Seeds2B policy brief: introduction

Dr. Ian Barker, Syngenta Foundation

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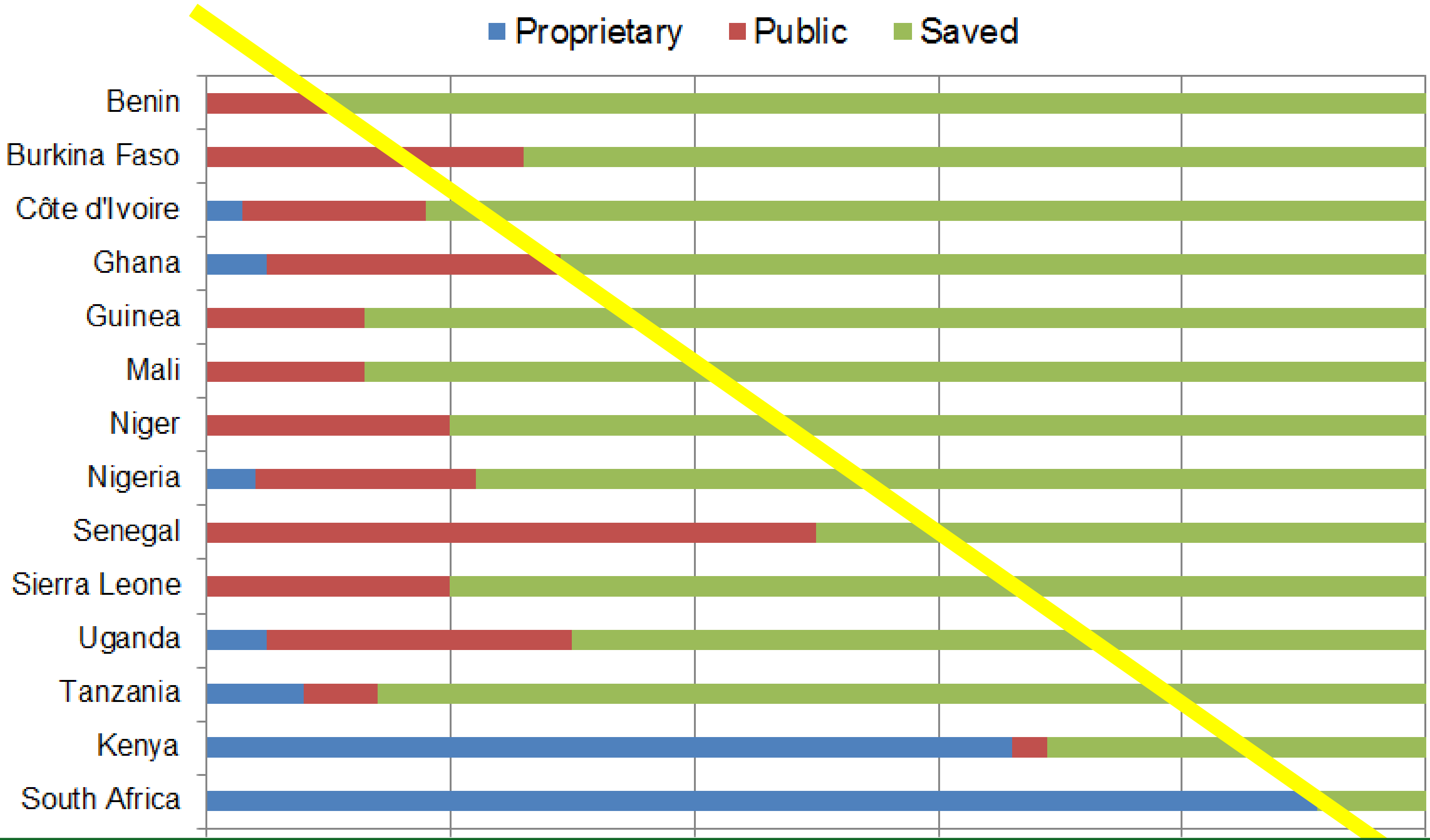
Outline

- **Restating the problem:** access to seeds
- **Syngenta Foundation's Seeds2B Program**
  - Menu of services
  - Results to date
- **The importance of the regulatory environment**
  - Regional harmonization and lowering the cost to invest
  - Aims of the *Seeds2B policy* programme
  - Aims of today

Fundamentally representing lack of choice for growers (example of maize in SSA)



Farmers are still using poor quality seeds of the same varieties that their grandparents used

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Seeds2B

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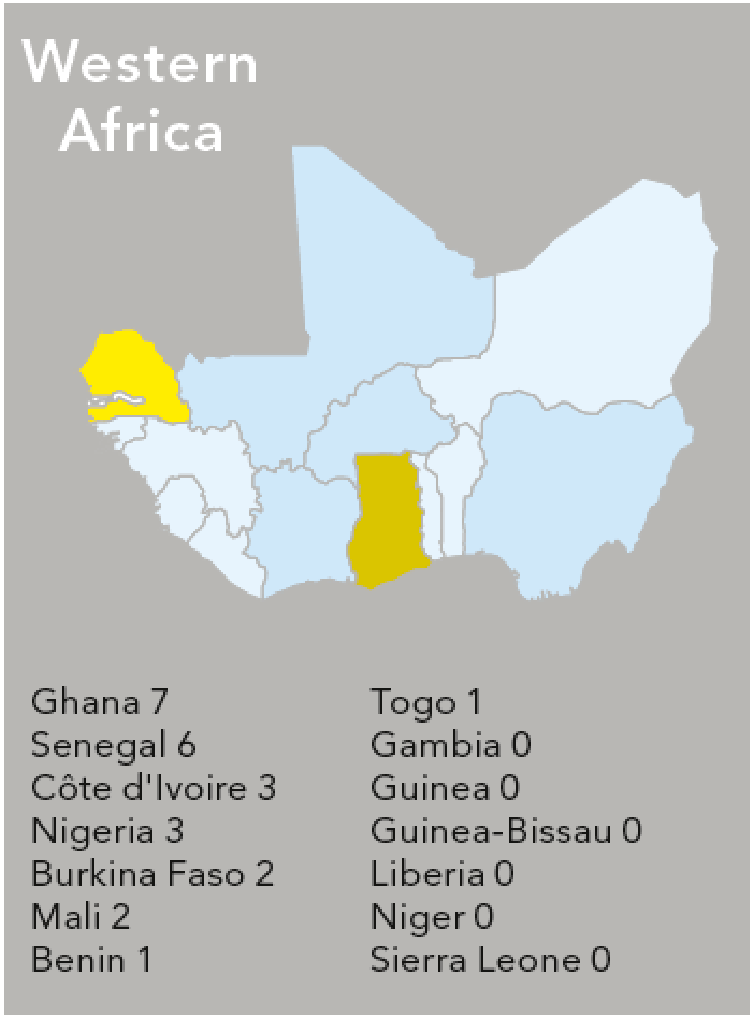
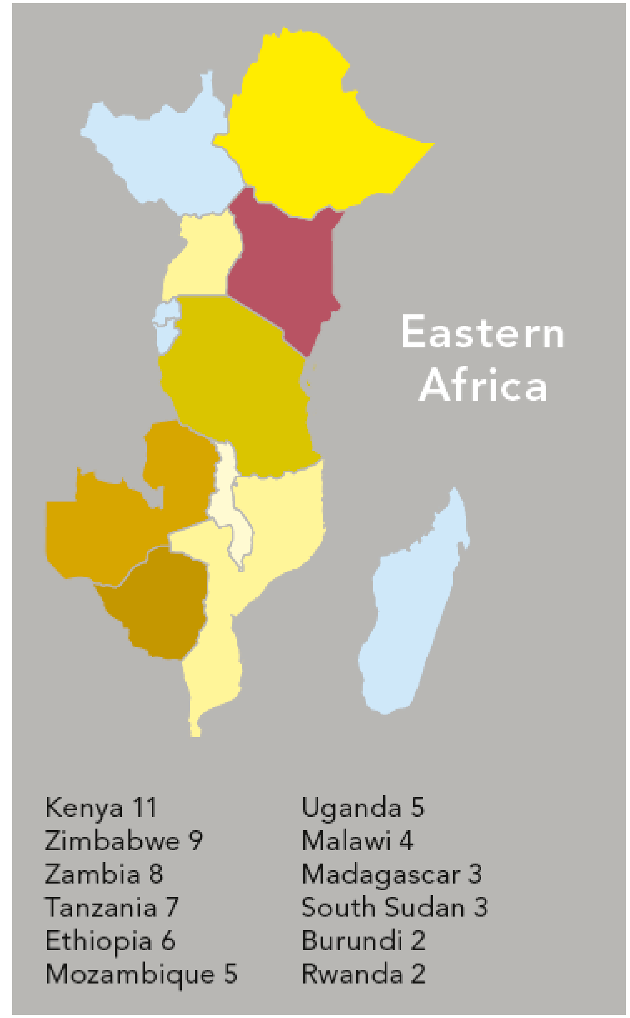
Disparity between global seed company engagement in SSA





Source: Access to Seeds Index 2016

Menu of services

- Linking breeders with new seed channels in emerging markets
- Either we work with seed companies on a 1-1 basis, or work at the policy level

Matching varieties with local demand & emerging business cases (including adaptation trials)	Conducting local adaptation and marketing trials	Linking breeders to seed companies (B2B)
Obtaining marketing consent and assistance with registration	Developing equitable licensing agreements between breeders & local seed producers	Providing technical support for pilot seed production
Helping acquire the necessary additional capital to market locally produced seeds	Providing maintenance, technical support, M&E and overall building the market for supplying seeds to smallholders	Analyzing and testing seeds policy

Aims of the Seeds2B policy theme

1. Undertake analyses of the current status of regional harmonized variety release schemes

2. Act as an applicant (on behalf of actual seed companies and national breeding programs) to gain regional marketing consent for named varieties with commercial or public-good value to «test the systems »

3. Provide feedback and advice to regional schemes, seed trade associations, seed companies, breeders and policy advocates

Harmonized markets are more attractive investments (e.g. sorghum in ECOWAS)

ECOWAS: Access to 300m consumers

- 12.7m ha sorghum
- Compared with India (5.84m ha, estimated seed value of 40m USD)

Country	Sorghum area (000 ha)
Benin	101
Burkina Faso	1’548
Cote D’Ivoire	75
Gambia	27
Ghana	227
Guinea	39
Guinea-Bissau	14
Mali	1’204
Niger	3’572
Nigeria	5’437
Senegal	125
Sierra Leone	33
Togo	323
Total	**12’725**

Source: FAO STAT 2014; no data for Liberia and Cabo Verde

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This afternoon

- **Experience with country case studies**
  Yuan Zhou, Head of Research and Policy Analysis, Syngenta Foundation
- **SFSA's 2016 findings of regional variety release test cases in COMESA, SADC and EAC (including legal analyses)**
  Katrin Kuhlmann, President, New Market Labs
- **SFSA's experience of ECOWAS seed regulation**
  Camille Renou, Syngenta Foundation, Seeds Programme Manager (West Africa)
- **Discussion**

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And finally…

COMESA harmonization:

(An email excerpt from a seed company client to the Seeds2B policy programme)

"… we have the first three varieties registered on the COMESA variety catalogue. It took some time and energy to go through the procedures, but finally we succeeded. Now we know the whole procedure it will be easier next time."

First royalty payment of the KALRO/seed company licensing agreement: