

## Evidences

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### Study #3150

**Contributing Projects:**

- P342 - Technological and institutional innovations for assessing and mitigating food safety risks related to aflatoxins designed and tested, including capacity building

**Part I: Public communications**

**Type:** OICR: Outcome Impact Case Report

**Status:** New

**Year:** 2019

**Title:** A to Z Textile Mills Ltd., invests in manufacturing and distributing Aflasafe biocontrol products in Tanzania

**Short outcome/impact statement:**

In 2019, IITA signed a Technology Transfer and Licensing Agreement with A to Z Textile Mills, Ltd. The agreement established a plan for local manufacture, distribution, and sale of Aflasafe TZ01 in Tanzania. This follows IITA's three-phase approach to develop a country-specific commercialization strategy, select investors, and execute a business plan. Availability of Aflasafe at scale allows farmers to produce crops complying with aflatoxin standards furthering trade opportunities and income generation for themselves and protecting consumers' nutrition and health.

**Outcome story for communications use:**

IITA in collaboration with the Agricultural Research Service of the United States Department of Agriculture and local national institutions have developed several biocontrol products under the trade name Aflasafe for use in Sub-Saharan Africa. Currently, Aflasafe products are working through different stages of commercialization and scaling out Aflasafe production, distribution and use in 12 countries in sub-Saharan Africa.

In Tanzania, Aflasafe TZ01 and Aflasafe TZ02, were registered in October 2018 after all regulatory data had been assembled and evaluations. Then the commercialization process was supported through Aflasafe Technology Transfer and Commercialization (ATTC) project, coordinated and managed by IITA With Tanzanian partners, ATTC conducted market analyses and determined commercialization options. With these analyses and options, an investors forum was convened. Business proposals were received and after they were evaluated, A to Z Textile Mills Ltd. was selected. In May 2019, IITA signed a Technology Transfer and Licensing Agreement with A to Z. The agreement established a plan for local manufacture, distribution, and sale of Aflasafe TZ01, with exclusive ownership, operation, and management by A to Z for five years and technical support from IITA. At the technology transfer launch, the A to Z CEO announced that the company would be investing approximately US\$1.5 million dollars in the Aflasafe manufacturing plant and they expected to have Aflasafe TZ01 on the market by the end of 2019 and available to farmers in time for their next sowing season in 2020. By November, A to Z was on course to complete building their manufacturing facility in Arusha and by the end of the year had made a modest start of distributing enough Aflasafe to cover 40 hectares. Aflasafe TZ01 will be part of a portfolio of aflatoxin mitigation products sold and distributed by A to Z, including hermetic storage bags and tarpaulins [3]. The company's distribution network includes more than 200 agro-dealers throughout Tanzania.

**Links to any communications materials relating to this outcome:** <Not Defined>

**Part II: CGIAR system level reporting**

**Link to Common Results Reporting Indicator of Policies :** No

**Stage of maturity of change reported:** Stage 1

**Links to the Strategic Results Framework:**

Sub-IDOs:

- Reduced biological and chemical hazards in the food system
- Appropriate regulatory environment for food safety
- Increase capacity of beneficiaries to adopt research outputs

Is this OICR linked to some SRF 2022/2030 target?: Too early to say

Description of activity / study: <Not Defined>

**Geographic scope:**

- National

Country(ies):

- Tanzania, United Republic

Comments: <Not Defined>

### **Key Contributors:**

Contributing CRPs/Platforms:

- A4NH - Agriculture for Nutrition and Health

Contributing Flagships:

- F3: Food Safety

Contributing Regional programs: <Not Defined>

Contributing external partners:

- Dalberg - The Dalberg Group
- Chemonics International
- MoA - Ministry of Agriculture (United Republic of Tanzania)
- A to Z Textile Mills Ltd.
- USDA - U.S. Department of Agriculture
- USAID - U.S. Agency for International Development

### **CGIAR innovation(s) or findings that have resulted in this outcome or impact:**

Aflasafe TZ01 for Tanzania, registered in 2019

### **Innovations:**

- 733 - Aflasafe TZ01 and Aflasafe TZ02 for Tanzania (<https://tinyurl.com/2zosmew4>)

**Elaboration of Outcome/Impact Statement:**

IITA with the Agricultural Research Service of the United States Department of Agriculture and local national institutions have developed several biocontrol products under the trade name Aflasafe for use in Sub-Saharan Africa. To date, nine countries in Africa have Aflasafe products registered for use. After regulatory approval has been granted, IITA begins working with public and private sector actors to implement the next step of transferring and commercializing a product that can improve food systems, boost trade, and protect public health. This follows a three-phase approach to develop a country-specific commercialization strategy, select investors, and execute a business plan. Availability of Aflasafe for use at scale allows farmers to produce crops complying with aflatoxin standards furthering trade opportunities and income generation for themselves and protecting the nutrition and health of consumers.

In Tanzania, Aflasafe TZ01, was registered in October 2018 [1]. Next, the commercialization process was initiated through IITA's Aflasafe Technology Transfer and Commercialization (ATTC) project. With partners, ATTC conducted market analyses and determined commercialization options tailored to the Tanzanian context. ATTC mobilized the private sector and conducted an investors forum to attract potential investors. After evaluating business proposals from different companies, A to Z Textile Mills Ltd. was selected the most suitable partner. In May 2019, IITA signed a Technology Transfer and Licensing Agreement with A to Z [2]. The agreement established a plan for local manufacture, distribution, and sale of Aflasafe TZ01, with exclusive ownership, operation, and management by A to Z for five years and technical support from IITA.

At the technology transfer launch, the A to Z CEO announced that the company would be investing approximately US\$1.5 million dollars in Aflasafe and they expected to have Aflasafe TZ01 on the market by the end of 2019 and available to farmers in time for their next sowing season [3]. By November, A to Z had finished building their manufacturing facility in Arusha and had by the end of the year had made a modest start of distributing enough Aflasafe to cover 40 hectares [4]. Aflasafe TZ01 will be part of other products sold and distributed by A to Z, in particular other solutions that help mitigate aflatoxin such as hermetic bags and tarpaulins [3]. The company's distribution network included more than 200 agro-dealers throughout Tanzania in 2019 [5].

**References cited:**

[1]

<https://aflasafe.com/2019/02/02/paving-the-path-to-commercialisation-aflasafe-tz01-registered-to-fight-aflatoxin-in-tanzania/>

[2] <https://aflasafe.com/2019/05/07/a-to-z-aflasafe-tz01-tanzanian-farmers-aflatoxin-ttla/>

[3]

<https://aflasafe.com/2019/07/10/food-safety-tanzania-a-to-z-aflasafe-tz01-aflatoxin-maize-groundnut-s-ttla-liver-cancer/>

[4]

<https://www.thecitizen.co.tz/news/Tanzania-to-use-Aflasafe-to-tame-aflatoxin/1840340-5111988-cqlo-w7z/index.html>

**Quantification:** <Not Defined>

### **Gender, Youth, Capacity Development and Climate Change:**

**Gender relevance:** 0 - Not Targeted

**Youth relevance:** 0 - Not Targeted

**CapDev relevance:** 1 - Significant

Main achievements with specific **CapDev** relevance: As part of the Aflasafe technology transfer, IITA is working with A to Z to transfer the know-how about the technology and provides technical assistance in implementing the business plan. IITA's support includes training the technical and sales staff on the integrity of the technology to increase their confidence during commercial deployment of this new-to-market product; providing technical assistance for structured awareness-raising and demonstration of the economic and social value of the product to different market segments using business cases; and support in setting up of their factory, quality control and the associated specialised staff training.

**Climate Change relevance:** 0 - Not Targeted

**Other cross-cutting dimensions:** NA

**Other cross-cutting dimensions description:** <Not Defined>

**Outcome Impact Case Report link:** [Study #3150](#)

#### **Contact person:**

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