



# AfricaFertilizer.org

*To feed our people, we must first feed our soil*

*Olusegun Obasanjo | Africa Fertilizer Summit – Abuja, June 2006*

## Towards a more ambitious AfricaFertilizer.org

*Patrice ANNEQUIN | IFDC | AfricaFertilizer.org coordinator | IFA Africa Forum | Chicago, 23 May 2013*

## AfricaFertilizer.org

- The promise**
- 2012-2015 program**
- 2013 : 10 deliverables**
- 2014-2018 : supporting IFA Africa strategy**

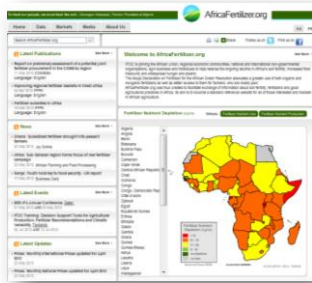
### Fertilizer consumption

2006 - 2015  
8 kg to 50 kg/ha/year  
*Africa Fertilizer Summit  
Abuja 2006*

### Fertilizer demand

2013 - 2018  
3,1% growth p.a.  
*IFA Annual Conference  
Chicago 2013*

## www.AfricaFertilizer.org



- All African countries [SSA]
- All free content
- Portal developed in Ghana
- Managed by IFDC

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### Milestones

- 2006 Africa Fertilizer Summit
- 2009 web portal by IFDC
- 2010 IFA Africa Forum Paris
- 2011 2012-2015 programme
- 2012 FAO CountrySTAT partnership
- 2013 IFA 5 year Africa Strategy

### Main content

- Statistics [FAOSTAT + IFADATA]
- Publications [1,500 +]
- Market news [feeds]
- Policies [2012, 35 countries]
- Directories [2013, 2500 entries]

## 2012-2015 programme – 4 components

« hard data »

« soft data »

**1 - Improve availability and quality of fertilizer statistics**  
*Lead: FAO (CountrySTAT)*

**2 - Improve knowledge on fertilizer policies**  
*Lead: NEPAD*

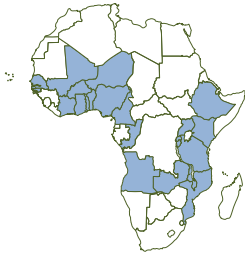
**3- Increase availability of market and technical information on fertilizers**  
*Lead: IFDC*

**4 - Improve AfricaFertilizer.org portal features**  
*Lead: IFDC*

Estimated program cost : \$2.4 m over 4 years / \$0.6m p.a.

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## Fertilizer Technical Working Groups

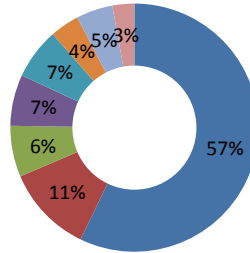


- FAO CountrySTAT
- "local FAO STAT"
- 21 SSA countries
- \$15m BMGF grant
- 2012-2014
- Fertilizers: 1 out 14 indicators



- FTWG with AFO
- 11 countries in 2011
- 90 experts trained
- Technical support + small grants
- Mostly trade and consumption stats
- NEPAD survey
- 6 active / 5 weak

Participants Profiles



- statisticians
- importers
- distributors
- fertilizer programmes leaders
- IFDC specialists
- MIS specialist
- others
- trainers

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## Fertilizer data on CountrySTAT | 2011

Countries	Production	Trade	Consumption	Prices
Burkina	n/a	n/a	1993-2008	n/a
Burundi	0	n/a	n/a	n/a
Cote d'Ivoire	0	n/a	n/a	n/a
<b>Ghana</b>	0	I 1997-2010	n/a	n/a
<b>Kenya</b>	2005-2011	n/a	2006-2011	n/a
Mali	n/a	I/E 2010-2011	1998-2010	n/a
<b>Mozambique</b>	0	n/a	n/a	n/a
Niger	n/a	I 2004-2007	n/a	n/a
Rwanda	0	2005-2009	n/a	n/a
<b>Tanzania</b>	n/a	2005-2012	1995-2009	n/a
Uganda	0	I 2004-2007	n/a	n/a

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## Fertilizer data on CountrySTAT | 2013

Countries	Production	Trade	Consumption	Prices
Burkina	n/a	n/a	1993-2008	2011-2013
Burundi	0	n/a	n/a	2011-2013
Cote d'Ivoire	0	2000-2012	n/a	2011-2013
<b>Ghana</b>	0	1997-2012	n/a	2010-2013
<b>Kenya</b>	2005-2012	2000-2012	2006-2012	2010-2013
Mali	n/a	2010-2012	1998-2010	2011-2013
<b>Mozambique</b>	0	2010-2012	n/a	2011-2013
Niger	n/a	2004-2007	n/a	2011-2013
Rwanda	0	2005-2009	n/a	2010-2013
<b>Tanzania</b>	2000-2012	2005-2012	1995-2012	2010-2013
Uganda	0	2004-2012	n/a	2010-2013

*Data expected to become available on CountrySTAT website by Sept 2013 latest*

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## Fertilizer Technical Working Groups

### PROS

- CountrySTAT, a well praised concept
- Fertilizer industry representation
- Building a network of fertilizer experts in SSA
- Can be leveraged by all AFO partners
- Strong institutional base for long term vision and partnerships

### CONS

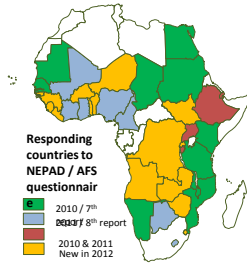
- As good as CountrySTAT teams are
- Resources required for initial trainings and follow up activities
- 2-3 years support before yielding sustainable outputs/results
- Slow / partial release of [official] data
- Project base / coverage

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# Monitoring fertilizer prices and policies



- PRICES with IFDC**
- Monthly retail prices
  - 20 countries
  - subsidized / open market
  - link to 20,000 agro dealers
  - FOB : FMB from June 2013
  - C&F : FTWG / Task Force ?



- POLICIES with NEPAD**
- AFS monitoring
  - 8 surveys since 2006
  - REC + country levels
  - low response % / quality
  - involving FTWG
  - could become an AFO job !
- review end of 2013 ?



# 2013 Programme – 10 key deliverables

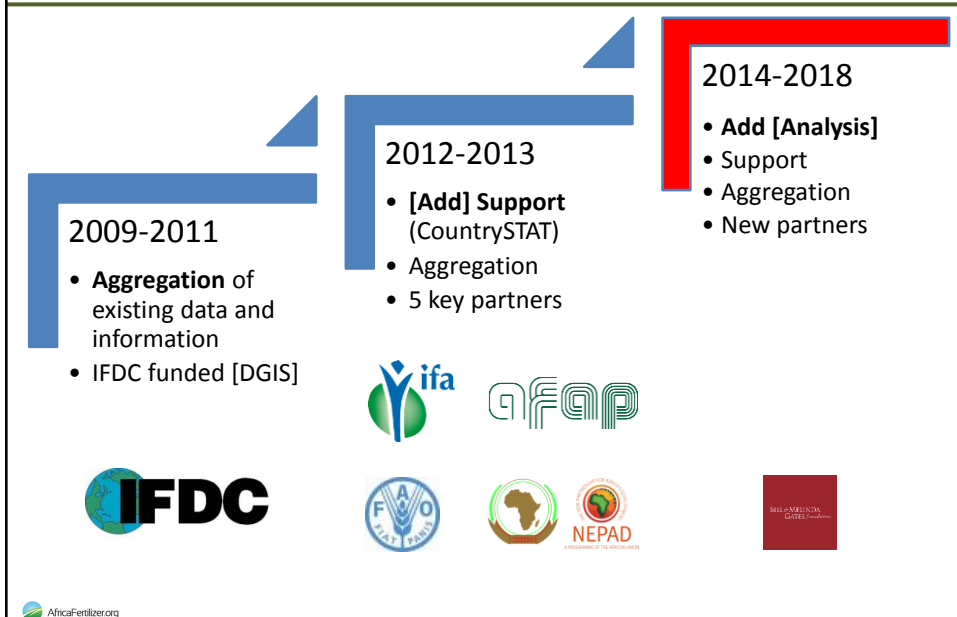
## STATISTICS

1. Fertilizer Technical Working Groups active in 17 CountrySTAT
2. 2012 **trade statistics** in June [Sept] 2013 from 11 countries
3. **FUBC** surveys in Ghana, Mozambique, Tanzania
4. Strategy to collect **Consumption** stats in place [IFA task force]
5. **Africa Fertilizer Statistics Working Group** installed and tested [Sept]

## INFORMATION

1. Online **Africa Fertilizer Business Directory** with 2,500+ records
2. Mapping **production and blending units** in all SSA countries
3. Int'l / **FOB and retail prices** available from 20 SSA countries
4. Web-based **fertilizer catalogues** from 15 SSA countries
5. Online **policy** module with at least 20 SSA countries

## Preparing for the next phase



## Aligning IFA and AFO strategies

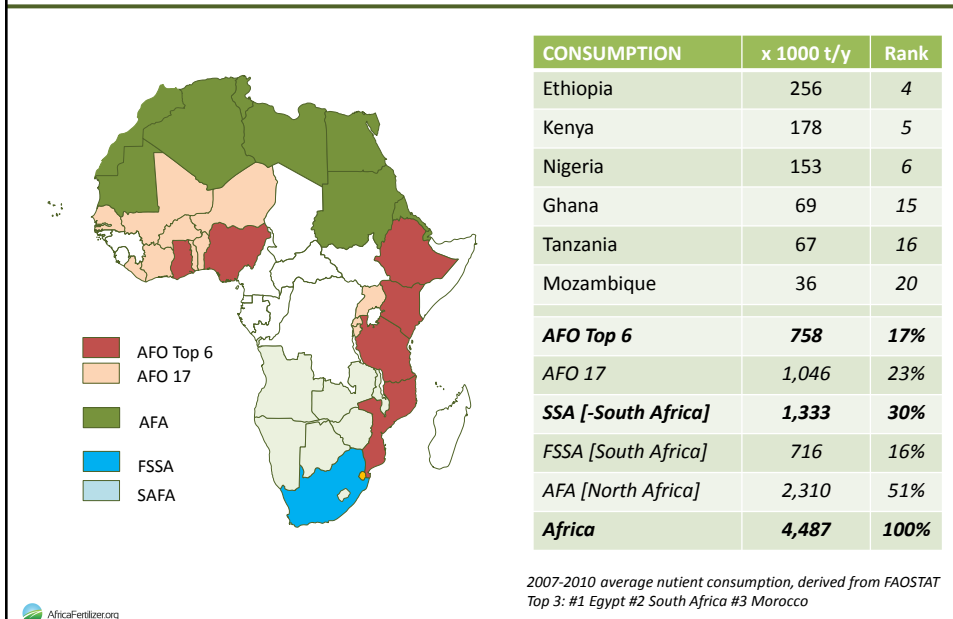
### □ 5 pillars IFA 2013-2018 Strategy for Africa

1. **Market analysis [IFA support to AFO]**
2. Network facilitation
3. Issue management
4. Increased membership
5. Expertise sharing

### □ Streamline 2014-2018 strategy for AFO

1. Coverage : SSA, 6 priority countries
2. Data : statistics, consumption
3. Services : market analysis, faster distributed
4. Partnerships : multi-stakeholder, private sector oriented
5. Management : programme as a service

## 6 top countries – 57% of SSA market



## Fertilizer Trade Statistics

### ❑ Lessons learnt: we can do much better !

- As many formats as countries / FTWG
- [customs] [port] raw data available in many countries
- Per product breakdown incl. NPK possible
- A low hanging fruit in several priority countries

### ❑ The way forward: assist and consolidate

- Key output of FTWG / CountrySTAT
- Secure access to raw data by FTWG / CS
- IFA/FAO/AFO investment to process data with FTWG
- Review and consolidate by Africa Fertilizer Statistics Working Group [run test in Sept 2013?]

## Fertilizer Consumption Statistics

### ❑ Lessons learnt: the main challenge !

- Main source: annual agricultural surveys [public]
- Hard to access and to process, at best guesstimates
- FUBC vs % use; product vs nutrient
- Kenya is doing better than others

### ❑ The way forward: focus on consumption

- Involve IMPORTERS/PRODUCERS [private]
- IFA dedicated Task Force
- A key priority / deliverable for AFO
- A FTWG job, and/or studies as necessary

## Estimating Fertilizer Consumption

### ❑ Assumptions

- Volumes sold by major importers / producers = volumes used by farmers
- Company data confidential, country data public if 2+ importers per country
- Endorsement from major suppliers + producers / task force required

### ❑ Annual questionnaire to major importers / producers

- Step 1: Volumes sold (Yr-1) per crop / group of crops per product (grouped/detailed) submitted by importers / producers to AFO secretariat
- Step 2: AFO secretariat consolidates per country per crop
- Step 3: AFO secretariat publish annual table per crop, per group of products (e.g. NPK for grains) + table per nutrients + year-to-year trends

### ❑ Feasibility

- Easy: Ethiopia, Ghana, Kenya | Fair: Tanzania, Mozambique | Difficult: Nigeria
- IFA Task force guidance required on process / questionnaire / output tables



## More AfricaFertilizer.org products

### ❑ Lessons learnt: an untapped potential

- Republishing is not enough, official data are not enough
- Underused data, contacts, and information available
- Growing interest from private sector audiences

### ❑ The way forward: publish !

- Upload and share more data “on the fly” with AFO partners
- Trade and consumption statistics, reports, surveys
- On line / printed Africa Fertilizer Business Directory
- Fertilizer Country Profiles / Fact Sheets
- Africa Fertilizer Monthly Bulletins
- Fertilizer Statistical Yearbook / Fertilizer Price Index

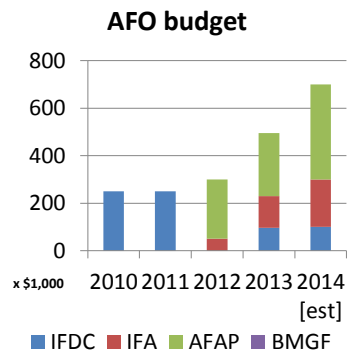
## Funding AFO activities

### ❑ AFO 2013 – we’re on track

- \$500k budget: IFA + AFAP + IFDC
- Management : IFDC NWAFFD Accra
- Now a fully autonomous IFDC project

### ❑ 2014/2018 – 1.2-1.5m per year ?

- Basket funding, cost sharing & PPP: IFA members, regional asso. (FSSA, AFA, EAFA) , APC beneficiaries , IFDC projects
- Concept Note to BMGF for up to \$1.5m for 3 years [2014-2016]
- Increasing contributions from AUC, REC, NEPAD and other public institutions
- Monetizing services e.g. with Argus-FMB



## IFA support is key

- ❑ **Members of the IFA Africa Forum first !**
  - All stakeholders interested and involved in Africa economic growth and African Green Revolution
  - The Fertilizer Industry – producers, blenders, traders, importers, associations [IFA, FSSA, AFA]
  
- ❑ **Supporting AfricaFertilizer.org**
  - Commitment and endorsement
  - Contribution, feedback and advice
  - Promotion and advocacy
  - Consumption Task Force

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