



# Poverty Reduction through 4P

- FAD Experiences

## 构建PPP伙伴关系实现减贫

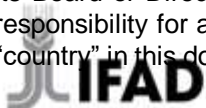
— 来自IFAD的做法

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Beijing, 23 May 2018

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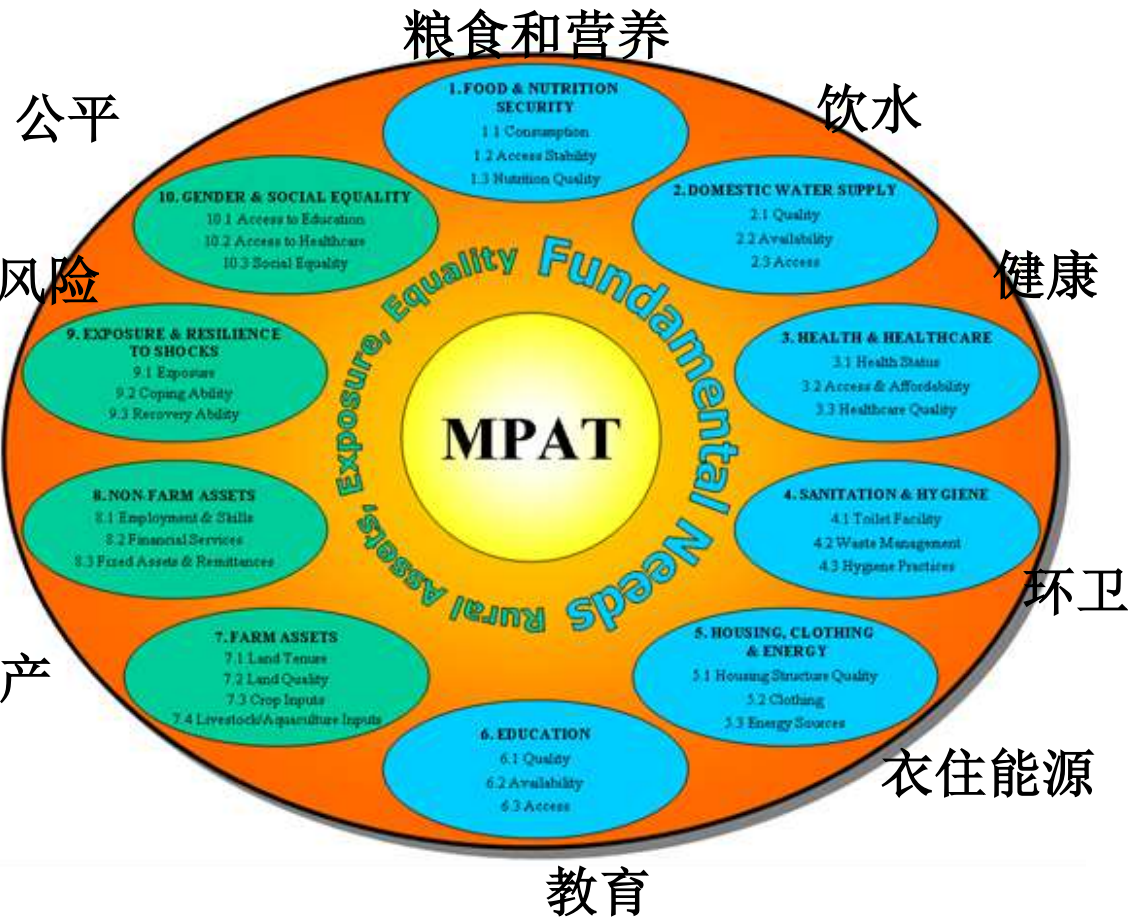
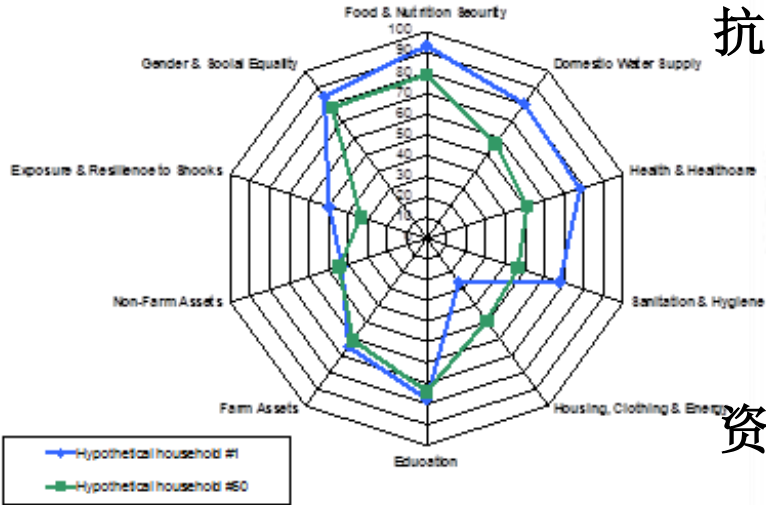


Investing in rural people

# Poverty – A Multidimensional Phenomenon

## 贫困的多因素现实

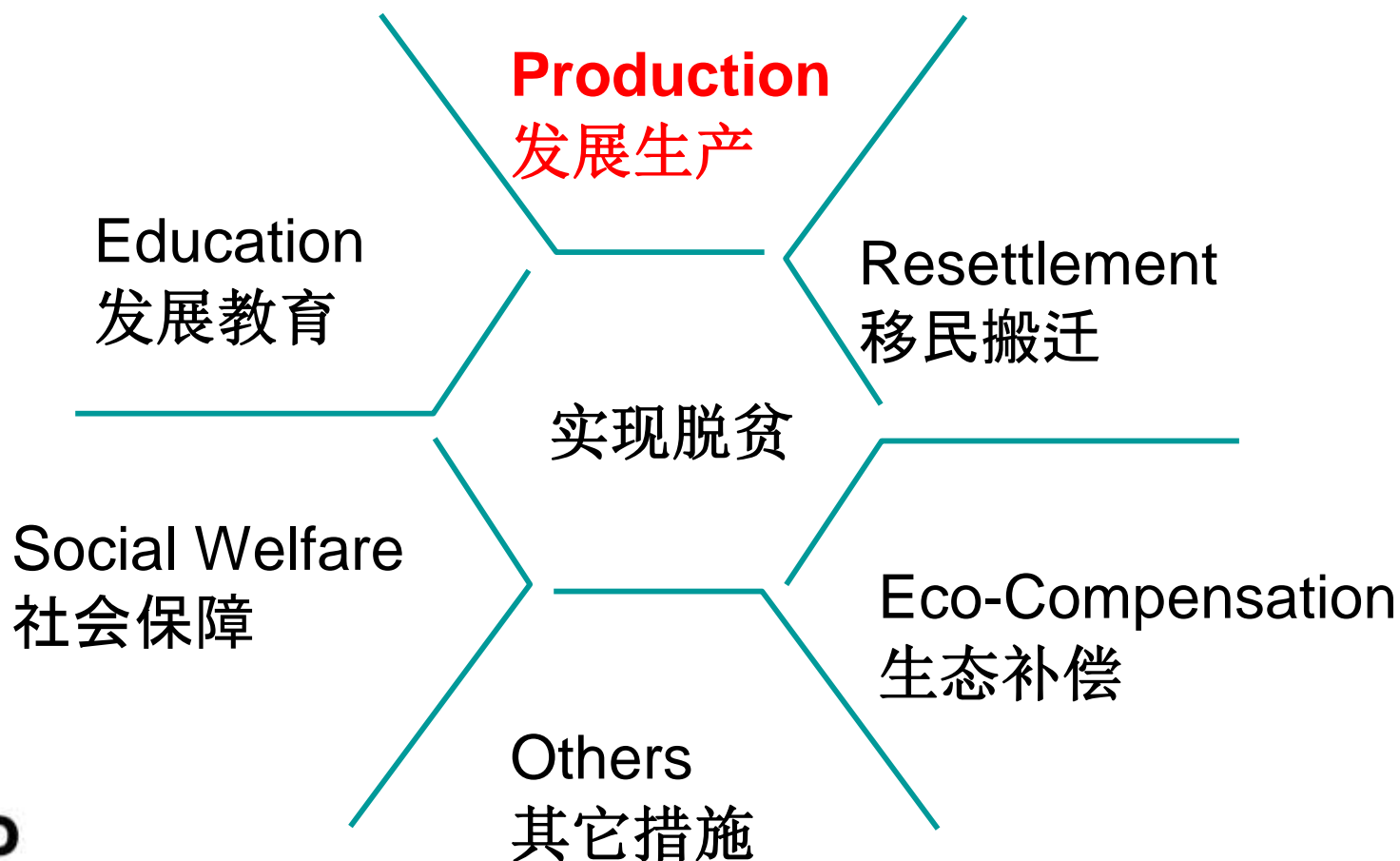
Comparing MPAT component scores for two hypothetical households



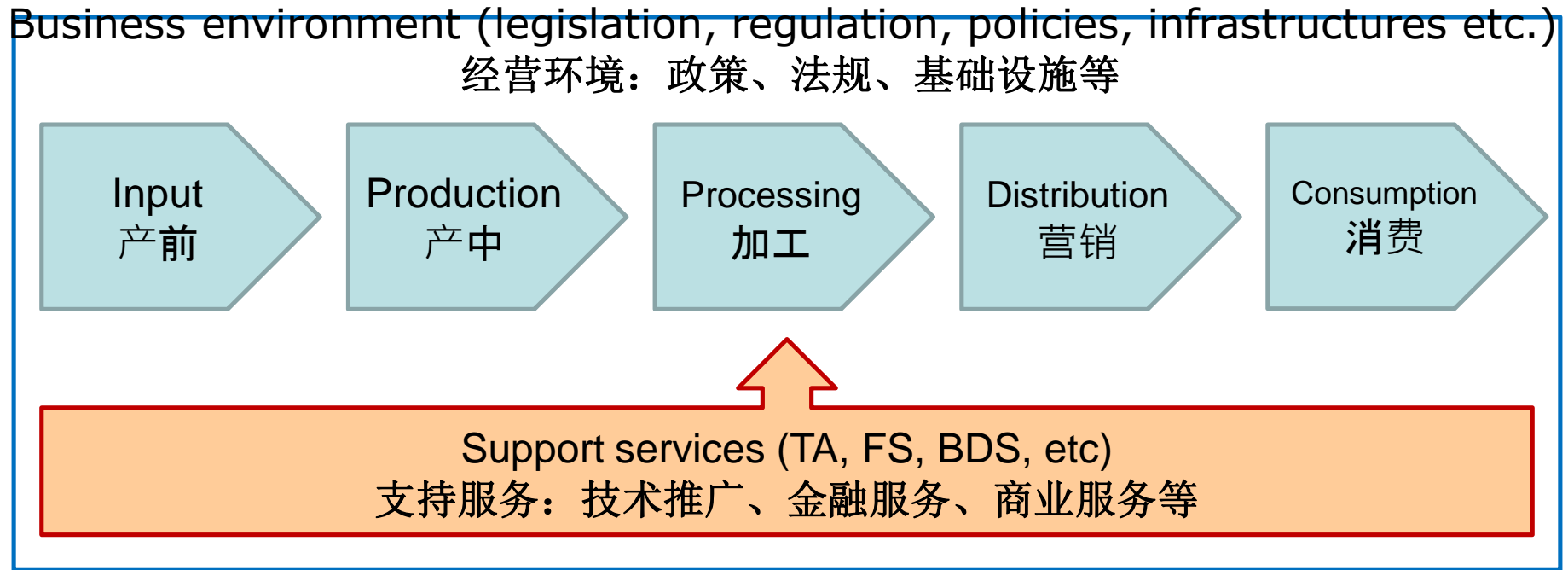
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[www.ifad.org/mpat/](http://www.ifad.org/mpat/)

# Pathways to Poverty Reduction 减贫措施

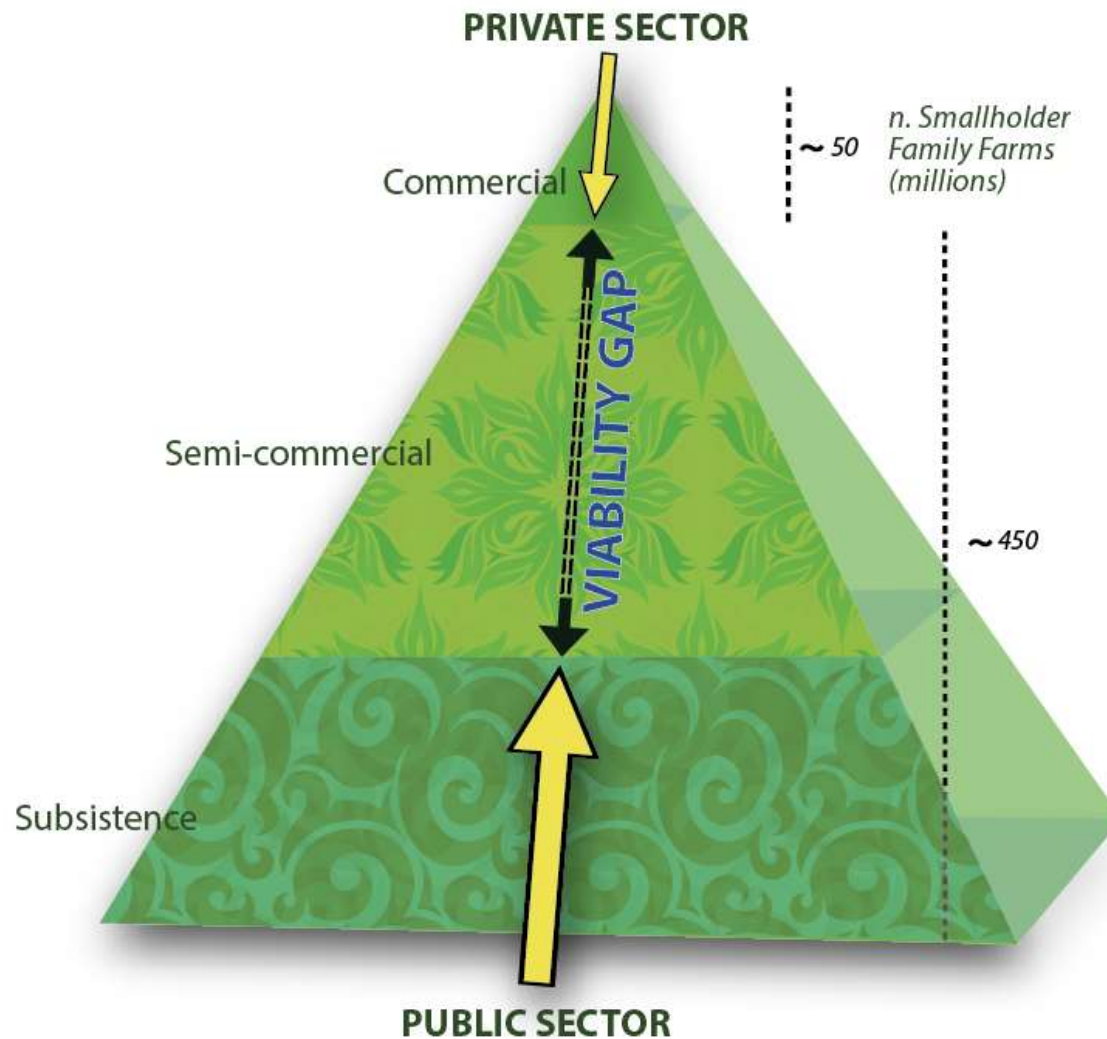


# Adopt a Value Chain Approach 价值链方式— 产业扶贫



“from farm to forks” 从农田到餐桌

# Mainstream Smallholders to Agribusiness- Push & Pull 小农进入价值链 - 推力+拉力





# The concept of 4P 构建PPP伙伴关系

Project province  
Government

**P**ublic  
sector  
公共部门



Poor/small-  
scale **P**roducers  
生产者

**P**artnership  
伙伴关系

**P**rivate  
agribusiness  
sector 私营部门



Tea producers

- *work together for a common goal*
- *jointly assume risks and responsibilities*
- *share benefits, resources and expertise*



Tea processing  
coop/ enterprises

# 4P blocks 构建伙伴关系的各个要素



# Roles of 4P partners 明确各方责权利

## Public sector /development project

### 公共部门

- Facilitate the development of 4Ps 撮合
- Provide capacity building to 4P partners 能力建设
- Finance public goods (e.g. roads) to facilitate market access 公共物品投入
- Ensure a supportive business environment 营造经营环境
- Cofinance investment of producers' organizations and rural enterprises (DHEs) 融资

## Producers 生产者

- Produce according to contract requirements
- Get access to productive assets (land, water and inputs)
- Invest their time as labour
- Follow technical advice
- Sell according to the contract (no side selling)

## Cooperatives/ rural enterprises (DHEs)

### 私营部门

- Purchase producers' products at fair prices
- Provide specialised technical assistance
- Facilitate access to inputs for producers
- Invest in post harvest processing equipment & facilities



# What's Special ? 特别之处

- ❖ **Process:** participation & empowerment of smallholders 参与式的赋权的过程
- ❖ **Business orientation:** quality assurance 发展经营为导向
- ❖ **Financing arrangement** 合理融资安排: different models (% based – VN, activity based – CN, separated-LK, shared based – TZN);
- ❖ **Role of government:**政府角色的定位 brokerage (mobiliser/motivator), service provider, public investor, monitor;
- ❖ **Benefiting mechanism:** fair, sustainable利益机制
- ❖ **Performance benchmarking + monitoring** 跟踪监测

# Learning so far 一些经验 1

- With/without makes difference for inclusiveness 对促进包容性有效果
- Participatory business plan development; (VN + LK) 参与式的伙伴开发很重要
- Converging pursuit for profitability & poverty reduction; 平衡产业效益和扶贫目标的有机结合
- Sustainability: partnership post Business Plan 合理的商业计划促进可持续
- Equitable benefit sharing/benefiting mechanism – 确保合理的利益分配机制
- Not to miss performance M&E of partnership 伙伴关系的监督

# Learning so far 一些经验 2

## China:

- Balancing public funding and private sector benefit; 公共资金和私营部门受益之间的平衡
- Strong Public/Private & weak Producer; 扶持弱势农户
- Due process and benefiting mechanism to build real + sustainable partnership 注重过程和机制确保真正和可持续发展的伙伴关系
- Capacitating farmers' collective action versus working with mature agribusiness for quick effect 培养农民合作性和与成熟经营主体合作快速见效的优先选择

Thank you !