ABOUT AFAP

The African Fertilizer and Agribusiness Partnership (AFAP) is a non-profit social enterprise that collaborates with public and private sector partners to develop and strengthen inputs value-chains, and in particular, to deepen and broaden fertilizer markets across Africa. AFAP is dedicated to designing and executing sustainable development projects that support policy and regulatory reforms, capacity building, financial credit provision, and data collection and market intelligence dissemination. By providing innovative and market-oriented business solutions, AFAP promotes the growth of the agricultural inputs and agribusiness value chain sectors.

AFAP’s approach involves a range of activities that contribute to the development of a robust inputs and fertilizer market ecosystem. These activities include, but are not limited to: identifying and addressing gaps in policy and regulation, facilitating skills development and knowledge transfer, introducing farming good practices and technologies to improve yield, providing access to credit and other financial services, and collecting “last mile” data and disseminating market intelligence. By integrating all of these activities, AFAP helps foster a more competitive, efficient, and sustainable inputs market system across the African continent.

With offices in nine African countries, including Ghana, Kenya, Malawi, Mozambique, Nigeria, Tanzania, Uganda, Zambia, and its headquarters in South Africa, AFAP combines technical expertise, entrepreneurial innovation, and a unique, continental perspective.

Overall, AFAP’s work is essential in advancing agricultural productivity and food security across the continent. Through its partnerships and innovative business solutions, AFAP is helping transform Africa’s agricultural sector into a viable engine for economic growth and development.
ABOUT AFAP’S POLICY DEVELOPMENT SERVICES UNIT

At AFAP, our premise is that a nation or region’s policy and regulatory environment critically influences whether there is a conducive environment for increased private sector participation and investment in the fertilizer sector. Furthermore, our perspective is that having a strong and active private sector involved in the inputs and fertilizer sector strengthens the inputs sector value chain(s) in that country/region, catalyzes greater investment, and results in a stronger overall food system. This is why we work to facilitate greater private-sector input into Africa’s fertilizer policy and regulatory design and advocate for the improvement of the enabling environment to accelerate and increase private sector participation in the inputs sector. This has long been an area predominantly controlled by the public sector.

Thus, we promote inclusive policy making and seek to work with governments, regional economic communities, civil society, and the private sector to involve these key stakeholders in the development of policy and regulatory reforms that can create an improve the environment in which to develop strong value chains.

AFAP POLICY DEVELOPMENT SERVICES’ CLIENT FOCUS

We provide analytical, mapping, facilitating, benchmarking, comparative, negotiating, and scenario focused advisory services to key actors in policy development at the national, regional and continental levels. We also work closely with development partners seeking to support the development of Africa’s policy and regulatory environment, and we work with private sector institutions seeking to gain clarity on African policies, and/or to get restrictive policy and/or regulation amended or changed. AFAP’s Policy Services unit offers solutions for:

- **Regional Economic Communities** – seeking to harmonize inputs policies, particularly related to fertilizer, and to develop a policy and regulatory framework to improve market efficiencies in the inputs sector toward increased inputs trade and investment in the sector(s);
- **National Governments** – supporting the development and promulgation of inputs policies at the national level;
- **Private Sector Actors** – supporting efforts to understand, influence, modify and/or have policy or regulation repealed;
- **Development Partners** – supporting efforts to map Africa’s inputs policy landscape, particularly related to fertilizer, and/or to support policy development and strengthening programs.
AFAP POLICY DEVELOPMENT SERVICES

• **Policy Analysis and Development Support**

We provide policy analysis and development assistance toward improving public-private engagement and harmonising national and regional policies and regulations.

- Policy and regulatory environment analysis
- Analysing fertilizer policies and regulations
- Generating evidence on specific enabling environment issues.
- Facilitating targeted reforms of existing regulations
- Facilitating engagement with the private sector – domestic and international support resource mobilization efforts to enhance policy and regulatory frameworks.
- Assessing policies and regulations to identify and address market related bottlenecks.
- Providing advisory services related to policies and regulations within African countries and at regional levels within RECs (regional economic communities)
- Providing fiduciary support to strengthen local institutions.
- Providing legislative advisory services to local producers

• **Fertilizer and Agribusiness Dialogue Platforms**

We provide support to the African inputs sector to foster engagement with the African and international public sector, research sector, and civil society.

- Facilitating public-private sector engagements to promote stakeholder discussions on critical issues that impact policy, growth, finance, investment, value-chain development, sustainable good practices, and trade within the fertilizer, broader inputs, and agribusiness industries
- Dialogues on government incentives/subsidy programs
- Logistics analysis/route to market analysis (from port to farm gate)