



Inclusive Investment Opportunities for Unleashing the Power of the Pastoral Sector

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UF | IFAS
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MAP's work spanned across two key phases

1 Phase 1: Landscape

Developed robust pastoral markets landscape

- Covering representative geographies (Ethiopia, Nigeria and Burkina Faso)
- Focused on milk and meat value chains for cattle and small ruminants

Developed **pastoral archetypes** and **tailored approaches** to support them

Synthesized key pastoral challenges and identified **high potential interventions and enablers**, aligned with approaches identified

2 Phase 2: On-the-Ground Validation

Conducted primary research to validate insights

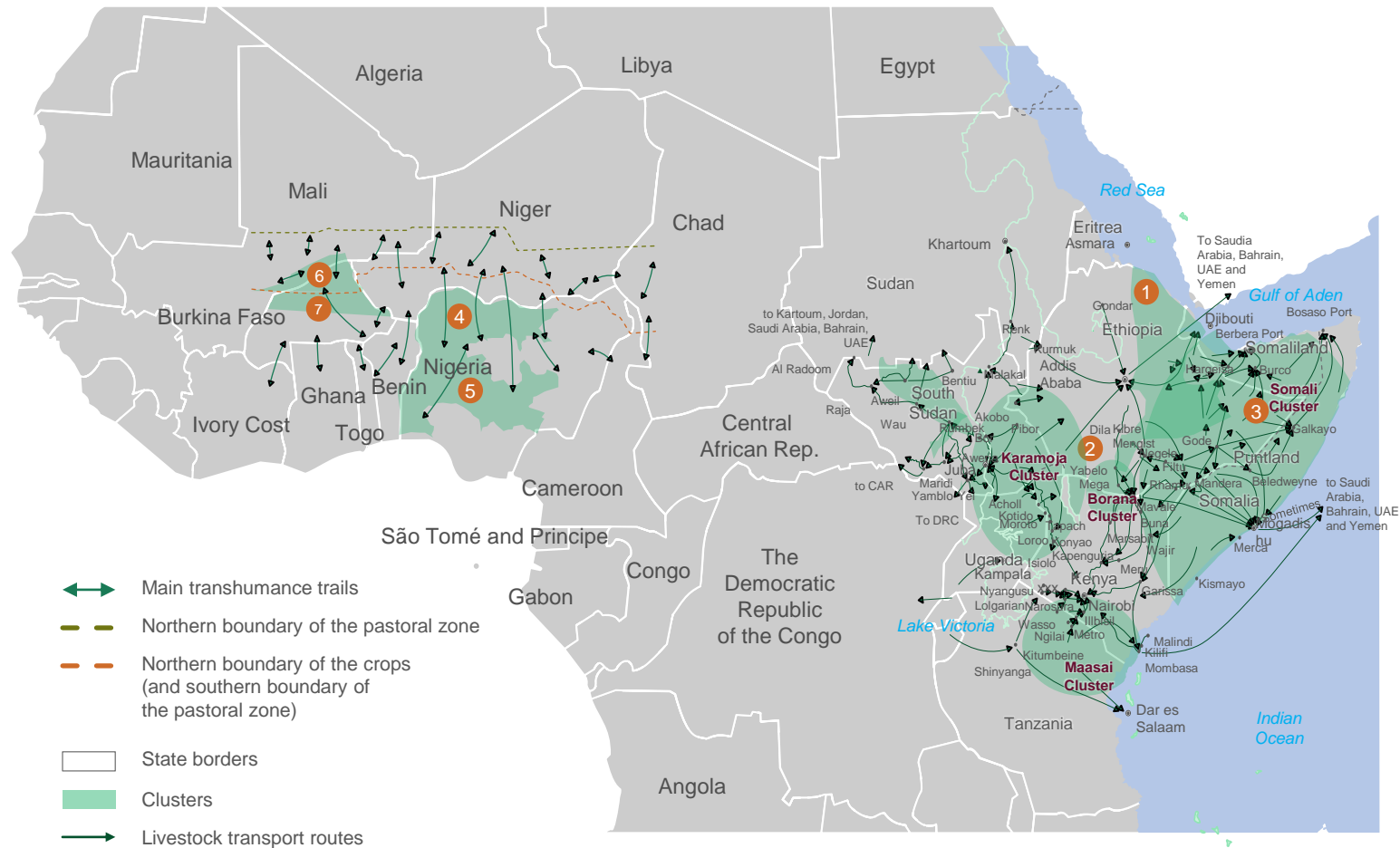
- 500+ value chain actors across Ethiopia, Nigeria, Burkina Faso (+ Kenya)
Collected robust qualitative data on key challenges and support required

Developed detailed case studies on investment and policy landscape in focus geographies

- Synthesized insights on direction of policy changes and lessons from prior programs and investments

Developed a framework to **measure resilience in pastoral markets systems**

Pastoralism in Africa is transboundary, fragmented with 100+ communities: we focused on cattle and small ruminant meat value chain in 4 key geographies



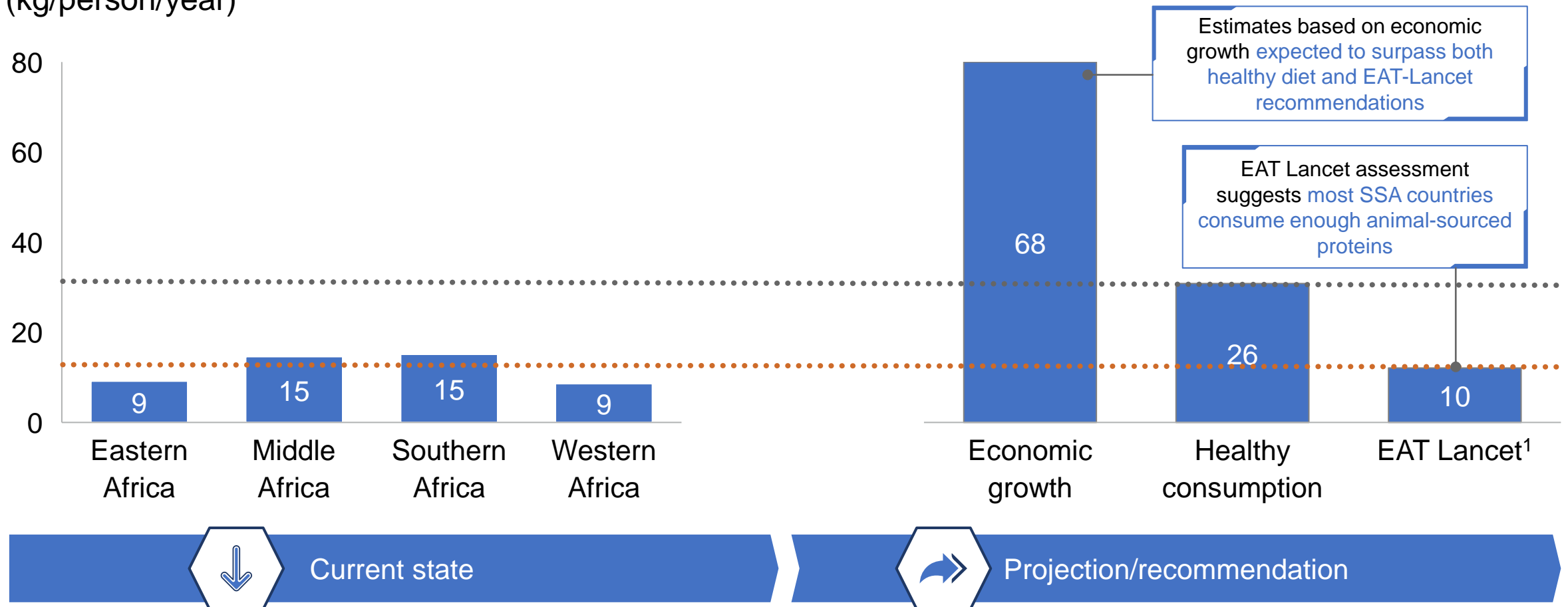
➤ We focused on 4 geographies covering ~40m pastoralists (Ethiopia, Nigeria, Burkina Faso, and Kenya)

➤ Prioritized **cattle and small ruminant value chains** and within that, **live animal and meat**, with **milk as a secondary focus** (especially in Nigeria)

Narrowing down from 100+ pastoral communities to 3-4 geographies allows us to generate actionable insights with limited data / resources

Animal sourced food consumption is increasing in Africa and pastoral production is a critical supply shed that we cannot afford to ignore

Current and recommended/projected red meat (kg/person/year)



















Source: [Our World in Data](#); [EAT-Lancet](#); [World Cancer Research Fund](#)

Note: Latest data available is from 2019; segmentation of African countries into different regions done based on [UN segmentation](#) 1. Based on the maximum of the possible range suggested by EAT-Lancet ; Eastern Africa includes Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Madagascar, Malawi, Mauritius, Mayotte, Mozambique, Reunion, Rwanda, Somalia, Sudan, Uganda, Tanzania, Zambia, and Zimbabwe; Middle Africa includes Angola, Cameroon, Central African Republic, Chad, Congo, DRC, Equatorial Guinea, Gabon, Sao Tome and Principe; Southern Africa includes Botswana, Lesotho, Namibia, South Africa, Swaziland; Western Africa includes Benin, Burkina Faso, Cape Verde, Coted'Ivoire, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Senegal, Sierra Leone, Togo; Red meat consumption includes meat from cattle, goat, and sheep

Not all pastoralists require the same type of support - four archetypes based on level of income, diversification, and resilience

More Resilient

	"Highly vulnerable" (~25 - 35%)	"Hanging-in" (~20 - 30%)	"Moving up" (~25 - 35%)	"Highly adaptive" (~5 - 15%)
	<ul style="list-style-type: none"> Limited access to formal resourcing Lack herd resiliency (herd configuration / cash income) Leverage alternative options (e.g., petty trade) 	<ul style="list-style-type: none"> Lack sufficient safety net of cash / herd resiliency Prone to imminent shocks, Likely to use distressful coping mechanisms 	<ul style="list-style-type: none"> Resilient enough to weather most shocks Begin to operate more efficiently May leverage adaptive coping strategies (e.g., herd splitting) 	<ul style="list-style-type: none"> Herd optimization Highest resource efficiency and commercial success
Total Income	 Below poverty threshold	 Highly variable income	 Some dependable income	 High, dependable income
Livestock Income	 No/limited income from livestock product sales	 Limited income from livestock sales	 Some income from livestock sales	 High income from livestock
Livestock Resilience	 Limited herd size	 Herd size close to 4.5 TLU; limited diversity	 Larger herd size/diversity	 Large herd size and diversity
Income diversification	 High diversification; forced / distressed	 Limited overall diversification	 Opportunistic and adaptive diversification	 Opportunistic and adaptive diversification

Note: %s shown in each archetype represent range of pastoralist population estimated to belong to each archetype across all three focus geographies
Source: MAPs Analysis 2021-2022

Pastoralists are not always able to respond to signals due to a range of structural barriers



Pastoralists make rational economic decisions

Pastoralists act in economically rational ways to optimize short-term income and manage risk

- Refrain from selling livestock to avoid currency devaluation due to inflation
- Sell livestock for cash during emergencies

Decisions may adversely affect long term outcomes and economic growth

- Sell livestock at suboptimal time, price, or below ideal weight out of necessity
- Shift to farming or adopting modern cattle production methods



Structural barriers impede effective market participation

Pastoralists are highly vulnerable to negative economic, political, and climatic shocks

- Experience increasing/prolonged drought
- Climate change, ineffective land governance driving land degradation
- Inflationary market pressures led to more business cost/currency devaluation
- Poor infrastructure limits market linkage
- COVID-19 decreased market flow

Circumstances can change rapidly – once successful pastoralists have lost >300 cattle at once, rendering them highly vulnerable



Strong private sector interest in working with pastoralists

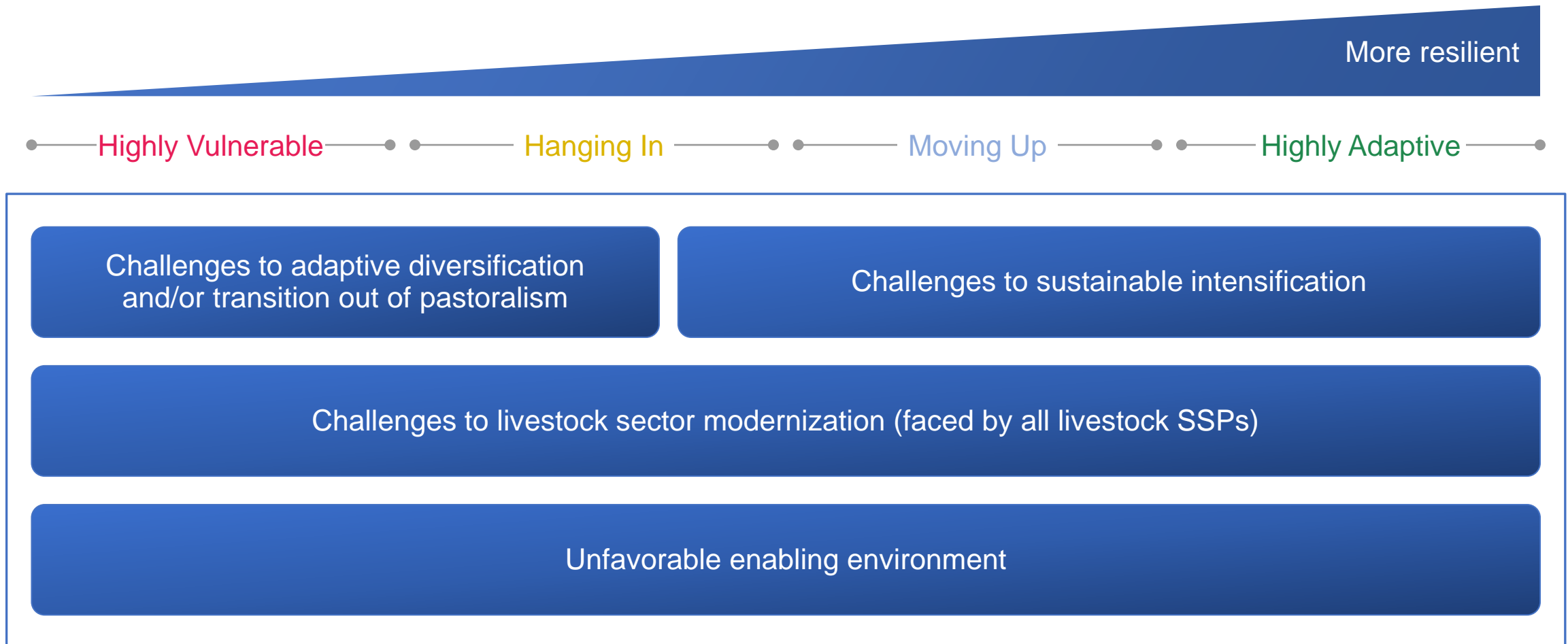
Failures in existing market structure and enabling environment impede collaboration

- Value chain is highly fragmented makes it harder to work directly with pastoralists
- Working capital inaccessible from banks and MFIs
- Pressures are felt by all actors across the value chain (not just processors or pastoralists)



***Pastoralists will respond to incentives, but will ultimately behave in constrained way
Require tailored approaches across humanitarian support, market interventions, and policy support***

Structural barriers exist across the value chain: there are many challenges, some of which are faced by all livestock value chain actors, or producers



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More Resilient

Highly Vulnerable

Hanging In

Moving Up

Highly Adaptive

Challenges to adaptive diversification and/or transition out of pastoralism

- ☆ Lack of economic opportunities (e.g., jobs) for diversification
- ☆ Limited technical capabilities or vocational knowledge needed to capture existing economic opportunities
- ☆ Lack of access to production inputs (e.g., fattening rations) needed for newly adopted sources of livelihoods
- ☆ Cultural norms that cause extreme “stickiness” to pastoralism

Challenges to sustainable intensification

PRODUCTIVITY

- ☆ Limited access to dependable pasture, feed and water resources
- ☆ Limited awareness, poor access to animal health services
- ☆ Rangeland degradation

MARKET INTEGRATION

- ☆ Limited physical market access and connectivity, high transportation costs
- ☆ Limited access to market information leading to low bargaining power with intermediaries
- ☆ Lack of commercial orientation (incl. driven by norms)
- ☆ Lack of value addition knowledge, coordination incl. among intermediaries (e.g., animal fattening)

Challenges to livestock sector modernization (faced by all livestock SSPs)

PRODUCTIVITY

- Inadequate supply chain (incl. production and distribution) for feed, feed supplements and substitutes
- High cost and/or limited provision of animal health supplies, vaccines
- Low access, utilization of genetic improvements

MARKET INTEGRATION

- Unstructured market pricing system, lack of pricing/quality standards
- Lack of quality storage, livestock care, weighing/lairage facilities at marketplaces
- Absence of/poor hygiene and inspection standards in abattoirs
- Limited availability, quality of processing infrastructure at markets

Unfavorable enabling environment

- ☆ Unfavorable policy environment (e.g., forced settlement)
- ☆ Lack of land tenure and / or inclusive governance
- ☆ Limited resilience to climate shocks
- ☆ Exposure to insecurity and conflict
- ☆ Limited private sector engagement
- ☆ Market discouraging cultural norms
- ☆ Limited technical capacity
- ☆ Limited adoption of technology / innovation
- ☆ Limited access to financing
- ☆ Gender dynamics that marginalize women
- ☆ Limited access to quality data
- ☆ Limited access to infrastructure

Today, we will focus on a deeper examination of the challenges preventing effective market participation of pastoralists from different perspectives

Pastoralist Perspectives

Panel to kickstart the conversation and **hear about key challenges directly from pastoralists** and pastoral representatives from a range of geographies

Private Sector Perspectives

Hear from the **private sector on challenges they face in working more effectively with pastoralists**, and understand what they need to unblock those challenges

Climate Perspectives

Discuss key climate impacts and the **evolving nature of pastoralism in the face of climate change**

Breakouts: Thematic Areas

Unearth **nuances, opportunities across four key challenges**:

- Access to Pasture, Feed and Water
- Access to Animal Health Products and Services
- Market Linkage and Access
- Value Addition

Breakouts: Geographies

Unearth **nuances, opportunities across four key geographies**:

- Ethiopia
- Kenya
- Nigeria
- Other Parts of Sahel (incl. Burkina Faso)