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### MESSAGE FROM THE BOARD

The year 2021 presented both challenges and opportunities for East-West Seed Knowledge Transfer Foundation (EWS-KT) in supporting smallholder farmers in Africa and Asia. In response to restrictions connected to the ongoing COVID-19 pandemic, the EWS-KT team stepped up its efforts to diversify direct and indirect outreach methods and implemented new techniques and solutions, such as more emphasis on digital platforms for learning, more phone-based assistance and advice, and smaller group training activities. These approaches enabled EWS-KT to directly reach 117,533 farmers and to reach an additional 5 million farmers through crop guides, radio programmes, and digital media. We are very proud of these achievements, and we are particularly pleased that more than a third (34%) of the smallholder farmers EWS-KT trained in 2021 were women.

Farmers and lower-income consumers responded to another difficult year with ingenuity and resilience. Beyond the uncertainties of the pandemic, some countries where EWS-KT works were burdened with security issues. The political situation in Myanmar made it very difficult to operate, but just like the commercial company East-West Seed, EWS-KT feels that in these challenging times it is even more important to ensure continued access to knowledge and farm inputs in order to secure consumers' access to healthy vegetables in local markets. The worsening security situation in northern Nigeria also required a careful approach, but EWS-KT was nevertheless able to train tens of thousands of farmers in Kano and Kaduna states

Launching EWS-KT's new 5-year strategy was a major milestone in 2021. The strategy sets an ambitious goal to improve the livelihoods of 1 million farmers and enable 50 million lower-income consumers to increase their consumption of vegetables by 2025. EWS-KT's new website and data dashboard are a giant leap forward in providing transparent insight into the organisation's work and impact. Valuable for donors as well as for farmers, the dashboard presents detailed information on ongoing activities, including demonstration farms, and other important information on the countries where EWS-KT works.

Recognising the value that EWS-KT brings in creating a more conducive environment for growing agricultural-input markets in less developed areas, East-West Seed has committed to raising its annual contribution to EWS-KT, which is based on a fixed percentage of global seed sales. This is expected to increase the company's investment in EWS-KT by an additional US\$ 5 million over the next 5 years. This decision reflects East-West Seed's strong belief that EWS-KT's focus on enabling the growth of vibrant vegetable markets in less developed areas really works.

Over the last year, EWS-KT accelerated outreach and impact through new partnerships in Cambodia, Myanmar, Nigeria, the Philippines, and Uganda. (For more on partnerships and projects, see pages 36–39.) EWS-KT's sister organisation in Indonesia, Yayasan Bina Tani Sejahtera (YBTS), has likewise been successful in expanding its operations through synergies and partnerships.

Increased investment in new people has strengthened EWS-KT's local, international, and leadership capacity. For our part, the board of trustees was delighted to welcome Brigit van Dijk - van de Reijt as our newest member. Her appointment complements the current expertise of the governing board, which spans business, technology, horticulture, finance, public policy, and international development. In addition to bringing new dynamics to the board, her unique experience and connections will help put EWS-KT on the path to reaching more farmers through closer cooperation with private donors.

All this gives us confidence that EWS-KT is ready to meet the strategic goals it has set for the years ahead.



**Rutger Groot** 



**Joan Boer** 



Joost Pekelharing

Brigit van Dijk - van de Reijt



### MESSAGE FROM THE DIRECTOR

Our new 5-year strategy got off to an excellent start in 2021. Despite the challenges of COVID-19 and, in places, complex security issues, we managed to achieve 97.9% of our 120,000 farmer outreach goal, directly reaching and training 117,533 farmers.

With new key positions in place, we are well situated to reach an additional 160,000 farmers through field-based activities in 2022. To ensure that the knowledge we bring goes deeper into the communities where we work, we will continue to leverage the dynamics that women and youth bring to the vegetable sector. Our increased targets for more women key farmers—and more women field staff—are already resulting in significant change, particularly in local communities where this is not the norm.

In addition to impacting more farmers, we expect to widen our geographic coverage over the next year and will be exploring opportunities to establish dedicated knowledge transfer teams in Ghana. We will also extend support from our operations in northern Uganda directly into South Sudan, with the aim of sparking interest in the advantages that market-driven interventions can bring for farmers' income and community nutrition.

While continuing to increase our face-to-face training in 2022, we also plan to further invest in digital resources. With a dedicated team in place, we are now reaching more than 5 million farmers through radio programmes and digital tools, and we have found that digital learning methods are particularly effective for youth, one of our focus groups. Our investment in digital outreach channels is aimed at making EWS-KT accessible to a greater number of farmers, and our initiatives include a capacity-building element through which we improve the digital literacy of farmers, thus widening their options for learning new farming techniques.

However, we are aware that digital media does not reach all groups of farmers, and we will devote more resources to understanding how we can best maximise outreach and impact amongst different socio-economic groups. This investment will not only strengthen the knowledge and networks of the 1 million farmers we intend to train in person but will also enable us to reach other farmers in areas where we do not have a presence.

Over the last few years, we have developed an impressive resource base of extension materials, and in 2021, we launched our Technical Support Hub. With these and other tools, we have been very successful in improving productivity within local contexts and challenging environments. Building on that, we are now exploring ways to better support farmers' connectivity within the value chain. 2022 will be a year to pilot initiatives that facilitate farmer-market connections within our networks. In addition to sharing technical knowledge, we will put increased emphasis on resources and approaches that strengthen the business skills of farmers.

To support this, we have launched a public dashboard where stakeholders can access some of the farm data we collect. The dashboard allows us to continuously analyse data from the field and to monitor

the geographical dissemination of a network of resourceful vegetable entrepreneurs. Interactive maps enable access to farm records and cost-return data of different crops over different seasons.

We have the capacity to drive significant change in communities where farmers struggle with low yields and poor connectivity to their markets. However, change cannot happen in isolation.

To reach our goal of training 1 million farmers by 2025, we seek partnerships that enable accelerated outreach and further deepen the impact of our work. In addition to formal partnerships, we recognise the valuable role that other stakeholders play, and we welcome opportunities for organisations to help complete the picture through access to finance, irrigation technologies, strengthening of farmer groups, infrastructure developments, and other synergies.

Last but not least, we will continue to focus our interventions in areas where East-West Seed has a long-term vision to grow new markets. This enables us to leverage the transformative drive that improved vegetable varieties bring—which in turn sparks the beginning of more innovative and competitive input and output markets.

I'd like to thank our teams and all of our partners for their commitment to driving change through the power of vegetables. Together, we can bring immense change where it is dearly needed.

Director of EWS-KT

**Stuart Morris** 



# WHO WE ARE

HELPING

SMALLHOLDER

FARMERS FEED

THE WORLD

EWS-KT is a non-profit corporate foundation with unique ties to East-West Seed Group. East-West Seed invests a fixed percentage of global seed sales in EWS-KT to support our core operational costs. We also rely on co-investment from outside donors and partners at the project level.

Our mission is to improve the skills and livelihoods of smallholder farmers in less developed areas of Africa and Asia. By creating opportunities for income development at the farm level, our work catalyses the development of competitive agricultural-input markets and increases the availability of safe-to-eat and affordable vegetables in markets supplying lower-income consumers.

We leverage a business-minded approach to sustainable development for farmers and markets and help position vegetable production as an attractive and viable livelihood for local communities. To accelerate impact, we co-invest with organisations that share our social-impact vision and market-based approaches.



Founder of East-West Seed and Winner of the 2019 World Food Prize

Simon N. Groot

# THE ROAD TO 1 MILLION FARMERS

# STRATEGIC GOALS

Our 2021–2025 Strategic Plan, which we began to implement in January 2021, guides our approach to effectively impact the livelihoods of smallholder vegetable farmers and the markets they supply. Our goals:



1 MILLION FARMERS TRAINED BETWEEN 2021 AND 2025

US\$260 MILLION ADDITIONAL NET INCOME GENERATED

BY FARMERS EVERY YEAR





50 MILLION LOWER-INCOME CONSUMERS GAIN ACCESS TO A GREATER SUPPLY OF FRESH VEGETABLES, POTENTIALLY INCREASING THEIR VEGETABLE CONSUMPTION BY 50%

INCREASED PARTICIPATION IN FARMING BY WOMEN (50% OF FARMERS) AND YOUNG PEOPLE (40% OF FARMERS)





# **OUR STRATEGY**

Our strategy is to showcase profitable and sustainable farming practices to smallholder vegetable farmers struggling with poor yields in underdeveloped markets. We also leverage the long-term commercial incentives of East-West Seed to drive innovation in often neglected agro-input markets. This unique private-sector relationship is pivotal to the success of our approach.

As farmers recognise the benefits of quality seed and other farm inputs, alongside the use of sustainable and improved production practices, their input investments catalyse an environment in which East-West Seed and other private companies can be more effective in growing new markets. This approach enables systemic changes in markets and ensures continual access to knowledge and innovative farm inputs in the future. It also sustainably raises farmers' income and improves community nutrition through the year-round availability of affordable, safe-to-eat vegetables.

In many countries, women and young people are underrepresented in farming. To revitalise the farming value chain, we seek to engage women and youth as smallholder farmers.

Young people's higher tolerance for risk and greater appetite to try new technologies accelerate the pace of change and pave the way to greater sustainability for vegetable markets. We recognise that young people often lack decision-making power in their households and experience challenges in securing resources, including access to land. Nevertheless, we are confident that we can reach our goal of increasing youth participation by ensuring that at least 40% of the key farmers we support, on average, are below the age of 35.

We also recognise the critical impact the gender dynamic has on value chain efficiency. To encourage gender balance and active engagement of women at training events, and to ensure that the knowledge we share is most effectively spread within the community, we are working to increase the participation of women. To achieve this goal, we will make sure that 50% of the key farmers we support are women. In addition to leveraging influencers in the farming community, we will strive to maximise the dynamics of our country teams, our management, and our governing board by cultivating a gender-inclusive workplace.

# SHARING TECHNICAL EXPERTISE

Building the capacity of farmers in the vegetable value chain is at the core of EWS-KT's activities. Recognising that learning styles, interests, and needs differ from person to person, we use a variety of tools to share knowledge—from group demonstrations and in-depth training in farmers' fields (whether face-to-face or online) to forums and open discussions, moderated social media groups, and mass communication via radio. No matter the method, the knowledge we share is of the highest quality.

Our blended learning approach has enabled EWS-KT to stimulate interest in vegetable farming and to share knowledge with a wide range of stakeholders, integrating farming techniques, the business of farming, and climate and environmental conditions. An example of this hybrid approach is conducting virtual field visits with direct interaction with key farmers, who showcase common successes and challenges with their crops.

Our newly organised Technical Support Hub is a big step forward towards sustainable sharing of technical know-how and expertise to all stakeholders. The hub works in close collaboration with Wageningen University & Research and East-West Seed. It brings together technical expertise in sustainable vegetable production from all the countries where we work, resulting in practical and evidence-based recommendations from action research, extension materials and training modules tailored to local audiences, and direct support in person or through digital platforms. The hub helps us to address complex challenges such as climate change, soil health, and water scarcity and works in tandem with our dynamic capacitybuilding systems.

The array of EWS-KT channels to support capacity building increased in 2021, and we are committed to ensuring that knowledge is shared inclusively and in a sustainable manner. To

achieve this, we have broadened our use of digital media platforms, and we have created a web of community-based resource people at the village level. Our technical teams train local farmers, with an emphasis on women and youth, to create this network, and they in turn facilitate access to knowledge and advice for farmers in areas not prioritised by agricultural extension services.

For some time, we have been aware of a yield gap in vegetable production by smallholder vegetable farmers, who often do not have what they need to maximise their crops' potential. Continuous technical knowledge acquisition is key to decreasing this gap, but it is not enough to ensure a reliable livelihood for farmers. Smallholder farmers are key players in the rural economy, and business, economic, and financial skills are crucial to increasing their income. We have recently developed training modules and partnered with other organisations to fill the knowledge gap for smallholder farmers to become entrepreneurs.

Young farmers represent the future of their communities, but farming is not the first career choice for many young people. To address this, EWS-KT prioritises dynamic, sustainable, and high-quality learning. Building farming and business capacity using a blended learning approach is very important to attract young people to the farming sector. With a focus on young people, we have increased the number of youth farmers (younger than 35 years old) being trained, certified, and becoming role models for others. In this way, we have been creating a community of young leaders demonstrating that vegetable farming is a viable business opportunity, now and for the future.

Click or scan QR code to access our materials



# NEW TRAINING MODULES AND MATERIALS

In 2021, we focused more on digital learning and on sharing knowledge via video through the EWS-KT YouTube channel. This is part of our effort to reach more smallholder farmers, even in areas where we do not currently have teams on the ground.

Our digital media team created a variety of new videos that will be translated into local languages to be shared across our playlists. Videos developed in 2021 include:



- Recorded webinars delivered to internal and external audiences on home gardens and balanced diets
- Webcast with episodes on farm records, seedling production, and management tips
- A new and comprehensive video playlist on vegetable production, thanks to a large digital project in Uganda with Nuffic and Wageningen University & Research
- Videos from the Technical Support Hub on drainage, safer use of pesticides, taking diagnostic photographs, and biopesticides

### TECHNICAL SUPPORT HUB VIDEOS











How to Interpret Pre-Harvest Interval (PHI) and Re-Entry Interval (REI) on Pesticide Labels



Click or scan QR code to view playlist

### UGANDA DIGITAL PROJECT VIDEOS

### LAND PREPARATION F First Steps to Cultivating the Planting Area How to Make the Planting Beds F How to Apply Fertilizers to New Planting Area SEEDLING PRODUCTION = How to Grow Onion F How to Build a Seedling Nursery = How to Make/Use Seedling Containers = Where to Find the Best Seeds F How to Create Quality Soil Substrate F How to Sow Seeds F How to Ensure Good Seed Germination TRANSPLANTING = How to Apply Organic Mulch F Transplanting Cabbage F Transplanting Cucumber = Transplanting Onion = Transplanting Tomato

=

Transplanting Watermelon

### **FERTILISATION**

- How and When to Apply Fertilizers During Plant Cycle
- F How to Make Vermicompost

### IRRIGATION

F How to Manage Water

### TOMATO TRELLISING

How to Set Up Trellis for Better Tomato Health and Yield

## WATERMELON PRUNING CROP PROTECTION

How to Prune Watermelon Plants

- How to Monitor
- How and Why to Use Sticky Traps
- How to Correctly Read and Interpret Pesticide Labels
- How to Correctly Use a Knapsack Sprayer for Applying Pesticides
- How to Correctly Apply Pesticides
- How to Correctly Use PPE Personal Protective Equipment
- **F** How to Conduct Weeding

### HARVESTING AND POST-HARVEST

F How to Minimize Vegetable Loss

### SANITATION

How to Manage Your Farm/Garden After Harvest



### ONLINE TRAINING CERTIFICATION

### OUR PROGRAMME

In May 2021, we began providing online training certification on vegetable production via our General Vegetable Production (GVP) programme. The EWS-KT Technical Working Group designed the GVP certification programmes for all East-West Seed and EWS-KT extension staff, as well as external partners who want to acquire basic or advanced technical knowledge in vegetable production.

We offer three self-paced GVP certification programmes through online platforms in different languages. The Crop Advisor Trainer (CAT) was developed for technical field workers; the Vegetable Beginner Program (VBP) is aimed at people in non-technical roles; and the Agrobusiness Certification Program is designed for dealers of agro-input products.

### OUR LEARNING APPROACH

We adopted a blended learning approach that includes a combination of online learning modules, online quizzes, learning videos, recorded webinars, virtual live sessions with the technical team, online and in-person field visits, and digital media channels.

The learning materials present modules in four categories: crop economics business, crop environment, crop production, and crop protection.

From 2022 on, EWS-KT will also offer Community Farmer Trainer certification for community-based resource people at the village level and Advanced Crop Advisor Trainer certification for certified CAT extension staff.

| PROGRAMME                                     | REGISTERED | GRADUATED |
|---|------------|-----------|
| Crop Advisor Trainer (internal)               | 90         | 81        |
| Crop Advisor Trainer (external)               | 165        | 90        |
| Vegetable Beginner Program (internal)         | 22         | 13        |
| Agrobusiness Certification Program (external) | 45         | 36        |
|   |            |           |

TOTAL

322

# DIRECT OUTREACH

Our training approach involves a range of activities: extended, individualised training of key farmers; training events for other farmers, which are held at key farmers' demonstration plots; and Field Days, a training and networking day for farmers, village leaders, agro-input dealers, and other stakeholders. As a part of some projects, we also teach community members how to establish and care for home gardens.

| COUNTRY     | DIRECT O | UTREACH | 2021   |                     | TRAINING EVENT         | S & FIELD DAYS    |
|-------------|----------|---------|--------|---------------------|------------------------|-------------------|
|             | Total    | Women   | Men    | Youth <35 years old | No. of Training Events | No. of Field Days |
| Bangladesh  | 2,110    | 1,116   | 994    | 977                 | 128                    | 12                |
| Cambodia    | 7,059    | 3,461   | 3,598  | 1,430               | 509                    | 88                |
| India       | 14,258   | 4,836   | 9,422  | 1,096               | 525                    | 94                |
| Indonesia   | 19,580   | 8,337   | 11,243 | 4,481               | 197                    | 21                |
| Myanmar     | 5,506    | 2,440   | 3,066  | 1,426               | 206                    | 39                |
| Nigeria     | 46,745   | 10,679  | 36,066 | 25,477              | 1,893                  | 459               |
| Philippines | 4,179    | 2,328   | 1,851  | 584                 | 99                     | 34                |
| Tanzania    | 8,078    | 2,692   | 5,386  | 2,167               | 159                    | 55                |
| Uganda      | 10,018   | 4,365   | 5,653  | 1,825               | 1,521                  | 186               |
|             |          |         |        |                     |                        |                   |

39,463

5,237

NO. OF DEMONSTRATION PLOTS

Total

117,533

40,254

NO. OF KEY FARMERS TRAINED

77,279

### Total Women Men Youth <35 years old Completed Ongoing **Terminated** Bangladesh Cambodia India Indonesia Myanmar **Nigeria Philippines Tanzania** Uganda **Total** 2,457 1,699 1,560 1,401



# **COUNTRY DATA**

In each country, key farmers and EWS-KT staff jointly select the vegetables to grow in demonstration plots. These varieties are appropriate for local growing conditions and markets and have good nutritional value for consumers.

The following pages present country-specific data on farmers, activities, and crops in 2021.

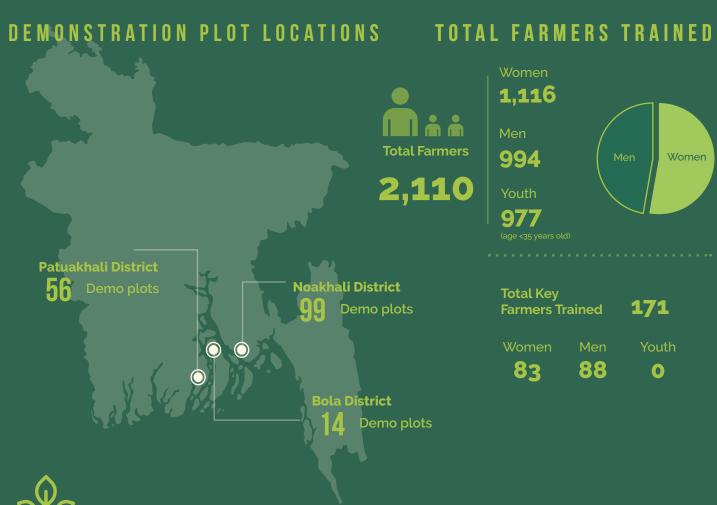
### DATA COLLECTED DIRECTLY FROM THE FIELD

Our new data dashboard tracks the performance of farmer-managed vegetable plots across different countries. It provides information on the cost and return of crops in different seasons, and its interactive maps enable users to drill down to granular levels with individual farm records. Our dashboard is intended to present a solid overview of actual impact and offer insight into the future potential of vegetable markets in the areas where we work.



Click or scan QR code to access data dashboard

# BANGLADESH



### CROP DEMONSTRATION PLOTS

Bangladesh is a new country for EWS-KT. Because the number of completed demonstration plots is less than 10, detailed crop data is not presented here.

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total

9 146 14 169

NO. OF TRAINING EVENTS NO. OF FIELD DAYS

128

NO. 01 1122B

236.85

AVERAGE NET PROFIT PER CROP CYCLE

NO. OF HOME GARDENS

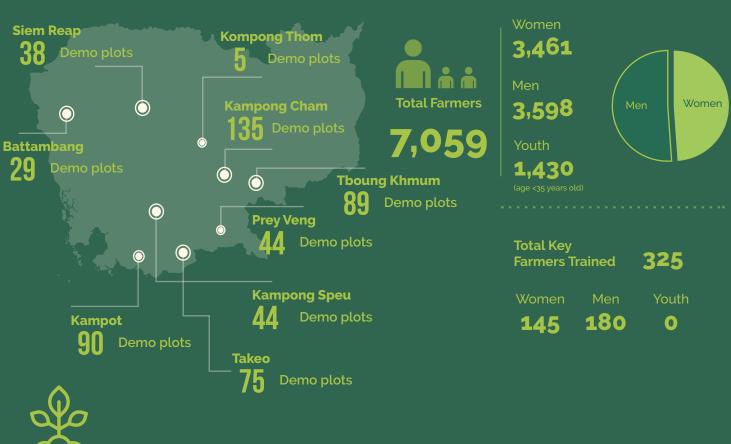
28

(US\$ ON 500 SQ M PLOTS)

# CAMBODIA

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED



### CROP DEMONSTRATION PLOTS

Data covers crops with 10 or more demonstration plots

| Crop     | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) | Net profit/<br>500 sq m (US\$) |    | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |
|----------|----------------------|----------------------------|--------------------------|----------------------------------|--------------------------------|----|-----------------------------|---------------------------|
| Cucumber | 49                   | 1,165                      | 136.45                   | 381.44                           | 244.99                         | 75 | 5.09                        | 3.27                      |
| Yardlong | 41                   | 720                        | 101.51                   | 322.76                           | 221.25                         | 75 | 4.30                        | 2.95                      |

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total

189 347 13 549

AVERAGE NET PROFIT PER CROP CYCLE
(US\$ ON 500 SQ M PLOTS)

234.06

NO. OF TRAINING EVENTS

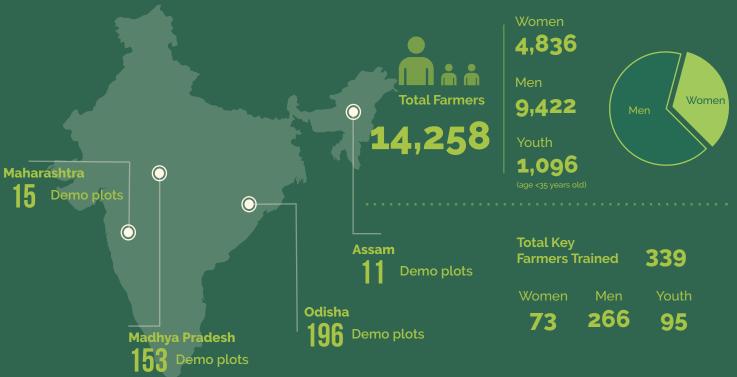
NO. OF FIELD DAYS

509

# INDIA

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED





### CROP DEMONSTRATION PLOTS

Data covers crops with 10 or more demonstration plots.

| Crop         | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) | Net profit/<br>500 sq m (US\$) |     | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |
|--------------|----------------------|----------------------------|--------------------------|----------------------------------|--------------------------------|-----|-----------------------------|---------------------------|
| Bitter Gourd | d <b>22</b>          | 725                        | 103.72                   | 310.02                           | 206.30                         | 90  | 3.44                        | 2.29                      |
| Tomato       | 12                   | 1,377                      | 111.85                   | 462.63                           | 350.78                         | 120 | 3.86                        | 2.92                      |

### NO. OF DEMONSTRATION PLOTS

Total

**158 212 5 375** 

OF HOME GARDENS

AVERAGE NET PROFIT PER CROP CYCLE

(US\$ ON 500 SQ M PLOTS)

222.77

NO. OF TRAINING EVENTS

NO. OF FIELD DAYS

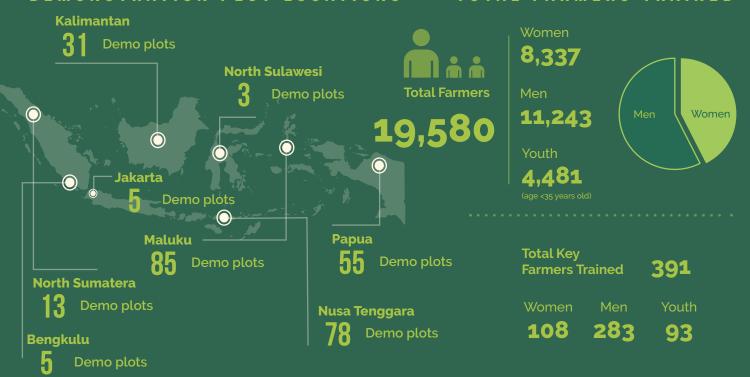
**525** 

94

# **INDONESIA**

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED





### CROP DEMONSTRATION PLOTS

Data covers crops with 10 or more demonstration plots.

| Crop               | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) | Net profit/<br>500 sq m (US\$) |     | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |
|--------------------|----------------------|----------------------------|--------------------------|----------------------------------|--------------------------------|-----|-----------------------------|---------------------------|
| Chili Bird<br>Type | 12                   | 417                        | 117.52                   | 968.89                           | 851.37                         | 150 | 6.46                        | 5.68                      |
| Tomato             | 18                   | 1,465                      | 169.81                   | 802.27                           | 632.46                         | 120 | 6.69                        | 5.27                      |

### NO. OF DEMONSTRATION PLOTS

AVERAGE NET PROFIT PER CROP CYCLE
(US\$ ON 500 SQ M PLOTS)

Completed Ongoing Terminated Total

156 110 9 275

524.05

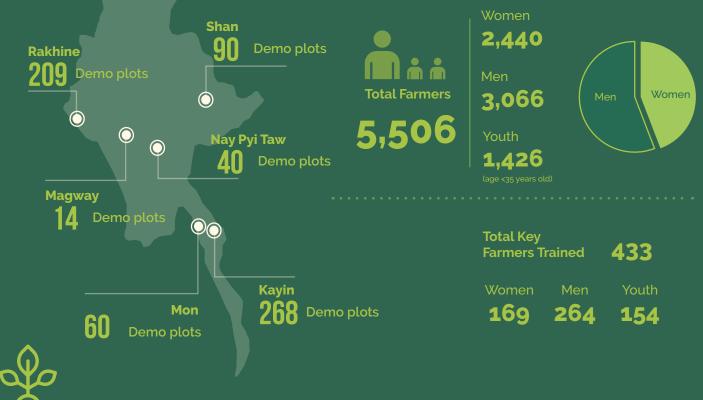
NO. OF TRAINING EVENTS NO. OF FIELD DAYS

197

# **MYANMAR**

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED



### CROP DEMONSTRATION PLOTS

Data covers crops with 10 or more demonstration plots.

| Crop             | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) | Net profit/<br>500 sq m (US\$) | Duration of production (Days) | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |
|------------------|----------------------|----------------------------|--------------------------|----------------------------------|--------------------------------|-------------------------------|-----------------------------|---------------------------|
| Cucumber         | 109                  | 2,566                      | 139.02                   | 473.87                           | 334.86                         | 75                            | 6.32                        | 4.46                      |
| Hot Pepper       | 15                   | 713                        | 120.63                   | 334.14                           | 213.51                         | 150                           | 2.23                        | 1.42                      |
| Yardlong<br>Bean | 79                   | 1,353                      | 133.60                   | 399.72                           | 266.11                         | 75                            | 5.33                        | 3.55                      |

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total 435 226 20 681

AVERAGE NET PROFIT PER CROP CYCLE
(US\$ ON 500 SQ M PLOTS)

278.13

NO. OF TRAINING EVENTS

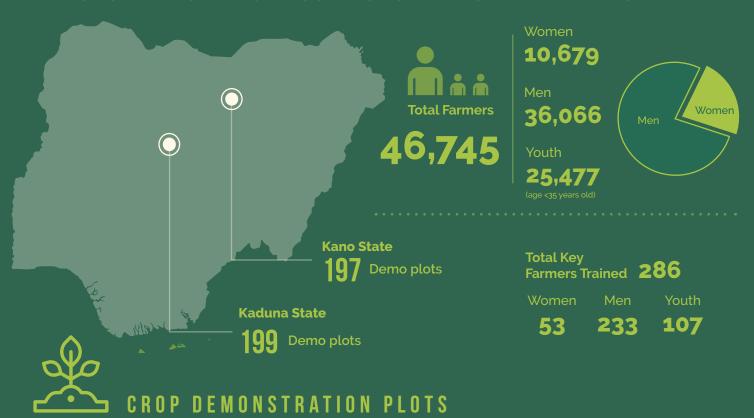
NO. OF FIELD DAYS

206

# **NIGERIA**

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED



Data covers crops with 10 or more demonstration plots.

| Crop    | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) | Net profit/<br>500 sq m (US\$) | Duration of production (Days) | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |
|---------|----------------------|----------------------------|--------------------------|----------------------------------|--------------------------------|-------------------------------|-----------------------------|---------------------------|
| Cabbage | 51                   | 1,748                      | 47.65                    | 312.11                           | 264.47                         | 90                            | 3.47                        | 2.94                      |
| Okra    | 76                   | 488                        | 30.92                    | 145.35                           | 114.43                         | 70                            | 2.08                        | 1.63                      |
| Tomato  | 100                  | 1,794                      | 52.91                    | 584.80                           | 531.89                         | 120                           | 4.87                        | 4.43                      |

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total 301 93 2 396

VERAGE NET PROFIT PER CROP CYCLE
(US\$ ON 500 SQ M PLOTS)

NO. OF TRAINING EVENTS

NO. OF FIELD DAYS

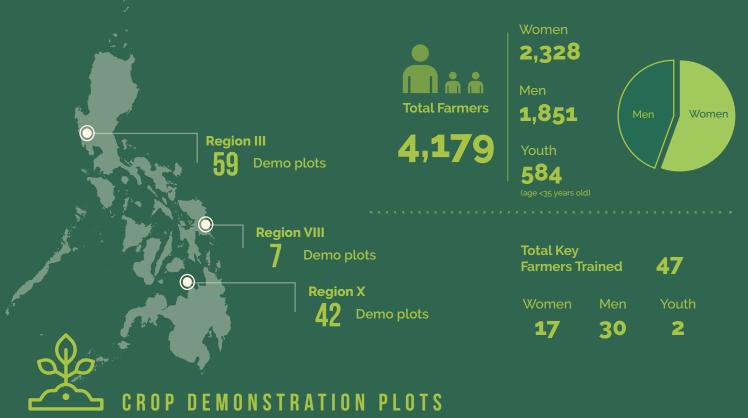
351.10

1,893

# **PHILIPPINES**

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED



Data covers crops with 10 or more demonstration plots

| Crop     | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) |        |     | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |  |
|----------|----------------------|----------------------------|--------------------------|----------------------------------|--------|-----|-----------------------------|---------------------------|--|
| Eggplant | 10                   | 513                        | 226.49                   | 328.70                           | 102.21 | 150 | 2.19                        | 0.68                      |  |

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total **50 49 9 108** 

122.38

AVERAGE NET PROFIT PER CROP CYCLE
(US\$ ON 500 SQ M PLOTS)

NO. OF TRAINING EVENTS

NO. OF FIELD DAYS

99

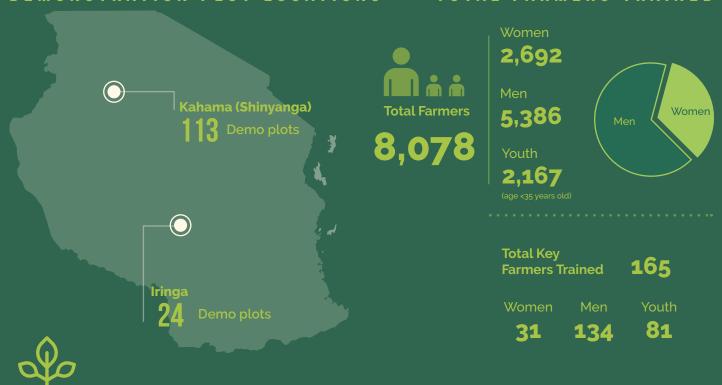
34

NO. OF HOME GARDENS

# TANZANIA

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED



### CROP DEMONSTRATION PLOTS

Data covers crops with 10 or more demonstration plots.

| Crop   | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) |        |     |      | Net income/<br>day (US\$) |  |
|--------|----------------------|----------------------------|--------------------------|----------------------------------|--------|-----|------|---------------------------|--|
| Tomato | 24                   | 5,287                      | 184.52                   | 757.85                           | 573.33 | 120 | 6.32 | 4.78                      |  |

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total

53 84 0 137

NO. OF TRAINING EVENTS NO. OF FIELD DAYS

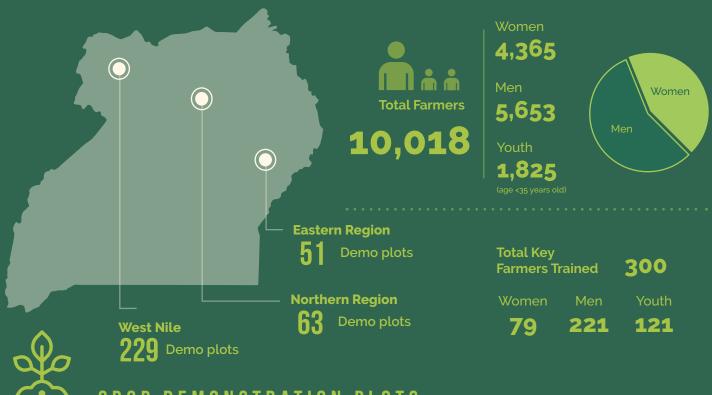
AVERAGE NET PROFIT PER CROP CYCLE (US\$ ON 500 SQ M PLOTS)

563.96

# UGANDA

### DEMONSTRATION PLOT LOCATIONS

### TOTAL FARMERS TRAINED



### CROP DEMONSTRATION PLOTS

Data covers crops with 10 or more demonstration plots

| Crop      | No. of demo<br>plots | Yield /<br>500 sq m (Kilo) | Cost/<br>500 sq m (US\$) | Gross profit/<br>500 sq m (US\$) | Net profit/<br>500 sq m (US\$) | Duration of production (Days) | Gross income/<br>day (US\$) | Net income/<br>day (US\$) |
|-----------|----------------------|----------------------------|--------------------------|----------------------------------|--------------------------------|-------------------------------|-----------------------------|---------------------------|
| Cabbage   | 11                   | 1,892                      | 60.57                    | 438.88                           | 378.31                         | 90                            | 4.88                        | 4.20                      |
| Tomato    | 54                   | 1,980                      | 98.88                    | 607.22                           | 508.34                         | 120                           | 5.06                        | 4.24                      |
| Watermelo | on <b>1</b> 4        | 2,655                      | 79.26                    | 525.62                           | 446.36                         | 90                            | 5.84                        | 4.96                      |

### NO. OF DEMONSTRATION PLOTS

Completed Ongoing Terminated Total

209 134 0 <u>343</u>

NO. OF TRAINING EVENTS NO. OF FIELD DAYS

1,521

186

AVERAGE NET PROFIT PER CROP CYCLE
(US\$ ON 500 SQ M PLOTS)

481.07

NO. OF HOME GARDENS

# INDIRECT OUTREACH

### EXPANDING DIGITAL OUTREACH & RADIO

2021 was an incredible year for digital and radio outreach at EWS-KT. We reached more than 5 million people, greatly surpassing our outreach goal of 1 million, through social media, podcasts, YouTube, and other digital platforms, as well as traditional media outlets such as radio. We expanded our radio presence in Africa, with notable increased reach to more than 2.5 million listeners in rural areas of Nigeria.

We enhanced our presence on social media and are now active on LinkedIn, which allows us to communicate effectively and consistently with international stakeholders, donors, and like-minded organisations. As young farmers are a major focus of our 2021–2025 strategy, we also created an Instagram account that will help us to connect to more young farmers and encourage them to engage in vegetable farming by showcasing its benefits.

We launched several mobile and digital-platform-based pilots in 2021. Through a partnership with Solidaridad and Kucheza, we piloted a game-based learning approach to farm economics. The program is designed to build awareness, knowledge, and skills to enable sustainable business practices. In the Philippines, we piloted a course on sustainable vegetable production techniques using the SkillEd Android platform, a bluetooth-shareable app available offline. The 16 course modules will be rolled out next year in the Philippines and Myanmar, initially in Visayan, Tagalog, Burmese, and English.

Given that most farmers in rural areas use feature phones, we are also exploring options to share technical content through interactive SMS and WhatsApp messaging. The initial Tanzania-based pilot, called Arifu ("to inform" in Swahili), aims to engage 5,000 farmers. The goal is to enable farmers to obtain timely advice during key stages of the crop production cycle.



Click below to learn more about our digital projects



https://www.ews-kt.com/farmer-resources/



### TRACKING OUR IMPACT

We have developed our own mobile app for internally monitoring progress and return on investment (ROI) of demonstration farms and for tracking farmers' participation in field training events. Much of this information is displayed on our online <code>Data Dashboard</code> .

We also began to assess the impact of our radio programmes in 2021. In northern Nigeria, we have a one-hour weekly call-in programme, broadcast in Hausa; in Tanzania and Uganda, we broadcast a one-hour monthly radio show. A recent impact study in Nigeria, conducted by National Agricultural Extension and Research Liaison Services (NAERLS) for EWS-KT, found that radio is one of the most inclusive media communication tools for farmers.

In summer 2021, NAERLS interviewed 1,253 farmers in northwestern Nigeria, especially Kaduna and Kano states, where the EWS-KT weekly call-in radio programme Noman Lambu a Naijeriya (Vegetable Farming in Nigeria) is broadcast. The study concluded that the programme was accessible to the target audience and that, overall, it had a significant impact on farmers' yield and income through the dissemination of information on improved farming technologies. Furthermore, the majority of listeners were satisfied with the programme content, language, and presentation format. Over 95%

of listeners indicated that the programme quality was good or very good, as they considered the content very relevant to their farming enterprises.

### INVESTING IN DIGITAL TOOLS & RADIO

In countries where EWS-KT works, radio is one of the most popular ways to transmit information and engage large numbers of people. Furthermore, with the support of digital tools, radio becomes interactive, with surveys via mobile phones during the show and easier interaction with listeners. EWS-KT radio shows convey technical information, showcase farmers' stories, conduct interviews with technicians and key stakeholders, share market prices of products and inputs, and provide weather event alerts for farmers. Through radio, we bring knowledge right to farmers' doorsteps.

To continue improving our outreach and impact via radio, we further built our capacity in radio broadcasting. In 2021, 25 EWS-KT staff members from Nigeria, Uganda, Tanzania, Indonesia, the communications team, and the Technical Support Hub participated in a tailored training programme delivered by Farm Radio International.

Over the next year, EWS-KT will keep investing in radio programmes, explore podcast opportunities, and continue to test options for sharing short technical audio files through messaging—all with the goal of inclusively sharing knowledge.

### INDIRECT OUTREACH RESULTS



### WEBSITE VISITOR OUTREACH

**EWS-KT Website** 

**GrowHow Website** 

**YBTS** Website

YBTS (Yayasan Bina Tani Sejahtera) is EWS-KT's sister organisation in Indonesia.

26,574

38,168

5,430

### DIGITAL OUTREACH









WhatsApp, Viber, Telegram, and Messenger users

YouTube views

Radio listeners

Guides downloaded

19,744

544,351

2,764,800

149,980

### THIRD-PARTY OUTREACH

Farmers trained by EWS-KT-educated agro-input dealers in Cambodia and Myanmar

37,393

### TOTAL REACH

f

### FACEBOOK PERFORMANCE

- In 2021, our content was viewed over **15.7 million times**.
- In 2021, our content reached over 5 million people.
- Over 400,000 people are subscribed to our channels.



Click or scan QR code to view our Facebook page

### FACEBOOK MAIN PAGE

Average daily reach

6,319

Followers

28,471

Annual total reach

2,306,507

### FACEBOOK GROUPS

Average daily views

27,625

Members

301,536

Annual total reach

10,083,198



# FARMER SUCCESS STORIES

CLICK HERE FOR MORE FARMER SUCCESS STORIES



### Nusaibah and Her Grandmother: Planting Together

KANO STATE, NIGERIA

Nineteen-year-old Nusaibah Usman is a high school graduate awaiting admission to study at Bayero University Kano. She lives with her parents and 75-year-old grandmother in the university's staff quarters, where one day she attended an EWS-KT training that changed her life.

"Waking up each day, all I think of is my farm," she told us, beaming, "and I go there daily to see how my plants are doing."

A member of EWS-KT's technical field staff came to train the women at the university's staff quarters. Nusaibah accompanied her mother to one of the training sessions, and that spurred her interest in farming. "The Technical Field Officer began to train us in core groups before I decided to have my own farm to replicate all I had been taught," said Nusaibah.

Her consistency in attending trainings contributed to the speed with which she was able to adopt all the EWS-KT techniques, from seedling production to raised beds, mulching, and fertilisation. Nusaibah has also been passing on to her grandmother the new techniques she learned from the trainings. Her parents have been very supportive of her agricultural endeavours and have provided funds for her to purchase different seed varieties, including okra, cucumber, cauliflower, tomato, carrot, sweet pepper, and cabbage.

Upon our visit to her 500-square-metre farm, which is just behind her house, we saw Nusaibah teaching her grandmother trellising and how to apply organic mulching materials.

"I have come to love every technique on modern vegetable farming, and I'll not just stop at teaching my grandma but also my fellow females to embrace farming as a way of life," she said. "I am so grateful to EWS-KT for the knowledge gained and to the trainer for her relentless efforts in seeing that we the young girls of the quarters are not left out of the training on good agronomic practices."



### **Business Success for 19-Year-Old Zainatu**

KANO STATE, NIGERIA

Zainatu Inusa, a 19-year-old mother of one, has long wanted her own business. She was previously active in small-scale trading, but she did not have enough capital to continue it. Today, her new business—her vegetable farm—is growing right behind her house.

Zainatu first met EWS-KT through her husband, who was an EWS-KT key farmer. During his time as a key farmer, Zainatu attended the EWS-KT training events, and that opened her eyes to how she could successfully grow her own vegetables and earn a steady income. Zainatu adopted all the EWS-KT techniques for growing her Padma F1 tomatoes, which she planted on a 1,000-square-metre plot of farmland.

Recognising the increased income he received from his 250-square-metre demonstration plot, Zainatu's husband has been extremely supportive of her efforts and gave her farmland behind the house to start her own vegetable farm. He is also of great assistance to her because he has experience with EWS-KT techniques and practices. He

helps to monitor her farm and reports any signs of insects or pest infestation.

This has been a life-changing opportunity for Zainatu, as this farm fulfils her desire to start a small business. "My plea is for my fellow women to take part in training so as to acquire this knowledge that is changing the lives of low-income earners like me," she said.

"Now I have no worries. I wake up and just stroll to my backyard to check my vegetables. That alone gives me so much joy," she added.

Zainatu is eager to continue farming. Her plan is to further expand her farm in the next production cycle, planting other vegetable varieties like cucumbers, watermelons, and cabbages. EWS-KT wishes her a productive harvest!



# Reducing Malnutrition with Green Leafy Vegetables

TEREGO DISTRICT, UGANDA

My name is Patricia Driciru, and I want to thank EWS-KT for the changes they have brought to our family. After my mother was selected to be a key farmer, we no longer had to buy vegetables for home consumption from the market; we just go to the garden and harvest. This has enabled us to save money.

In my community, women are expected primarily to take care of family and household, so it's not common to see women in paid jobs outside the home. Even my mother—who shoulders these traditional expectations—has a job and earns income now: when she's not in the garden, she's in the market to sell the produce, and she comes home with money. Before, she used to wait for my father to sell his tobacco crop, which would take a long time to grow, about 6 to 7 months, and would only bring in income once a year.

Now we don't lack food, or money to buy other household needs, and we pay school

fees on time. This is because we get money on a daily basis. Each week, we have been making 40,000–60,000 Ugandan shillings (US\$11–\$17). And we hope to continue getting money because we have just started harvesting another crop.

My mother used part of the money she made from the demonstration farm to buy seeds for other leafy vegetables, which has helped malnutrition issues in our family and the community at large.

She has also now become a teacher in the community. At least once a week, she teaches neighbouring farmers the best agronomic practices she has learnt from EWS-KT.

Thank you very much once again, EWS-KT!



### **Pumpkin Leaves Make a Nutritious Meal**

**KOLE DISTRICT, UGANDA** 

My name is Moses Oketch. I am 35 years old and live in Obwal village with my wife and our four children. Early this year, during the first season of production, we were struck by a long dry spell that saw most of our crops dry up in the garden.

I worried about how I could provide for my family, as almost all our beans were affected. From an acre of beans, which is the main source of food in my household, I harvested only three basins of beans. I immediately realised that hunger would strike my family.

One afternoon, a friend of mine in the neighbouring sub-county invited me to a training that he told me was organised by a foundation promoting pumpkin growing. I had a lot of time, as we barely had anything in the field to take care of, so I didn't hesitate to go.

During that training, I encountered EWS-KT and requested the staff to enrol me as a key farmer for the next season. I could see that my friend not only had plenty of nutritious food but also seemed more knowledgeable about what he was doing.

At the end of the training, my friend offered me three pieces of pumpkin to take home. My wife liked the pumpkin because of the taste and the short time it took to cook, and also because it was soft enough to be eaten by the little ones.

The next season, I was enrolled as a key farmer, and I am happy to share that it's been barely 2 months and I already have alternative food for my family. These are the pumpkin leaves, and not only is my household consuming them, but I am also selling them to some community members to acquire small basic needs like soap and paraffin.

For every five leaves, my wife receives 200 Ugandan shillings (US\$0.55), but we make sure not to sell a lot so that our household can eat some, and also so that the fruits will come out well. Each time I visit my field, I find more new fruits.

Indeed this pumpkin has surprised me with its fast growth, and if you taste the leaves once, you never get enough of them.

I am glad that amidst the changing weather, we have options for growing fast-maturing foods like these pumpkins.



# Tomato Harvest Success Using Climate-Smart Agriculture

KAMPONG CHAM PROVINCE, CAMBODIA

Khom Khim was the first farmer in the Grow Against the Flow project who was interested in grafting tomatoes onto eggplant rootstock, a technique that can help control disease.

Khom, who is 56 years old, has three sons and three daughters. Before becoming involved in the project, she used traditional cultivation methods to grow rice, cucumbers, and hot peppers, raising her crops partially for home consumption and partially for sale.

In selecting a key farmer to manage a demonstration plot, EWS-KT looks for someone who is interested in trying new techniques to improve their production. Khom said, "I want to try the tomato production on my farm because I failed at this production last time."

The Grow Against the Flow project teaches farmers new techniques for growing and harvesting vegetables in difficult climatic conditions.

When Khom joined the Grow Against the Flow project as a key farmer, she eagerly adopted the EWS-KT techniques for grafting tomatoes and for producing vegetables using climatesmart agriculture, from land preparation through harvest.

Following training by EWS-KT, she understands more about safe vegetable production and climate-smart methods such as mulching, drip irrigation, fertiliser application, and integrated pest management.

Using these techniques, Khom had success with her tomato crop. She has also been able to increase her production of tomatoes and yardlong beans from 500 square metres to 1,200 square metres, and she plans to further expand her farm.























































# **PARTNERSHIPS**

Our unique relationship with East-West Seed is key to our partnership success. East-West Seed invests a fixed percentage of global seed sales in EWS-KT, covering our core operational expenses.

Our approach at EWS-KT is to co-invest in collaborative projects with like-minded organisations. We develop high-impact partnerships with local organisations, private-sector actors from the international community, non-governmental organisations, and academic institutions to impact rural communities through vegetable farming. Our partners bring complementary skills, such as community mobilisation, access to finance, and targeted youth and gender inclusion, that add significant value to our work.

2021 saw the launch of exciting projects with new government and business partners focused on poverty reduction in Cambodia, livelihood and food security in Indonesia, community empowerment in Myanmar, horticultural skills development in Nigeria, coffee and vegetable intercropping in the Philippines, and expansion of pumpkin growing in Uganda.

Across global projects, EWS-KT has a long-term strategic partnership with Wageningen University & Research. Wageningen's experts ensure that our technical recommendations and crop guides include the highest-quality and latest advice for farmers.

# PROJECTS IMPLEMENTED IN 2021

| Country    | Project Name   | Duration  | Funding Partners  | Implementing Partners  |
|------------|--|-----------|---|--|
| Bangladesh | Smart Farming, Healthy<br>Food: Developing<br>Sustainable and Climate-<br>Resilient Smallholder<br>Vegetable Production and<br>Supply Systems      | 2020-2025 | Netherlands Enterprise<br>Agency (RVO)  | Solidaridad Netherlands<br>(lead partner),<br>Solidaridad Network Asia<br>Limited, AgroTec Distribution,<br>Department of<br>Agricultural Extension                                  |
| Cambodia   | Catalysing Market<br>Development for Women<br>and Youth Smallholder<br>Farmers   | 2021–2023 | Innovations Against<br>Poverty  | Netherlands Development<br>Organisation (SNV)  |
| Cambodia   | Grow Against the Flow:<br>Scaling Off-Season<br>Vegetable Innovations  | 2020-2023 | World Vegetable Center  | Department of Agriculture, Lac<br>PDR; iDE   |
| Cambodia   | Cambodia Horticulture<br>Advancing Income and<br>Nutrition (CHAIN)   | 2018-2021 | Swiss Agency for<br>Development and<br>Cooperation (SDC)  | Netherlands Development<br>Organisation (SNV)  |
| India      | Good Farming, Good<br>Food: Sustainable Food<br>and Nutrition Security<br>and Transforming<br>Smallholders' Livelihood in<br>Madhya Pradesh, India | 2019-2025 | SDG Partnership Facility (a<br>grant programme of the<br>Dutch Ministry of Foreign<br>affairs managed by RVO) | Solidaridad Netherlands (lead<br>partner), Vippy Industries,<br>MP State Rural Livelihood<br>Mission, Solidaridad Network<br>Asia Limited, Samarth Kisan<br>Producer Company Limited |
| Indonesia  | Agriculture Livelihood<br>Project  | 2021-2023 | William and Lily<br>Foundation (WLF)  |  |
| Indonesia  | Food Security Program:<br>Improving Agricultural<br>Livelihoods through a<br>Pragmatic Approach in<br>Anambas Islands Regency                      | 2021–2022 | Medco Energy  | East-West Seed Indonesia   |

| Myanmar     | Advancing Community<br>Empowerment in<br>Southeastern Myanmar<br>(ACE)                                | 2021–2022 | Consortium led by Pact<br>that includes Mercy<br>Corps, Save the Children<br>International, and<br>Community Partners<br>International |  |
|-------------|---|-----------|--|--|
| Myanmar     | Improving Market<br>Opportunities for<br>Women (IMOW)   | 2020-2021 | Global Affairs Canada  | Mennonite Economic<br>Development Associates<br>(MEDA)   |
| Nigeria     | Horticulture Programme<br>Nigeria (HortiNigeria)  | 2021–2025 | Embassy of the Kingdom of the Netherlands  | International Fertilizer<br>Development Center (lead<br>partner), Wageningen<br>University & Research, KIT<br>Royal Tropical Institute                         |
| Nigeria     | Transforming Nigeria's<br>Vegetable Market  | 2019-2024 | SDG Partnership Facility (a<br>grant programme of the<br>Dutch Ministry of Foreign<br>Affairs managed by RVO)                          | Ministry of Agriculture and<br>Forestry Kaduna State,<br>Ahmadu Bello University,<br>Wageningen University &<br>Research, Solidaridad Network<br>West Africa   |
| Philippines | Developing Vegetable<br>Value Chains to Meet<br>Evolving Market<br>Expectations in the<br>Philippines | 2019-2023 | Australian Centre for<br>International Agricultural<br>Research (ACIAR)  | Australian Centre for<br>International Agricultural<br>Research (ACIAR), Applied<br>Horticultural Research (AHR)   |
| Philippines | Jobstart Philippines<br>Program   | 2021      | Department of Labor and<br>Employment (DOLE)   | East-West Seed Co., Inc.   |
| Philippines | Integrated Coffee-<br>Vegetable Farming<br>Systems Project in<br>Bukidnon                             | 2021      | Deutsche Gesellschaft<br>für Internationale<br>Zusammenarbeit (GIZ)<br>GmbH  | Deutsche Gesellschaft<br>für Internationale<br>Zusammenarbeit (GIZ) GmbH,<br>Nestle Philippines  |
| Philippines | Sa Palay at Gulay -<br>May Ani, Hanapbuhay,<br>Oportunidad at Nutrisyon<br>(PAG-AHON) Phase 2         | 2021      | Department of<br>Agriculture-Philippine Rice<br>Research Institute (DA-<br>PhilRice)   | Department of Agriculture-<br>Philippine Rice Research<br>Institute (DA-PhilRice), LGU-<br>Lupao, Lupao Vegetable<br>Growers Association (LVGA),<br>DA RFO-III |

| Philippines | Training on Basic<br>Vegetable Production<br>Anchored on Natural<br>Farming Systems (NFS)<br>in Laguna, Quezon and<br>Camarines Norte   | 2021      | Deutsche Gesellschaft<br>für Internationale<br>Zusammenarbeit (GIZ)<br>GmbH                                 | Deutsche Gesellschaft<br>für Internationale<br>Zusammenarbeit (GIZ) GmbH,<br>Franklin Baker |
|-------------|---|-----------|---|---|
| Philippines | Training of Trainers:<br>SDGCoco Farm Business<br>School – Good Agricultural<br>Practices   | 2021      | Deutsche Gesellschaft<br>für Internationale<br>Zusammenarbeit (GIZ)<br>GmbH                                 | Deutsche Gesellschaft<br>für Internationale<br>Zusammenarbeit (GIZ) GmbH,<br>Franklin Baker |
| Philippines | Sustainable Onion<br>Production through IPM<br>Solutions and Farmer<br>Education  | 2019-2021 | Deutsche Investitions und<br>Entwicklungs-gesellschaft<br>MBH (DEG), Cordaid                                | Asia Society for Social<br>Improvement and Sustainable<br>Transformation (ASSIST)           |
| Uganda      | Institutional Collaboration<br>Projects (ICP): Horn of<br>Africa Food System<br>Resilience: Making<br>Horticulture Work for<br>Healthier Diets and<br>Income Generation in<br>Protracted Crises | 2021–2023 | Nuffic  | Wageningen University   |
| Uganda      | Pumpkins in Africa:<br>Catalysing Opportunity for<br>Farmers and Consumers  | 2020-2023 | East-West Seed founder<br>Simon N. Groot (dedicated<br>prize money from the 2019<br>World Food Prize award) |   |
| Uganda      | Tailor-Made Training Plus (TMT+): Building Resilient Food Systems in Protracted Crisis Situations 1: Horticulture for Improved N'utrition and Income Generation                                 | 2020-2022 | Nuffic  | Wageningen University   |
| Uganda      | Nutrition and Income<br>Generation Intervention<br>for Refugees and Host<br>Communities   | 2018-2021 | Netherlands Embassy<br>Uganda   | Wageningen Centre for<br>Development Innovation   |

# FINANCIAL STATEMENT

| Expenses                           | (US\$ x 1,000) | 2021  | 2020  |
|------------------------------------|----------------|-------|-------|
| Labour 1                           |                | 2,007 | 2,134 |
| Communication                      |                | 69    | 79    |
| Travel and Lodging                 |                | 215   | 234   |
| Training: EWS-KT Staff             |                | 24    | 69    |
| Training: Farmers                  |                | 285   | 265   |
| Consultants                        |                | 269   | 257   |
| Licences                           |                | 63    | 43    |
| Tools and Equipment                |                | 47    | 38    |
| Office and Operations              |                | 80    | 78    |
| Other                              |                | 26    | 26    |
| Depreciation of Non-Current Assets |                | 28    | 22    |
| Total Expenses                     |                | 3,113 | 3,243 |
| Income                             | (US\$ x 1,000) |       |       |
| East-West Seed Group <sup>2</sup>  |                | 1,906 | 1,832 |
| Partners <sup>3</sup>              |                | 1,207 | 1,411 |
| Total Income                       |                | 3,113 | 3,243 |

<sup>&</sup>lt;sup>1</sup> Although EWS-KT is independently managed and financed, where possible we make use of the administrative structure of East-West Seed company operations to reduce costs and maximise efficiency. In some countries, we are able to pay salaries through the company payroll (the administration of the payroll is part of the company's in-kind contribution; however, the salaries paid are covered by EWS-KT).

### Note

The board of trustees consists of four members. Total compensation for the board in 2021 was US\$30,000. Board advisors are not compensated.

<sup>&</sup>lt;sup>2</sup> Funding from East-West Seed Group for EWS-KT operations. To reduce the cost of EWS-KT operations, East-West Seed also provides significant in-kind support (which is not reported); for example, the use of office space and facilities and the support from company ICT and HR.

 $<sup>^{3}\,\</sup>text{Cash}$  contributions from partner organisations to co-fund knowledge transfer projects.

# **BOARD OF TRUSTEES**

### **BOARD OF TRUSTEES**



A global leadership team guides the strategic direction of EWS-KT. Brigit van Dijk - van de Reijt's appointment to the board of trustees in 2021 has brought diversity to the board and new experience in private funding.

### BOARD CHAIR

### RUTGER GROOT

Supervisory Board Member, East-West Seed Group; Supervisory Board Member, Netherlands-African Business Council



JOAN BOER

Former Netherlands Ambassador to Thailand; Former Netherlands Ambassador to the Organisation for Economic Co-operation and Development (OECD)



JOOST PEKELHARING

Former CEO, East-West Seed Group; Supervisory Board Member, East-West Seed Group; Supervisory Board Chair, East-West Seed Indonesia



BRIGIT VAN DIJK – VAN De reijt

CEO, Brabant Development Agency (BOM); Supervisory Board Member, IDH Investment Management, The Sustainable Trade Initiative; Supervisory Board Member, Netherlands-African Business Council

### ADVISOR TO THE BOARD



FLIP VAN KOESVELD

International Project Manager, Wageningen University & Research

# **COUNTRY LEADERSHIP**



RUTH ARDZARD EWS-KT Manager, Nigeria



SATHIYABAMA BASKARAN Head of EWS-KT India



NONIN CHHOR EWS-KT Manager, Cambodia



GIRLIE FRANDO EWS-KT Manager, Philippines



YASIN KABIR EWS-KT Manager, Bangladesh



EPAPHRAS MILAMBWE EWS-KT Manager, Tanzania



JOSHUA MWANGUHYA EWS-KT Manager, Uganda

ELIJAH MWASHAYENYI Head of EWS-KT Africa



EDWIN S. SARAGIH Extension Manager, Yayasan Bina Tani Sejahtera, Indonesia



MAR LAR SOE EWS-KT Manager, Myanmar

OUR STAFF

EWS-KT has dedicated field teams in each of the locations where we work, and all our country staff are local. Over the last year, the number of employees has grown from 143 to 168. Of these, 37% are women and 63% are men.

