



“Highlights”

Sector Policy Beans

Training BPR Agribusiness Team

Elies Fongers & Marc van Strydonck

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BPR – Bean Sector Training



Rabobank

Bean Sector – Warm-Up Quiz 1

The plant

- Which parts of the bean plant can be consumed?

Leaves – Flowers – Fruit – Seeds – Roots

- How tall is a bean plant?

30cm – 50cm – 75cm – 1m – 2m – more

- Which food do beans replace?

Flour – Vegetables – Nuts – Meat – Fish – Dairy

- Which bean colour is most healthy?

White – Yellow – Mottled – Red – Brown – Black – Other



Highlights Sector Policy - Beans

- Value Chain
- Key Risks
- Target Clients
- Financing Needs



Bean Value Chain - General

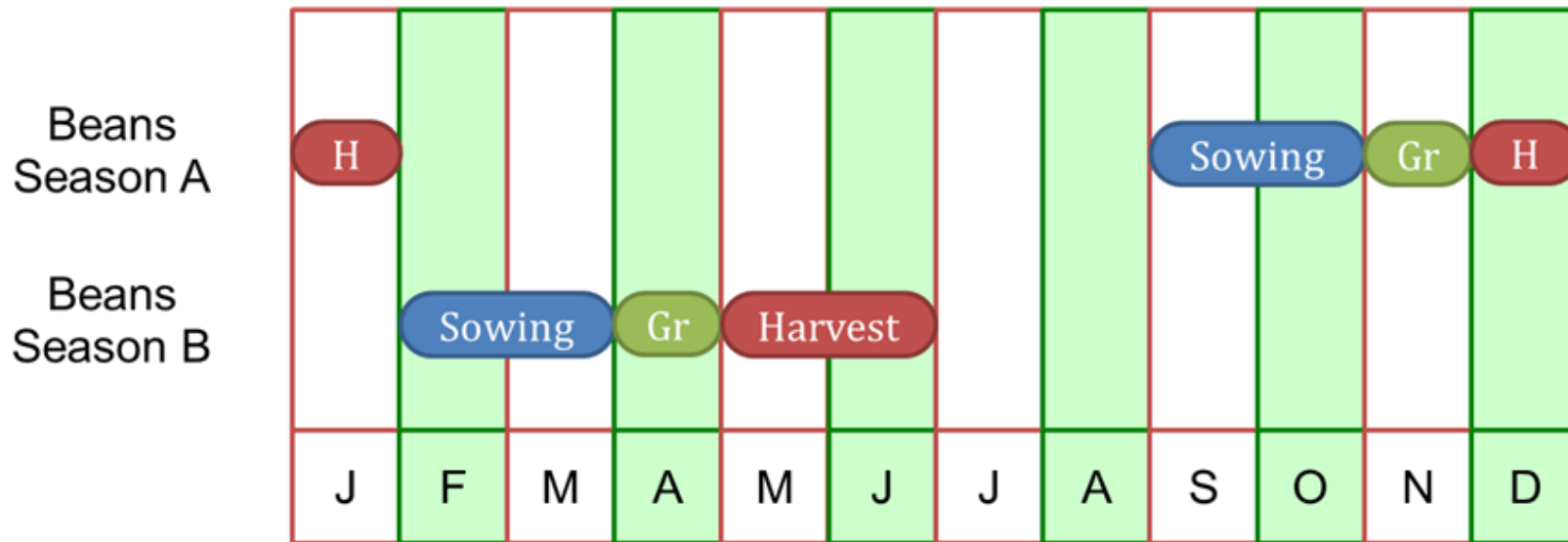
Why do we focus on the bean sector?

- Key food crop for Rwanda as a whole
- Rwanda is a competitive producer in the region with exports to Uganda, Tanzania and DRC
- One of the priority crops under the Crop Intensification Programme

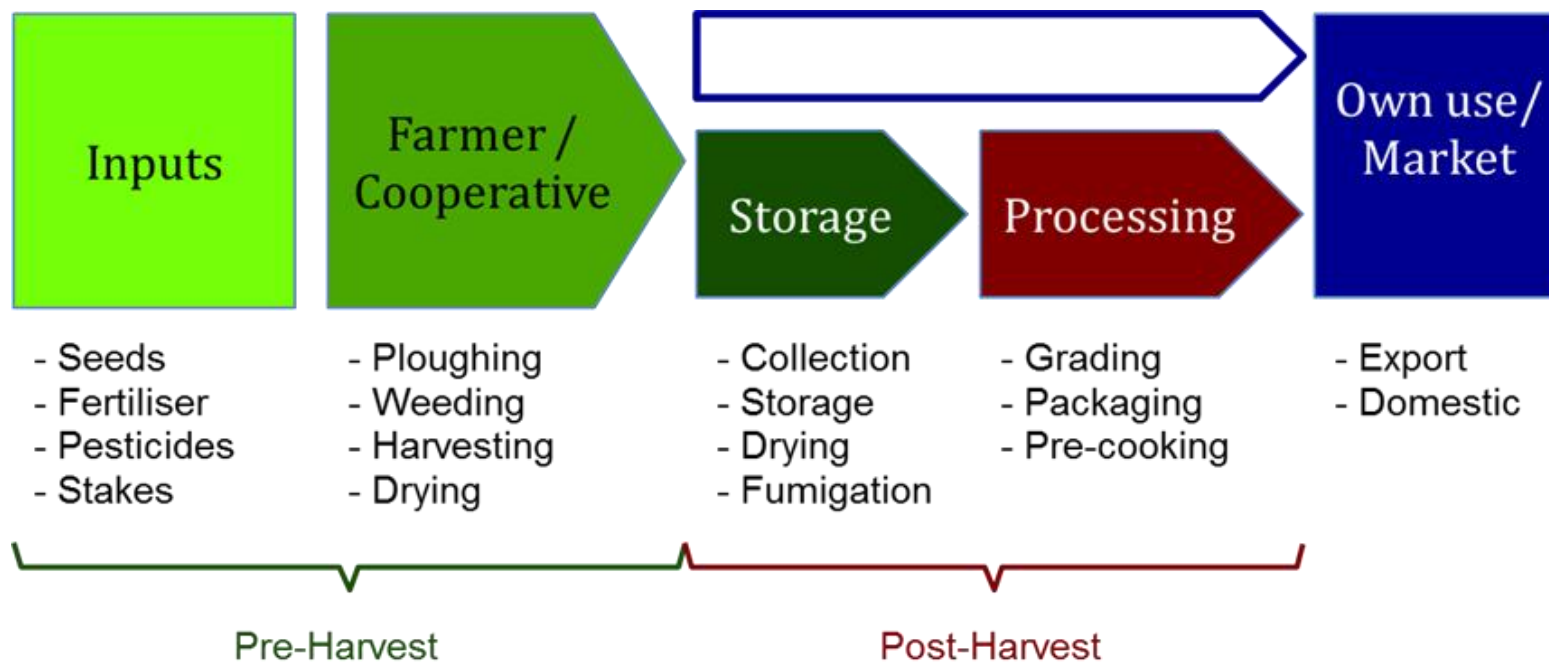


Bean Value Chain - General

Beans Growing Seasons in Rwanda



Bean Value Chain - Overview



Bean Value Chain - Inputs

- Seeds: main input and generally retained by smaller farmers from previous harvest
- Fertilisers: generally no or limited fertilisers are used by smaller farmers
- Pesticides: distributed by the government free of charge
- Stakes: required to grow new, high yield varieties



Bean Value Chain – Farmer/Cooperative

- Production costs: 100 - 120 RWF / kg
- Productivity: 1 MT / ha / year (traditional varieties)
- Bean production cycle: 70 – 90 days (runner beans) and 100 – 150 days (climbing beans)
- Crop rotation with maize, sorghum, cassava and other crops



Bean Value Chain – Farmer/Cooperative

Improved bean varieties

- Yields of 2.5 to 3.5 MT / ha / year can be achieved!
- Seeds are more expensive (circa 500 RWF / kg)
- Adequate fertilisers are required
- Solid stakes are required (investment up to 300,000 RWF / ha)



Bean Value Chain – Farmer/Cooperative

- Role of cooperatives is rather modest
- No cooperative is set up with beans as main production objective
- Main role: collection of harvest, storage facilities, fumigation
- Cooperatives are encouraged by f.i. P4P, IFDC, HarvestPlus and USAID to build improved facilities for storage and fumigation

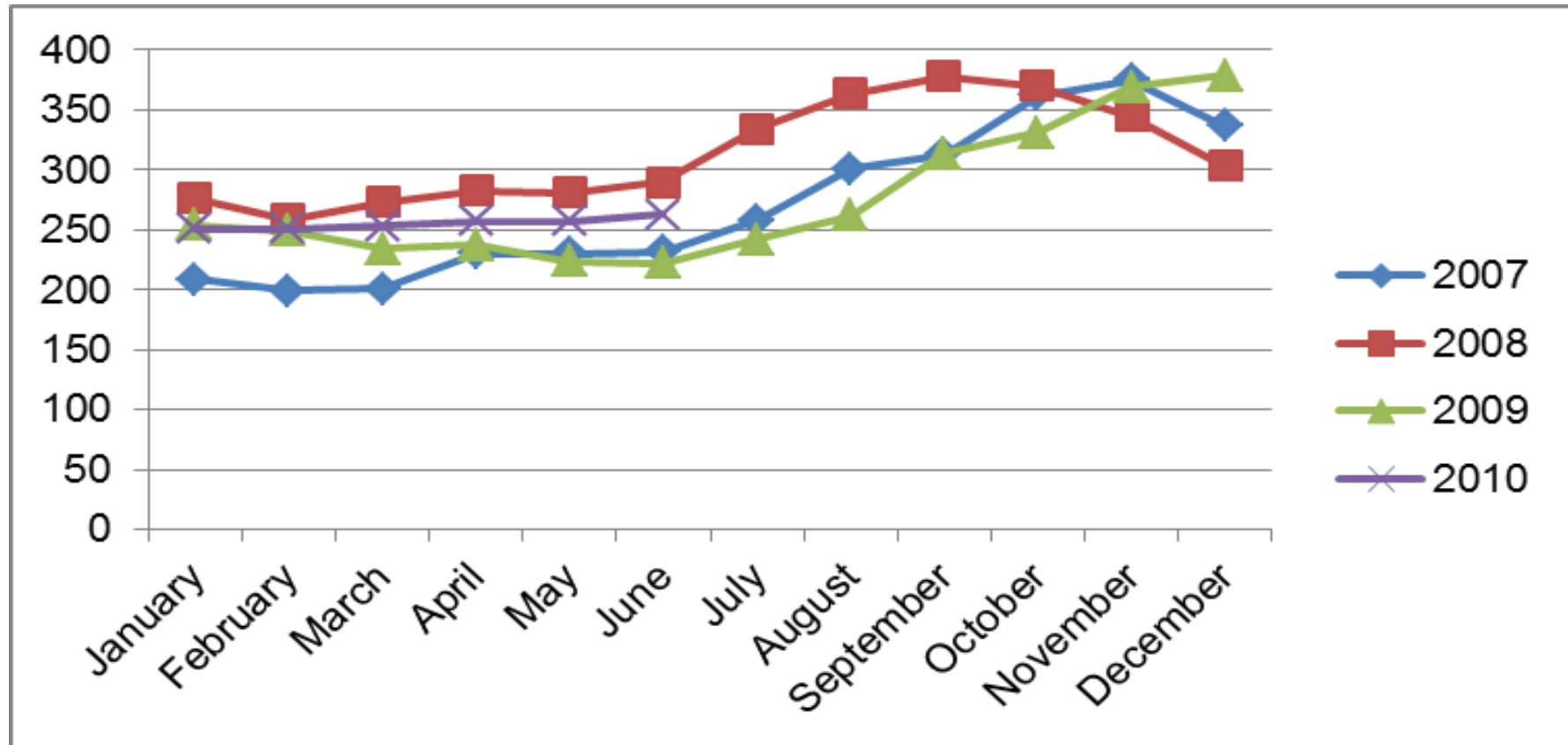
Bean Value Chain – Storage

- Storage facilities are mainly developed by cooperatives, private investors and institutional investors (i.e. Minagri, RGCC)
- Main bottleneck in collecting the beans is the financing capacity of the cooperative or warehouse => raw material collection finance

Bean Value Chain – Market

- Prices: 260 – 320 RWF / kg (consumption beans) and 400 – 450 RWF / kg (seed material)
- Different demand in different regions: red or mottled varieties (country side) and white or yellow beans (urban areas, export markets)
- Largest specific buyers: WFP, P4P, Minagri, Prisons, Schools and Hospitals

Bean Value Chain – Market



Bean Value Chain – Key Risks

Key risks	Mitigants
Yields of high yield varieties more sensitive to farming practices	Farmer selection, input availability and use
Post harvest losses	Access to storage, drying and fumigation
Price risk and variations from region to region	Off take agreements and market price monitoring
Large informal market	Integrated value chains, contracts counterparties

Bean Value Chain – Target Clients

- Cooperatives
- Independent storage operators



Bean Sector – Financing Needs

	Input finance	Raw material collection finance	Inventory finance	Asset Finance
Farmers				
Cooperatives	X	X	X	X
Traders		X	X	X
Warehouses			X	X