Private sector-led solutions to reduce post-harvest loss in Africa

Crops and countries of focus:
- Mango & Banana  
  KENYA
- Cassava, Sorghum, & Tomato  
  NIGERIA
- Tomato, Pineapple, & Cassava  
  GHANA
- Maize  
  TANZANIA

Companies engaged:
- 11 Retailers (fresh & processed)
- 14 Producer-exporters (fresh & processed)
- 5 Producers-processors
- 8 Storage technology providers
- 14 Processors
- 5 Information communication technology
- 8 Financial services
- 11 Investment providers
- 8 Supporting services

Private sector perspectives on effective solutions to address PHL

Ensure a market-led approach is used:
Focus on commodities with growing market demand

Engage the private sector to co-create solutions:
Companies see themselves as PART but not ALL of the solution

Build on existing company efforts:
Do not reinvent the wheel

Establish pre-competitive alliances:
Collaborative solutions to achieve scale and potential cost-savings

Utilize the collective voice of business:
Advocacy for policy changes at various levels

Leveraging the private sector to address PHL
- Market driver / offtaker / buyer
  Provide a reliable market for crops produced by farmers; build market demand
- Technology provider
  Develop and disseminate innovative technologies
- Technical assistance partner
  Support farmers to understand and meet quality and quantity requirements and enhance business and entrepreneurship skills
- Infrastructure provider
  Provide warehousing/low-cost storage solutions
- Distribution / logistics partner
  Share logistics management expertise to improve value chain efficiency
- Affordable finance provider
  Deliver innovative finance mechanisms for purchase of inputs, equipment, or working capital
- Knowledge/ Research & Development partner
  Share research (new products, crop substitution, and improved seed varieties); contribute commercial advice, human resources, and business management expertise

Case study: The Last Mile Alliance in Tanzania
The LMA is an example of a company-led initiative that can be leveraged to address PHL

What is the LMA?

Why was it established?

What did they do?

What value does the LMA bring?

How can the LMA be leveraged to create a holistic value chain approach to reduce PHL?

Collaboration between Seed Co Limited, Bayer (Pty) LTD, and Yara International ASA in Tanzania

To overcome key challenges of limited product reach, affordability of products, and limited control of where product was going

Established a cost-effective agro dealer distribution network by sharing infrastructure and expertise

Creates a last mile distribution platform

Improves the economic situation for all players through a commercially-viable, socially-impactful approach

1. As a distribution network to increase access to post harvest management technologies
2. As a market development platform to create demand, driving adoption of technologies
3. As a social capital network focusing efforts on agents of change to achieve scale faster
4. As a channel to improve access to finance
5. As a source of expertise

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