



Ministry of  
Agriculture and  
Rural Equipment

# NATIONAL HORTICULTURE RESEARCH PROGRAM (NHRP) : INVESTMENT OPPORTUNITIES IN AGRI-BUSINESS IN SENEGAL

Presented by

**DR MACOUMBA DIOUF**  
Director of Horticulture

April 2021

# Summary

---

**1** Review of context

**2** Outcome and Progress of the Horticulture Sub-sector in Segegal

**3** Challenges and Opportunities of the sub-sector (case of NHRP)

**4** Financing of NHRP



---

1

# Review of Context

## RIVEW OF CONTEXT

1/2

- ✓ Unlike the 2008 financial crisis, the current crisis is characterized by a “sudden shutdown” of the real economy, an unprecedented disruption of global production chain and a sharp decline in economic activity;
- ✓ Such shocks on the real economy could have impacts on the solvency of certain households and / or companies and ultimately on that of the financial sector as a whole;
- ✓ The COVID-19 pandemic provoked a collapse in oil prices which reached their lowest level since 2003. The current situation is unparalleled in recent history because it combines a demand shock (reduction of growth prospects) and a supply shock (price war between Saudi Arabia and Russia).

In Senegal, the sectors most exposed by the pandemic of COVID-19 are tourism, hotel industry, commerce, air and land transport, and education. Other very sensitive sectors such as agriculture, fishery, livestock and construction are also affected by the pandemic in addition to the other sectors mentioned above.

Also, profound uncertainties remain as to the extent of the impacts of the current crisis on economic activity, but certain major tendencies will be confirmed:

- Exports recorded a 16% decrease in 2020 against a 9% increase in 2019;
- Imports will represent a significant decrease, estimated at 18% in 2020 against a 6% increase in 2019;
- Remittances, representing more than 10% of Senegal's GDP, or 13000 billion FCFA, are expected to drop by nearly 20%, following the decline in economic activity in the European Union.

To mitigate the negative impacts of COVID-19 on the horticulture sub-sector, the Department of Horticulture has developed a National Program for the Revival of Horticulture (NPRH) which is one of the three (03) flagship programs of the Ministry of Agriculture and Rural Equipment, retained in PAP 2A and approved in September 2020 by President Macky SALL.

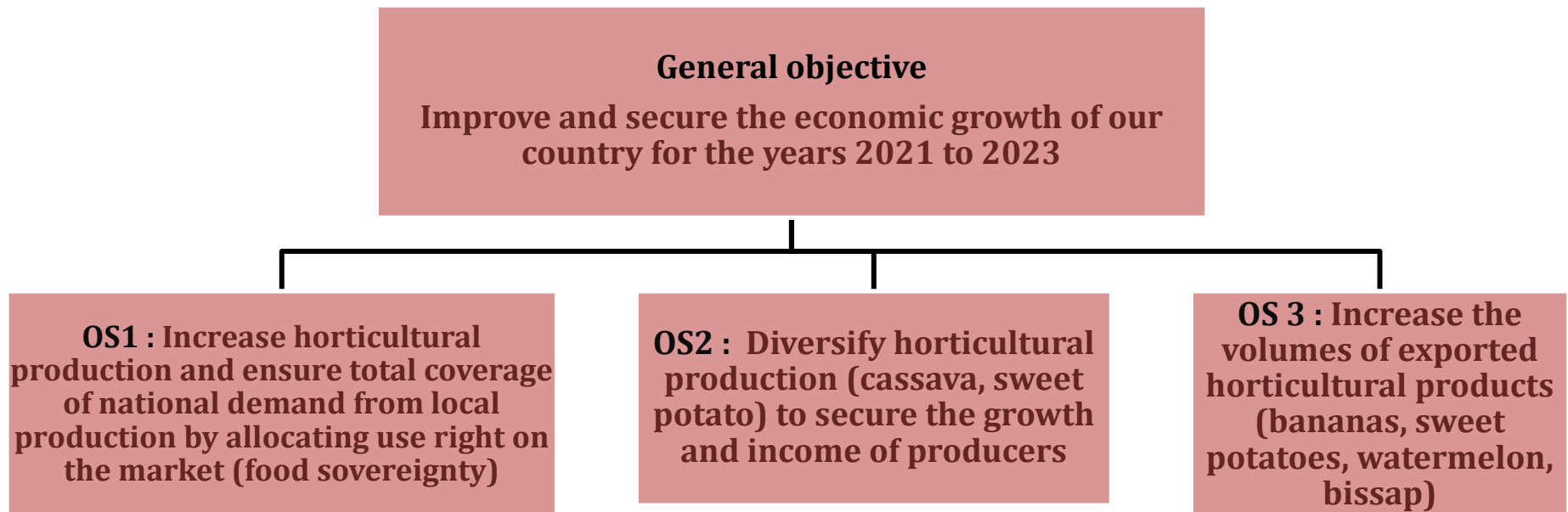
The objective is to provide, on the one hand, **an urgent response to the negative impacts** of the pandemic on the actors of the various agricultural value chains, and on the other hand, to the possible **threats that could affect food security and growth in Senegal for the post-COVID-19 era (2021/2023)** and beyond.

National Horticultural Revival Program (NHRP) was designed with the aim :

- ❑ to **contribute to economic and social resilience** by strengthening Senegal's food sovereignty and reducing its dependence on food imports and food and nutrition security ;
- ❑ to **contain the decline in growth** in the context of COVID-19; and
- ❑ to promote **the revival of growth** during and after COVID-19.

# OBJECTIVES OF NHPR

**Ultimate Objective:** *Increase horticultural production (vegetables and fruit for mass consumption) to ensure food sovereignty in horticultural products (import-substitution), and secure the growth of the agricultural sector.*





# COMPONENTS OF NHPR

## Component 1

**Control of the water production and Development of Drainage method:** based on the eco-geographic target, the facilitation of acquisition of kits of irrigation for Niayes, automatic pump for the valley of Senegal River and Anambe basin will be emphasized.

## Component 2

**Facilitation of access to inputs and agriculture materials for exploitation :** subsidize sees and cuttings for the species such as onion, potato, sweet potato, banana, okra, quality fertilizer (increase the amount of subsidized fertilizer, including organic fertilizer), and pesticide.

## Component 3

**Reinforcement of capacity of horticultural farmers:** organize sessions for training on SHEP (Approach for the empowerment of small horticultural farmers by market-oriented agriculture), good techniques of production, conservation/stocking, and marketing in the association of young and female producers.

## Component 4

**Monitoring, Evaluation, Coordination and Management of the program:** provide institutional support at DHORT, DRDR and MAER structures involved in the implementation.

---

# 2

## Outcome and progress of the Horticulture Sub-sector in Senegal

# OUTCOME AND PROGRESS OF THE HORTICULTURE SUB-SECTOR

Horticultural production (vegetables and fruits) constitutes the most efficient component of the agricultural sub-sector in Senegal. It has constantly been progressing in recent years. The horticultural campaign of vegetables and fruits of 2018/2019 (except cassava and watermelon cultivated **by concealing and wintering**) is estimated at 1,624,456.3 tonnes, a 10.9% progress compared to the previous campaign (1,446,360 tons), and a 79.49% increase compared to 2012. It recorded a 23.5% increase compared to the average of the last five years (1,242,142 tons), with an achievement level of the production objective of 1,559,484 tons of 104.2%.

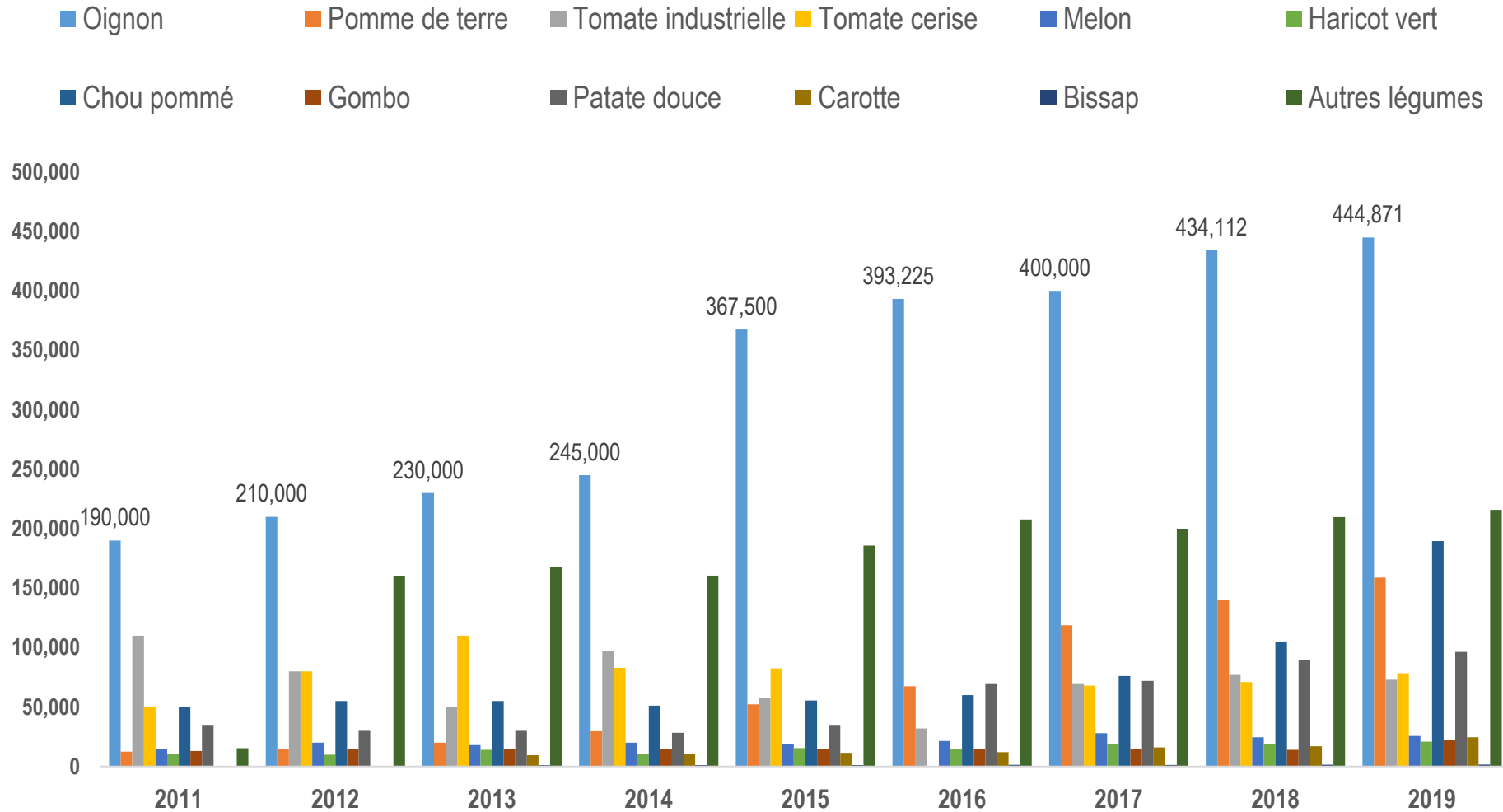
The fruit production is marked by an 11.39% increase from 244,072 to 275,440 tons between 2018 (2017/2018 campaign) and 2019 (2018/2019 campaign), and 11% compared to the average of last five years.

Current fruit and vegetable exports amount to 122,148 tons in 2017/2018 and 107,977 tons for the 2018/2019 campaign, against 56,778 tons in 2011/2012.

These results are justified by the government's support through the subsidy of inputs (horticultural fertilizer and potato seeds), regulation, monitoring efforts, advisory support by technical services, and especially the commitment of horticultural farmers.

# Horticulture is the most dynamic sub-sector of Agriculture, in which the most production comes from the Niayes and Valley zone.

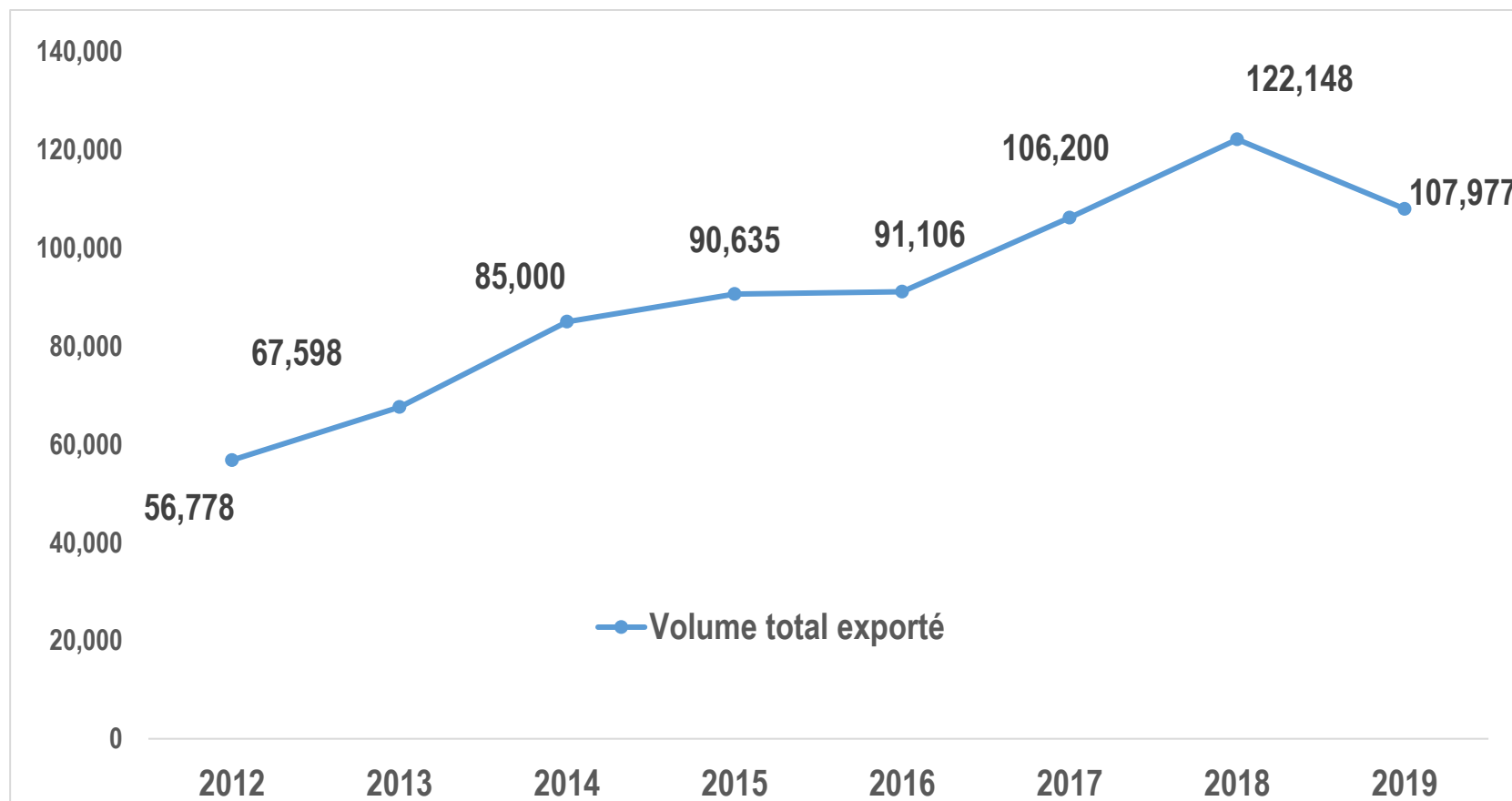
## Evolution of vegetable productions from 2012 to 2019



These results can be explained by the government's support, monitoring efforts, advisory support by technical services and the producers' commitment.

Speculations	Objectives 2018/2019	Achievements 2018/2019	Achievement rate
Onion	468,000	444,871	95%
Potato	142,540	158,875	111%
Industrial tomato	77,000	73,048	94,8%
Cherry tomato	83,167	78,396	94%
Melon	35,544	25,632	72%
French bean	25,822	20,879	80,8%
Cabbage	115,250	105,096	91%
Okra	17,822	14,000	79%
Yam	93,167	72,000	77%
Carot	14,000	17,875	128%
Bissap	1,833	1,678	91%
Other vegetables	231,798	215,875	93%
Mango (including Mango Export)	154,453	130,000	84%
Banana	42,000	33,110	78%
Citrus	59,405	52,580	88%
Other fruit products	53,366	59,750	111%
Cashew nut	Not determined	40,000	Not determined

## Significant progress has been noted on the exports with the implementation of the total quality control since 2009.



The exports are principally drawn by **Mango** with 19,450 tons (18%) (EU : 16,730 tons; sub-regions: 2,720 tons); **Corn** (19,125 tons, 17.7%), **Melon** (16.6%), **Watermelon** (13%), **French bean** (11%) in 2019.

---

# 3

## Challenges and Opportunities for the Agribusiness in Senegal

(rest)

The **objectives of production by the year 2023** for the **priority sectors targeted** are fixed as follows:

- **3,081,315 tons** against 2,131,912 tons in , that is a 44.58% increase in three (03) years compared to a growth from 821,601 tons to 2,131,912 tons, i.e. 159,48% between 2012 and 2019 in seven (07) years.

The achievement of this object will change by :

- an **intensification** (including the ecological intensification by the promotion of agroecology) **horticultural practices** through planned investments in mechanization, fertilizer and seeds which will be subsidized at least 50% and at most 70% for **higher productivity**, on the one hand, and ;
- A **spread of production activities**(high intensity of cultivation) ;
- An **increase of grainfield** with the **potential exploitation** of zones such as Lake Guiers, the Anambé basin, the Ferlo, the expanses of land in the interior of Senegal (special zone) because of the **reinforcement of the control of water** and draining facilities on the other hand.
- At the same time, the objectives for the **fruit and vegetable exports** have been set to reach a volume of **135,000 tons by the year 2023**, a **26.87% increase** compared to 2019 (107,977 tons).



# CHALLENGES AND OPPORTUNITIES FOR THE AGRO-BUSINESS IN SENEGAL

The horticultural sub-sector presents more opportunities for the domestic and foreign private sector. It plays an essential role in job creation and shared wealth, and the contribution to the trade balance of our country. Despite the recorded performance in recent years, the horticultural sectors globally suffer from the following constraints :

- lack of conservation infrastructure, storage and packaging centers meeting the quality standards, to better distribute the supply of horticultural products;
- limited modernization/mechanization or horticultural practices due to the difficulties in accessing cultivation materials (agricultural material), post-harvest material;
- low level of control over the water productivity and access to the draining facilities;
- weak support to agriculture farmers for better access to horticultural inputs (seeds, fertilizers, pesticides), including alternative inputs (organic, etc.);
- almost total dependence on foreign countries for plant material (seeds and plants): thus the implementation of a program to construct a seed capital for the horticultural sector is necessary ;

(rest)

- Level of control and application of good production practices to be improved;
- Limited control of packaging techniques (bagging, standardization of packaging, etc.), and traceability management;
- Enclosure of production zones (case of production sites in Niayes zone);
- Difficulties of marketing linked, among others, to non-compliance with the production planning by the producers and agro-industrialists (over-supply on the short periods, lack of storage infrastructure, short of production spreading);
- Limited control of techniques and little access to intelligent/precision technology, the technology of processing and agro-food industry designed for local products.



**Encourage the private sector to position itself on the other value chain links, namely the agro-supplies, storage and packaging, distribution, processing and the industry of horticultural products.**

## DEMANDS ON AGRICULTURAL MATERIAL (cultivation, post-harvest)

The agricultural material include in particular :

- 980 motorized-cultivator equipped;
- 1,430 market gardeners for small seeds;
- 850 low capacity/power tractors (75 to 80 horsepower) ;
- 130 planter for potatoes;
- 137 harvesters for vegetable crops;
- 137 ridging machines ;
- 137 harrows ;
- 137 offsets ;
- 510 cables ways (conveyers) for banana.

## DEMANDS ON AGRICULTURAL MATERIAL (cultivation, post-harvest) (rest)

For the devices including agro-food storage and packaging platforms, grouping, distribution (mobile units) and post-harvest equipment for banana, over the period 2021/2023, we can distinguish:

- 8 cold rooms of large capacity (15,000 to 20,000 tons),
- 107 storage stores (including 42 to be refurbished),
- 510 cables ways,
- 15 packaging and 500 mobile distribution units.

---

# 4

## Financing of NHRP

# NATIONAL HORTICULTURE REVIVAL PROGRAM (NHRP)

## Ultimate objective

*Increase the horticultural products (vegetables for mass consumption and banana) to assure the food sovereignty on horticultural products for mass consumption, and secure the growth of the agriculture sector.*

## Global budget

**171,783,466,410 FCFA**

## Budget acquired

21,784,550,000 FCFA (12,69%) through the

## Partner countries

- **FIDA** (Support Program in Agricultural development and rural entrepreneurship - Phase 2 -PADAER II- for 6,000,000,000 FCFA ; AGRI-JEUNES Project for 1,075,000,000 FCFA)
- **BOAD** (PRODAM : 1,050,000,000 FCFA)
- **BAD** (PROVALE-CV for 6,945,000,000 FCFA)
- **BANQUE MONDIALE** (Regional Support Project for the Sahel irrigation initiative –PARIIS- for 1.110.000.000 FCFA)
- **COOPERATION ITALIENNE** (Eco-Sustainable Agriculture intensification Project in Niayes - PIESAN- pour 2,804,055,000 FCFA)
- **UE/AFD** (TIERS-SUD Project) : 2,800,000,000 FCFA

## Necessary Budget

**150,000,000,000 FCFA (87.31%)**



# FINANCING OF PROGRAM

The necessary budget in total for the National Horticultural Revival Program (NHRP) is de **One Hundred and Fifty Billion(150,000,000,000) CFA Francs** :

- **Result 1 : Control of water production and development of drainage: 8,552,000,000 FCFA, or 5,70% ;**
- **Result 2 : Facilitation of access to agricultural inputs and materials, or 43,78% ;**
- **Result 3 : Reinforcement of the technical, financial and organizational capacity of small producers and horticultural producers' associations: 73,554,150,000 FCFA, or 49.03% ;**
- **Result 4 : Program coordination and management (Monitoring-Evaluation) : 2,217,250,000 FCFA, or 1.47%.**



**THANK YOU FOR YOUR  
KIND ATTENTION**

