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**President's memorandum**  
**Proposed additional financing to**  
**Republic of Madagascar for the**  
**Inclusive Agricultural Value Chains**  
**Development Programme**

Project ID: 2000001492

**Note to Executive Board representatives**

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**For: Approval**

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## Appendices

- I. Updated logical framework incorporating the additional financing
- II. Updated summary of the economic and financial analysis

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### Programme delivery team

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|   |                              |
|---|------------------------------|
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## **Abbreviations and acronyms**

|           |   |
|-----------|---|
| AfDB      | African Development Bank                                  |
| AWP/B     | annual work plan and budget                               |
| DEFIS     | Inclusive Agricultural Value Chains Development Programme |
| DSF       | Debt Sustainability Framework                             |
| FDA       | Agricultural Development Fund                             |
| FO        | farmers' organizations                                    |
| GALS      | Gender Action Learning Systems                            |
| GCF       | Green Climate Fund  |
| MAEP      | Ministry of Agriculture, Livestock and Fisheries          |
| OPEC Fund | OPEC Fund for International Development                   |
| PCU       | programme coordination unit                               |

## Financing summary

|  |  |
|--|--|
| <b>Initiating institution:</b>             | IFAD   |
| <b>Borrower/recipient:</b>                 | Republic of Madagascar   |
| <b>Executing agency:</b>                   | Ministry of Agriculture, Livestock and Fisheries                                       |
| <b>Total programme cost:</b>               | US\$250 million  |
| <b>Amount of original IFAD financing:</b>  | Special drawing rights (SDR) 37.8 million (equivalent to approximately US\$53 million) |
| <b>Terms of original IFAD financing:</b>   | Highly concessional terms; 50% loans, 50% Debt Sustainability Framework (DSF) grant    |
| <b>Amount of additional IFAD financing</b> | US\$83.5 million   |
| <b>Terms of additional IFAD financing:</b> | Highly concessional terms; 73% loans, 27% DSF grant                                    |
| <b>Cofinancier(s):</b>                     | OPEC Fund for International Development (OPEC Fund) Green Climate Fund (GCF)           |
| <b>Amount of cofinancing:</b>              | OPEC Fund: US\$20 million<br>GCF: US\$53.9 million                                     |
| <b>Terms of cofinancing:</b>               | OPEC Fund: 100% loans<br>GCF: 100% grant   |
| <b>Contribution of borrower/recipient:</b> | US\$25.3 million   |
| <b>Contribution of beneficiaries:</b>      | US\$14.3 million   |

## **Recommendation for approval**

The Executive Board is invited to approve the recommendation for the proposed additional financing contained in paragraph 52.

### **I. Background and programme description**

#### **A. Background**

1. The Inclusive Agricultural Value Chains Development Programme (DEFIS), approved by the Executive Board in December 2017<sup>1</sup>, entered into force on 5 March 2018 for a period of six years, though designed with a 10-year time frame. Its total cost is US\$250 million, including an approved highly concessional IFAD loan of US\$26.5 million and a DSF grant of US\$26.5 million; approved cofinancing from the OPEC Fund of US\$20.0 million; a government contribution of US\$33.7 million; and beneficiary contributions of US\$14.3 million. Cofinancing from GCF of US\$15 million and the African Development Bank (AfDB) of US\$50 million were also expected at the time of approval. DEFIS was purposely designed with a financing gap of US\$64 million, to be financed by the country's allocation under the Eleventh Replenishment of IFAD's Resources (IFAD11).

#### **B. Original programme description**

2. DEFIS's goal is to sustainably improve the income and food and nutrition security of vulnerable rural people in eight regions in southern Madagascar. Its development objective is to transform family farming through large-scale adoption of high-performing, resilient production systems and integrate family farms into profitable value chains.

### **II. Rationale for additional financing**

#### **A. Rationale**

3. Since start-up in December 2018, DEFIS's implementation has been progressing well, despite the challenges stemming both from COVID-19, which has affected one third of the staff in the programme coordination unit (PCU), and from drought, putting 1.1 million people in the south in need of emergency food aid in 2021. Indeed, IFAD's partial<sup>2</sup> supervision report of June 2021 confirms that DEFIS is not at risk, with the likelihood of achieving its development objective and overall implementation progress both rated satisfactory.
4. DEFIS has completed investments in improved water management for 7,618 ha of irrigation projects (22 per cent of the 35,000-ha target); construction is under way on 1,608 ha of irrigated areas; and procurement is under way for 9,783 ha. The role of farmers' organizations (FOs) in seed multiplication has been consolidated, with DEFIS supporting the production of 280 tonnes of certified seeds and 385,000 coffee seedlings, enabling 28,400 family farms to access seeds and planting materials.
5. Partnership with FOs enabled the delivery of agricultural advisory and extension services to nearly 63,000 family farms through livestock and farmer field schools. In terms of value chain development, the technical and organizational capacity of 1,789 FOs has been strengthened, enabling them to provide services to their members in terms of access to inputs, finance and markets. In addition, 33 contractual arrangements have successfully been negotiated between FOs and private sector firms, with the support of the chamber of commerce.

<sup>1</sup> EB 2017/122/R.11.

<sup>2</sup> Given the passing of DEFIS's financial manager in May 2021, supervision of the financial management was postponed to September 2021, when recruitment of the new financial manager would be completed.

6. These key achievements materialized thanks to DEFIS's design approach to scale up positive results from IFAD's country programme, including investments in the organizational and institutional capacity of rural institutions, such as FOs and the Agricultural Development Fund (Fonds de Développement Agricole [FDA]). The rapid start-up of investments was also the result of the DEFIS approach of linking the mobilization of additional financial resources to the achievement of five performance triggers<sup>3</sup>, namely: (i) at least 50,000 family farmers receive DEFIS services; (ii) 50 per cent disbursement of the initial IFAD financing; (iii) adoption of a policy instrument that increases the sustainability of the FDA; (iv) finalization of a reform process for the chamber of agriculture and agricultural service centres; and (v) rehabilitation of one road in the south by the Government to facilitate access to markets.
7. Although the five performance triggers were not binding, they have been powerful policy engagement tools, incentivizing the Government to invest in basic rural infrastructure and empowering smallholders. According to IFAD's June 2021 supervision report, four out of five triggers have been achieved. DEFIS's outreach is double the related performance trigger. In June 2021, disbursement of IFAD's initial financing stood at 41 per cent, with strong prospects of reaching 50 per cent by December 2021. The strategic partnership with the FDA<sup>4</sup> shifted into higher gear, with US\$7.5 million in investments to finance FO business plans. With technical assistance from DEFIS, the FDA's financing instrument is being modified from the provision of grants only to loans and grants, in partnership with private financial institutions.
8. The policy engagement during the design of DEFIS yielded major investments in the rehabilitation of three roads cofinanced by the AfDB, the World Bank, the European Union and the Government. Progress in the reforms to establish a full-fledged chamber of agriculture has been much slower than expected, but the Minister of Agriculture is committed to accelerating this reform process, with technical assistance from the Food and Agriculture Organization of the United Nations.
9. Key challenges during the 30 months of implementation have been: (i) the different capacity levels of decentralized institutions; (ii) the COVID-19 outbreak in early 2020, after which the Government of Madagascar imposed strict lockdown measures, notably restrictions on in-country movement; and (iii) the continuing drought.
10. The main lessons learned include: (i) the need for intensified capacity-building in decentralized rural institutions; (ii) the need to accelerate the planned investments in water management infrastructure, taking the potential of each targeted region into account; (iii) the use of performance triggers, as policy engagement tools have incentivized the Government of Madagascar to introduce policy reforms (e.g. sustainable funding options for FDA and more investments in roads in the south); and (iv) the decentralized programme management unit (PMU) approach has facilitated procurement activities at the regional level. Given the impact of COVID-19, two additional lessons learned are the need for flexibility to include: (i) COVID-related recovery interventions (e.g. access to inputs and markets, etc.); and (ii) the decentralized PMU approach has been particularly effective in supporting business continuity.
11. The Government of Madagascar considers DEFIS one of its flagship rural development projects in the south, and the persistent humanitarian crisis underscores DEFIS's relevance as a major integrated agriculture-led poverty reduction investment. IFAD's June 2021 supervision report indicated that the

<sup>3</sup> Page 29, paragraph 128 of the PDR.

<sup>4</sup> Historically, FDA has been supported by IFAD, as well as the Agence Française de Développement (AFD) and the European Union, which in 2020 launched a new project for EUR 19.5 million.

beneficiaries who are resilient to the impact of the ongoing drought have access to irrigated areas, multiservice water points, agroecological block, water harvesting technologies (REEPS),<sup>5</sup> access to small ruminants, technologies for processing cassava into *garri*,<sup>6</sup> nutrition-sensitive activities (e.g. home gardens).

### **Special aspects relating to IFAD's corporate mainstreaming priorities**

12. With the prospect of mobilizing cofinancing from the GCF (US\$53.9 million) and a supplementary grant of US\$0.5 million from the Norwegian Agency for Development Cooperation (Norad) for nutrition and scaling up the Gender Action Learning System (GALS), to be funded by AFD, DEFIS integrates IFAD11 mainstreaming themes.
13. **Gender challenges.** In rural areas, 21 per cent of households are headed by women, 70 per cent of whom work in agriculture. Women experience difficulties in accessing land and agricultural equipment. Although the law promulgates gender equality, prevailing customs perpetuate discriminatory practices against women. DEFIS's gender strategy seeks to ensure rural women's empowerment through: (i) tailored support for vulnerable women to strengthen their productive capacity and increase their revenue; (ii) women's participation in FOs; and (iii) the scaling up of GALS to empower rural women. Women currently account for 45 per cent of DEFIS beneficiaries.
14. **Youth.** Around 500,000 rural young people enter the workforce annually in Madagascar, but the formal sector can absorb less than 10 per cent of them. Employment creation in the agriculture sector is one of the solutions, since 77 per cent of youth live in rural areas and 75 per cent of those employed are under the age of 30. Through a partnership with the IFAD-financed Vocational Training and Agricultural Productivity Improvement Programme (FORMAPROD), DEFIS facilitated the participation of youth in FOs' value chain activities and their access to productive assets. DEFIS will also scale up integration of IFAD's mainstreaming themes using GALS and support a pilot government initiative aimed at giving youth access to newly developed irrigated land. In 2021, youth account for 24 per cent of DEFIS beneficiaries.
15. **Nutrition.** Madagascar has one of the highest rates of household food insecurity and chronic malnutrition, with one third of households living in food insecurity and 47 per cent of children under 5 years of age suffering from chronic malnutrition. Through the strategic partnership with Madagascar's National Nutrition Office, DEFIS is investing in greater access to nutrition education<sup>7</sup> and nutritionally enhanced varieties, as well as fortification.
16. **Climate challenges.** Madagascar is ranked the fifth most vulnerable country to climate change. In recent decades, the average temperature in southern Madagascar has risen from 21.5° to 22.4° C,<sup>8</sup> and mean rainfall has decreased, becoming more erratic but intense. The frequency and duration of droughts have also increased. DEFIS seeks to address the adverse impacts of climate change by: (i) increasing the resilience of basic rural infrastructure (e.g. water/irrigation, markets); (ii) building farmer and FO capacity to adopt climate-resilient production practices and technologies; (iii) promoting access to resilient adapted varieties and planting material; (iv) restoring degraded lands and soils; and (v) adopting integrated land management at the watershed and landscape level.

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<sup>5</sup> REEPS (Réservoir d'Eau Enterré Plein de Sables) is a local technology, developed by a local firm.

<sup>6</sup> Cassava flour native to West Africa, introduced in southern Madagascar by the IFAD-funded Support to Farmers' Professional Organizations and Agricultural Services Project (AROPA), in partnership with the World Food Programme.

<sup>7</sup> For example: raising mothers' awareness about adequate maternal and child nutrition, cultivating small vegetable gardens, cooking demonstrations.

<sup>8</sup> National Meteorological Service.

17. In line with the mainstreaming commitments of IFAD11, the programme has been validated as:

- Including climate finance; and
- Nutrition-sensitive.

## B. Description of geographical area and target groups

18. DEFIS operates in eight regions<sup>9</sup> in southern, central and eastern Madagascar. Its direct beneficiaries will be 320,000 vulnerable family farms (corresponding to 1.6 million persons), at least 30 per cent of which are headed either by young people or by women. Eight value chains (rice, maize, cassava, groundnut, coffee, onion, small ruminants and honey) have been selected, three in each region. Support is also provided for sorghum and millet value chains, which can boost the resilience of production systems for family farms in semi-arid zones.

## C. Components, outcomes and activities

19. DEFIS comprises three components: (i) increasing the productivity and resilience of crop and livestock farming systems; (ii) developing inclusive value chains; and (iii) institutional support, coordination and programme management.

### Component 1. Increasing the productivity and resilience of crop and livestock farming systems

20. **Subcomponent 1.1. Efficient water mobilization.** Key expected outcomes include: (i) rehabilitation of 20,000 ha of existing perimeters; (ii) development of 8,000 ha of new irrigated perimeters; (iii) installation of micro-improvements on 7,000 ha; (iv) 300 water points equipped; (v) 50 underground water catchment reservoirs; and (vi) support for resilient feed production on 2,500 ha.

21. **Subcomponent 1.2. Proximity access to agricultural input networks.** Proximity access by farmers to quality seeds and plant material with: (i) the creation of a network of 1,400 seed multiplier farmers; (ii) production of seeds and plant material to grow crops on 151,500 ha; (iii) promotion of climate-resilient varieties; and (iv) promotion of a network of agricultural input providers and workshops to manufacture small-scale farming equipment. The non-agricultural activities promoted are expected to provide employment for more than 200 people, 30 per cent of whom are youth.

22. **Subcomponent 1.3. Proximity agricultural advisory assistance and nutrition education.** DEFIS will finance: (i) the establishment of 2,400 farmer field schools; (ii) advisory assistance services for 260,000 family farmers; (iii) capacity-building for 2,400 women and 2,400 youth in organization, leadership and management; and (iv) literacy training for 14,000 young people and adults. Nutrition education initiatives will target 270,000 family farmers and include biofortified varieties and food fortification.

### Component 2. Development of inclusive value chains

23. **Subcomponent 2.1. Strengthening FOs for market access and partnership building between producer organizations and private sector market operators (MO).** DEFIS will support: (i) capacity-building for 2,000 FOs to enable them to provide economic services to their members; and (ii) 480 contracts between FOs and MOs, involving 100,000 family farms.
24. **Subcomponent 2.2. Access to financing.** The main expected outcomes are: (i) 160,000 family farmers have access to rural finance institutions; (ii) 120,000 family farmers have access to credit; and (iii) 90,000 family farmers receive microsubsidies through the targeting mechanism for the most vulnerable.

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<sup>9</sup> Androy, Anosy, Ihorombe, Haute Matsiatra, Amoron'i Mania, Vatovavy-Fitovinany, Atsimo-Atsinanana, and Atsimo-Andrefana.

25. **Subcomponent 2.3. Development of post-harvest and market access infrastructure.** DEFIS will support: (i) the construction of 490 storage warehouses; (ii) the creation of 45 collection centres; (iii) the rehabilitation of 50 local markets; and (iv) the rehabilitation of 800 km of rural tracks.
- Component 3. Institutional support, coordination and programme management**
26. **Subcomponent 3.1. Institutional support and policy engagement.** DEFIS will contribute to capacity-building for public institutions and systems involved in its implementation (e.g. the regional agriculture office, chamber of commerce, chamber of agriculture, seed certification office, services to fight biotic stress [fall armyworms, desert locusts, varroa mites, etc.] and agricultural statistics). These structures all have a decentralized footprint. Capacity-building will include the deployment of digital solutions.

27. **Subcomponent 3.2. Programme coordination, management and monitoring and evaluation (M&E).** This covers: (i) programme coordination and administrative, technical and financial management; (ii) M&E of programme activities and outcomes; (iii) relations with the pertinent authorities, IFAD and other participants; as well as (iv) knowledge management (KM) and communication.

## D. Costs, benefits and financing

### Programme costs

28. DEFIS's total cost is US\$250 million, including a highly concessional IFAD loan of US\$26.5 million and DSF grant of US\$26.5 million; and a additional highly concessional IFAD loan of US\$61 million and additional DSF grant of US\$22.5 million; cofinancing from the OPEC Fund in the amount of US\$20.0 million, which has been mobilized, and expected cofinancing from GCF in the amount of US\$53.9 million. The Government contribution will be about US\$25.3 million and the beneficiary contribution, US\$14.3 million.

Table 1  
**Original and additional financing summary**  
(Millions of United States dollars)

|                    | Original financing | Additional financing | Total      |
|--------------------|--------------------|----------------------|------------|
| IFAD loan          | 26.5               | 61.0                 | 87.5       |
| IFAD grant         | 26.5               | 22.5                 | 49.0       |
| Other cofinanciers | 149.0              |                      | 149.0      |
| Beneficiaries      | 14.3               |                      | 14.3       |
| Borrower/recipient | 33.7               |                      | 33.7       |
| <b>Total</b>       | <b>250</b>         | <b>83.5</b>          | <b>250</b> |

Table 2

**Additional financing: programme costs by component (and subcomponent) and financier**

(Thousands of United States dollars)

| Component/<br>subcomponent   | Additional<br>IFAD loan |    | Additional<br>IFAD grant |    | Other<br>cofinanciers |   |      | Beneficiaries |   |      | Borrower/recipient |   |               | Total |
|--|-------------------------|----|--------------------------|----|-----------------------|---|------|---------------|---|------|--------------------|---|---------------|-------|
|  | Amount                  | %  | Amount                   | %  | Amount                | % | Cash | In kind       | % | Cash | In kind            | % |               |       |
| <b>Component 1. Increasing the productivity and resilience of crop and livestock farming systems</b> |                         |    |                          |    |                       |   |      |               |   |      |                    |   |               |       |
|  | <b>20 293</b>           |    | <b>10 465</b>            |    |                       |   |      |               |   |      |                    |   | <b>30 757</b> |       |
| 1. Efficient water mobilization.   | 8 128                   | 40 | 970                      | 9  |                       |   |      |               |   |      |                    |   | 9 098         |       |
| 2. Proximity access to agricultural input networks.  | 3 817                   | 19 | 4 211                    | 40 |                       |   |      |               |   |      |                    |   | 8 028         |       |
| 3. Proximity agricultural advisory assistance and nutrition education                                | 8 347                   | 41 | 5 284                    | 50 |                       |   |      |               |   |      |                    |   | 13 631        |       |
| <b>Component 2. Development of inclusive value chains</b>  |                         |    |                          |    |                       |   |      |               |   |      |                    |   |               |       |
|  | <b>31 504</b>           |    | <b>4 513</b>             |    |                       |   |      |               |   |      |                    |   | <b>36 018</b> |       |
| 1. Strengthening FOs for market access and partnership building                                      | 15 752                  | 50 | 981                      | 22 |                       |   |      |               |   |      |                    |   | 16 733        |       |
| 2. Access to financing.  | 4 281                   | 14 | 1 377                    | 31 |                       |   |      |               |   |      |                    |   | 5 658         |       |
| 3. Development of post-harvest and market access infrastructure                                      | 11 471                  | 36 | 2 156                    | 48 |                       |   |      |               |   |      |                    |   | 13 627        |       |
| <b>Component 3. Institutional support, coordination and programme management</b>                     |                         |    |                          |    |                       |   |      |               |   |      |                    |   |               |       |
|  | <b>9 204</b>            |    | <b>7 522</b>             |    |                       |   |      |               |   |      |                    |   | <b>16 726</b> |       |
| 1. Institutional support and policy engagement.  | 5 829                   | 63 | 4 147                    | 55 |                       |   |      |               |   |      |                    |   | 9 976         |       |
| 2. Programme coordination and management   | 2 814                   | 31 | 2 814                    | 37 |                       |   |      |               |   |      |                    |   | 5 627         |       |
| 3. Programme M&E   | 561                     | 6  | 561                      | 7  |                       |   |      |               |   |      |                    |   | 1 122         |       |
| <b>Total</b>   | <b>61 000</b>           |    | <b>22 500</b>            |    |                       |   |      |               |   |      |                    |   | <b>83 501</b> |       |

Table 3

**Additional financing: programme costs by expenditure category and financier**

(Thousands of United States dollars)

| Expenditure category                                     | Additional           |           |                       |          |                    |   |               |         |                    |      |               |
|--|----------------------|-----------|-----------------------|----------|--------------------|---|---------------|---------|--------------------|------|---------------|
|  | Additional IFAD loan |           | Additional IFAD grant |          | Other cofinanciers |   | Beneficiaries |         | Borrower/recipient |      | Total         |
|  | Amount               | %         | Amount                | %        | Amount             | % | Cash          | In kind | %                  | Cash |               |
| 1. Civil works   | 13 609               | 13        | 2 678                 | 3        |                    |   |               |         |                    |      | 16 287        |
| 2. Vehicles, equipment and materials                     | 560                  | 12        | 560                   | 12       |                    |   |               |         |                    |      | 1 120         |
| 3. Studies, training, technical assistance and contracts | 27 956               | 40        | 8 048                 | 11       |                    |   |               |         |                    |      | 36 003        |
| 5. FDA   | 16 416               | 29        | 8 800                 | 16       |                    |   |               |         |                    |      | 25 216        |
| 6. Operations (salaries and benefits, vehicles, offices) | 2 459                | 24        | 2 414                 | 23       |                    |   |               |         |                    |      | 4 874         |
| <b>Total</b>   | <b>61 000</b>        | <b>24</b> | <b>22 500</b>         | <b>9</b> |                    |   |               |         |                    |      | <b>83 501</b> |

Table 4

**Programme costs by component and project year (PY)**

(Thousands of United States dollars)

| Component    | PY1-3         |          | PY4           |           | PY5           |           | PY6           |           | PY7           |           | PY8           |           | PY9           |           | PY10          |          | Total          |
|--------------|---------------|----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|----------|----------------|
|              | Amount        | %        | Amount        | %         | Amount        | %         | Amount        | %         | Amount        | %         | Amount        | %         | Amount        | %         | Amount        | %        |                |
| Component 1  | 8 430         | 6        | 14 090        | 9         | 21 874        | 14        | 26 454        | 18        | 26 886        | 18        | 26 262        | 17        | 18 768        | 12        | 8 312         | 6        | 151 077        |
| Component 2  | 3 374         | 5        | 6 817         | 10        | 13 352        | 20        | 13 354        | 20        | 13 477        | 20        | 8 469         | 13        | 4 435         | 7         | 3 644         | 5        | 66 921         |
| Component 3  | 4 812         | 15       | 3 157         | 10        | 3 989         | 12        | 3 794         | 12        | 4 791         | 15        | 4 047         | 13        | 3 207         | 10        | 4 206         | 13       | 32 002         |
| <b>Total</b> | <b>16 616</b> | <b>7</b> | <b>24 064</b> | <b>10</b> | <b>39 215</b> | <b>16</b> | <b>43 602</b> | <b>17</b> | <b>45 154</b> | <b>18</b> | <b>38 777</b> | <b>16</b> | <b>26 410</b> | <b>11</b> | <b>16 162</b> | <b>6</b> | <b>250 000</b> |

### **Financing and cofinancing strategy and plan**

29. The expected cofinancing of US\$50 million from the AfDB did not materialize, and will therefore be removed from DEFIS's financing structure. To bridge the resulting financing gap, the cofinancing sought from GCF was increased from US\$15 million to US\$53.9 million, while the entirety of IFAD11 resources for Madagascar will be allocated to DEFIS. The cost tables have been duly updated to reflect the revised cost structure and prioritize investments with rapid impacts on the livelihood of the poorest rural households affected by COVID-19 and the ongoing food insecurity crisis in the semi-arid southern regions of Madagascar. Counterpart funding has been reduced in light of the tight fiscal space for Madagascar, which worsened due to COVID-19. Finally, the duration of DEFIS will be extended to 2028, in keeping with its design time frame.

### **Disbursement**

30. The letter to the borrower mentions the following disbursement methods, still applicable to DEFIS: (a) advances to the designated accounts (DAs): initial deposits and subsequent replenishments/justifications of advances to DAs; (b) reimbursements, where the borrower/recipient pre-finances project financing costs; (c) direct payment: payments made by the Fund to contractors on behalf of the borrower/recipient using financing proceeds. IFAD allows the borrower/recipient to use a statement of expenditures (SOE) for withdrawals from the loan/grant accounts. The letter to the borrower outlines the types and categories of expenditure eligible for SOE withdrawals, as well as SOE thresholds established as US\$75,000. The original letter to the borrower and its amendment remain the same for the additional financing. DEFIS's disbursement profile is aligned with the implementation period.

### **Summary of benefits and economic analysis**

31. In addition to the benefits generated by higher yields and production stemming from the adoption of improved varieties and planting material and management practices, investments in building and rehabilitating irrigation systems allow for multiple cropping while reducing the risks inherent to rainfed farming. Basic infrastructure such as rural tracks and warehouses will have the effect of facilitating access to markets. This in turn will boost incentives to adopt new technologies, improve yields and expand marketable surpluses. DEFIS also aims to empower and strengthen the institutional capacities of smallholder farmers and their organizations, who will be better equipped to take collective action.
32. In terms of environmental benefits, EX-ACT tool calculations show a potential for attenuation on the order of 2,263,558 tCO<sub>2</sub>eq for DEFIS. It also has a leveraging ratio of 15.7 and a cost per tCO<sub>2</sub>eq of 28.8, indicating high efficiency in funding interventions and carbon mitigation. Based on conservative assumptions, DEFIS's economic internal rate of return is 25.1 per cent, and its net present value, US\$268 million.

### **Exit strategy and sustainability**

33. DEFIS's use of national systems, particularly its partnership with institutions that support agricultural development in Madagascar (including FOs, the chambers of agriculture and commerce, FDA) increase the sustainability of DEFIS outcomes. The technical and operational capacities of these national institutions will be strengthened to enable them to better deliver on their mandate and provide improved services to rural populations. Concentrating core investments in agricultural development hubs will result in marketable surplus, which will attract private sector actors. Investments in rural infrastructure (e.g. roads and rural tracks) and contractual arrangements between the private sector and farmers will facilitate sustainable market access. The sustainability of irrigation and other productive infrastructure and equipment improve when the technical and organizational capacities of water or other infrastructures users' associations are

built on the sound operation, management and governance of such investments. Strengthening the technical capacities of FOs will enable them to provide sustainable proximity agricultural services to their members (access to inputs, markets, extension services, etc.).

## **III. Risk management**

### **A. Risks and mitigation measures**

34. The table below presents the key risks and their mitigation measures.

| <i>Risks</i>   | <i>Rating</i> | <i>Mitigation Measures</i>   |
|--|---------------|--|
| Impact of COVID-19   | High          | <ul style="list-style-type: none"> <li>• Back-up delivery team in the event of COVID-19 infection.</li> <li>• Adherence to COVID-19 protocols and implementation of preventive measures for beneficiaries (small-group in-person trainings and internet packages provided by DEFIS to key rural stakeholders).</li> </ul>                                    |
| Political instability  | High          | <ul style="list-style-type: none"> <li>• Decentralized implementation of DEFIS.</li> </ul>   |
| Financial management capacity  | Substantial   | <ul style="list-style-type: none"> <li>• Hiring of qualified project finance manager and provision of technical assistance.</li> <li>• Strengthening internal control capacities.</li> <li>• Yearly performance audits of the FDA will be conducted.</li> <li>• Policy engagement with the Government to improve the efficiency and flow of fund.</li> </ul> |
| Procurement, given lengthy administrative procedures and limited national capacities | Substantial   | <ul style="list-style-type: none"> <li>• Building the capacity of project and government officers in procurement procedures.</li> <li>• Institutionalizing post-review of procurement activities through a partnership with the public procurement commission, located in the Ministry of Finance.</li> </ul>  |

35. Moreover, in the unlikely event that the expected cofinancing (GCF and domestic) is not mobilized, IFAD-financed interventions can still be fully implemented. However, the programme would need to be restructured to scale down the foreseen GCF-financed interventions.

### **B. Environment and social category**

36. DEFIS's environmental and social risk is moderate. IFAD classified the programme as category B, as it could result in adverse environmental and/or social impacts on human populations or environmentally significant areas. However, the potential negative impacts can readily be addressed by preventive actions and/or mitigation measures. The environmental and social management plan has already been developed, taking the national environmental and social impact assessment legislation (MECIE decrees 99-954 and 04-167) for infrastructure-related works into account. The programme's performance in complying with Social, Environmental and Climate Assessment Procedures (SECAP) procedures is rated moderately satisfactory (4).<sup>10</sup>

### **C. Climate risk classification**

37. The programme is classified as having a moderate climate risk. Irrigated perimeters are designed and built in accordance with national standards. Infrastructure is built in compliance with standards for protection against cyclones, floods and erosion. Water users' associations are trained and provided with support to improve water resource management and the maintenance of irrigation networks. The promotion of an integrated land management approach at the sub-watershed level is based on social engineering and climate-friendly farming

<sup>10</sup> IFAD partial supervision mission report, June 2021.

techniques to reduce erosion, combat sedimentation in hydroagricultural structures and increase the life span of all investments. Anti-erosion works and improvements in vegetation cover allow farmers to preserve and boost the potential of their fields. Strengthening community management capacities remains fundamental to ensuring adequate use and preservation of watershed resources.

## **IV. Implementation**

### **A. Compliance with IFAD policies**

38. DEFIS is aligned with IFAD's mandate and Strategic Framework 2016-2025 and is consistent with the COSOP 2022-2026 and its objective of transforming rural areas and food systems through sustainable improvement of incomes and food and nutrition security for vulnerable rural people, while building their resilience to climate shock. It will contribute to achievement of the COSOP's two strategic objectives (SOs): SO1, improved climate-resilient production systems for increased productivity of family farms and rural microenterprises; and SO2, strengthened agricultural value chains and improved access to inclusive financing for targeted rural producers and organizations. DEFIS is consistent with IFAD's targeting strategy to reach the poorest; with the financial policy to achieve financial inclusion; and with IFAD's approach of partnering with the private sector. The programme incorporates IFAD's policies on natural resource management and the environment.

### **B. Organizational framework**

#### **Programme management and coordination**

39. The Ministry of Finance and Budget represents the borrower, and the Ministry of Agriculture, Livestock and Fisheries (MAEP) leads the implementation of DEFIS. Strategic oversight is provided by a national steering committee that validates annual work plans and budgets (AWP/Bs) and evaluates the progress made on activities and programme outcomes and their alignment with rural sector strategies. There is also a regional steering and monitoring committee that oversees compliance with regional development strategies and priorities.
40. DEFIS is administered directly by a PCU with administrative and financial autonomy. The PCU is responsible for implementing DEFIS's activities pursuant to the financing agreement, programme manuals and AWP/Bs. Planning, supervision and coordination of activities at the regional level are provided by four regional or interregional<sup>11</sup> coordination units.

#### **Financial management, procurement and governance**

41. The applicable procedures for programme resource management are outlined in the letter to the borrower and the programme administrative, financial and accounting procedures manual. The PCU is accountable to the national authorities and to IFAD for the management and use of programme resources, accounting management, budget monitoring and financial reporting, pursuant to the financing agreement. DEFIS's inherent and residual financial management risks are substantial and moderate, respectively. The programme's financial management performance is rated moderately satisfactory (4).
42. IFAD loan and grant funds are received in two designated accounts administered by the advance account modality. Operating accounts at a commercial bank are opened in Antananarivo and the intervention regions to facilitate the flow of funds.
43. In addition to the MAEP internal audit division, the Madagascar country programme has an internal audit function already in place in the IFAD programme support unit (CAPFIDA), a unit within the MAEP providing common services to IFAD-funded

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<sup>11</sup> Located in Fianarantsoa (covering Ihorombe, Haute Matsiatra and Amoron'i Mania); in Manakara (covering Vatovavy-Fitovinany and Atsimo-Atsinanana); in Taolagnaro (covering Androy and Anosy); and in Ampanihy (covering Atsimo-Andrefana).

projects and reporting to the MAEP General Secretariat. An external audit of DEFIS's financial statements is done annually, following IFAD guidelines.

- 44. Procurement is in compliance with IFAD guidelines and the programme administrative and financial procedures manual, and in accordance with the procurement plan prepared on the basis of AWP/Bs. The programme's performance in procurement is rated satisfactory (5).<sup>12</sup>
- 45. DEFIS promotes good governance, including by: (i) establishing selection procedures for service providers, based on transparency and competitive calls for offers; (ii) having beneficiaries participate in opening bids and the awarding of contracts at the regional level; (iii) training FO principals in good governance. Finally, workshops to receive feedback and conduct participatory evaluations are incorporated in M&E systems to ensure transparency and regular exchanges with beneficiaries on the quality and effectiveness of programme interventions.

### **C. Monitoring and evaluation, learning, knowledge management and strategic communication**

- 46. DEFIS uses a results-based M&E system that meets MAEP and IFAD requirements. This system is developed and implemented with the participation of all stakeholders, while drawing on the established M&E plan and manual. The programme's performance in M&E and KM are both rated moderately satisfactory (4).<sup>13</sup>
- 47. The DEFIS approach calls for scaling up gains and successes from completed and ongoing IFAD-funded projects. The programme's KM strategy is consistent with the overall approach adopted at the country level and promoted by CAPFIDA. During this first phase of implementation, the information products prepared are a general brochure, short articles on success stories (e.g. *garri*, farmer field schools, contract arrangement with the private sector) published in the MAEP newsletter and short documentary videos.

### **D. Proposed amendments to the financing agreement**

- 48. Upon approval by the Executive Board, DEFIS's financing agreement will be amended to reflect the proposed activities and the additional financing in the programme budget. The additional financing will bridge the financing gap and supplement the financing plan initially agreed on at design.

### **V. Legal instruments and authority**

- 49. A financing agreement between the Republic of Madagascar and IFAD will constitute the legal instrument for extending the proposed financing to the borrower/recipient.
- 50. The Republic of Madagascar is empowered under its laws to receive financing from IFAD.
- 51. I am satisfied that the proposed additional financing will comply with the Agreement Establishing IFAD and the Policies and Criteria for IFAD Financing.

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<sup>12</sup> IFAD partial supervision mission report, June 2021.

<sup>13</sup> Ibid.

## **VI. Recommendation**

52. I recommend that the Executive Board approve additional financing in terms of the following resolution:

RESOLVED: that the Fund shall provide a loan on highly concessional terms to the Republic of Madagascar in an amount of sixty-one million United States dollars (US\$61,000,000) and upon such terms and conditions as shall be substantially in accordance with the terms and conditions presented herein.

RESOLVED FURTHER: that the Fund shall provide a grant to the Republic of Madagascar under the Debt Sustainability Framework in the amount of twenty-two million five hundred thousand United States dollars (US\$22,500,000) and upon such terms and conditions as shall be substantially in accordance with the terms and conditions presented herein.

Gilbert F. Houngbo  
President

## Updated logical framework incorporating the additional financing

| Chaîne logique  | Indicateurs  |                        |             |              |                           | Moyens de vérification |           |                | Hypothèses/<br>Risques |  |  |  |  |
|---|--|------------------------|-------------|--------------|---------------------------|------------------------|-----------|----------------|------------------------|--|--|--|--|
|   | Nom  | Situation de référence | Mi-parcours | Cible Finale | Situation actuelle (2021) | Sources                | Fréquence | Responsabilité |                        |  |  |  |  |
| Portée  | <b>1.b Estimation correspondante du nombre total des membres des ménages</b>                             |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Membres des ménages - Nombre de personnes  | -                      | 500 000     | 1 600 000    | 520 735                   |                        |           |                |                        |  |  |  |  |
|   | <b>1.a Nombre correspondant de ménages touchés</b>   |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Ménages dirigés par une femme - Ménages  | 0                      | 26250       | 67 200       | 24 459                    |                        |           |                |                        |  |  |  |  |
|   | Ménages autres que ceux ayant une femme pour chef – Ménages  | 0                      | 98750       | 252 800      | 79 688                    |                        |           |                |                        |  |  |  |  |
|   | Ménages – Ménages  | 0                      | 125000      | 320000       | 104 147                   |                        |           |                |                        |  |  |  |  |
|   | <b>1. Nombre de personnes bénéficiant de services promus ou appuyés par le projet</b>                    |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Femmes - Femmes  | 0                      | 45000       | 115200       | 192 921                   |                        |           |                |                        |  |  |  |  |
|   | Hommes - Hommes  | 0                      | 105000      | 268000       | 225 591                   |                        |           |                |                        |  |  |  |  |
|   | Jeunes - Jeunes  | 0                      | 37500       | 96000        | 67 995                    |                        |           |                |                        |  |  |  |  |
| Objectif du projet  | Personnes autres que les jeunes - Nombre   | 0                      | 112500      | 288000       | 350 516                   |                        |           |                |                        |  |  |  |  |
|   | Nombre total de personnes bénéficiant de services - Nombre de personnes                                  |                        |             |              | 418 512                   |                        |           |                |                        |  |  |  |  |
|   | <b>Taux de prévalence de la pauvreté rurale</b>  |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Pauvreté rurale - pourcentage - Pourcentage (%)  | 88                     | 78          | 73           |                           |                        |           |                |                        |  |  |  |  |
|   | <b>Pourcentage de personnes cibles dont la diversité alimentaire est améliorée</b>                       |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
| Amélioration durable des revenus et de la sécurité alimentaire et nutritionnelle des ruraux vulnérables dans les zones d'intervention | Pourcentage de personnes cibles dont la diversité alimentaire est améliorée - Nombre                     |                        | 45          | 84           |                           |                        |           |                |                        |  |  |  |  |
|   | <b>Revenu moyen annuel des ménages (Ariary)</b>  |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Revenu moyen annuel des ménages (Ariary) - Nombre  | 838100                 | 4000000     | 4500000      | nd                        |                        |           |                |                        |  |  |  |  |
|   | <b>1.2.4 Nombre de EAF déclarant une augmentation de la production</b>                                   |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
| Objectif de développement   | Nombre ménages - Nombre  | 0                      | 80000       | 260000       | 9 833                     |                        |           |                |                        |  |  |  |  |
|   | Hommes - Nombre  | 0                      | 52000       | 182000       | 6 266                     |                        |           |                |                        |  |  |  |  |
|   | Femmes - Nombre  | 0                      | 28000       | 78000        | 2 142                     |                        |           |                |                        |  |  |  |  |
|   | Jeunes - Nombre  | 0                      | 24000       | 39000        | 1 799                     |                        |           |                |                        |  |  |  |  |
|   | Personnes autres que les jeunes - Nombre   | 0                      | 56000       | 221000       | 8 034                     |                        |           |                |                        |  |  |  |  |
|   | <b>Taux d'accroissement des rendements dans les filières de concentration</b>                            |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
| Effet direct  | Accroissement des rendements dans les filières de concentration - Pourcentage (%)                        | 0                      | 20          | 30           | 50%                       |                        |           |                |                        |  |  |  |  |
|   | <b>1.2.8 Femmes déclarant une diversité alimentaire minimale (MDDW)</b>                                  |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Femmes (%) - Pourcentage (%)   |                        | 50          | 85           |                           |                        |           |                |                        |  |  |  |  |
|   | Femmes (nombre) - Femmes   |                        | 90000       | 344250       |                           |                        |           |                |                        |  |  |  |  |
| 1. Des systèmes de production résilients et performants sont adoptés.   | Ménages (%) - Pourcentage (%)  |                        | 30          | 84           |                           |                        |           |                |                        |  |  |  |  |
|   | Ménages (nombre) - Ménages   |                        | 100000      | 270000       |                           |                        |           |                |                        |  |  |  |  |
|   | Membres des ménages - Nombre de personnes  |                        | 500000      | 1350000      |                           |                        |           |                |                        |  |  |  |  |
|   | <b>1.2.2 Ménages déclarant l'adoption de technologies, de pratiques ou d'intrants nouveaux/améliorés</b> |                        |             |              |                           |                        |           |                |                        |  |  |  |  |
|   | Hommes - Hommes  | 0                      | 77000       | 182000       | 19 274                    |                        |           |                |                        |  |  |  |  |
|   | Femmes - Femmes  | 0                      | 33000       | 33000        | 7 520                     |                        |           |                |                        |  |  |  |  |
|   | Jeunes - Jeunes  | 0                      | 27500       | 65000        | 4 631                     |                        |           |                |                        |  |  |  |  |
|   | Personnes autres que les jeunes - Nombre   | 0                      | 82500       | 195000       | 22 061                    |                        |           |                |                        |  |  |  |  |

| Chaîne logique   | Indicateurs  |                           |                 |                 |                              | Moyens de vérification                           |              |                  | Hypothèses/<br>Risques  |  |  |  |  |
|--|--|---------------------------|-----------------|-----------------|------------------------------|--|--------------|------------------|---|--|--|--|--|
|  | Nom  | Situation de<br>référence | Mi-<br>parcours | Cible<br>Finale | Situation<br>actuelle (2021) | Sources  | Fréquence    | Responsabilité   |   |  |  |  |  |
| <b>3.2.2 Ménages déclarant l'adoption de pratiques et technologies durables et résilientes au changement climatique</b>          |  |                           |                 |                 |                              |  |              |                  |   |  |  |  |  |
|  | Hommes - Hommes  | 0                         | 15092           | 37730           | 13 550                       | Enquêtes adoption                                |              |                  |   |  |  |  |  |
|  | Femmes - Femmes  | 0                         | 6468            | 16170           | 5 052                        |  |              |                  |   |  |  |  |  |
|  | Jeunes - Jeunes  | 0                         | 5390            | 13475           | 3 729                        |  |              |                  |   |  |  |  |  |
|  | Personnes autres que les jeunes - Nombre   | 0                         | 16170           | 40425           | 9 821                        |  |              |                  |   |  |  |  |  |
| <b>Produit</b>   | <b>1.1.2 Terres agricoles dotées d'infrastructures hydrauliques construites/remises en état</b>          |                           |                 |                 |                              | Rapport<br>d'avancement                          | Annuelle     | UCP, Partenaires | Appropriation et implication<br>des communes et régions<br>(H). |  |  |  |  |
| 1.1 Les eaux de surface sont<br>mobilisées et gérées d'une manière<br>efficiente   | Superficie en hectares - Superficie (ha)   | 0                         | 25000           | 35000           | 7 618                        |  |              |                  |   |  |  |  |  |
|  | <b>3.1.4 Hectares de terres soumises à une gestion résiliente au climat</b>                              |                           |                 |                 |                              |  |              |                  |   |  |  |  |  |
|  | Superficie en hectares - Superficie (ha)   |                           | 15000           | 45000           | 5 802                        | Enquêtes adoption                                | Annuelle     | UCP, Partenaires |   |  |  |  |  |
| <b>Produit</b>   | <b>Nombres de EAF ciblés ayant accès aux services de distribution d'intrants</b>                         |                           |                 |                 |                              |  |              |                  |   |  |  |  |  |
| 1.2 Les EAF ont un accès durable et<br>de proximité aux intrants de qualité<br>pour l'agriculture et l'élevage                   | Nombre ménages - Nombre  | 0                         | 195000          | 260000          | 82 570,00                    |  |              |                  |   |  |  |  |  |
|  | Hommes - Nombre  | 0                         | 136500          | 182000          | 45 732,00                    |  |              |                  |   |  |  |  |  |
|  | Femmes - Nombre  | 0                         | 58500           | 78000           | 36 815,00                    | Rapport<br>d'avancement                          | Annuelle     | UCP, Partenaires | Adhésion des opérateurs<br>privés (H)                           |  |  |  |  |
|  | Jeunes - Nombre  | 0                         | 48750           | 65000           | 20 298,00                    |  |              |                  |   |  |  |  |  |
|  | Personnes autres que les jeunes - Nombre   | 0                         | 146250          | 195000          | 62 272,00                    |  |              |                  |   |  |  |  |  |
| <b>Produit</b>   | <b>Nombre de EAF ayant accès aux dispositifs de conseils agricoles</b>                                   |                           |                 |                 |                              | Rapport<br>d'avancement                          | Semestrielle | Partenaires      |   |  |  |  |  |
| 1.3 Des services de conseils<br>agricoles adaptés et d'éducation<br>nutritionnelle sont disponibles                              | Nombre ménages - Nombre  |                           | 195000          | 260000          | 72 594                       |  |              |                  |   |  |  |  |  |
|  | Hommes - Nombre  | 0                         | 151900          | 186900          | 41 328                       |  |              |                  |   |  |  |  |  |
|  | Femmes - Nombre  | 0                         | 65100           | 80100           | 31 265                       | Etudes & enquêtes<br>sur la<br>commercialisation | Annuelle     | UCP, Partenaires | Volatilité des marchés (R)                                      |  |  |  |  |
|  | Jeunes - Nombre  | 0                         | 54250           | 66750           | 18 588                       |  |              |                  |   |  |  |  |  |
|  | Personnes autres que les jeunes - Nombre   | 0                         | 162750          | 200250          | 54 006                       |  |              |                  |   |  |  |  |  |
| <b>Effet direct</b>  | <b>Valeur annuelle (Ariary) des produits des EAF commercialisés dans le cadre des partenariats OP/OM</b> |                           |                 |                 |                              | Etudes & enquêtes<br>sur la<br>commercialisation | Annuelle     | UCP, Partenaires | Volatilité des marchés (R)                                      |  |  |  |  |
| 2. Les petits producteurs sont<br>intégrés dans des filières<br>rémunératrices   | Valeur annuelle des produits des EAF (USD) - Nombre  |                           | 3 500 000       | 5 000 000       | 1 759 695                    |  |              |                  |   |  |  |  |  |
| <b>Produit</b>   | <b>Nombres des EAF impliquées dans le couple OP-OM</b>   |                           |                 |                 |                              |  |              |                  |   |  |  |  |  |
| 2.1 Les producteurs sont organisés<br>pour saisir les opportunités de<br>marchés présentes dans le cadre<br>d'arrangements OP-OM | Ménages – Nombre   |                           | 100000          | 240000          | 6 989                        | Rapport<br>d'avancement                          |              |                  | Adhésion des opérateurs<br>privés (H).                          |  |  |  |  |
|  | Hommes – Nombre  |                           | 70000           | 168000          | 4 522                        |  |              |                  |   |  |  |  |  |
|  | Femmes – Nombre  |                           | 30000           | 72000           | 1 972                        |  |              |                  |   |  |  |  |  |
|  | Jeunes – Nombre  |                           | 25000           | 60000           | 1 181                        |  |              |                  |   |  |  |  |  |
|  | Personnes autres que les jeunes – Nombre   |                           | 75000           | 180000          | 5 735                        |  |              |                  |   |  |  |  |  |
|  | <b>2.1.4 Nombres d'EAF soutenus qui sont membres d'une organisation de producteurs ruraux</b>            |                           |                 |                 |                              | Rapport<br>d'avancement                          |              |                  |   |  |  |  |  |
|  | EAF – Nombre   |                           | 100000          | 240000          | 52 586                       |  |              |                  |   |  |  |  |  |
|  | Hommes – Nombre  |                           | 70000           | 168000          | 32 379                       |  |              |                  |   |  |  |  |  |
|  | Femmes – Nombre  |                           | 30000           | 72000           | 20 210                       |  |              |                  |   |  |  |  |  |
|  | Jeunes – Nombre  |                           | 25000           | 60000           | 7 922                        |  |              |                  |   |  |  |  |  |
|  | Personnes autres que les jeunes – Nombre   |                           | 75000           | 180000          | 44 499                       | Rapports<br>d'avancement                         | Semestrielle | ONN/ORN          |   |  |  |  |  |
|  | Femmes en position de leader – Nombre  |                           | 10 000          | 24 000          | 3 953                        |  |              |                  |   |  |  |  |  |
|  | <b>1.1.8 Ménages recevant un soutien ciblé pour améliorer leur nutrition</b>                             |                           |                 |                 |                              |  |              |                  |   |  |  |  |  |
|  | Nombre de personnes qui participent - Nombre de personnes  |                           | 300000          | 675000          | 10 922                       | Rapports<br>d'avancement                         | Semestrielle | ONN/ORN          |   |  |  |  |  |
|  | Hommes - Hommes  |                           | 120000          | 270000          | 2 228                        |  |              |                  |   |  |  |  |  |

| Chaîne logique   | Indicateurs  |                        |             |              |                           | Moyens de vérification |              |                  | Hypothèses/<br>Risques   |  |  |  |  |
|--|--|------------------------|-------------|--------------|---------------------------|------------------------|--------------|------------------|--|--|--|--|--|
|  | Nom  | Situation de référence | Mi-parcours | Cible Finale | Situation actuelle (2021) | Sources                | Fréquence    | Responsabilité   |  |  |  |  |  |
| Femmes – Femmes  |  |                        | 180000      | 405000       | 8 694                     | Rapports d'avancement  | Semestrielle | UCP, Partenaires | Adhésion des IMF (H)   |  |  |  |  |
| Ménages – Ménages  |  |                        | 100000      | 270000       | 9 757                     |                        |              |                  |  |  |  |  |  |
| Membres des ménages bénéficiaires - Nombre de personnes                            |  |                        | 500000      | 1350000      | 51 943                    |                        |              |                  |  |  |  |  |  |
| Jeunes – Jeunes  |  |                        | 90000       | 202500       | 2 809                     |                        |              |                  |  |  |  |  |  |
| Personnes autres que les jeunes – Nombre   |  |                        | 210000      | 472500       | 7 956                     |                        |              |                  |  |  |  |  |  |
| <b>Produit</b>   | <b>1.1.5 Personnes ayant accès à des services financiers dans les zones rurales</b>                        |                        |             |              |                           |                        |              |                  |  |  |  |  |  |
| 2.2 Des produits et services financiers adaptés sont accessibles aux producteurs   | Femmes-accès services financiers en zones rurales-épargne - Femmes   |                        | 17240       | 48000        | 0                         |                        |              |                  |  |  |  |  |  |
|  | Jeunes-accès services financiers en zones rurales-épargne - Jeunes   |                        | 14366       | 40000        | 0                         |                        |              |                  |  |  |  |  |  |
|  | Personnes autres que jeunes-accès services financiers en zones rurales. Epargne – Nombre                   |                        |             |              | 0                         |                        |              |                  |  |  |  |  |  |
|  | Hommes-accès services financiers dans les zones rurales-épargne – Hommes                                   |                        | 10775       | 30000        | 0                         |                        |              |                  |  |  |  |  |  |
|  | Hommes-accès services financiers dans les zones rurales-crédit - Hommes                                    |                        | 30169       | 72000        | 0                         |                        |              |                  |  |  |  |  |  |
|  | Femmes - accès à des services financiers dans les zones rurales-crédit – Femmes                            |                        | 12930       | 48000        | 0                         |                        |              |                  |  |  |  |  |  |
|  | Jeunes-accès à des services financiers dans les zones rurales-crédit - Jeunes                              |                        | 10775       | 30000        | 0                         |                        |              |                  |  |  |  |  |  |
|  | Personnes autres que jeunes-accès services financiers dans les zones rurales. –crédit – Nombre             |                        |             |              | 0                         |                        |              |                  |  |  |  |  |  |
|  | Personnes autres que autochtones- accès services financiers dans zones rurales-crédit – Nombre             |                        |             |              | 0                         |                        |              |                  |  |  |  |  |  |
|  | Personnes ayant accès-services financiers dans les zones rurales-épargne - Nombre de personnes             | 0                      | 57465       | 15000        | 0                         |                        |              |                  |  |  |  |  |  |
| <b>Produit</b>   | <b>2.1.6 Installations de commercialisation, transformation et stockage construites ou remises en état</b> |                        |             |              |                           | Rapports d'avancement  | Semestrielle | UCP, Partenaires | Appropriation et implication effective des communes et régions (H) |  |  |  |  |
| 2.3 Des infrastructures liées à la mise en marché des produits sont mises en place | Nombre total d'installations – Installations   |                        |             |              | 23                        |                        |              |                  |  |  |  |  |  |
|  | Installations de commercialisation construites ou remises en état – Installations                          | 0                      | 30          | 40           | -                         |                        |              |                  |  |  |  |  |  |
|  | Installations de transformation construites ou remises en état – Installations                             | 0                      | 15          | 30           | 16                        |                        |              |                  |  |  |  |  |  |
|  | Installations de stockage construites ou remises en état – Installations                                   |                        | 250         | 490          | 20                        |                        |              |                  |  |  |  |  |  |
|  | <b>2.1.5 Kilomètres de routes construites, refaites ou améliorées</b>                                      |                        |             |              | 52                        |                        |              |                  |  |  |  |  |  |
|  | Longueur des routes (km)   | 0                      | 300         | 800          |                           | Rapports d'avancement  | Semestrielle | UCP              |  |  |  |  |  |

## Updated summary of the economic and financial analysis

Table A  
Financial cash flow models

| <b>Coûts et Avantages production de semences de MAIS dus au DEFIS</b> |                              |                              |   |                          |
|---|------------------------------|------------------------------|---|--------------------------|
| <b>Rubriques</b>  | <b>Situation sans projet</b> | <b>Situation avec projet</b> | <b>Situation additionnelle due au DEFIS</b> | <b>Accroissement (%)</b> |
| Capacité aménagée et exploitée (ha)                                   | 1                            | 1                            | 0   | 0%                       |
| Coût d'investissement (Ar)  | 271700                       | 746700                       | 475000                                      | 175%                     |
| Charges totaux (Ar)   | 1109100                      | 1480100                      | 371000                                      | 33%                      |
| Charges variables (Ar)  | 296400                       | 115000                       | -181400                                     | -61%                     |
| Production (kg de Mais en année de croisière)                         | 950,0                        | 1143                         | 193   | 20%                      |
| Produit Brut (Ar) en année de croisière                               | 1187500                      | 1828800                      | 641300                                      | 54%                      |
| cout de production en année de croisière                              | 1114                         | 831                          | -283  | -25%                     |
| Marge brute(Ar)   | 441600                       | 1152792                      | 711192                                      | 161%                     |
| Main d'œuvre familiale  | 4                            | 4                            | 0   | 0                        |
| remuneration de la main d'œuvre familiale                             | 110400                       | 288198                       | 177798                                      | 161%                     |

Source: Mission de conception DEFIS juillet 2017

| <b>Coûts et Avantages production riz SRI dus au DEFIS</b> |                              |                              |   |                          |
|---|------------------------------|------------------------------|---|--------------------------|
| <b>Rubriques</b>  | <b>Situation sans projet</b> | <b>Situation avec projet</b> | <b>Situation additionnelle due au DEFIS</b> | <b>Accroissement (%)</b> |
| Capacité aménagée et exploitée (ha)                       | 0,4                          | 0,4                          | 0   | 0%                       |
| Coût d'investissement (Ar)                                | 236 800,00                   | 566 800,00                   | 330 000,00                                  | 139%                     |
| Total Coûts (Ar)  | 627 500,00                   | 1 187 800,00                 | 560 300,00                                  | 89%                      |
| Charges variables (Ar)                                    | 467 500,00                   | 1 277 600,00                 | 810 100,00                                  | 173%                     |
| Production (kg paddy en année de croisière)               | 1152,0                       | 4180                         | 3028  | 263%                     |
| Produit Brut (Ar) en année de croisière                   | 921 600,00                   | 3 344 000,00                 | 2 422 400,00                                | 263%                     |
| cout de production en année de croisière                  | 406                          | 306                          | -100  | -25%                     |
| Marge brute(Ar)   | 454 100,00                   | 2 066 400,00                 | 1 612 300,00                                | 355%                     |
| Main d'œuvre familiale                                    | 31                           | 87                           | 56,00                                       | 178%                     |
| remuneration de la main d'œuvre familiale                 | 14 461,78                    | 23 643,02                    | 9 181,24                                    | 63%                      |

**Table B**  
**Project/programme costs and logframe targets**

| Component / Subcomponent  | IFAD 10 Pret  |           | IFAD 10 Don   |           | IFAD 11 Pret  |           | IFAD 11 Don   |           | Fond Vert du Climat |           | OFID          |           | Gouvernement  |           | Beneficiaries |          | Total          |            |
|---|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------------|-----------|---------------|-----------|---------------|-----------|---------------|----------|----------------|------------|
|   | Montant       | %         | Montant       | %         | Montant       | %         | Montant       | %         | Montant             | %         | Montant       | %         | Cash          | %         | Especie       | %        | Montant        | %          |
| <b>Composante 1. Amélioration de la productivité et de la résilience des systèmes de production agricole et d'élevage</b> | <b>14 372</b> | <b>10</b> | <b>17 439</b> | <b>12</b> | <b>20 971</b> | <b>14</b> | <b>10 465</b> | <b>7</b>  | <b>48 623</b>       | <b>32</b> | <b>17 151</b> | <b>11</b> | <b>13 327</b> | <b>9</b>  | <b>8 730</b>  | <b>6</b> | <b>151 077</b> | <b>21</b>  |
| 1. Mobilisation efficiente des eaux   | 4 851         | 34        | 7 366         | 42        | 8 806         | 42        | 970           | 9         | 47 726              | 98        | 17 151        | 100       | 10 203        | 77        | 4 631         | 53       | <b>101 704</b> | 67         |
| 2. Accès de proximité à des réseaux d'intrants agricoles  | 4 972         | 35        | 3 653         | 21        | 3 817         | 18        | 4 211         | 40        | 486                 | 1         | -             | -         | 1 418         | 11        | 1 552         | 18       | <b>20 108</b>  | 13         |
| 3. Appui-conseil agricole de proximité et éducation nutritionnelle  | 4 549         | 32        | 6 419         | 37        | 8 347         | 40        | 5 284         | 50        | 411                 | 1         | -             | -         | 1 706         | 13        | 2 548         | 29       | <b>29 264</b>  | 19         |
| <b>Composante 2. Développement des filières inclusives</b>  | <b>5 774</b>  | <b>9</b>  | <b>6 015</b>  | <b>9</b>  | <b>30 756</b> | <b>46</b> | <b>4 513</b>  | <b>7</b>  | <b>5 187</b>        | <b>8</b>  | <b>2 850</b>  | <b>4</b>  | <b>7 184</b>  | <b>11</b> | <b>4 642</b>  | <b>7</b> | <b>66 921</b>  | <b>61</b>  |
| 1. Renforcement organisation producteurs pour accès aux marchés et développement des PPPP                                 | 969           | 17        | 2 115         | 35        | 15 752        | 51        | 981           | 22        | -                   | -         | -             | -         | 406           | 6         | 1 887         | 41       | <b>22 110</b>  | 33         |
| 2. Accès au financement   | 1 478         | 26        | 1 553         | 26        | 4 281         | 14        | 1 377         | 31        | -                   | -         | -             | -         | 606           | 8         | 83            | 2        | <b>9 378</b>   | 14         |
| 3. Développement infrastructures de stockage, de conditionnement et de mise en marché                                     | 3 327         | 58        | 2 347         | 39        | 10 724        | 35        | 2 156         | 48        | 5 187               | 100       | 2 850         | 100       | 6 172         | 86        | 2 671         | 58       | <b>35 433</b>  | 53         |
| <b>Composante 3. Appui institutionnel, engagement politique, coordination et gestion des ressources du Programme</b>      | <b>6 355</b>  | <b>20</b> | <b>3 048</b>  | <b>10</b> | <b>9 272</b>  | <b>29</b> | <b>7 522</b>  | <b>24</b> | <b>89</b>           | <b>0</b>  | <b>-</b>      | <b>-</b>  | <b>4 806</b>  | <b>15</b> | <b>909</b>    | <b>3</b> | <b>32 002</b>  | <b>18</b>  |
| 1. Appui institutionnel et engagement politique   | 2 881         | 45        | 1 003         | 33        | 5 829         | 63        | 4 147         | 55        | -                   | -         | -             | -         | 2 388         | 50        | 909           | 100      | <b>17 158</b>  | 54         |
| 2. Coordination du programme  | 3 215         | 51        | 1 795         | 59        | 2 814         | 30        | 2 814         | 37        | 63                  | 71        | -             | -         | 2 064         | 43        | -             | -        | <b>12 765</b>  | 40         |
| 3. Suivi & Evaluation du programme  | 258           | 4         | 250           | 8         | 630           | 7         | 561           | 7         | 26                  | 29        | -             | -         | 354           | 7         | -             | -        | <b>2 079</b>   | 6          |
| <b>Total</b>  | <b>26 500</b> | <b>11</b> | <b>26 502</b> | <b>11</b> | <b>61 000</b> | <b>24</b> | <b>22 500</b> | <b>9</b>  | <b>53 900</b>       | <b>22</b> | <b>20 000</b> | <b>8</b>  | <b>25 317</b> | <b>10</b> | <b>14 281</b> | <b>6</b> | <b>2500C</b>   | <b>100</b> |

Table C: Main assumptions and shadow prices

| Intrants / Produits                          | Unité         | Coût /prix (Ar) |             |
|--|---------------|-----------------|-------------|
|  |               | Avant projet    | Avec projet |
| Main-d'œuvre saisonnière                     | Personne jour | 4 000           | 4 000       |
| Main-d'œuvre permanente                      | Personne mois | 35 000          | 35 000      |
| NPK  | Kg            | 2 400           | 2 400       |
| Urée   | Kg            | 2 400           | 2 400       |
| Fumure organique fumier                      | Tonne         | 30 000          | 30 000      |
| Guano  | Kg            | 1 200           | 1 200       |
| Produits de traitement                       | Litre         | 60 000          | 60 000      |
| <b>Semences, Bouture et plants améliorés</b> |               |                 |             |
| Maïs   | Kg            | 2 000           | 1 600       |
| Manioc                                       | Bouture       | 50              | 25          |
| Riz  | Kg            | 2 000           | 2 000       |
| Arachide                                     | Kg            | 4 000           | 4 000       |
| Oignon                                       | Kg            | 350 000         | 350 000     |
| Plants cafiers                               | Unite         | 700             | 1 100       |
| Géniteurs petits ruminants                   | Unite         | 100 000         | 80 000      |
| <b>Produits commercialisés</b>               |               |                 |             |
| Riz  | Kg            | 700             | 800         |
| Manioc sec                                   | Kg            | 300             | 300         |
| Mais   | Kg            | 800             | 950         |
| Café coque                                   | Kg            | 4 000           | 5 000       |
| Oignon                                       | Kg            | 1 000           | 1 500       |
| Arachide coque                               | Kg            | 1 000           | 1 300       |

**Tableau: Production et rendement des cultures ciblées**

| Spéculations agricoles                       | Production (kg)/* |             |            |         | SAU (ha) | Rendement (kg/ha)** |             |            |         |
|--|-------------------|-------------|------------|---------|----------|---------------------|-------------|------------|---------|
|  | Sans projet       | Avec projet | Accroissem | %       |          | Sans projet         | Avec Projet | Accroissem | %       |
| Semences maïs                                | 950               | 1143        | 193        | 20,32%  | 1        | 1200                | 1499,87     | 299,87     | 24,99%  |
| Arachide                                     | 510               | 950         | 440        | 86,27%  | 1        | 600                 | 1000        | 400        | 66,67%  |
| Maïs   | 640,00            | 1900        | 1260       | 196,88% | 1        | 800                 | 1500        | 700        | 87,50%  |
| Riz SRA                                      | 1 080,00          | 3 040,00    | 1960       | 181,48% | 0,4      | 3000                | 4000,00     | 1000       | 33,33%  |
| Riz SRI                                      | 1152              | 4180        | 3028       | 262,85% | 0,4      | 3200                | 5500,00     | 2300       | 71,88%  |
| Manioc                                       | 1280              | 4560        | 3280       | 256,25% | 1        | 4000                | 12000       | 8000       | 200,00% |
| Oignon                                       | 1 600             | 3 563       | 1963       | 122,66% | 0,25     | 8 000,00            | 15 000,00   | 7000       | 87,50%  |
| Pépinière (Plants)                           | 8 200             | 9 600       | 1400       | 17,07%  | 0,03     | 273333,33           | 320000      | 46666,667  | 17,07%  |
| Café   | 450               | 1700        | 1250       | 277,78% | 1        | 450                 | 1700        | 1250       | 277,78% |
| Apiculture (kg/ruche)                        | 725,76            | 1 270,08    | 544        | 75,00%  | 48       | 15,12               | 26,46       | 11,34      | 75,00%  |
| Petits ruminants                             | 115               | 147         | 32         | 28,20%  |          |                     |             |            |         |
| Labour-transport rural de proximité          | 75                | 105         | 30         | 40,00%  |          |                     |             |            |         |
| Collecte de produits agricole                | 971200            | 1214000     | 242800     | 25,00%  |          |                     |             |            |         |
| Artisan forgeron production et réparation ma | 40                | 60          | 20         | 50,00%  |          |                     |             |            |         |
| Décorticage de riz                           | 1 480,00          | 2 123,33    | 643        | 43,47%  |          |                     |             |            |         |

\*/la production considérée est celle utilisée (production totale déduite des pertes post-récolte)

\*\*/le rendement est le quotient de la production totale par la surface exploitée ou le nombre de ruche

Table D  
Beneficiary adoption rates and phasing

| Financial model by crop activity            | No EAF  | EAF touchées en |        |        |        |        |        |        |        |        |         | Total   |
|---|---------|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
|   |         | year 1          | year 2 | year 3 | year 4 | year 5 | year 6 | year 7 | year 8 | year 9 | year 10 |         |
| 1.seeds multiplication                      | 1 400   | 50              | 100    | 150    | 300    | 300    | 200    | 200    | 100    |        |         | 1 400   |
| 2.Peanuts cultivation                       | 51 000  | 500             | 3000   | 7000   | 11400  | 10000  | 10000  | 4600   | 4000   | 500    |         | 51 000  |
| 3.Maize cultivation                         | 76 800  | 550             | 5100   | 8750   | 15100  | 13400  | 16100  | 11000  | 4700   | 2100   |         | 76 800  |
| 4.Cassava cultivation                       | 34 000  | 500             | 4000   | 7000   | 7000   | 7000   | 4000   | 3000   | 1000   | 500    |         | 34 000  |
| 5.Rice SRA cultivation                      | 62 000  |                 | 500    | 4500   | 8000   | 8000   | 10000  | 12000  | 12600  | 6400   |         | 62 000  |
| 6.Rice SRI cultivation                      | 8 000   |                 | 600    | 900    | 2000   | 1000   | 1000   | 900    | 900    | 700    |         | 8 000   |
| 7. Onion cultivation                        | 6 000   | 500             | 800    | 900    | 900    | 1000   | 800    | 600    | 500    |        |         | 6 000   |
| 8.Pépinière Caféiers                        | 100     | 0               | 10     | 20     | 30     | 20     | 10     | 10     |        |        |         | 100     |
| 9.Coffee production                         | 30 000  |                 | 600    | 1865   | 6056   | 6001   | 6400   | 4946   | 3044   | 1088   |         | 30 000  |
| 10.Small ruminants                          | 40 000  | 400             | 5960   | 6000   | 8000   | 6000   | 7000   | 3000   | 2000   | 1640   |         | 40 000  |
| 11.Bee keeping                              | 10 000  |                 | 2000   | 2000   | 2100   | 2000   | 1000   | 300    | 200    | 400    |         | 10 000  |
| 12.Rice dehulling                           | 100     |                 | 10     | 20     | 25     | 25     | 10     | 10     |        |        |         | 100     |
| 13.Rice, maize, eanuts, cofee collectors    | 100     |                 | 10     | 20     | 30     | 20     | 10     | 10     |        |        |         | 100     |
| 14. blacksmith craftsman                    | 200     |                 | 20     | 30     | 50     | 50     | 30     | 20     |        |        |         | 200     |
| 15. Transport service provision, etc labour | 300     |                 | 19     | 50     | 61     | 60     | 50     | 40     | 20     |        |         | 300     |
| Total                                       | 320 000 | 2500            | 22729  | 39205  | 61052  | 54876  | 56610  | 40636  | 29064  | 13328  | 0       | 320 000 |

**Table E**  
**Economic cash flow**

| Année                           | 1      | 2      | 3       | 4       | 5      | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20 |
|---------------------------------|--------|--------|---------|---------|--------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----|
| <b>1. COSTS</b>                 |        |        |         |         |        |       |       |        |        |        |        |        |        |        |        |        |        |        |        |    |
| Transfer pricing -PMU costs     | 300    | 90     | 92      | 140     | 90     | 95    |       |        |        |        |        |        |        |        |        |        |        |        |        |    |
| <b>2. COSTAB COSTS</b>          |        |        |         |         |        |       |       |        |        |        |        |        |        |        |        |        |        |        |        |    |
| economic costs                  | 1 702  | 3 556  | 3 639   | 3 070   | 2 337  | 1 275 | -     |        |        |        |        |        |        |        |        |        |        |        |        |    |
| Total costs                     | 2 002  | 3 646  | 3 731   | 3 210   | 2 427  | 1 370 | 373   | 373    | 373    | 373    | 373    | 373    | 373    | 373    | 373    | 373    | 373    | 373    | 373    |    |
| <b>2. NET ECONOMIC BENEFITS</b> |        |        |         |         |        |       |       |        |        |        |        |        |        |        |        |        |        |        |        |    |
|                                 | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |    |
|                                 | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |    |
|                                 | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |    |
|                                 | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |    |
|                                 | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |    |
|                                 | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |    |
| Total Benefits                  | -648   | -4 109 | -6 446  | -8 318  | -3 633 | 1 363 | 7 517 | 16 004 | 23 007 | 29 702 | 29 702 | 29 702 | 29 702 | 29 702 | 29 702 | 29 702 | 29 702 | 29 702 | 29 702 |    |
| Environmental benefits / EXACT  | 0      | 0      | 0       | 0       | 0      | 0     | 0     | 504    | 504    | 504    | 504    | 504    | 504    | 504    | 504    | 504    | 504    | 504    | 504    |    |
| <b>3. ECONOMIC CASH FLOW</b>    | -2 650 | -7 755 | -10 180 | -11 528 | -6 060 | -7    | 7 144 | 15 631 | 22 634 | 29 329 | 29 329 | 29 329 | 29 329 | 29 329 | 29 329 | 29 329 | 29 329 | 29 329 | 29 329 |    |

|           |        |
|-----------|--------|
| ERR       | 24.8%  |
| NPV       | 91 768 |
| Ratio B/C | 3.3    |

**Table F**  
**Sensitivity analysis**

| Résultats                          | TRE   | VAN          | VAN          |
|------------------------------------|-------|--------------|--------------|
|                                    |       | Ar Million   | \$US Million |
| Base (VAN = 0)                     | 30.2% | 1 398 372.21 | 437.0        |
| Si hausse des coûts de 10%         | 29.1% | 1 366 039.3  | 426.9        |
| Si hausse des coûts de 20%         | 28.0% | 1 333 706.5  | 416.8        |
| Si hausse des coûts de 30%         | 27.0% | 1 301 373.6  | 406.7        |
| Si hausse des coûts de 50%         | 25.1% | 1 236 707.9  | 386.5        |
| Si baisse de la Marge brute de 10% | 29.0% | 1 226 202.1  | 383.2        |
| Si Baisse de la marge brute de 20% | 27.5% | 1 054 032.0  | 329.4        |
| Si Baisse de la marge brute de 30% | 25.8% | 881 861.9    | 275.6        |
| Si Baisse de la marge brute de 50% | 21.3% | 537 521.7    | 168.0        |
| Si bénéfices retardés de 1 an      | 27.1% | 1 197 374.9  | 374.2        |
| Si bénéfices retardés de 2 ans     | 24.3% | 1 009 585.3  | 315.5        |