

ANNUAL REPORT

Forging new
pathways to
food systems
in Africa

2022



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pathways to
food systems
in Africa





HIS MAJESTY **KING MOHAMMED VI** OF MOROCCO



Around the world, there is a need to accelerate the adoption of sustainable and regenerative agricultural practices. We know that a one-size-fits-all for farming does not work. And a one-size-fits-all for fertilizers doesn't work either. Africa can lead the way in developing its very own model for a sustainable agricultural revolution and the 4 million tons of fertilizers OCP has dedicated to the African farmers are aimed to provide them with higher yields and higher incomes through customization and soil health practices. It is a question of mindset. In fact Africa has already done it in telecom and mobile banking."

MOSTAFA TERRAB
CHAIRMAN AND CEO OF OCP GROUP

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A year in highlights

Millet farmer in Louga, Senegal. © Copyright OCP Africa

CEO's Statement

Providing relief to Africa's smallholder farmers for sustainable food systems transformation



The year 2022 marked a period of global recovery after two years of the Covid pandemic, which nearly decimated Africa's trade pathways for critical agricultural products and inputs like fertilizers. And just as things were beginning to look up, in February, the ongoing conflict between Russia and Ukraine started, halting the flow of fertilizers, wheat, sunflower oil and several other agricultural items, as well as fuel, which usually comes into Africa through the Black Sea.

Energy, fertilizer and food prices have increased by 40% - 300% since the war started, and Africa, which imports up to 30 million tonnes of food from

Russia and Ukraine, is confronted with rising food prices threatening its already fragile food security, accentuated by climate change, and regional conflicts.

Russia provides 15% of global nitrogen fertilizer trade and 17% of potash fertilizer exports, and constitutes an important supplier of fertilizers to the African continent. The war in Ukraine has aggravated the shortage of fertilizers, pushed up prices and reduced affordability, thereby threatening the food security of the continent.

This geopolitical crisis has exposed the structural fragilities of the African food system.

In response to these multiple crises, and to alleviate its impacts on the availability and affordability of the fertilizers, we, in July 2022, launched the Fertilizer Relief Program, which offered farmers 546Kt of fertilizer, 33% of which were donations and 67% sold at markedly reduced prices. This contribution, which represents approximately 16% of the continent's phosphate

fertilizer needs, is in line with our African growth strategy which aims to significantly contribute to the empowerment of African farmers

Beyond the fertilizer supply, OCP Africa is engaging with several partners to ensure that farmers have the support they need. The program is benefitting at least 4 million farmers, 90% of whom are involved in the production of key staples like maize, wheat, and sorghum. The program provides farmers with capacity building, access to mechanization, access to digital solutions...

Meanwhile, we are expanding our investment in Africa-focused R&D through partnerships with agronomic institutes and research universities across and beyond the continent focused on soil health issues. This long-term work has over the last decade made it possible to develop innovative solutions to boost crop productivity while preserving the environment and soil health. To date, a total of 50 million hectares of arable land have been mapped using the latest soil analysis technologies, allowing OCP Africa to better understand the farmers' needs and offer adapted fertilization solutions. Our investment here is part of our work in leading a transformation to end the common one-size-fits-all approach to fertilizers. It is also instrumental in driving the messaging that optimal nutrient use is integral in fighting climate change by allowing farmers to grow without the need to open up more land.

Beyond fertilizers, we are extending our integrated farmer-centric strategy, to solve multiple complex challenges. This strategy includes access to training and awareness-raising for farmers on best agricultural practices for sustainable fertilization, supply chain, market linkages, access to finance, access to mechanization and digital solutions. This we are delivering through our farmer-centric flagship programs including OCP School Lab, Agribooster, the Farmer Hubs, Udongo, the Farming Innovation Program, and media



The program is benefitting at least 4 million farmers, 90% of whom are involved in the production of key staples like maize, wheat, and sorghum.

programs transmitted via television and radio, all designed to support the transformation of smallholder farms into profitable businesses.

Going into 2023, we have put in place measures to ensure that farmers receive their fertilizer supplies timely, averting a food crisis linked to the ongoing global price shock. We expect to reach more farmers as several of our new blending plants become operational. The Kaduna blending plant, which was completed and started blending operations in February 2022, is capable of producing different NPK fertilizer blends using up to five macro and five micro-nutrient elements.

Overall, OCP has heavily invested in the development of eco-responsible fertilizer production capacity, reaching 15MMT of finished product by 2023, from a base of 3MMT in 2008. This allows us to respond to Africa's urgent needs while also supporting farmers around the world.

Against this backdrop, in this report, we have chosen to spotlight our work in Côte d'Ivoire, a country, where we have strong partnerships with the PM's Office and the Ministry of Agriculture, and where we have seen tremendous progress in the transformation of farmers' lives through investments that increase their capacity to access modern agricultural inputs, agronomic training, as well as market and financial access.

Dr Mohamed Anouar Jamali,
CEO, OCP AFRICA

Overview of our approach for unlocking Africa's potential

Africa has 60% of the world's arable land surface, but 65% remains uncultivated¹. At the same time, the continent's production is driven by smallholder farmers, who account for 70%² of food production, but have historically delivered low yields. Persistent barriers to improved productivity include limited access to credit, nutrients, technology, advisory services, and off-take arrangements, as well as high transportation costs and poor storage conditions.³

Yet even in the face of climate change, a global food crisis and a year-on-year population increase, we strongly believe that Africa has all the levers needed to future-proof agricultural systems, protect our ecosystems, and feed everyone in the world.

However, to unlock the continent's untapped agricultural potential, we need to focus on the implementation of innovative solutions with key partners for a sustainable transformation of food systems.

Africa's challenges are difficult to overcome without an inclusive, partnership-based approach. Achieving sustainable and inclusive agricultural growth on the continent needs a paradigm-shift that places farmer profitability and improved livelihoods at the center of response initiatives. We need to ensure that farmers have access to solutions that are adapted to their most valued asset – soil. However, it is fundamental that we find solutions beyond fertilizer, through an ecosystem approach that would enable and support entrepreneurship and innovation at the local level. The deployment of holistic, farmer-centric support that brings together partners

throughout the value chain to provide the full range of support that farmers need to be successful, is necessary for bracing the access to knowledge, quality inputs, financing, irrigation, mechanization, and markets.

Meanwhile, all the players across the value chain – including the private sector, governments, international organizations, research institutes, farmers associations, and distributors – must come together to find solutions, to test and incubate ideas for farmer support and to cater for the diverse environments across the continent. Strong collaboration is also required alongside improved, innovative partnerships among sector players in

a bid to bring agricultural modernization opportunities to fruition. By working together, we believe that Africa can achieve an agricultural transition that closes the yield gap and minimizes the environmental impact.

However, science has shown that this transition cannot be achieved without the deployment of fertilization techniques that suit local conditions. The current one-size-fits-all approach to fertilizer use has had its benefits but is no longer tenable in the long-term. This has contributed to a mismanagement of soil nutrition leading to regional/local nutrients imbalances with a heavy toll on the environment and food security.

Going forward, we require an optimal use of N, P and K fertilizers, deployed in line with what agronomists and the broader scientific community refer to as "4 Rs" of efficient nutrient management, i.e.: the right nutrient source, at the right rate, at the right time, in the right place.

Manufacturers, distributors and other stakeholders along the fertilizer value chain should also commit to solutions that take into full consideration Africa's challenges and develop customized fertilizers. The deployment of products by farmers should also be guided by soil nutrient maps and agronomic tests, which ascertain that the applied inputs are suited to individual crops and soils.

Finally, at the macro-level, the establishment and operationalization of free-trade zones will enable the improvement of food access within the continent, as well as provide an opportunity to develop a unifying set of African fertilizer regulations that are science-based and are designed to best serve the needs of farmers, while protecting their soils. Africa can lead the way in developing its very own green revolution, learning from what has been done elsewhere for a truly sustainable approach to plant nutrition through customization.

1 AFDB
2 IFAD
3 FAO

Our response in a context of crisis



The combination of the COVID-19 pandemic, the Russian-Ukraine war, and energy price shocks has generated an increase in the prices of food and fertilizers, putting Sub-Saharan Africa at high risk of food insecurity. Although the current geopolitical situation has not created these challenges, it highlights the weakness of our food systems.

Africa, which imports \$7billion worth of wheat and sunflower seed every year from the Black Sea region⁴ has also suffered great shocks as a result of the conflict between Russia and Ukraine, which has, so far, left 40 million people hungry.⁵ It is, however, important to note that the Eastern Europe conflict was not the cause of Africa's food access difficulties, but rather served to reveal the deeper systemic fragilities in the continent's agricultural systems.

To avert further crisis, OCP Africa launched in

July the Fertilizer Relief Program to restore the availability and affordability of key fertilizers around the continent, by reducing the price of 364Kt and offering 182Kt as outright donations. This contribution represents about 16% of Africa's phosphate fertilizer needs, and is more than a quarter of OCP's regular annual supply to the continent.

The Fertilizer Relief Program, which includes training on good agronomic practices, supply chain support and linkages to finance, aims at reaching 4 million smallholder farmers particularly those engaged in the cultivation of staple food items like maize, rice and sorghum.

By facilitating access to adapted fertilizers, OCP Africa is achieving its key commitment of contributing to feeding the population of the continent through improving the health of their soils and preserving their environment.

⁴ Source : FAO

⁵ Source : Reuters

FERTILIZER RELIEF PROGRAM

550Kt
of fertilizer

370Kt
for sale at reduced prices

180Kt
donated to farmers



TARGET

4 million

SMALLHOLDER FARMERS

90% engage in staple crops





Dr. Jamali handing over the donation letter to Rwanda's then-minister of Agriculture

OCP Africa donates 15,000 tonnes of fertilisers to Rwanda

Under its Fertilizer Relief Program, OCP Africa has donated 15,000 tonnes of Di-ammonium Phosphate (DAP) fertilizers to support the country's fertilizer use and increase farm productivity efforts. "That means we have a stock of fertilizers and whenever there is a need, we can be able to inject it into the farming community,"

Ethiopia received 50,000MT of NPS fertilizers

OCP Africa handed over 50,000MT of NPS fertilizers to support farmers in Ethiopia. The donation, which is part of OCP Africa's Fertilizer Relief program, is intended to support Ethiopia's wheat initiative, which looks to make Ethiopia wheat self-sufficient by 2025. H.E Oumer Hussein, the Minister of Agriculture of Ethiopia, noted the timeliness of the donation to Ethiopia and expressed the Ethiopian Government's deep gratitude. He added that the Government is looking forward to cooperating with OCP Ethiopia on other projects targeted at the development of the agricultural sector in Ethiopia.



Donation ceremony in Ethiopia. Photo taken in the warehouse.

Gerardine Mukeshimana, then-minister of Agriculture, Rwanda said. 5,000 tonnes out of the donation will be a free starting stock of the fertilizer blending plant to support the launch of its production of adapted fertilizers.

This contribution is important especially in this period when fertilizer costs are high, mainly as a result of two factors; the war involving Russia and Ukraine and the rising transport costs associated with the Covid-19 pandemic. We are fortunate that our friends from OCP have donated 15,000 tonnes of DAP fertilizers. That is something being injected into the sector."

Gerardine Mukeshimana,
the Minister of Agriculture and Animal Resources

Allowing a third of the entire donation to Ethiopia underlines our deep commitment to supporting H.E Dr Abiy Ahmed's wheat self-sufficiency vision. 50,000 Metric tons of NPSB will go towards the wheat initiative, and 10,000 Metric tons of TSP will supply the blending units, to locally manufacture adapted fertilizers for wheat, among other crops."

Dr Mohamed Anouar Jamali,
Chief Executive Officer, OCP Africa



Donation ceremony in Senegal

Morocco strengthens partnership with Senegal through a donation of 25,000 tons of fertilizer.

OCP Africa has extended a generous donation of 25,000 tons of fertilizer to small-scale farmers in Senegal. This move has been hailed as a significant gesture by Aly Ngouille Ndiaye, the Minister of Agriculture, Rural Equipment, and Food Sovereignty, who believes that it will enhance access to fertilizer for small producers while reducing production costs amid soaring fertilizer prices. Additionally, the donation is set to boost national production, improve agricultural product availability, and curb the rising cost of living, thus cementing the partnership between Morocco and Senegal.



During the donation reception ceremony held at a Diamniadio warehouse where the fertilizers are stored before distribution, the Senegalese minister was joined by the Moroccan ambassador to Senegal and the CEO of OCP Africa. The contribution will trigger more cooperation and technical activities between the Ministry of Agriculture, Rural Equipment, and Food Sovereignty, and OCP, particularly in the area of land fertility and fertilizers. The Mayor of Linguere affirmed that this benevolent act cements the brotherhood between the two countries.



Donation ceremony in Mauritania

OCP donates fertilizer to Mauritanian farmers

OCP Africa donated 5,000 tonnes of fertilizer to farmers in Mauritania, as part of the Fertilizer Relief Program. The fertilizers are specifically intended for smallholder farmers who represent the majority of food producers in Mauritania, over 90% of whom are dedicated to staple crops such as rice. The donation is expected to reach at least 50,000 farmers in Mauritania. Mauritania was identified as a key beneficiary of the relief program, which will also integrate the training and awareness-raising of farmers on best agricultural practices in terms of sustainable fertilization, supply chain support as well as access to finance and markets.

This donation is part of the efforts made by our two countries to strengthen their bilateral cooperation. In this regard, I welcome the Kingdom's considerable support to the Mauritanian agricultural sector through the distribution of fertilizers and selected seeds."

Yahya Ould Ahmed El Waghi,
Mauritanian Minister of Agriculture

2

Focus on programs

In 2022 OCP Africa continued expanding its plan of contributing to increased food security in Africa, while addressing key constraints including climate change, marginalization of women and youth as well as low inadequate access to finance. Key achievements were made under the following key areas of focus:

- ▶ Smallholder farmers support
- ▶ Digital innovation & Entrepreneurship
- ▶ Financial inclusion
- ▶ Women and youth inclusion
- ▶ Government support
- ▶ Innovative partnerships



Millet farmer in Louga, Senegal. © Copyright OCP Africa

Ecosystemic approach to support smallholder farmers

Our farmer-centric strategy aims at empowering farmers through R&D and innovation, and making digital and other resources (agricultural inputs, fertilizers, water, soil analysis, finance, market linkage) accessible especially to smallholder farmers and the most vulnerable populations. OCP Africa has developed several complementary packages (Agribooster, Farmer Hubs, OCP School Lab, Udongo and the Farming Innovation Program), which can be deployed and scaled to adopt the farmer-centric approach and to respond to each farmer's needs and context.

Since 2016, OCP Africa's farmer-centric programs have supported and trained 2.1 million farmers and yielded remarkable results with production increases ranging from 30% to 100%.

2.1 MILLION
of farmers trained and supported since 2016

AGRIBOOSTER

The Agribooster program aims at holistically supporting the farmers across all the pain points they are facing, by securing their access to high quality inputs, training on good agronomic prac-

tices, and securing of market linkages upstream of their agricultural campaign. The ecosystem developed de-risks the farmers' investments, and facilitates their access to finance.

222,000
farmers reached through the program in 2022

Aida Sarr, Senegal country manager with a peanut farmer in Louga
© Copyright OCP Africa

Women in Agribooster in Ghana

The Women in Agribooster program is OCP's initiative for increasing the competitiveness of women agripreneurs through capacity building, increased access to inputs and market linkages. To further expand the Women in Agribooster program in 2022, OCP Africa planned a Training of Trainers (ToT) program targeting 15 field officers selected from three aggregators. The program was designed to enhance the officers' capacity to serve farmers in their region with a focus on pre-season and in-season activities across the maize, rice, and soya value chains. The officers were also equipped with business skills, including data collection, management, and facilitation.

The training was an expansion of a 2021 pilot that focused on one aggregator (Antika), and which proved to be very effective in providing a deeper understanding of farmers' needs. As part of the training, the officers visited the Soil and Irrigation research center (SIREC) of the University of Ghana for a practical review of the pre- and in-season activities in the management of rice.

30,000 smallholder farmers benefitted from GAP training
842MT of fertilizers supplied
10 Aggregators involved

Agribooster in Nigeria

OCP Nigeria's Agribooster program for 2022 achieved its target by reaching 180,000 farmers across the ginger, rice, maize, and wheat value

chains. The following are the achievements from the Agribooster program across the year.

Supported
25,000
farmers with weather advisory services

GAP TRAINING AND EXTENSION SERVICES TO AGRIBOOSTER BENEFICIARIES

SET UP FARM AND FORTUNE HUBS TO SUPPORT PARTNERSHIPS

Equipped **158** Agripromoters with Motorcycles and Tablets

Supplied 3,474.28MT OCP SPECIALTY FERTILIZER BLEND (14:31:0:2.63S:1Z:0.2B)

Reached **198,200** farmers

Expanded Women Participation to

42,100
farmers through partnerships

ESTABLISHED PARTNERSHIPS TO PRODUCE LOCALLY PRODUCED GREEN HOUSES AND CONDUCTED TRAINING FOR HUB MANAGERS, FIELD OFFICERS, COMMUNITY PROJECT SUPERVISORS, AND PARTNERSHIP GREEN HOUSE MANAGERS.

Agribooster project to increase sorghum productivity in Kenya

In collaboration with Cereal Growers Association (CGA) – a Kenyan membership-based farmer organization with over 500,000 registered farmers, OCP Kenya Ltd rolled out the Agribooster offer on sorghum program. The six-months pilot was implemented in three counties – Tharaka Nithi, Siaya, and Meru – for the benefit of 5,000 smallholder farmers. Three county-level launches were held between February and March 2022, attracting the participation of key players along the sorghum value chain, including farmer

groups, government agricultural extensionists, input companies, financial institutions, insurance companies, output aggregators and off-takers. A total of 60 lead farmers were also trained on sorghum agronomy, who are now expected to train at least 5,000 other farmers supported by 30 demonstration plots established across the three counties. Manuals on good agronomic practices in sorghum cultivation and cereal post-harvest handling management have been produced and distributed to farmer groups.

OCP SCHOOL LAB

OCP School Lab is a program constituted by a mobile laboratory and field school leveraging on physical training and content as well as digital tools. Thanks to a team of agricultural engineers, farmers benefit from multiyear support and technological solutions to stay connected or in direct contact with agricultural advisors. This school offers demonstrations and educational training sessions for raising awareness about agricultural practices in accordance with the predominant culture of the regions in which they are located. Each training is adapted to the dominant cultures in the areas visited. A mobile laboratory associated with the schools systematically analyzes the soil in the targeted regions. The laboratory allows us to address more technical aspects such as soil nutrient needs and fertilizer recommendations tailored to local soils and crops. The laboratories are equipped with the most advanced modern technologies, including medium infrared and technical X-ray sensors that enable soil fertility assessment in real-time.

OSL In Agribooster - The Okuani Ahotor impact

Since its establishment in 2016 as a subsidiary of OCP Group, OCP AFRICA has remained committed to giving farmers the support they need to thrive.

For even greater impact, OCP in Ghana merged the two projects giving the farmers reached by the OSL access to the required inputs, and linking those reached by Agribooster to soil testing

services. The merging of the two projects – under the title OSL in Agribooster (or Okuani Ahotor in the local dialect) – now gives a holistic service to farmers in the form of a one-stop ecosystem solution that starts with understanding the soil through OSL and providing the appropriate dissemination tools, market offtake, access to finance, and access to training in good agricultural practices.



Rice farmer in Oti, Ghana. © Copyright OCP Africa



OSL agent in a mobile lab

Okuani Ahotor was piloted for three months in the upper west region of the country this year, with a mobile laboratory providing soil analysis services to individual farmers and two aggregators (Antika and Tawanobaye).

The project targeted 6500 smallholder farmers and 525 farmlands in 65 communities, and by its end had analysed 601 soil samples or 114% of the targeted farmlands. A total of 4,388 farmers from 54 communities, representing 66% of the target, were also trained on good agronomic practices in sessions administered by eight agricultural extension agents.

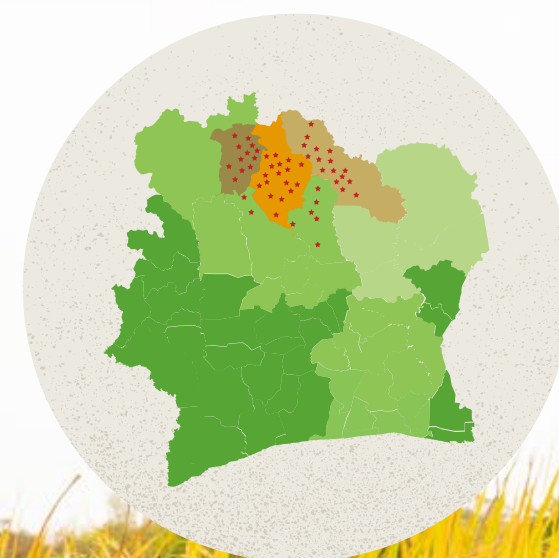
The OCP School Lab crisscrosses through the cotton zone in Côte d'Ivoire.

In partnership with the Compagnie Ivoirienne de Coton (COIC), OCP Africa has launched OCP School Lab in Côte d'Ivoire on the cotton sector. The cotton caravan targets 50 localities in the Poro region in northern Côte d'Ivoire. Two mobile laboratories crisscrossed northern Côte d'Ivoire to



From July to September, the OSL reached more than

53 localities



diagnose soil fertility, make fertilizer recommendations, and train nearly 3,500 farmers in good agricultural practices. The program wrapped up its 43-day campaign in the northern region by rolling out the caravan for maize farmers. In partnership with the African Plant Nutrition Institute (APNI) and the Federation of maize farmers of Côte d'Ivoire (FEMACI), the caravan toured three northern regions to disseminate good agricultural practices. The campaign has been marked by the soft launch of the farmer house in Korhogo, a one-stop-shop providing farmers with products and services to increase yields and incomes.



136,000

farmers benefited from OCP School Lab Project in 2022.

8,400

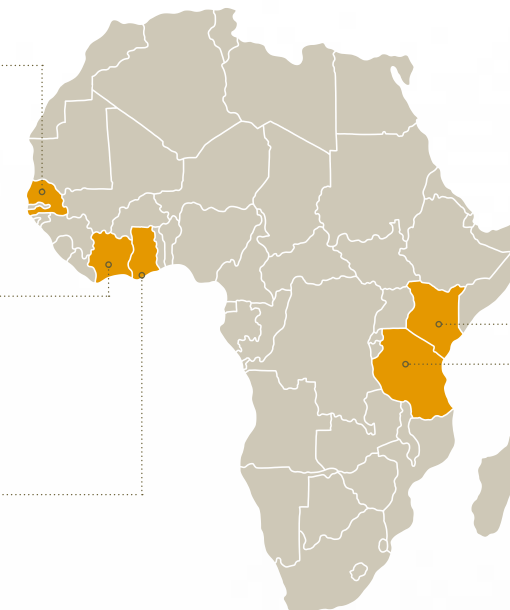
In Senegal

16,500

In Côte d'Ivoire

30,400

In Ghana



17,300

In Kenya

63,000

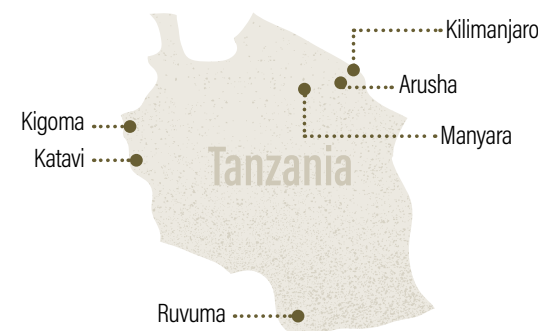
In Tanzania



OCP agent meeting with rice farmer in Korhogo, Côte d'Ivoire.
© Copyright OCP Africa

63,000 farmers in Northern, Southern, and Western Tanzania benefitted from OCP School Lab Project

This third phase of OSL in Tanzania builds on the previous experiences of the first and second rollouts of the program in 2019 and 2021. In partnership with experts from the Ministry of Agriculture, Regional administration, local government authorities, and Tanzania Agricultural Research Institution (TARI), the program targets farmers in six regions, beginning with Ruvuma, followed by Katavi, Kigoma, Manyara, Arusha, and Kilimanjaro.



OCP Tanzania Ltd provides farmers with one-on-one advice on interventions and crop nutrition recommendations for maize, rice, potatoes, soya beans, sugarcane, wheat, common beans, coffee, sesame, and sunflower crop to improve their farming practices and enhance yields.

This campaign is a continuation of the 2019 and 2021 OCP campaigns that reached 63,000 farmers in the Njombe, Songwe, Rukwa, Iringa, Mbeya, and Morogoro regions.

Speaking at the official launch in Songea town, the capital of the Ruvuma region, the senior advisor Dr. Mshindo Msolla stated:

Our farmers must have access to the latest technology that can assist in increasing yield, thus alleviating poverty. The OCP School lab project is a rare opportunity. Therefore, we urge all farmers to make the most of this service."

Soil analysis report dissemination and engagement campaign for more than 17,315 Kenyan farmers.

OCP Kenya concluded the dissemination of soil analysis results to 6,000 farmers drawn from Uasingishu, Nakuru, and Trans-Nzoia counties. Through the dissemination exercise, more than 17,300 farmers were directly reached.

The OCP Kenya agronomy team has covered over 63 wards across the three counties in the country. The soil analysis program, under OSL Kenya, was designed to support Kenyan farmers to have a comprehensive understanding of the nutrient needs of their crops, soil fertility management, and fertilizer recommendations. The reports targeted key crops such as maize, beans, wheat, and potatoes.

Farmers' reception to the soil testing exercises and training conducted by the OCP Kenya team was positive. It empowered them to identify and understand suitable and sustainable practices for their crops' needs, in addition to OCP's provision of affordable and quality fertilizers. The capacity-building wing conducted within OSL Kenya was heavily appreciated by the farmer's cooperatives, with the likes of the Set Konyol Farmers' Cooperative Society, sending appreciation letters to the team. Through the exercise, 72 cooperative societies, CBO, and farmer groups were profiled and expressed their interest in growing a closer collaboration with OCP Kenya.

One farmer stated, "OCP shouldn't get tired of doing what they are doing to enable us to be great farmers".

OCP shouldn't get tired of doing what they are doing to enable us to be great farmers".

Kenyan farmer

17,300

Farmers were directly reached

School lab trucks in Nigeria.
© Copyright OCP Africa



FARMER HUBS

OCP Africa established the Farmer Hubs in 2019, as a “one-stop shop” that provides farmers with access to inputs (fertilizers, seeds and phytosanitary products), and agricultural services (training on good agronomic practices, soil analysis and recommendation, financial services, market connections, mechanization etc.). The Farmer Hubs concept adapts to the context of each country where we can deploy the Farmer Houses in partnership with governments (federal, regional and local authorities) or private actors,

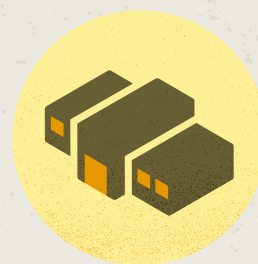
young entrepreneurs or cooperatives. OCP Africa has developed several complementary packages at these Farmer Hubs that can be deployed to respond to each farmer's needs and context. These packages are disseminated with the strategic deployment of agripromoters to ensure that farmers are taking the steps required for optimum harvests. The agripromoters (equipped with tricycles and tablets) are also central to the provision of soil-testing, mapping services, training, and digital solutions to farmers.



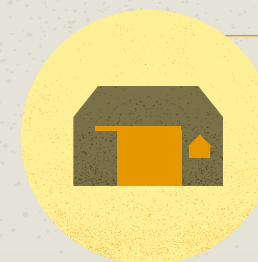
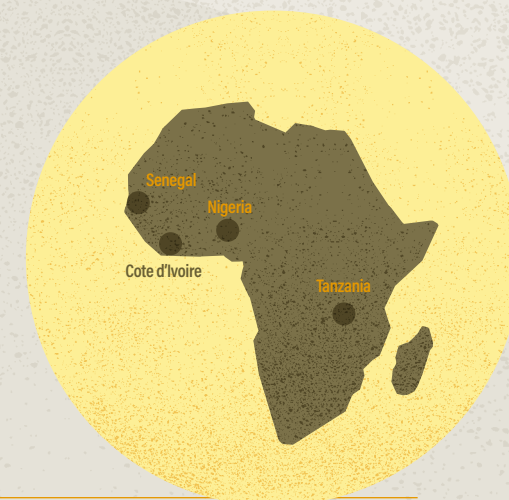
OCP Africa's tricycles in Kaduna, Nigeria. © Copyright OCP Africa

The Farmer Hubs serve the entire ecosystem by encouraging the development of entrepreneurship among young rural people (Agripromoter, Empowering African Youth program (EMAY)) via an adapted training system.

Future plans include the expansion of the storage capacity for inputs and outputs, small scale transformation units.



Today, OCP has over
+140
Farmer Hubs



In 2022, **212 000** farmers trained

453 000 farmers benefited from inputs supply

Korhogo's farmer hub in Côte d'Ivoire. © Copyright OCP Africa



ASSESSING THE IMPACT OF OUR FARMER-CENTRIC PROGRAMS

OCP Africa has initiated multiple programs across Africa, to address key issues affecting the smallholder farming community.

OCP School Lab:

Farmer's have access to information on soil needs and GAP, access to fertilizers through agro-dealers partnering with OSL

Agribooster

Farmer's access to quality inputs, market linkage, access to training, etc

Women in Agribooster

Gender focused agribooster

To understand the impact of these three programs, OCP Africa rolled out an assessment in 6 countries

Phone based study involving 4834 respondent farmers among beneficiaries of OCP Africa programs during the previous years. Random selection respecting a sampling methodology.

Assessment Dimensions:



Knowledge

Does the program bring a new level of information and agronomic skills to farmers?



Farmer Practices

Has the program helped change and improve farmer practices?



Inputs use

Is the farmer reporting increased usage of inputs?



Yield

How has the program helped the smallholder farmers increase their yields?



Income

Is there a reported change in income by the small holder farmers?



Brand perception

has brand awareness changed?

OSL Impact on Farmers



MORE THAN 3% OF FARMERS CLEARLY UNDERSTAND THE MAIN ACTIVITIES OF THE PROGRAM



MORE THAN 3% INDICATED THAT THE PROGRAM HAS IMPACTED THEM THROUGH INCREASED YIELDS AND INCREASED HOUSEHOLD INCOME.

83%

indicated that they had used fertilizer in 2021 and 84% indicated that it led to an increase in yield.

Women in Agribooster (WIA) Impact on Farmers

89%

of the WIA respondents were taught on how much fertilizer to apply per crops



82%

of the WIA respondents applied the training on fertilizer usage by OCP Africa

80%

of WIA beneficiaries were taught how to invest their farming income

75%

of WIA beneficiaries learnt how to save to buy inputs

Agribooster Impact on Farmers

TOP 3 BENEFIT

of the program according to the beneficiaries :

- Improved farming knowledge
- Yield increase through improved inputs
- Increase crop farming income



51%

of respondents reported increase in annual income from crop farming in 2021

AGRIBOOSTER BENEFICIARIES WERE TAUGHT HOW TO INVEST INCOME FROM FARMING AND HOW TO SAVE TO BUY INPUTS (69% AND 61%, RESPECTIVELY)



Group of farmers in Meru county in Kenya. © Copyright OCP Africa


Research and development



OUR RESEARCH AND DEVELOPMENT (R&D) APPROACH

R&D is crucial for the development of sustainable solutions for the complex challenges that Africa faces – solutions that must take into consideration the diverse environmental and social-cultural elements of the continent.

We believe that Africa cannot simply replicate imported models and must develop its very own agricultural revolution, based on holistic solutions including soil health management and climate resilient agricultural practices. As such, OCP Africa has over the last 6 years been leading R&D programs in close collaboration with the Mohammed VI Polytechnic University (UM6P) and African Plant Nutrition Institute (APNI) as well as with an extensive network of African and international universities and research institutes in order to meet new challenges and sustainably strengthen the capacities of our partners.

 **50 MILLION HECTARES**
mapped in 11 countries

 **44 FORMULAS**
developed with yield increase of 30% to 100%

5,000 installed demo palteforms and an additional 5000 under implementation



Farmer touching the soil in Jos, Nigeria. © Copyright OCP Africa

SOIL HEALTH

Our R&D agenda adopts a soil health approach using science to develop site and crop specific solutions and formulas for sustainable yields increase and higher small-holder farmers' incomes.

In line with integrated soil fertility management, we are developing innovative fertilization practices and application technologies derived from science to manage nutrient resources in ways that increase sustainability, produce economic, social and environmental impacts in the soil-water-plant-atmosphere system.

OCP Africa is investing to help secure Africa's future by working on new approaches for transforming and reorienting agricultural systems to support food security under the new realities of climate change and soil degradation.

► We have invested heavily in developing new fertilizer formulas that address soil and plant needs and improve productivity in a sustainable way.

► Pillars of our R&D agenda

1. Integrated Soil Health Management & Crop Nutrition
2. Management and Nutrients' Use Efficiency
3. Genomics and Forgotten crops for better Fertilizers use efficiency and human nutrition

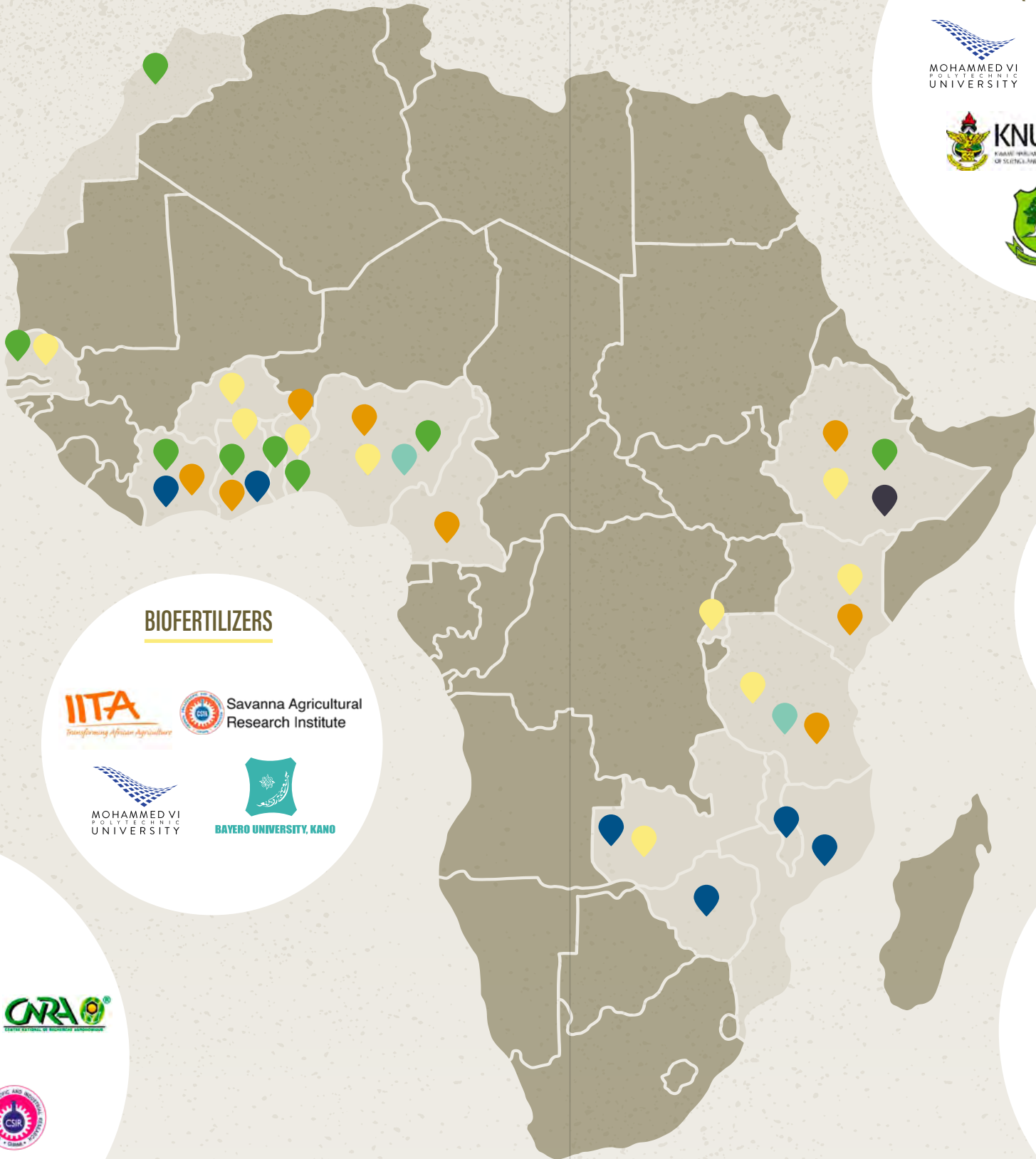
4. Environment and Climate Resilient agriculture
5. Smart Innovative Agriculture
6. Agronomic solutions beyond fertilizers for Sustainable Intensification.

► As part of our soil health approach, we are keen to partner with different stakeholders including universities, research institutes to promote integrated soil health management. The 4R's of Nutrient Stewardship are a key component of our approach along with adding 5000 more demo plots to the 5000 already established to further promote good agricultural practices and environmental sustainability.

► We are also establishing a Geospatial & Agricultural Information System (GAIS), to develop decision support tools in terms of fertilisation and good agricultural practices targeting 100M ha in different African countries. Technologies that are based on Artificial Intelligence (AI) can provide key support in decision making including public policies, short term governmental interventions through the monitoring of agricultural production, and comprehensive season monitoring to empower different stakeholders including farmers, extension services, input suppliers and off-takers.

INTEGRATED SOIL HEALTH MANAGEMENT WITH A STRONG NETWORK OF PARTNERS

- Nutrient Catalyzed Agricultural Transformation (NUTCAT): Ongoing
- Biofertilizers
- Soil amendment (RP)
- Soil Salinity management: Ongoing
- Soil Biodiversity/Microbiome: Ongoing
- Soil acidity management: Ongoing



FERTILIZER RESEARCH & RESPONSIBLE IMPLEMENTATION (FERARI⁶) - GHANA

MOHAMMED VI POLYTECHNIC UNIVERSITY UNIVERSITY OF GHANA WAGENINGEN

KNUST UNIVERSITY OF CAPE COAST

ISRIC

SOIL SALINITY MANAGEMENT

MOHAMMED VI POLYTECHNIC UNIVERSITY Sugar Corporation

AFRICA FERTILIZER AFRIKA FERTILISER

SOIL BIODIVERSITY / MICROBIOME

MOHAMMED VI POLYTECHNIC UNIVERSITY ISRA

UNIVERSITY OF AGRICULTURE UNIVERSITY OF AGRICULTURE

SOIL ACIDITY MANAGEMENT

MOHAMMED VI POLYTECHNIC UNIVERSITY UNIVERSIDADE EDUARDO MONDLANE UANAR

UNIVERSITE PELEFORO GON COULIBALY UNIVERSITY OF GHANA

NUTRIENT CATALYZED AGRICULTURAL TRANSFORMATION (NUTCAT)

TARI apni ISRA

CSIR Femaco ANADER

INP Kenya Agricultural Research Institute

BIOFERTILIZERS

IITA Savanna Agricultural Research Institute

MOHAMMED VI POLYTECHNIC UNIVERSITY BAYERO UNIVERSITY, KANO

SOIL AMENDMENT (RP)

CRAO

INRAB

6 Fertilizer Research & Responsible Implementation

OCP AFRICA TEAMS UP WITH ETHIOPIAN GOVERNMENT IN R&D PROJECT

OCP Africa understands that for rapid transformation of the continent's agri-food systems, it must work in concert with local governments, which have the capacity to mobilize widespread action across their countries. In this regard, part of the organization's strategy involves supporting governments initiatives that accelerate their own strategic development plans.

For example, OCP Africa signed a multiparty memorandum of understanding with Ethiopia's Ministry of Agriculture (MoA), to mark the start of a project titled, "Demonstration and Popularization of blended fertilizers customized for acid soils", which will be implemented in five regions of the country. Other parties to the agreement, included the Oromia Bureau of Agriculture (OboA), the Southern Bureau of Agriculture (SboA); the Sidama Bureau of Agriculture (SiBoA); the Benishangul-Guuz Bureau of Agriculture (BGBoA); the Ethiopian institute of Agriculture Research (EIAR); the Amhara Bureau of Agriculture (AboA); the Amhara Regional Agriculture Research Institute (ARARI) and the Southern Agricultural Research Institute. The regions to be covered are Oromia, Amhara, Southern, Sidama and Beninshagul-Gumuz.

Following the MoU, OCP Africa started on-farm demonstrations in the five regions, using 11 OCP's new blended fertilizer formulas on four strategic crops – teff, wheat, food barley and malt barley. The demonstrations are the first step towards gathering the results of the fertilizer's yield on acid soils. Upon successful implementation, the concerned regions can, upon receipt of feedback of farmers and experts, consolidate demand for production of the new formulas.

This project is one out of six projects that the MoA and OCP S.A. have designed to respond to the growing need to generate, develop, demonstrate and popularize agricultural technologies that address the needs of Ethiopia's agricultural development agenda in support of smallholder farmers that make for the backbone of the agricultural sector in the country.

NUTCAT IN TANZANIA

The Nutrient-Catalyzed Agricultural Transformation (NUTCAT) project, launched in September 2021, successfully took off in Tanzania's Kigoma region, as a platform for introducing smallholder farmers to precision nutrient management.

The project, held as a collaboration of the Tanzania Agricultural Research Institute, the Ministry of Agricultural Extension services, OCP-Tanzania, and the African Plant Nutrition Institute, targets maize and rice, both important staple crops, and which were selected following a consultative process with different stakeholders including farmers. The program involves soil sampling and analysis, the identification of appropriate fertilizer recommendations, trials, demonstrations, and farmer training.

PROJECT LOCATION: KIGOMA

TRIAL SITES



MAIZE

- Kigoma DC
- Kasulu DC



RICE

- Kakonko
- Kibondo



SITE PLAN

2 PLOTS

- 1 plot optimized treatment- N-P-S-B (19:38:0 + 7S + 0.1B) basal fertilizer plus urea at topdressing for maize or NPS at planting and urea at topdressing for rice
- 1 usual farmer practice

“Before the project, things were difficult and I couldn't afford to buy food for my children or send them to school. Buying meat was a dream, but today my family regularly eats it in plenty in addition to fruits and vegetables.”

HENRY KATOTO, Tanzanian farmer

HENRY KATOTO, a 48-year-old farmer from the Nyakayenzi Village of the Kakonko District in Tanzania's Kigoma region, has in under two years increased his rice harvests by 133% after attending a NUTCAT training on good agronomic practices and input use.

The training covered all aspects of production, from land preparation to harvest, while introducing Katoto and other participants to the crop-specific NPSB fertilizer blend.

Today, Katoto harvests 28 bags of rice for each acre of land he farms, up from 12 bags previously. The increased output has helped transform his life and that of his family, which he says used to be deplorable before the NUTCAT training. "Before the project, things were difficult and I couldn't afford to buy food for my children or send them to school. Buying meat was a dream, but today my family regularly eats it in plenty in addition to fruits and vegetables," he said, adding that he now has residual income that he saves for his children's future education.

Farm in Kilimanjaro, Tanzania. © Copyright OCP Africa

DEMO PLOTS IN NIGERIA

In order to support the attainment of food sufficiency across the continent, OCP Africa has learned over the years that faster adoption and uptake of agricultural inputs like fertilizers can be better achieved by practically showing farmers how their usage leads to better and sustainable yields. It is on the basis of this realization that the organization deploys extensive demonstration (demo) plots through which farmers can learn the best agricultural practices for their chosen crop. The demo plots are established primarily to conduct research or to showcase various agricultural techniques, technologies, and practices. OCP Africa uses demo plots as effective extension education tools to teach smallholder farmers appropriate technologies for increasing their farm productivity while testing new and improved methods side by side with traditional methods. OCP established 42 demo plots measuring 20 m x 10 m in 40 communities in Nigeria to showcase the efficacy of OCP specialty fertilizers in the improvement of maize and millet yields.

Green and Brown Field Days were also organized to teach farmers good agronomic practices (GAP) and to explain the mode (method, rate, and time) of the application of specialty fertilizers for improved yield. The Green Field Days are intended to showcase the best practices for implementation before harvest (i.e., when the crops are still green). The Brown Field Days on the other hand, take farmers through the best practices for farm and produce management during and after harvest. During the Green Field Day events, farmers were encouraged to adopt Good Agronomic Practices (GAP) as already implemented in the demo plots. Farmers observed and compared the performance of the crop as it appeared in the best-practice demonstration plot versus the farmer's practice plot. A total of 408 smallholder farmers turned out for Green Field Day sessions across five locations, where the farmers also shared knowledge and experiences among themselves.

Between June and July 2022, OCP established

42 demo plots in
40 communities across
27 Local Government Areas in 9 States

408

smallholder farmers turned out for Green Field Day sessions across five locations

Women on a demonstration plot in Kaduna, Nigeria.
© Copyright OCP Africa



IMPACTING FARMERS' LIVES THROUGH AGRONOMIC TRAINING



“We are happy to have seen clear differences between what we see here [at the demo plots], and what we practice on our farms. We thank (OCP), and in sha Allah, we will practice what we learn here; we will copy these [best agronomic practices] and implement in our farms, because we have seen the clear difference, we have seen the farmers practice plot, and the difference is clear for us.”

Amina Mikailu, Gubuchi, Makarfi LGA, Kaduna State

“I am thankful to OCP Africa for introducing to us the new technologies in maize farming. The management of their maize plots produced better crops compared to my plot right beside theirs. They carried me along the entire production season, and I will be adopting the measures taken in the next planting season to improve my own plot and increase my yields”

Saratu John, Dutse, Chikun LGA, Kaduna State



“Before this training on post-harvest handling, I used to lose more than half of my grains to pests and mould. Now, OCP has introduced us to the triple bagging system of storage, which locks out air for better preservation. I hope to store my produce for longer periods and sell it at a better price next year”

Ceto Dauda Dutse, Chikun LGA, Kaduna State

“I would like to thank OCP Africa, for their training on the new ways/methods of farming maize, which is different from what we used to do. As you can see, this is my farm (pointing to the best-practice plot on her farm), which is totally different from what we used to do. After we were trained (in the Farm & Fortune Hub), I implemented what I learnt, and and I am certain, when it's time to harvest, my yield will be better than before.”

Florence Tanimu, Kokogbe, Gurara LGA, Niger State

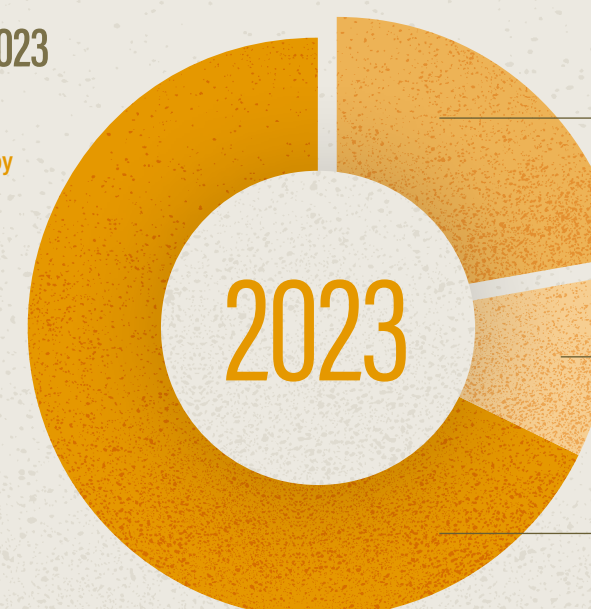


OCP Africa's agent in a maize farm during brown field day in Niger state, Nigeria.
© Copyright OCP Africa

DEMO PLOTS 2023

In the year 2023, OCP Nigeria plans to deploy

450
DEMO PLOTS across
36
STATES under the following split:



305 Relief demos planned for 203 to support the relief program

45 research demos with universities & research institutes

100 commercial demos planned for 2023 to support the relief program

Digital innovation



200,000

farmers have been onboarded on the platform

Operational in

5 countries

OCP Africa is a key proponent of digitally-enabled agriculture, and has over the years made investments in enabling small-holder farmers access to technologies for better decision-making. Among the proprietary technologies that OCP has been actively promoting over the years whose implementation has been scaled up across the continent in 2022, is Udongo, an application that provides with educational and practical content on the best agricultural practices, as well as special advice and recommendations. Launched in 2019, Udongo, a unique platform that **places farmers at the center of the ecosystem**, and links them to other stakeholders like agrodealers, financiers, extension agents and product buyers, boasts the following four features:

- A digital marketplace for agricultural inputs and agriservices – links farmers to a catalogue of quality agricultural inputs like seeds and fertilizers, as well as mechanization, agronomic and veterinary services.
- A digital farming academy – serves educational content on the best agricultural practices including the

rationalization of agricultural inputs and quality control.

- Digital Agri services : allows farmers to access information about previous and current product prices. They have the ability to compare across states and between products, providing a more comprehensive view of the market. Additionally, through the weather services, Udongo helps farmers make better business decisions.
- Management services toolbox for agridistributors – has tools for stock management, order book management, and the management of farmers' relations and accounts.
- Farms and parcels management tools – for the consolidation of data and information related to farmers' farms and supporting their linkage to agriextension agents, and agricultural recommendations.

The application also provides an opportunity for OCP Africa to have a continual engagement with farmers and the other players in the ecosystem.

Udongo in Senegal

The Udongo digital platform was deployed in Senegal for the first time in May, when the agents in charge of facilitating the usage of the platform toward farmers were equipped with tablets and trained to use the Udongo Collector platform. In the country, OCP intends to use Udongo to strengthen the agricultural value chain through a connected ecosystem that maximizes individual and collective yields.

Udongo team in Senegal.
Copyright OCP Africa



At OCP, we consider digital innovation as a major component of growth and we are working to implement the tech solutions that will contribute to solving the challenges that agribusinesses in Africa are facing today. Udongo provides the technology that makes farmers' work easier and ensures the sustainability of their business,"

Omar Chraïbi,
OCP Africa's Head of Digital

The platform, which mainly operates as a mobile application, was first trialled in Nigeria starting 2019 and then refined before a full launch. It is now gradually being opened to farmers in Cote d'Ivoire, Ghana, Kenya, Tanzania, Nigeria and Senegal, where it is being adapted to respond to local needs.

Today, more than 200,000 farmers have been onboarded on the platform, mainly through agripromoters, with more than 1,352 being active. OCP Africa expects the usage to increase as more farmers gain access to smartphones. It is also working on making the platform accessible via USSD, to reach even more farmers, many of whom currently use feature phones.

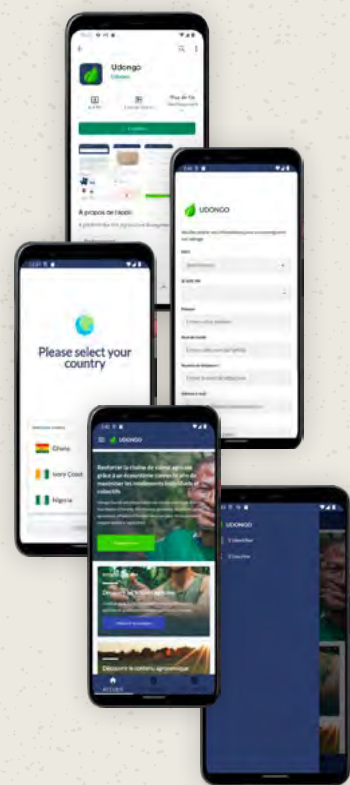
"The challenge with USSD is that many of the farmers will not have the same user experience as those on smartphone, but they will still have access to agronomists, extension agents and agrodealers," said Chraïbi.

OCP Africa's field officer in a strawberry field in Jos, Nigeria.
© Copyright OCP Africa



UDONGO 2.0

About two years after it was launched in Nigeria, the Udongo app was updated in July to give users access to weather services, push notifications, and the ability to locate the nearest Farmer House, as well as to improve its user-friendliness. Other features from the upgrade included:



FFH (Farmer Hub services)

- Udongo users have access to the FFH section where they can find the closest points to them, and call directly with the possibility of route proposals.
- Users can view the centers either using a list or via Google maps with the corresponding services.



PUSH NOTIFICATIONS FOR MARKETING AND LOYALTY ACTIVITIES

- Push notifications help improve customer engagement.
- By sending targeted and regular push notifications, users will tend to revisit the mobile application, thus increasing engagement.



NEW HOME PAGE (new design)

- A new design has been implemented in the home page in order to :
- Better explain the Udongo mission
- Highlight the key figures of Udongo for trust and transparency.
- Highlight the best training articles and recommended products.
- The new homepage brings a new dynamism to the platform:
- Shows that the platform is alive and developing
- Boost Udongo's brand image to its users



PRODUCT CATALOG (new design and user experience)

- A new design has been developed to improve the user experience in this section.
- Users can easily preview products without having to go to the details page.
- Users can access the detail page to view the reviews of other customers and share their feedbacks as well.



WEATHER SERVICES

- Help farmers make better business decisions through weather forecasts.
- A farmer or agent can add one or more farms to his personal space to follow the weather according to their geolocation
- Weather today / Weather tomorrow
- Hourly predictions: temperature - wind speed - rain probability - humidity - dew point
- Rainfall forecast for the next 4 weeks
- 6 months predictions



ONBOARDING OF VISITORS ON THEIR FIRST VISIT TO THE WEBSITE:

- On the homepage or when the application is downloaded, windows scroll down to give users or visitors to the platform more visibility into the mission of Udongo and the benefits they will receive by using it.
- Users can swipe on the first visit to view the slides or go directly to the application.



FAQ

- Udongo users now have access to the FAQ section where they can find answers to common problems
- Ability to scan multiple questions and search the list of questions



CONTACT US PAGE

- Users can submit requests via a dedicated form.
- Request for information
- Report a problem
- Suggestions
- The availability of a contact page enhances the credibility of the Udongo brand with its customers



OCP Africa's agent with maize farmer in Korhogo, Côte d'Ivoire.
© Copyright OCP Africa

Financial inclusion

OCP – IFC PARTNERSHIP

2022 was the second year of implementation of a partnership program between OCP Africa and the International Finance Corporation aimed at upskilling smallholder farmers on good agricultural practices and providing them with linkages to finance.

The partnership between OCP Africa and IFC consists of extending and scaling the Agribooster program in Côte d'Ivoire and Senegal for rice and millet respectively. This partnership covers three key areas of support to farmers and farmer organizations:



Improve management skills of farmer and farmer organizations



GAP combining climate-smart soil and water management



Increasing digital financial services through digital payments to farmers and coops



OCP & AfDB AFFM MECHANISM

► OCP Africa and AfDB's collaboration achieved great success through the Africa Fertilizer Financing Mechanism (AFFM) initiative, which was launched two years ago in Tanzania, where we succeed to guarantee over \$10m in sales with a revolving line of credit of just \$1million. The success of this initiative was so great that OCP Africa decided to scale up this initiative with AfDB through a \$4 million (\$2m for each partner) guarantee in Ghana and Cote d'Ivoire through Agribooster programs.



Africa decided to scale up this initiative with AfDB through a

\$4 million

guarantee in Ghana and Cote d'Ivoire through Agribooster programs



OCP is one of the leading organizations in promoting transformative agribusiness in Africa. We are collaborating with them on this advisory project, which seeks to help smallholder farmers increase their yields through training on the best agricultural practices and other aspects of agribusiness.

Jane Onoka,
Advisory Projects Lead, IFC

Maize farmer
in Kilimanjaro, Tanzania.
© Copyright OCP Africa



Gender and Youth Inclusion

Africa's food systems are driven by women, who contribute over half of agricultural labour, in addition to serving the critical role of administrating household operations. However, for a very long time, this demographic has been marginalized notably when it comes to the administration of key agricultural production resources like land, and the access to critical financial services. Noting this gap, OCP Africa has deliberately selected women and youth inclusion, and diversity as key levers of its transformation and a major priority within its growth strategy, in terms of fostering women's leadership and entrepreneurship in its communities. OCP Africa has established programs that promote the growth of women and youth enterprise in its country operations.

WOMEN'S INCLUSION

OCP supports Sandiara women's group in Senegal

The project was launched in 2020 to drive the uptake of value addition as a strategy for increasing incomes and revenues for women in Sandiara. It further trains participants on the importance of working together through cooperatives in strengthening women's negotiating capacity for better market prices and financial services like loans. So far, OCP has trained women from 15 cooperatives – five in 2020/2021 and 10 in 2021/2022. The training is offered in both theoretical and practical sessions covering such topics as the pressing of peanuts into oil and the blending of fruits and vegetables into juices. More sessions are focused on business,



Training of women's cooperative in Louga, Senegal. © Copyright OCP Africa



Woman of Sandiara, Senegal. © Copyright OCP Africa

and are structured into modules on matters related to accounts and finance, access to markets, packaging, and marketing and branding.

During the International Women's Day visit, the OCP team witnessed first-hand how women supported by the project were able to quickly transform barren land into fruitful agricultural enterprises that produce enough leafy green vegetables for their household consumption. The team also saw the transformation of women's agribusinesses through value addition and marketing training. In a round-table session, the OCP team heard of the transformation brought about by the project particularly in regards to the establishment and management of businesses. "Usually when funding is given to an untrained woman, more often than not, she gets side-tracked from her goal. On the other hand, when this financing is preceded by training and a

good investment plan, this could lead to the creation of a business," said Mame Coumba Faye a beneficiary of the program.

"That is why we are very grateful for this program, which beyond helping us sell our products has also benefited us in our own homes. Before we used to buy infant food products from elsewhere, yet there is no better food than what we have learnt to produce from millet which is highly nutritious," she added. Another member of the group, Astou Dionne, added: "After the training, I went ahead to start a profitable business. I would like to thank OCP for this beautiful project and would like to encourage you to continue with the support as there are many other women's groups that would benefit from this training." In the next year, OCP will work with the 15 cooperatives already trained seeking to establish strategies for sustainability once support is withdrawn.

5,520 women farmers registered and trained through Women in Agribooster

Kaduna women sorting rice grains, Nigeria. © Copyright OCP Africa

YOUTH INCLUSION



Farming innovation Program set to accelerate Agritech startups in Cote d'Ivoire

OCP Africa and AgriEdge a business unit of Mohamed 6 Polytechnic University specialized in precision agriculture services platform teamed up to launch the Farming Innovation Program in Cote d'Ivoire, which is focused on accelerating Agritech startups. The Program, which was unveiled in front of the Ivorian Premier, H.E. Patrick Achi, is a flagship component of the first phase of the strategic partnership between OCP Africa and the Government of Côte d'Ivoire on the creation of a smart agricultural ecosystem. The Program promotes the development of an ecosystem of startups in the area of Agritech and facilitate the rise of precision agriculture adapted to the challenges and constraints of country context.

Our ambition, through this program, is to bring to life innovative ideas that can transform the lives of millions of smallholder farmers, to support young people with ideas and all those who dream of a modern African agriculture where robotics, artificial intelligence or remote sensing will be widely used and put at the service of farmers.

Dr Mohamed Anouar Jamali, CEO, OCP AFRICA

The first phase of the program comprised a three-week technical mentoring session to ensure the reliability and feasibility of the selected projects presented by the participants.

The second phase, which will benefit the top 10 selected startups, is a one-month hands-on learning experience where the selected teams will be linked with the end-user of their solutions. In this phase the participants will also be trained on the financial and commercial aspects of business, including an activation of the "Amazon Web Services" package for access to a cloud space.

Four finalists will present their projects at an international Agritech event, at which those that are found to sufficiently serve and bring value to small farmers leaving a sustainable impact on the value chain being considered for funding.

Cacao farmer in
San Pedro, Côte d'Ivoire.
© Copyright OCP Africa

Innovative partnerships for implementation of holistic and sustainable solutions

The essential role of the private sector in the vast task of transforming and modernizing African agriculture is no longer in question. However, private companies alone will have a limited impact on value chains, and an inclusive, partnership-based approach is necessary to drive the transformation. In this regard, partnerships between governments, public authorities, regional and international institutions are critical for the deployment of impactful programs and initiatives.

Against this backdrop, OCP Africa has been in discussion with the World Bank, IFC, USAID, AfDB, and various other development institutions on how we can work together to better impact farmers' livelihoods and address the challenges affecting African farmers, from infrastructure to knowledge to market access.

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OCP - WORLD BANK PARTNERSHIP

OCP initiated discussions with the World Bank to identify holistic and sustainable solutions for Africa's food crisis. A new partnership was initiated in July. A scoping meeting followed in August 2022, made it possible to discuss the context of the food security crisis, the prospects and areas of the partnership, and to

create a working group to prepare a concept note for the partnership, christened the African Soil Health and Fertility Initiative (ASHFI). The ASHFI initiative adopts a holistic approach starting from an understanding that the soil needs to sustainably increase productivity and farmers' income.



Peanut farm in Louda, Senegal. © Copyright OCP Africa

Areas of collaboration to address the fertilizer crisis and related structural challenges

1. Addressing immediate challenges to the fertilizer crisis, and coordinate efforts to ensure availability and affordability at farmers' level – 12 months intervention
2. Addressing structural challenges (soil health, operating environment, and domestic production). The axis of support for structural challenges comprises:

- Development of solutions to improve soil health and fertility
- Support for local fertilizer production
- Improving the operating environment of the fertilizer sector
- Support to farmers for access to different services

OCP - USAID PARTNERSHIP

OCP Initiated discussions with USAID to support the fertilizer relief program in August 2022. Several technical meetings between the OCP Africa team and USAID ensued afterwards to jointly define joint "farmercentric" projects that are capable of developing synergies between R&D programs. Three tracks are under discussion viz., technical track, country-level track involving collaboration with USAID missions, and innovation lab track with the UM6P.

Technical track

Several workshops were held with the USAID/IFDC/ISRIC/OCP Africa/APNI/UM6P teams and areas of collaboration identified capitalizing on the approach of both parties. The initial technical track comprised the development of a pan-African decision-making tool that is hyper-localized, accessible and easy to use in

order to ensure a better adoption of recommendations specific to soils and plants at the farmer level. The tool integrates digital solutions and scalable approaches for covering large geographical areas, integrating technical recommendations via the implementation of soil maps, combined with fertilization recommendations.

Country-level track

The OCP Africa and USAID country teams conducted initial exchanges to identify the first projects of interest in countries that align OCP's Fertilizer Relief Program with USAID's Feed the Future program countries.

The second collaborative program would consist of joint projects based on soil amendment, particularly in Nigeria, Senegal, Kenya and Rwanda. The project would involve the development of the application of active phosphate rock to improve soil productivity and health.



Workshop with USAID, APNI, IFDC, UM6P and OCP Africa in Benguerir



OCP – FERTILIZER CANADA PARTNERSHIP

The pursuit of agri-food transformation is an extensive process that requires collaboration between different institutions to align their objectives and resources for quicker impact. In 2022, OCP Africa teamed up with Fertilizer Canada and the African Plant Nutrition Initiative to expand the inclusive approach of the 4R nutrient stewardship.

The 4R Nutrient Stewardship framework has demonstrated that scientifically based and site-specific application of organic and commercial fertilizers that come from the right source at the right rate, right time, and right place has potential to boost small farmers' yields and incomes while improving environmental sustainability. OCP Africa, Fertilizer Canada and APNI have

complementary objectives and goals to increase agricultural productivity and standards of living in Sub Saharan African countries through cost-effective and environmentally responsible soil management and enhancement to increase food production for smallholder farmers.

A memorandum of understanding between the three organizations allowed for collaboration on agriculture development programs that target sub-Saharan rural farmers, particularly women and youth. The planned interventions will see a marked improvement in foodsecurity and livelihoods for smallholder farmers through joint programming, shared learning, and resource mobilization.



OCP – AfDB PARTNERSHIP

Beyond OCP Africa and AfDB's partnership in bringing financial inclusion through the African Fertilizer Financing Mechanism (AFFM) mechanism, we are working on defining areas of collaboration to address the fertilizer crisis and coordinate OCP's efforts through its Fertilizer relief program, and the AfDB's African Emergency Food Production Facility. The development of synergies between OCP Africa and the AfDB in strengthening the agricultural value chain; three countries (Senegal, Tanzania, Ethiopia) have been selected and focal points identified on both sides:

- **Senegal:** Post-covid food and nutrition security project

- **Tanzania:** Horticulture value chain support project

- **Ethiopia:** Ethiopia national wheat value chain development program

Several meetings have been held and joint missions planned for the evaluation and preparation of collaborations in these projects and beyond.



Transforming African agriculture and improving smallholder farmers' livelihood requires a partnership-based and inclusive approach. We are glad to collaborate with Fertilizer Canada to design and implement high-impact initiatives to support smallholder farmers"

Dr Mohamed Anouar Jamali, CEO, OCP AFRICA



Maize farmer in Kasulu, Tanzania.
© Copyright OCP Africa

Local Production

NPK BULK BLENDING PLANT IN KADUNA OFFICIALLY LAUNCHED

OCP inaugurated its \$13m NPK bulk-blending plant, dubbed Africa's Center of Excellence, in the Green Agro Allied Industrial Zone of Nigeria's Kaduna State. It is the first of three planned fertilizer blending units in Nigeria, with the other two now under construction in Ogun and Sokoto. The three plants are part of OCP Group's collaboration with the Nigerian government to improve the country's agriculture. Each of the three ultra-modern bulk blending plants tagged "Centre of Excellence" comprises of a blending facility capable of composing 5 macro

and 5 micro-nutrient elements, a fertilizer and soil testing laboratory, a retail outlet for agricultural products and services called the "Farm and Fortune Hub", as well as a model farm.

Objective of the Kaduna blending plant

The aim of the new Kaduna facility is to assist Nigerian farmers in enhancing and increasing soil yields in order to attain food security. It will also serve as a space for sharing experiences, knowledge, and know-how between OCP Group and other agriculture sector stakeholders in Nigeria.



The blending plant responds to the various impediments that Nigeria's farmers face in obtaining optimal value from their farmlands, ranging from low access to quality inputs, problematic soils, and inadequate training on good agricultural practices; these challenges if not resolved will pose a threat to the nation's food system. In addressing the nation's food security challenges, there is need to discontinue the use of generic fertilizer blends for all soil and crop types. The Kaduna plant, together with the others in Ogun and Sokoto, will accelerate the introduction of soil and crop specific fertilizers, an emerging trend in the global agriculture practice.

Top of the line technology

With a production capacity of 120MT/HR and a warehouse storage capacity of 25,000MT, the bulk-blending plant is equipped with five macro-nutrient dosing systems to blend different grades of crop and soil specific fertilizers. The state-of-the-art plant is equipped with the latest technology for both soil and fertilizer analysis to ensure that the quality

This facility is not only for the production of fertilizers, but also to have a profound impact on the agricultural value chain of the country. OCP Africa is committed to contributing to the transformation of the food system on the continent, and Nigeria represents a strategic pole for our group."

Dr Mohamed Anouar Jamali, CEO, OCP AFRICA

of its output meets nutrient specifications. It contains a laboratory equipped with advanced analytical technology to assure the conduct of quality control and soil analysis, and a model farm for agronomic trials and farmer training.



The Executive Governor of Kaduna State, H.E. Malam Nasir El- Rufai, leads dignitaries in cutting the ribbon to symbolize the official opening of the NPK Bulk-Blending plant.

MAJOR COMPONENTS OF THE KADUNA PLANT

Sitting on 10 hectares of land, the Kaduna facility houses the Process and Administrative buildings, quality assurance laboratory, a canteen, trailer park, powerhouse, fire-fighting station, water Treatment plant, weighbridge and a model farm.

1 Process Building:

The Process Building houses the modern blending plant with a capacity of 120 metric tonnes per hour. It also provides the storage spaces for both raw materials and finished goods. This steel framed structure is built on 8,100 sqm. of land, with a ring road around the perimeter of the warehouse to allow for free flow of both raw materials and finished goods. The total space is suitable to warehouse 25,000 metric tonnes of fertilizers in bagged form while maintaining Good Manufacturing Practice (GMP). The ultra-modern blending plant has the capacity to blend different grades of crop and soil specific fertilizers. It is equipped with five macro nutrient dosing systems, three micronutrient dosing systems in solid form, and three additional micronutrient dosing systems in liquid form.

2 Administrative Building:

The Administrative Building is elegantly designed to provide office work space for the personnel of the Blending plant and also provide a state-of-the-art training room that can accommodate 40 participants. This building equally provides meeting spaces and a showroom displaying a 3D model of the plant and the products manufactured in the plant.

3 Locker Room:

4 Canteen:

The Canteen building, designed for over 100 personnel, provides restaurant services for the workers. It is designed to offer the very best of restaurant services.

5 Laboratory:

Laboratory services are highly essential for quality control and quality assurances purposes. The Laboratory is equipped with the latest technology for both soil and fertilizers analysis. This laboratory will offer services to OCP Africa and our partners in the Fertilizers blending industry.

6 Drivers' Restroom:

7 Truck Park:

Traffic jam caused by indiscriminate parking of trucks by drivers mostly constitute major eyesore at the entrance of industrial sites. With this challenge in mind, OCP Africa blending Plant is built with delineated capacity to hold 50 trucks at any time.

8 Powerhouse:

The facility is built with a befitting Powerhouse to cater for the energy needs of the factory. This houses the LV and HV equipment which provide power to all the facilities at the site.

11 Model farm:

The OCP Africa Model farm provides a platform to test our developed blends, practice GAP, and research on modern farming practices that could improve agricultural productivity while addressing some of the issues in the farming community.

12 Infrastructure:

The Blending Plant is adequately equipped with roads, drainages and other facilities to provide safe and conducive working environment while at the same time, supporting the improvement of the ecosystem.

10 Weighbridge/Weighbridge House.

The Plant is equipped with a platform weighbridge to cater for the weighing needs of the plant.

9 Firefighting and Water Treatment Plants:

For the potable water needs of the factory, a water treatment plant is installed to treat water for use up to WHO standards. The plant is also protected with a Fire Fighting System installed and networked to all facilities requiring protection against fire in addition to the portable fire extinguishers provided.

HOW IT WILL OPERATE

The plant operates on a toll blending partnership arrangement that allows existing and new industry players and brand owners to leverage OCP Africa's plant capacity and expertise to deliver quality fertilizers to their customers and farmers. This initiative which is new in the Nigerian fertilizer space is promoted by OCP Africa as a measure to ensure collaborative industry growth and expansion as it enables brand owners to focus investments on their core competence of market expansion while avoiding the CAPEX required for setting up production assets.



OCP Africa locating a fertilizer blending plant and Centre of Excellence within Kaduna State expands the access that our farmers have to fertilizer supplies and agronomic support. It helps to improve the availability of an essential ingredient for farming, which would support our farmers to be more productive, particularly with soil and crop specific fertilisers. We look forward to building a stronger relationship with the OCP Group."

Kaduna State Governor, H.E. Nasir El-Rufai



SENEGAL AND RWANDA BLENDING PLANTS ON TRACK

To enhance the local production of crop and soil-specific fertilizers, OCP Africa set out to establish new blending plants in Senegal and Rwanda. The two facilities are expected to boost OCP's capacity to address the soaring demand for high-quality fertilizers in the respective countries, and neighboring regions.

Senegal blending plant

In June 2022, OCP Senegal commenced the construction of a comprehensive fertilizer production facility on 5.1 hectares (3.3ha built-up) of land in the Sandiara Special Economic Zone (ZES), located 110 km from the country's capital, Dakar. The project will be implemented in two phases: Phase 1 includes a 100tons/hour (150,000tons/year) bagging unit and a 25,000-ton storage capacity. Phase 2 involves expansion of the facility to accommodate a bulk-blending unit, projected to be operational by January 2024. This blending unit will address Senegal's fertilizer needs, and those of its neighboring countries Gambia, Guinea, Liberia, Mali, Mauritania, and Sierra Leone. The facility's strategic location enables efficient distribution through established transportation corridors



Rwanda Fertilizer Company Project

The Rwanda Fertilizer Company (RFC) is spearheading the construction and operation of a fertilizer blending unit at the Bugesera Industrial Park, located 50 km from the capital, Kigali. Once complete, the plant will have an annual production capacity of over 100,000 tons of fertilizer, catering to the needs of Rwanda and neighboring countries. Construction works began in 2022, and will continue through 2023. Awaiting the plant's completion, the RFC has initiated commercial activities by supplying fertilizers for the government's subsidized fertilizer program.

OCP Africa's investment in blending plants that align with local requirements demonstrates the organization's dedication to supporting sustainable agricultural practices and fostering regional food security in the continent.



Ongoing construction of Bugesera plant's administrative offices. Copyright OCP Africa

OCF AFRICA INTRODUCES ITS PHOSPHORIC ACID IN NIGERIA

The first OCP Africa vessel to carry food-grade phosphoric acid from Morocco arrived in Nigeria, to serve the increasing demand from manufacturers of packaged and processed foods in the country.

The growing population, urbanization, and industrialization (following the Federal Government's drive to promote local processing and value addition) in the country have made it a growing market for phosphoric acid, which is used to inhibit the growth of mold and bacteria in packaged food and beverages to boost their shelf life. It also enhances the acidity flavors (tartness) of food like soft drinks, milk, cottage cheese, buttermilk, and other processed foods like cereal bars, flavored water, bottled coffee beverages, and processed meats. By introducing its high-quality food grade phosphoric acid to the Nigerian market, OCP Africa materializes its commitment to developing the local phosphate value chain by leveraging OCP Group's century long experience in phosphate mining, fertilizer production, and phosphate derivatives.

OCP's phosphoric acid is produced by Emaphos, a subsidiary of the OCP group, and is certified by different health, food-safety, and environment



Board of the Rwanda Fertilizer Company

bodies. Among its certifications are ISO 9001 (Quality)/OHSAS 18001 (Health & Safety)/ISO 14001 (Environment)/FSSC22000 (Food Safety) /NSF/ANSI-60 and others.

NEW OFFICE FOR THE RWANDA FERTILIZER COMPANY

During the Rwanda Fertilizer Company's annual board meeting, OCP Africa inaugurated its new office for a joint farmer support venture in Rwanda, which is being held in collaboration with the Agaciro Development Fund and the Agro Processing Trust Corporation (APTC).

POPULARIZATION OF OCP BLENDED FERTILIZERS IN ETHIOPIA'S HIGHLANDS

OCP Ethiopia launched a campaign to demonstrate the application and impact of its blended fertilizers, which are customized to the acid soils of the Ethiopian highlands, which account for 43% of the country's arable land. A total of 525 demos were planned across five regions targeting strategic crops like teff, barley, and wheat. Participating in the demos OCP Ethiopia's local strategic partners, including research institutes and regional agricultural bureaus.



525 demos were planned



Women rice farmer in Jos, Nigeria.
© Copyright OCP Africa

Thought leadership



Africa Business Summit at the London Business School

As an industry leader in the agricultural inputs space, OCP Africa's leaders participate in shaping conversations and discourse with a focus on soil nutrition. In 2022, OCP has been represented at various forums within and outside Africa, where its representatives have helped outline critical priorities for the continent, particularly when it comes to sustainable agricultural production, amidst emerging challenges like global conflicts, climate change and pandemics.

AFRICA BUSINESS SUMMIT AT THE LONDON BUSINESS SCHOOL

OCP Africa participated in the 20th Africa Business Summit organized by the London Business School. Caleb Usuh, the Country Manager and Deputy Managing Director at OCP Africa Fertilizers Nigeria, shared the investments OCP Group is making in the West African country. He noted: "When it comes to agriculture, Africa has many needs, and big corporations should take bold steps to invest in it. As an African company

committed to sustainable food systems, OCP invests in the entire value chain of agriculture to help unlock opportunities. Among our business development and industrial investments, we are significantly expanding fertilizer production capacity throughout the continent. New blending plants will be launched in Nigeria in the next months, with significant long-term impact"

OCP AFRICA ENGAGES WITH STAKEHOLDERS DURING AFRICA DAY

On Africa Day, the OCP Africa team participated in several events, where they presented OCP's strategy for continent. In Rabat, Morocco, Mehdi Filali, the Vice-President of Farmer Solutions, spoke at an event organized by the Diplomatic Foundation, which was attended by the Minister of Energy Transition, Mrs. Leila Benali, and several ambassadors. Different speakers appreciated the

commitment and actions of the Group on the continent in support of agricultural transformation and the development of the continental food system. Moulay Lahcen Ennahli, OCP Africa's Chargé de mission, also participated in an event organized by the African Union, where he shared insights on the sustainable transformation of food systems in Africa.

M. JAMALI REPRESENTS OCP ON HIGH LEVEL DISCUSSIONS IN ABIDJAN AND PARIS

On the Agribusiness panel during the Africa CEO Forum held in Abidjan, our CEO Dr. Mohamed Anouar Jamali highlighted the necessity to focus more on quality products to connect local markets to global value chains. "There's a lot of focus on productivity, but the main challenge is ensuring quality. Quality products are critical to connecting local industries to global value chains. Today we offer farmers support packages for these two aspects through our flagship programs."

Speaking at the 2022 Africa Forum organized by the French Council of Investors of Africa (CIAN) in partnership with the French news outlet L'Opinion, the CEO stressed the need to provide customized fertilizers to African farmers to produce positive results for a variety of crops. "The challenges facing Africa when it comes to attaining food security are not only limited to production and logistics costs; they also include making fertilizers that are especially designed for local needs" he stated.



Panel discussion at the Africa CEO Forum



Panel discussion at the Africa Forum



Panel discussion at US Africa Business Summit

OCP AFRICA AT US AFRICA BUSINESS SUMMIT

OCP's Vice President of Farmer Solutions, Mehdi Filali, participated in a panel discussion on the key challenges and opportunities for startups in Africa, during the 14th edition of the US Africa Business Summit in Marrakech, organized by the Corporate Council on Africa (CCA), under the High Patronage of His Majesty King Mohammed VI, under the theme "Building forward together." The summit aims to enable connections between government and private sector decision-makers and to deliver insights to move organizations forward. Mr. Filali noted: "Start-ups have the opportunity to leverage the knowledge and growing technology and connectivity for the development of concrete solutions supporting the whole agricultural ecosystem."

"Start-ups have the opportunity to leverage the knowledge and growing technology and connectivity for the development of concrete solutions supporting the whole agricultural ecosystem."

Mehdi Filali, OCP Africa's Vice President of Farmer Solutions

OCP AT AGRF SUMMIT

OCP Africa's participated in the AGRF Summit, now rebranded to Africa's Food Systems Summit, which took place in Rwanda. Together with different participants, OCP Africa explored the ongoing interventions needed to mitigate and address the interlinkages between climate, fragility, nutrition, and social inclusion.

Additionally, during two thematic platforms it co-chaired at the AGRF – i.e. Sustainable Productivity, and Digital Transformation – OCP Africa advocated for "local resources valorization on the supply side to increase Africa's resilience toward external shocks", and elaborated on its approach for scaling data-centric innovations.



OCP Africa's team at the AGRF Summit

AFRICA FERTILIZER FINANCING FORUM

OCP Africa participated in the third Africa Fertilizer Financing Forum in Casablanca, Morocco. The event sought to examine in-depth the issue of fertilizer financing and to define avenues for improvement. The forum also presented solutions to increase the efficiency of the African fertilizer ecosystem. OCP Africa was represented by Chief Executive Dr Anouar Jamali, who also offered the welcoming note to kick off the forum. On the sidelines of the conference, Dr. Jamali held meetings with different leaders from across Africa, including Hon. Manuel Baryolomeu De Cunha Joao, Angola's Secretary of State for Agriculture and Livestock, to whose government he extended OCP's commitment to supporting cereal production through the supply of customized fertilizers, research and development, and youth empowerment programs. He also engaged with Malawi's former agriculture minister, Hon. Lobin Lowe, who commended OCP Africa's commitment to supply 4MT of fertilizer to the continent under its large-scale emergency initiative. The initiative is expected to support 44 million farmers in 35 countries across the continent in 2023.

Dr. Jamali further engaged the heads of different development organizations including Robert Groot, the Director of Strategic Partnerships at the International Fertilizer Development Center (IFDC), an international organization working to alleviate global hunger by introducing improved agricultural practices and fertilizer technologies to farmers and by linking them to markets. Their conversation centered on the pathways for strengthening the collaboration between the two organizations by leveraging their different networks and resources to empower Africa's farmers and their communities.



Dr. Jamali giving a speech on the Africa Fertilizer Financing Forum

OCP TANZANIA IN THE ANNUAL FARMERS' WEEK

OCP participated in Tanzania's annual Farmers' week and had a booth at an exhibition in Mbeya City, officiated by H.E. Samia Suluhu Hassan, President of the United Republic of Tanzania. H.E. President Suluhu launched the government subsidy program, which coincided with OCP Africa's relief program contribution, comprising a discounted supply of 25,000 tons of DAP fertilizers.

3

Spotlight on Côte d'Ivoire

Côte d'Ivoire (CIV) is one of OCP Africa's 12 priority countries, where it works to ensure that farmers recognize the positive impacts of fertilizer on their crop yields and gain access to larger markets. In Côte d'Ivoire, OCP Africa collaborates closely with the government and a diverse group of partners – including African agricultural coalitions and local farmers and distributors – to contribute to transforming agriculture. The subsidiary is currently developing a fertilizer blending facility to increase the availability of soil and crop-specific fertilizers to farmers in the country. This is in addition to regular capacity building programs for Ivorian farmers.



Farmer in San Pedro holding dry cacao beans, Côte d'Ivoire. © Copyright OCP Africa

Why Côte d'Ivoire?



Presence of infrastructure and logistics platforms (two ports)



Côte d'Ivoire is the gateway to the hinterland countries (Mali, Burkina Faso, etc.)

Growth rate:

7%

Inflation rate:

5.2%

Main crops:

COCOA, PALM, OIL, COFFEE, CASSAVA, RUBBER TREE, COTTON, BANANAS, RICE, MAIZE, YAM, CASHEW

Agriculture contributes :

Over 19,9% of GDP
60% of export

20.6 MHA

of arable and suitable land for agriculture.
7.4 MHA of currently cultivated land.

29 MILLION PEOPLE

47,5% in rural areas / 5 Million farmers /
75% young people

USD

2,200

per Inhabitant
40% poverty rate



Source: World Bank, FAO (2021)

Market overview

The apparent consumption of fertilizers in Côte d'Ivoire rose 53% from 2020 to 2021, driven by an increase in imports. However, according to the importers, a large part of these volumes was not sold, as a result of which the actual consumption was well below the 485,619 tonnes of apparent consumption. The actual consumption was

about 350,000 tons with the unsold stock estimated at 130,000 tons.

Official fertilizer imports in Côte d'Ivoire increased by 45%, and according to importers, a large part of the fertilizers were imported to anticipate a potential price increase during the 2022 campaign.

6 MAIN FERTILIZERS

were imported including KCl, urea, TSP, DAP, NPK and ammonium sulphate. These fertilizers are used either in direct application (KCl, Urea, NPK) or as raw materials (KCl, Urea, TSP, DAP, ammonium sulphate) to produce NPK mixtures

In 2021, 36%

of imported fertilizers were recorded during the first quarter of the year (205,720 tonnes).

26%

of imported fertilizers were recorded in the fourth quarter when commodity prices were falling, to build up a stock for the 2022 crop year.

Maize farmers in Korhogo, Côte d'Ivoire.
© Copyright OCP Africa



OCP in Côte d'Ivoire

Business strategy:

**Mohamed HETTITI, Senior Vice President
West Africa and Managing Director OCP CIV**

How is the current market situation in Côte d'Ivoire and what is your expectation for the next five years for this market?

Apparent fertilizer consumption in 2022 was 445,425 T, which corresponds to an import of 345,425 T plus a residual stock of 100,000 T from 2021. We do not have yet the official figures of 2022. Analysts forecast that the Ivorian fertilizer market will move to reach a total volume of 600,000 - 700,000 tons in the next five years, especially due to demand of use on crops such as cocoa, oil palm, bananas, maize, and rice. However, efficient business development actions are required to achieve this growth in fertilizer consumption.

Regarding the fertilizer value chain, what is the OCP-CI's holistic vision?

OCP CI SA is a key strategic partner of the Ivorian government in the transformation of the agricultural value chain. This partnership is reinforced by the newest agricultural models that allow the government and the private sector to play their rightful roles in driving the transformation. Fertilizers are critical for intensive agricultural systems, allowing for increased production from the existing land under cultivation. In Côte d'Ivoire, this is particularly important because the popular 'slash and burn' system is encroaching on the wildlife habitats and fragile ecosystems. Our strategy is focused on strengthening the fertilizer value chain, working with local and



regional organizations from boundary countries (Mali, Burkina Faso, Liberia, and Guinea) that are involved in the production, importation, distribution, retail, and consumption of fertilizers, as well as organizations that are supporting the chain include through finance, policy, regulation, research and advice. OCP CI SA will undergo a structural transformation in 2023 with the delivery of a logistics platform.

With this major and strategic change, how do you envisage your market positioning in Côte d'Ivoire and the region?

OCP CI SA's vision is to capture the many opportunities that are available to improve the supply, distribution, and demand for fertilizers. As you know, by the end of 2023, we will unveil in Cote d'Ivoire our PK24 Blending Unit (41,700 m² located in Akoupé Zeudji industrial zone), which could blend up to 70 Tons per hour, and will have a storage capacity of 35 KT bulk and 6 KT FG. As part of our targeted market, this logistic platform will be dedicated to fertilizers of boundary countries like Mali, Burkina Faso, Liberia and Guinea. Our PK24 Blending Unit will be at the heart of our strategy to push integrated soil fertility management in Côte d'Ivoire. We will work closely with public and private partners to maximize efficient agronomic use of the applied nutrients and improve crop productivity. This agronomic proficiency is based on knowledge of local specificities in term of soil quality (soil nutrient and water supply, as well as an understanding of crop nutrient demand (attainable yield and required nutrient concentrations). Due to the importance dedicated to integrated soil fertility management, OCP CI SA will deploy its flagship programs to bring a specific response to Côte d'Ivoire's agriculture challenges, and provide impactful and sustainable food system solutions.



**In 2021, 485,000 tons of
fertilizer were imported into
the Ivorian market, and about
130,000 tons were unconsumed
by the end the year.**

OCP IN CÔTE D'IVOIRE

Presence:
SUBSIDIARY

Staff total:

25

Expected Growth:

+96%

Key Partners:



AGRIBOOSTER:

4,000
rice farmers trained and supervised

35,000 HA
improved

875 T
of fertilizers distributed

500%
average yield increase
in rice output

OCP SCHOOL LAB:

88,846
farmers reached

742
localities covered

>11,000
free soil analysis done



Rice farmer in Korhogo,
Côte d'Ivoire.
© Copyright OCP Africa



OCP Côte d'Ivoire History

In this section, we highlight some of OCP CIV's outstanding engagements since 2016. It is worth noting that the activities outlined below compound OCP's expansion work in the country, which has been going steady since 2016. The selected activities mark critical aspects of OCP CIV's strategic development across the year.

MAJOR HIGHLIGHTS



BEFORE 2022

2022

Start of OCP group activity in CIV as part of the Cocoa Fertilizer Initiative (Teractiv project) in partnership with CNRA and the CCC. 2012

Signing of Cooperation Agreements (OCP, Coffee-Cocoa Council, CNRA and ANADER). JUNE 2015

Cocoa caravan (OCP, CCC, CNRA, ANADER & FIRCA). OCTOBER 2015

Support from the OCP Foundation to the CCC for the creation of the CCC Foundation. APRIL 2016

Creation of the OCP CI subsidiary. SEPTEMBER 2016

Launch of the first Agribooster project. SEPTEMBER 2016

Launch of the first OCP School Lab project. DECEMBER 2016

Signing of MoU between OCP SA, the Ministry of State, the Ministry of Agriculture and Rural Development and the Ministry of Trade and Industry. 28 MARCH 2022



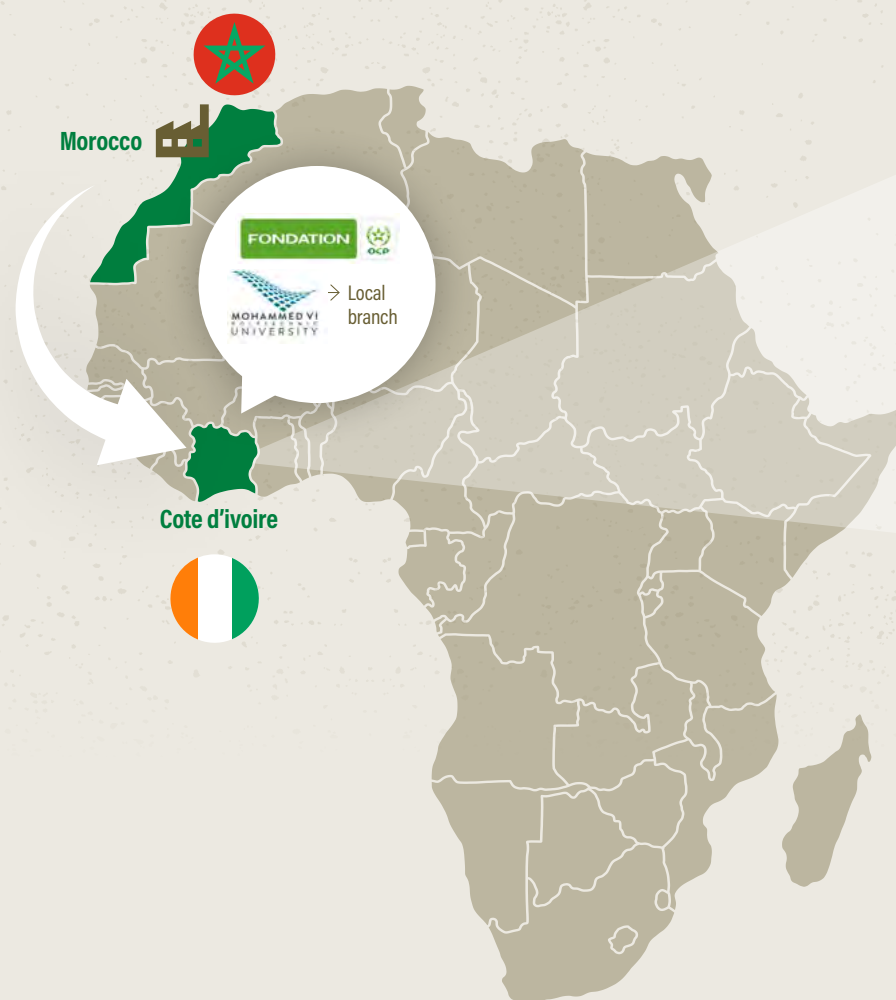
OCP Africa's agent and a farmer on a rice field in Korhogo, Côte d'Ivoire.
© Copyright OCP Africa

Key Program: OCP and CIV's government Partnership

The OCP Group and the office of the Ivorian Government, under the leadership of the Prime Minister and Minister of Agriculture, aim to coordinate their efforts in addressing the country's main food system challenges and food system transformation. A McKinsey study titled "Côte d'Ivoire Strategic Plan 2030" outlines the following goals for the partnership :

- ▶ Strengthen agricultural production systems with respect to the environment
- ▶ Strengthen the development of the processing industry
- ▶ Promote inclusive growth, guaranteeing rural development and well-being for all

OCP Group's value proposition: A Smart and integrated agricultural ecosystem- the Agritech-city



OCP Africa's CEO, Dr. Mohamed Anouar Jamali, and Côte d'Ivoire's Minister of Agriculture and Rural Development, Hon. Kobenan Kouassi Adjoumani, as well as the Minister of Industrial Development, signed in the presence of Prime Minister, H.E. Patrick Achi, a partnership framework agreement aimed at fast-tracking the transformation of the country's agriculture sector.

The agreement relates to six priority projects, as below:



Support Côte d'Ivoire in consolidating its position as a regional and global agricultural leader in key sectors for the country (e.g. rice, cocoa)

1. STRUCTURING OF THE RICE VALUE CHAIN IN KORHOGO:

So far, 39 cooperatives and 150 leaders were trained in the management of their producer organizations, while 16 cooperatives and 31 leaders were trained in advanced management. The project consists of interventions along the rice value chains, including:

- **Mobilization and implementing** all production and processing factors (acquisition of inputs, mechanization operations, advisory support, purchase of paddy, husking of paddy)
- **Ensuring the production** of certified seeds
- **Ensuring operational implementation** (digitalization, coordination, supervision and monitoring and evaluation of all operations).
- **Ensuring the certification** of the production process, the purchase of paddy rice and its processing and the marketing of milled rice.

A pilot was conducted on 500ha of land in Korhogo where yields of 5T/ha were obtained on the plots of farmers who used the right seed, the right fertilizer and who applied good agricultural practices for rice. The following were the other outcomes of the project.

39 cooperatives and
150 leaders were trained in the management of their producer organizations

16 cooperatives and
31 leaders were trained in advanced management



Pissankaha rice farmer, Kone Yefounnigui, lauds OCP training

"I first knew OCP through a rice project that our cooperative participated in. During the project, they taught us how to reduce the quantity of seed we sowed: from 100 kg/ha to 50 kg/ha. At first we didn't believe it would work, but when we tried we all saw that the rice grew very well and quickly. Regarding transplanting, they taught us how to transplant with 1 - 2 rice feet (strands). OCP also gave us technicians to train us further on rice production, including the effective application of fertilizers, the right time for fertilizer application, the right quantity to use, and the appropriate herbicide (phytosanitary product) combinations. The trainers stayed with us until the end of the project, and from their teaching, we now:

- Save on seed sowed in the nursery (40 kilos for 1 ha and there are always leftovers)
- Know how to make boards for our nurseries
- Transplant 1-2 strands
- Know when to apply fertilizer
- Know when to fight weeds and caterpillars, keeping our fields clean and beautiful"

Thanks to the OCP project, our rice production has increased to 5 tons per hectare up from 2 tons per hectare. We are very proud of the training, because this is the very first time that this system has come to us. We, the women of Pissankaha, are counting on OCP to extend the training to cover market gardening and corn.

Kone Yefounnigui, rice farmer in Pissankaha



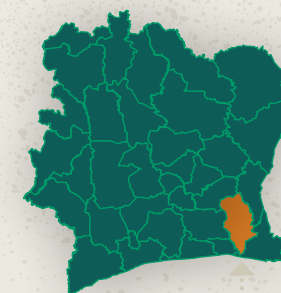
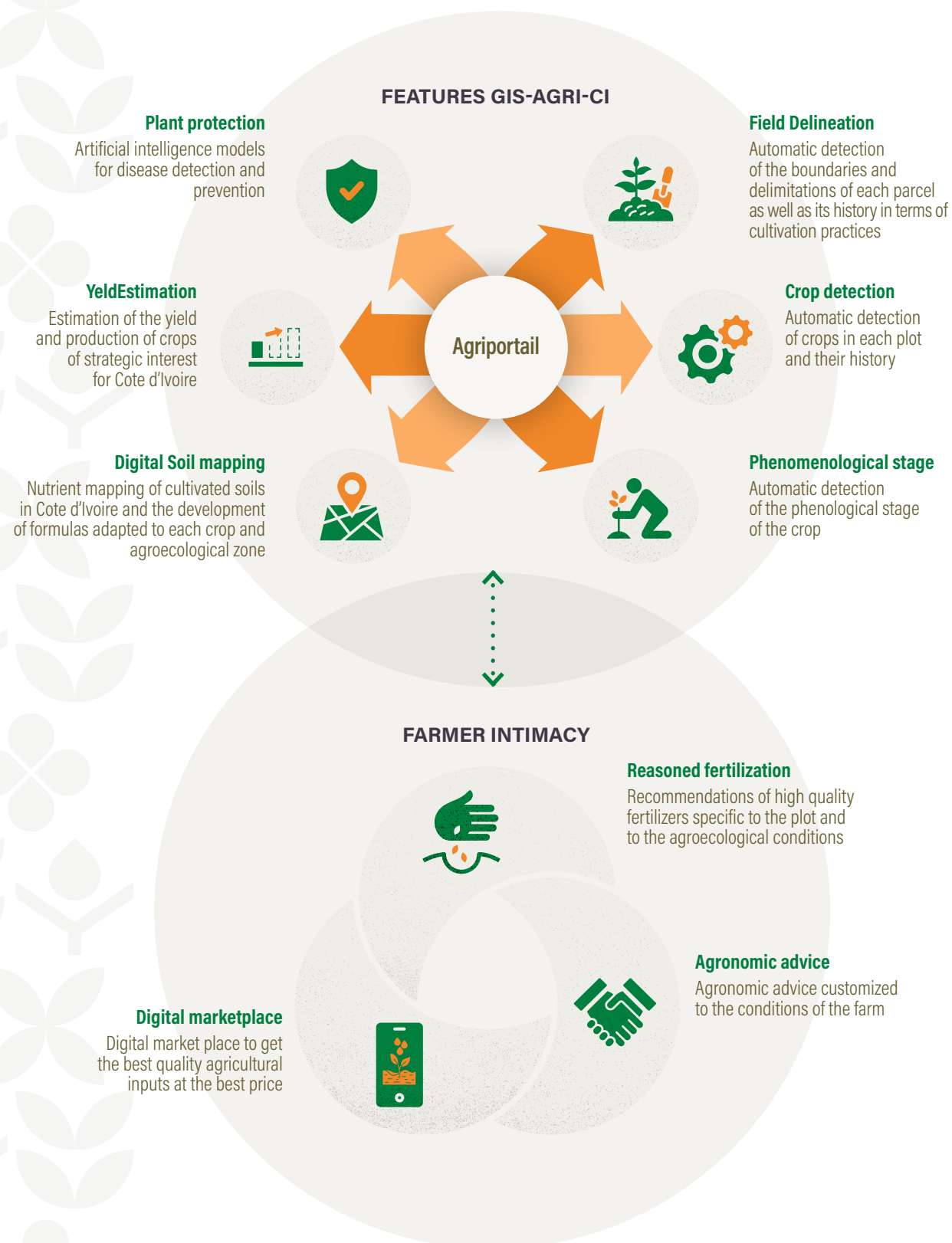
Field training in Pissankaha, Côte d'Ivoire.
© Copyright OCP Africa

2. DEVELOPMENT OF A DECISION SUPPORT PLATFORM



Geographic & Agriculture Information

System (GIS): this is a platform that uses new artificial intelligence technologies, satellite imagery and field data to provide technologies, satellite imagery and field data to provide tools for monitoring agricultural and agronomic activities, to support digital soil mapping initiatives and will mainly be decision-making support for public action. The GIS platform is driven by an application developed through a collaboration between OCP and MIT.



La Mé area: pilot (the modules and algorithm will be calibrated on the basis of the results of the georeferenced fertility study conducted by ADERIZ)

787,755 HA
Overall area surveyed

15 162
Surveyed plots - GIS

692
Surveyed plots - DSM



2616
Soil samples collected / analyzed

20
Human resources deployed by OCP

02
OCP supervisory agronomists

VISITS AND JOINT EVALUATION
MEMINADER - BNEDT - OCP of CNRA and ESA laboratories



3. CREATION OF 30 NEW GENERATION AGRICULTURAL SERVICE CENTERS (CSAS)

The centers will offer farmer support in financing, micro-insurance, small mechanization, access to training, and market networking. Ten of the centers will be entirely managed and financed by OCP CIV, while 20 will be funded by the government. The first CSA is operational in Korhogo in the north of Côte d'Ivoire. Nine more CSAs are planned for establishment across the country by the end of 2023, to offer the following services:



“The Agricultural Service Center (CSA) is an ecosystem in which the farmer has access to all the products and services they need for their agricultural activity. This project is intended to make agricultural services accessible and available according to the rhythm and the financial capacity of the farmer. It is part of OCP Africa’s plan to bring innovation and inclusion to the small producers, who, in essence, drive the agricultural value chain. OCP Africa’s vision is to empower the actors of the agricultural value chain, in this case SMEs, professional agricultural organizations and individual farmers, allowing them to take autonomous management of the CSAs in the long-run.”

Aboubakar Coulibaly Zié, CSA Manager

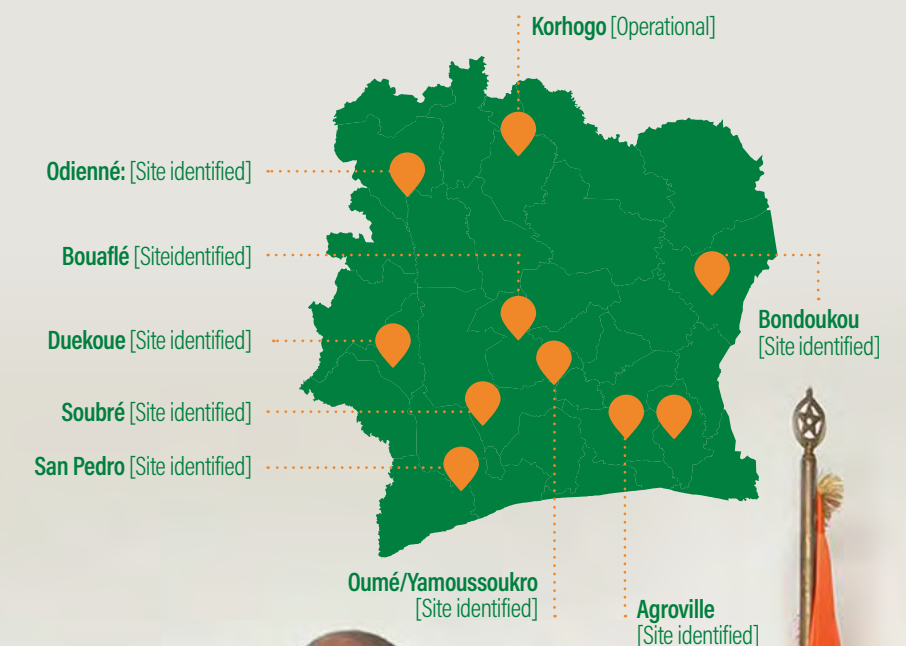
KEY PERFORMANCE INDICATORS FOR CSAS:

10 farmer hubs to be entirely managed and financed by OCP CIV.

20 farmer hubs to be funded by the CIV government

20,000 farmers reached per year

CSA LOCATIONS



Côte d'Ivoire's Prime Minister M. Patrick Achi during the visit of Korhogo's farmer hub.



4. ESTABLISHMENT OF A DIGITAL FARMING SCHOOL:

The Digital Farming School aims at training young Ivorians on Agritech, enabling them to acquire the digital skills that will allow them to actively participate in the transformation of Côte d'Ivoire's agricultural value chains. The school is backed by a digital farm, serving as a 100% practical learning platform (learning-by-farming and peer learning), with a focus on new agricultural technologies.

Location:

**TECHNOPOLE,
YAMOOUSSOUKRO**

1ha of land



Vision

- Set up an innovative training center for Agritech training to benefit of young Ivorians ;
- Set up a Digital Farm, which will serve as a 100% practical learning platform (learning-by-farming), with a focus on the use of P and its derivatives and the new processes and technologies used in agriculture ;
- Qualification of young Ivorians in digital agriculture, to become operational agents of agricultural transformation on the continent, or major players in the development of new digital agricultural solutions globally , and
- Provide innovative solutions for the various problems of the agricultural value chain through the use of digital and new technologies.

Objectives

- Contribute to the employability of young Ivorians and promote entrepreneurship in Agritech ;
- Actively contribute to the digital transformation of African agriculture ;
- Improve the techniques and technologies used in agriculture, through the introduction and dissemination of intelligent and innovative methods in agriculture;
- Set up a platform for experimentation and "learning-bydoing" around new technologies applied in Agriculture;
- Create a new generation of Agritech (Agriculture 2.0) professionals that are well-qualified and equipped to serve the agricultural ecosystem and disseminate new technologies on a larger scale in Africa.

KPIs

FREE

Two-year training on
Agritech

50

Learners/year, total
capacity: 100 students



**NO PREREQUISITES
(18-35 YEARS OLD)**

Student of the San Pedro University, Côte d'Ivoire. © Copyright OCP Africa

5. INCUBATION AND ACCELERATION OF START-UPS IN AGRITECH

The Farming Innovation Program was launched by His Excellency the Prime Minister in San Pedro (south-west of Côte d'Ivoire). The project seeks to provide support program for innovative projects in the field of digital agriculture with the aim of helping young project leaders to transform their project ideas into startups. Its objective is to provide the opportunity to share knowledge with the various actors involved in the fields of agriculture and technology to develop solutions at the service of the African agricultural ecosystem, and lead to the creation of new innovative start-ups in the field of digital agriculture. Among other topics, the Farming Innovation Program will focus on:

- ▶ Imaging technologies, IoT and artificial intelligence in agriculture
- ▶ Robotics for processing and adding value to agricultural products
- ▶ Innovative pest monitoring and control solutions
- ▶ Innovative advice and information tools dedicated to precision agriculture:
- ▶ Digital technology in agricultural supply chain management
- ▶ Technology for access to finance and commercialization
- ▶ FERTITECH- The digital for a reasoned fertilization
- ▶ Soil analysis using digital tools for efficient management of agricultural production

Following the program's roadshow organised in November in five major regions of Côte d'Ivoire, which brought together more than 500 participants, 85 applications were received.



THE FARMING INNOVATION PROGRAM ROADSHOW

527
participants

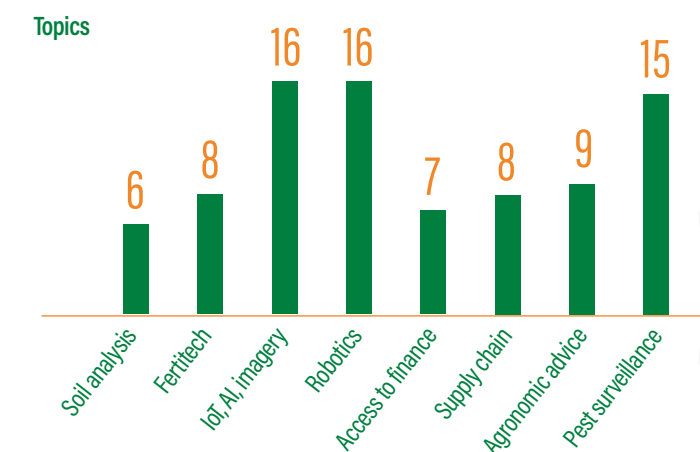
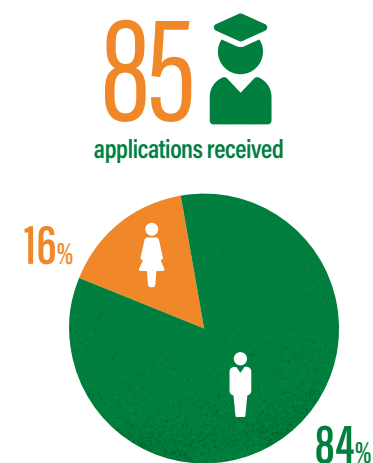
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regions



Selected candidates have access to technical mentoring, hands-on training, and coaching sessions to develop their management, fundraising and product marketing capabilities.

The best startups among the finalists, whose concepts will have a sustainable impact on smallholder farmers and their ecosystem, will potentially have partnership opportunity with OCP Africa.

CALL FOR APPLICATIONS





Woman farmer in San Pedro, Côte d'Ivoire. © Copyright OCP Africa

6. DEVELOPMENT OF THE SHEA SECTOR BY SUPPORTING SHEA COOPERATIVES IN KORHOGO:

The program will benefit more than

600

600 women from

10

cooperatives



This program will support cooperative entrepreneurship in rural areas through training, capacity building, awareness raising and provision of equipment and human development actions. The program, which will benefit more than 600 women from 10 cooperatives, is made up of the following three axes:



The professionalization of the Pilot Associations of the shea sector;



Support for the promotion of shea while respecting the environment and international standards;



Strengthening the capacities of scientific and technical institutions around the agro-ecological practices and carbon sequestration of shea.

So far, consultations and identification of targeted cooperatives have been initiated and a partnership agreement has been finalized with the Ministry of State, Ministry of Agriculture and Rural Development.

OCP Africa's Participation in Côte d'Ivoire's Food System Transformation

Dr. Louis Koko,
Country Manager of
OCP Côte d'Ivoire.

OCP Africa has had a great relationship with the Ivorian government which has helped to promote effective and rapid outreach projects across the country. DR. LOUIS KOKO, the Country Manager of OCP Côte d'Ivoire, explains the progress that has been made in the country thanks to the support from the Premiership and other government offices.

How has the reception for these projects been?

It has been impressive, especially at the local authority level. For example, more than 10,000 smallholder farmers have welcomed the GIS project surveyors to their plots, and at the level of the Korhogo CSA, more than 40 cooperatives have already expressed support needs in various services (access to inputs, support for mechanization, access to agricultural insurance and access to markets). Integrated projects will be implemented in 2023 with partners in the rice and maize value chains to improve productivity and boost farmers' income.



Do you have direct testimonials from producers and their experiences with OCP projects?

One of the best testimonials from farmers can be seen in the impact recorded after the passage OCP School Lab caravan. In 2022, more than 18,000 small farmers were advised on the rational use of fertilizers and the application of good agricultural practices. Thanks to our projects, data from the demonstration plots set up together with the maize farmers signed up to FEMACI (Federation of Maize Farmers of Côte d'Ivoire) show a 400% increase in yields, from 1 T /ha to 5 T/ha.

Case study:

DIRECT APPLICATION OF PHOSPHATE ROCK AS A SOLUTION TO SOIL ACIDITY MANAGEMENT AND IMPROVE CROP PRODUCTIVITY

SITUATION:

Improving the availability of phosphate in the acid soils of Côte d'Ivoire for maize, oil palm, rice and cocoa crops.

PROBLEM:

► The economy of Côte d'Ivoire is based on agriculture, which employs two-thirds of the active population, and contributes nearly 30% to of the GDP and 70% to export earnings (AIPH., 2009). In Côte d'Ivoire, as in all sub-Saharan countries, crops are mostly grown in small-scale farming systems under rainfed conditions. Since the 1990s, certain crops (cocoa and Oil palm) have been on the decline due to replanting on impoverished soils. Others (rice, maize) are also not reaching optimum yields as they are mostly grown on soils that are poor in organic matter, degraded and acidic following years of monoculture.

Maize farmer touching fertilizer in Korhogo, Côte d'Ivoire.
© Copyright OCP Africa

► Phosphorus (P), phosphate rocks rich in calcium (Ca), may be a necessary amendment to improve the pH of acid soils. 'P' is also an essential nutrient in the mineral nutrition of plants. It generally favors the development of the root system and the formation of fruits.

Some phosphorus deficiencies have been reported in African Ferralsols (Kouassi et al., 2018). The intensification of cultivation and the prolonged exploitation of soils accentuate their poverty in mineral elements.

SOLUTION:

The Direct Application of Natural Phosphate (PAD) project makes it possible to respond to two problems, namely soil acidity and the P₂O₅ deficit for crop nutrition. The project aims to test and validate the mixture of rock phosphate with soluble phosphate as an alternative to improve the agronomic efficiency of "medium reactive" rock phosphate.

The main objective of the project is to improve the productivity of crops in a controlled environment, and to monitor the process of solubilization of phosphate rock in acid soils, through:



Testing the solubilization of phosphate rock (RP) on acid soils;



Assessing the after-effects of the various phosphate amendments on crops;



Identifying the best RP/TSP ratio on target crops (cocoa, palm, rice, corn).

RESULTS:

Table 2 : CI Crop Distribution
Cultivated Area (ha)

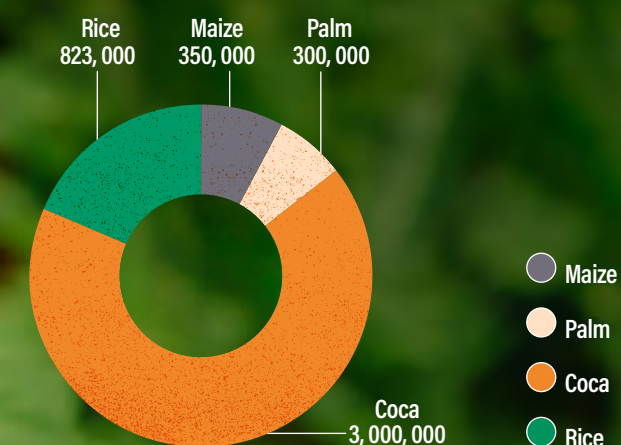


Table 3 : Synthesis

CROP	TREATMENT	YIELD/HA (T)	GAIN (%)
CACAO (Mercedes variety)	T0 + NPK	2.42	21.97
	T1 (100%PR +NPK)	2.95	
PALMIER Plants matures	T0 + NPK	9.52	193
	T2(100%RP)	27.85	
PALMIER Jeunes Plants	T0 + NPK	2.64	450
	T4 (60%RP +40% TSP+ NPK)	14.52	
CORN	T0 + NPK	4.21	39
	T3 (80%RP +20% TSP+ NPK)	5.86	
RICE	T0 + NPK	1.86	181
	T4 (60%RP +40% TSP+ NPK)	5.22	



COCOA

Optimal dose of phosphate rock:

657 KG/HA

for a potential of

1,774 KT

22%

yield gain compared to the control



MATURE PALM

Optimal dose of phosphate rock:

215 KG/HA

for a potential of

64.5 KT

193%

yield gain compared to the control



CORN

Optimal dose (RP+TSP)

279 KG/HA

for a potential of

83.7 KT

39%

yield gain compared to the control



RICE

Optimal dose (RP+TSP)

406 KG/HA

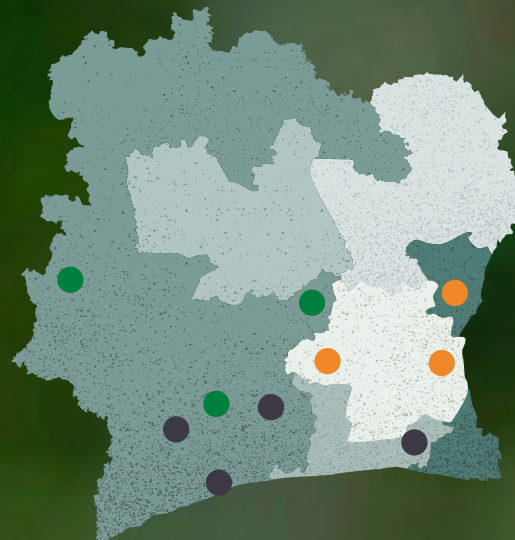
for a potential of

365.4 KT

181%

yield gain compared to the control

Geographic distribution of trial sites



- Test site CSRS
- Test site CNRA
- Test site UFHB

Localité:

- Agnigilédro
- Abengourou
- Iroh-La Mé
- Toumodi
- Bouaké
- Divo
- Gagnoa
- Soubre
- Sassandra
- Man



Cacao field in San Pedro, Côte d'Ivoire. © Copyright OCP Africa

OCP 2022 activities in Côte d'Ivoire

MARCH - PARTNERSHIP WITH THE GOVERNMENT

Signing of MoU between OCP SA, the Ministry of State, the Ministry of Agriculture and Rural Development and the Ministry of Trade and Industry.

MARCH

APRIL - UDONGO LAUNCH

OCP's Udongo pilot went live in Côte d'Ivoire, onboarding 5,000 farmers to OSL and Agribooster.

APRIL

APRIL - OSL COTTON CARAVAN

OSL launched in CIV's cotton farming zone running from April 29 to June 25. Cotton caravan reached 7,500 farmers.

JUNE

JUNE - AGRIBOOSTER 2.0 IN CÔTE D'IVOIRE

OCP's/IFC Agribooster Partnership led to hiring of 5 field techs, training of 20 farmer cooperatives and 1,352 farmers, cultivation of 500ha with GAP, and more than \$22,000 paid through digital channels.

JULY

JULY - KORHOGO FARMER HOUSE VISIT

Côte d'Ivoire's Prime Minister, H.E. Patric Achi, visited the first Farmer House set up in Korhogo, where OCP's donation of 10,000 MT of fertilizers, 20,000 MT of discounted fertilizers.

SEPTEMBER - GIS IN THE WORKS

A key workshop has been held with CNRA, ADERIZ, MEMINADER and BENTD to prepare the launch of the Geospatial Information System in La Mé region.

SEPTEMBER - OSL WRAPS UP NORTHERN TOUR

OCP Africa's Maize Caravan ended its 43-day tour of the northern region, where more than 6,500 farmers in 53 localities were reached, with 1,000 of them registered on the Udongo application.

SEPTEMBER

SEPTEMBER - PROMISING RESULTS FOR ONGOING PROJECT

Results of research project on the combined use of phosphate rock and/or TSP as an amendment to strategic crops showed a 293% yield increase in productivity for oil palm and 157% for cocoa.

OCTOBER - INNOVATION PROGRAM LAUNCH

OCP Africa and Agriedge officially launch a Farming Innovation Program, focused on the acceleration of young startups in Agritech, and bridging the gap between agricultural actors, applied-innovative research and development, and the latest technologies.

OCTOBER

DECEMBER

DECEMBER - GIS AND OSL LAUNCHES

OCP Africa officially launches the Geospatial information system in La Mé region as well as the OSL 2022 campaign

Maize field in Korhogo, Côte d'Ivoire.
© Copyright OCP Africa

OCP CIV's local partnerships

PARTNERS:

Ministries and their subordinate structures, research centers, universities and colleges and other private operators in the sector.

ACHIEVEMENTS:

- **R&D projects:**
GIS, 30 agronomic projects
- **Construction projects:**
blending units, CSAs, Digital Farming School
- **Business development projects:**
Agribooster, OCP School Lab

TESTIMONY FROM OCP CI SA'S AGRIBOOSTER PARTNER



"SOCOMCI has for three years now been supporting the implementation of the Agribooster project by OCP

Africa. The program has helped in defining the rice sector in the northern region of the country. This action has not only facilitated the financing of inputs, but also the training and professionalization of cooperatives, whose membership often comprises modest producers. Today, despite the vagaries of the weather and the many constraints affecting the development of a still nascent rice sector, we would like to thank OCP AFRICA for its active partnership and its unfailing support, which ultimately, contributes to the objective of national autonomy (in terms of local rice production) that we had set for actualization over a five year period."

Lazen Coulibaly – CEO of SOCOMCI



Field training in Korhogo, Côte d'Ivoire. © Copyright OCP Africa

OCP CIV in communities

OBJECTIVES: TARGET:

Improvement of farmer incomes

+500 cooperatives per year in the cocoa, maize, rice sectors.

ACTIVITIES:

improving the availability and accessibility of fertilizers through a microfinance mechanism, coaching, training, soil analysis, capacity building, support for the structuring of the activities.



OCP RESCUES FLEDGLING IVORIAN AGRODEALERSHIP, SETS IT ON PATH TO GREAT GROWTH

Mr Barro Djakaridja is a former accountant in a Cocoa Trading company, who branched off to set up an agrodealership in Duékoué, a city in the Western part of Côte d'Ivoire. His business took off quite well but in 2017 he was taken ill and by the time of his recovery, in 2018, it had completely collapsed, as he sold his last stock to pay suppliers. The agrodealership had until then established partnerships with eight convenience stores that it could no longer supply due to a lack of fertilizer stocks. Later, in 2018, OCP CIV launched a cocoa trade caravan in Duékoué looking to reach farmers through agrodealers. Mr Djakaridja volunteered to assist OCP through his wide distribution network, an act that paid off for him because he received 350 tons of cocoa fertilizer through the OCP Credit Management platform. This supplier credit offering enabled him to supply his eight partner stores and regain recognition by former customers. Farmers patronizing Djakaridja's store have also benefited from OSL support offered through three cooperatives near Paris Léonard, Keibly and Tinho. Today, Djakaridja, has been able to increase his turnover, expanded his partnership stores to over 12, hire more than 25 employees, and set up two new storage warehouses.

CELEBRATING OCP'S PARTNERSHIP IN TRANSFORMING THE LIVES OF CÔTE D'IVOIRE'S MAIZE FARMERS

Our partnership with OCP is important in delivering solutions to farmers, including maize growers, who receive a kit of tools to help with the proper management of farms supported by Agricultural Service Centers (CSAs). The CSAs are important for us as an agent of agricultural development. Their research aspect derive an understanding of the potential or deficits of Ivorian soils with the view of providing recommendations for the purpose of ensuring better productivity and competitiveness and profitability (guarantee of improved income). This contributes further to the promotion of more resilient farmers. Over the three years that we have worked with OCP, we are impressed by:

- The size of the company in relation to the technical and technological innovations that it develops and puts at the service of farmers;
- The flexibility of its interventions, which offer a dynamic participatory approach;
- The quality of its products (phosphate fertilizers);

In view of this significant progress, FEMACI expresses fervent wishes that OCP/FEMACI partnership relations strengthen further in the years to come.

- N'ZI Kouassi Eugene, President, Federation of Corn Farmers, Cote d'Ivoire

Establishment of the PK24 Blending Unit



ESTABLISHMENT OF THE PK24 BLENDING UNIT:

In the quest to positively impact African agriculture and implement suitable, affordable and scalable solutions for farmers, OCP Africa is building a fertilizer mixing and bagging plant in Côte d'Ivoire. This industrial unit is a strategic and inclusive project for OCP AFRICA, and will be built on 4ha of land in Abidjan's new industrial zone, PK24.

The objective of the project is to provide OCP CIV with an industrial tool and the storage capacities necessary to respond favorably to local and regional demand. It will consist of an industrial fertilizer mixing unit, and an area storage with a capacity of 45 KT (bulk) & 6 KT (bagged).

Thus, its outcome will fall within this perspective of agricultural development by supporting the use of fertilizers in Ivory Coast and in the sub-region; this in order to increase productivity efforts and meet the challenge of availability and affordability.

“All the conceptual, basic and detailed studies have been completed and the project is under construction, the date of commissioning is scheduled for early 2024”

Ahmed Rida, Project Manager

OCP NEW BLENDING UNIT TO SUFFICIENTLY ADDRESS REGIONAL FERTILIZER DEMAND

Blending capacity of

70
T/HOUR

Area of

40,900 M²
Storage capacity of
41 KT

OCP CIV took the necessary steps in early 2018 to build a fertilizer blending unit. The project will be built on an area of 40,900 m², located in the industrial zone of Akoupé Zeudji - PK24. Its objective is to provide OCP CIV with the industrial tools and storage capacity needed to respond favorably to local and regional demand (Burkina, Niger, Togo, etc.).

In addition, this project will offer:

- ▶ A gain in autonomy in the production of blended products with a blending capacity of 70t/Hr;
- ▶ A storage capacity of 41 Kt
- ▶ Optimization of production costs in order to improve operational excellence
- ▶ Improved commercial responsiveness and better capture of future demand thanks to the personalization/customization of the OCP product
- ▶ Provide blending and bagging service to importers
- ▶ Increase OCP CIV's market share (particularly in the cocoa and commercial farm segments).



Farmer holding fertilizer, Côte d'Ivoire. © Copyright OCP Africa

4

Outlook



Women from Akadi's cooperative,
Côte d'Ivoire. © Copyright OCP Africa

OCP Africa in 2023 and Beyond

The year 2022 was highly successful for both our corporate, and social responsibility agenda. Notably, in July, we launched our fertilizer relief program, which sought to stimulate local food production in response to an emergency situation, where many farmers had difficulties accessing fertilizers due to a global increase in prices and the disruption of supply chains.

As you have read in this report, we made avail-

able 550,000 tonnes of fertilizer in the form of donations and discounts to 20 African countries, while reaching nearly 4 million farmers. The intervention did not just stop at emergency support; it also provided the opportunity to engage farmers on their priorities including facilitating their access to quality inputs, agricultural services, small-scale mechanization, and training, in addition to support in the marketing of their produce and facilitating their access to financing.

Group photo in front of Korhogo's farmer hub, Côte d'Ivoire. © Copyright OCP Africa



LOOKING FORWARD

4 MILLION



tonnes of customized fertilizers
to African farmers planned for 2023



35
African
countries

5 000
demo plots under
implementation

GOAL:

To ensure that the right
fertilizers are available
to boost the yields of at least

44

million
farmers across
35 countries



We are amplifying this effort in 2023, which aims at providing 4 million tonnes of fertilizers to African farmers. This is more than double our supply to the continent in 2021 and represents over a quarter of OCP's expected total output for the year.

We saw it fit to go big with our allocation to the continent in our bid to ensure that the right fertilizers are available to boost the yields of at least 44 million farmers across 35 countries. We are able to meet the additional supply capacity thanks to our ongoing investments in boosting our environmentally-responsible fertilizer production capacity, reaching 15 MT of finished product by 2023 in Morocco, from a base of 3MT in 2008.

To further expand our logistics network, in 2023 we will expand our production capacity by 1.2MT through new blending units in Cote

d'Ivoire, Ethiopia, Nigeria, and Rwanda. We are also in the process of establishing 11 owned warehouses with a combined capacity of 300 kt across the aforementioned countries.

We expect to launch two blending units in Nigeria; at Sokoto (under construction 65% progress, inauguration planned for August 2023) and Ogun (96% progress, inauguration planned for H1 2023). We also have a blending unit under construction in Rwanda, and two under rehabilitation in Ethiopia. Other logistics platforms and blend units are being built at Sandiara in Senegal, at the PK24 in Cote d'Ivoire.

These are part of the industrial investment program of integrated African platforms in Ethiopia, Ghana and Nigeria to support Africa's vision for Africa using capitalizing on local natural resources.

Noting that all transformation and growth globally is pegged on innovation, we are developing a new platform, SAGA, which will incubate and accelerate farmer-centric solutions, while scaling up promising innovations that have been proven to transform farmers' lives. The SAGA platform will be driven by the following five objectives:

- ▶ Identifying promising ideas from OCP, partners, agri-entrepreneurs, agri-ecosystem and farmers
- ▶ Mobilizing incubation and acceleration platforms (such as Innov'X) to bring these ideas to the stage of minimum viable products and then to the stage of companies or programs, making them capable of scaling up and bringing together partners.
- ▶ Overcome silos and remove barriers to scale, typically encountered by projects in the field, improving project sustainability and cost per farmer
- ▶ Mobilize scientific and data analysis skills to measure and maximize the socio-economic impact of projects for farmers
- ▶ Putting the interest and enrichment of farmers at the heart of the projects supported by SAGA, with a majority of projects pursuing a return on social investment and a minority pursuing a profit

Meanwhile, as our core objective for Africa remains unlocking the full potential of its food systems by accelerating transformative investments in agricultural value chains, we shall, starting 2023, commence the development and implementation of a blended finance platform that covers the following four key areas of intervention:

- ▶ Generating a pipeline of coordinated, investible projects across food systems to solve main value chain bottlenecks
- ▶ Structuring blended finance deals through a catalytic investment vehicle and convene a panel of investors to channel concessional and private funding



**For greater impact,
we aim to mobilize
the different
ecosystem partners,
including public and
private sector players,
to implement holistic
and sustainable
solutions aimed
at supporting
partner countries
in transforming
their agricultural
productivity.**

- ▶ Supporting, monitoring, coordinating, and assessing the impacts of the generated and financed deals (financial, socioeconomic and environmental KPIs)
- ▶ Leveraging, generating and sharing African knowledge, data and innovations to enable an entrepreneurship ecosystem in agriculture.

To quickly achieve the objectives of this blended platform, we will adopt a systemic end-to-end value chain, from input providers to end-customers. We will also continue de-risking investments in African agriculture by coordinating projects across value chain links, as well as deploying disruptive practices and solutions that are 'sustainable by design' and which will help the continent's producers leapfrog to resilient and low emission food systems. The platform will be customized to Africa's specific context, with a focus on the crops, practices and business models that will quickly drive a transformation.

Ultimately, the platform seeks to actualize the following four objectives:

- Contribute to global food security by developing high-yielding and resilient production systems
- Enhance value addition especially by farmers
- Strengthen Africa's food sovereignty by promoting the growth of diverse and nutritious crops to substitute imports and enrich exports
- Establish sustainable African food systems that are natively resilient and generate minimal emissions

For greater impact, we aim to mobilize the different ecosystem partners, including public and private sector players, to implement holistic and sustainable solutions aimed at supporting partner countries in transforming their agricultural productivity.

In 2023, OCP Africa seeks to coalesce its partnership strategy in scaling its farmer-centric initiatives. OCP already has more than 60 group development initiatives in Africa, including 45 that are categorized as farmer-centric, and would be quickly scaled up through the support of partners.

This is in alignment with the organization's objective of contributing to the socio-economic development of farmers and their communities by scaling up sustainable solutions that meet their immediate needs via a differentiating value proposition comprising:

- Development of an African-solutions for Africa's problems approach
- Attaining the position of a solutions accelerator

- Creating partnerships with local agri-entrepreneurs

- Developing a scientific approach based on data and based on the contribution of the African university ecosystem

As from October 2022, we have been mobilizing like-minded partners to increase the reach and longevity of our support. We have already established excellent dialogue and collaboration with governments and many multilateral and development agencies tapping into their demonstrated leadership and long-term commitment to African development. We will use this support base to extend our customization approach to cover millions of additional hectares in soil mapping and geographic information systems (GIS) projects. We shall be working with our partners to implement more solutions in driving the improvement of soil health, by disseminating to partners the best agronomic practices including the application of the 4Rs and the optimal nutrient application separation to improve the efficiency of inputs in a sustainable manner.

This is in line with our holistic transformation agenda, which brings together partners throughout the agri-food value chain to provide the support that farmers need to be successful and to ensure that the continent's vast farming potential is unlocked for the benefit of Africa and the world. Indeed, this comprehensive farmer-centric approach, has already seen us reach more than 2 million farmers with fertilizer customization, soil mapping, training, field trials and market linkages



Maize farmer in
Kilimanjaro, Tanzania.
© Copyright OCP Africa

OCP Africa in the medias

installation industrielle, l'unité de blending de excellence et de prestation de services mis à la disposition des OCP et des fermiers nigériens pour l'amélioration des rendements des sols afin d'atteindre la sécurité alimentaire. Il s'agit en outre d'un espace de partage d'expertise et de savoir-faire entre le Groupe OCP et les agriculteurs nigériens.

Des trois unités de blending d'engrais prévues dans le cadre du programme d'investissement agricole, la première a été inaugurée à Ogun et à Sokoto dans le sillage du partenariat entre le Groupe OCP et le gouvernement nigérien visant l'accompagnement et le développement de l'agriculture au Nigeria.

En outre, une unité de blending d'engrais a été inaugurée à Ogun et à Sokoto, cette usine de blending d'engrais a été inaugurée par le Groupe OCP et le gouvernement nigérien visant l'accompagnement et le développement de l'agriculture au Nigeria.

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L'OCF œuvre à améliorer la fertilité des sols africains via des produits et des services adaptés

Libé
Vendredi 17 Juin 2022

Le directeur général de OCP Africa, Mohamed Anouar Jamali, a indiqué que le Groupe œuvre à améliorer la fertilité et la productivité des sols africains à travers une offre de produits et de services adaptés.

"Nous œuvrons à améliorer la fertilité et la productivité des sols africains à travers une offre de produits et services adaptés, sécuriser la production d'intrants de qualité près des grands bassins agricoles, renforcer les capacités logistiques existantes et à contribuer au développement de



programmes au profit des agriculteurs en contribuant au développement d'agricoles intégrés, a-t-il fait savoir.

A cet égard, M. Jamali a cité quelques programmes lancés par OCP Africa au

OCP Partners SFSA To Groom Agro Entrepreneurs On Greenhouse Technology For Food Security

Isaac Odey, Business Development Officer, OCP Africa (left), Solomon Tanko, Regional Commercial Development Manager, OCP Africa (second left), Nanaemka Odonye, Project Lead, Horticulture Interventions, OCP Africa (second right), and Akintunde Akintunde, Head, Business Development and Digital Projects, OCP Africa at a Horticulture Training of Trainers (ToT) Masterclass for Greenhouse managers, Field agents and Lead Farmers in Abuja.



OCP Africa, global fertilizer giant is partnering Syngenta Foundation for Sustainable Agriculture (SFSA) to groom growers and agro entrepreneurs to deploy greenhouse technologies to boost food security, exports and economic growth.

The firm said it is collaborating with the government in the plan to modernise the agricultural sector by enhancing the competitiveness of agro entrepreneurs and diversifying the economy.

Caleb Usoh, Country Manager for OCP while speaking at a Horticulture Training of Trainers (ToT) Master Class held in Abuja for Greenhouse managers, Field agents and Lead Farmers organ

He believes horticulture improving access to tech and managerial capacity

With the growing population, safety, stable supply and that institutions must join production sector to add

To get Nigeria on the map He posited that modern solution to meet the fast produced vegetables, w

He said OCP Africa was environment agriculture density and increase do



APNI, OCP Africa and Fertilizer Canada sign an MoU during AGRF side event

The African Plant Nutrition Institute, Fertilizer Canada, and OCP Africa sign MoU to cooperate in improving food security and livelihoods using 4R Nutrient Stewardship

By Staff Reporter - September 6, 2022



The African Plant Nutrition Institute (APNI), Fertilizer Canada, and OCP Africa have signed a Memorandum of Understanding (MoU) to collaborate on agriculture development programmes that target sub-Saharan rural farmers, particularly women and youth. The planned interventions will see a marked improvement in food-security and livelihoods for smallholder farmers through joint programming, shared learning, and resource mobilisation.

This MoU is a collaboration agreement as part of the Global Affairs Canada funded 4R Nutrient Stewardship project in Ethiopia, Ghana and Senegal being implemented by Fertilizer Canada, Co-operative Development Foundation of Canada, and African Plant Nutrition Institute.

"Fertilizer Canada is pleased to be partnering with OCP Africa and APNI to facilitate knowledge transfer; and to translate lessons learnt from 4R Nutrient Stewardship project in Ethiopia, Ghana and Senegal to other Sub-Saharan African country contexts. This MoU reflects our shared commitment to improve food security, promote climate-smart agriculture, and support the United Nations Sustainable Development Goals" said Clyde Graham, Executive Vice President of

Morocco's OCP Group throws fertilizer lifeline to Africa's beleaguered farmers



By Anthony Aker Voss - Wednesday, July 20, 2022

The World Food Programme has warned that the global fertilizer shortage could wipe \$11bn off Africa's food production value this year and create a catastrophic decline in output. Thankfully, Morocco's OCP Group, leader in plant nutrition and the world leader in the phosphate fertilizer market, has stepped up with a rescue package that could stem the tide.

Africa's small-scale farmers who produce the bulk of the continent's food, battered by a double-whammy of unseasonal weather and a 30% hike in fertilizer prices, will find considerable comfort from the news that the Morocco-based OCP Group is coming to their rescue: they are rolling out perhaps the continent's largest ever private sector fertilizer relief programme.

African farmers, whose application of fertiliser is still the lowest compared to their counterparts in any other region in the world, face a grim prospect as global shortages of this vital input have raised prices well out of reach of most of them.

OCP Africa promise to assist horticulture farmers

By Chbanga Akinfenwa - 15 MINUTE READ - AGO

The OCP Africa, a global fertilizer giant has promised to assist horticulture farmers, to increase their farm productivity, incomes and fostering greater and better rural jobs.

The Country Manager of the company, Caleb Usoh, disclosed this during a Horticulture Training of Trainers (ToT) Master Class, organised by OCP Africa, in partnership with Syngenta Foundation for Sustainable Agriculture (SFSA), in Abuja, for Greenhouse managers, field agents and lead farmers.

To get Nigeria on the map for horticultural products, he reiterated that much must be done to improve the quality of the cultivation as demand for fresh produce increases.

He believes horticulture empowerment would help to create much-needed jobs by improving access to technologies, knowledge and markets, strengthening technical and managerial capacity in the farming and agri-business sector.

Usoh said the partnership is meant to groom growers and agro entrepreneurs to deploy greenhouse technologies to boost food security, exports and economic growth.

He noted that with the growing population resulting in a demand for higher quality products, food safety, stable supply and more up-scaled and sustainable production, to address the challenges, institutions must join forces to develop a modern greenhouse vegetable production sector.

The country manager said that modern greenhouse vegetable production can provide an innovative solution to meet the fast growing demand for high quality, safe and sustainable produced vegetables, which are year round available.

He said OCP Africa was working to transfer skills and know-how of controlled environment agriculture that can provide optimum efficiency and higher nutrition density and increase domestic crop production.

Usoh explained that its partnership with SFSA was a collaboration to advance shared goals of sustainable and secure food production.

moderne dédié aux différents partenaires, un laboratoire de dernières technologies d'analyses pour assurer le bon des produits et l'analyse et caractérisation des sols, à un modèle pour la réalisation des essais agronomiques et des fermiers.

A cette occasion, le Directeur général de OCP Africa, Mohamed Anouar Jamali, a indiqué que « cette installation n'a pas pour seul objectif la production des engrais, mais aussi d'avoir un impact profond sur la chaîne de valeur agricole du pays », ajoutant que « OCP Africa s'engage à contribuer à la transformation du système alimentaire sur le continent, et le Nigeria représente un pôle stratégique pour notre groupe ».



Morocco Donates 25K Tons of Fertilizer for Senegalese Small Farmers

By North Africa Post - October 21, 2022 6:51 pm

Morocco's OCP has donated 25,000 tons of fertilizer to Senegalese small farmers.

The products were handed over by the Senegalese Minister of Agriculture, Ndiaye, Director of OCP's Senegal operations.

The donation, which is part of the OCP's commitment to support the instructions of King Mohammed VI, is aimed at helping its fight against food insecurity.

The batch is composed of 11,000 tons of Super Phosphate and 14,000 tons of reduced prices.

Maghreb Arabe Presse (Rabat)

Addis — Abeba - La contribution de l'Office chérifien du phosphate (OCP) dans la coopération Sud-Sud du Royaume en Afrique et en particulier dans l'espace francophone du Continent, a été mise en avant par l'ambassadeur du Maroc en Ethiopie et à Djibouti, Nezha Alaoui M'hamed, lors d'une conférence tenue lundi soir à Addis-Abeba. Partenaire à part entière du projet de la coopération sud-sud, l'OCP occupe une place importante en termes d'investissement et de partage d'expertise, a souligné la diplomate marocaine qui

conférence placée sous le thème "La coopération sud-sud du Maroc avec les pays du Sahel : le rôle l'Office chérifien du phosphate (OCP)".

Le rôle significatif, l'OCP se développe en Afrique par voie d'investissement et de coopération dans des domaines de développement divers. L'OCP Africa s'inscrit dans cette vision en s'adaptant afin de transformer durablement les écosystèmes agricoles en étroite collaboration avec les chaînes de valeur et en particulier avec les petits fermiers, a relevé lors de cet événement initié par l'ambassade du Royaume à Addis-Abeba et le bureau local en collaboration avec l'organisation internationale de la francophonie à l'occasion de la 10ème Journée Internationale de la Francophonie à Addis-Abeba. L'OCP est le premier fournisseur de phosphate et la première entreprise marocaine par le chiffre d'affaires (55,9 milliards de dollars). L'OCP, détenu à 95 % par l'Etat, est de fait l'un des leaders de la coopération Sud-Sud menée par le Royaume en Afrique, a soutenu la diplomate

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En vedette - ACI-2022: Interview avec le DG de OCP Africa, Mohamed Anouar Jamali

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- Températures prévues pour samedi 22 avril 2023
- Prévisions météorologiques pour samedi 22 avril 2023
- Le Conseil de gouvernement approuve un projet de loi relatif à la pêche maritime

ÉVÉNEMENTS

- Plein feu à Londres sur le Salon international de l'Agriculture au Maroc
- Conférence à Meknès sur « l'agriculture de conservation »
- Nigeria-Maroc: Trois agences signent un protocole d'accord sur le déploiement de la biotechnologie dans l'industrie pétrolière
- SpaceX effectuera lundi un premier vol test de la plus grande fusée du monde

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ACI-2022: INTERVIEW AVEC LE DG DE OCP AFRICA, MOHAMED ANOUAR JAMALI

Propos recueillis par Zin El Abdine TAIMOURI

Abidjan- Le Directeur Général de OCP Africa, Mohamed Anouar Jamali, a accordé, à l'occasion de l'Africa CEO Forum (CEO-2022), une interview à la MAP sur la vision d'OCP AFRICA pour l'Afrique et sa contribution au développement de l'agriculture sur le continent. En voici la teneur:

Quelle vision d'OCP AFRICA pour l'Afrique ?

L'agriculture africaine dispose d'atouts considérables. D'une part, notre continent regorge d'immenses étendues de terres cultivables, plus précisément 65% des terres arables disponibles sur la planète. D'autre part, l'Afrique peut compter sur une diversité de zones agro-écologiques et de climats, qui crée un vaste potentiel en termes de combinaison de produits agricoles qui peuvent être cultivés et commercialisés sur les marchés intérieurs et extérieurs.

Grâce à ces potentialités, notre continent a pu se positionner ces 10 dernières années comme producteur important de commodities. En effet, le continent concentre entre autres, 75% de la production mondiale de cacao, 55% de la production de manioc, 43% de la production de millet ou



Afrique: La contribution de l'OCP dans la Coopération Sud-Sud en Afrique mise en avant à Addis-Abeba

30 MAI 2022

Maghreb Arabe Presse (Rabat)

Addis — Abeba - La contribution de l'Office chérifien du phosphate (OCP) dans la coopération Sud-Sud du Royaume en Afrique et en particulier dans l'espace francophone du Continent, a été mise en avant par l'ambassadeur du Maroc en Ethiopie et à Djibouti, Nezha Alaoui M'hamed, lors d'une conférence tenue lundi soir à Addis-Abeba. Partenaire à part entière du projet de la coopération sud-sud, l'OCP occupe une place importante en termes d'investissement et de partage d'expertise, a souligné la diplomate marocaine qui

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Maghreb Arabe Presse (Rabat)



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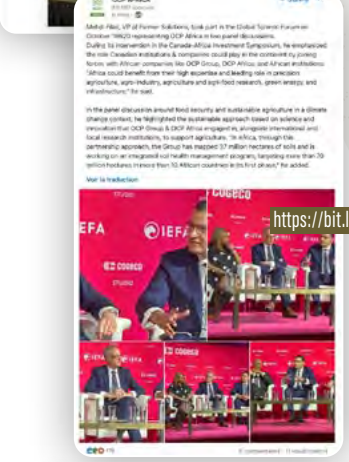
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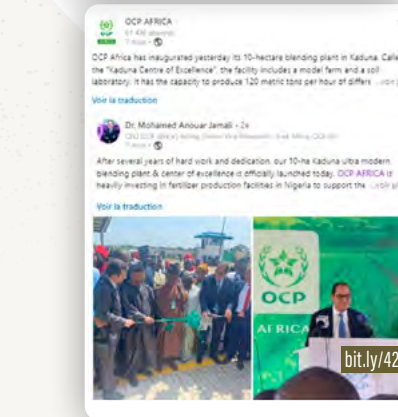
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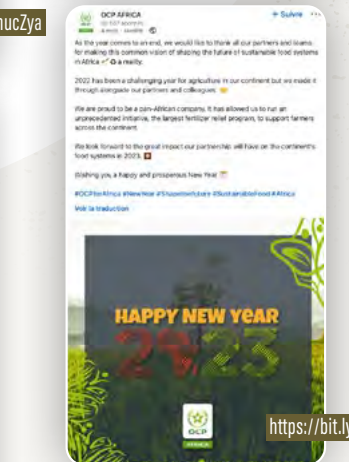
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