



Private sector delivery of public-bred germplasm

Report back to Int. Treaty TT platform on SFSA Seeds2B activities

(FAO Rome, 7 September 2015)



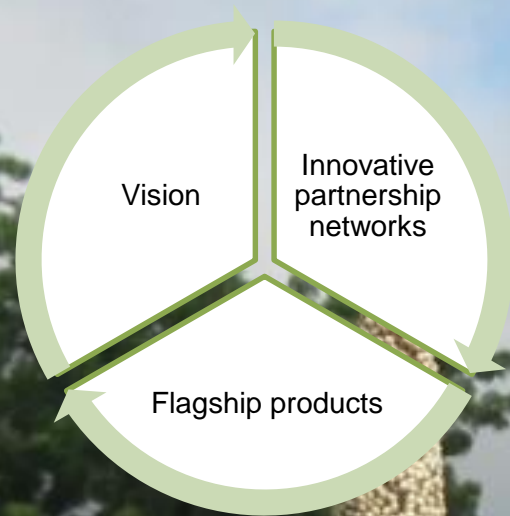
Who we are and engagement with public breeding

- Non-profit organization, established in 1979 under Swiss law
- Can access Syngenta expertise, but independent with our own Board
- Global focus on “pre-commercial small-holder farmers”
- Over 100 staff, 90% in developing countries
- Invest up to 25% of our funds in CGIAR and NARS public breeding (often in PPP mode), including Treaty Annex1 crops
 - Wish to see R&D products reach farmers

Partnership approach

Believe private sector should play more of a role in development (including scaling of public sector technology)- public breeding institutes are not seed companies

Seeds2B is SFSA's approach to seed systems development



Goals

Sub-Saharan Africa:

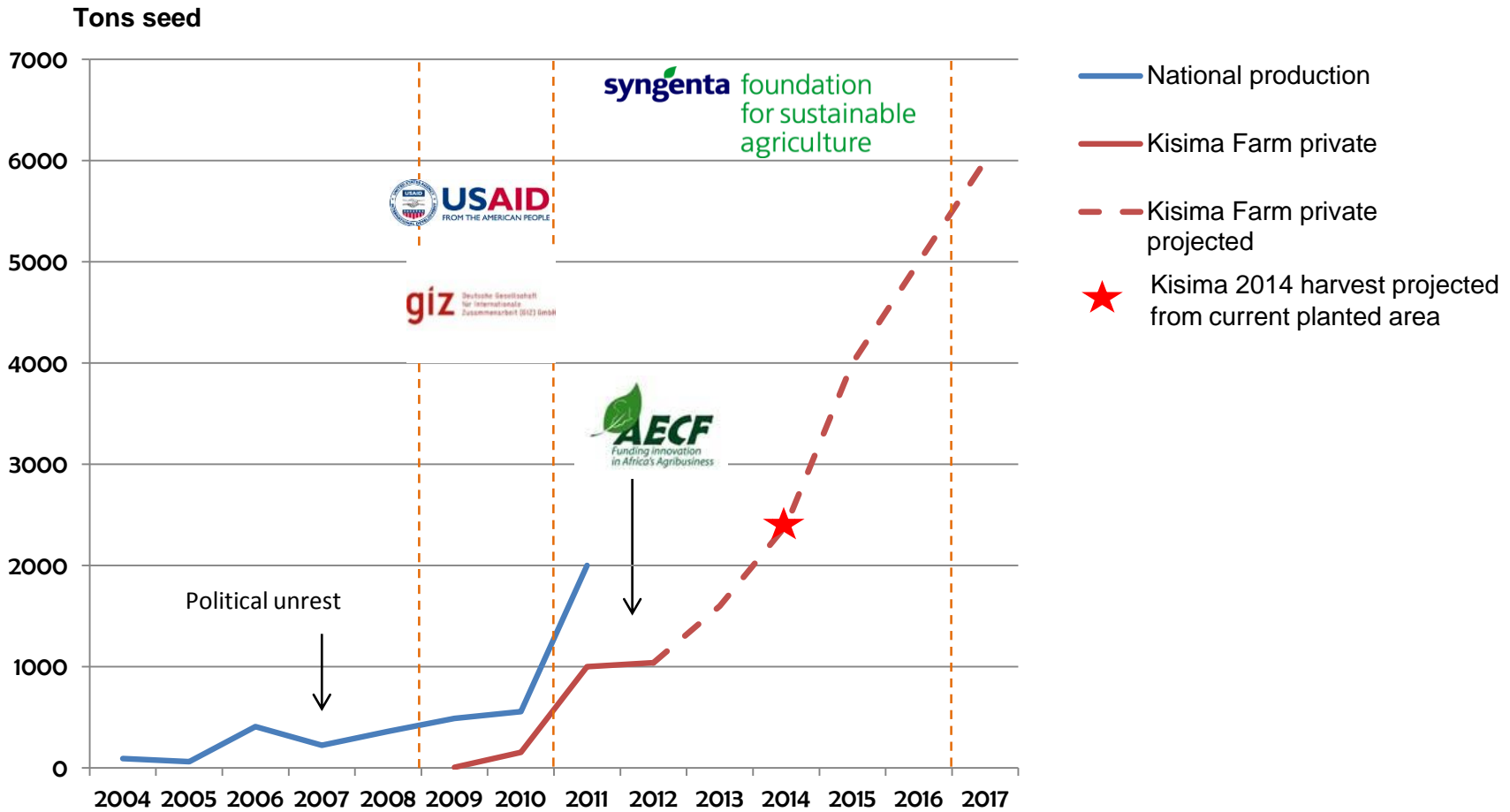
- Foster intensification and improve farm income
- Catalyse private investment in seed sector
- Contribute to CAADP productivity growth goals (African-led agenda)

South/South-East Asia:

- Address remaining pockets of poor technology adoption
- Extend private investment to wider range of crops

Millions of smallholders everywhere gaining access to the best genetics and seed technology to address the yield gaps seen around the world.

Private sector delivery of public-bred quality potato seed in Kenya



Commercial potato seed in Kenya: SFSA ROI

Development costs and impact to date

Development costs (2011-2014)

Initial USAID, GIZ and later SFSA investment (capacity building and brokerage)	\$0.7m
SFSA investment in Kisima	\$0.2m
Leveraged AECF (DFID) investment	\$0.5m
Kisima contribution	\$0.5m
TOTAL	\$1.9m

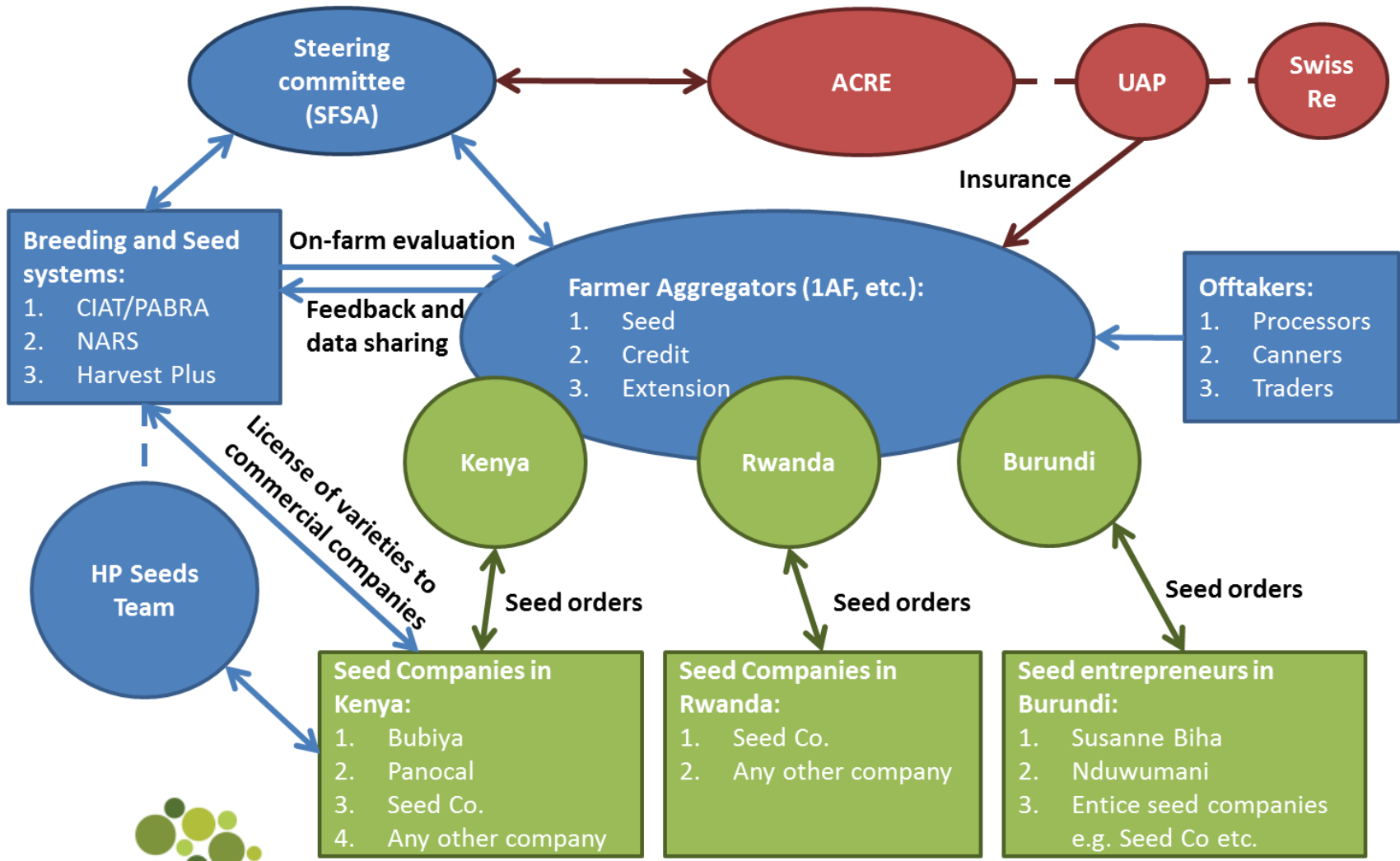


Impact up to 2014

Profit per smallholder seed purchaser (per acre per season)	\$235
Total smallholder seed purchasers (indirect and direct, cumulative)	14,000
Additional profit to seed purchasers (2011-2014, cumulative)	\$5.7m
Projected additional profit of smallholder seed purchasers (2011-2019, cumulative)	\$16m



Local seed production (bean seed): partnership model (CIAT/ HP)



Progress: commercial bean seed production of CIAT/ KALRO varieties in Kenya 2014



2019 target: 50,000 growers across Kenya, Rwanda and Burundi

Engaging farmers to test and evaluate seed of promising varieties at scale

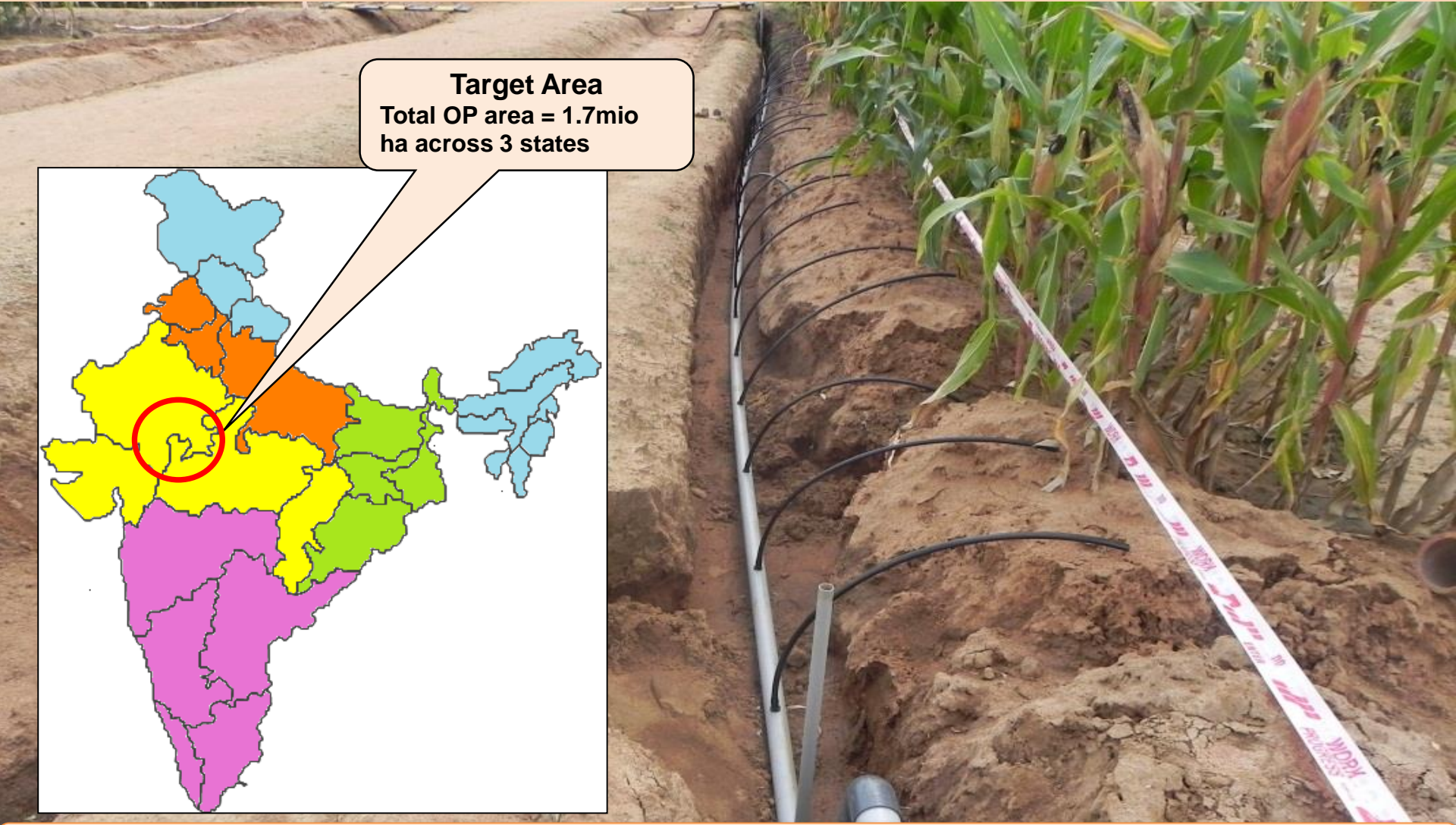
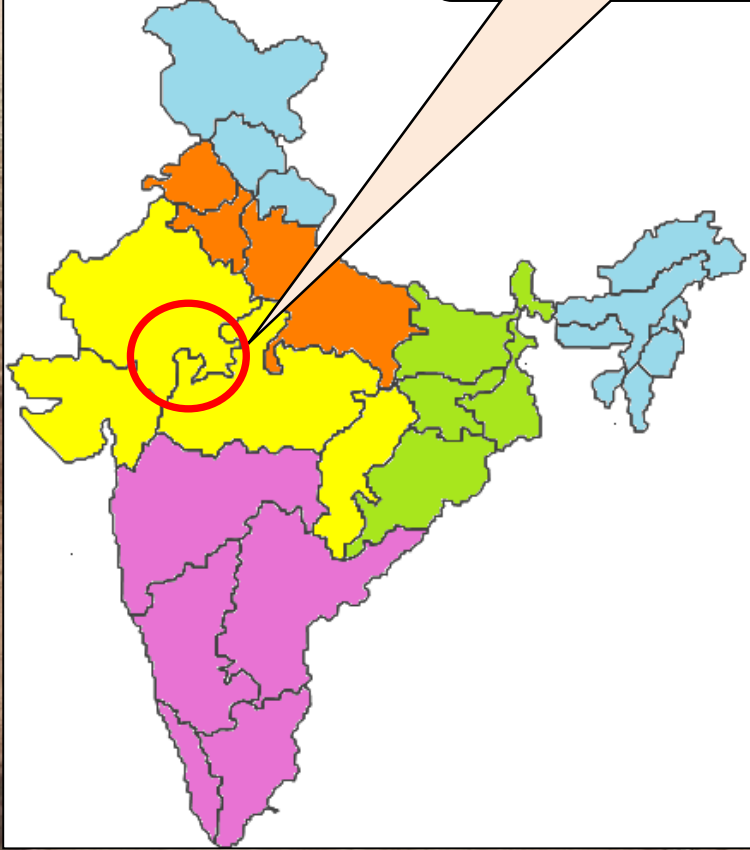


Promising Sorghum and Maize varieties tested at PLC 6.1 (196 grower groups in 2014)

2019 target: 100,000 growers across Senegal and Mali

AAA maize expansion: 5 promising low-cost triple-cross drought tolerant hybrids selected for PLC6.1 trials with partner Indian seed companies in 2015

Target Area
Total OP area = 1.7mio
ha across 3 states



2019 target: 100,000 growers across India and Indonesia

Variety licensing and registration: observations on working with the sMTA

- Engaging seed companies to scale public-bred varieties involves registration and licensing issues
 - Increased private sector interest will increasingly bring these issues to the fore
 - Importance of IPR management and national & international IPR frameworks as an enabler to facilitate access to seeds of appropriate modern varieties
- SFSA Seeds2B has experience in commercializing and licensing of public-bred germplasm to small- and medium-sized seed companies using the sMTA
 - appropriate “additional clauses” to manage the process and ensure fair and equitable outcomes
- Experience (or plans to enact) with negotiating “small-holder friendly” terms into licensing agreements
 - Small pack sizes
 - Waiving rights on home-saved seed royalties for small growers (UPOV 91) if appropriate
 - Maximum recommended retail prices (hybrids)
 - Could (and intend to) add clause in license to pay the voluntary contribution to the IT benefit sharing fund (also discussing this payment with selected NARS as intermediate licensing agents)

«Farmers love KK8»



www.seeds2b.org

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