



PARTNERSHIP FOR INDONESIA'S  
SUSTAINABLE AGRICULTURE



Partnership for Indonesia's Sustainable Agriculture (PISAgrO) is a Public-Private Partnership that aims to help the Indonesian government to address national food security by increasing agricultural production in a sustainable manner and improving the livelihoods of smallholder farmers.

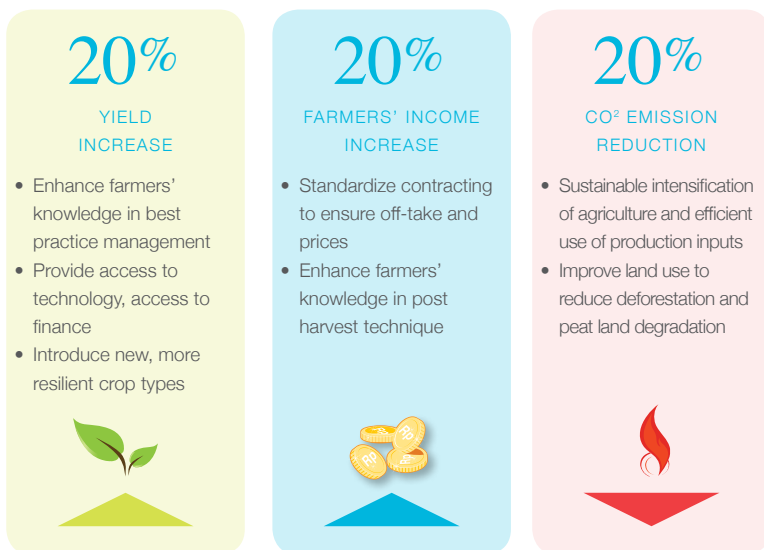


The Partnership for Indonesia's Sustainable Agriculture (PISAgro) was created as a partnership between the Government of Indonesia and 38 partners from international and local companies, international agencies, civil society and farmer organizations. It was created in response to challenges and opportunities facing the agriculture sector in Indonesia.

The partnership was first announced by the Vice Minister of Agriculture and Vice Minister of Trade, during the World Economic Forum on East Asia in Jakarta, in June 2011. It was officially established on April 20th, 2012. Presently, there are more than 30 stakeholders, consisting of national and multinational companies, NGOs, donors and other institutions which actively contribute to the partnership. Over the time the number of supporting stakeholders is increasing.

Each partner has an active role, with the private sector taking the lead in each commodity based working group. Together with other stakeholders within the commodity supply chain, they develop crop specific strategies and action plans that can be scaled up across Indonesia. Government Ministers have pledged participation and commitment by actively participating in each working group to ensure the right policies will be set in place.

## Vision 20-20-20



PISAgro's aspiration is to achieve a target of 20 percent increase in agricultural productivity, 20 percent increase in farmers' income and 20 percent decrease in greenhouse gas emissions in each decade.

# Approach

## PRACTICAL

- Hands-on
- Work directly with smallholder farmers

## ADDRESS THE TOP THREE ISSUES IN FOOD SECURITY

- Yield increase
- Farmers' income increase
- Environment improvement (soil, water, forest)







## WORK ACROSS THE VALUE CHAIN

- From seeds to farms, from farms to shop-shelves
- Public-Private Partnership (PPP)

## WORK AT-SCALE

- Create proof-of-concept
- Aim to scale-up

# Achievement

	2016	2017	Vision 2020
 Smallholder Outreach*	307,387	<b>387,098</b>	1,000,000
 Smallholder Engagement*	184,514	<b>230,182</b>	
 Hectares of Land Under Good Management	197,307 Ha	<b>259,433 Ha</b>	2,000,000 Ha
 Farmers' Productivity (on certain commodity)	12% - 52%	<b>up to 76%</b>	20%
 Farmers' Income (on certain commodity)	12% - 78%	<b>up to 80%</b>	20%
 Partners and Projects	60 partners 16 projects	<b>more than 70 partners 17 projects</b>	

\* Exclude Rice Working Group



# Working Groups



Each working group develops the complete end-to-end supply chain and prepares a work plan that includes capital requirements, production target, off taking target, trained farmers target, and time of implementation. Each supply chain performs pilot projects, ranging from the training of farmers on good farm management to enable access to finance and off taking.

# Location of Work

PISAgro implements its projects in 24 Provinces in Indonesia



## HORTICULTURE

Papaya, Guava and Banana:

- Farmers engaged: 251
- Land: 380 ha

Mango:

- Farmers reached: 1,713



## PALM OIL

- Farmers engaged: 10,182
- Women farmers: 235
- Land: 47,668 ha
- Productivity increase: 30%
- Income increase: 30%



## RUBBER

- Farmers engaged: 28,240
- Land: 44,735 ha
- Productivity increase: 76%



## COFFEE

- Farmers engaged: 19,227
- Land: 31,148 ha
- Productivity increase: 43%
- Income increase: 204%
- Farmers with Mobile Bank Account: 17,000



## CORN

- Farmers engaged: 9,020
- Women farmers: 644
- Land: 9,432 ha
- Productivity increase: 10%
- Income increase: 45%



## BEEF CATTLE

- Farmers engaged: 26



INDIAN OCEAN



### POTATO

- Farmers engaged: 4,300
- Women farmers: 30
- Land: 1,700 ha
- Income increase: 71%



### COCOA

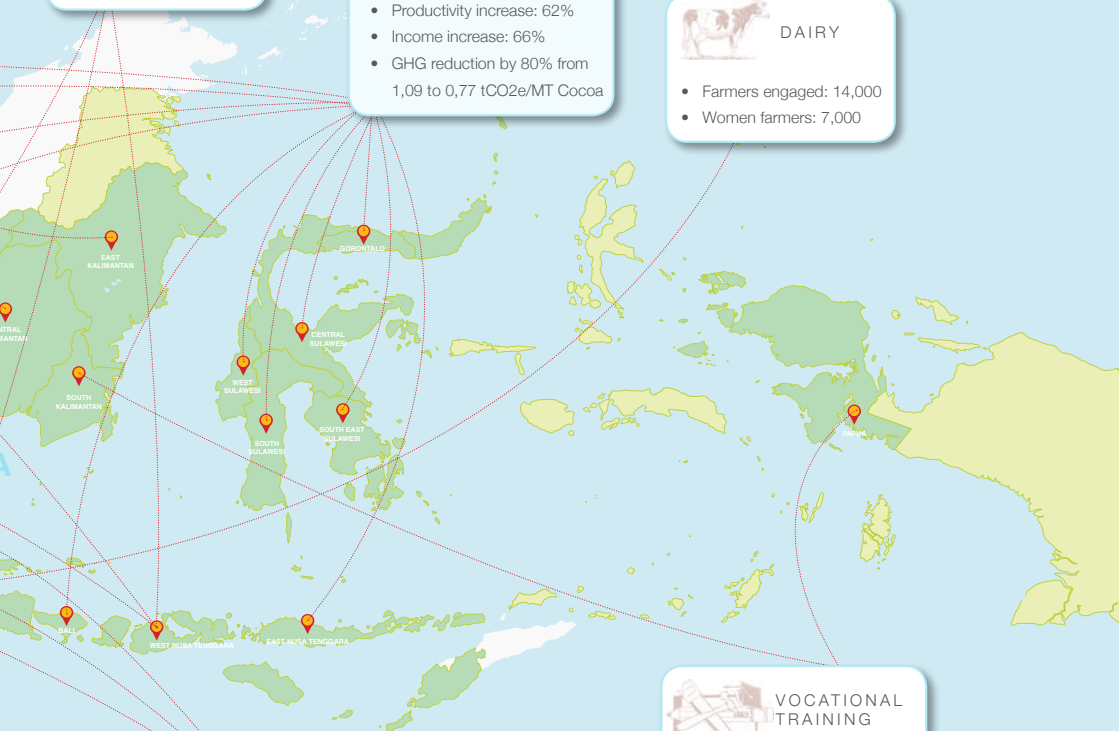
- Farmers engaged: 136,877
- Women farmers: 13,540
- Land: 121,713 ha
- Productivity increase: 62%
- Income increase: 66%
- GHG reduction by 80% from 1,09 to 0,77 tCO2e/MT Cocoa

### PACIFIC OCEAN



### DAIRY

- Farmers engaged: 14,000
- Women farmers: 7,000



### SOY BEAN

- Farmers engaged: 8.059
- Land: 2,847 ha
- Productivity increase: 52%
- Income increase: 51%



### VOCATIONAL TRAINING

- Student engaged: 73
- Number of projects: 2



# Cocoa Working Group

## ACTIVITIES

- Delivering professional farmer packages (agri inputs, planting material, and knowledge)
- Improving access to savings, loans, and other financial services, and financial literacy trainings
- Increasing awareness of environmental issues in the cocoa sector by educating and training farmers in environmentally friendly practices
- Building training programs to improve the communities' access to nutrition and other basic services
- Promoting the inclusivity of marginalized groups like women and youths
- Launching CocoaTrace program for better traceability in cocoa beans.

## PARTNERS

- Swisscontact
- Nestlé Indonesia
- Cargill Indonesia
- UTZ
- Koltiva
- Yara Indonesia
- Indonesian Coffee and Cocoa Research Institute (ICCRI)
- SECO-Switzerland
- MCA-Indonesia
- Three Financial Institutions and Six leading Cocoa Supply Chain Companies
- 11 Provincial Governments
- 57 District Governments





## Coffee Working Group

### ACTIVITIES

- Replanting program with better plant material for productivity and adaptation to climate changes
- Farmers training to qualify for Common Codes for Coffee Community (4C)
- Shorter and transparent supply chain aggregators (KUB) to export markets
- Financial ecosystem, loan for inputs
- Mobile banking and cashless transaction

### PARTNERS

- Nestlé Indonesia
- IDH
- Yara Indonesia
- ICCRI
- Rabobank Foundation
- Bank BTPN
- Telkomsel
- Rainforest Alliance



## Corn Working Group

### ACTIVITIES

- Providing the bundled services of technology, micro loan, financial literacy, digital payment, crop insurance and market access in West Nusa Tenggara
- Improving farmer's access to credit loans, corn seeds, and trainings
- Leveraging the access of hybrid corn in Madura, East Java to increase the productivity

### PARTNERS

- DFAT (AIP-PRISMA)
- Syngenta Indonesia
- Cargill Indonesia
- Mercy Corps Indonesia
- OK Bank
- Directorate General of Food Crops – Ministry of Agriculture
- ACA Insurance
- Coordinating Ministry of Economic Affairs
- 8villages



# Dairy Working Group

## ACTIVITIES

### FEED

- Over 600 hectares of the new “odot grass” has been planted across East Java dairy region and “odot nurseries” at every cooperative to support the fodder replanting program
- Collaboration with Australian Development Agency/ CSIRO and University Brawijaya, developing model for corn planting for fodder and legumes
- Feeding improvement program

### BARN

- 20 model farms, both on tie-stall and free-stall, to inspire other peer farmers on the need to renovate for hygienic and cows comfort practice
- Over 7,000 water-ad-libitum system

### GENETIC/POPULATION

- Good quality straw for genetic improvement
- Rearing farm at Semen Cooperative

### ENVIRONMENT

- Over 8,000 farmhouses have biogas system, which addresses environment issues, and at the same time provide gas for household needs

## PARTNERS

- Nestlé Indonesia
- Brawijaya University
- CSIRO
- Milk Cooperatives
- Bank BTPN



# Horticulture Working Group

## ACTIVITIES

Gunung Sewu Group Initiative:

- Optimizing farmers' production techniques
- Focusing on providing high quality seeds and supervising cultivation
- Giving off-take guarantees

Syngenta Indonesia Initiative:

- Facilitating the availability of early flowering technology which helps provide mango farmers with longer harvest, higher fruit quality, and better prices in off-season

## PARTNERS

- Great Giant Pineapple
- Syngenta Indonesia
- DFAT (AIP-PRISMA)
- East West Seed Indonesia
- PT Suryonusa Agromakmur
- University of Mataram
- Directorate General of Horticulture-Ministry of Agriculture
- Assessment Institute of Agriculture Technology of West Nusa Tenggara & East Java
- Provincial Government of West Nusa Tenggara & East Java
- Local mango collectors



# Palm Oil Working Group

## ACTIVITIES

### Sinar Mas Initiative:

- Developing innovative financing scheme for replanting purposes for smallholder palm oil farmers with the inclusion of farmers' living expenses in the cost components of the replant
- Ensuring the implementation of Good Agricultural Practices (GAP)
- Organizing farmers into cooperatives

### Indoagri-IDH Project:

- Developing supply shed model & traceability
- Providing training and support to improve farming practices for farmers
- Providing access to inputs
- Organizing farmers into effective cooperatives
- Helping farmers to become certified under the RSPO and ISPO certification guidelines

### Triputra Agro Persada and Sinar Mas Program:

- Training and guiding farmers to implement Good Agricultural Practices (GAP)
- Facilitating farmers to get short term loan for high quality fertilizers and herbicides

## PARTNERS

- Sinar Mas
- IDH
- LDC Indonesia
- Rabobank Indonesia
- Triputra Agro Persada
- Koltiva
- Yara Indonesia
- Indofood Agri
- Tiga Pilar Sejahtera Food
- BRI Agro
- Directorate General of Plantation-Ministry of Agriculture
- PTPN III
- Indonesian Palm Oil Association (GAPKI)
- SPKS (Palm Oil Smallholders Union)



## Potato Working Group

### ACTIVITIES

- Producing high quality industrial potato seeds
- Farmer's capacity building on Good Agricultural Practices (GAP) through mentoring

### PARTNERS

- Indofood
- Yara Indonesia
- Directorate General of Horticulture-Ministry of Agriculture
- Sarana Tani



## Rubber Working Group

### ACTIVITIES

- Tapping competition
- Good Agricultural Practices (GAP) Quiz (Klompencapir)
- Training for trainer to multiply Farmer Champion
- Technical training and field assistant to improve farmers productivity

### PARTNERS

- Kirana Megatara
- Pirelli
- Michelin
- Sregrip GIZ
- GoodYear
- Conservation International
- SNV
- Bogor Institute of Agriculture
- Bank BTPN



## Soy Bean Working Group

### ACTIVITIES

- Cross Learning activities amongst soy bean farmers in various region participants
- Establishing pilot plots to train farmers on Good Agricultural Practices (GAP), sustainable farming techniques
- Seeding development capacity building
- Helping connecting smallholders to better inputs, finance and markets
- Developing cooperatives for SME capacity development
- Piloting digital platform on farmer's connectivity

### PARTNERS

- Unilever Indonesia
- Nestlé Indonesia
- Indofood
- Syngenta Indonesia
- Indonesian Bureau of Logistics (BULOG)
- BNI
- University of Gajah Mada
- Directorate General of Legumes and Tuber Crops of Ministry of Agriculture
- GAKOPTINDO



## Beef Cattle Working Group

### ACTIVITIES

- Developing financial scheme for smallholder farmers
- Helping farmers increase their productivity by providing knowledge of best practices
- Providing high quality animal feed to optimize weight gain

### PARTNERS

- KIBIF
- 26 smallholders farmers in East and West Java



# Vocational Training Working Group

## ACTIVITIES

The group objective is to help the government and agricultural industry in producing human resources with strong capability and expertise in accordance to the industrial standard.

The activities are expected to increase the agriculture productivity and enhance Indonesia's food security, reduce the unemployment rate as well as poverty rates.

Bayer Indonesia's Project in Merauke, Papua Province:

- Providing a full three-month modern farming practice training to Vocational High School (SMKs) students in rice farming in Wapeko.
- Providing land plot, facility, boarding rooms and accommodation to the students.
- Providing teaching modules on Good Agricultural Practices (GAP) on rice farming, agriculture mechanization, and financial literacy: farming as business.

Triputra Agro Persada (TAP) Project in South Kalimantan Province:

- Providing a two-year apprentice program to University Students majoring in agriculture with a close mentoring from the company.
- Providing students with accommodations and opportunity to practice their knowledge
- Students with good result may have the chance to work with PT Triputra Agro Persada.

## PARTNERS

- Bayer Indonesia
- Medco
- Kubota
- IFC
- Five Vocational High School (SMKs) in Merauke Regency, Papua.
- Regional government of Merauke Regency
- Ministry of Education
- PT Triputra Agro Persada (TAP)
- Instiper, DI Yogyakarta
- STIPAP Medan
- LPP Yogyakarta



# Agri-finance Working Group

## ACTIVITIES

- Innovative value chain event, showcasing various working groups' schemes in their projects
- Consulted and advised commodity working groups on their agri-finance schemes
- Advised the relevant ministerial offices on adjusting the subsidized farmer lending program to be available for more crops

## PARTNERS

- IFC
- Rabobank Indonesia
- IDH
- Mercy Corps Indonesia
- Swisscontact
- DFAT (AIP-PRISMA)
- BRI
- Bank Andara
- BNI
- Swiss-Re







## ADVISORS

- Ministry of Agriculture, Republic of Indonesia
- Ministry of Trade, Republic of Indonesia
- Ministry of Finance, Republic of Indonesia
- New Vision for Agriculture, World Economic Forum
- Tempo Inti Media, Tbk
- The Jakarta Post

## FOUNDER'S COMMITTEE

- Sinar Mas
- Indofood
- Nestlé Indonesia
- Mckinsey & Company
- Bayer Indonesia
- Unilever Indonesia
- Syngenta Indonesia

## BOARD

- Sinar Mas
- Nestlé Indonesia
- Indofood
- McKinsey & Company
- Unilever Indonesia
- Bayer Indonesia
- Syngenta Indonesia
- Triputra Agro Persada
- IDH
- Cargill Indonesia

## SECRETARIAT

Executive Director

## WORKING GROUP LEADERS

- Agri-Finance: International Finance Corporation (IFC)
- Beef Cattle : KIBIF
- Cocoa: Swisscontact
- Coffee: Nestlé Indonesia
- Rubber: Kirana Megatara
- Soy Bean: Unilever Indonesia
- Vocational Training: Bayer Indonesia
- Palm Oil: Sinar Mas
- Potato: Indofood
- Corn: DFAT (AIP-PRISMA)
- Dairy: Nestlé Indonesia
- Horticulture: Great Giant Pineapple

# Members





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