



ኢትዮጵያን ሲድ ክሶሲሽን
ETHIOPIAN SEED
ASSOCIATION



3rd March, 2025
Rwanda Kigali, Serena Hotel



Background

- ▶ Ethiopian Seed Association(ESA) was established in 2005 and currently has 60 members.
- ▶ In Ethiopia there are more than 350 seed producers/importers/ traders and agrochemical importers
- ▶ **Ethiopian seed sector Opportunities**
 1. **Diverse Agro–ecology:** Ethiopia's diverse agro–ecological zones allow for the production of a wide range of crops, including vegetables and potatoes.
 2. **Growing Market Demand:** The demand for vegetable seeds is rapidly growing, driven by an increasing population and changing dietary preferences.
 3. **Government Support:** Better government policies and the ratified Seed Proclamation 1288/2023 provide a supportive framework for the seed sector.
 4. **Research and Development:** There are ongoing initiatives to improve agricultural research and breeding effectiveness, which can enhance seed quality and availability.
 5. **Investment Incentives:** The government offers various incentives for investors, including tax exemption and subsidies, to encourage investment in the seed sector.

Ethiopian seed sector Potentials

1. **High-Quality Seed Production:** With the right investments, Ethiopia has the potential to produce high-quality seeds that meet international standards.
2. **Export Opportunities:** The country can become a significant exporter of seeds to neighboring countries and beyond, tapping into regional and global markets.
3. **Technological Advancements:** Investment in modern seed production technologies can increase efficiency and yield, making the sector more competitive.
4. **Public-Private Partnerships:** Collaborations between the government, private sector, and international organizations can drive innovation and growth in the seed sector.
5. **Sustainable Agriculture:** Promoting sustainable agricultural practices through improved seed varieties can enhance food security and environmental sustainability.
6. **Irrigation Potential:** Numerous river basins afford great potential for irrigation.

ESA Vision and Mission

- ▶ **Vision:** To be a leading association in promoting vibrant seed business for domestic and international market.
- ▶ **Mission:** To promote dynamic seed production, distribution and trading systems that contribute to sustainable agricultural development in Ethiopia



ESA Members Background

- ▶ The members of ESA are drawn from public seed enterprises,
- ▶ small and medium domestic private seed companies,
- ▶ Few multinational seed companies,
- ▶ Farmers' seed producing and marketing cooperative union
- ▶ vegetable seeds and chemical importing firms.



a. Collaboration with AFSTA networks has yielded significant improvements in seed quality and diversity in various countries. Here are some examples and lessons Ethiopia can learn from these experiences:

Successful Collaborations

1. Kenya's Seed Sector Development:

Collaboration: Kenyan seed producers partnered with AFSTA and international organizations to enhance seed quality through training and technology transfer.

Outcome: Improved seed varieties, particularly in maize and horticultural crops, led to increased yields and farmer incomes.

Lesson for Ethiopia: Investing in training and technology can significantly enhance seed quality and boost agricultural productivity.



2. South Africa's Seed Certification:

Collaboration: South African producers worked with AFSTA to streamline the seed certification process, ensuring compliance with international standards.

Outcome: This led to higher-quality seeds that met both local and export market demands, fostering greater market access.

Lesson for Ethiopia: Establishing efficient certification processes can enhance the competitiveness of Ethiopian seeds in both local and international markets.

3. Nigeria's Improved Varieties:

Collaboration: Nigerian seed companies engaged with AFSTA to share research and development resources, focusing on indigenous and high-demand crop varieties.

Outcome: The introduction of diverse and resilient seed varieties helped address food security issues and increased crop diversity.



Lesson for Ethiopia: Leveraging regional expertise to develop diverse seed varieties can address specific local challenges, such as climate resilience and pest resistance.

4. Tanzania's Regional Seed Initiatives:

Collaboration: Tanzanian seed producers collaborated with regional networks to promote the exchange of best practices and knowledge on seed production. ○ **Outcome:** This collaboration resulted in improved seed quality and a broader range of crops available to farmers.

Lesson for Ethiopia: Building networks for knowledge exchange can enhance the capacity of seed producers and promote innovation in seed development.



Key Lessons for Ethiopia

- **Invest in Training and Capacity Building:** Focus on educational initiatives that enhance the technical skills of seed producers.
- **Streamline Certification Processes:** Work towards creating efficient and transparent certification systems to boost seed quality.
- **Promote Knowledge Sharing:** Establish platforms for local producers to share experiences and best practices, enhancing collective learning.
- **Adapt to Market Needs:** Focus on developing seeds that meet specific market demands, including local preferences and export opportunities.

By learning from these examples and implementing these strategies, Ethiopia can improve its seed quality and diversity, ultimately enhancing agricultural productivity and food security.



b. AFSTA can assist Ethiopian seed producers in several ways to better align their product offerings with market demands:

- 1. Training and Capacity Building:** AFSTA can organize workshops and training sessions to educate seed producers on best practices in seed production, quality control, and marketing strategies. This knowledge can enhance their ability to meet market standards.
- 2. Networking Opportunities:** By facilitating connections between seed producers, distributors, and importers, AFSTA can help Ethiopian producers and importers access new markets and partnerships, both locally and internationally.
- 3. Promotion of Regional Trade:** AFSTA can encourage intra-African trade by promoting regional seed trade agreements and harmonizing seed regulations, allowing Ethiopian producers to reach broader markets.



- 4. Access to Technology and Innovation:** AFSTA can promote the adoption of new technologies and innovations in seed production and marketing, such as improved seed varieties and sustainable agricultural practices, ensuring that producers can meet modern agricultural demands.
- 5. Quality Assurance Programs:** Implementing quality control measures and certification programs can help Ethiopian seed producers enhance the quality of their offerings, making them more competitive in both regional and global markets.



6. **Information Dissemination:** AFSTA can serve as a platform for sharing information about market demands, better improvement in the areas of seed business polices and directives, strongly working on reducing fake seeds and counterfeits, diversified agro-ecology that best suit for every seeds to grow, large seed demand with increasing population, and emerging agricultural practices, helping seed producers to adapt and innovate.

7. **Policy Advocacy:** AFSTA can advocate for favorable policies that support the seed industry, **by organizing AFSTA congress in Ethiopia that facilitate trade and investment in the seed sector of the country.**

- By leveraging these strategies, AFSTA can significantly enhance the ability of Ethiopian seed producers to align their products with market demands, thus improving their competitiveness and sustainability in the agricultural sector.



c. AFSTA can help Ethiopian seed producers navigate the complexities of seed certification, intellectual property, and export regulations in several ways:

1. **Educational Workshops and Seminars:** AFSTA can organize training sessions focused on seed certification processes, intellectual property rights (IPR), and export regulations. These workshops can provide producers with essential knowledge and practical guidance.
2. **Resource Materials:** Developing and distributing comprehensive guides and resources that outline the certification processes, IPR laws, and export requirements can serve as valuable references for seed producers.



3. **Expert Consultations:** AFSTA can connect seed producers with legal and regulatory experts who specialize in seed certification and IPR. This access to expertise can help producers understand their rights and obligations.
4. **Advocacy for Harmonization:** AFSTA can advocate for the harmonization of seed certification standards and regulations across African countries, simplifying the process for producers and reducing barriers to trade.
5. **Networking with Regulatory Bodies:** By facilitating relationships between seed producers and regulatory authorities, AFSTA can help producers gain insights into the requirements for certification and export, easing the navigation of bureaucratic processes.



6. **Information Sharing Platforms:** Establishing online platforms or forums where producers can share experiences, challenges, and solutions related to certification and regulations can foster a supportive community.

- 7 **Updates on Regulatory Changes:** Keeping producers informed about changes in seed certification processes, intellectual property laws, and export regulations can help them adapt quickly and avoid potential pitfalls.

By implementing these strategies, AFSTA can empower Ethiopian seed producers to better understand and navigate the complexities of seed certification, intellectual property, and export regulations, ultimately enhancing their market access and competitiveness.

Thank You !



ኢትዮጵያን ሲድ ክሶሲክን
ETHIOPIAN SEED
ASSOCIATION