



ACTIVITY REPORT

Highlights of the year

2024



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OUR ACTION



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*Farmer Organizations

**We stand firmly
alongside farmers.
We listen to them and
respect their choices.**

We are witnessing with concern that the world and societies are undergoing rapid and profound upheavals.

There are more wars, with devastating consequences on populations. International institutions struggle to maintain the world order. The rise of extremism and populism is accelerating with the use of social media as a propaganda tool. Migration is having more weight on the public debate, leading to a growing tendency of people to cling to their idea of cultural identity.

And the list would be even longer, if we would add climate change and other natural or man-made disasters...

But in this world, we can choose not to succumb to fatalism and act.



Jean-François Isambert, President of Fert



Anne Panel, Director of Fert

Fert, with the support of its partners, in particular Unigrains and AFD, has made this choice. By staying faithful to our values rooted in the rural world, which are pragmatism and cooperation, we stand firmly alongside farmers. We listen to them and respect their choices. We support them in developing their farms and their organizations. In doing so, we naturally and simply contribute to building real social networks between farmers, whether they are women and men, young and old, or technicians and lead farmers.

This report sheds light on our approach and key achievements in 2024. It highlights significant impacts for 59,000 farmers and their families across 9 countries in Africa and Central Europe.

We extend our sincere gratitude to our technical and financial partners who support us and share the conviction that proximity and long-term commitment are the hallmarks of effective agricultural development.



1981

CREATION OF THE ASSOCIATION FERT

VALUES FROM THE FARMING WORLD

Mutualism

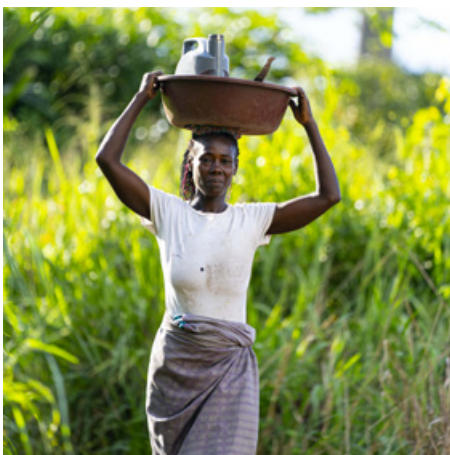
Solidarity

Cooperation

Equality between
women and men

History

Fert originated from French cereal organizations and is supported by Unigrains. It mobilizes the know-how and experience of French farmers' organizations and has enjoyed the support of cereal farmers' organizations for the past 40 years.



An agri-agency

As a member of the international alliance AgriCord, Fert is sharing with 12 other agricultural agencies across 5 continents knowledge, resources, and methodologies to work more effectively towards a resilient and sustainable family farming that is also attractive to future generations.



Our mission

Fert is working alongside farmers who are organising themselves to solve common challenges. Our work aims at improving their living and working conditions and the sustainability of their organisations. While taking into account the socio-economic context of every country, Fert also respects farmers' autonomy.



FERT'S AREAS OF SUPPORT

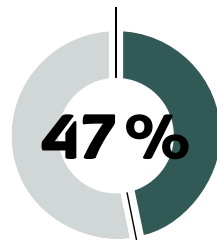
2024

Our approach

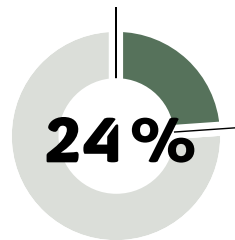
The farmer is at the heart of our action. Active listening and the ability to facilitate thinking and discussions are the pillars of Fert's approach, which is grounded in close support and exchanges between peers. The objective is to build a relationship of trust with farmers, enabling them to express their challenges and co-create sustainable solutions - with an emphasis on continuity and long-term impact.



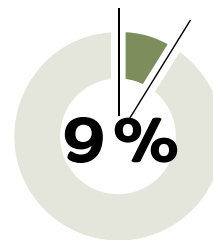
SUMMARY



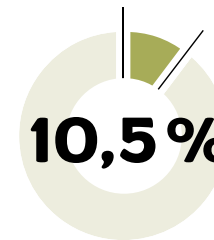
Technical
services



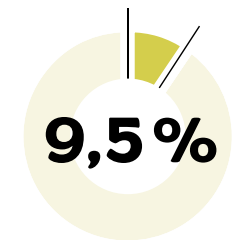
Economic
services



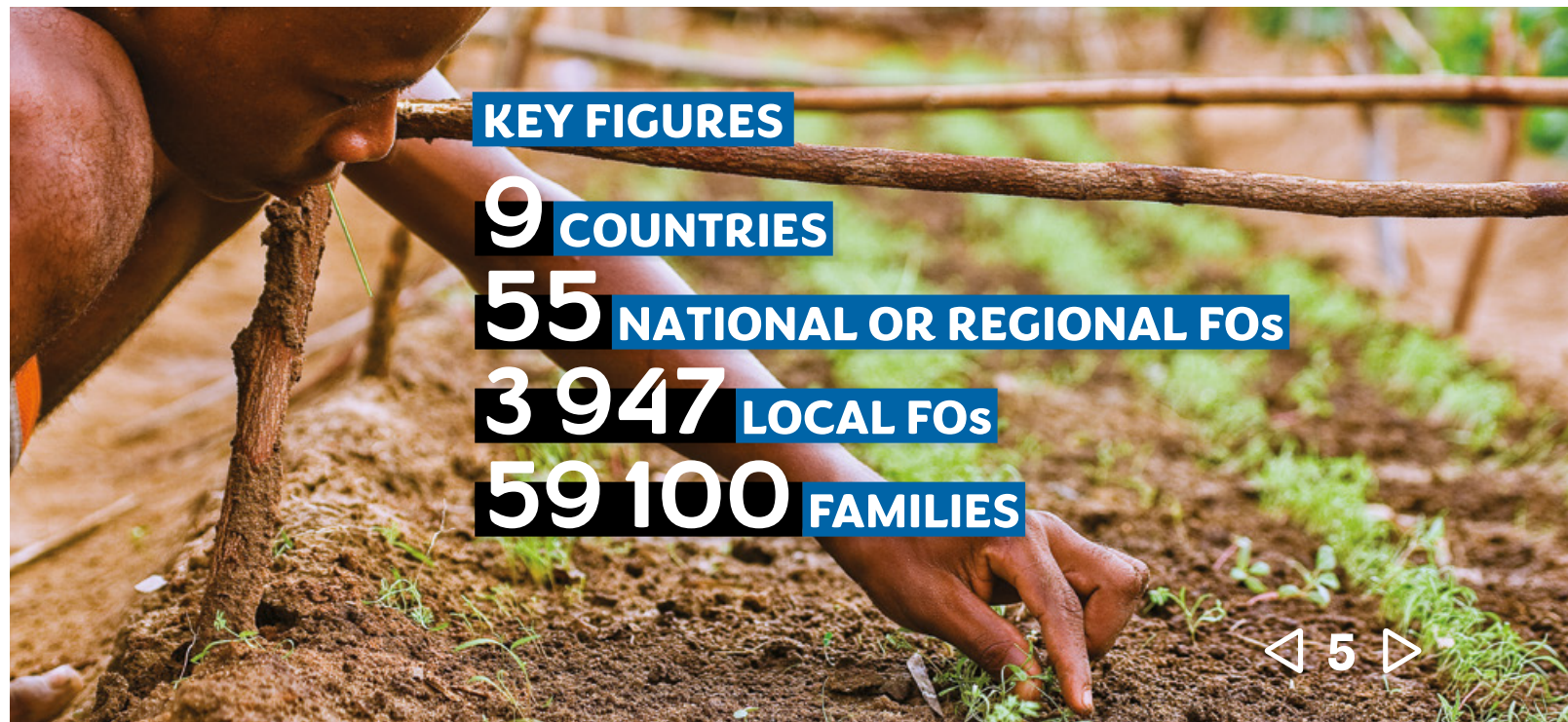
Trade union
functions



Organization
and strategies



Training and
professional
integration of
young people



KEY FIGURES

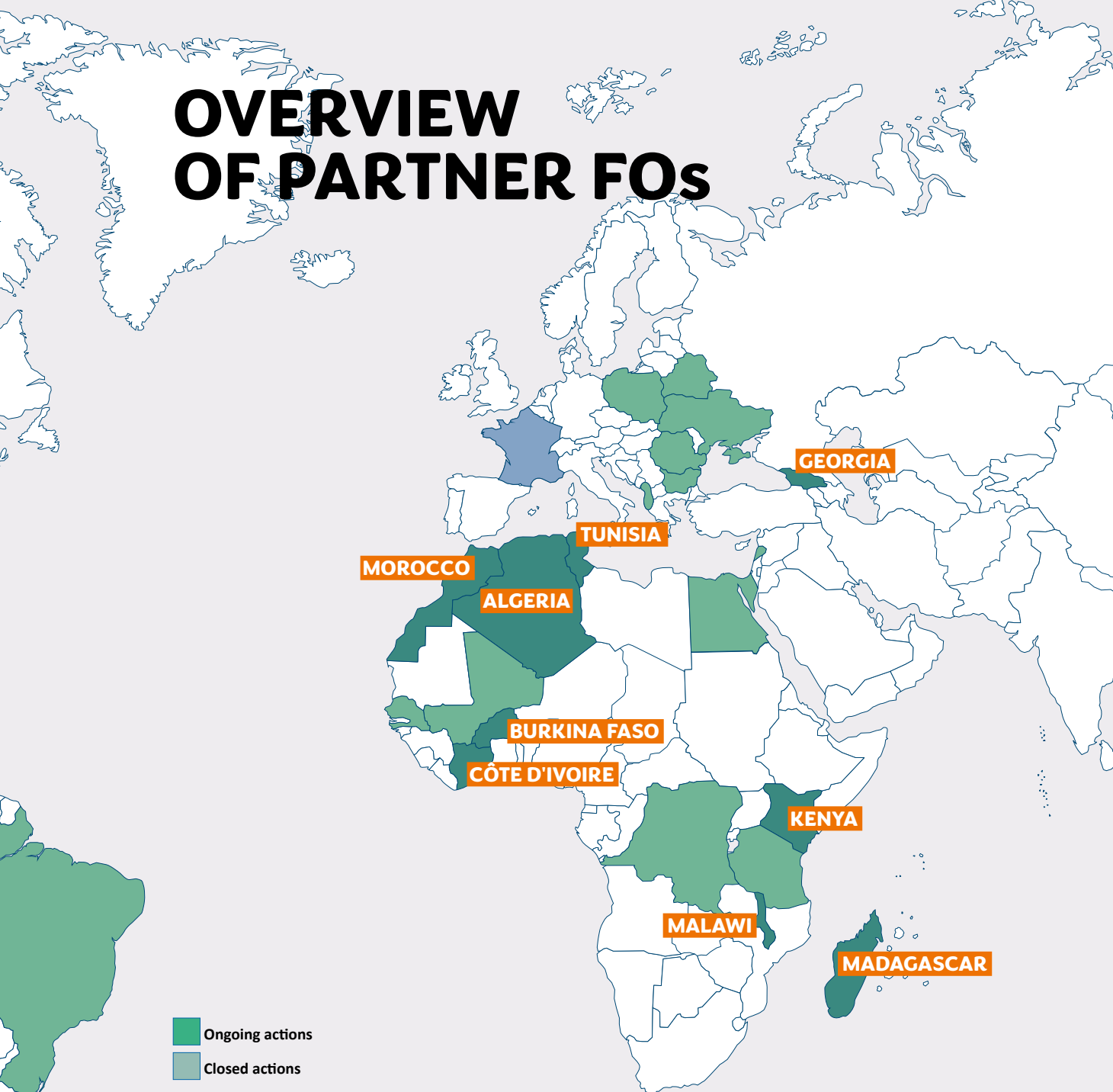
9 COUNTRIES

55 NATIONAL OR REGIONAL FOs

3 947 LOCAL FOs

59 100 FAMILIES

OVERVIEW OF PARTNER FOs



ALGERIA

- ↻ Anap

BURKINA FASO

- ↻ Pissila and Ziga cooperatives
- ↻ Regional Union of Women Cowpea Farmers of the Centre Region
- ↻ Agricultural Cooperative of Passoré
- ↻ UPCOM Bam
- ↻ Vegetable cooperatives of the Central Region

CÔTE D'IVOIRE

- ↻ CFAR des Savanes
- ↻ Urmag
- ↻ Ufacoci
- ↻ Farmers' Organisations from Poro and Bagoué
- ↻ Agneby-Tiassa producers' groups

GEORGIA

- ↻ Ertoba
- ↻ GBDC AO
- ↻ Samtskhe-Javakheti beekeeper and potato-grower groups

KENYA

- ↻ CGA

MADAGASCAR

- ↻ Fifata and its 12 regional FOs
- ↻ Cap Malagasy
- ↻ Ceffel
- ↻ Fekama
- ↻ Formagri

MALAWI

- ↻ Cooperatives and producers' groups of Mzimba North

MOROCCO

- ↻ Cooperatives and producers' groups in Taza
- ↻ Cooperatives and producers' groups in Taounate

TUNISIA

- ↻ GDAEBN
- ↻ SMSA Amal
- ↻ Farmers' groups in Sousse and Monastir

FAMILY FARMING AROUND THE WORLD



On 21st March 2024, midway through the United Nations Decade for Family Farming (2019 – 2028) which aims at promoting family farming so that it is at the heart of national policies and investments – the 8th World Conference on Family Farming concluded with a declaration recognising the vital role of family farming in ensuring the sustainability of our planet.

Family farming offers a unique opportunity to ensure food security, improve livelihoods, manage better natural resources, protect the environment, and achieve sustainable development, particularly in rural areas.

For many countries, especially in Africa, transitioning towards more productive and attractive family farming is the best response to population growth and the inability of cities and other economic sectors to absorb an ever-growing youth population in search of decent work.

Supporting these farmers means helping them adopt or scale up innovative technical solutions,

building on their knowledge and experience. The goal is to move them from a situation of vulnerability and food insecurity towards more secure and consistent production, with reduced dependence on external inputs, while improving the efficiency and economic viability of their farms.

This involves supporting farmer' organisations so that they can provide different services to their members, facilitate their access to markets, and empower their representatives to enable them to participate in the shaping of agricultural development policies.



90 %
of the world's
608 millions
farms are family-run

80 %
of the world's food in
value is produced by
family farms

30 %
of the global workforce
is employed in family
farming

IMPACT OF FERT'S ACTIONS

CONCRETE RESULTS FOR FARMERS AND THEIR ORGANISATIONS

To measure the real impact of its work, Fert uses a range of tools, including quantitative indicators, evaluations, impact studies, cost-benefit analyses and capitalisation.

In 2024, in partnership with the Institut Agro Montpellier, Fert completed a study on the effects and impact of its work in four countries (Burkina Faso, Côte d'Ivoire, Kenya, Madagascar) over the past nine years.

This study provides valuable insight into ongoing dynamics of change. It reveals significant transformations within family farms across diverse contexts. The key findings are available online.

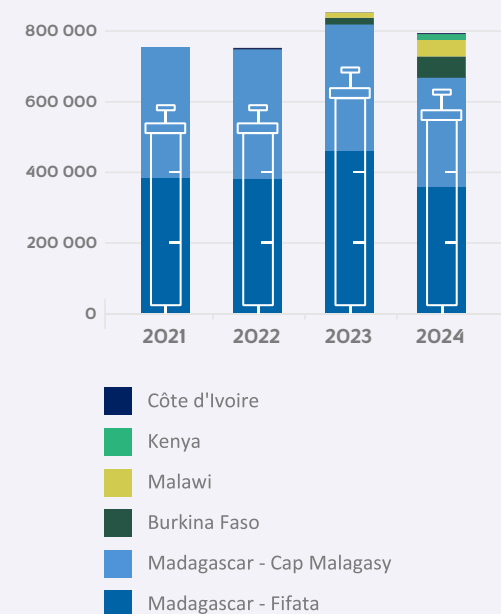
Tangible results for farmers

Fert's action contributes to improve agricultural practices, leading to better results in terms of production. These gains translate into higher incomes, which not only allow for

greater investment in agricultural and non-agricultural activities, but also allow for improved living conditions of families: improved food security, increased access to healthcare, and education for children, improved housing or the acquisition of means of transport. In situations where these positive effects are fully observed, these progresses strengthen the autonomy of farms, makes farming activities more attractive and ease the integration of youth and women. These advances help break the vicious circle of poverty and agricultural decapitalisation.

An easier access to quality agricultural inputs

In sub-Saharan Africa, more than 800,000 doses of vaccine have been administered to chickens in 2024 thanks to 1460 trained lead farmers working closely with farmers, thus reducing disease-related losses by sixfold.



In Madagascar, more than 2,000 farmers now have access to healthy potato seedlings, with yields multiplied by 3.5 fold (from 7 t/ha to 25 t/ha).

Increasing agricultural yields



In Morocco, recently established almond orchards achieved in 2024 an average yield of 5.8 kg of shelled almonds per tree, compared to 3.5 kg in 2022.

In Georgia, dairy productivity per cow increased by+ 50% in 5 years reaching 1725 liters/year.



Increased wealth creation and enhanced investment capacity

In Madagascar, within 6 years of graduating from an agricultural vocational school, a young farmer generated over €3,900 in wealth, representing a full return on Investment on the cost of his training and follow-up support provided.



38 % of these young people invested in solar panels

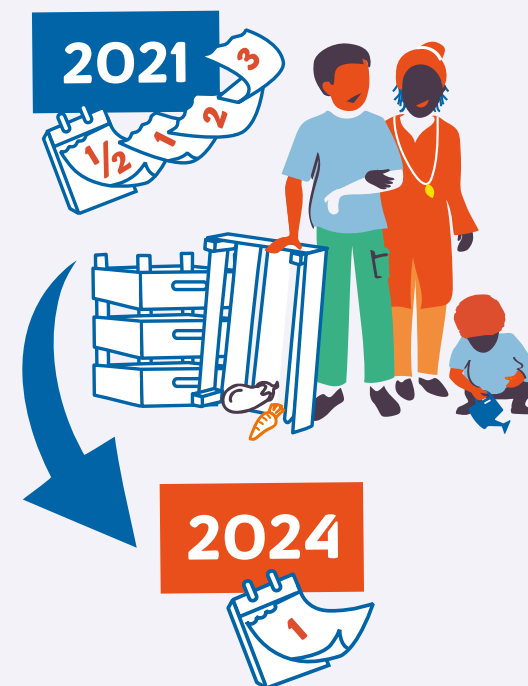
22 % purchased draft oxen

17 % purchased a rice field

In Côte d'Ivoire, Urmag members marketed almost 2,100 tons of vegetables in 2024, including 300 tons made possible through business connections facilitated by Urmag, generating a turnover of €130,000.

Improved living conditions

In the Analamanga region of Madagascar, the lean season – during which households lack food – has decreased from 3.5 months per year to 1 month per year between 2021 and 2024.



OUR ACTION





**Supporting the
improvement of
farming practices
and increase in
production**



Malawi

48 681

vaccines administered by 14 lead farmers

32 239

chickens protected against Newcastle disease

1 876

farmers saw improvements in their food supply and income



FARMERS IN THE DISTRICT OF MZIMBA NORTH

In 2024, 14 lead farmers identified by the members of Fert's partner FOs were trained and accompanied to set up an animal health service. Their first activities focused on vaccinating poultry against Newcastle disease, which was decimating flocks. They now also include the prevention and treatment of other common diseases affecting chickens through advice and sale of dewormers and antibiotics.



In 2024, I was chosen by my cooperative and trained to become an animal husbandry lead farmer. Since the training, I have administered 5,400 doses of vaccines to 3,580 chickens owned by 135 farmers. During the second vaccination campaign, thanks to the advice of the technicians, I started recording my expenses and income in order to calculate my profits: I made a profit of 220,000 MWK (120 €), which I used to buy five bags of maize for my household and 70 kg of fertilizer to boost my maize production." - Fungai Chiumia, animal husbandry lead farmer and member of the Jandalala cooperative.

Fungai Chiumia, animal husbandry lead farmer and member of the Jandalala cooperative.

Tunisia

12 %

increase in the number
of sheep evaluated

7 %

increase in the average
weight of lambs
measured at 30 days

5 %

increase in prolificacy

49

farms benefiting from
advisory services,
including 18 in genetics



AGRICULTURAL DEVELOPMENT GROUP OF SHEEP FARMERS IN THE NORTH (GDAEBN)

In 2024, the first genetic evaluations of Black Thibar and Sicilo-Sardinian sheep carried out by the GDAEBN, Fert, and CDEO64 were presented to farmers. On the basis of these data, farmers

organized culling, renewal, and breeding in their flocks. This good flock management, combined with favourable climatic conditions for grazing, led to an improvement in zootechnical indicators of the farms.



Thanks to the data, we manage things better, we are no longer disorganized, and our management is no longer random. In addition, seeing that we have common problems, we are trying to move forward together; for example, we can work on the decline in growth that occurs when lambs are weaned.

Abdelkrim Ben Youssef, farmer and chairman of the GDAEBN.



Burkina Faso

1 000

producteurs farmers
supported by
36 relay farmers

180

tons of compost
produced by FOs

15

hectares improved
with fertilizer plants

COWPEA AND VEGETABLE FARMING FOs

Relay farmers lead training sessions on the production of organic inputs and crop rotation using visual training aids. They support farmers who wish to set up compost pits and in the use of fertilizer plants by providing seeds

and advice. They do experiments with different nutrition sources (inorganic and organic) on trial plots, and also try the use of annual fertilizer plants, most often in intercropping or along plot borders.



“ Last season, I didn't manage to fill one of my granaries. This year, thanks to the use of improved compost and fertilizer plants, I was able to fill two granaries.

Ouedraogo Pegdwendé
Boureima, farmer and member
of the Pilimpikou SCOOP.



VEGETABLE
FARMING

Kenya

121

relay farmers

62

operational nurseries
producing 28,900 trees

84 %

of supported farmers
have adopted
agroecological practices

55 %

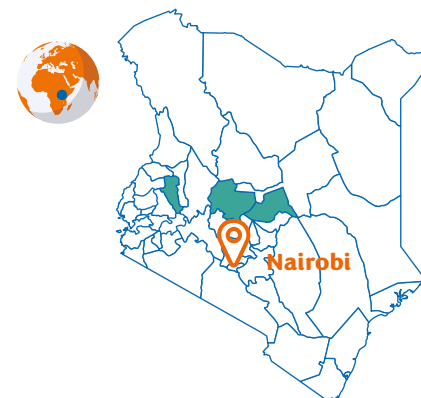
of supported farmers
have adopted Tithonia
as a fertilizer



CEREAL GROWERS ASSOCIATION (CGA)

Continuing the agroecological approach initiated in 2021 with CGA members, Fert facilitated experience sharing from Ceffel and Cap Malagasy: two specialized FOs within the Fifata Group in Madagascar, through a peer-to-peer exchange visit in Kenya involving two technicians. Thanks to the new practices learned (accelerated compost, biochar and

vegetable seed production), CGA members can now consider scaling up their agroecological vegetable production to improve their families' nutrition and increase their incomes.





Supporting
farmers in
adding **value**
to their **products**



Georgia

46 %

increase in dairy productivity between 2019 and 2024

70 %

of supported farmers process milk into cheese on their farms

In the **30** farms involved, tenili production is primarily produced by women

SUMMARY



ERTOBA

Tenili is a traditional cheese from the Samtskhe region. It is made from fine strands dipped in cream and pressed in clay pots. Approximately 30 farms want to revive its production. Supported by Fert and GBDC, this group worked in 2024 on a common definition of the manufacturing process, on improving milk production and on an economic viability assessment. To protect this skill, specifications are being drafted with the aim to secure institutional recognition.



Since **2022**, Fromi, a premium cheese trading company, has been contributing financially to Fert's work in Georgia by €0.25 per kg of Xavier David brand cheese sold.



I love it when consumers give me positive feedback; it encourages me to keep working hard to produce high-quality, wholesome cheese. I'm no longer afraid to sell at a higher price because I am confident in the quality of my products.

Nora Melikidze, Livestock farmer, member of Ertoba.

Côte d'Ivoire

250

farmers benefit
directly from
Urmag's

16

marketing
representatives

2 100

tons of vegetables
sold



URMAG

Marketing support services (including joint transport, rental of crates or purchase of cardboard boxes, etc.) are growing across both grassroots FOs and Urmag, a union of 16 vegetable farming cooperatives, thanks to the system of sharing information on prices and market opportunities, in particular. Strengthening the

network of marketing representatives is an invaluable asset to facilitate information exchange and the organization of joint sales. In addition to fetching better prices, sourcing buyers via Urmag enables farmers to benefit from a relationship of trust with traders looking for a reliable and regular supply.



Urmag's marketing service has opened our eyes. We are able to negotiate prices with buyers because we receive information from different markets. The price calendar and crop calendar also enable us to choose the best planting periods to get the best prices. Now, I earn a better living.

Jérôme Kouassi Konan, vegetable farmer with the Yatifenou FO.



VEGETABLE
FARMING



ARBORICULTURE

Madagascar

15

pilot sites providing
technical and
economic advice in
5 regions

1 514

farmers receiving
personalized
information on market
prices

SUMMARY

CEFFEL

In 2024, Ceffel set up 15 pilot sites offering multiple economic services (crop calendars, market price information boards, technico-economic analysis, etc.) to support farmers in making informed decisions regarding the sale of their products. 20 years after its creation by Fifata and Fert, Ceffel is now recognized as a leading advisory, research and training



organization for fruit and vegetable production, in Madagascar and the Indian Ocean region.



Before, due to a lack of information, I used to sell my products at the local market. Since September 2023, thanks to the information on market price provided by Ceffel, I choose the most profitable markets around the capital city. I have increased my income, I have been able to pay my children's school fees without difficulty, and even buy furniture that only civil servants can afford.

Marie-Ange Rasoamanarivo,
relay farmer and vice-president
of the H-2-FA FO.



**Helping
producers
organize
themselves**

17
relay farmers

40
compost production
services

Morocco



We officially established the cooperative in 2024, but we still need to organize it: what services to provide? To whom? How? We need to learn how to make decisions together, inform and consult farmers in the area, so that the cooperative is in everyone's best interests.

Youssef El Houz, agriculteur, farmer, relay farmer and member of the Iloukah cooperative.

ALMOND COOPERATIVES AND FARMER GROUPS IN TAZA

The local activities carried out by Fert since 2021 with almond producers in Taza were rooted in exchange groups. They also facilitated the operation and management of the relay farmer network. Building on this foundation, the farmers formed a service cooperative. At their request, Fert supported the development of advisory services,



Rabat



provision of services (like pruning, compost, etc.) and input supply, as well as their management by the cooperative.



fert maroc
فرت المغرب

On 11 march 2024, the constitutive General Assembly of the Fert Maroc association was held. The creation of a locally registered association means simpler operational procedures and will enable Fert to expand its activities to other areas in the country and ensure its long-term viability.



Madagascar

12

regional FOs and
6 specialized FOs

369 000

farms benefit from
Fifata Group services

€ 1,1 MILLIONS

million of additional
product value generated
each year by farmers
using the animal
vaccination service

3 200

farmers from 12 regions
attended the
35th anniversary
celebrations

FIFATA

The first actions of the Fert Madagascar association started back at the end of 1985 in the Middle Mania region. Starting with activities in rural communities in the central highlands, farmers created a small farmers' organization in 1989 called Fifata: "Fikambanana Fampivoarana ny Tantsaha" or "Association for the Progress of Farmers".

35 years later, Fifata brings together 369,000 families across nearly all regions of the island and, with the support of Fert and other partners, has developed agricultural services ranging from access to credit to the structuration of the potato seed supply chain, including land tenure services, agricultural training, advice, research and innovation, and product marketing.



During the 35th anniversary, I was particularly pleased to meet several thousands of Malagasy farmers and discover their dynamism and desire to share with each other. All these actions are bearing fruits, we must continue to support them!

Eric Thirouin, President of Unigrains.



SUMMARY



A capitalization documenting **35 years of partnership** between **Fert and Fifata in Madagascar** was conducted by Institut Agro Montpellier, in close collaboration with Fert and its Malagasy partners, under the multi-country program TransFert (2015–2023) with financial support from the French Development Agency (Agence française de développement, AFD).

A look back in pictures: Fert, alongside with three of its long-standing partners, Unigrains, Cneap and AgriCord, sent 14 people to participate in Fifata's 35th anniversary celebrations in Antsirabe on 25, 26 and 27 September 2024.



The analysis of the outcomes and impact highlights the transformative capacity of the accompaniment approach mobilized by Fert. This way of bringing support can lead to profound changes in the living conditions of family farms, in how farming is perceived as a profession and in the ability of family farms to organize themselves and face future challenges."

Betty Wampfler, Lecturer and researcher at the Institut Agro-Montpellier.



**Supporting
young farmers
through training
and professional
integration**

73

students in vocational training in 2024-2025

116

young people have graduated from CFAR since its creation

98

young people trained and settled or in the process of professional integration



Us, we have finished the training at the CFAR, but there are people behind us. I am involved in the association to ensure that the CFAR continues and benefits other young people.

Gnoh Sara Kone, 20-year-old young farmer, former CFAR student from the second promotion, secretary of the Tefalidjanwi association.



CFAR DES SAVANES

The Tefalidjanwi association ("good farmer" in Senufo), created in February 2024 to manage the CFAR, brings together farmer leaders, former students, parents of students, representatives of local authorities, the Louis Dreyfus Foundation and Fert. In 2024, board meetings enabled the association's role to be defined, activities to be monitored, a disciplinary committee to be set



up and organize the admission of young people for the 6th promotion 2024-2025.

A support mission by the Pedagogy manager of Fekama, a federation of six agricultural vocational schools in Madagascar, has helped to strengthen the teaching team's capacities by improving the complementarity between classroom theory and practical work on the farm.



This mission in Côte d'Ivoire, to support the CFAR des Savanes and participate in a seminar on gender organized by the international FAR network in Abidjan was very enriching. It showed me that while we have made significant progress in supporting female trainees in our vocational schools, we still need to advance further by working together with the youth and the teachers.

Rovamala, Pedagogy Manager, Fekama.



Madagascar

6 %

dropout rate during the
2023-2024 school year

365 teenagers

of which **28%** girls, are
in vocational training at the
start of the 2024 school year

206

young people trained
through short courses
during the 2023-2024 school
year

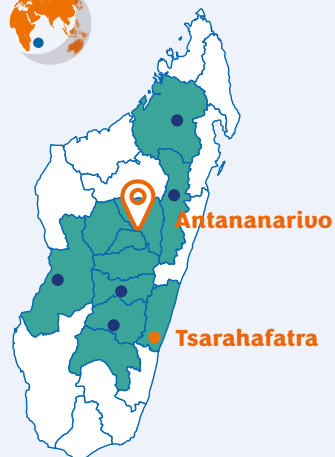
FEKAMA

In 2024, all crop production and
general education teachers improved
their skills, particularly through the
introduction of new teaching aids
created by Fekama and a closer
accompaniment of the pedagogical
farms from Ceffel.



On 6th January 2025, in south-eastern Madagascar, 15 km from Mananjary, the Tsarahafatra agricultural vocational school opened its doors and welcomed its first promotion of 30 young students.

Its creation, requested in 2018 by Fagnimbogna, a Fifata member FO in the Vatovavy and Fitovinany regions, required several steps to be made, including the identification of a site and its provision by the Malagasy government in 2023. In 2024, all the stakeholders: Fert, Fifata, Fagnimbogna and Fekama, carried out preliminary studies for the construction, facilitated the establishment of a temporary committee, selected a contractor and construction companies, launched the first phase of construction, recruited a teaching team of 4 people and organized activities to recruit the first promotion.



I am very happy to be studying in this school because I am learning innovative farming practices that will improve the standard of living of those around me.

Emilienne Raharisoa, student at the Tsarahafatra vocational school.



The Tsarahafatra vocational school was created to answer the request of the regional farmers' organization to provide training for their children to become professionals in agriculture and livestock farming.

Lalaina Louis Renaud Herimantsoa, director of the Tsarahafatra vocational school.



INTERTIONAL ALLIANCES AND COLLECTIVES



FERT IS AN ACTIVE MEMBER OF VARIOUS FRENCH COLLECTIVES OF NON-PROFIT ORGANIZATIONS



French agricultural farmer organizations



For over 40 years, Fert has benefited from the support of cereal farmer organizations, particularly Unigrains.

Depending on the needs identified in the countries where it operates, Fert mobilizes technicians and farmer leaders from farmer organizations, with an approach of promoting peer-to-peer exchange. Creating bonds between the French agricultural sector and farmers in developing and emerging countries, Fert facilitates these encounters in the spirit of active solidarity, fostering mutual growth.

AgriCord



Fert is a member of the AgriCord international alliance, which brings together 13 agri-agencies in 11 countries: Belgium, Brazil, Canada, Finland, France, Germany, the Netherlands, the Philippines, Senegal, Spain, and Sweden. Supported by farmer organizations in their country, agri-agencies provide support to FOs and thereby contribute to agricultural development in Africa, Asia, Latin America, and Central Europe.

Institut Agro

Fert is a Board member of Institut Agro's Pôle Tropiques et Méditerranée. The two organizations also work together on three topics: developing methodologies designed for field work; guiding Fert's partner FOs in their strategic decision-making and their development of agricultural services; and further improving training engineering for agricultural development actors in Master's courses.



Societe Generale Foundation Testimony



The ambition of the Societe Generale Corporate Foundation as a patron is to help our partners grow their projects and their positive impact on society. This is primarily achieved through support in education, culture and environment protection, three areas that are essential to societal life. In the field of education, we particularly support the education of young people to give them the tools they need to understand and shape the world around them.

Our first support to Fert started in 2020 and was part of the development of the Foundation's Africa Program.

Since then, we have been supporting the agricultural education project for girls and boys aged 14 to 18 in Madagascar, across 5 agricultural vocational schools distributed throughout the country. In addition, we connected Fert with our local subsidiary, which signed a partnership agreement for the construction of the 6th Fekama agricultural vocational school.

Within the Foundation, we prioritize long-term projects that have a real impact on beneficiaries. This training project offers a 3 year course with 2 years in boarding school followed by a 1 year internship, and thus fully meets these criteria.



In addition to theoretical training and the practical aspect of the curriculum, the young participants benefit from modules in economic management of farm operations, as well as modules on civic education, hygiene, nutrition, and more.

Finally, during the training, the young people develop their professional project. Once approved, they are supported for two years after completing the course as they integrate professionally.

Beyond Fert's work with farmers in developing and emerging countries, its education programs not only contribute to an overall improvement in the population's living conditions, but also fosters the emergence of a community of young leaders who are drivers of progress in their regions.

Aurélie Robin
Head of Philanthropy
Societe Generale Corporate Foundation



TECHNICAL AND FINANCIAL PARTNERS



IN EUROPE

- Action solidarité Madagascar - Groupama
- Adapi
- Addax & Oryx Foundation
- AFD
- Afdi
- Agir Loire Océan
- AGPB
- AGPM
- AgriCord
- Agrisud
- Arvalis
- Authentic Products
- BTPL
- CDEO64
- CFSI
- Chambre d'agriculture 13
- CHD
- Cirad
- Club Demeter
- Cneap
- Coordination SUD
- European Union
- F3E
- Fermes de Figeac
- Fida
- FN3PT
- Fondation Avril
- Fondation de France
- Fromi
- GIZ
- IECD
- IFAD
- Ifo
- Ifocap
- Institut Agro
- Intercéréales
- Inter réseaux
- Iram

- Kameos
- L'Appel
- La Guilde
- Louis Dreyfus Foundation
- MEAE (French Ministry of European and Foreign Affairs)
- Région Île-de-France
- Renewable Synergy Endowment Fund
- Réseau international FAR
- Terre Nourricière
- Tero
- Un enfant par la main
- Un filleul pour Madagascar
- Unigrains
- Zebunet

IN THE COUNTRIES WHERE WE WORK

Algeria

- Carsa
- Coopérative de Souk Ahras
- Umnagri
- Universities and technical institutes

Burkina Faso

- AFD – Ouagadougou Field Office
- ADS Burkina
- Agrinovia
- Apaf
- Aprossa - Afrique Verte Burkina
- Beo-Neere
- BUNASOL
- CNSF
- Centre Region Regional Council
- Cpavi / CPAMAP

- DPAAH / DRAAH
- French Embassy
- Grad
- Inera
- Papea
- SEPB

Côte d'Ivoire

- AFD – Abidjan Field Office
- Africa Rice
- Agnéby Veterinary Clinic
- Bouaké CNRA
- Fair Match Support
- Fédération nationale des éleveurs de petits ruminants
- French Embassy
- Green Agro Valley
- IFERA Yamoussoukro
- Inades Formation
- Ivoire Coton
- Louis Dreyfus Company (LDC)
- LIDEA
- Socimaa
- UPGC

Georgia

- AFD – South Caucasus Field Office
- Akhaltsikhe University
- Elkana
- French Embassy
- Georgian Beekeepers Union
- GESIP (Georgian-Swiss Intellectual Property Project)

- Opizari vocational school
- Rural Advisory Services
- SQIL / Land O'Lakes Program (USDA)

Kenya

- AFAFI Centre Programme (EU)
- AFD – Nairobi Field Office
- French Embassy
- Kalro
- Louis Dreyfus Company (LDC)
- MALF
- Pafid

Madagascar

- AFD – Antananarivo Field Office
- Agha khan
- Apdra
- Association Miray
- Cecam
- Cnaf
- CNFAR
- DINAAMICC Project (EU/CIRAD)
- French Embassy
- FDA
- Fifamanor
- Fofifa
- GSDM
- Imvavet
- Le Relais
- MED
- METFP
- Minae
- ORN Analamanga, Itasy and Vakinankaratra
- REAP AAOI



- Réseau Far Mada
- Réseau SOA
- SIF
- Societe Generale Madagasikara
- UNMFR

Malawi

- Congoma
- Fert Walima
- Inter Aide
- Ministry of Agriculture
- Ngora

Morocco

- AFD – Rabat Field Office
- Cercam
- DPA Taza
- Fert Maroc

- Fondation Haut Atlas
- French Embassy
- IECD Maroc
- Marocapres
- OCP - Al Moutmir
- Onca
- ORMVA Tafilalet

Tunisia

- AFD – Tunis Field Office
- Ager
- CTPTA
- French Embassy
- INAT
- INRAT
- OEP
- Solidarité Laïque Tunisie

GOVERNANCE 2024

FERT'S BOARD OF DIRECTORS, CHAIRED BY JEAN-FRANÇOIS ISAMBERT, DETERMINES THE STRATEGIC DIRECTION AND OVERSEES THE MANAGEMENT OF THE AGRI-AGENCY.



Jean-François Isambert
President



Guillaume Dherissard
Secretary-Treasurer



Denis Castaing



Paul-Henri Doublier



Philippe Heusele



Martial Marguet



Pascale Ract



Jean-François Tambourin



Éric Thirouin



Bertrand Venet



Anne-Claire Vial

OPERATIONAL STRATEGY

At the beginning of the 1980s, the Céréalières de France group entrusted Fert with the mission of cooperating with farmers in developing countries who were seeking to organize themselves to become actors of their own development process. It was the conviction of Céréalières de France that, whatever the country or level of development, farmers are first and foremost entrepreneurs responsible for their decisions, and that they can overcome certain challenges only through organizations they have created themselves.

In accordance with the initial spirit of Fert, the Board of Directors reasserted in 2013 that Fert's mission is to support farmers who are seeking to organize themselves to solve difficulties they may face. Fert's role is to search for solutions along with them and to support them in implementing those solutions. When making its strategic and operational decisions, Fert's decisive criterion is farmers' expression of needs that can call for support from the French agricultural sector. The effectiveness of Fert's action is measured by the results reached in developing and strengthening farmer organizations.

With this in mind, the Board of Directors has set the following orientations for the coming years:

Regarding Fert's partners in developing countries

Decisions to develop a new action or to start an action in a new country are made with the aim of supporting farmer organizations, be they already existing or yet to be created.

Fert is attentive to the needs raised by farmers themselves (e.g., supply of inputs, technical improvements, training, advisory, credit, marketing, etc.). Fert accompanies the evolution of these needs, for example towards marketing and product quality issues. Accordingly, Fert refrains from responding to requests from countries or donors that position it as an "operator" working in an approach that does not give priority to supporting farmer organizations according to farmers' own expression of their needs.

When, in the frame of its intervention, Fert is led to support local development actions or public financing structures in the rural sector, it does so in collaboration and with the support of local farmer organizations.

Fert will focus its actions in Africa, mainly in the Mediterranean area, sub-Saharan Africa and Madagascar.

Fert will be open to activities carried out in other regions, especially if there is an opportunity for partnership with French farmer organizations or companies.

Regarding the French agricultural sector

Fert's origin, raison d'être, as well as its means of autonomy lie within the Céréalières de France group.

Fert's approach is based on the values, experience and know-how of the French agricultural sector: mutual aid, solidarity and cooperation. Fert mobilizes the know-how and experience acquired within French farmer organizations through current or former farmer leaders, employees and former employees. Synergies exist and will be further developed with Afdi, whose approach is complementary.

Fert is very attentive to companies' requests. Actions can be considered if the respective approaches of both the company and Fert match. In each case, Fert shall uphold farmers' interests by guaranteeing an ethical approach.

TEAM



FRANCE - HEADQUARTERS

Adeline, Amandine, Anne, Aurélie, Joseph, Juliette, Mélanie, Nioucha, Nivonirina, Riad.



BURKINA FASO

Agathe, Amed, Amidou, Fatimata, Ferdinand, François, Gérard, Habibatou, Hamadou, Haoua, Issa, Jessica, Jules, Khader, Mahamadi, Mashoude, Maxime, Oumarou, Placide, Romain, Victor, Zakaria.



CÔTE D'IVOIRE

Abdoulaye, Aka, Alphonse, Aly, Arnaud, Christophe, Damien, Fabrice, Faty, Francis, Gaspard, Idrissa, Jean-Michel, Katcheninfohoua, Malassé, Modeste, Porolo, Richard, Richard, Youssouf, Zakary.



KENYA

Nadège.



MOROCCO IN PARTNERSHIP WITH IECD MAROC

Asmae, Ismail, Mohamed, Mohammed, Youssef.



MADAGASCAR

Ando, Angeline, Ansnnny, Bernardin, Claude Edith, Daniel, Dieudonné, Dolice, Etienne, Faniry, Fano, Fleurette, Florence, Haja, Hanitra, Harifetra, Haritiana, Hélène, Henintsoa, Henintsoa, Heritiana, Irina, Jacky, Jakoba, Jean Bruno, Jean Charles, Jean Claude, Jean Louis, Jean Pierre, Jean Rolland, Jean Romuald, Jean Victor, Jérôme, Jocelyn, Jocelyn, Johny Faustin, Joseph, Judith, Julie Emma, Junia, Keneddy, Laingo, Lalaina, Lalao Célestine, Lydia, Maharavo, Mamy, Mamy, Mamy, Mamy Joseph, Manitra, Marie Anne, Marie Claire, Marie Urcille, Max Marcellin, Michel, Mirana, Narivelo, Nicolas, Noelson, Olivier, Onjatina, Patrick, Princy, Rado, Rindra, Robin, Rosario, Rova, Sandra, Séraphin, Sidony, Solange, Solofo, Solohery, Tahina, Tahina, Tanjonamalala, Thierry Marcel, Todier, Tojo, Toky, Tovo, Tsirivanona, Vahatriniaina, Vincent, Viviane, Voahangy, Vola, Willy, Zina, Zita, Zoely.



MALAWI IN PARTNERSHIP WITH FERT WALIMA

Alick, Ephraim, Kondwani, Marion, Mavuto, Racheal, Steven.



TUNISIA IN PARTNERSHIP WITH AGER

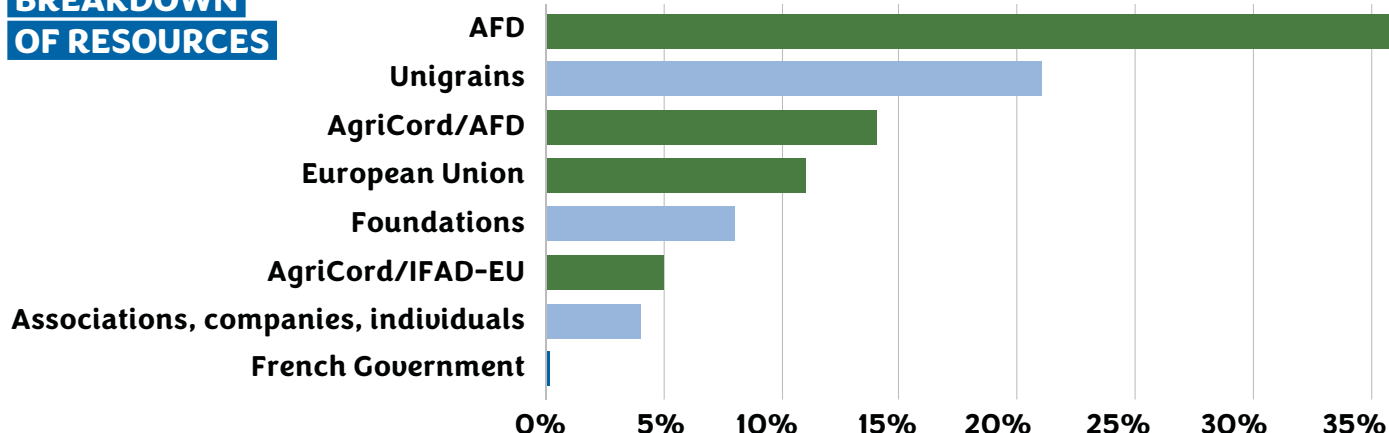
Amal, Margot, Marwa, Moemen.

165 staff members
across **8** countries



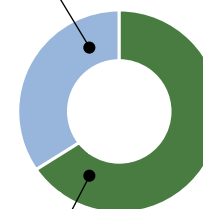
2024 FINANCIAL DATA

BREAKDOWN OF RESOURCES



34%
Private origin

66%
Public origin



STATEMENT OF ACTIVITIES

EXPENSES (€)	2024	2023
Purchases	7 137	7 658
External services	549 575	611 815
Taxes and duties	29 778	30 306
Head office and expatriate staff costs	972 623	910 304
Project expenses	3 545 150	3 468 325
Transfer to dedicated funds	763 456	586 049
Depreciation	3 045	6 412
Total operating expenses	5 870 764	5 620 869
Operating result	15 932	26 797
Financial expenses	97 422	126 535
Exceptional expenses		
TOTAL EXPENSES	5 968 186	5 747 404
NET RESULT	66 472	

INCOME (€)	2024	2023
Expense reimbursements	209	974
Services	19 569	24 481
Operating grants	3 822 998	4 781 654
Donations	1 404 609	107 310
Other operating income	55 730	16 763
Utilization of dedicated funds	583 581	716 484
Total operating income	5 886 696	5 647 666
Financial income	147 962	85 400
Exceptional income		
TOTAL INCOME	6 034 658	5 733 066
NET RESULT		14 337



BALANCE SHEET

ASSETS (€)	2024			2023
	Gross	Depreciation and provisions	Net	Net
Fixed assets	2 229 658	287 576	1 942 082	2 030 166
Current assets	7 116 925	0	7 116 925	4 477 489
Operating receivables	241 810		241 810	462 845
Prepaid expenses	23 530		23 530	22 114
Current accounts in subsidiaries	0		0	0
Marketable securities	1 000 000		1 000 000	1 000 000
Available funds	5 851 585		5 851 585	2 992 530
TOTAL ASSETS	9 346 583	287 576	9 059 007	6 507 655

LIABILITIES (€)	2024	2023
Associative and dedicated funds	3 845 789	3 601 910
Equity / Own funds	3 015 861	3 030 198
Dedicated funds	763 456	586 049
Net result of the year	66 472	-14 337
Provision for contingencies and expenses	0	0
Debts	199 185	371 511
Deferred revenue	5 014 033	2 534 234
TOTAL LIABILITIES	9 059 007	6 507 655

SUMMARY OF ACTIONS SUPPORTED BY FERT

Geographic area	Country	Partner organizations/ Actions supported by Fert
Central and Eastern Europe	Georgia	ERTOBA : farmers united for agricultural development in the Lesser Caucasus
Sub-Saharan Africa	Burkina Faso	COWPEA COOP : agricultural services to cowpea producers in the Center, Center-North and North regions
	Côte d'Ivoire	CFAR DES SAVANES : training and professional integration of young people in the Poro and Bagoué regions
		UFACOCI, URMAG, LOCAL FOs : agricultural services to small holder farmers in the Poro, Bagoué, Gbêkê and Agneby Tiassa regions
	Kenya	CGA : agricultural services to grain producers in Uasin Gishu, Meru and Laikipia counties
	Madagascar	FIFATA : agricultural services and trade-union action at national level
		FIFATA/RFOs : agricultural services in 11 regions
		FIFATA/FFLP : training of lead farmers and FO technicians
		FORMAGRI : development of the Farmers' University
		FEKAMA : training and professional integration of young farmers
		CAP MALAGASY : local agricultural extension services
		CEFFEL : experimentation and training for the development of the fruits and vegetables value chain
		GROUPE FIFATA REGIONS CENTRE : professionalization and organization of farmers around the capital Antananarivo (Analamanga, Itasy, Bongolava, Alaotra Mangoro regions)
	Malawi	MZIMBA NORTH FO : advice and development of agricultural services
	Multi-country	CROSS-CUTTING ACTIONS : exchanges between FOs' leaders and technicians, studies, training, webinars, etc.
North Africa	Morocco	ALMOND FO : agricultural services to almond producers in the Taza Province
		FARMING & LIVESTOCK FO : agricultural services to the producers of the Tissa and Karia Ba Mohamed districts (Taounate)
	Algeria	ANAP : agricultural services to beekeepers
	Tunisia	GDAEBN : agricultural services to northern sheep farmers
		SMSA OF THE CENTRAL REGION : agricultural services to livestock and vegetable producers

Start & end of current phase	"2024 budget (in euros)"	Main financial partners
2023 - 2025	179 800	Fert, Unigrains, AFD/Ertoba, Fromi, Ertoba
2020 - 2025	520 300	Fert, Unigrains, AFD/Sepop
2019 - 2024	167 600	Unigrains, Louis Dreyfus Foundation, CFAR des Savanes
2020 - 2026	408 500	Unigrains, AFD/Sepop, AFD/TransAgri, Fondation Avril, CFSI/PAFAO (Fondation de France), Cirad
2024 - 2026	419 300	Fert, Unigrains, AFD/TransAgri, AFD/Sepop, EU-IFAD/FO4ACP, Louis Dreyfus Foundation, CGA
2024 - 2026	326 600	Fert, Unigrains, AFD/TransAgri, AFD/Sepop, EU/DeSIRA (Dinaamicc, Raitra, Makis), IFAD (Formaprod, Défis, FO4ACP), GIZ/FO4FS, FAO/FFF,CNAF/Focad, Apdra, UEPLM, Action Solidarité Madagascar, Fermes de Figeac, Fifata and regional RFOs
2024 - 2026	324 600	
2021 - 2025	44 000	
2020 - 2025	43 800	AFD/Sepop, Formagri
2023 - 2026	518 400	Unigrains, AFD/Proja, EU/DeSIRA (Raitra), IFAD/Formaprod, Cneap, Un Filleul pour Madagascar, Société Générale Foundation, Addax & Oryx Foundation, Action Solidarité Madagascar, UEPLM, other companies and NGOs, agricultural schools
2024 - 2026	330 800	Unigrains, AFD/TransAgri, AFD/Sepop, UEPLM, Cap Malagasy
2024 - 2026	359 600	Unigrains, AFD/TransAgri, EU-IFAD/FO4ACP, EU/DeSIRA (Dinaamicc, Raitra), Action Solidarité Madagascar, Ceffel
2024 - 2027	696 000	Unigrains, AFD/Protana, EU/Ambioka, Agir Loire Océan
2024 - 2026	149 100	Unigrains, TransAgri
2024 - 2026	371 700	AFD/TransAgri
2020 - 2025	108 200	AFD/Sepop
2022 - 2025	357 500	Fert, Unigrains, AFD/Opsat, IFAD-Umnagri/FO4ACP



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RETURN TO SUMMARY

