



project results

IMPROVING QUALITY AND QUANTITY OF THE PRODUCTION OF ORGANIC FERTILISERS IN MALI



Capacity building



Management system



Beneficiary organisation

Mali Engrais, founded in 2016 and originating as an EIG (Economic Interest Group), is a **Malian company dedicated to promoting a sustainable and responsible agricultural sector through the production and distribution of high-quality organic fertilisers**. The company is among the few in Mali accredited for fertiliser quality, with its products regularly validated by recognised institutions. Mali Engrais produces three main fertiliser brands – Ecofert, Cocoterre, and Orgamine – primarily used by cereal and vegetable farmers. In addition to its products, the company offers value-added advisory services, including soil diagnostics, fertilisation planning and optimisation, and guidance on best agricultural practices.

The challenge

Mali's agricultural sector is largely dominated by small-scale, rain-fed subsistence farming, with most farms cultivating less than 5 hectares. Despite the continued prevalence of conventional agriculture, there is growing recognition of the need for sustainable soil management, especially given the country's challenging climatic conditions and limited mechanisation. **While demand for eco-friendly inputs is increasing, smallholder farmers remain highly price-sensitive and often have limited purchasing power.** This creates a key challenge for producers of organic fertilisers: reducing production and distribution costs while adapting their products to the needs of smallholder farmers. This requires investment in appropriate production equipment and the development of more accessible formats to ensure affordability and practical use for small-scale cereal farmers.

The proposed solutions

Reducing production expenses requires the identification and **elimination of inefficiencies and hidden costs** within production systems, thereby improving operational efficiency. This is to be complemented by the **integration of CSR (Corporate Social Responsibility) and HSE (Health, Safety and Environment) standards** into production processes, to ensure safer, more responsible, and more sustainable operations. In parallel, smallholder farmer **customers are to be trained and sensitised on the proper use of organic fertilisers**, with a view to increasing productivity while promoting sustainable agricultural practices through training delivered by Mali Engrais staff.

The expected outcomes of the project were:

- 1 The assessment of production processes to reduce production expenses.
- 2 The reduction of production costs by 10% through production optimisation.
- 3 The establishment of a **CSR framework** and the implementation of **HSE measures**.
- 4 The training of 50 smallholder farmers on the use of organic fertilisers.

PRIORITY TOPICS

Environment and climate change



Food security and improved nutrition



IMPACT INVESTOR



BENEFICIARY ORGANISATION

Mali Engrais

Mali

NUMBER OF FARMERS REACHED

257

AGRICULTURAL VALUE CHAIN

Rice, Maize, Manure

START DATE

May 2025

END DATE

November 2025

TOTAL EXPENDITURE

€ 12,629

Including € 9,275 (73%)
financed by SSNUP



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key results



1 comprehensive assessment of production processes to identify optimisation opportunities and reduce overall production costs

leading to the **completion of concrete actions across key functions**, including financial and administrative management, procurement, production, and commercial operations



A reduction of **-13%** in production costs



1 formal CSR and HSE policy developed integrating standards to guide ESG (Environmental, Social, and Governance) initiatives

leading to the **implementation of specific actions** focused on corporate social responsibility and employee health and safety

SDGs supported by the project



1. No poverty

1.5 Building the resilience of vulnerable people

2. Zero hunger

2.3 Improving agricultural productivity and increasing smallholder farmers' income
2.4 Adoption of productive, sustainable and resilient agricultural practices



257
61% women

smallholder farmers trained and sensitised **on the optimal use of organic fertilisers** resulting in **10 cooperatives being identified as prospective clients** with the potential to benefit from collective discount purchasing mechanisms



improved farming practices better soil management and reduced reliance on chemical fertilisers



identified prospective clients cooperatives with potential benefit of collective discount purchasing mechanisms



lessons learnt

✓ Staff participation enables effective training replication

When combined with hands-on practical training and involving trainers drawn from within the implementing organisation, the training-of-trainers (ToT) approach accelerates knowledge transfer. It enables internal staff to acquire operational training skills through direct participation in initial sessions, allowing them to progressively replicate and deliver training independently. This combination of practical content and structured skill transfer strengthens internal capacity and supports the scaling of training activities.

✓ Peer learning accelerates knowledge transfer

Delivering training directly at the production sites of beneficiaries, rather than in a centralised location, improves participation and engagement. This on-site approach facilitates attendance, encourages active interaction, and allows participants to relate training content more directly to their own practices. It also supports better alignment between training content and local conditions, enhancing the relevance and immediate applicability of the knowledge shared.

✓ Combined training and dialogue can strengthen market linkages and demand alignment

Integrating training with structured dialogue, needs assessment, and discussions on collaboration opportunities help build trust and foster relationships between stakeholders. This approach encourages the emergence of networks and commercial interest among producer organisations, while also generating valuable insights into farmers' needs, constraints, and demand. By linking engagement with demand identification, it supports better alignment between product offerings and market realities and lays the groundwork for future commercial partnerships.

Outlook

Opportunities exist to scale the model to some additional cooperatives and farmers' organisations, leveraging the significant theoretical commercial potential of up to 14,000 hectares. At the same time, strengthening engagement with local markets and stakeholders will be key to consolidating both economic performance and environmental benefits, while supporting broader uptake of sustainable agricultural practices.

