

# Trade as a Catalyst for Agricultural Transformation

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TRADE KÄYDÄ KAUPPAA OBCHOD  
KUMMERČ  
TŮRGOVIYA COMÉRCIO TRGOVINA  
PREKYBA COMERT, HANDLE  
COMERCIO  
TRÁDÁIL TIRDZNIECĪBA  
HANDEL COMMERCIO  
KAUBANDUS KERESKEDELMI  
COMMERCE TRGOVINO  
ΕΜΠΟΡΙΚΕΣ ΣΥΝΑΛΛΑΓΕΣ



what's the  
opposite of  
ubiquitous?



rare, scarce, infrequent,  
absent, uncommon, sporadic,  
extraordinary, seldom,  
unfamiliar, unusual



I don't need more lemons!



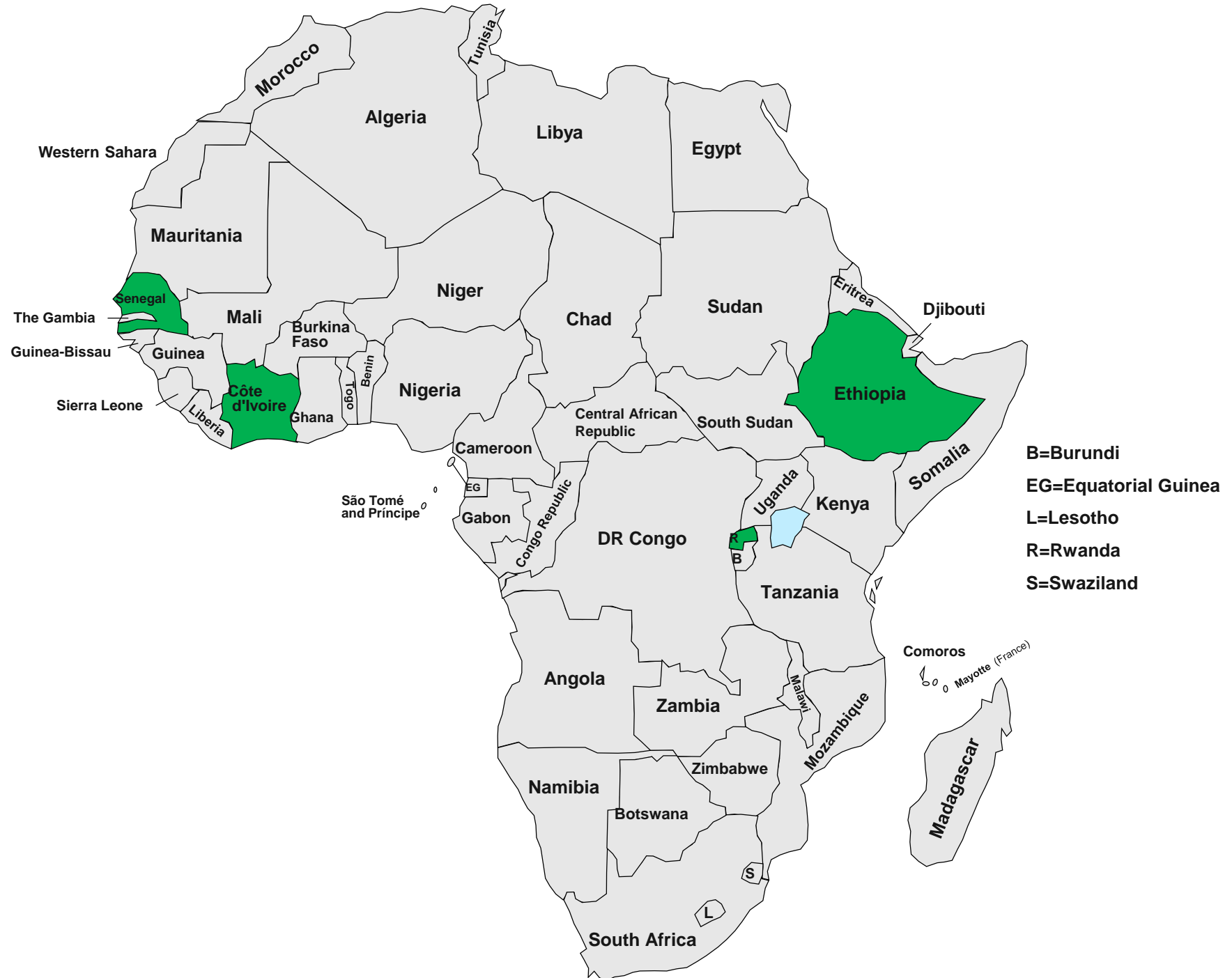


Algeria  
Egypt  
Morocco  
Nigeria  
South Africa  
Tunisia



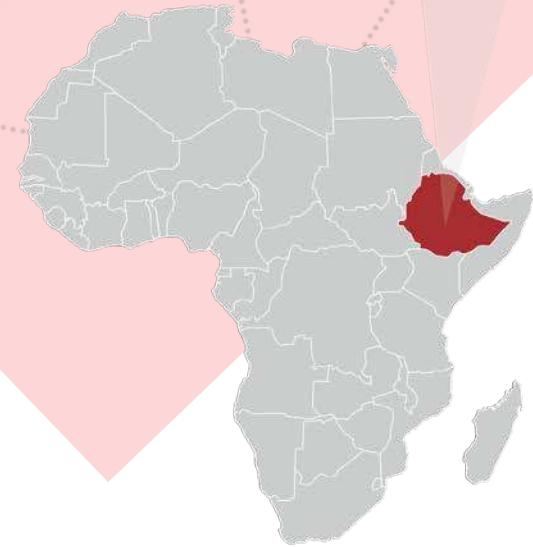
France  
Germany  
Italy





You can't eat GDP!

# Ethiopia and the White Pea Bean

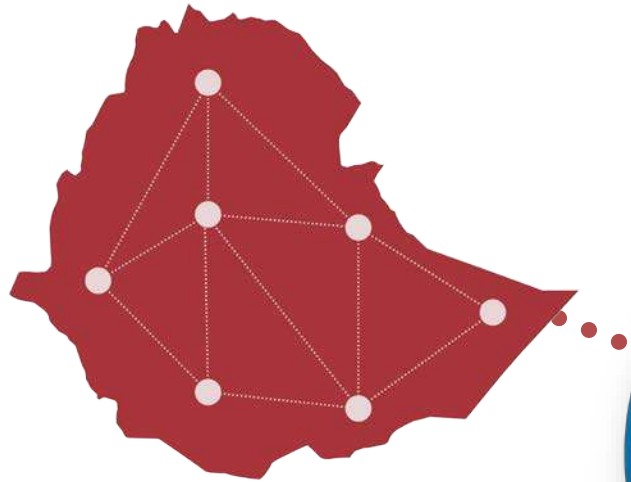






**E I A R**  
Ethiopian Institute of Agricultural Research



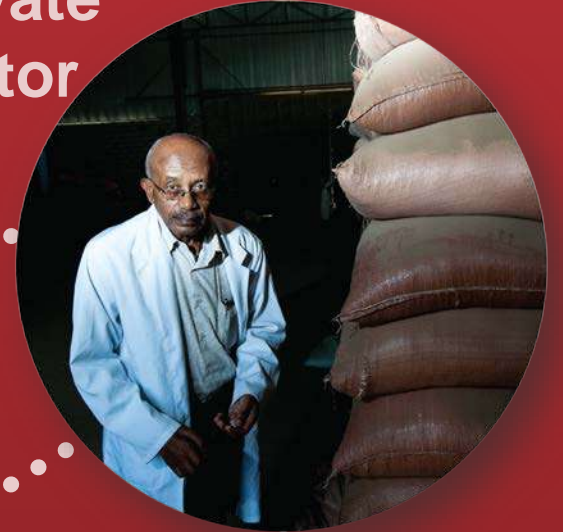


**Traders, NGOs,  
farmers**



**Seed  
multipliers**

**Private  
sector**



**National  
Agriculture  
Research  
Systems  
(NARS)**



**Farmer  
organizations**



2004

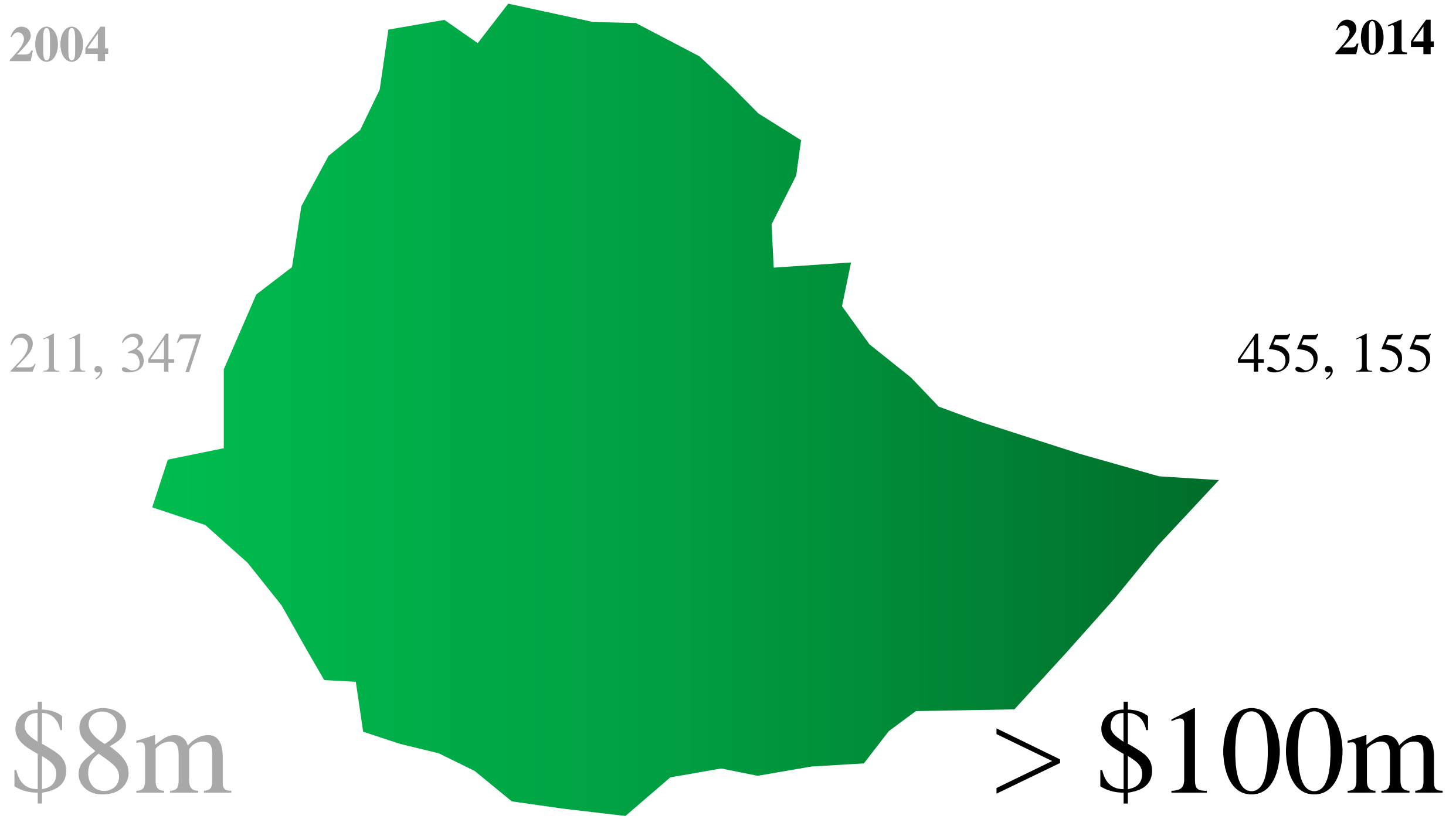
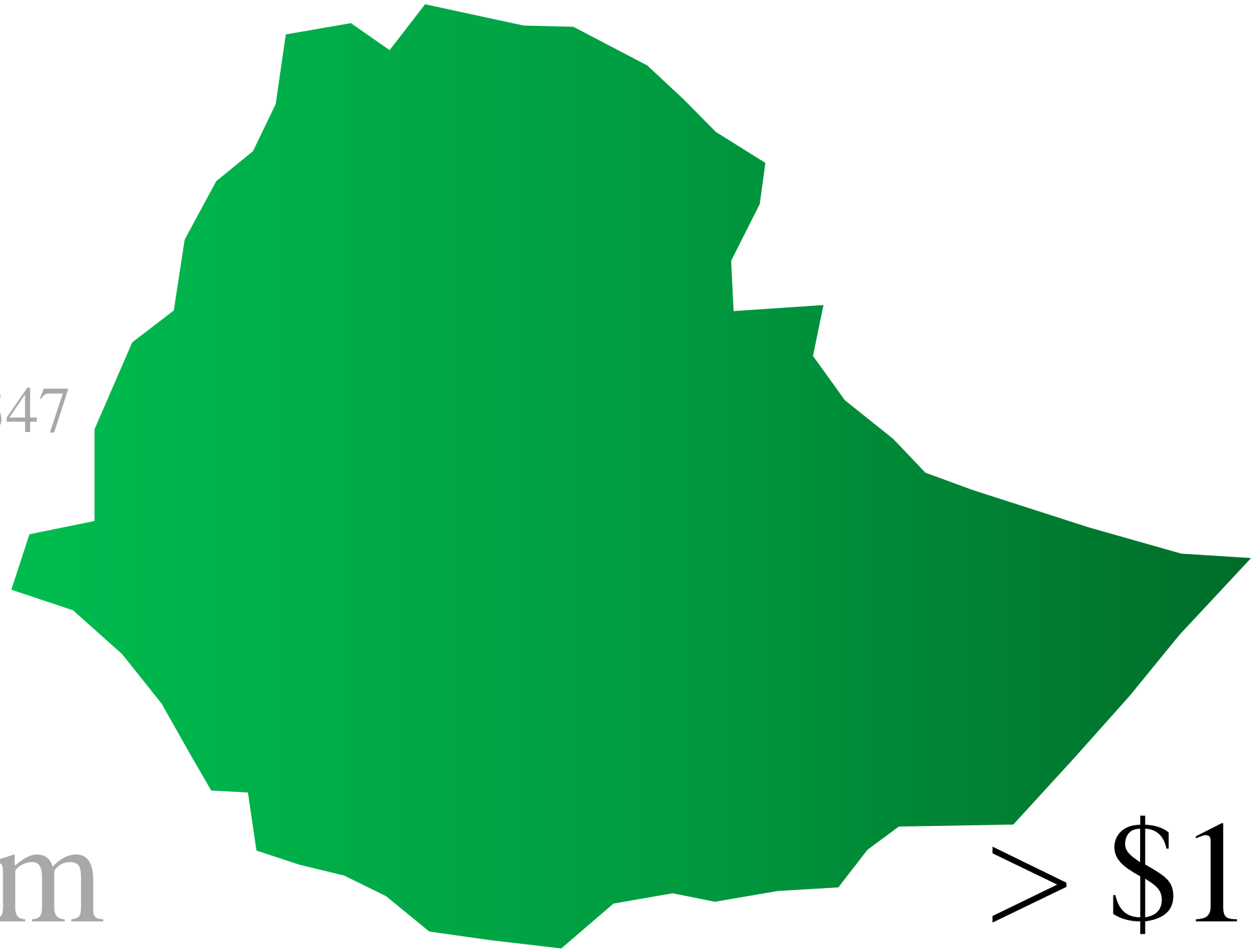
2014

211,347

455,155

\$8m

> \$100m





**ETHIOPIA** is today the only country in Africa to grow beans specifically for an export market.



**2x**

Productivity has doubled with improved varieties in the last two decades.

Farmers previously harvesting



**0.75 tons** of the beans per hectare, now harvest **1.6 tons**



Today, more than **2 million smallholders** are growing white pea beans.

**US\$ 600**



**US\$ 200**

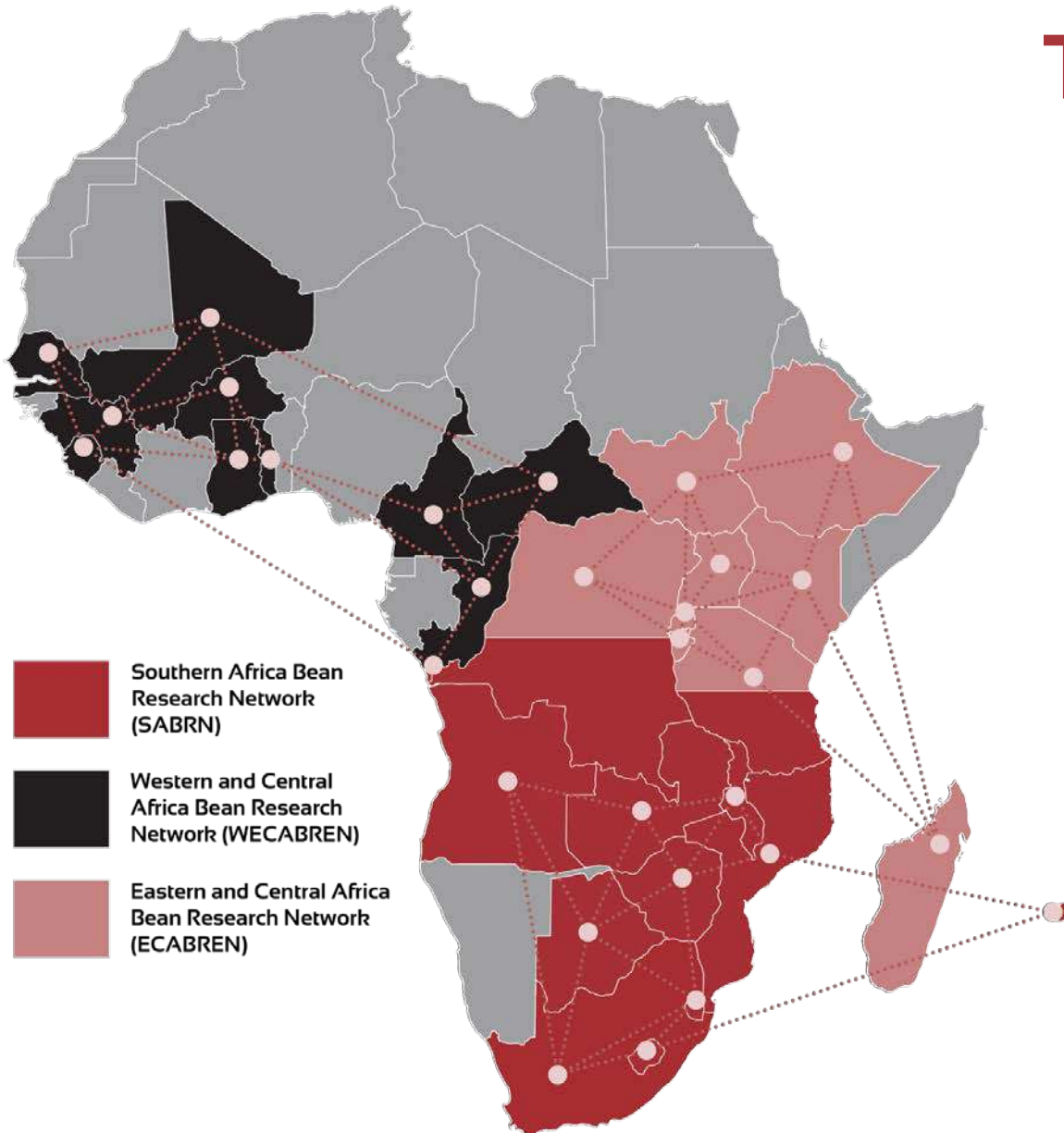
The price for White Pea Beans has jumped from US\$200 to US\$600 per ton.



# TRANSFORMING BEAN TRADE IN AFRICA

The bean trade in Africa represents massive opportunities for farmers to make a lucrative income if all partners along the value chain work together.

“Bean Corridors” are zones of bean intensification in terms of production, distribution and consumption.





**Towards One African Market**

- **Trade is a catalyst for agriculture development in Africa**
- **Africa and Europe are producer and consumer markets**
- **Step up investments in infrastructure and human capital**



International Center for Tropical Agriculture  
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# Thank you!

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FOR DEVELOPMENT

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