



## 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*





**01** Fert at a Glance

**02** Our Value Proposition

**03** Case Studies

**04** Appendices



# 01 **Fert at a Glance**

## 02 Our Value Proposition

## 03 Case Studies

## 04 Appendices



# An Actor in International Agricultural Development primarily in Africa



**Ongoing Projects**

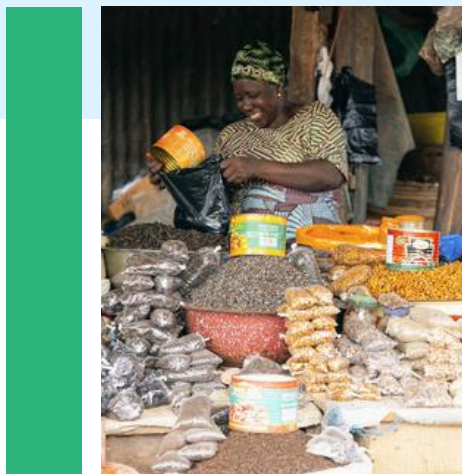


**Completed Projects**

# 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

**60,000** families involved

**35** field initiatives

**200** collaborators and experts

**4,700** local FOs

**48 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



**Juliette PELLETAN**  
Communications Officer



# 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



**Gaspard de COURSON**

3 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



01 Fert at a Glance

**02 Our Value Proposition**

03 Case Studies

04 Appendices

# 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

Seeds and  
Inputs

Animal  
Health

Applied Research

Post-harvest  
Management

Marketing of  
Agricultural Products

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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04 Appendices



# 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

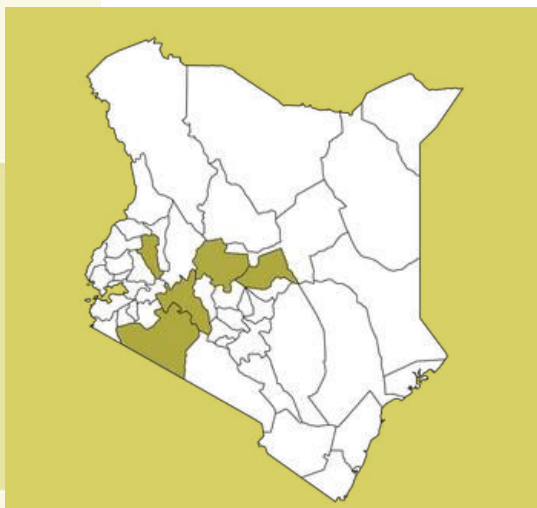
### OUR IMPACT

- 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

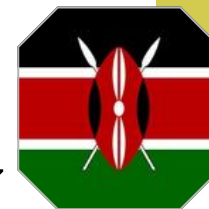


Louis Dreyfus  
Fondation d'entreprise





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

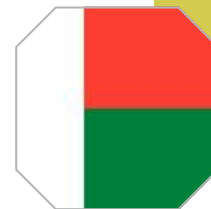
### OUR IMPACT

- 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*





01 Fert at a Glance

02 Our Value Proposition

03 Case Studies

**04 Appendices**



# 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



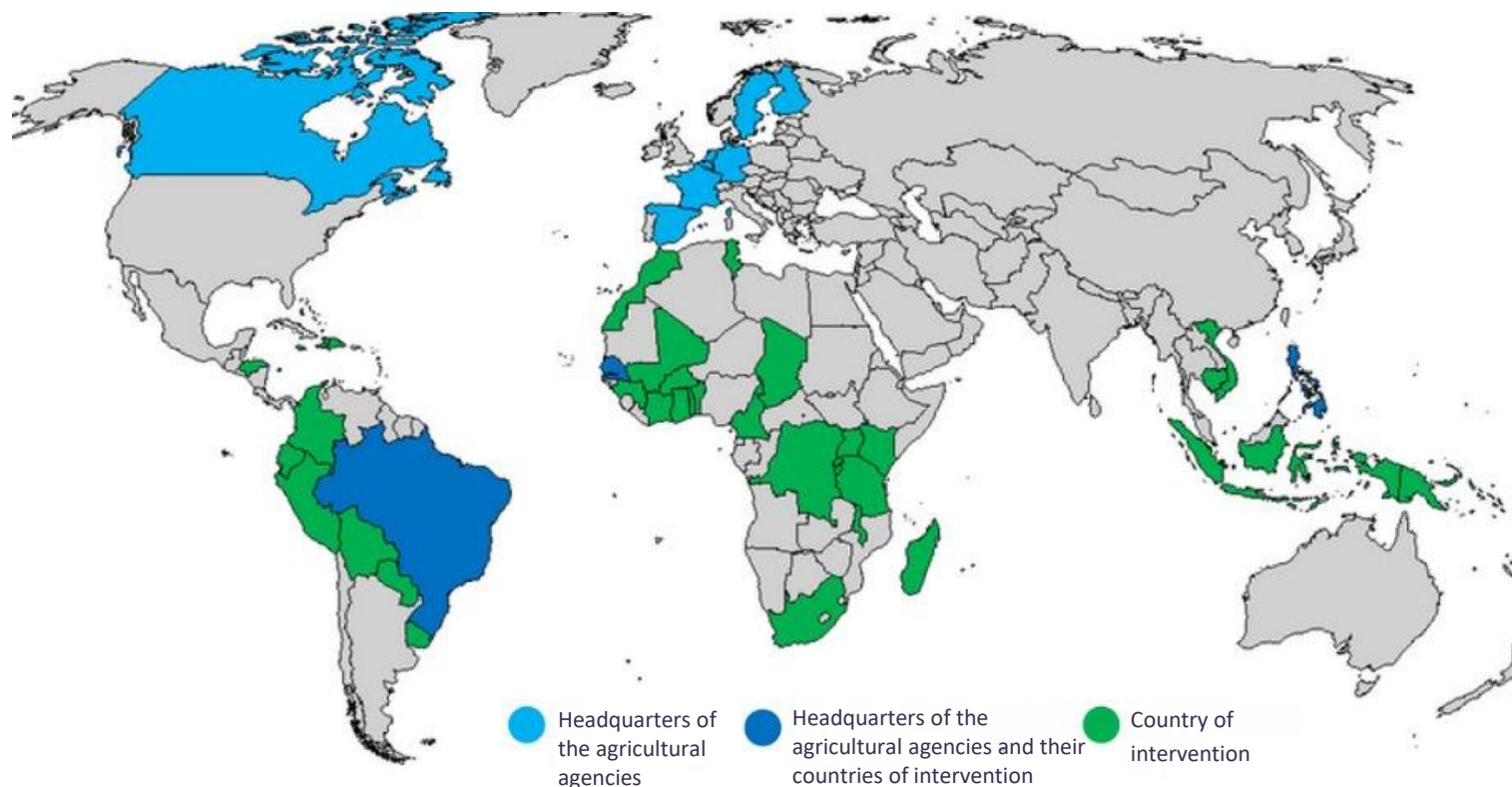
**UPADI**  
Canada



**We effect**  
Sweden



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



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