The Agricultural Policy Research in Africa (APRA) programme is a five-year research consortium that is working to identify the most effective pathways to agricultural commercialisation that empower women, reduce rural poverty, and improve food and nutrition security in sub-Saharan Africa.
What is agricultural commercialisation?

We define commercialisation as a process occurring when farmers increasingly engage with the market, either to procure inputs and resources (such as fertiliser, seeds, hired labour, formal credit, rented land), or to process and sell their produce. Commercialisation may occur through either external investment or market specialisation and farm consolidation, or a combination of the two.

Commercialisation is successful if more people are ‘stepping up’, ‘stepping out’ and ‘stepping in’, and fewer people are ‘hanging in’ or ‘dropping out’ of productive agriculture.

What will APRA do?

APRA researchers are examining how African farmers engage with four different types of commercial agriculture (estate/plantation, medium-scale commercial agriculture, contract farming, smallholder commercialisation) and the effects this has on the livelihoods of rural people, particularly women and young people. The aim is to help inform future policy and investment decisions to promote more inclusive forms of agricultural commercialisation in sub-Saharan Africa.

Analysing five livelihood trajectories through agricultural commercialisation

1. ‘Stepping in’ – returning/moving into commercial agriculture from a non-farm base; rise of medium-scale farmers.
2. ‘Stepping out’ – accumulating, diversifying and creating alternative, non-farm economic activities.
3. ‘Stepping up’ – improving and investing in existing agricultural activities.
4. ‘Hanging in’ – maintaining subsistence level.
5. ‘Dropping out’ – moving away or slipping into destitution due to shocks and stresses.

APRA’s goals

- Generate high-quality evidence on pathways to agricultural commercialisation in Africa.
- Undertake policy research on agricultural commercialisation to fill key evidence gaps and define policy options.
- Ensure the sharing and uptake of research by a diverse range of stakeholders.
- Strengthen the capacity of the research team, and associated partner institutions, to deliver high-quality research and advice.
APRA in Mozambique

APRA is working in Mozambique (as one of its focus countries) to conduct quantitative and qualitative research to:

1. **Analyse how agricultural mechanisation is being promoted across Africa** and what the effects of this have been on commercialisation pathways and processes of agrarian change;

2. **Examine how investment corridors are reshaping agricultural commercialisation pathways** and rural livelihoods, looking at what the impacts have been – and for whom.

APRA study sites in Mozambique

- Nhamatanda District
- Malema District
- Ribaue District
- Monapo District
- Meconada District
- Logistics Integrated Corridor of Nacala
- Beira Agricultural Growth Corridor
- Nacala Port
- Maputo
- Zimbabwe
- Malawi
- Beira Port
- Chokwe District
- Meconada District

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An analysis of how agricultural mechanisation is being promoted across Africa

Research objective
This research reviews recent developments in mechanisation policy and uptake in three countries: Ghana, Mozambique and Zimbabwe. The study situates these in the context of new agricultural technology cooperation with Southern partners and reviews policy responses and private sector dynamics across the three countries’ contrasting agrarian settings. It analyses the drivers for mechanisation, the dynamics of implementation and implications of adopted models and machinery for agrarian structures and farming systems.

Study questions
• How has agricultural mechanisation developed across Ghana, Mozambique and Zimbabwe, specifically in the context of recent state-business interactions at both national and international levels?
• What role has recent policy played in the establishment of state-sponsored mechanisation service centres?
• What changes have occurred in the demand and supply of farming machinery, including rental markets and farmer cooperatives?
• How is agricultural mechanisation being promoted across Africa, what drives the process and what effect is it having on commercialisation pathways and processes of agrarian change?

Methodology
i. Country case study approach, focusing on government/aid-sponsored and privately managed service centres across districts in two regions – frontier land in Nacala corridor in the north and consolidated small-scale farming in the south;
ii. Data collection via semi-structured interviews, focus group discussions, and field observation.

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Examining how investment corridors are reshaping agricultural commercialisation pathways and rural livelihoods in Mozambique

Research objective
This study explores the political economy of investment corridors across four countries: Kenya – Lamu Port, South Sudan, Ethiopia Transport Corridor (LAPSSET); Mozambique – The Logistics Integrated Corridor of Nacala (CLN) and Beira Agricultural Growth Corridor (BAGC); and Tanzania – Southern Agricultural Growth Corridor of Tanzania (SAGCOT).

Study questions
• In the four corridors across the three study countries, what has been the history and timeline to their development?
• What difference do investment corridors make to commercialisation pathways in particular places?
• How do government/private sector alliances reshape the local political dynamics and influence land access, markets and livelihoods?

Methodology
i. Explore changes to livelihoods and social economics, for example, through a qualitative assessment, which will include interviews with actors involved in investment corridor development, i.e. government members, NGOs, businesses and donors;
ii. Explore the commodities (both illegal and formal; export-oriented and not) and people (as labour, migrants, etc.) that flow along each of the four corridors, and look at who controls this flow.

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APRA builds on more than a decade of research and policy engagement work by the Future Agricultures Consortium (www.future-agricultures.org).