



ENABLING THE BUSINESS OF AGRICULTURE



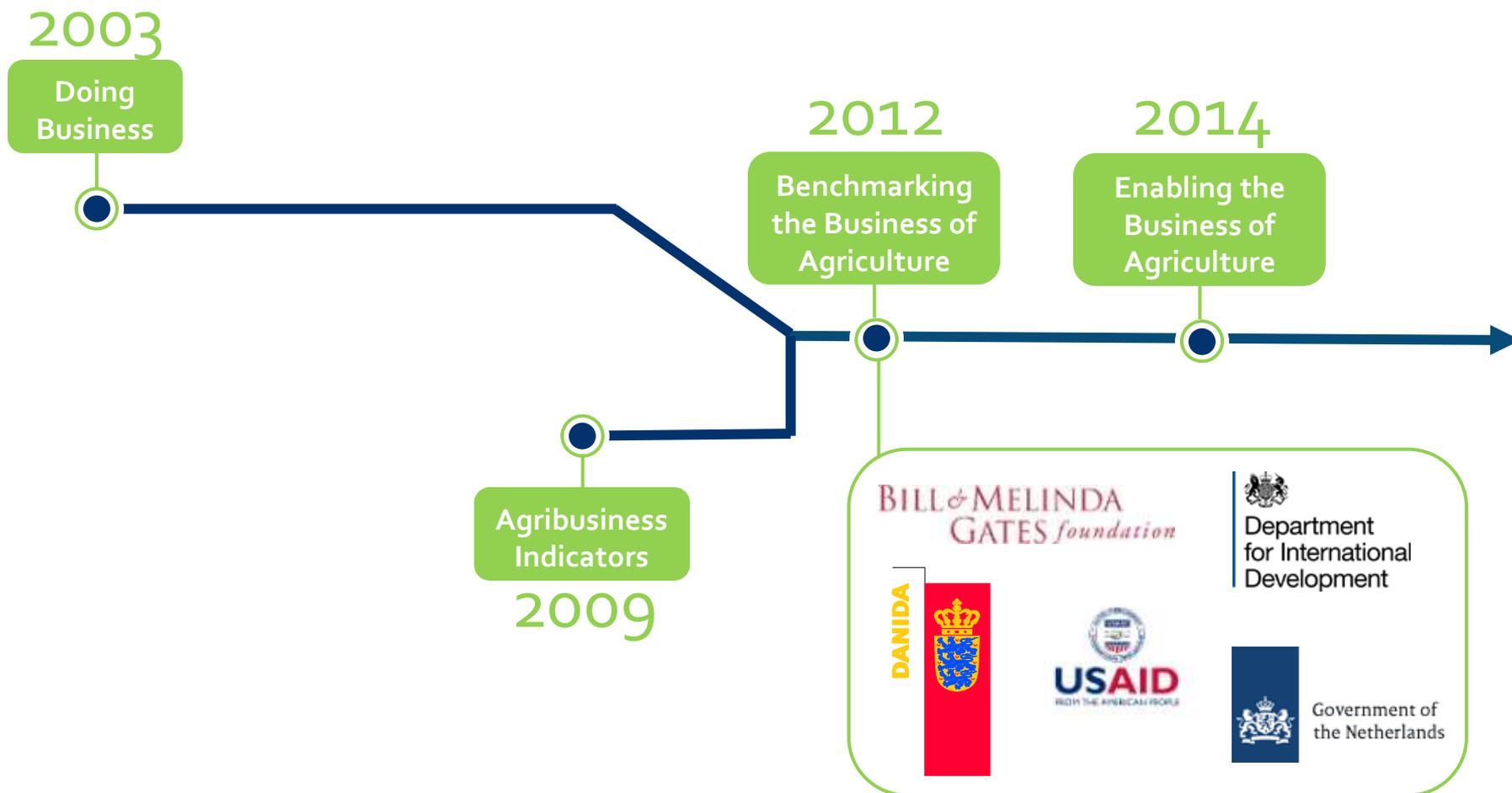
WORLD BANK GROUP

CSAM conference

Manila, Philippines

December 2015

Genesis of EBA



Global Focus on Agriculture

FOOD DEMAND

Global population will exceed 9 billion, increasing food demand by 63%.

POVERTY

Almost $\frac{3}{4}$ of world's poor people live in rural areas and depend on farming for food, income and jobs

URBAN GROWTH

Cities in developing countries will more than double, boosting food demand by 145%.

Global Focus on Agriculture



Quality of regulations

Strength of institutions

Efficient administrative procedures

The value of benchmarking



You [Socrates] have discovered the reasons why some farmers are so successful that husbandry yields them all they need in abundance, and others are so inefficient that they find farming unprofitable. I should like to hear the reasons in each case, in order that we may do what is good and avoid what is harmful.

Xenophon, 4th Century BC

A tool for improved policymaking



Identify, measure & monitor areas for improving the agribusiness enabling environment



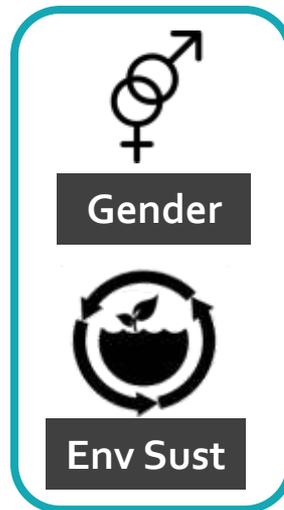
Comparable & actionable data, metrics and indicators

Thematic coverage

INPUTS

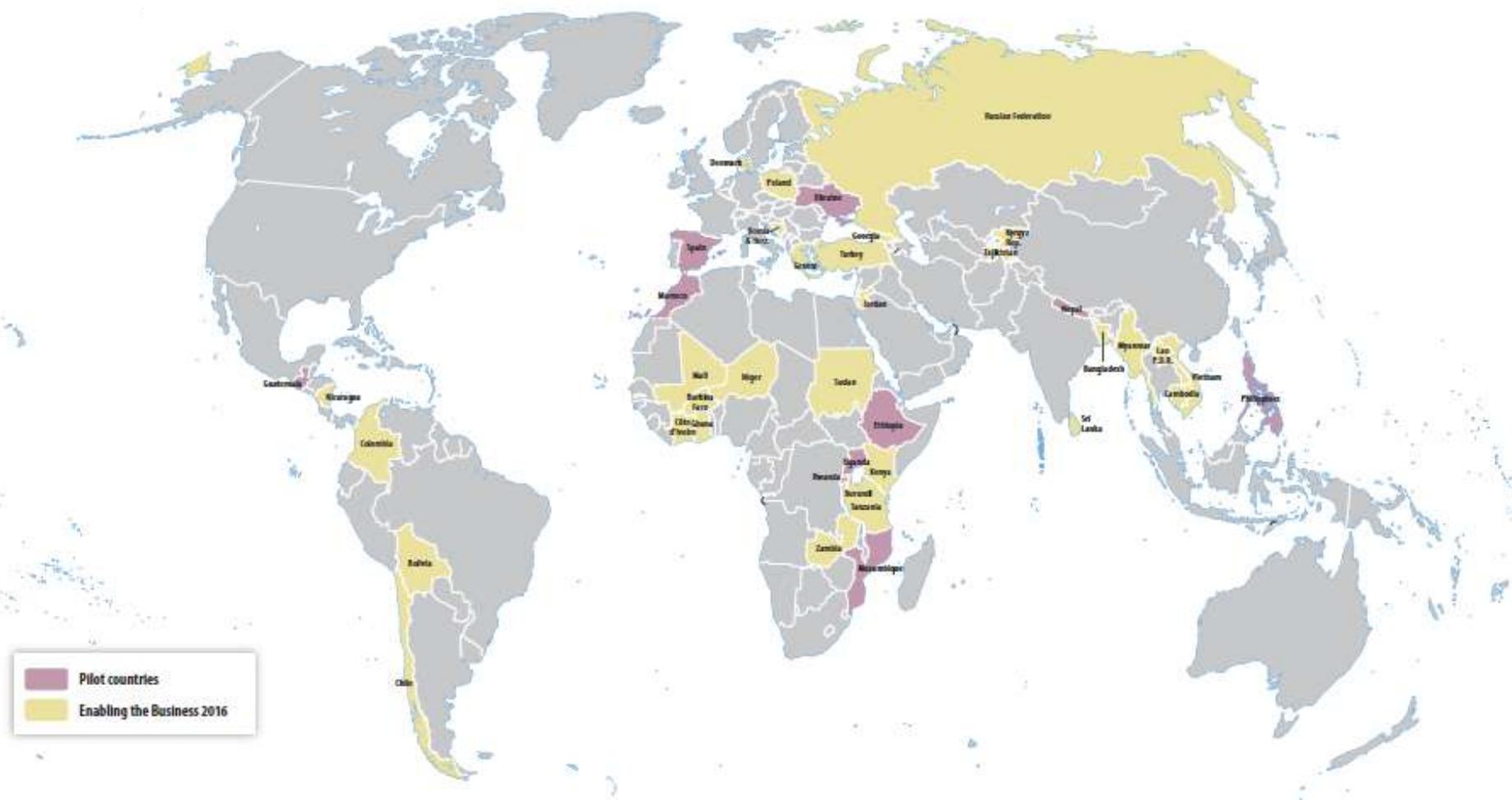


OVERARCHING

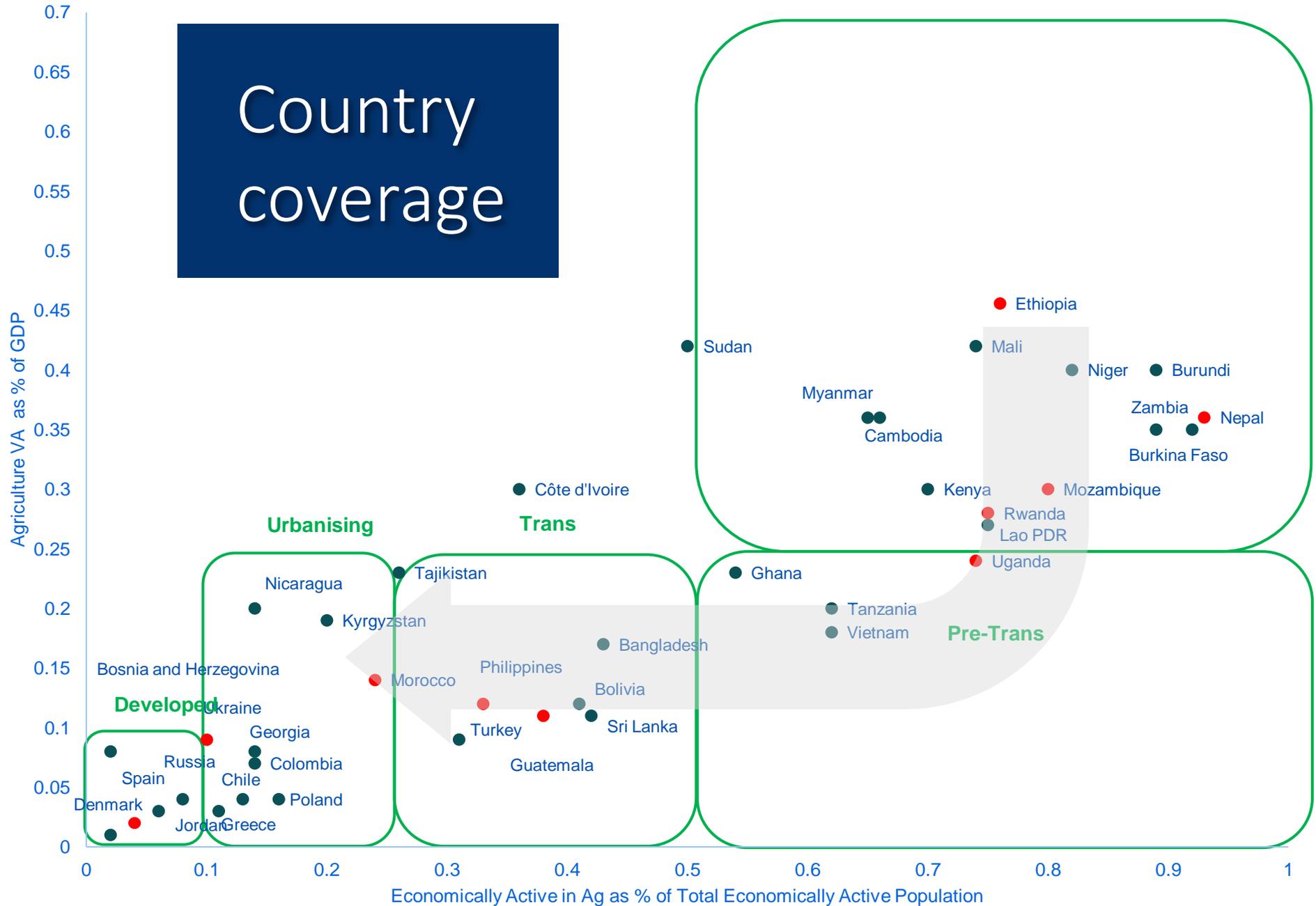


ENABLERS

Country coverage



Country coverage



Data collection

Public Sector

- Ministries of Agriculture, Transport, Environment, Trade and Commerce, Information and Technology
- Central Bank, Financial Supervisory Authorities
- Customs, State Inspectors, Land Registries, Cadasters, Agricultural Research Institutes and others

Private Sector

- Agricultural Input Companies (Fertilizer, Machinery, Seed, Irrigation)
- Trucking companies
- Freight forwarders
- Cooperatives and Farmers' associations
- Agricultural Holdings
- Mobile Network Operators
- Lawyers
- Commercial Bankers and Microfinance Institutions



Indicator areas



LAND



FINANCE



WATER



SEED



FERTILIZER



MACHINERY

Land administration systems and tenure security

Lending supervision

Access to water use rights

Evaluation and registration of new varieties

Registration of fertilizer products

Tractor dealer requirements

Agricultural land sales

Branchless banking

Water User Associations

Seed certification

Fertilizer import requirements

Tractors safety standards

Agricultural land lease markets

Non-traditional collateral

Quality control

Tractor import requirements

Indicator areas



ICT

Licensing regimes

Government strategies to improve access to ICT in rural areas

Agricultural e-extension services



TRANSPORT

Licensing for trucking

Cross-border transportation



MARKETS

Phytosanitary protection

Production/sales

Agricultural export



LIVESTOCK

Genetic resources management

Animal disease prevention and control

Safety of animal feed resources



ENV. SUSTAIN.

Plant genetic resources: conservation, access and use

Production and commercialization of land races

Water resources management

Type of indicators



ADDITIONAL EBA METRICS

Under development

De Facto

PROCEDURES, TIME & COST

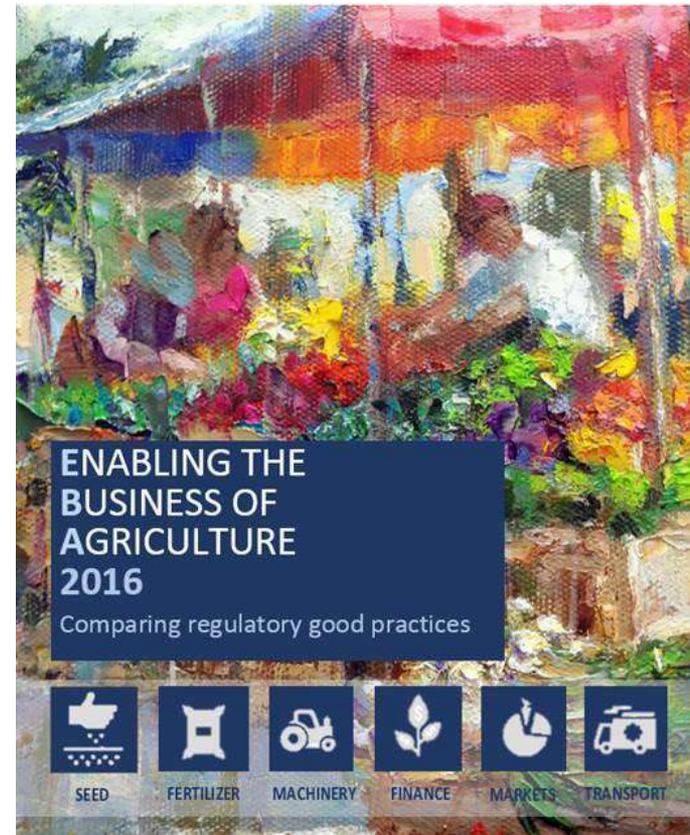
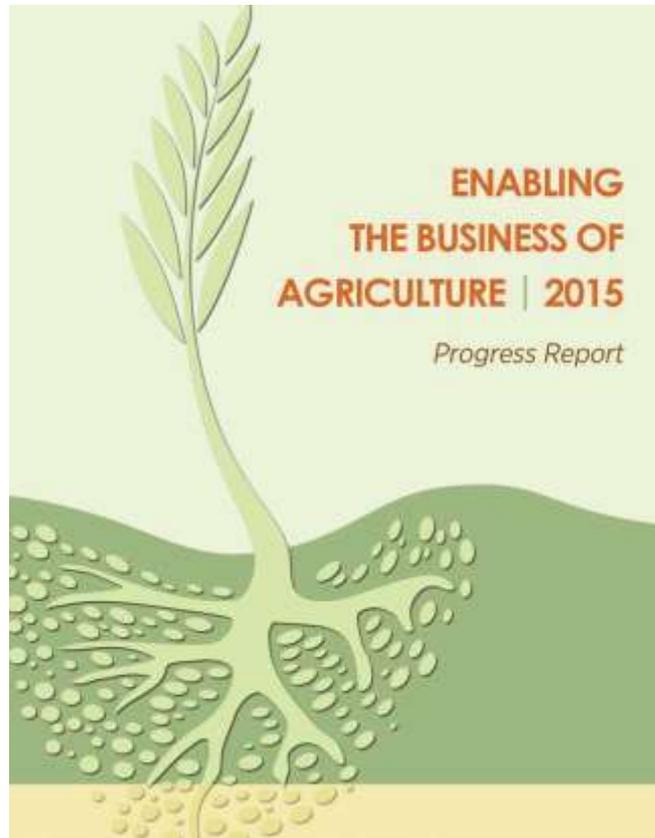
Processes as experienced by the private sector in complying with legal and regulatory requirements

De Jure

LEGAL INDICATORS

All public regulations, other legal texts of general application, judicial decisions and administrative rulings

EBA 2016 Report



Tractor dealer requirements

Legal requirements for testing of agricultural tractors, licensing required to operate a tractor, as well as warranties and post-sale services that must be provided at the retail level

Tractor standards & safety

Legal requirements for operational safety and performance standards of tractors

Tractor import requirements

Aspects of importing agricultural tractors, including the private sector's role and the required procedures to import

Respondent types

- Agricultural machinery manufacturers
- Importers
- Machinery dealers
- Relevant government authorities (e.g. Ministry of Agriculture)

Data collection

- Remote (email and teleconference interviews)
- Country visits

Good Practices

- ❑ Safeguard availability and timely delivery of agricultural tractors through streamlining import procedures
- ❑ Ensure that imported tractors suit country conditions by requiring testing of agricultural machinery
- ❑ Facilitate tractor durability by requiring tractor registration and appropriate after-sales service
- ❑ Guarantee high quality tractors by requiring compliance with national and international performance standards
- ❑ Ensure safety of tractor operators by enforcing safety standards such as roll-over protective structures and seatbelts

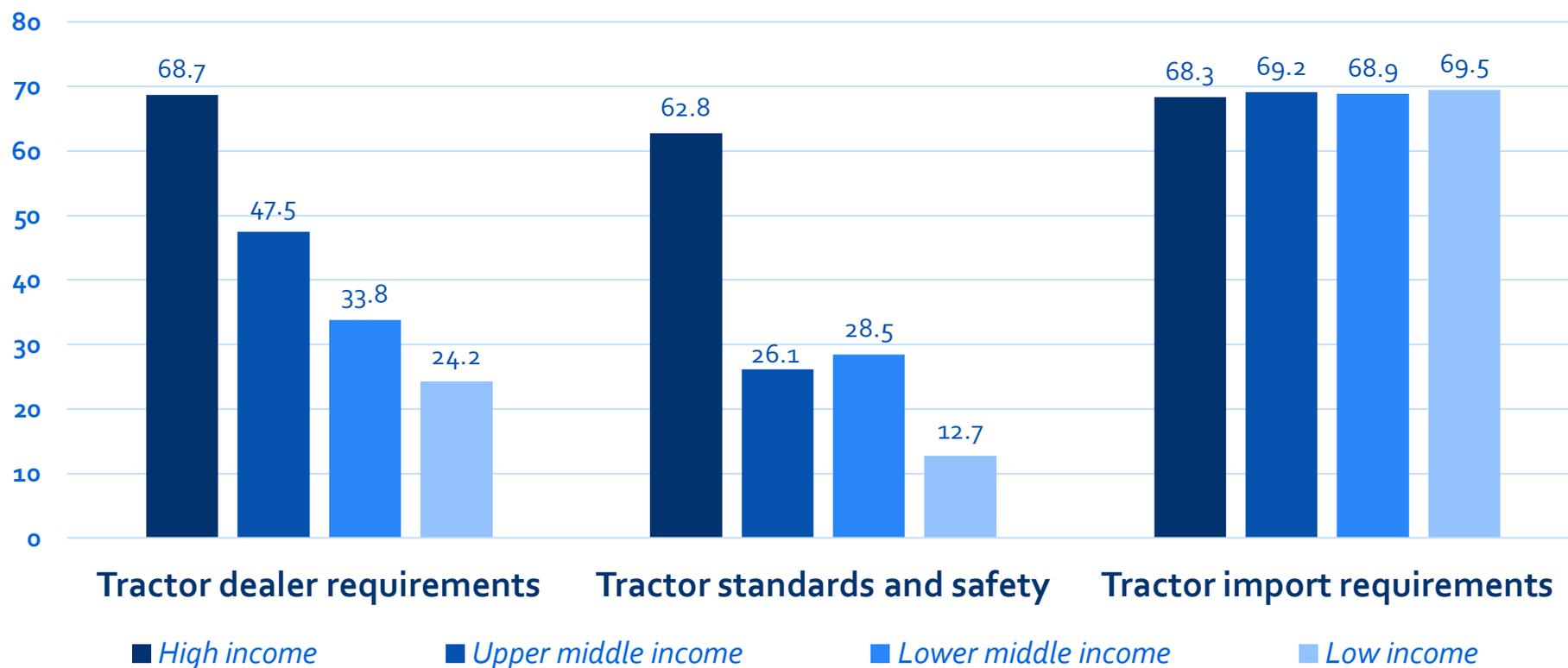
Agricultural machinery

Methodology

Tractor import requirements	Answer	Score
1. Is the private sector allowed to import new agricultural tractors?	Yes	1
2. Is the private sector allowed to import second hand agricultural tractors?	Yes	1
3. Is the private sector allowed to import spare parts for agricultural tractors?	Yes	1
4. Please indicate if the law requires pre-shipment inspections of new agricultural tractors.	No	0
5. Is the private sector required to register as an importer of agricultural tractors?	Yes	1
▪ Please indicate if the registration is time limited.	Yes	0
○ If yes, indicate time (in years)	0.5	
▪ Please indicate the official cost to register as an importer.		not scored
○ Cost as a percentage of GNI per capita		
6. Please indicate if the private sector is required to obtain an import permit to import agricultural tractors.	No	1
▪ Please indicate if the import permit is time limited.	N/A	-
○ Please indicate time (in months)	N/A	
▪ Please indicate the official cost to obtain the import permit.	N/A	not scored
○ Cost as a percentage of GNI per capita	N/A	

Score: 67

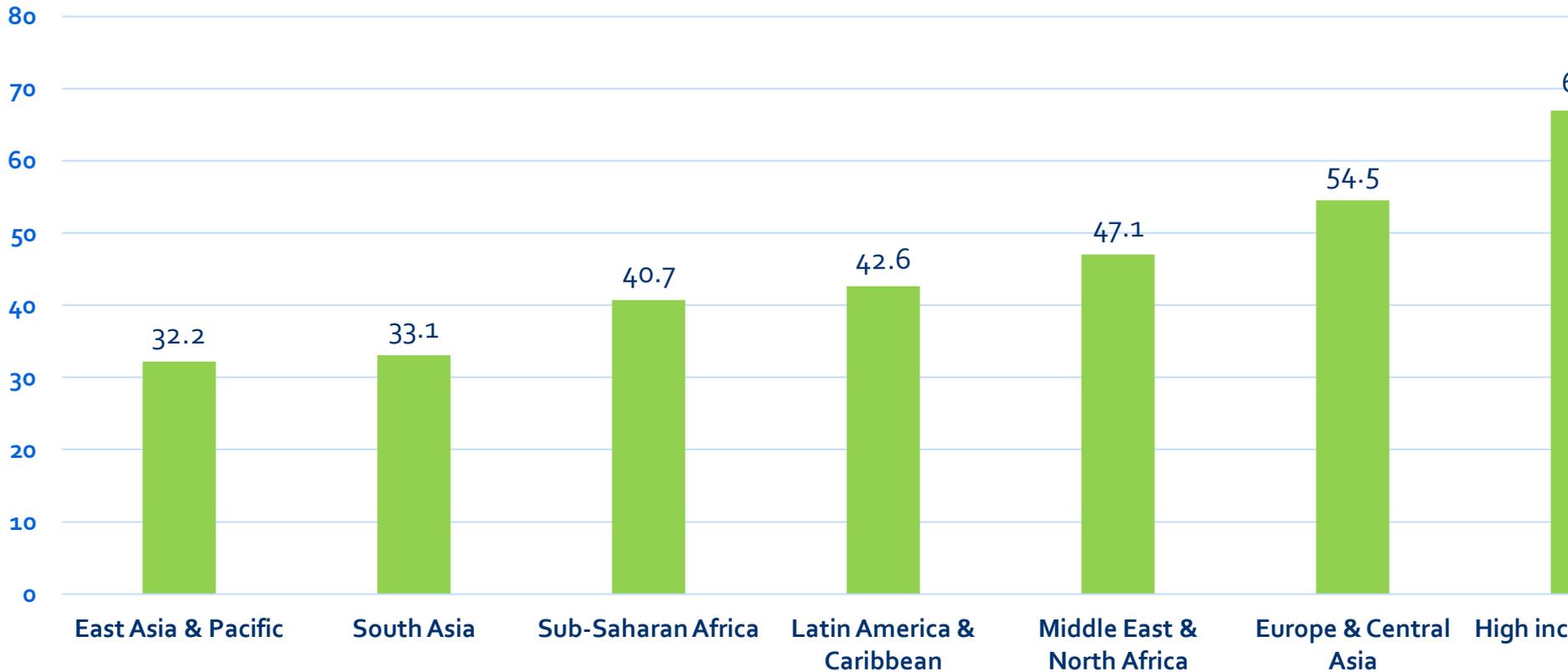
Subindicator scores by income group



Agricultural machinery

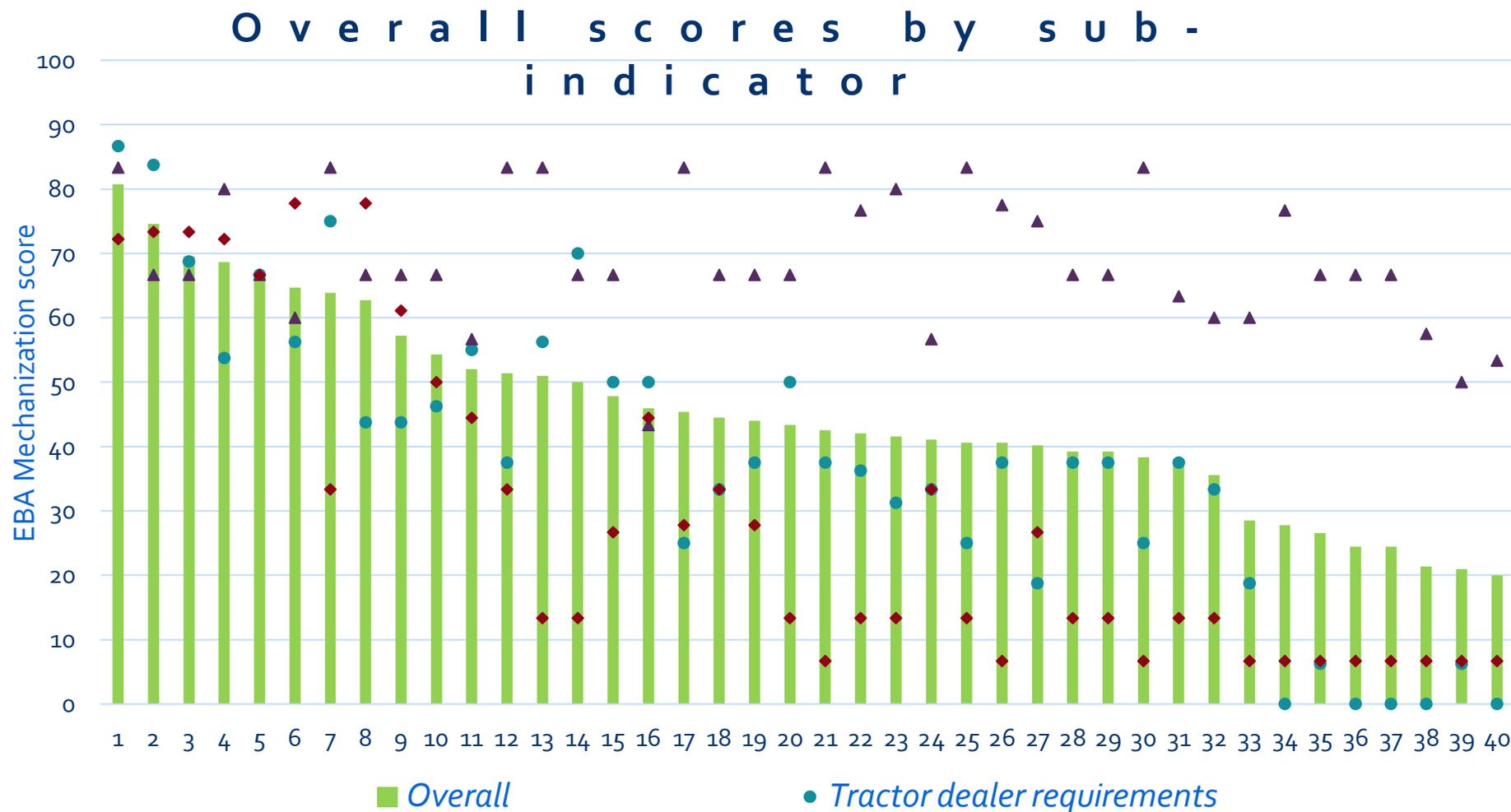
EBA 2015 Results

Overall scores by region



Agricultural machinery

EBA 2015 Results



Next steps

Country coverage

SUB-SAH AFRICA

Burkina Faso	
Burundi	
Cote D'Ivoire	
Ethiopia	Liberia
Ghana	Benin
Kenya	Malawi
Mali	Cameroon
Mozambique	Senegal
Niger	Zimbabwe
Rwanda	Nigeria
Sudan	
Tanzania	
Uganda	
Zambia	

ECA

Bosnia-Herzegovina	
Georgia	
Kyrgyzstan	Romania
Poland	Armenia
Russia	Serbia
Tajikistan	
Turkey	
Ukraine	

EAP

Cambodia	Korea
Laos	Malaysia
Myanmar	Thailand
Philippines	
Vietnam	

LAC

Bolivia	Brazil
Chile	Haiti
Colombia	Mexico
Guatemala	Peru
Nicaragua	Uruguay

EU

Denmark	Italy
Greece	Netherlands
Spain	

MENA

Jordan	Egypt
Morocco	

SA

Bangladesh	India
Nepal	
Sri Lanka	

Bihar
Odisha
Uttar Pradesh



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Thank you

Tractor dealer requirements	Answer	Score
1. Is the private sector required to obtain proof of suitability for the import of new agricultural tractors?	No	0
<ul style="list-style-type: none"> ▪ Please indicate the official cost to obtain the proof of suitability (in local currency). ○ Cost as a percentage of GNI per capita 	N/A	
	N/A	
2. Is the private sector required to register the tractor?	Yes	1
<ul style="list-style-type: none"> ▪ Please indicate the official cost to obtain the registration (in local currency). ○ Cost as a percentage of GNI per capita 	199800.0	
	1.3%	
3. Does the law require an operator's license in order to operate an agricultural tractor?	Yes	1
4. Does the law require that dealers of agricultural tractors be responsible for providing the following post-sale services:	Yes	0.8
<ul style="list-style-type: none"> ▪ Repair of tractors ▪ Replace or return of poor quality tractors ▪ Supply of spare parts ▪ Train users on use of tractors ▪ Train users on maintenance of tractors 	Yes	
	Yes	
	Yes	
	No	

Score: 70

Tractor standards and safety	Answer	Score
1. Does the law require tractors to be equipped with a fixed roll-over protective structure (ROPS)?	No	0
2. Does the law require tractors to be equipped with a seatbelt?	No	0.33
3. Does the law establish sanctions for non-compliance with these safety standards?	N/A	0.33
▪ Without seatbelt	Yes	
▪ Without an operator's license	N/A	
▪ Without ROPS	N/A	
4. Does the law require that agricultural tractors must comply with national quality and performance standards?	No	0
5. Does the law establish the requirement that tractor standards must be in accordance with international standards (e.g. ISO, OECD)?	No	0

Score: 13