



nitidæ
landscapes & value chains

ANNUAL REPORT

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2018, second year of existence for Nitidæ, was dense! over the past period, the association has continued to structure and develop its skills in the service of its associative project: the sustainable development of rural areas in Africa, where economic prosperity combines with preservation of natural resources.

in each country of intervention, Nitidæ designs projects on a scale that is coherent from an economic and environmental point of view. These projects combine support for agricultural and forestry producers, strengthening of value chains, support for conservation and strengthening of decentralized governance bodies. In order to do this, Nitidæ develops tools to monitor impacts at this territorial scale, highlight in a pedagogical way conflicts and synergies between sectors to find solutions shared by all. Projects can be more sectoral too, from strengthening agricultural and forestry sectors with high added value to the energy recovery of agro-industrial waste. Finally, Nitidæ develops consulting services on many topics of which N'kalô and lab' are the spearheads

Our multidisciplinary team (economists, engineers, agronomists, foresters, geographers, soil carbon specialists, experts in GIS and remote sensing) pays particular attention to their local ownership and forges close links with a wide range of partners: associations and local authorities of course, but also companies, research institutes, training centers, interprofessional organizations, etc. The diversity of the actors involved allows us to stay both feet in the real world and to avoid projects above ground.



foreword

in 2018, the association saw its business volume increase by 25% to reach 3,8 million euros, for a result of 101,662 euros. For us, it is the confirmation that the merger of Etc Terra and Rongead met a real need by bringing new answers to the challenge of ecological and social transition. Stay the course, capitalize on our achievements, control the risks related to our growth, while continuing to be an agile and innovative organization, that's what awaits us for 2019!

If the Nitidæ adventure starts so strongly, it is thanks to the commitment of our teams and to the financial, technical and moral support of our partners. This report is an opportunity to thank them all very warmly. In a context where the preservation of natural resources, resilience to climate change and social equity seem to be increasingly difficult to achieve every day, Nitidæ, at its own level, will continue to work tirelessly to seek and operationalize solutions for the sustainability of African rural territories.

Very good reading !

12 directors and 100 collaborators

3 areas of expertise

- Forest and REDD+
- Agriculture
- Bioenergy and waste market

3 initiatives

- N'kalô :
the committed information
- Nitidæ Lab :
our scientific expertise
- Agrovalor Plateform :
to develop adapted energy solutions

30 active projects



4 countries of representation

- Burkina Faso
- Ivory Coast
- Madagascar
- Mozambique

7 other countries of intervention

- Benin
- Bolivia
- Laos
- Mali
- Morocco
- Senegal
- Togo

the association

Nitidæ wishes to propose effective and sustainable responses to the development challenges of the rural populations of the South, and to demonstrate that it is possible and beneficial to reconcile economic dynamism and the preservation of natural capital through field projects, replicable to a large extent.

A multi-sectorial way to act within the territory ...

Most Nitidæ projects cover a range of complementary activities across a territory that is coherent administratively, economically and environmentally.

... and all along the value chain

By acting at the heart of value chains, Nitidæ is able to diagnose sustainable productive potentials in relation to the potential for development in local and global markets.

A partnership approach and methods of co-construction

Nitidæ systematically works in partnership with actors in the North and South, the private sector and the public sector. Nitidæ mobilizes, in particular, the private, productive (agri-business) or financial sector, which often has a strong impact on the dynamism of the territories and which must be part of the sustainable development solutions.

A priority given to measuring the impacts of our actions

Nitidæ believes that the accountability of its actions is an essential part of its mission. the impacts of all Nitidæ actions must be measured and the results communicated transparently.

An action taking place in an innovative ecosystem

Nitidæ develops specific initiatives that serve as support to projects implemented by the association: the lab', the N'kalô service, Agrovalor platform (see below).



March

Madagascar the temporary protection order for the Beampingaratsy Protected Area is submitted. Nitidæ would eventually become the promoter of the Protected Area.

May

Ivory Coast visit of the Redd + Project by the M. Sticker, French delegate ambassador for the environment and Bruno Leclerc, director of AFD in Abidjan, accompanied by a delegation representing various French ministries. Several media covered this major event for the project.

June

Ivory Coast our field teams are testing GeoPoppy, an innovative data collection application developed in open source software to track deforestation and field activities.

August

Ivory Coast organic and fair certification of the cooperative Producers of organic cocoa of the Mé (PCBM).

Mozambique installation of our team around Mount Namuli for a new initiative leading to the creation of a new protected area and to stop the deforestation dynamics in the area.

April

Burkina Faso validation by all actors in the sesame sector (farmers' organisations, trackers, traders, transporters, exporters, institutions and NGOs) of the study on international norms and standards.

July

Ivory Coast launch of the Certibio project, which aims to support 9 cooperatives in the transformation of their practices and biological certification. About 1800 cocoa farmers will be accompanied over two years.

Laos capitalization and training of the project team on all the environmental measures of the Forae project in Laos. Guide available online.

October

Burkina Faso replication of the Nununa Cooperative Shea Butter Production Unit in the UGF - CDN cooperative. It is a semi-industrial equipment designed on the mechanization of artisanal processes, greatly reducing the arduousness of the work, the impact on health and the environment (energy recovery of waste on the H2CP furnace model), while greatly increasing production capacity.

December

Mozambique establishing an institutional partnership with Incaju, the national institute for cashew development

Burkina Faso vocalization of N'kalô messages (messages in French, Mooré and Jula) in partnership with Viamo and Orange BF. Nitidea's agricultural advisory service is now accessible to illiterate farmers.

highlights

Present in Ivory Coast for 10 years, Nitidæ continued to develop its activities on three main themes:

■ Forest / REDD+

Whether it is the implementation of practical actions on the ground combining sustainable development and territorial development, or whether it involves participation in the elaboration of the country's new forestry strategy, Nitidæ continued its strong involvement on this major issue for Ivory Coast. The country has lost 57% of its forests between 1990 and 2015 and its agricultural estates, cocoa farming in particular, are still highly exposed to various international pressures (public donors, NGOs, consumers) that require more sustainability.

■ Bioenergy

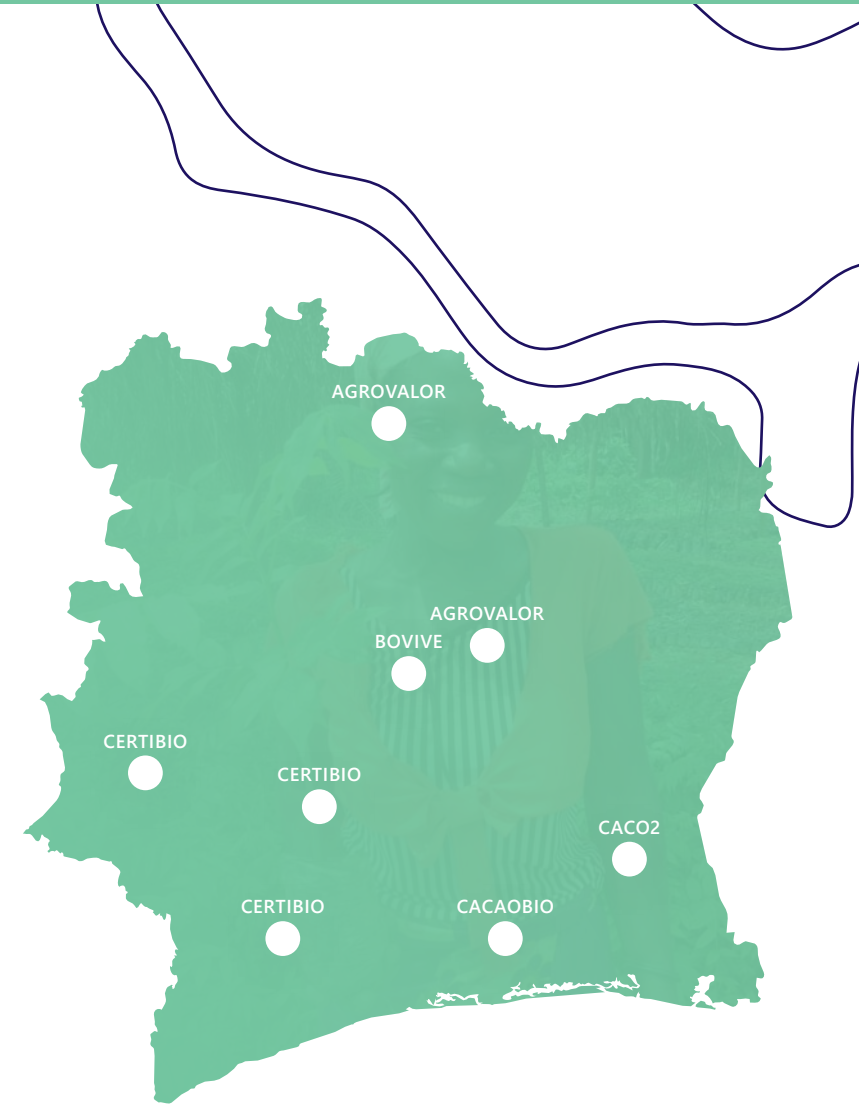
From Korhogo to Adzopé, via Bouaké, Nitidæ continued to deploy its expertise dedicated to the energy valorization of agricultural waste, which volumes are constantly increasing in Ivory Coast.

Pyrolysis ovens for cashew nuts, improved shea stoves, biodigesters for cassava, various solutions have been deployed in the field directly by Nitidæ or local NGOs / artisans accompanied by Nitidæ. A first cycle of training in improved carbonisation techniques has been conducted, since the country consumes nearly 25 million m³ of wood each year for its only cooking energy.

■ Organic farming

A pioneer of organic cocoa (and cashew nuts) in Ivory Coast since 2010, Nitidæ has significantly intensified its actions on organic cocoa in 2018. More than ten cooperatives are now supported in their organic conversion, one of them having already obtained its double organic and fair certification.

Under growing demand from Europe, Nitidæ has also developed, in partnership with Alter Eco, the first payment model for environmental services based on an organic agroforestry cocoa product. Multiple bio-pesticide and biofertilizer tests were also initiated in the field with various specialized suppliers, including Elephant Vert.



Projects	Periode	Budget	Areas
REDD+ of the Mé	2016-2019	2 500 000 €	Mé Area
ELECTRICI	2016-2020	1 000 000 €	Bouaké
AGROVALOR	2017-2020	800 000 €	Korhogo - Bouaké
CERTIBIO	2018-2021	146 000 €	Daloa - Divo - Duékoué
CACA0BIO	2017-2018	115 000 €	Tiassalé
CACO2	2017-2020	75 000 €	Mé Area
EKAN EBONOU	2017-2019	36 000 €	Yamoussoukro - Abidjan
BOVIVE	2017-2018	14 000 €	Bouaké

ivory coast

Key figures

- **24** employees
- **3** offices: Abidjan, Bouaké and Adzopé
- **65,000** ha of classified forests being protected
- **15,000** subscribers at M-AGRI, agricultural information service via SMS
- **2,800** producers accompanied in the evolution of their agricultural practices
- **22** groups (cassava and shea), **12** cooperatives (cocoa), **10** processing units (cashew), **20** charcoal growers and **9** local NGOs / direct beneficiaries or partners of Nitidæ in Ivory Coast



PROJECT FOCUS

■ REDD + Project of the Mé (PRM)

An emblematic project of Nitidæ in Ivory Coast, the PRM aims to reduce deforestation and associated emissions while improving the living conditions of the populations living near the classified forests of Mabi-Yaya.

At the end of 2018, the second year of implementation was completed on a very good level of achievement and on actions that have now made the reputation of the PRM, well beyond the limits of the Mé Region: elaboration of local development plans at the village level, start of the issuance of land certificates for wooded areas, development of organic and agroforestry farming, development of innovative reforestation models with the private sector, revival of thinnings in teak plantations, training of charcoal growers with improved carbonization techniques, etc.

Encouraging results that open up good prospects, the year 2019 being devoted to the preparation of the prolongation and the extension of this project beyond its current limits.

■ AGROVALOR Project

Implemented since December 2017, Agrovalor aims to promote and disseminate techniques and equipment adapted to the energy recovery of waste from the cashew, shea and cassava sectors.

One year after its start, several notable activities have been accomplished: from the identification of beneficiaries to the installation

of 2 «H2CP» pyrolysis furnaces in 2 cashew processing units and 2 «double boiler» improved cooking stoves in 2 groups of attiéké producers through the production of 19 techno-economic studies conducted with potential beneficiaries and the training of 16 craftsmen in the construction of the equipment promoted by the project.

Faced with the high cost of certain services (especially the construction of biogas digesters), Agrovalor has already striven to bring out a local construction sector, thus enabling a distribution as wide as possible.

■ CERTIBIO Project

Led for the benefit of the Ecookim Cooperative Union since July 2018, this project aims to support **9 cooperatives** in the transformation of their practices and biological certification. Approximately **1800 cocoa farmers** will be accompanied in the collective biological certification of their plots and in support of organic production, through the establishment of a plot monitoring and advisory support system.

Six months after the launch of the project, the activities implemented enabled the directors of the **9 cooperatives** and their training officers to be trained in the principles and procedures related to organic certification. Educational materials have been developed and made available to cooperatives in order to best support them in organizational changes related to organic certification: conversation diagnosis, selection of planters, establishment of internal control systems, etc.

■ **Agriculture**

Sesame: Burkina Faso has recently become one of the leading producers of sesame in West Africa and the sixth largest producer in the world. Sesame now has a major role in the rural economy in Burkina Faso, alongside cotton, cereals and livestock. But this sector is recent and faces consolidation needs to allow its beneficiaries to be sustainable: structuring of the players, improving the quality of the product and the competitiveness of the production. Nitidæ responds to these challenges by working on the means of technical distribution, the promotion of innovations, the mobilization around quality issues and the tools for managing commercial risk.

Food sovereignty: Nitidæ continues to mobilize for the promotion in Burkina Faso of a healthy diet, resulting from sustainable agriculture and accessible to the Burkinabe population, through BIO SPG certification. This approach has targeted the peri-urban market gardening sector in its pilot phase, and aims to integrate cereal production in the second phase.

Organic cereals: Nitidæ assisted two agricultural cooperatives in production and certification (bio & Fair / Ecocert): **10 tons of millet and 20 tons of sorghum**. A first in West Africa!

In a context of security, however fragile, the year 2018 was marked by a growth dynamic both thematic and geographic, attesting to the renewed confidence of our financial and technical partners .

Present in Burkina Faso for the past 10 years, Nitidæ has so far focused on strengthening agricultural sectors (cashew, sesame, shea), both in terms of processing, market access and energy recovery of agro-industrial waste. Thanks to the merger, Nitidæ in Burkina Faso has expanded its field of expertise in the sustainable management of natural resources.

burkina faso



Projects	Periode	Budget	Areas
Sesame	2016-2021	788 000 \$	East, High Basins, Mouhoun Loop, Waterfalls
Bio du Faso Label	2016-2018	184 700 €	East, Central Plate, North
RESIST	2017-2020	1 968 000 €	Waterfalls, High Basins, Center, West-center, South-Center
BIO SPG	2017-2021	72 000 €	Ouagadougou
INTELECO	2016-2018	339 000 €	All Burkina and 8 other countries of the CEDEAO
JAFOWA	2017-2018	20 000 €	High Basins, Waterfalls
KENEBIO	2017-2018	19 000 €	High Basins, Waterfalls

Key figures & highlights

- **30,000** ha of Shea Butter Parks in Sustainable Management
- **3,500** training and awareness materials published 200 PAEs followed daily
- **200** PAEs monitored daily
- **50** Market gardeners supervised for PGS certification
- **7,000** women collectors and shea butter processors supported **through more than 25 farmers' organisations**

■ Energy efficiency

Shea: actions have been oriented towards the reduction of environmental and economic impacts (mechanization & bioenergy): design study and installation of two H2CP furnaces, a refinery of shea butter in 2 semi-industrial units with the training of 20 people on their farms. 200 producers were also trained on the valorization of shea butter cake.

Cashew: in Orodara, the pyrolysis plant installed at the COO-PAKE cashew processing plant uses cashew waste as an energy substitute for firewood. This technology has significantly reduced the consumption of wood energy, the plant now employs more than 150 people.

■ Market Information Access

In terms of disseminating information on covered commodity markets (shea, sesame, cashew), **98 newsletters** and **37 SMS** were produced and distributed to more than **30,000 cooperatives, companies and individuals.**

Vocalisation was the challenge of 2018! The partnership between Orange, Viamo and Nitidæ made it possible for the first time in Burkina Faso to vocalize market information with messages translated into local languages (Mooré and Jula).



Biodiversity Focus

Nitidæ in partnership with AgroParisTech, University of Montpellier, L'Occitane conducted in 2018 a study of forest biodiversity associated with shea. The results obtained make it possible to document the effects of sustainable management of shea reserves on biodiversity.

+ Report available on nitidæ.org



PROJECT FOCUS

■ **SESAME Project** **Export Marketing**

It is a project to consolidate the sesame sector in Burkina Faso, aiming to improve the quality and competitiveness of Burkina's sesame on the world market in order this way to register over the long term the income of this sector. In 2018, the second year of implementation, the level of achievement is growing and the quality of interventions is recognized. A study on norms and standards in the sesame sector led by Nitidæ was validated by the different actors during a national workshop in Ouagadougou. Refresher sessions with more than **150 representatives of farmers' organisations**, trackers, traders, transporters, exporters, institutions and NGOs were organized in the regions. At the same time, a focus was made on good production, harvesting and post-harvest practices through training courses for Peas (Promoters of Agricultural Entrepreneurship), traders and sesame transporters. This work was based on the publication of numerous training and communication materials: spot and radio programs, magazines, color charts, image boxes.

■ **BIO SPG Project**

Nitidæ assisted CNABio in the promotion and recognition of the PGS organic label as a certification tool for products from organic farming in Burkina Faso. more than **20 sites** (39 ha) have been certified Bio PGS contributing to food sovereignty because the PGS is intended to promote better quality local production for local consumption.

■ **RESIST project**

RESIST proposes joint actions to assist and support targeted stakeholders, renewal and access to the shea resource, professionalization of structures, mechanization of processes and reduction of environmental impacts. The major breakthroughs in 2018 are: the replication at Réo with the UGF-CDN cooperative of the pilot plant for the production of shea butter of the Nununa cooperative; the structuring of a bissap production activity in complementarity with the valorization of shea for **2,000 collectors**; technical and commercial training on the shea chain with 8,500 collectors; support to 5 cooperatives for their conversion to the HOADA Uniform Act.

In your shelves !

Our teams accompany the COOPAKE cooperative in Burkina Faso, a supplier of fair sesame, hibiscus, dried mango and organic cashew nuts. The products below are available in good grocery stores!

+ more information on ethiquable.coop



Nitidæ continued its activities in Mozambique around three main themes:

■ Agriculture and conservation, towards sustainable management of rural areas

Since 2013, through various projects, Nitidæ supports the economic and ecological transition of the communities around the National Reserve of Gilé in the province of Zambezia in order to limit deforestation. The excellence of the field operations in 2018 provided additional funds to continue the Mozbio program in 2019, which allows for even more time in this territory.

2018 is marked by the start of a new initiative around Mount Namuli, a magnificent granitic massif in the Zambezia province, where Nitidæ will work with a holistic approach combining conservation, support for producers and setting up 'pro-forest' sector.

■ Support to the cashew sector

Mozambique is a historical player in the international cashew trade. As the leading agricultural export channel at the national level, cashew is particularly important for farmers around the National Reserve of Gilé, where it accounts for a large part of their income. Cashew can be a means to improve the living conditions of these populations and also an incentive to less deforest. With this in mind, Nitidæ, having launched its N'kalô service in Mozambique in 2017, began in 2018 to support the producers of Gilé, INCAJU (the state regulatory agency for the sector) and local processors to bring out a green and inclusive cashew sector in the country.

■ Research program

In the continuity of the 30-year modeling project on the evolution of Mozambique's natural resources (in particular forest and soil) according to investment scenarios and public policies, Nitidæ structured its research activities monitoring and simu-

lating deforestation dynamics, characterization of biodiversity and territorial planning. Nitidæ plans is to build a Mozambican Lab' on the subject in partnership with local research.

Projects	Period	Budget	Areas
MOZBIO	2016-2019	1 650 000 \$	Gilé, Zambezia Region
ACAMOZ	2018-2021	2 000 000 €	National Scale
NAMULI	2018-2020	230 000 \$	Gurué, Zambezia Region
LAUREL	2017-2019	650 000 \$	National Scale



mozambique

PROJECT FOCUS

■ MOZBIO project

The Mozbio project supports the sustainable economic development of village communities bordering the Gilé National Reserve (RNG) while addressing the main causes of deforestation. Project management is provided by Nitidæ with the IGF Foundation. The project is based on the promotion of agroecology, the reinforcement of production chains (in particular cashew nuts), improving the

efficiency of coal production and the management of non-timber forest products. The year 2018, which was to be the last year, made it possible to reach all the initial objectives of this project. Thus, the field team, in close contact with the reserve and the local authorities, was able to - among other things: (i) support nearly **1,200 farm households** in agroecology; (ii) plant more than **32,000 cashew trees** for the establishment of agroforestry

systems, **10,000 plants of pineapples**, **5,500 fruit trees**; (iii) build **11 community nurseries**; (iv) sensitize more than **350 students** in **12 primary schools** to forest conservation; and (v) establish **20 community non-timber forest products management committees** in the RNG buffer zone.

The improved production of charcoal has been a great success, the techniques taught to **170 charcoal makers** have allowed, without investment, to increase the efficiency of production by **more than 30%** and are now disseminated spontaneously by the coalmen of the area.

These good results have led the protected areas agency of Mozambique to grant Nitidæ a **budget extension of USD 350,000** to continue its activities in 2019. Nitidæ will thus be able to support producers for an additional agricultural campaign, to support the assembly. A 'honey for conservation' sector and of course capitalize on good practices, especially on the improved coalmining and conservation agriculture which will have been particularly effective.

■ ACAMAZ project

On December 21st, 2018, Nitidæ signed a three-year **2 million euros contract** with INCAJU (the Mozambican Institute in charge of the cashew sector) for the implementation of the ACAMAZ project. This project to support the Mozambican cashew value chain, financed by the French Development Agency, aims to (i) strengthen INCAJU's capacities for a better integration of supply cashew value chain to the international market through, inter alia, the provision of reliable and transparent market information and (ii) the increase in the competitiveness and environmental and social sustainability of cashew production in Mozambique through a pilot project around the Gilé National Reserve.

Key figures & highlights

■ **20** employees

■ **3** offices: Maputo, Gilé and Gurué

■ **1,500** small producers assisted in the evolution of their farming and forestry practices

■ **170** coalmen trained in improved energy production practices

■ **12** cashew producers' groups direct beneficiaries of Nitidæ in Mozambique

■ Contribution to the preservation of **400,000** ha Miombo forest of Gilé National Park and **50,000** ha of the future community protected area of Mount Namuli



In Madagascar, Nitidæ continued its growth momentum in 2018, mainly on the following themes:

■ Forest / Spatial Planning / REDD +

Madagascar loses about 50,000 hectares of forest each year, and primary forests now cover only 12% of the country. Curbing this phenomenon is a priority both for the people whose survival depends heavily on their resources, and for the preservation of the largely endemic fauna and flora biodiversity of the island. This issue is the priority of Nitidæ in Madagascar. In 2018, the end of the PHCF2 project mobilized significant resources to reach the last objectives (temporary protection of the NAP, validation of the PDD) whereas the start of the Talaky project required an important work of structuring the team (recruitment of 21 people, contracting with partners, etc.), capacity building and identification of monitoring tools, participatory mapping and the implications of local authorities and communities. In addition, 2018 was punctuated by the start of a partnership with the NGO Fanamby in the Loky Manambato zone (see below).

■ Bioenergy

Nitidæ continued the implementation of the project initiated in 2017 in the region of Diana on the implementation of family biogas digesters. The project is progressing well even though a large part of the biogas digesters remains to be built in 2019, and in parallel the search for funding to sustain activities beyond the present project. In addition, a study was conducted on behalf of Valrhona. It consisted in evaluating the potential for valorization of cocoa fermentation juices in bioenergy.



madagascar

Projects	Period	Budget	Areas
PHCF2	2014-2019	4 000 000 €	Anosy (Fort Dauphin) - Sava
Talaky	2018-2021	3 500 000 €	Anosy (Fort Dauphin)
Mahavotra	2016-2019	1 190 000 €	Itasy
Biogaz Diana	2017-2019	580 000 €	Diana
Kolorano	2016-2020	30 000 €	High Matsiatra
Fanamby Study / L'Oréal	2018	30 000 €	Diana



PROJECT FOCUS

■ PHCF 2 / Talaky projects

An emblematic project of Nitidæ in Madagascar, the Talaky project aims to reduce deforestation and associated carbon emissions while improving the living conditions of the populations living near the Beampingaratsy Forests. Phase 2 of the PHCF closed in April 2018. Several important results punctuated these last months of project:

- The status of temporary protection of the future Protected Beampingaratsy area was promulgated under the leadership of the Protected Areas System (DSAP) Directorate.

- The validation audit of the Beampingaratsy PDD resulted in the registration of the project under the VCS and CCBA labels. The estimated emission reductions are **212 484 tCO₂eq in 10 years** but should be revalued upwards following the completion of biomass inventories before the first verification.

Phase 3 of the project, now called Talaky, focuses exclusively in the Anosy Region in order to concentrate the resources around an area (Beampingaratsy) where, as Protected Area promoter, Nitidæ aims to ensure proximity, stimulate community participation in order to build the essential basis for the elaboration of a future expanded and shared program with the Anosy region.

■ Partnership with Fanamby

As part of the vanilla supply for cosmetics companies, the NGO Fanamby wanted to evaluate the possibility of participating in the carbon offset of this sector thanks to the Loky Manambato Protected Area (forests and savannahs) that it manages in the North of Madagascar. Nitidæ has therefore carried out a feasibility study taking into account the potential contribution of the reduction of deforestation (REDD) and plantations (local or exotic species at the level of mangroves or dry land) planned in the Protected Area. Following this study, in agreement with its partners, Fanamby chose to develop the plantation component. Nitidæ will accompany Fanamby in the implementation of these plantations and associated carbon accounting.

■ Kolorano Project

The Kolorano project, implemented in the High Matsiatra region in partnership with Agrisud and financed by Grand Lyon and the ARQE, aims to improve the management of water resources through agriculture through improvements adequate watersheds. The project is in its third year. In addition to the irrigation management of the rice fields, important achievements have been made since the start of the project for a better management of the wood resource on the catchment basins, the presence of trees to be able to limit erosion and to promote the infiltration of water into the soil: planting (100 ha), drawing up of management plans and training in the management of existing plantations in coppice forest and improved carbonization. The effect of the developments is measured through the monitoring of flows from different sources and the measurement of erosion and runoff at different experimental devices. A water balance model will be used to assess the impact of all developments.



Key figures & highlights

- **30** employees
- **2** offices: Antananarivo and Fort Dauphin
- **111,300** ha under protected area status (temporary protection)
- **23** forest management associations and about **8,000** direct beneficiaries or partners of Nitidæ in Madagascar
- **212,484** tCO₂ eq emission reduction in 10 years

■ **Mali Biogas Project**

the project ended in 2018. A total of 200 units were installed in 5 Circles (Kati, Kita, Bougouni, Mopti & Bandiagara). The technology developed is the Indian «Deen-bandhu» model, whose theoretical biogas production varies from 3 to 6 m³ / day depending on the size of the unit installed.

■ **Iris Morocco Project**

project to support a supply chain to guarantee the SOLSO criteria but also a very collaborative work with a Moroccan company specializing in perfume and medicinal plants. Intervention 100% financed by L'Oréal, which wishes to increase its contribution to develop an integrated support project.

■ **Feasibility study - Moringa Fund**

realization of 2 technical due diligence and market. An investment in an original organic banana model in a semi-arid environment and another more classic model for organic mango (fresh and processed).

■ **Feasibility study - AFD**

study to assess the relevance of support in the form of a subsidy to the investment project in the renewal of cocoa plantations developed by an impact fund. Study carried out in partnership with CIRAD. We strongly criticized the approach developed by showing that the project does not carry any agronomic innovation.

■ **Feasibility Study - ATAF**

commissioned by the Agroforestry Technical Assistance Facility (ATAF) entitled «Tolaro Global - Sustainable Cashew in Benin» who, together with our partner IED, asked for a feasibility study of a power generation plant powered with cashew nuts. The result is a model of 500 kW of power, swallowing 6,000 tons of hulls a year to fill 90% of the electricity needs of the cashew factory. The gas generating technology is recommended in relation to the production volume, the CAPEX requirements and the Beninese context. This study will respond in 2019 with IED and Tolaro to a call Millennium Challenge Account in Benin for a subsidy of 1 MUSD to help the realization of the plant.

■ **Wholesale Market Studies**

technical assistance to the project to assemble a Bio and Fair-trade shea supply chain in Korhogo with HSN (Huilerie de Saint Hilaire): production of the value chain diagnosis and producers' organizations to establish the initial situation of the fair trade pro-

other countries

HIGHLIGHTS

ject and price and support policy for cooperatives to be deployed, training of stakeholders on fair trade (FFI), the internal control system for collective certification and shea transformation processes, technical advice on the organization of the sector, technological choices and the calculation of the cost of production ...



n'kalô

« Generally I sell stocks at one time. But this year I sold in several times. This year N'kalô forecasts have made me doubt my personal forecasts »

Ibrahima Irrandian, cashew producer, Ziguinchor

A unique economic intelligence service for African agricultural value chains.

An information and advice service

- It produces information and economic and technical advice for private actors in the agricultural sectors of West Africa
- It broadcasts different media: Newsletters, SMS, Call Center, USSD, Voice Messages, Custom Studies.

Remarkable impacts

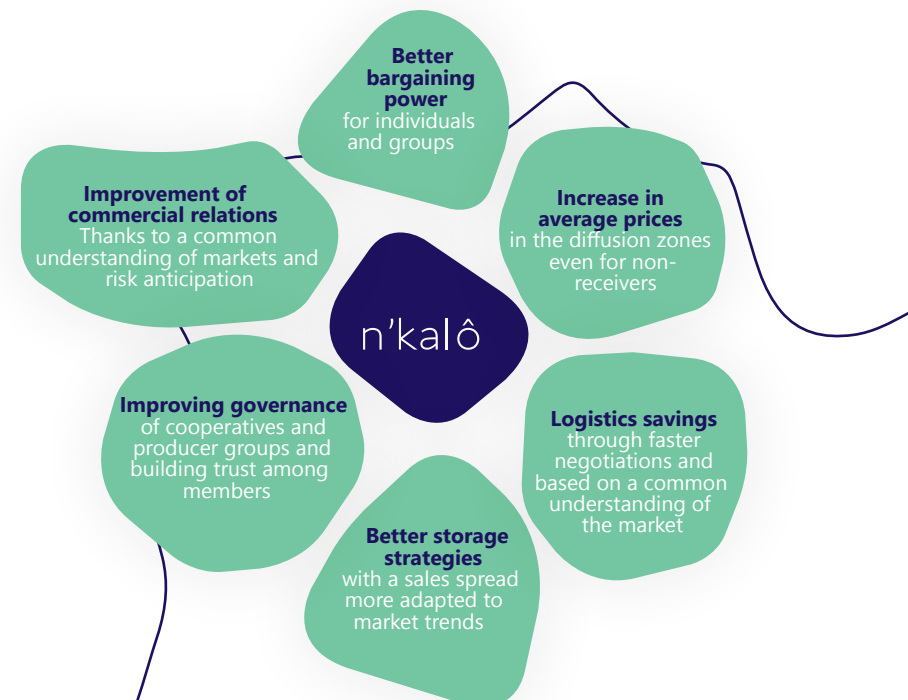
N'kalô regularly assesses the relevance of information and recommendations sent to agricultural sector stakeholders. Depending on the year and price volatility, the average earnings are 25 to 150 € per year per product and per subscriber. In 2018, after 7 years of existence, N'kalô directly affected more than 75,000 producers and much more indirectly through word of mouth and local radio stations.

An initiative of the NGO Nitidæ

- Born in 2010 in Ivory Coast, thanks to EU funding
- In 2018, n'kalô covers 10 countries and is progressively self-financing

A robust methodology of market analysis

- The n'kalô service involves many organizations: producer organizations, NGOs, independent consultants, public institutions, merchants, telecom operators, etc.
- These are linked by their commitment to provide quality information and advice to private operators but are independent.



n'kalô

impacts

« The best evidence that information restores trust is that now that the information is available and that we are able to communicate on it, there is less need to make long speeches to producers to convince them that the prices charged are justified »
Bacary Mangdien, AJAC strategic coordinator, OP sésame

In 2018, we conducted a study on the impacts of the N'kalô service (summarized [here](#)) in connection with the CIRAD (UMR MOISA - Franck Galtier, Hélène David-Benz) on the sesame sector in Senegal, of which the following are the main results:

- The gain for an average sesame producer in the 2018 season is 75,000 CFA (€ 114) (for 500 kg / year).
- We obtained 85% of just anticipated forecasts.
- 95% of subscribers surveyed mention that information on price forecasts is accurate or even very precise.

Temporal arbitration appears as the information that provides the most gains (against the spatial arbitration «I am going to sell elsewhere»). 60% of users put it first. This is N'kalô's main line of work.

For POs, the main impact of the N'Kalô service is the re-establishment of trust within the PO between producer members and leading authorities.

86% of subscribers surveyed said they had transmitted the information to 30 people on average, which suggests the number if the latter in turn transmit the information. With the information these people become local relay points of information and advice in negotiations.

New !

2018 sees the massive arrival of voice messages in Burkina

How can producers protect themselves from falling prices in Burkina Faso? Thanks to the 321 service of agricultural information on the cashew, sesame and shea markets! In collaboration with Viamo, Orange Burkina and with the support of LWR, the 321 service allows to receive strategic information to sell at the right time, reduce the risks of falling prices and advice on practices and weather. It is available in 3 languages (Mooré, Jula, French).



The Lab'

The laboratory brings together the scientific and technical expertise of the association and works in close collaboration with scientific research. This Research & Development department is responsible for monitoring, analyzing and modeling landscape and territory dynamics in order to improve the design and management of development projects and to assess socio-economic and environmental impacts ex-ante or ex-post.



The Lab' is structured in 3 areas of intervention:

- **Observation of territories** The objective is to monitor and analyze past and current social and economic environmental dynamics in order to provide a factual and localized information base for the territory's stakeholders.
- **Rapid assessment of ecosystem services** This axis aims to develop an analysis methodology that crosses existing spatial data with field knowledge in order to quickly assess the state of natural resources and associated services in a given territory.
- **Simulation and impacts of land use changes** This axis aims to develop innovative approaches to project spatially and in the future the risks and opportunities of land use change according to different scenarios in order to assess the social and environmental impact.

In 2018, 5 research programs are in progress:

- **Monitoring and simulation of deforestation in Madagascar** Develop a monitoring and warning system for deforestation, in the short and medium term. The purpose is to propose a monitoring tool to study and understand the current and future dynamics on the defined area, and to

be able to intervene on the most sensitive areas.

- **Territorial planning for improving landscape resilience (LAUREL) In Mozambique** Develop a prototype tool for simulating future land-use changes and spatialized at national level in Mozambique. This tool aims to assess the potential environmental impacts of various scenarios of the national territorial development plan.
- **Monitoring agroforestry systems in Ivory Coast** Developing innovative methods for multi-scale and multi-temporal monitoring of agroforestry systems in and around natural forests, thus contributing to the fight against illegal clearings.
- **Modeling impacts on water resources in Madagascar** Assess the impacts on water resources of changes in land use and water withdrawals for agriculture and the supply of drinking water to small watersheds.
- **Characterization and spatial distribution of biodiversity** Test different methods for characterizing and monitoring the spatial distribution of biodiversity within within wet or dry tropical forests. These methods use floristic and faunal inventories in the field with modeling and remote sensing approaches.

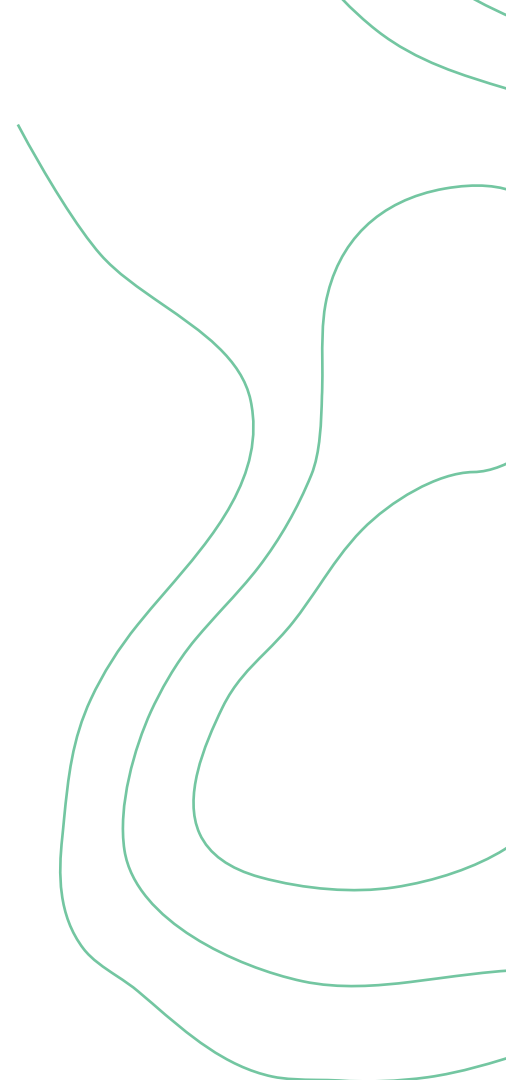
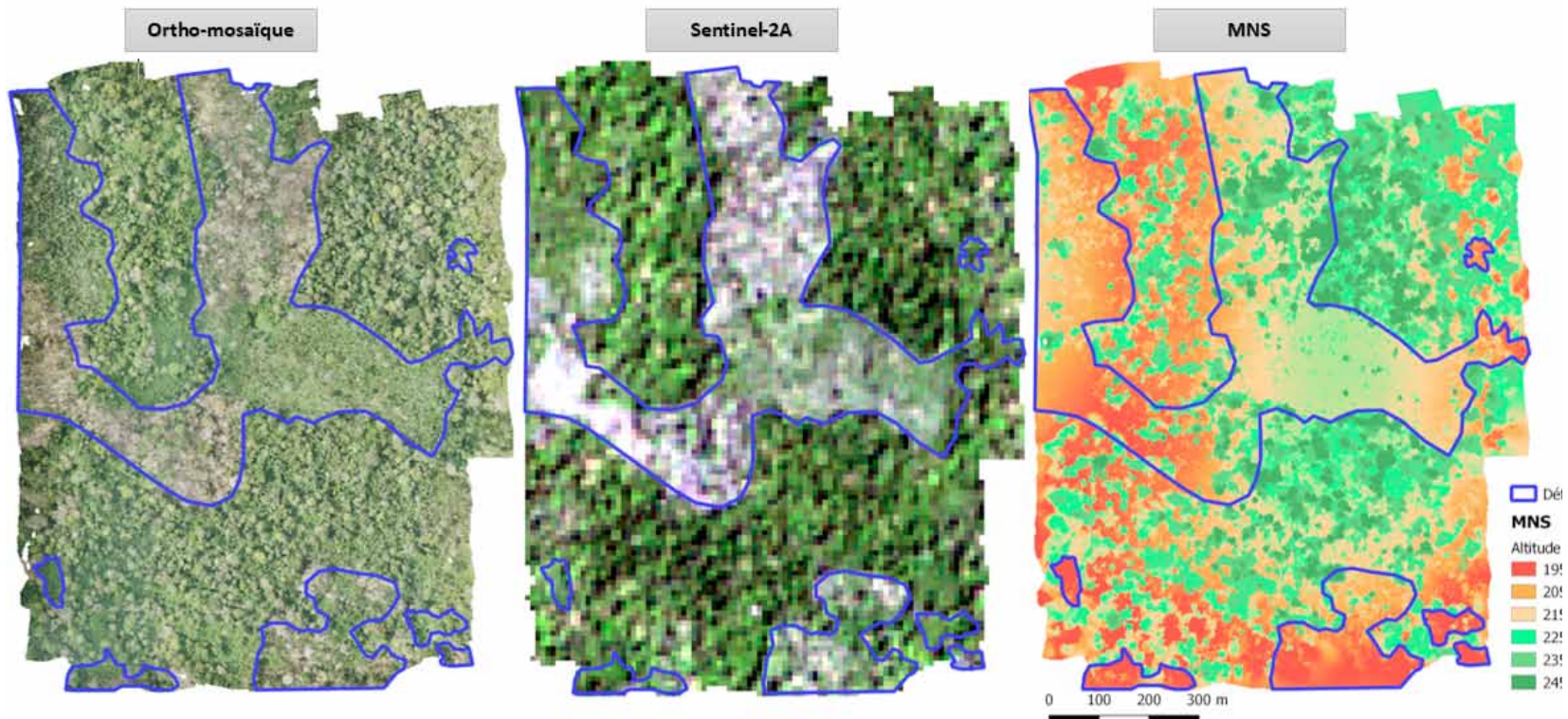


Within the Lab' team in France, Madagascar and Ivory Coast, three ongoing theses are conducted on land restoration in Mozambique, deforestation and forest degradation in Madagascar and follow-up agroforestry systems in Ivory Coast.

Outstanding results in 2018:

- A land use change map (deforestation) was produced for the whole Mozambique (LAUREL project). It shows deforestation of 217 000 ha per year between 2000 and 2016 (0.6% / year).
- An innovative method of mapping forest degradation and regeneration based on mapping of carbon stocks has been developed (PHCF 2 project). The results show that the degradation concerns 10.7% of the surface of the ecoregion of Madagascar's rainforests and 2.3% for the regeneration between 2000 and 2015.

- An R package has been developed called «species atlas» to map the geographical repartition of animal or plant species. It is currently being applied to all of Madagascar's biodiversity databases (Bioscene Mada project).
- A study on the biodiversity associated with shea butter in Burkina Faso showed, by comparison between two forests (Sissili and Ziro), that the one that is exploited and grazed displays a greater diversity than the other (RESIST project).



financial report

This financial report presents Nitidæ's situation as at 31/12/2018¹.

The total budget of the association is 3,877,825 euros in 2018, 18% more than in 2017, marking the continuation of its development. The financial year shows a positive result of 101,662 euros

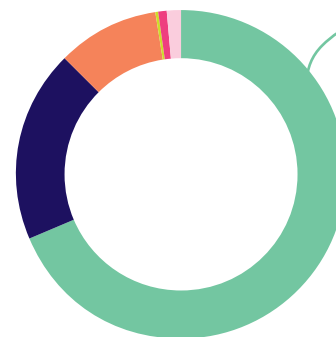
90.9% of expenditures are devoted to interventions² of the association. Administrative and structural costs remain low at 9.1% of expenditures.



DESTINATION OF FUNDS

- Ivory Coast (32%)
- Mozambique (20%)
- Madagascar (20%)
- Burkina Faso (16%)
- Other (12%)

Ivory Coast and Burkina Faso have seen their intervention budgets increase significantly. In 2018, they account for 32% and 16% respectively of the association's activity volume. The respective budgets of Mozambique and Madagascar stabilize around 800 k € and each represent around 20% of the total volume of Nitidæ's activities. The rest of the activity is divided mainly between Benin, Mali, Morocco, Senegal and multi-country actions.



SOURCE OF FUNDS

- Public donors (69%)
- Private enterprises (19%)
- Foundations and associations (10%)
- Communities (0,2 %)
- Cooperatives (1%)
- Other (1%)

Despite the continued growth of the business, the distribution of the origin of funds remains very similar to 2017. Public donors account for 68.8% of resources (68.5% in 2017). At almost constant volume, the share of public funds of international origin has somewhat decreased (63.6% against 77.8% in 2017) but remains of diverse origins, including foreign ministries or institutions, the World Bank and the European Union. French public funds (36.4%) are overwhelmingly from the French Development Agen-

cy (AFD).

The share of private companies also remains stable at 18.8% compared to 18.2% in 2017. In this sector, unlike the others, the funds come mainly from French partners (91%). The share of funding from foundations and associations is equivalent to 2017 with 10% of total revenues. Foreign funds represent 55.6% against 35.8% in 2017.

Nitidæ is pursuing its development by relying on the trust of its historical financial partners and by building new partnerships and actions with international as well as local actors in its countries of intervention.

¹ An auditor annually audits the accounts of the association.

² Achievements and missions in the countries of intervention, costs of supervision, coordination and intervention of the local teams and headquarters.

balance sheet



ACTIVE BALANCE SHEET	Gross	Amortization & provisions	Net on 31/12/2018	Net on 31/12/2017
CAPITAL ASSETS	246 133	125 497	120 636	130 084
Intangible assets	308	308	0	0
Property, plant and equipment	233 014	125 189	107 825	117 357
Financial fixed assets	12 811	0	12 811	12 727
CIRCULATING ASSETS	2 107 669	16 886	2 090 783	1 668 316
Inventory and work in process inventory				1 717
Accounts receivable	1 253 754	16 886	1 236 868	961 298
Short-term investment				31 537
Cash assets	853 103		853 103	672 926
Short-term prepayments	812		812	838
GRAND TOTAL	2 353 802	142 383	2 211 419	1 798 401

PASSIVE BALANCE SHEET				
ASSOCIATIVE FUNDS			398 348	296 687
	Equity		296 687	118 959
	Current year income		101 662	177 727
PROVISIONS AND DEDICATED FUNDS			10 456	0
LIABILITIES			1 802 615	1 501 714
	With credit institutions		100	29 790
	Various financial debts		32 755	600
	Accounts payable		244 278	124 091
	Social and tax debts		250 815	281 264
	Other debts		3 521	6 275
	Prepaid income		1 271 146	1 059 694
GRAND TOTAL			2 211 419	1 798 401

profit & loss statement

	on 31/12/2018	on 31/12/2017
OPERATING REVENUE	3 836 235	2 224 795
Sold production of Goods	16 390	8 796
Sold production of Goods and Services	1 973 673	1 385 752
Operating subsidiaries	1 836 229	818 608
Reversals of depreciation and provisions, transfer of charges	6 044	531
Regularization product of the prior exercise		7 768
Membership fees	1 230	1 730
Other revenue	2 669	1 700
FINANCIAL REVENUE	29 569	645
EXTRAORDINARY REVENUE	12 022	106 799
REPORTS OF UNUSED PRIOR YEARS REVENUE	0	950 582
TOTAL OF REVENUE	3 877 825	3 282 822
OPERATING EXPENSES	3 841 377	3 125 936
Purchases of merchandise	23 001	
Change in merchandise stocks	1 717	4 381
Other purchases and external expenses	1 525 683	1 089 567
Taxes and similar payments	157 734	169 579
Salaries and wages	1 080 565	988 160
Fringe benefits	394 390	376 764
Depreciation and provisions expenses	67 857	37 291
Depreciation of current assets expenses	9 260	1 468
Subsidies granted by the association and other expenses	581 171	458 725
FINANCIAL EXPENSES	977	25 059
EXTRAORDINARY CHARGES	6 971	2 214
INCOME TAXES	-73 162	-48 114
COMMITMENTS TO PERFORM ON RESOURCES ALLOCATED	0	0
TOTAL OF EXPENSES	3 776 164	3 105 095
SURPLUS	101 662	177 727

partners

Field partners

- Agrisud International (ASI)
- African Cashew Alliance
- Agronomes et Vétérinaires Sans Frontières (AVSF)
- Agence Nationale de la Salubrité Urbaine de Côte d'Ivoire (ANASUR)
- Association Malagasy pour le Développement Économique, Social et Environnemental (A.MA.D.E.S.E.) (Madagascar)
- Association pour la Recherche et la Formation en Agroécologie Burkina (ARFA)
- Le BASIC
- BANANA Link
- CartONG
- Centre Francophone de Recherche Partenariale sur l'Assainissement, les Déchets et l'Environnement (CEFREPADE)
- Centre Technique de Coopération Agricole et rurale (CTA)

- CHIGATA
- Commerce Équitable France
- Commune de Dschang (Cameroun)
- Conseil Coton Anacarde de Côte d'Ivoire
- ENPRO (Togo)
- Environnement Recherche Action au Cameroun (ERA)
- Ethiquable
- FENPROSE
- Forest National Corp. Soudan
- Gevalor
- Groupe Énergies Renouvelables, Environnement et Solidarités (GERES)
- Initiatives Conseil Développement (ICD)
- Madacompost (Madagascar)

- Madagascar National Parks (MNP) (Madagascar)
- Nebeday
- Office National pour l'Environnement (ONE) (Madagascar)
- Offre & Demande Agricole
- OLAM
- Orange Mali & Côte d'Ivoire
- SEMMARIS (RUNGIS)
- Service Autonome de Maintenance de la Ville d'Antananarivo (SAMVA) (Madagascar)
- SKG Sangha (Inde)
- Wildlife Conservation Society (WCS)
- World Wildlife Fund (WWF)

Financial partners

- Administration Nationale des Aires de Conservation (ANAC) (Mozambique)
- Agence Française de Développement (AFD)
- Agence de l'Eau Rhône Méditerranée Corse (AERMC)
- Agence Nationale de la Recherche et de la Technologie (ANRT)
- Agronomes et Vétérinaires Sans Frontières (AVSF)
- Air France
- Ambassade de France à Madagascar
- Association Recherche Qualité Environnementale (ARQE)
- Banque Mondiale / Forest Carbon Partnership Facility (FCPF Readiness Fund)

- Food and Agriculture Organization (FAO)
- Fonds Français pour l'Environnement Mondial (FFEM)
- Fondation GoodPlanet
- Fondation pour le Progrès de l'Homme (FPH)
- Fondation pour la Recherche sur la Biodiversité (FRB)
- Fondation Internationale pour la Gestion de la Faune (IGF)
- Gevalor
- Global Shea Alliance
- IFDC
- Lecofruit
- Métropole de Lyon

- Ministère de l'Environnement et du Développement Durable de Côte d'Ivoire (MINEDD)
- Pro Sain
- Recyclivre
- Région Auvergne-Rhône-Alpes
- Région Haute Matsiatra (Madagascar)
- Surveillance de l'Environnement Assistée par Satellite pour l'Océan Indien (SEAS-OI)
- Union européenne (UE)
- USAID
- USDA

Scientific partners

- Centre de Coopération Internationale en Recherche Agronomique pour le Développement (CIRAD)
- Faculté d'Agronomie et de Médecine Vétérinaire de l'Université d'État Haïtien
- Institut Supérieur d'Agriculture Rhône-Alpes (ISARA)

- Institut de Recherche pour le Développement (IRD)
- Université d'Haïti
- Université d'Antananarivo : Institut et Observatoire de Géophysique d'Antananarivo - Laboratoire des Radioisotopes
- École Supérieure des Sciences Agronomiques



nitidæ
filieres & territoires