



## Processor Business School (PBS)

### ABF – Business Support Facility for Resilient Agricultural Value Chains

#### General context

Processing of raw material from agriculture provides higher value products for domestic and international markets. This creates millions of jobs in OACPS member states. The range of products comprises for example cocoa cortex briquets and energy providing substitutes for firewood or charcoal made from by-products of processing steps. The sector is dominated by non-formal Micro, Small and Medium Enterprises (MSME) and groups that are led in many cases by women. However, MSMEs' business and technical skills are weak. Consequences comprise weak remuneration of the tedious work, untapped important market and technology opportunities due to missing or unclear investment strategies. Furthermore, these MSME suffer from low competitiveness in contexts where industrial processing is making progress. To harness the potentials of MSMEs in processing and employment, strengthening their entrepreneurship, technical and commercial capacities is a must.

Team distribution



<b>Project name</b>	Agri-Business Facility for Africa Co-implementing the Joint Action "Business Support Facility for Resilient Agricultural Value Chains"
<b>Partner Countries</b>	Africa (BMZ) All 79 OACPS member states (EU)
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<b>Implementing Partners</b>	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

## The approach

In 2015, the Competitive African Rice Initiative (CARI) with support from SSAB – the predecessor program of ABF – has developed the first Processor Business School (PBS) training for rice parboiling groups in Nigeria, Burkina Faso and Ghana. *Green Innovation Centre* Nigeria has taken up this PBS and adapted it to the processing of cassava into gari. In 2018, the Forest & Environment Program in Cameroon developed PBS on non-timber forest products to add a new element to the forest protection strategy. This is adapted in Mauritania. So far 8 curricula are available and a PBS training on processing of cocoa by-products is in the making.

More than 69,000 African small-scale processors have already undergone PBS training – more than 92% of them are women.

## PBS principles and success factors

- Understand **the current situation and discover opportunities** of markets, core technologies for improved efficiency, quality and for marketing e.g. packaging size and quality.
- **Money-Out:** operating cost for labor, raw material, other inputs, packing, services, maintenance, repairs as well as investments and fix cost depreciations
- **Unit cost** of the processed product and envisaged **margins** for price negotiation
- **Money-In** (gross revenue) and assessment of profit or loss
- **Healthy nutrition and cooking**, hygiene of food preparation and consumption
- **Discovery: You are a businessperson!**

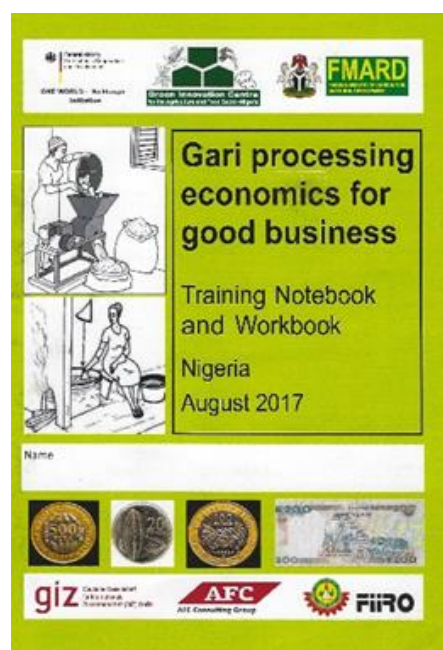
## Impacts

Aisha Ishola, Gari Processor from Baale-Ogunbayo, Ogun State, Nigeria. She participated in PBS training organized by Green Innovation Centre Nigeria and is very enthusiastic about best practices learnt in PBS.

*'These new methods have really convinced me. Everything is much more hygienic than the processes we used in the past.'*

Further impacts of PBS that are continuously mentioned by our implementing partners are:

- Improved technologies adopted and more efficient work
- Use of services, better product quality, improved packaging
- New buyers and (bulk) off-taking agreements
- Improved financial management, investments and access to loans from banks
- New jobs, increased turnover, and profits



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**Project** Agri-Business Facility for Africa co-implementing the Joint Action "Business Support Facility for Resilient Agricultural Value Chains" Dag-Hammarskjöld-Weg 1-5 65760 Eschborn Germany

<https://www.giz.de/en/ABF>  
<https://www.agribusiness-facility.org>

**Contact** Magnus Schmid, [magnus.schmid@giz.de](mailto:magnus.schmid@giz.de)

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