

Research Application Summary

Sesame economic profitability analysis in Koulikoro area, Kolokani district, Mali

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Abstract

Sesame, an industrial crop grown mostly on poor soils with low yields, is a key crop in Mali. The sector represents a source of income through its strong demand on the national and international scale and because it occupies an important place in the agro-food industry. Sesame is becoming more and more popular in trade. However, in spite of the effort of the national development offices, NGOs, and the PROSEMA (Promotion of Sesame Malian) project in production and marketing, the actors of the sesame sector in Mali do not receive a sustained attention from the authorities to enable the industry to flourish. For now, they face competition that makes the Malian label invisible in the international market. Sesame chain (Bènè in Bambara national language) is a product that has prospects for further development. It attracts interest in neighboring countries such as Burkina Faso and abroad. Sesame provides a key source of income for mainly the populations located in its natural zone of cultivation, namely, the regions of Ségou, Koulikoro, Sikasso and Mopti. Sesame seeds can be processed into products such as oil, Benedégé or croquettes for domestic and international markets. The present study analyzed the economic profitability of the sesame production by Kolokani producers. It was conducted with a sample of 17 producers for the collection of primary data covering the three years (2016, 2017, and 2018). Secondary data were collected through literature reviews. Based on the analysis only 24% of the farmers were women. Likewise, the majority (70%) of producers were aged between 41 and 65 years, indicating an aging population of sesame farmers. The operating account gave a negative result of -33 101 FCFA indicating that during the last three years, farmers lost on average more than \$50/year from their investments in sesame production. This also may be due high production costs and or poor market prices for farmers. The market analysis indicated that the sale price of sesame was XOF/FCFA 441 and the average yield of the crop was 339kg / ha with a break-even point of 408kg / ha.

Key words: Break-even point, Mali, profitability, sesame, yield

Résumé

Le sésame, une culture industrielle cultivée principalement sur des sols pauvres avec de faibles rendements, est une culture clé au Mali. Le secteur représente une source de revenus en raison de sa forte demande à l'échelle nationale et internationale et parce qu'il occupe une place importante dans l'industrie agro-alimentaire. Le sésame devient de plus en plus populaire dans le commerce. Cependant, malgré l'effort des bureaux nationaux de développement, des ONG et du projet PROSEMA (Promotion du sésame malien) dans la production et la commercialisation, les acteurs

de la filière sésame au Mali ne bénéficient pas d'une attention soutenue de la part des autorités pour permettre à l'industrie de prospérer. Pour l'instant, ils font face à une concurrence qui rend la marque malienne invisible sur le marché international. La filière sésame (Bènè en langue nationale bambara) est un produit qui a des perspectives de développement. Il suscite l'intérêt des pays voisins comme le Burkina Faso et de l'étranger. Le sésame constitue une source essentielle de revenus pour principalement les populations situées dans sa zone naturelle de culture, à savoir les régions de Ségou, Koulikoro, Sikasso et Mopti. Les graines de sésame peuvent être transformées en produits tels que l'huile, le Benedégé ou les croquettes pour les marchés nationaux et internationaux. La présente étude a analysé la rentabilité économique de la production de sésame par les producteurs de Kolokani. Elle était menée sur un échantillon de 17 producteurs pour recueillir des données primaires couvrant les trois années (2016, 2017 et 2018). Les données secondaires ont été recueillies par le biais de revues de la littérature. Sur la base de l'analyse, seuls 24 % des agriculteurs étaient des femmes. De même, la majorité (70%) des producteurs étaient âgés entre 41 et 65 ans, indiquant un vieillissement des producteurs de sésame. Le compte d'exploitation a fourni un résultat négatif de -33 101 FCFA indiquant qu'au cours des trois dernières années, les agriculteurs ont perdu en moyenne plus de 50 \$/an sur leurs investissements dans la production de sésame. Cela peut également être dû à des coûts de production élevés et/ou à des faibles prix de marché pour les agriculteurs. L'analyse du marché a indiqué que le prix de vente du sésame était de 441 XOF/FCFA et le rendement moyen de la récolte était de 339kg/ha avec un seuil de rentabilité de 408kg/ha.

Mots clés : Seuil de rentabilité, Mali, rentabilité, sésame, rendement

Background

Sesame, an industrial crop grown on poor soils with low yields, has been of interest for a few years in Mali (Kone, 2018; Niangali, 2018; Tembly, 2018). The sector represents a source of income through its strong demand on the national and international markets and because it occupies an important place in the agro-food industry. Sesame is becoming more and more popular in trade. However, in spite of the effort of the national development offices, NGOs, and the PROSEMA (Promotion of Sesame Malian) project in production and marketing, the actors of the sesame sector in Mali do not receive a sustained attention from the authorities to enable the industry to flourish. For now, they face competition that makes the Malian label invisible in the international market.

Sesame (Bènè in Bambara national language) is a product that has a good day ahead. It arouses real interest in neighboring countries such as Burkina Faso and abroad. It is worth pointing out that the sesame sector represents in Mali a source of income for only a few populations located in its natural zone of development, namely the regions of Ségou, Koulikoro, Sikasso and Mopti. Sesame seeds can be processed into products such as oil, Benedégé or croquettes for domestic and international markets. This study analyzes the economic profitability of the sesame production of Kolokani producers.

Objectives

The main objective of the study was to evaluate the economic profitability of sesame production in Koulikoro region, Kolokani circle. The specific objectives were to i) characterize sesame producers demographic characteristics in the study area, ii) determine the profitability of sesame production in the study area, iii) determine the breakeven point of sesame production in the study area, iv) identify constraints related to sesame production in the study area, and v) make recommendations

to address identified constraints in the study area;

Study description

For the study, quantitative method was used to collect primary data by using interviews and focus group discussions. Primary data collection was done with 17 sesame producers and covered three years (2016, 2017, and 2018). Secondary data were collected through literature review. Excel and word software were used to codify, enter, analyze and interpret data obtained from the field. All the data were descriptively analyzed using frequencies and percentages.

Results

The study sample considered 24% women only. Thus the majority of the farmers involved in sesame production were men (76%). The area under sesame production was about 1.67 ha per farmer on average of three years. The production cost of sesame in the study area was 182 600 FCFA against a turnover of 149 499 FCFA on the basis of an average yield of 339 kg / ha for an average selling price of 441 FCFA. These results indicated that in Kolokani sesame producers lost an average of 33,101 FCFA with a rate of return of -17%. To compensate for this gap, it is important for sesame producers to reach 408 kg / ha or more for the activity to be profitable for them.

These findings will be used to inform farmers and local authorities on the actual status of return from investments by sesame farmers. Based on the interviews, sesame producers face several constraints that relate to production and marketing, and to the low returns on the investment. The constraints reported were due to especially poor soil fertility, lack of agricultural equipment, insect attack, high cost of inputs, low quantity and poor distribution of rains.

The other challenges related to poor marketing system for sesame. The markets were poorly organized, difficult to access because of road degradation, and low market prices.

To overcome these problems, it is suggested that the State and more specifically SENESO (Agricultural Research and Development Society), should make available to farmers high yielding varieties adapted to sesame ecologies in Mali; train farmers and other sesame value chain actors on the good cultivation practices; and strengthen marketing outlets and coordination.

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Reference

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