Mali Profil

2022
27 millions
Surface 1.241 238 Km²

National budget for Agriculture sector 15 %

$19.6 billion
GDP

$782.3
Per Capita

3,1 %
TCE

40%
Primary sector

3,6 %
Growth rate

50%
Access to electricity

46,68%
Access to employment (15-24 years)

30,761 %
Literacy rate

Population, by age group, Percent

132 960 Km2 Forests

43,7 millions Ha crops and livestock

River Senegal : 700 Km
River Niger: 1700 km
And tributaries

Potential in mineral resources:
Gold, Lithium, Diamond, Oil, Bauxite, Gas
### Challenges and opportunities

#### Socio-economic context

<table>
<thead>
<tr>
<th>Economic growth 2019-2023</th>
<th>Average annual GDP: 5%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture and livestock contribution to GDP</td>
<td>40%</td>
</tr>
<tr>
<td>Agricultural sector</td>
<td>2nd source of income</td>
</tr>
<tr>
<td>Ownership of agricultural land</td>
<td>Mostly by producers</td>
</tr>
<tr>
<td>Women’s access to land</td>
<td>Very limited</td>
</tr>
<tr>
<td>Size of average agricultural farm</td>
<td>4.5 ha</td>
</tr>
<tr>
<td>Employment in agriculture</td>
<td>80%</td>
</tr>
</tbody>
</table>

#### Food Security and Nutrition, and Poverty

<table>
<thead>
<tr>
<th>Food insecurity</th>
<th>22% population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infant chronic malnutrition (6 à 59 mois)</td>
<td>10%</td>
</tr>
<tr>
<td>Cost of nutritious food</td>
<td>4 times average food spending</td>
</tr>
<tr>
<td>Poverty rate 2020</td>
<td>41.9%, or 9 millions persons</td>
</tr>
<tr>
<td>Access to health services</td>
<td>44.3% of population less than 1Km</td>
</tr>
<tr>
<td>Access to potable water</td>
<td>70.9% of population</td>
</tr>
</tbody>
</table>

#### Biophysical and climate conditions

<table>
<thead>
<tr>
<th>Desert</th>
<th>51% of the country</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sahel</td>
<td>28% of the country</td>
</tr>
<tr>
<td>Soudanien</td>
<td>17% of the country</td>
</tr>
<tr>
<td>Guinéen</td>
<td>6% of the country</td>
</tr>
<tr>
<td>Water reserves</td>
<td>High</td>
</tr>
<tr>
<td>River Niger</td>
<td>Crosses the country over 1700 Km</td>
</tr>
<tr>
<td>River Senegal</td>
<td>Covers parts of the country for 1200 Km</td>
</tr>
<tr>
<td>Extreme climate events</td>
<td>High recurrence and intensification</td>
</tr>
<tr>
<td>Ecosystem and natural resources</td>
<td>Fragility and degradation</td>
</tr>
</tbody>
</table>
Section 2: Why investing in Mali: Enabling Environment

Priority Investment Areas

- Water management
- Productivity and competitiveness of agriculture, forestry, livestock and fisheries value chains
- Development of rural infrastructure
- Promotion of climate change adaptation measures
- Agricultural research
- Strengthening of national capacities.

National Agricultural Investment Plan (PNISA)
Economic, environmental, social and governance factors

- Promotion of technical itineraries for sustainable development;
- Extension and strengthening of farmers’ capacities;
- Opening up production areas;
- Improving access to inputs and equipments;
- Support to production, storage, processing and marketing of agricultural products;
- Promotion of efficient breeding.

Governance factors

- Adequate Strategies and Policies
- Programme of support to development of small and medium enterprises (PAD-PME: 2017–2022)
- Investments promotion Agency (Guichet unique)
- Producers Organization Federations

Socio-economic factors

- Special Agro-economic Zones. Agropoles
- Structural Infrastructures (roads, energy, social services)
- High potential in arable land
- Important and diversified animal resources

Interventions with strong social and environmental potential
Performance by indicator area

Overall EBA: 33.00
Supplying seed: 22.22
Registering fertilizer: 73032
Securing water: 10.00
Sustaining livestock: 35,00
Protecting plant health: 20.00
Trading food: 79.07
Accessing finance: 30.00
Section 3: Investment note & Opportunities

Entry points: Agropoles in Koulikoro and Kayes/Sahel Nioro regions:

Agropole koulikoro

Market gardening in polyculture
• Tomato
• Onion
• Pepper
In rural microenterprise (RME).

Agropole kayes-sahel nioro

Livestock and meet
(Stall fattening)
Fodder
Section 3: Investment Note & Opportunities

Outcomes

1. Improved productivity and resilience
   - 20% increase in agricultural productivity
   - 5,000 ha of small-scale irrigation scheme adapted to market gardening and some 1,000 ha for fodder
   - Setting up some 20,000 livestock farms
   - Access to inputs for 30,000 small-scale producers, 50% women and 40% youth.

2. Increased added value
   - 60% increase in beneficiaries’ incomes
   - Establishment of some 100 processing units
   - Construction and/or rehabilitation of some 100 km of roads
   - Formalisation of 150 partnerships with private sector.

3. Agropoles governance
   - Agropoles’ governance in line with standards for sustainable agro-economic zones
   - Establishment of institutional structures capable of facilitating Agropole’s management and delivery of necessary services to users
   - Training for different actors in various governance structures
Section 3: Investment note and opportunities

36 Milliards FCFA
65.9 millions USD

- 5 000 ha aménagés pour la petite irrigation
- 1 000 ha aménagés pour la culture fourragère
- 30 000 kits d’intrants
- 100 unité de transformation
- 100 km de pistes de desserte
- 150 partenariats productifs
- 1 500 initiative entrepreneurs
- Renforcement de la gouvernance
- 12 sessions de formation des acteurs
- Enquêtes et évaluations

<table>
<thead>
<tr>
<th>Indicators-targets</th>
<th>Coût (FCFA)</th>
<th>Cost in USD At 31.07.2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 000 ha small-scale irrigation schemes</td>
<td>20 000 000 000</td>
<td>30 608 700</td>
</tr>
<tr>
<td>1 000 ha for fodder</td>
<td>1 500 000 000</td>
<td>2 295 652</td>
</tr>
<tr>
<td>30 000 inputs kits</td>
<td>1 500 000 000</td>
<td>2 295 652</td>
</tr>
<tr>
<td>100 processing units</td>
<td>2 500 000 000</td>
<td>3 826 087</td>
</tr>
<tr>
<td>100 km roads</td>
<td>1 200 000 000</td>
<td>1 836 522</td>
</tr>
<tr>
<td>150 productive partnerships</td>
<td>6 000 000 000</td>
<td>9 182 610</td>
</tr>
<tr>
<td>1 500 entrepreneurship initiatives</td>
<td>2 250 000 000</td>
<td>3 443 479</td>
</tr>
<tr>
<td>Strengthening of governance</td>
<td>1 200 000 000</td>
<td>1 836 522</td>
</tr>
<tr>
<td>12 training sessions for key actors</td>
<td>72 000 000</td>
<td>110 191</td>
</tr>
<tr>
<td>Surveys and evaluations</td>
<td>50 000 000</td>
<td>76 522</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>36 272 000 000</strong></td>
<td><strong>65.900 000</strong></td>
</tr>
</tbody>
</table>
Investment opportunity 1: Tomato

Agropole Koulikoro

Description
Organic Tomato
• Promotion of entrepreneurship initiatives
• Taking up of technical itineraries and practices resilient to climate change
• Contracts market: potential demand: 1,200 T/week
• Mastering business plans (RuralInvest)

Targets
800 hectares of small-scale farms for gardening in polyculture
• 12 Processing Units medium size
• 150 entrepreneurship initiatives
• Beneficiaries: 300 cooperatives or organizations (4500 members: 80% women)
• 30 productive partnerships
• 50 farmer field schools
• 300 specific sets of inputs kits

(Possible) sources of finance
• Investment Funds
• Banks – decentralized financing systems
• Government subsidies/partners

Market
• Internal
• Export: Neighbouring countries

Estimate costs-benefits

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated cost</td>
<td>USD 6.5 M</td>
</tr>
<tr>
<td>Increase in marketed produce</td>
<td>+ 40%</td>
</tr>
<tr>
<td>Average increase in annual income (+30%)</td>
<td>USD 1,725</td>
</tr>
<tr>
<td>IRR</td>
<td>25.6%</td>
</tr>
<tr>
<td>VPN</td>
<td>USD 1.5 M</td>
</tr>
</tbody>
</table>

Risk mitigation measures
• R: Low opportunities for partnerships with private sector
• M: Technical support to identifying investment opportunities, to targeting potential partners and to preparation of business plans
• R: Risk aversion of institutions and low interest for market gardening
• M: Business plans with integrated commercial agreements
• M: Training of financial institutions on market gardening finance

Indicator Value
• Estimated cost USD 6.5 M
• Increase in marketed produce + 40%
• Average increase in annual income (+30%) USD 1,725
• IRR 25.6%
• VPN USD 1.5 M
Investment opportunity 2: Organic Onion

**Agropole Koulikoro**

**Description**

**Organic onion**
- Promotion of entrepreneurship initiatives
- Taking up of technical itineraries and practices resilient to climate change
- Contracts market: potential demand: 2100 T/week
- Mastering business plans (RuralInvest)

**Cibles**
- 500 hectares developed
- 7 storage/drying units medium size
- 100 entrepreneurship initiatives (50% youth)
- Beneficiaries: 125 cooperatives (1 500 members: 45% women)
- 15 productive partnerships
- 25 farmer field schools
- 125 lots of specific input kits

**Map**

**(Possible) sources of finance**
- Investment Funds
- Banks – decentralized financing systems
- Government subsidies/partners

**Market**
- Internal
- Export: Neighbouring countries

**Estimate cost-benefits**

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Valeur</th>
</tr>
</thead>
<tbody>
<tr>
<td>Costestimate</td>
<td>USD 5.8 M</td>
</tr>
<tr>
<td>Increase in marketed produce</td>
<td>+ 40%</td>
</tr>
<tr>
<td>Average yierly income (+30%)</td>
<td>USD 2 550</td>
</tr>
<tr>
<td>IRR</td>
<td>45%</td>
</tr>
<tr>
<td>VPN</td>
<td>USD 3.2 M</td>
</tr>
</tbody>
</table>

**Risk mitigation measures**
- R : Low opportunities for partnerships with private sector
- M : Technical support to identifying investment opportunities, to targeting potential partners and to preparation of business plans
- R : Risk aversion of institutions and low interest for market gardening
- M : Business plans with integrated commercial agreements
- M : Training of financial institutions on market gardening finance

**Indicators**
- Costestimate USD 5.8 M
- Increase in marketed produce + 40%
- Average yearly income (+30%) USD 2 550
- IRR 45%
- VPN USD 3.2 M
Investment opportunity 3: Stall fattening

**Agropole Kayes**

**Description**

Stall fattening
- Cattle fattened to 320 kg
- Short cycle: 4 months
- Production/cycle: 250 heads
- Taking up of fattening techniques and follow-up of sanitary measures

**Targets**

- 100 stables
- 1,000 ha fodder culture
- 100 entrepreneurship initiatives
- Beneficiaries: 120 fatteners + 50 cooperatives (cca 700 fatteners)
- 20 productive partnerships
- 10 livestock field schools
- 170 lots of small appliances
- New employments: 50

**Estimated costs-benefits**

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated cost</td>
<td>USD 13.4 M</td>
</tr>
<tr>
<td>Annual average income (+40%)</td>
<td>USD 3,350</td>
</tr>
<tr>
<td>IRR</td>
<td>31.6%</td>
</tr>
<tr>
<td>VPN</td>
<td>USD 8.5 M</td>
</tr>
</tbody>
</table>

**Risk mitigation measures**

- **R**: Low opportunities for partnerships with private sector
- **M**: Technical support to identifying investment opportunities, to targeting potential partners and to preparation of business plans
- **R**: Risk aversion of institutions and low interest for cattle fattening
- **M**: Business plans with integrated commercial agreements
- **M**: Training of financial institutions on market gardening finance

**(Possible) sources of finance**

- Investment Funds
- Banks – decentralized financing systems
- Gouvernement subsidies/partenaires

**Market**

- Internal
- Export: Neighbouring countries

**Map**

- [Map of Agropole Kayes]

**Indicator Value**

- Estimated cost: USD 13.4 M
- Annual average income (+40%): USD 3,350
- IRR: 31.6%
- VPN: USD 8.5 M
# Technical and financial partners: potential investors

<table>
<thead>
<tr>
<th>Multilateral partners</th>
<th>Bilateral partners</th>
<th>United Nations system</th>
</tr>
</thead>
<tbody>
<tr>
<td>World Bank</td>
<td>Sweden</td>
<td>United Nations Development Programme (UNDP)</td>
</tr>
<tr>
<td>African Development Bank</td>
<td>Belgium</td>
<td>UN Sustainable Development Cooperation Framework (UNSDCF)</td>
</tr>
<tr>
<td>European Union</td>
<td>Canada</td>
<td>UN Multidimensional Integrated Stabilization Mission in Mali (MINUSMA).</td>
</tr>
<tr>
<td>Islamic Development Bank</td>
<td>Japan</td>
<td></td>
</tr>
<tr>
<td>Arab Bank for Economic Development</td>
<td>Spain</td>
<td></td>
</tr>
<tr>
<td>in Africa</td>
<td>USA</td>
<td></td>
</tr>
<tr>
<td>West African Development Bank</td>
<td>Arab Emirates</td>
<td></td>
</tr>
<tr>
<td>IFAD</td>
<td>Saudi Arabia</td>
<td></td>
</tr>
<tr>
<td>Economic Community of West African</td>
<td></td>
<td></td>
</tr>
<tr>
<td>States</td>
<td></td>
<td></td>
</tr>
<tr>
<td>African Union</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### MAIN INVESTMENTS

<table>
<thead>
<tr>
<th>Investment</th>
<th>Total Cost</th>
<th>IRR (%)</th>
<th>VPN</th>
<th>Beneficiaries</th>
<th>Income Increase per Capita</th>
<th>Emissions Reduction per Capita</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOMATO</strong></td>
<td>US$ 65.9 M</td>
<td>17.9%</td>
<td>US$ 1.5 M</td>
<td>6700</td>
<td>$1.725</td>
<td>1.6 MT</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ORGANIC ONION</strong></td>
<td>US$ 326 M</td>
<td>20%</td>
<td>US$ 3.2 M</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CATTLE FATTENING</strong></td>
<td>US$ 6.5 M</td>
<td>25.6%</td>
<td>US$ 8.5 M</td>
<td>700</td>
<td>$3.350</td>
<td>2.3 MT</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Sustainability benefits:**

- **Beneficiaries**: 4500 (80% W)
- **Income increase per capita**: $1.725
- **Emissions reduction per capita**: 1.6 MT

**Beneficiaries**: 1.500 (45% W)

**Income increase per capita**: $2.550

**Emissions reduction per capita**: 1.9 MT

**Beneficiaries**: 700

**Income increase per capita**: $3.350

**Emissions reduction per capita**: 2.3 MT
Thank you for your attention!