

## Road Map - Madagascar

Date	Activity
2 Mar	This workshop!
30 Mars	Team building (core group) communication with non-Ministry members
7A vril	Inaugural core group meeting
01Juin	Core group working period: phase 1 - Preparation of interim outputs
Jul 12	Study tour (tentative) - Learning from Asian countries - Peer review / expert consultation of interim outputs
Aug – Sep 12	Core group working period: phase 2 - Round of individual meetings
28 Octobre	Finalization of the results
Nov 12	Stakeholder meeting
Dec 12	Final Report to the CARD Secretariat
Jan 13	Synthesis at the regional level
Feb 13	Submission to NEPAD – further up to G8, G20, AU...
Jun 13	CARD General Meeting 5 TICAD 5

### **Policy track**

- Recognition of all the players on value (supply) chain and providing enabling environment for all of them
- Policy tool analysis – elaboration

### **Technical track**

- Choosing appropriate mix of machineries
  - (Nationwide picture) what type, how many by when?
  - (Individuals) Machine users and dealers should know how to make right decisions – decision making aid
- Certification and testing
  - Based on existing institutions
  - What can be tested now, in 5 yrs, 10 years, beyond 10 years? What to be left to foreign system?
- Ownership?

### **Dealership**

- Key player for the appropriate maintenance of the machineries (=sustainability!)
- Improved capacity / performance
- Business model
- Incentives / disincentives (policy tools)

How? –

### **Finance**

- Clarify who to provide credit
- BUT, attach (THEORETICAL) FINANCIAL / RISK ANALYSIS TO SHOW THAT BORROWING MONEY TO THEM IS A BANKABLE BUSINESS!

## Classification of stakeholders (policy track)

Stakeholders	Classification		
	Core working group	Individual interviews	Presence at launching / stakeholders' meeting
PARTENAIRES FINANCIERS		SECRETARIAT MULTIBAILLEURS	SECRETARIATS MULTIBAILLEURS
MINISTERE D L'AGRICULTURE	DIR UPDR,DGR, DIR CFAMA	MINISTRE,SG,DGT,DAOF	SG,UPDR,CFAMA,DGR, DPA,DAOF,DPA
MINISTERE CHARGE DES FINANCES	1 REPRESENTANT	DG DOUANE , DGI,COORD PAMF ( PROGRAMME D'APPUI A LA MICRO FINANCE)	REPRESENTANT DG DOUANE , DGI,COORD PAMF ( PROGRAMME D'APPUI A LA MICRO FINANCE)
MINISTERE CHARGE DES DOMAINES		DG DOMAINE	REPRESENTANT DIRECTION GENERALE DES DOMAINE ET SERVICES FONCIERS DG DOMAINE
MINISTERE DU COMMERCE	DG NORME ET QUALITE	DG NORME ET QUALITE, OMAPI	DG NORME ET QUALITE, OMAPI
MINISTERE DES INDUSTRIES		DG INDUSTRIE	DG INDUSTRIE
MINISTERE TRAVAUX			Task force NDRS
MINISTERE DU TRAVAIL		DIR TRAVAIL	DIR TRAVAIL
MINISTERES DE L'INTERIEUR ET DEFENSE		DIR DE LA SECURITE INTERIEURE	DIR DE LA SECURITE INTERIEURE
MINISTERE DE L'ENERGIE		DIR ENERGIE	DIR ENERGIE
INTERNATIONAL MANUFACTURES :MASSEY	1 REPRESENTANT	RESPONSABLE TECHNIQUE	RESPONSABLE

FERGUSSON, CASE, ESCORT, JOHN DEER, KKUBOTA, YANMAR		MATERIEL AGRICOLE	TECHNIQUE L MATERIEL AGRICOLE
IMPORTING AGENTS : MATERAUTO, STE FRAISE, MADAUTO, SOCIMEX, UNIVERSAL IMPORT, TOYOTA RASSETA, HUA HONG,AGRIVET,	1 REPRESENTANT	3 SOCIETES	3 SOCIETES
Domestic manufactures: AFMA, CFAMA, ACAMECA, TSARADISA,AFMAD, ZINA, SIDEMA, MANGATANY,	1 REPRESENTANT	6 SOCIETES	6 SOCIETES
MATERIAL SUPPLIERS: SANIFER, MILLENIUM IMPORT, QUINCAILLERIE 2000, BAT PRO, STE MADECASSE,	1 REPRESENTANT	3 SOCIETES	3 SOCIETES
DEALERS: DISTRIBUTORS,RETAILERS,TRADERS (THIS INCLUDING TRANSPORT	1 REPRESENTANT	2 SOCIETES	2 SOCIETES
LOCAL WORKSHOPS FOR MAINTENANCE: CFAMA, ACAMECA			
FINANCIERS: OTIV, CECAM, MICROCRED, ADEFI, ACCES BANQUE, BOA, BNI, FRDA	1 REPRESENTANT	6 SOCIETES	6 SOCIETES
CUSTOM HIRING PROVIDERS: CFAMA, FRAISE, CENTRE DE FORMATION DE BEVALALA, CSA,			
MILLING SERVICE PROVIDERS: MADRIGAL, SCALA,RABEHAJA	1 REPRESENTANT	2 SOCIETES	2 SOCIETES
MACHINE OPERATORS : CFAMA			
SMALL SCALE FARMERS: FARMER ASSOCIATIVE, CHAMBRE D'AGRICULTURE, COOPERATIVES	1 REPRESENTANT	10	10
RECHERCHE ET DEVELOPPEMENT		FOFIFA, CNRIT,UNIVERSITE, FCRA	FOFIFA, CNRIT,UNIVERSITE, FCRA

## Classification of stakeholders (technical track)

Stakeholders	Classification		
	Core working group	Individual interviews	Presence at launching / stakeholders' meeting
MINISTERE D L'AGRICULTURE		MINISTRE,SG,DGT,DAOF,DPA,DAAR, DCA	SG,UPDR,CFAMA,DGR, DPA,DAOF,DPA
INTERNATIONAL MANUFACTURES :MASSEY FERGUSON, CASE, ESCORT, JOHN DEER, KUBOTA, YANMAR	1 REPRESENTANT	3 REPRESENTANTS	3 REPRESENTANTS
IMPORTING AGENTS : MATERAUTO, STE FRAISE, MADAUTO, SOCIMEX, UNIVERSAL IMPORT, TOYOTA RASSETA, HUA HONG,AGRIVET,	1 REPRESENTANT	3 SOCIETES	3 SOCIETES
Domestic manufactures: AFMA, CFAMA, ACAMECA, TSARADISA,AFMAD, ZINA, SIDEMA, MANGATANY,	1 REPRESENTANT	6 SOCIETES	6 SOCIETES
MATERIAL SUPPLIERS: SANIFER, MILLENIUM IMPORT, QUINCAILLERIE 2000, BAT PRO, STE MADECASSE,	1 REPRESENTANT	3 SOCIETES	3 SOCIETES
DEALERS: DISTRIBUTORS RETAILERS TRADERS (THIS INCLUDING TRANSPORT	1 REPRESENTANT	2 SOCIETES	2 SOCIETES
LOCAL WORKSHOPS FOR MAINTENANCE: CFAMA, ACAMECA			
FINANCIERS: OTIV, CECAM, MICROCREC, ADEFI, ACCES BANQUE, BOA, BNI, FRDA	1 REPRESENTANT	6 SOCIETES	6 SOCIETES
CUSTOM HIRING PROVIDERS: CFAMA, FRAISE, CENTRE DE FORMATION DE BEVALALA		2 CENTRES	2 CENTRES

MILLING SERVICE PROVIDERS: MADRIGAL, SCALA, RABEHAJA	1 REPRESENTANT	2 SOCIETES	2 SOCIETES
MACHINE OPERATORS : CFAMA			
SMALL SCALE FARMERS: FARMER ASSOCIATIVE, CHAMBRE D'AGRICULTURE, COOPERATIVES	1 REPRESENTANT	10	10
RECHERCHE ET DEVELOPPMENT	1 REPRESENTANT	FOFIFA, CNRIT, UNIVERSITE, FCRA	FOFIFA, CNRIT, UNIVERSITE, FCRA
PARTENAIRES DIVERS: FERT, ADRA, CARE, SAF FJKM,		PARTENAIRES DIVERS: FERT, ADRA, CARE, SAF FJKM,	PARTENAIRES DIVERS: FERT, ADRA, CARE, SAF FJKM,