

21 January 2024

## Innovations Session N°17

The potential of African regional markets:  
Successes from SMEs and Smallholders



INNOVATIONS  
SERIES



## FASO KABA'S SUCCESS IN AFRICA'S AGRICULTURAL INPUT MARKETS



➤ No.: RCCM: MA Bko 2007.3151; NIF: 086117736. Yirimadio route de Ségou immeuble BAKARY TOGOLA opposite the new interchange, Bamako, Mali. Contact: 78212628 ; E-mail: [fasokaba@yahoo.fr](mailto:fasokaba@yahoo.fr). Founded: 2007

**Founder: Ms Coulibaly Maimouna Sidibé**

**February 2024**

➤ Faso Kaba was set up to contribute to food self-sufficiency through the production and marketing of improved seeds. In 1985, during my stay in the United States, I had the opportunity to work with Garst-Seed, a seed company in Ames, Iowa. This experience helped me to understand that it was possible to get better yields by using quality seeds. As the daughter of farmers, I could see all the effort my mother put into working the land and the low yields that resulted. It all started with this thought, and in 2007 Faso Kaba was born, the first private seed company created and managed by a woman in Mali.

➤ **Its objectives:**

- ✓ Produce **and** distribute quality, improved agricultural seeds;
- ✓ Increasing farmers' access to quality inputs, including seeds;



➤ **Faso Kaba specialises in :**

- production and distribution of agricultural seeds, inputs and equipment, with a network of over 200 producers organised into cooperatives;
  - innovation and creating demand for improved variety seeds (5 sales outlets and a network of over 150 agro-dealers, setting up demonstration plots and guided tours, fairs and promotional days);
  - Raising awareness, informing and training farmers about agricultural seeds;
  - Accessibility of agricultural inputs (fertilisers, improved seeds, etc.) close to farmers in appropriate packaging at affordable prices.
  - **Seed quality assurance** (2 seed cleaning and conditioning lines)
- ✓ Faso Kaba distributes agricultural seeds and other inputs to the government, programmes and projects, individual producers, producers' organisations (Pos) and also outside Mali (Sierra Leone, Senegal, Liberia, Gambia, Syria, Jordan and Guinea).



## Job creation

- Faso Kaba SARL employs :
  - 25 permanent jobs, 90% of which are for women and young people, and more than 100 indirect jobs in its packaging units, farms and sales outlets,
  - A network of 200 out-growers,
  - Gender promotion



## Sources of financing for Faso Kaba SARL

- Equity capital,
- Financial institutions (banks, micro credits...)
- Projects, programmes and donations.

## Faso kaba's Technical Partners



Seed Producer Organisations



Faso Kaba is a member of the regional network of women seed leaders in West and Central Africa, a WECARD (West and Central African Council for Agricultural Research and Development) initiative. Its aim is to boost women's entrepreneurship in the seed sector, and it currently covers all 23 of WECARD's intervention countries. We take the opportunity of this panel to launch a heartfelt appeal to all technical and financial partners to join WECARD to strengthen our network and thus contribute to the holistic development of women.



### **Support needs:**

- Working capital to ensure the supply chain for quality seeds
- Acquisition of irrigation infrastructure for off-season production
- To set up an efficient and sustainable system for making agricultural seeds available (pre-basic, basic and hybrids) by strengthening collaboration with research
- For plant breeding

**FASO KABA**  
Semence de Qualité, source de bonne Productivité.

Tél : (223) 76 28 24 76 / 66 71 53 42 / 20 20 06 79

# Thank you for your attention

*Best company 2010; Award presented by SEM Koffi Annan*



Siège Social: Yirimadio Route de Ségou près du 13ème arrondissement

**OUVERT**

Du Lundi au Vendredi: 08H - 17H

Samedi: 09H - 15H

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*African Nobel Prize for Agriculture, 2017  
Award presented by HE Obasanjo and ADO*



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# Thank you

