



Working for Agricultural Development in developing and emerging countries

An Agri-agency backed by French grain growers' organizations and a member of the international AgriCord alliance





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An Actor in International Agricultural Development primarily in Africa



Ongoing Projects

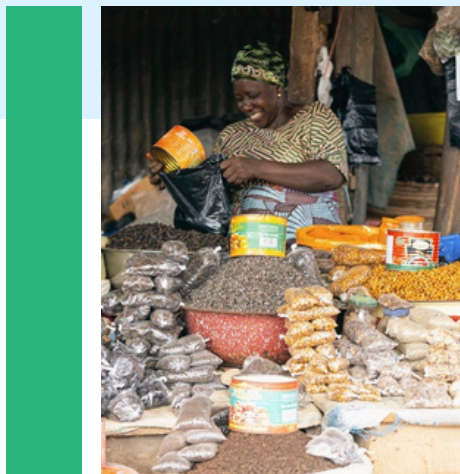


Completed Projects

Our Mission



**SUPPORTING THE TRANSFORMATION
OF FAMILY FARMS** (Training,
agricultural advisory, youth
integration, etc.)



**PROMOTING THE ORGANIZATION
OF FARMERS** within value chains
for better promotion of products



**FOSTERING MORE SUSTAINABLE
PRODUCTION METHODS**



Our Key Figures Over 10 Years

FROM 2016 TO 2025

60
partner national or regional
farmer organizations (FOs)



14 countries of operation

35 field initiatives

4,700 local FOs

60,000 families involved

200 48 collaborators and experts

M€ in budget



A Dedicated Team

AT THE HEADQUARTERS

PRESIDENT



Jean-François ISAMBERT

- Former vice-president of Unigrains
- President of the Demeter Club

SECRETARY - TREASURER



Guillaume DHÉRISSARD

Director of the Fermes de
Figeac Cooperative

DIRECTOR



Anne PANEL

- 24 years at Fert
- Board Member of Coordination Humanitaire et Développement
- Member of the Board of the Tropics and Mediterranean Division of the Institut Agro

15 YEARS AT FERT



Amandine SCHLUR

Project Manager for
Georgia and Sub-Saharan Africa

20 YEARS AT FERT



Joseph POUZOULLIC

Project Manager for
Sub-Saharan Africa

10 YEARS AT FERT



Mélanie CANET

Project Manager for
Morocco and Tunisia

7 YEARS AT FERT



Adeline LHOMME

Project Manager for
Burkina Faso and Côte d'Ivoire

4 YEARS AT FERT



Gaspard de COURSON

Project Manager

3 YEARS AT FERT



Nivonirina RAZANAKOTO

Financial and administrative Manager

4 YEARS AT FERT



Juliette PELLETAN

Communications Manager



A Dedicated Team

IN THE FIELD

BURKINA FASO



Agathe GUISSOU

5 years at Fert

KENYA



Nadège KIPPEURT

10 years at Fert

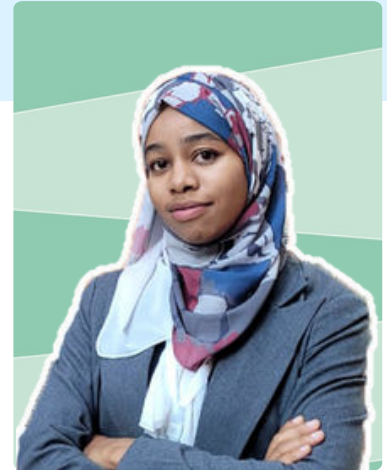
MALAWI



Marion GUILLERMARD

3 years at Fert

MOROCCO



Assia HAYFA

1 year at Fert

CÔTE D'IVOIRE



Véronique BOUSSOU

2 years at Fert



Fadel TCHATIKPI

1 year at Fert

MADAGASCAR



Christophe BOULAND

14 years at Fert



Nadja TARDIF

1 year at Fert



Emma GROSS

1 year at Fert



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Our Expertise



FOSTERING COLLECTIVE DYNAMICS centered on farmers' ambitions



STRUCTURING AGRICULTURAL SERVICES both upstream (training, advisory services, supply, etc.) and downstream (storage, processing, marketing)



IMPLEMENTING EXPERIMENTAL INITIATIVES in partnership with the agricultural sector and research institutions



CONTRIBUTING TO THE ORGANIZATION OF LOCAL VALUE CHAINS to support farmer organizations



BUILDING AND SUSTAINING TRAINING PROGRAMS: establishing agricultural and rural education centers, pedagogical design



FACILITATING THE PROFESSIONAL INTEGRATION OF YOUNG PEOPLE by creating jobs in agriculture



Our Expertise and the Design of Systemic Initiatives



Agriculture and
Livestock

Post-harvest
Management

Seeds and
Inputs

Marketing of
Agricultural Products

Animal
Health

Applied Research

Food and Nutrition



Vocational Training

Technical, Economic and
Management Advisory
Services

Agricultural
Organization

Value Chain
Development



Social
Development

Regional
Development

Income
Growth



To Support your Goals of Solidarity, Social Impact, Sourcing for Agri-food Companies, Agricultural Partnerships...



STRENGTHEN FOOD SELF-SUFFICIENCY in developing and emerging countries and **INCREASE THE INCOME** of women and men farmers



PROMOTE JOB CREATION and help young people enter the agricultural sector, contributing to social and economic stability



SUPPORT THE TRANSITION TO AGROECOLOGY and the transformation of family farming



ADAPT TO LOCAL CONTEXTS, DEVELOPMENT OPPORTUNITIES, AND VALUE CHAIN CHALLENGES in Fert's areas of expertise



ENSURE SUSTAINABLE SOURCING for French and European companies operating locally





Our Strengths

OUR HISTORY, VALUES, AND APPROACH

- **ROOTED IN THE FRENCH AGRICULTURAL SECTOR:** an agri-agency founded in 1981, supported by grain growers organizations and funded by Unigrains
- **AN INTERNATIONAL DIMENSION:** member of the international AgriCord alliance
- **ACTION CLOSE TO THE FIELD and MEASURABLE IMPACT:** field teams, rigorous monitoring and evaluation, a data-driven culture
- **A PROGRESSIVE AND SUSTAINABLE APPROACH:** supporting farmer organizations until they achieve autonomy
- **PROFESSIONAL COOPERATION:** mobilizing French expertise, peer-to-peer exchanges, and cooperation based on shared interests

 Mutualism Solidarity Cooperation Responsibility Commitment

**Values
rooted in the
rural world**



An Agile, Long-Term Partner

OUR PROPOSAL FOR WORKING TOGETHER



- **IDENTIFY THE AMBITIONS OF LOCAL STAKEHOLDERS**
- **WORK TOGETHER TO DEVELOP A PROJECT** that aligns with your ambitions and values, as well as those of Fert, and is in agreement with local authorities
- **IMPLEMENT THIS PROJECT IN DIFFERENT PHASES OVER A PERIOD OF 6 TO 9 YEARS** through Fert's teams, its partners in the countries where it operates, and, where applicable, with your subsidiary and/or your foundation
- **DEFINE AND IMPLEMENT MANAGEMENT AND MONITORING TOOLS** as part of a collaboration based on trust
- **MEASURE RESULTS AND IMPACTS** to track progress and analyze efficiency





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Partners and References

International Institutions



Local Governments



Businesses



Foundations and Endowment Funds





CÔTE D'IVOIRE Agricultural Training and Professional Integration



2017 - 2027 (11 YEARS)

BUDGET: 1 800 K€

MILESTONES

- 2017: Opportunity study
- 2018: Feasibility study
- 2019: Construction and inauguration of the CFAR des Savanes
- 2020 - 2026 : Training of six cohorts of young people and rollout of an agricultural professional integration program

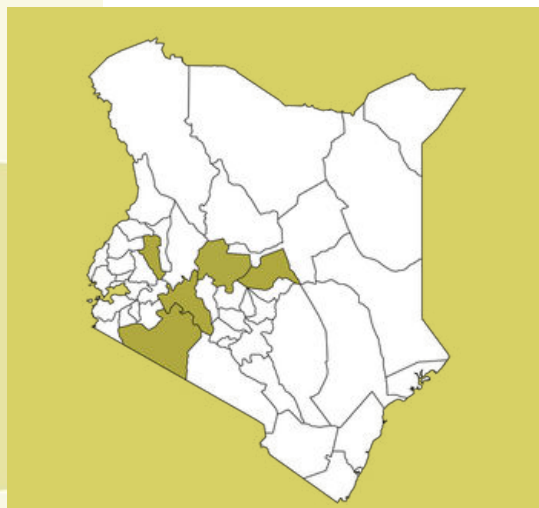
OUR IMPACT

- 1 agricultural and rural training center (CFAR) with capacity for 70 young people in initial training and 30 women and men farmers in continued training
- 1 six-hectare teaching and experimental farm
- 182 young people trained through a two-year initial training program, 37% of whom are girls
- 106 young people established in farming
- 1 CFAR management association made up of agricultural professionals

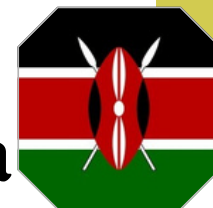


Louis Dreyfus
Fondation d'entreprise





KENYA



Agroecological transition

2022 - 2028 (7 YEARS)

BUDGET: 2 600 K€

MILESTONES

- 2022: Assessment and development of a pilot initiative involving 350 farmers
- 2023 - 2025: Development of effective agroecological solutions
- 2026 - 2028: Rollout of technical and economic services

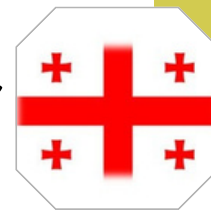
OUR IMPACT

- 2,300 women and men farmers supported across 69 farmer organizations
- 85,000 poultry vaccine doses administered, contributing to a 60% increase in production
- 125,000 trees produced and planted through local nurseries
- 85% of farmers have adopted agroecological practices
- 80,000 metric tons of grain stored annually
- Yields increased by 27% for dry beans and 13% for maize, based on data from Meru County





GEORGIA Structuring of Agricultural Value Chains



THE DAIRY SECTOR

2012 - 2026 (15 YEARS)

BUDGET: 1 900 K€

MILESTONES

- 2012 - 2015: Establishment of a technical advisory service for dairy farming
- 2016 - 2018: Establishment of the Ertoba regional farmers' association and strengthening of supply services
- 2019 - 2026: Expansion of support for the downstream sector: storage and cheese processing (on-farm or through cooperatives), quality certification

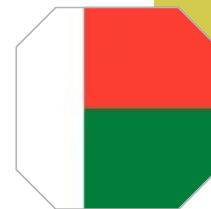
OUR IMPACT

- 620 dairy farmers supported
- Farm expansion: 11% more cows per farm
- 34% increase in milk productivity, reaching 1,585 liters per cow per year
- 143% increase in income over feed costs





MADAGASCAR Cooperation between farmers



2023 - 2028 (6 YEARS)

BUDGET: 300 K€

MILESTONES

- 2022 - 2023: Assessment and launch of initiatives
- 2023: Mission by the Fermes de Figeac cooperative in Madagascar
- 2025 - 2028: Professionalization of Vifam's services

OUR IMPACT

- From cooperation to shared-interest partnership between Fermes de Figeac and Vifam*
- 1,000 farmers supported (40% women)
- 45,000 poultry vaccine administered (+60% increase in production)
- 36 savings-and-loan groups (365 beneficiaries)
- 63,000 trees produced and planted
- 68 lead farmers provide community-based services at a social cost

** Vifam is one of the 13 regional FOs of Fifata, a national FO that has been a partner of Fert since 1989 and represents 370,000 members*





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History Rooted in Grain Growers' Organizations



Funding
Connecting with
companies



Board members
Communication relay



Hosting delegations
Expertise
Technical partnerships



Actions that meet the needs
of women and men farmers
in developing and emerging
countries



Acodea
Spain



Afdi
France



AgriTerra
Netherlands



AHA
Germany



AsiaDHRRA
Philippines



Asprodeb
Senegal



Cresol AA
Brazil



CSA
Belgium



Fert
France



FFD
Finland



Trias
Belgium



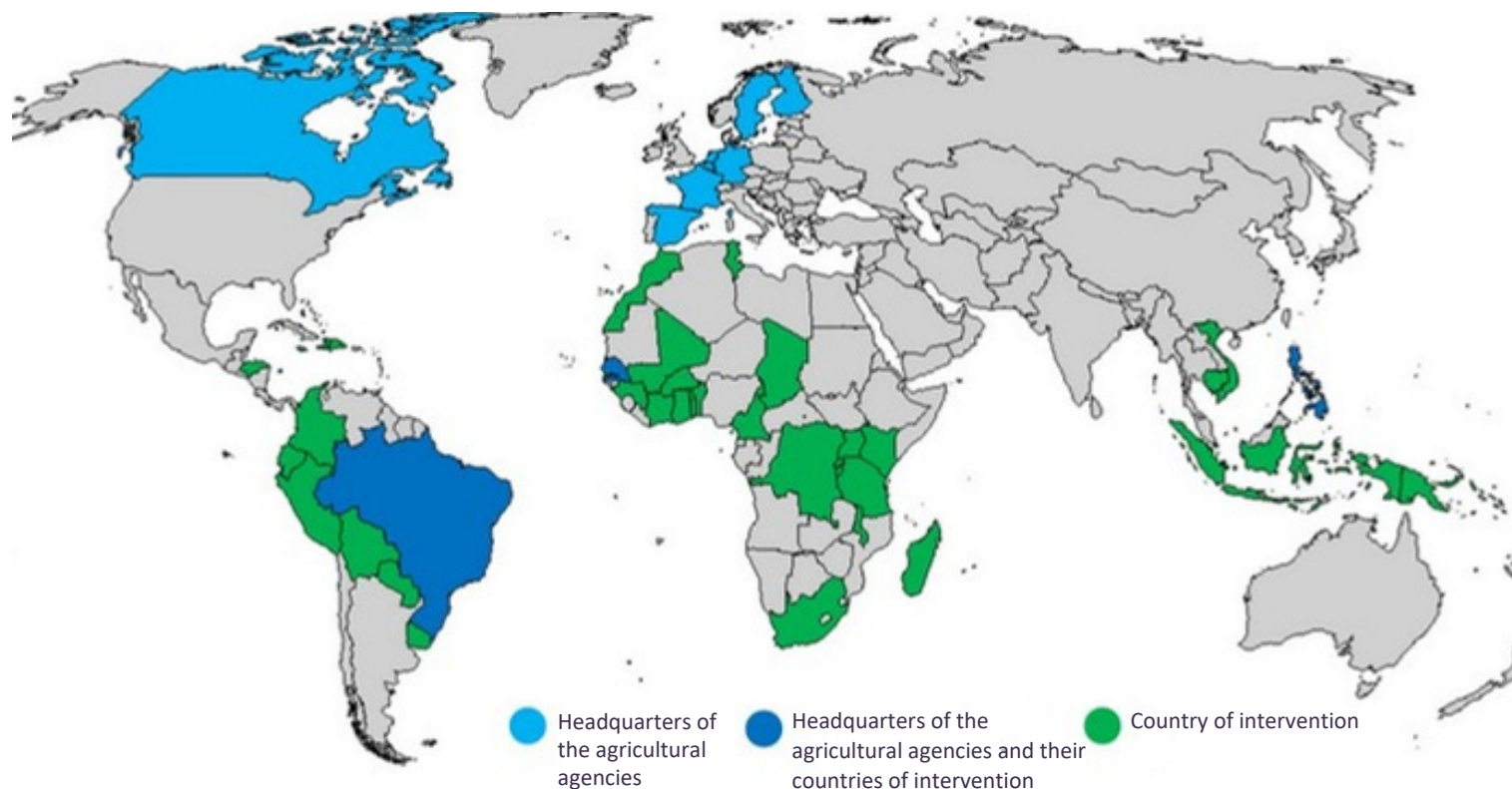
UPA DI
Canada



We effect
Sweden



An Agri-agency that is a Member of an International Alliance



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