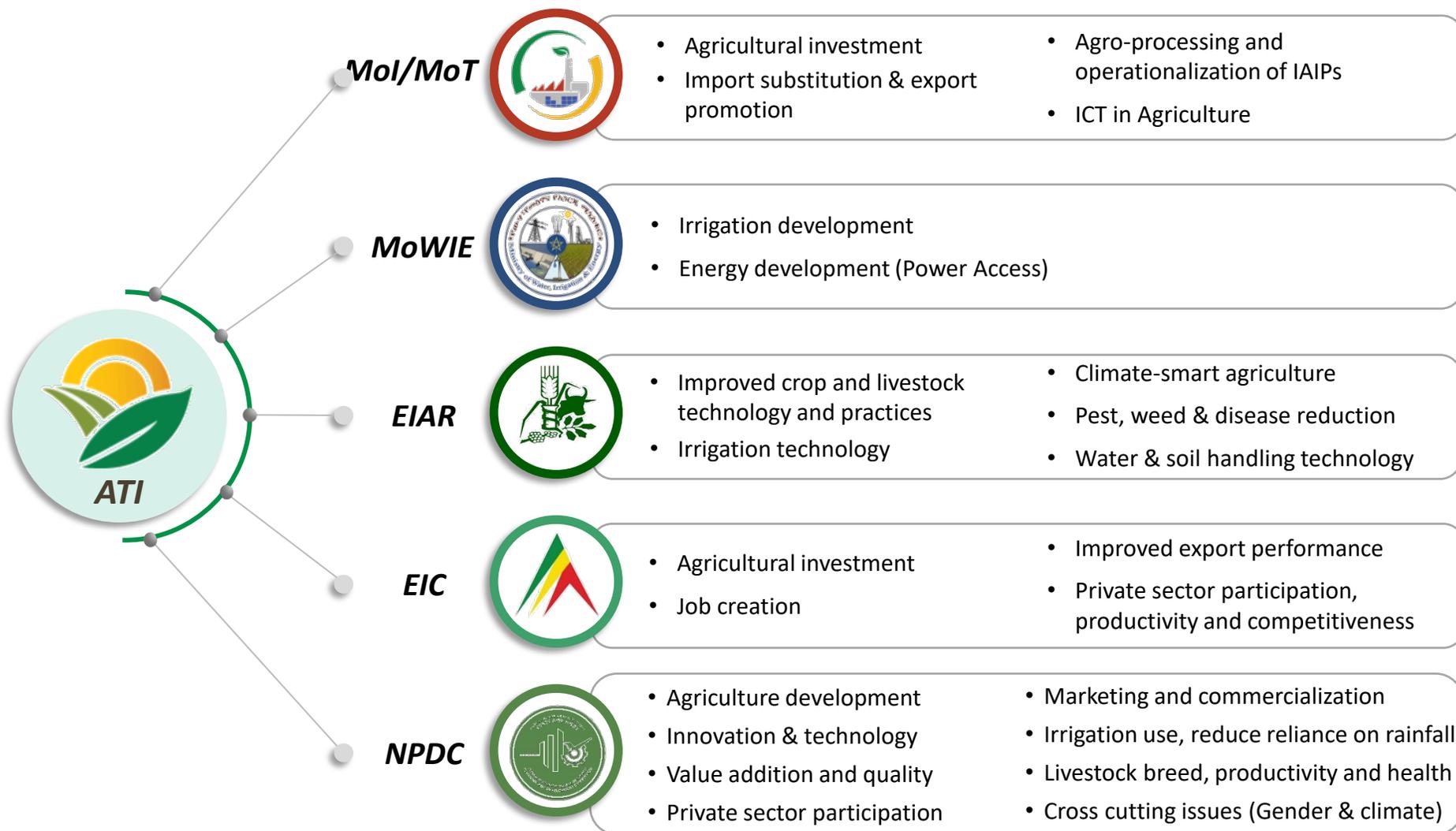
The ATI 10-Year Plan anchors on the 10-Year Plan for the Sector and the Minister's 10 Thematic Areas



10-Year Plan – Inter-sectoral linkages and coordination

To enhance intersectoral collaboration, ATI's 10-year plan will also incorporate prioritized requests from other key sector stakeholders

Overlapping focus with ATI – potential collaboration areas



Overview of ATI's 10-Year Plan

The ATI's vision is for a transformed Agriculture sector, supported by our mission of catalysing sustainable development



Vision

“Contribute to A **Transformed*** Agriculture by 2030”



Mission

“To **catalyze sustainable development** of agricultural **value chains and markets**, through promoting effective practices and approaches to address **systemic constraints**, and **coordinating execution and integration** of high-impact interventions on the ground”

1

Sectoral Objectives

Areas ATI will be contributing to the sector as part of its mandate areas and work

1. **Market-oriented Crop Production and Productivity**
2. **Market-oriented Livestock & Fisheries Production and Productivity**
3. **Sustainable Natural Resource Development and Utilization**
4. **Mainstreamed Crosscutting Initiatives (gender, climate, nutrition and jobs)**

2

Functional Objectives

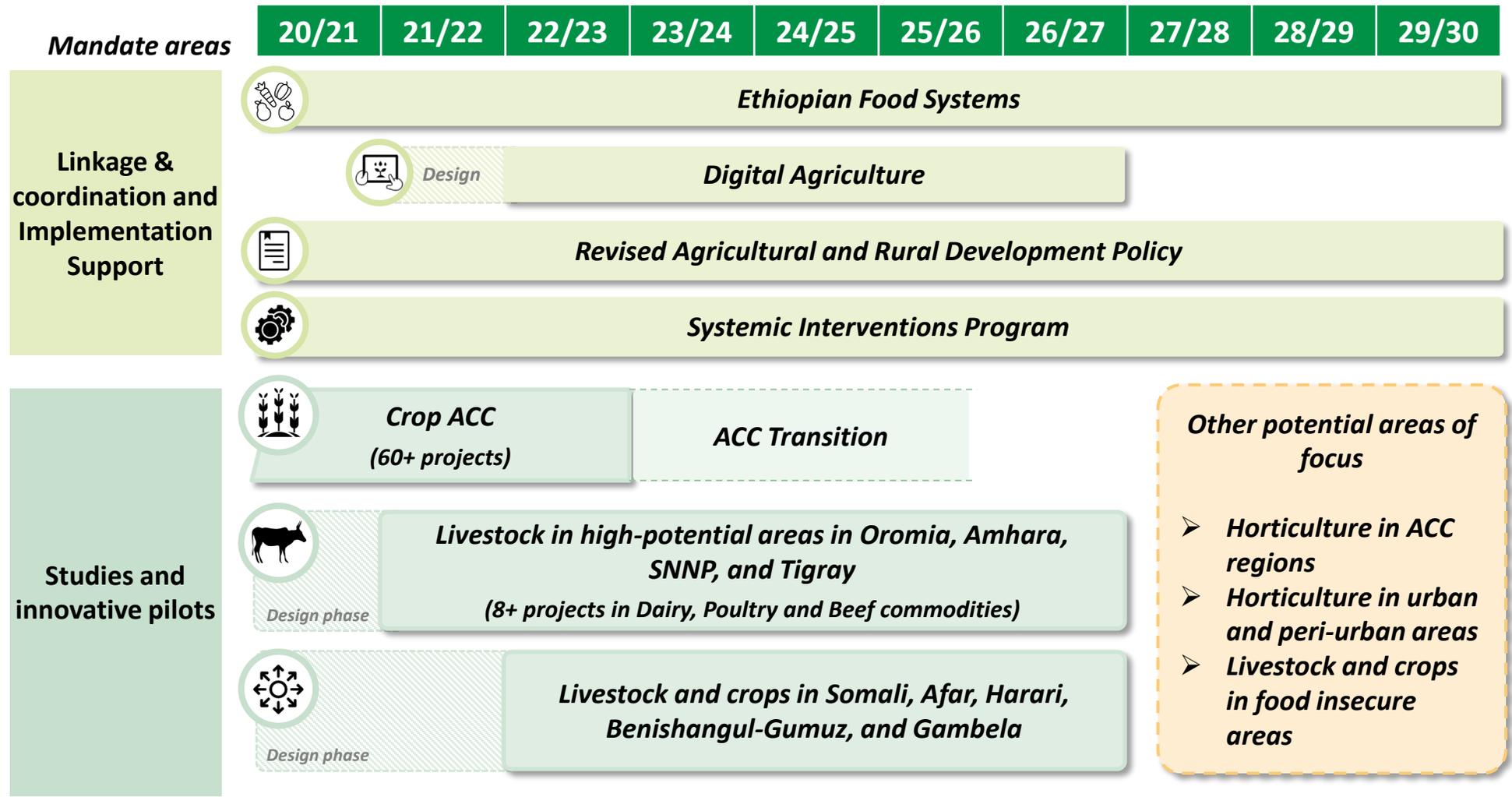
Enable the organisation to effectively carry out its work to meet the sectoral goals

1. **Efficient and effective program/project management**
2. **Effective implementation support**
3. **Robust linkages and coordination**
4. **Transformative analytical studies**
5. **Excellence in internal operations**
6. **Compliance with policies and procedures**

Note (*): Transformed agriculture is defined as: a market-oriented agriculture sector that uses natural resources sustainably, and generates improved production and productivity, and higher incomes for farmers and pastoralists

ATI's 10-Year Plan – Key Focus Areas

The following focus areas are proposed for ATI over the next 10 years



Cross cutting: Institutional Capacity Building; Climate & Environment; Private Sector Support and Youth and Gender

ATI's 10-Year Plan – Key Focus Areas and their strategic goals

The following focus areas are proposed for ATI over the next 10 years
(1/2)

Focus area	Strategic goals
Ethiopian Food Systems	<ul style="list-style-type: none"> • Transform Ethiopia's food systems by implementing 22 Game changing solutions that are designed to act on systemic bottlenecks across Ethiopia's food systems
Digital Agriculture	<ul style="list-style-type: none"> • Create digital solutions to key constraints in the agricultural extension and advisory services system by identifying and implementing prioritized projects - in alignment to existing national strategies for agriculture, agricultural extension, and digital transformation
Agricultural and Rural Development Policy	<ul style="list-style-type: none"> • Address systemic bottlenecks for inclusive and sustainable agricultural transformation by facilitating the implementation of the revised ARD policy which includes 44 policy directions and ~200 policy instruments structured in ten thematic areas
Systemic Interventions	<ul style="list-style-type: none"> • Identify and implement policy and programmatic interventions to address systemic bottlenecks
Livestock and crops in Somali, Afar, Harari, Benishangul-Gumuz, and Gambella	<ul style="list-style-type: none"> • Enhance production, productivity, and commercialization of prioritized high-potential crop and livestock commodities for SHFs and pastoralists in Somali, Afar, and Harari • Enhance production, productivity, and commercialization of prioritized high-potential crop and livestock commodities for commercial farmers in Benishangul-Gumuz and Gambella
Livestock in high-potential areas in Oromia, Amhara, SNNP, and Tigray	<ul style="list-style-type: none"> • Enhance production, productivity, and commercialization of prioritized high-potential livestock commodities and apiculture in Oromia, Amhara, SNNP, and Tigray • Enhance the production, productivity, and commercialization of the dairy, poultry, and fattening sub-sectors in urban and peri-urban areas in Oromia, Amhara, SNNP, and Tigray

ATI's 10-Year Plan – Key Focus Areas and their strategic goals

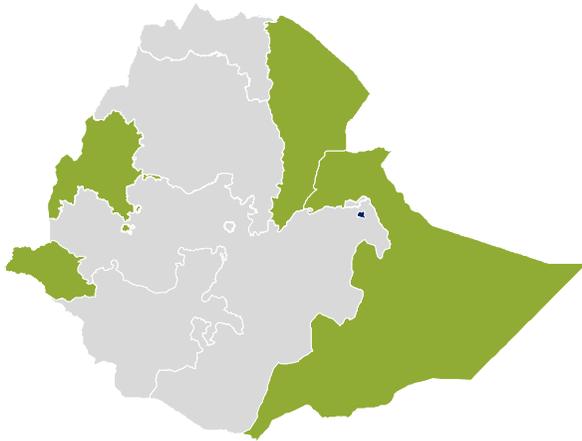
The following focus areas are proposed for ATI over the next 10 years
(2/2)

Focus area	Strategic goals
Horticulture in ACC regions	<ul style="list-style-type: none">• Support production, productivity, and commercialization of horticulture in relevant agro-ecologies in Oromia, Amhara, SNNP, and Tigray
Horticulture in urban and peri-urban areas	<ul style="list-style-type: none">• Enhance the production, productivity, and commercialization of selected horticultural commodities in urban and peri-urban areas
Livestock and crops in food insecure areas	<ul style="list-style-type: none">• Increase the food security of historically food insecure areas in the lowlands in Somali and Afar by improving production and creating market linkages• Increase the food security of historically food insecure areas in the highlands (e.g. Wag Himra) by improving production and creating market linkages

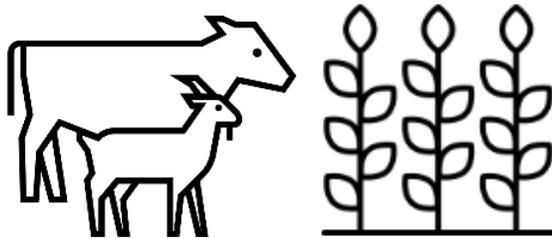
ATI's 10-Year Plan – Key Focus Areas

ATI will begin to focus on additional value chains in Afar, Somali, Harari, Benishangul-Gumuz & Gambella

Focus Area: Crop and Livestock in ATI scale-up regions



Regions of focus: Afar, Somali, Harari, Benishangul-Gumuz & Gambella



Commodity groups: Livestock (live & processed meat, livestock products) and crops (cereals, horticulture and pulses)

Objectives:

- Unlocking the agricultural potential across the scale-up regions, increasing production and commercialisation of smallholder farmers and pastoralists, focusing on additional commodities across both crops and livestock.

Status as at 1 December 2013 E.C.:

- Exploration identifying potential priority commodities completed in Somali, Afar, Harari, Benishangul-Gumuz, and Gambella
- Awaiting validation from the Regions
- Program design for Somali region complete
- Program design to be completed in 2013 E.C.

Illustrative Project(s):

- Lowland Wheat Production

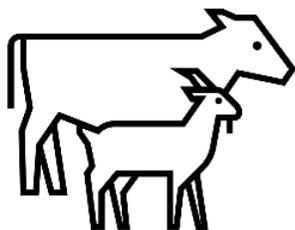
10-Year Strategy – Key Focus Areas

In addition, ATI will focus on livestock commodities in Oromia, Amhara, SNNP, and Tigray

Focus Area: Livestock in Oromia, Amhara, SNNP, and Tigray



Regions of focus: Oromia, Amhara, SNNP, and Tigray



Commodity groups: Livestock (red meat, cattle, sheep, goat, dairy, apiculture, and poultry)

Objectives:

- Increase commercialization of smallholders and pastoralist livestock owners through a geographical clustering approach
- Focus on key value chain interventions to increase production volumes and farmer income

Status as at 1 December 2013 E.C.:

- Prioritized commodities and products identified
- Key areas of supply and regional routes-to-market identified
- Identification of specific clusters in each region commenced
- Program design started

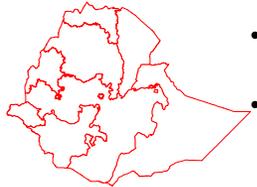
Illustrative Project(s):

- Livestock Feed
- Livestock Health and Genetic Improvement

ATI's 10-Year Plan – Key Focus Areas

As such, whilst sharpening its focus, ATI will work on crop and livestock commodities across the country

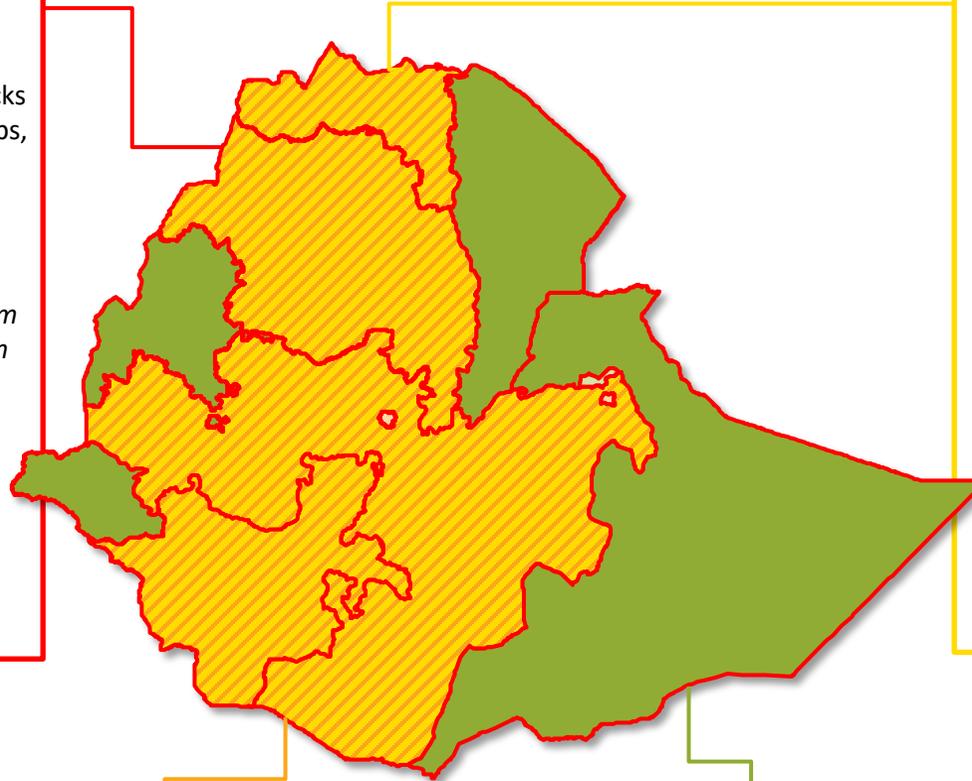
Agricultural Transformation Agenda (TADs) / Systemic Interventions Program



- **Program type:** Systemic bottlenecks
- **Commodities:** Crops, Livestock

• ATI-implemented projects:

- Agriculture Investment Mapping
- National Market Information System
- Plant Breeders' Rights Proclamation
- Enabling next generation agricultural researchers
- RUSACCO Capacity Building
- Input Voucher System
- CropIn
- Remote Sensing
- Agricultural Credit & Insurance (Pipeline)



Crop ACC geographic program



- **Program type:** Geographic Program
- **Commodities:** Crops

• ATI-implemented projects:

- Cooperative Based Seed Production
- Agricultural One Stop Shop
- Mechanization Service Centre Pilot
- FPC Crop
- FPC Horticulture
- Agrihub
- Direct Seed Marketing
- ISGWID
- Agricultural Trade & Investment Promotion
- Soil Health and Fertility Management

Livestock in Oromia, Amhara, SNNP, and Tigray



- **Program type:** Geographic Program
- **Commodities:** Livestock
- **ATI-implemented projects:**
 - Livestock Feed (New)
 - Livestock Breed (New)

Crop and Livestock in the ATI scale-up regions



- **Program type:** Geographic Program
- **Commodities:** Crops, Livestock
- **ATI-implemented projects:**
 - Lowland Wheat Production

Way Forward

- Economic diversification and structural transformation based on agriculture in Ethiopia requires collaboration and support of MoI and shall
 - Encourage the Agro-processing investment to focus on vertical and horizontal integration strategy
 - Encourage JV business in order to transfer knowledge, management and technologies
 - Close linkages and coordination among federal and regional stakeholders. Avoid silo operations
 - Review the industry eco-system and support ease of doing manufacturing businesses
 - Access to finance
 - Promote local product consumptions

Thank you



Innovations to help our country grow