



Ministry of Agriculture
of the Republic of Azerbaijan



Agro Procurement
and Supply

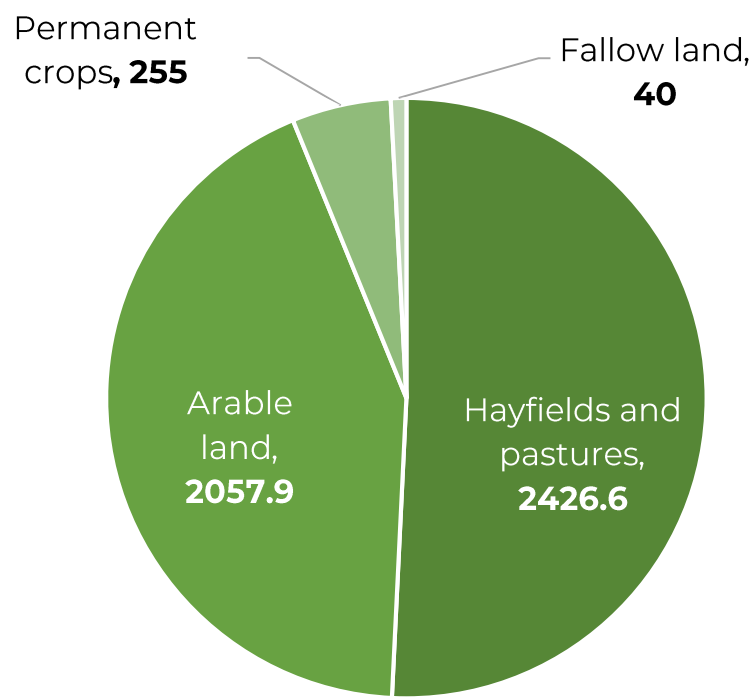
Agro Procurement and Supply OJSC

Under the Ministry of Agriculture of Republic of Azerbaijan

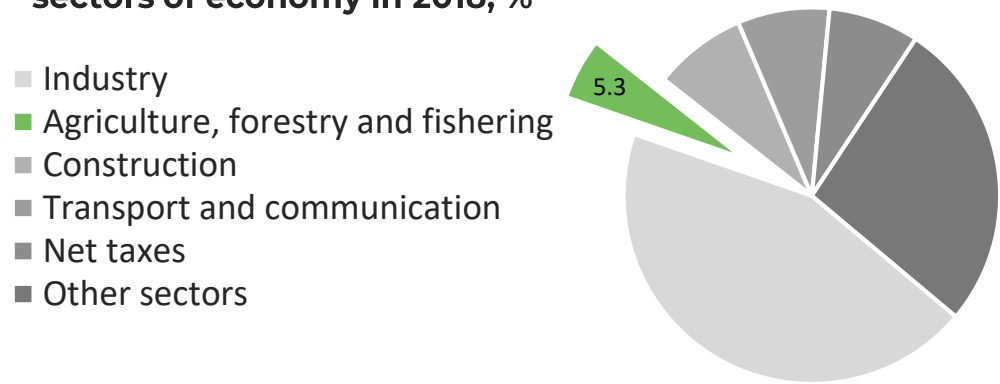
Agriculture in Azerbaijan



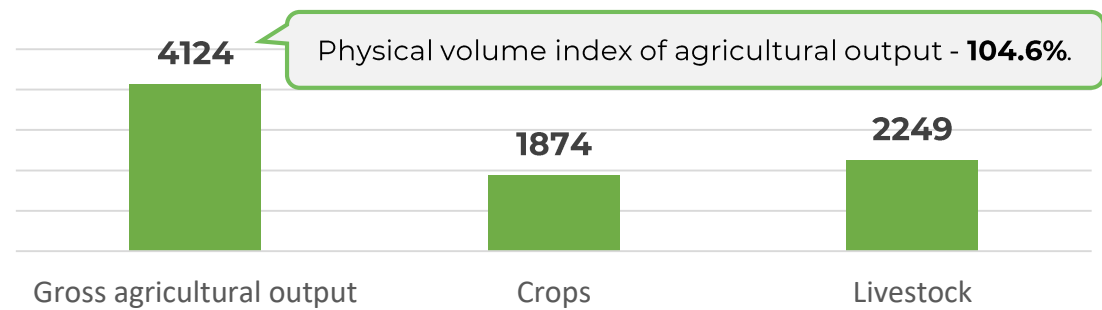
**Utilized
agricultural
area (55%)**
4779.5
thsd. Ha



Gross Domestic Product by sectors of economy in 2018, %



General agricultural production for 2018, mln. USD





Some facts about agriculture in Azerbaijan

- Exported fruits and vegetables valued over **540 million USD** in total, in first 11 months of 2019.
- In last decade, **agricultural production** in real terms increased **by 2.4 times** in Azerbaijan.
- The **export of the fruits and vegetables** is increasing by **10%** on average annually.
- The government subsidizes **60% cost of breeding** animals, **40% of Agricultural machinery** complimented with **interest free lending** for the period of **5 years**.



Tomato is the most exported non-oil product of Azerbaijan. (**30% of total** agricultural export.)



3rd country in the world production volume. Export volume has increased by **40 percent** in 2019.

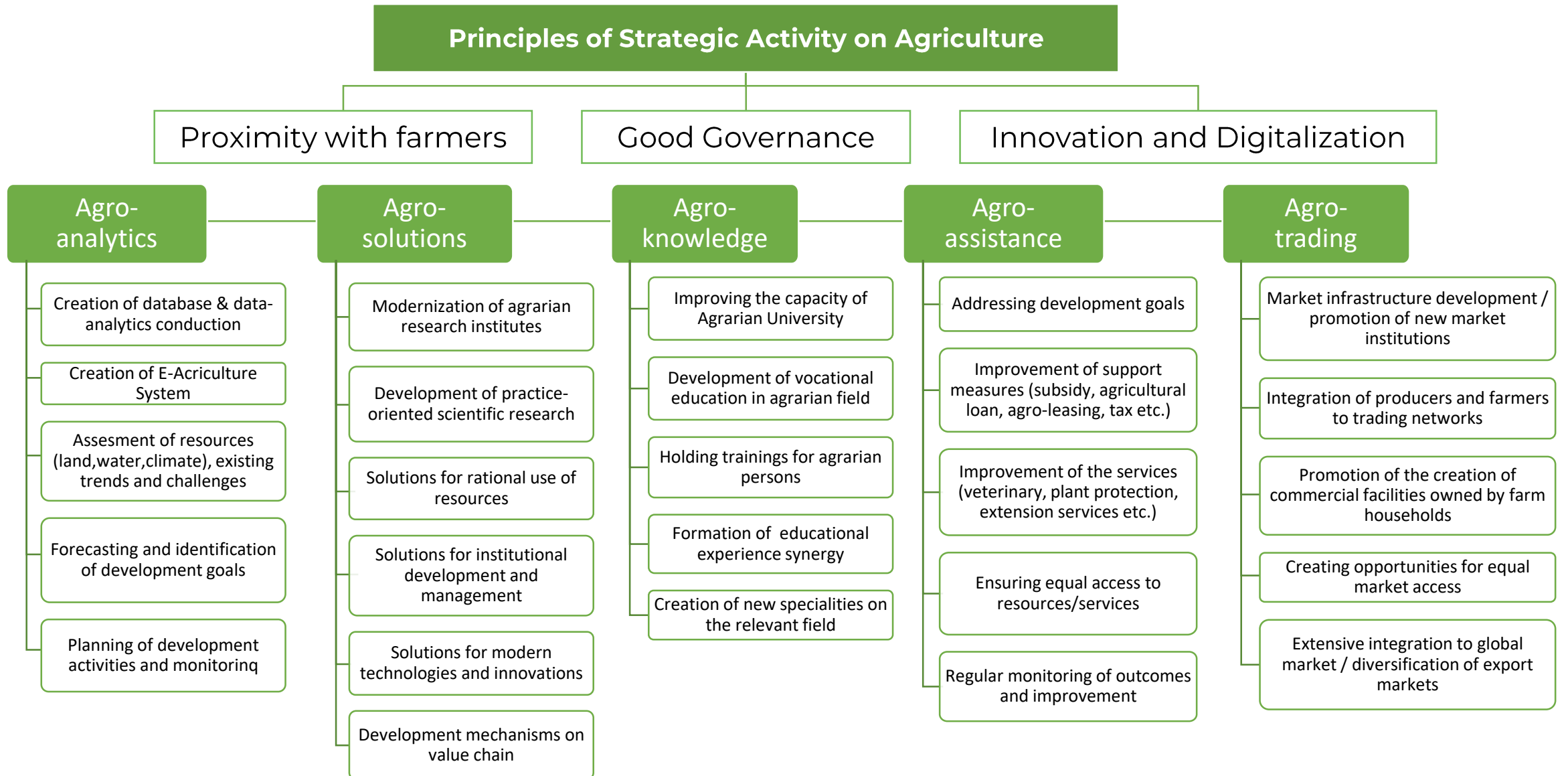


Export volume of the cotton has increased by more than **260% in last 2 years**.

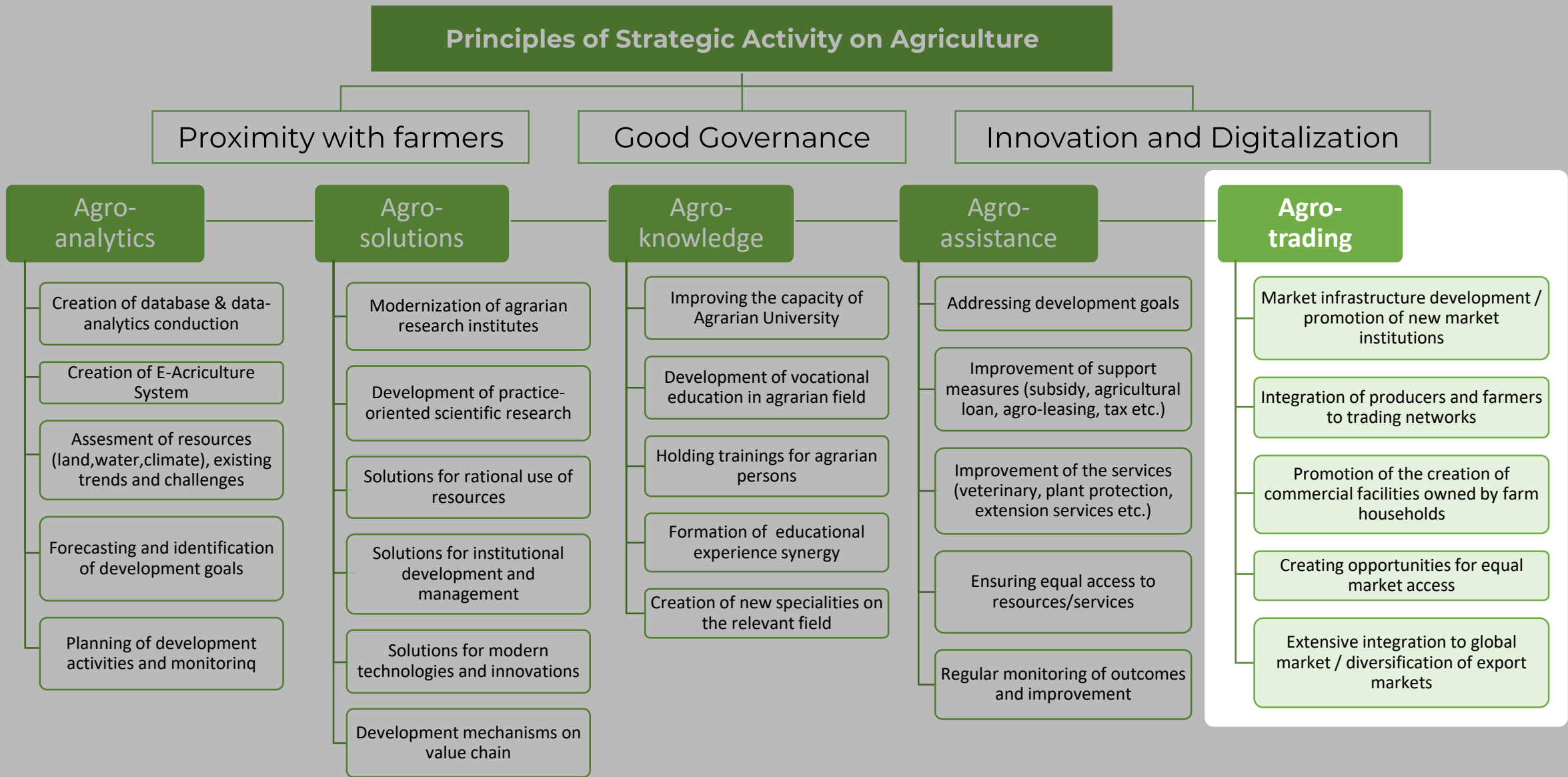


Persimmon is the second most exported agricultural product

Ministry of Agriculture of the Republic of Azerbaijan



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About the company

- Company's main focus is to supply mainly governmental organizations with agri-food products while supporting and empowering local farmers and agro-entrepreneurs and ensure their sustainable integration to the food supply chain in Azerbaijan.
- Access to the database of Electronic Agricultural Information System of the Ministry where more than 400.000 farmers data is stored..
- Wide logistics network all over Azerbaijan, and we have warehouses in 46 locations across the country

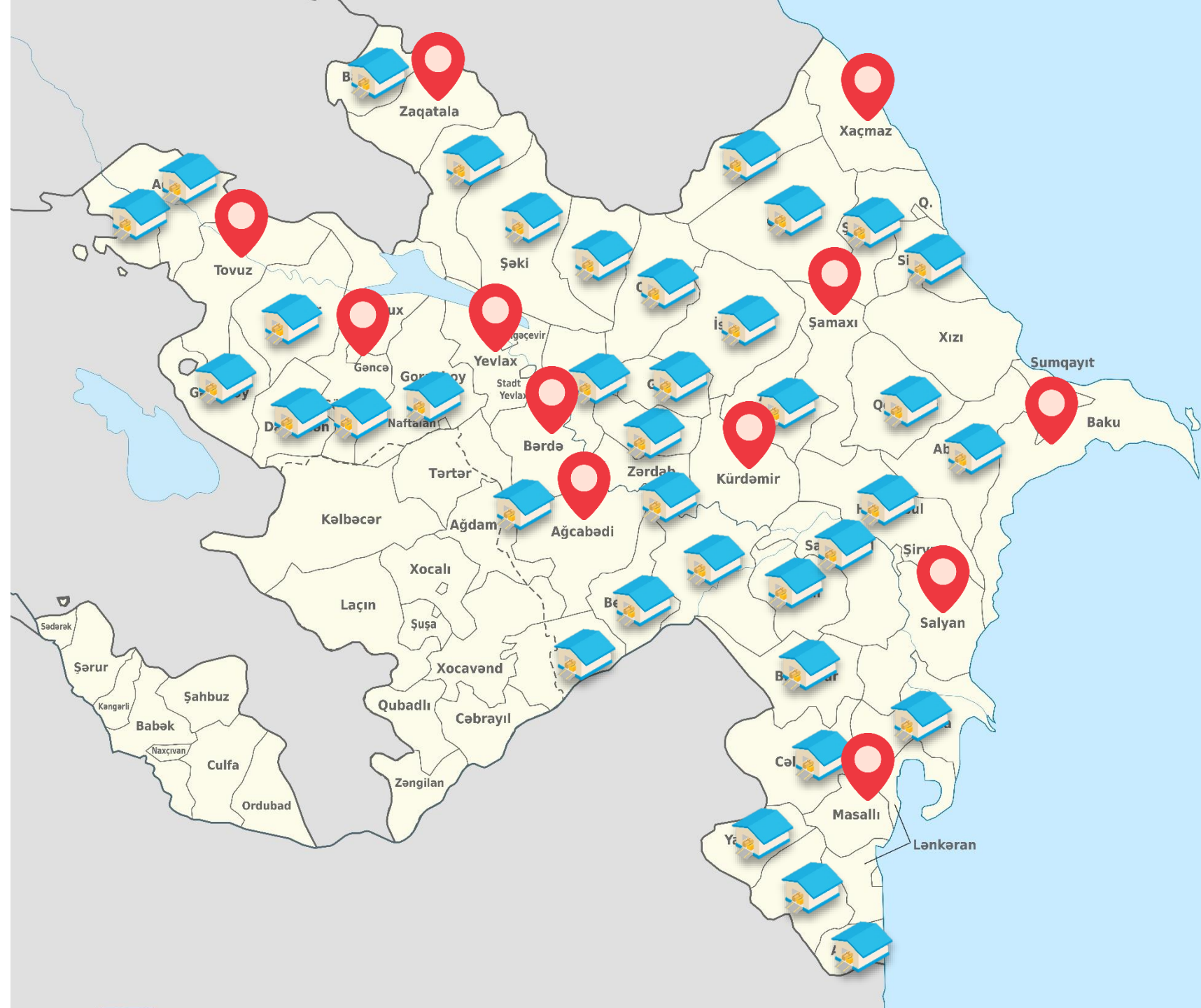


Our map of coverage

Agro Procurement and Supply OJSC purchase high quality and healthy agricultural and food products from farmers and food manufacturers to supply more than 800 organizations in both the public and private sectors.

We have 35 warehouses and 11 regional offices across the country.

-  Regional Offices
-  Warehouses



Export

Russia



Ukraine



Turkey



Georgia



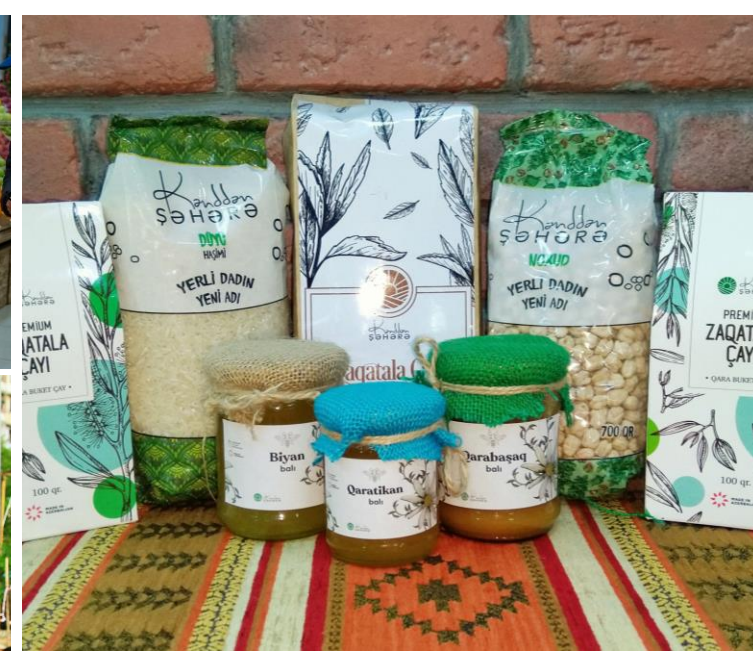
Nigeria



UAE



Qatar



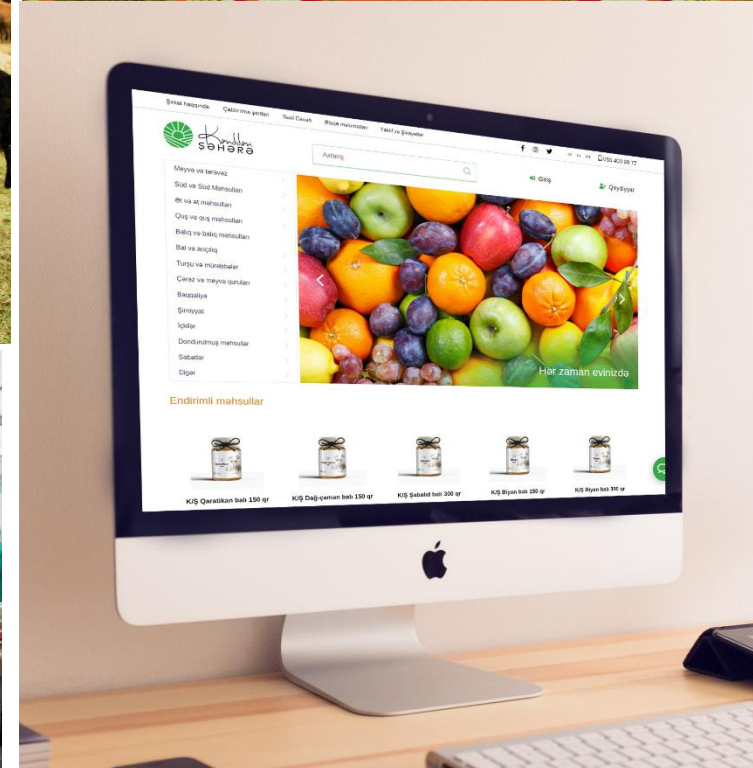
“From Village to City”

Agromarketing Project

Create alternative sales channels
mainly for **small and medium local
farmers and food manufacturers**

Help them in **branding, packaging,
and selling** their products.

4 subprojects



“From Village to City” Branding&Packaging

- **Helping farmers** to package and market farm products
- **Linking farmers** with retail chains
- **Selling** their products in stores, fairs and online





“From Village to City” Sales Centers

- **Increasing** local food and farm product sales
- **Making** local food products available and affordable for local people
- **First 2 stores** up and running

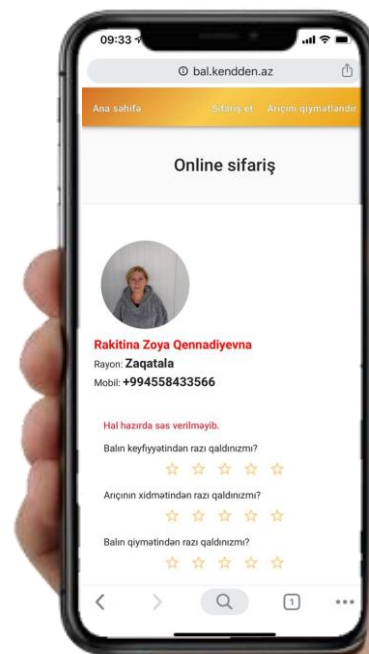
“From Village to City” Weekend & Holiday Fairs

- On **weekends and holidays**
- Fairs in **5 locations every weekend** by the end of 2019
- **Eliminating** intermediaries
- **Creating** alternative sales channels for farmers
- **Providing** people with quality products for lower prices
- New **e-commerce website** for fairs
- **Rating system** of farmers and products



“From Village to City” E-grocery & E-farmshop

- **Increasing** local food and farm product sales
- **Making** healthy local food even more available
- Consumers can **rate** the **products** and **sellers**



“From City to Village ”

Agro-Ecotourism

- Development of **rural tourism**
 - **Diversification of income** in agriculture
 - New **employment opportunities** in rural areas, supporting **family businesses**
 - **Alternative sales channels** for agricultural products
-
- **500 agritourism farmers in 2 years**
 - Min. **200\$ increase** in monthly revenue of farmers on average

More info: tovillage.az





Azerbaijani Women in Agriculture

Women Empowerment

Increase the number of and **develop** the **women agri-entrepreneurs** in Azerbaijan

Empowering women in Agriculture by:

- ✓ **Technical support**
- ✓ **Training and advisory** services
- ✓ **Support in sales** of produce
- ✓ Forming **women's farmer groups**

Technical support (up to 3000\$) to
200 women entrepreneur in **2 months**

More info: www.afaq.az

“Byjan”

Export Promotion

New project

High quality premium brand for export

- Growth of agri-food export
- Increasing the **export potential** of products
- **Educating farmers** on global certifications and export-oriented production
- Creating **alternative sales channels** for agro-products
- Strengthening the **“Made in Azerbaijan”** brand

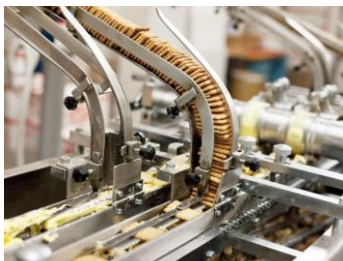




AGRICULTURAL ENTREPRENEURS FORUM 2020

A platform for sharing
**insights, knowledge
& expertise** in the
field of Agriculture

May 20-22, 2020



VALUE ADDED
PRODUCTION



AGRIFOOD EXPORT



AGRITOURISM



NON-TRADITIONAL
AGRICULTURE



INVESTMENT



TECHNICAL PLANTS



NUTS



VITICULTURE



TEA



TOBACCO



RICE



LIVESTOCK

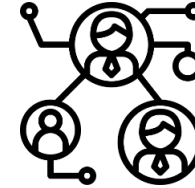
Our Strengths



Professional team
and agility in
decision making



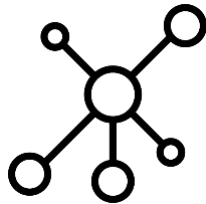
Ability to provide
branding & packaging services



Local offices in
46 locations across
the country



Highly developed
Warehouse and Logistics system



Wide network of Farmers and food
manufacturers



Wide **Supply Network**



Opportunity to cooperate with
State Agro Development Centers in 66 regions



Partnership with
international organizations
and governmental **support**

Why **invest** in agriculture in Azerbaijan

- High **profitability**
- Great **natural and climatic resources**
- **Emerging market**
- Governmental **stimulations**
- **Sustainable** agricultural development
- **Geographical hub**
- Wide range of **support mechanisms** implemented by the state



A close-up photograph of a cluster of raspberries and one blackberry against a blurred green background. The raspberries are bright red and ripe, while the single blackberry is dark purple/black. The background is a soft-focus green, suggesting foliage.

Thank you!

Any questions?

att.gov.az