

Inclusive business:

Improving the development contribution

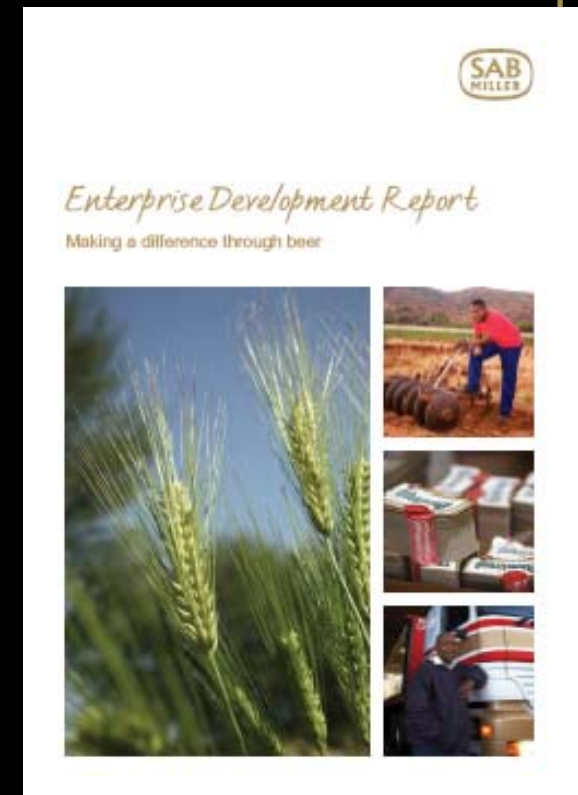
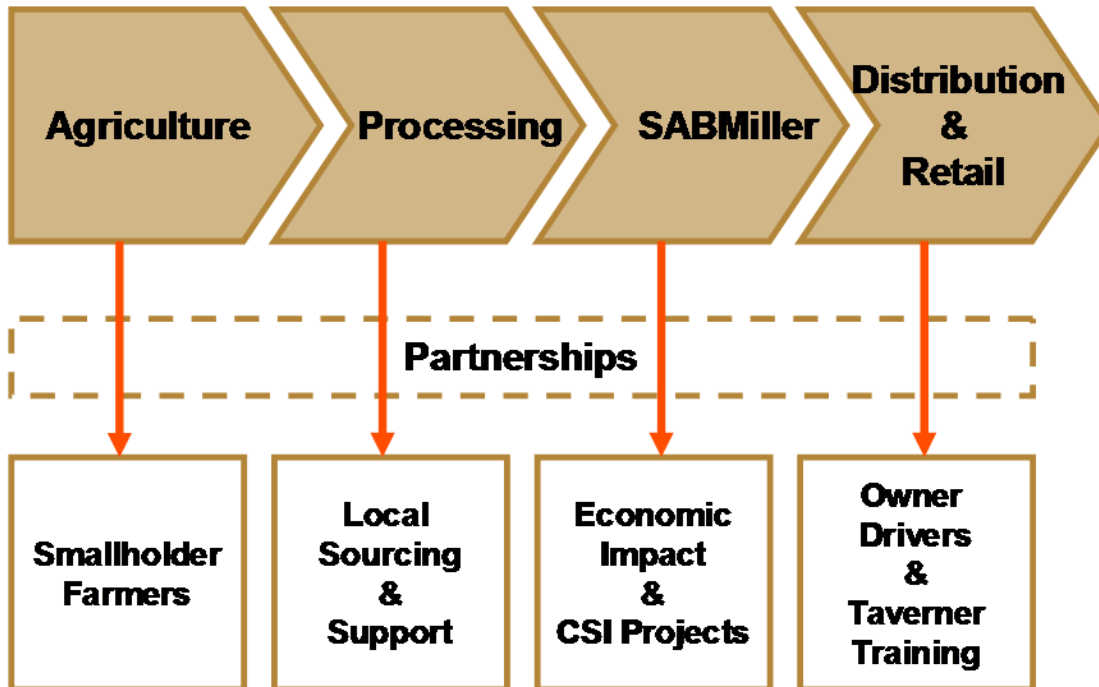
Andy Wales
Head of Sustainable Development
SABMiller

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Encouraging Enterprise Development throughout the value chain





Findings of PWC smallholder review

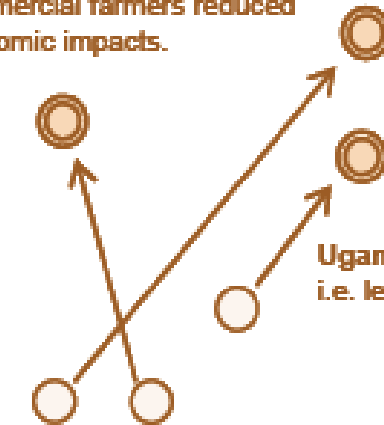


Estimated net
business benefits

Zambia: 2,800 - farmers (steady state).
Sourcing from commercial farmers reduced
positive socio-economic impacts.

India: 6,024 farmers - Rapid growth in market.
Smallholder sourcing central to expansion plans.

Uganda: est 5,800 farmers (steady state,
i.e. levelling peaks and troughs)



Tanzania: 688 farmers – Limited business benefits over local commercial sourcing.

South Africa: 158 farmers - Reducing numbers over recent years due to irrigation challenges .

Estimated socio-economic impact



SABMiller India barley sourcing

Seeds	Sold 648 tonnes of quality certified seeds
Relationship Management & Social Entrepreneurship	Detailed socio-economic assessment completed. Six Social entrepreneurs recruited for the year
Agri-Consulting	A team of 15 qualified agricultural graduates and post-graduates leading the change
Varietal Development	Varietals development being handled in-house. Domestic Agricultural universities and SABBI, Johannesburg enlisted for support.
Package of Practice	Improved yields through POP developed in house & in consultation with State Agricultural Universities.
Agri-Techniques	Ongoing reduction in Threshing & Storage losses through training and continuous monitoring



Top 3 social interventions identified after a detailed socio-economic assessment of 10,000 households

Activity	Responses	Activities planned with Morarka
Agriculture & Water Management	2200	'Conservation Farming' in pilot areas with quantifiable economic gains to the voluntary participating Farmers around our clusters.
Animal Husbandry	2328	Market Linkages for Dairy Produce to women from our member farmer families.
Employment & Education	3582	Scholarships for education for young adults from the communities



SABMiller Latin America

Ecuador: Rice project working with commercial and smallholder farmers

Colombia: Up to 100,000 jobs could be created over 10 years if trials to re-introduce local barley are successful





SABMiller Africa

New lower price business model

Aim to attract consumers from the informal alcohol market

Utilising local lower cost crops – sorghum, cassava

Marketing led

Number of participating farmers could be 45 - 55,000 in F12





Conclusions

Long term success is driven by a sustainable business need

Drivers can be more a reliable or higher quality supply, or lower priced products

Projects can be tricky to manage and getting the partnerships right is crucial

Thank you

