



Scaling for Impact: AATF STRATEGY (2023 - 2027)

Transforming farmers' livelihoods
in Africa through the scaling of
agricultural technologies

March 2023

Creating prosperity through technology

A ATF provides farmers in Sub-Saharan Africa (SSA) with practical technology solutions to overcome farm productivity constraints. Founded in 2003, AATF is driven by the vision of a prosperous, resilient, food and nutrition-secure Africa, where smallholder farmers' livelihoods are transformed through agricultural innovations.

Under our new five-year strategy (2023-2027), we aim to expand the scope and impact of our work by increasing

our focus on commercialisation and scaling. Marking the next chapter in AATF's strategic evolution, the strategy reaffirms our commitment to improving farmer productivity and livelihoods, driving climate change resilience and sustainability, and achieving food and nutrition security across our target countries.

Dr Canisius Kanangire,
Executive Director, AATF



Contextual Background

Driving growth, reducing poverty:

Agriculture in Africa

Across Africa, agriculture accounts for 15% of gross domestic product (GDP) on average¹ and is a key source of livelihood, providing employment for over 65% of the working population and 40% of export earnings.² The sector is dominated by smallholder farmers, who produce 70% of the food supply on an estimated 33 million farms.³ Improving agricultural productivity in Africa is therefore key to economic growth and poverty reduction.

Despite recent progress, agriculture in Africa is characterised by low productivity, with increasing vulnerability to climate change, accelerated land degradation and global market shocks exposing farmers to food insecurity. Farmers' vulnerability is exacerbated by a lack of enabling environments, limited extension services, poor market access, limited financial support among others, and, crucially, low adoption and use of improved agricultural technologies.

Responding to Africa's agricultural challenges

Given the importance of agriculture to Africa's future, governments across the continent have committed to joint implementation of the Comprehensive Africa Agriculture Development Programme (CAADP) goals that emerged from the 2003 Maputo Declaration. Other key commitments include the Malabo Declaration, the African Union (AU)'s Agenda 2063 and, at a global level, the UN Sustainable Development Goals (SDGs).

In the past decade, programmes supporting the pro-poor development agenda have yielded substantial gains. Research implemented through partnerships between Africa-based institutions, governments, National Agricultural Research Systems (NARS), development partners and others have led to improved technologies that are now available for adoption by farmers.

And it is here, in the promotion of innovative agricultural technologies, that AATF plays a vital role.

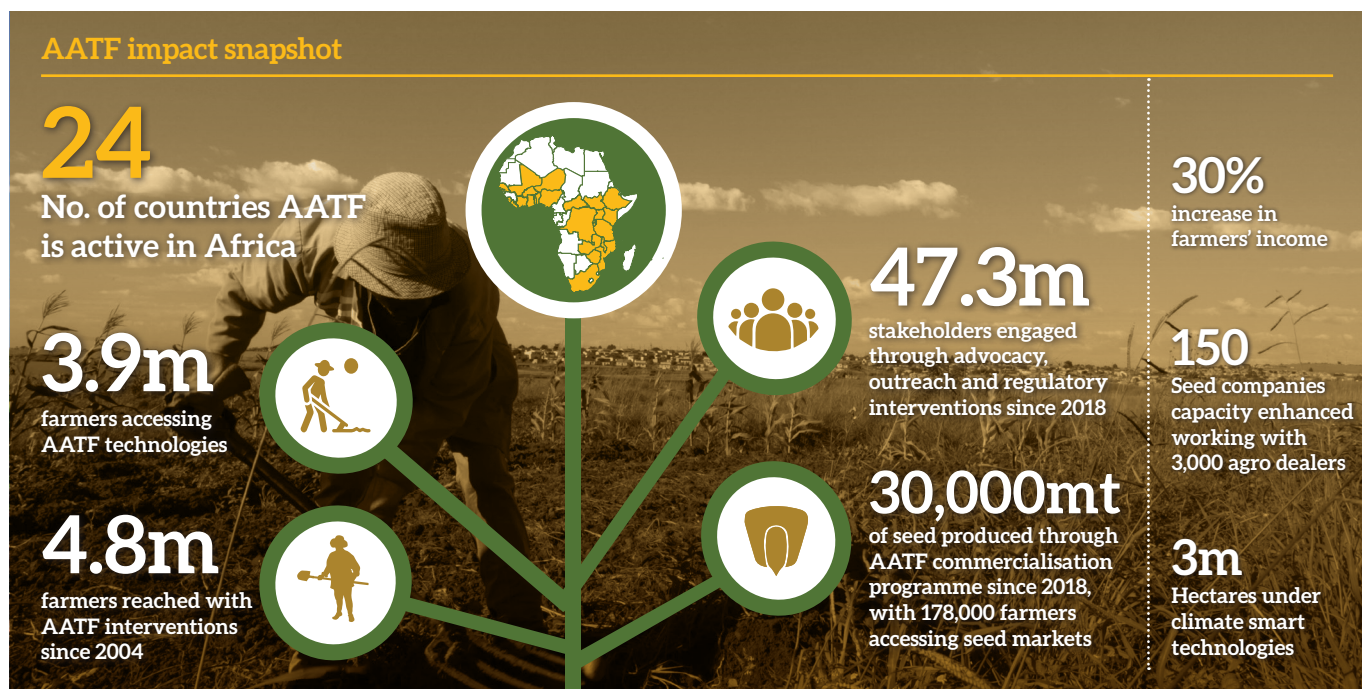
AATF: Two decades of innovation and impact

AATF was created in 2003 in response to the need for an effective mechanism to support access to technology for smallholder farmers in SSA. In the two decades since, we have dedicated ourselves to promoting innovative agricultural technologies that address farmer productivity constraints.

Improved access to agricultural technologies will enable farmers to sustainably boost productivity and reduce hunger and poverty. Agricultural technology can play a major role in developing a sustainable approach to production intensification, and to the realisation of the vision of a food and nutrition-secure Africa.

Over the years, AATF has emerged as a key driver of agriculture transformation on the continent. We have accessed 24 innovative and cutting-edge agricultural technologies worth over US\$650 million, spread across 24 countries in Africa. In the last five years, we have reached 4.8 million smallholder farmers with AATF interventions.

¹ Statista, Agriculture sector as a share of GDP in Africa 2020, 2020; The World Bank, Data, 2020; The World Bank, Data, 2020; The Oxford Business Group, Agriculture in Africa 2021: Focus Report, 2021
² McKinsey, Winning in Africa's agricultural market, 2019
³ IFAD, Field report: Agriculture holds great promise for Africa, 2022



Strategic Focus 2023 - 2027

AATF's new five-year strategy (2023-2027), **Scaling for Impact**, builds on the lessons learned and progress made during our previous strategic periods. In this new phase, we will increase our focus on commercialisation and scaling, ensuring we attain our desired impact through the delivery of products and innovations to farmers.

Like all our work, the new strategy is underpinned by our organisational;

Vision: **a prosperous, resilient, food and nutrition-secure Africa;**

Mission: **transforming the livelihoods of farmers in Africa through innovative agricultural technologies;**

Values: **Integrity, Dedication and Accessibility.**



Strategic objectives

Over the next five years we will deliver our mission through the following three strategic objectives (SOs).

SO1:

Diversify agricultural technologies and expand frontiers for next-gen products in Africa

We will continue our work on bio-tech and conventional technologies that address the needs of farmers in Africa. In addition, we will explore the use of innovative technologies to improve the productivity prospects of strategic crops, such as soybean, whose market opportunities are on an upward trend.

We will also expand income streams through bio-based technologies, such as bio-refineries and pyrolysis, to develop products from farm waste such as cassava peels, rice husks and legumes. And we will aim to create better resilience by **'bundling'** multiple technologies for diversified traits, and combining technologies for pre- and post-harvest resistance.



SO2:

Accelerate the commercialisation and scaling of agricultural technologies

We will place greater emphasis on enhancing commercialisation and scaling, with a key focus on getting recently approved biotechnology products to market. We will also fast-track testing and approval of products emanating from gene editing. In addition, we will seek to support the production of large volumes of seeds to respond to farmer needs and in addition, improve and grow output markets for the products being commercialised.

As part of our commercialisation strategy, we will test and deploy viable models and pursue cost-effective ways of reaching farmers, particularly women and youth. We will also leverage the synergies derived from our existing work with partners to build and expand our capabilities, of key market players around seed production, agribusiness management and product stewardship, supported by data generated from market analytics and intelligence.



SO3:

Promote the creation of a functional enabling environment for increased uptake of agricultural technologies and efficient markets

Technology access and delivery requires a functional enabling environment. We are committed to intensifying our efforts to create awareness and engage in advocacy through capacity strengthening, information sharing and collaboration. Through this work, we aim to help shift attitudes and perceptions. We will support governments in the formulation and implementation of regulations that will guide the governance, release and registration of innovative technologies through provision of technical support to relevant policy makers at national and regional levels.

We will also enhance our advocacy work programme to expand uptake of agricultural technologies across the continent, thereby creating a receptive environment for the testing and adoption of biotechnologies. And for effective advocacy, we will adopt an upstream and downstream approach, employing strategies such as grassroot advocacy and the use of high-calibre ambassadors.



Cross-cutting priorities

To this end, we developed a series of cross-cutting priorities (CCPs) that underpin our new strategic framework and objectives. These are:



CCP1: Improve climate change resilience among farmers in Africa: exploring new opportunities for both climate change mitigation and adaptation; supporting climate-smart agricultural innovations and allied policy interventions to drive our primary objective of enhancing farmer resilience and agency.



CCP2: Enhance access to resources, agribusiness opportunities and technology for women and youth: intensifying gender focus to ensure our choice of technologies takes the special needs of women and youth into consideration.



CCP3: Improve nutrition for farmers and consumers in Africa: promoting nutrition integration strategies to facilitate dietary diversity goals, while providing access to nutrition enhancement technologies such as biofortified crops and food fortification.



CCP4: Build knowledge and foster evidence-based decision making: providing technology-based education that will be critical for transformative growth; supporting data-driven processes and analytics to strengthen our information sharing and influencing capabilities, while encouraging farmers to adopt new inputs and good agricultural practices (GAPs).

Key strategic enablers

The successful deployment of our delivery model and strategy is supported by five key enablers. These are:

1

Best-in-class project delivery capabilities: strengthening our delivery capabilities in project management and stewardship; building the capacity of our staff and sub-grantees; adopting a programmatic approach to broaden the scope of our work and improve service provision efficiency.

2

Top-tier talent: continuing to attract, motivate and retain the best talent to support our mission; strengthening our institutional capacity and skillsets in all critical strategic functions; enhancing our effectiveness as we venture into new areas.

3

Effective communication and advocacy: positioning our brand and showcasing our capacity; projecting our voice and increasing visibility through a mix of communications platforms; strengthening our convening capabilities; promoting thought leadership and knowledge sharing.

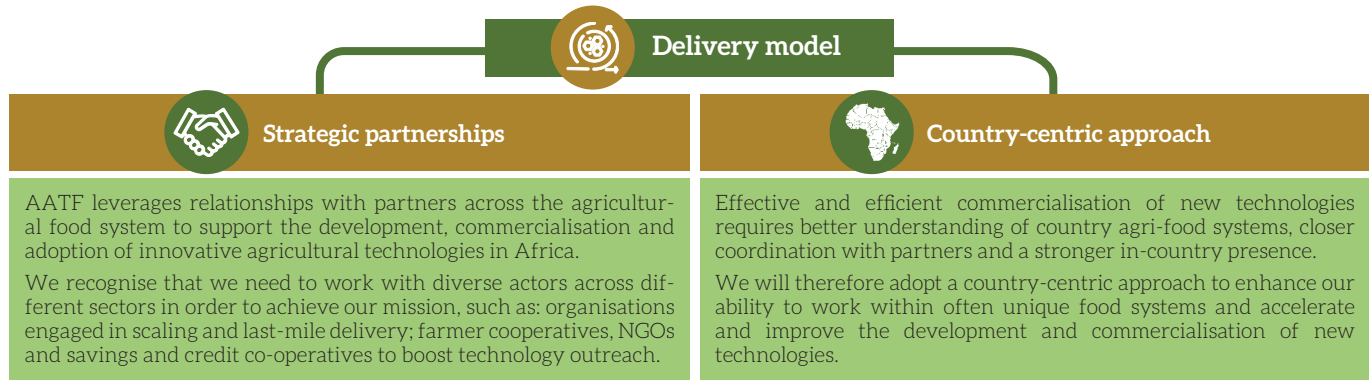
4

Robust monitoring, evaluation accountability and learning frameworks: utilising our project-level results frameworks to analyse key trends; tracking progress, achievements and impact by adopting a results-based management approach.

5

Strong resource mobilisation pipeline: venturing into programme-based fundraising to generate the funds required to execute our strategy; increasing funding proposals specifically targeting climate resilience, gender and nutrition; strengthening our engagement with strategic partners for joint resource mobilisation.

4



Through Scaling for Impact, we aim to:

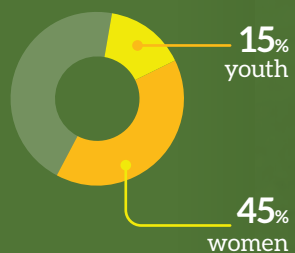


Contribute to increasing yields by

20%

while growing farmers' incomes in target countries

Ensure that our beneficiaries are:



Reach

8m

farmers directly through our technologies, up from 4.8 million farmers in 2022



Reach

58m

Stakeholders indirectly through awareness-raising campaigns, advocacy, communication outreach and digital, policy and regulatory interventions across 24 countries