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# Innovations along the supply chain: Smallholder producers in export supply chains

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## Context: This is important

- 1+ Billion people depend on small holders (fewer in export)
- Disproportionately includes the very poor and food insecure
- Responsible for much of the developing world's food
- 2008 price spikes galvanized interest-showed the chronic under-investment of the previous decades
- Growing consensus that:
  - Linkage to global value chains (the market) is critical
  - Small holders can be competitive in supply chains
  - Global companies see value



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## Integrating small holders is challenging

- Poor business environment
- Increasing quality requirements
- Lack of finance
- Infrastructure weaknesses
- Poor and unequal Information
- Skill and knowledge gaps
- Poorly structured supply / value chains
- Result: High waste (50%+); Low return; Low level of rural development; Poverty



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## Trends have unpredictable effects

- Shift of demand to growth markets
- Reorganization of global value chains
- Commodity prices
- Corporate sector engagement
- Resource competition
- Climate change
- Sustainability and standards



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## Our goal in today's session

Learn about innovative ways to make this happen-and the challenges

- Can agri-food supply chains be more operational, equitable and profitable?
- How can the design of agri-food sector development projects be improved in the future?
- What causes the current waste in produce?
- What is the value of farmers producing for pre-determined markets instead of simply for food production?
- What solutions are available to the constraints?

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## We are in good hands

- Mr. Adhi Lukman, Chairman, Indonesian Food and Beverages Association
- Mr. Mohammad Razzaque, Economic Adviser, Commonwealth Secretariat, UK
- Mr. Alioune Sarr, General Director, ASEPEX Senegal
- Mr. Gulam Patel, Chairman, Nyiombo Investments Ltd., Zambia
  
- ...and you!

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