



**A.M.I. an experience in agribusiness investment in Mali**

CSIS

Groupe A.M.I. (Mali)

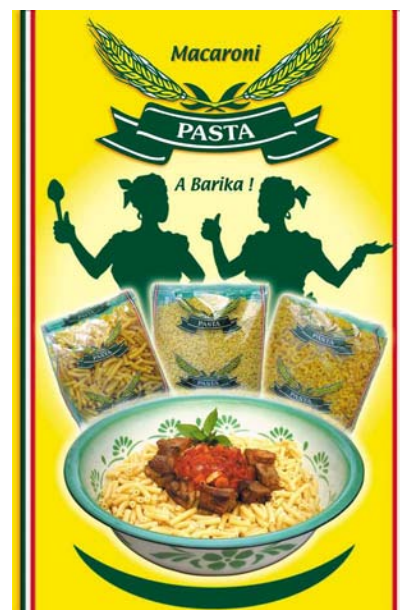
# PRESENTATION

- Grande Confiserie du Mali
- Grands Moulins du Mali
- Société des Eaux Minérales du Mali



# Grande Confiserie du Mali

- Created in 1950
- Production : sweets, chewing gum and pasta
- Capital : 2 millions USD
- Turnover 2009 : 13 millions USD
- Shareholders : 100% Achcar family



*Site de production à Bamako*



# Grands Moulins du Mali (1)

- Created in 1979
- Production : **120 000 tons capacity fortified wheat flour** (vitamins & minerals) in order to overcome various nutritunal deficiencies of the malien population,  
**30 000 tons capacity local rice, 3 000 tons capacity infant Vitable flour , 100 000 tons capacity BUNAFAMA livestock & poultry feeds**
- Subsidies : - Bagami bakery & Teaching center  
- Compagnie Malienne de Développement
- Local wheat buying: 2 000 tons / year
- Imported wheat : 70 000 tons / year
- Capital : 5 millions USD
- Turnover 2009 : 48 millions USD
- Sharholders : 99% Achcar family



*Site de production à Koulikouro  
(60 km de Bamako)*



# La Société des Eaux Minérales du Mali

- Created in 1996
- Production : mineral water in 1,5L ; 0,5L & 0,33L bottles and plastic sachet
- Capital : 0,5 million USD
- Turnover 2009 : 4 millions USD
- Shareholders : 80% Achcar family



*Marque commerciale de la Société des Eaux Minérales du Mali*

Groupe A.M.I. (Mali)

# PRODUCTS FOR NUTRITION

- Fortified wheat flour in 50kgs bags & 25 kgs bags
- Local rice in 50kgs bags
- Infant wheat flour in 500grs sachet
- Bu Nafama livestock & poultry feeds in 50kgs & 25kgs bags
- Bagami
- CFPB
- CMDB
- Reserch & development + NGO & donors desk

# Fortified wheat flour

With HELEN KELLER participation we are producing a fortified wheat flour struggling against children mortality rate

Since 2009, Grands Moulins du Mali wheat flour is reinforced in **iron, oligoéléments, micronutriments and vitamins.**

# Malo rice, local & quality rice

We are the local first quality rice on the market.

Capacity:  
30 000 tons / year  
Paddy buyings :  
2009 : 10 000 tons



*Sac de riz local*



# Vitablé, prevent and cure children nutritunal deficiencies (1)

Vitablé it provides children from six months a balanced diet rich in vitamins and minerals to meet their nutritional needs


Vitablé 3 times a day, gives the perfect food for a 6 month old children in reference with OMC advice.

This product is recomanded by Red Cross, WFP, and other NGO locally installed.



Emballage de Vitablé

# Vitablé, references (2)


 World Food Programme  
 Programme Mondial de Aliments  
 Programme Alimentaire Mondial

The Food Aid Organization of the United Nations System

BKO/SD/PAM/00118/2005  
 Bamako, le 26 octobre 2005

Monsieur le Directeur Général,

**Objet** Contrat d'achat PAM/LOG/ACHATS/020/0 de 1000 MT de farine de blé fortifié  
 Attestation de bonne fin de réalisation

Nous vous remercions de l'exécution entière et satisfaisante de ce contrat, et vous prions de bien vouloir trouver, ci-joint, votre caution de garantie du 08 septembre 2005 d'un montant de 16.550.000 F CFA que vous nous aviez transmise le 13 septembre 2005 par lettre référence N°20-0742-05CV.

Veuillez agréer, Monsieur le Directeur Général, l'expression de nos salutations distinguées.

Michel Laguesse  
 Directeur Adjoint du PAM

04 NOV 2005  
 Reçu le  
 Courrier Arrivé : N° 20.37.059  
☐ Fax Arrivé : N°  
☐ E-mail Arrivé : N°

Cyril ACHCAR  
 Directeur Général  
 GRANDS MOULINS DU MALI S.A.

**BAMAKO**  
 Cc : Zahra HIZAM  
 Chargée des Finances, PAM

Copie Certifiée Conforme  
 à l'original qui nous a été présentée  
 le 21-8-2008  
 à Bamako

MAIRIE COMMUNE DE BAMAKO  
 DIVISION DE L'AMENAGEMENT DU TERRITOIRE  
 DE BAMAKO

B.P. 120 Bamako (République du Mali) Tél (773) 57 30 42

**LABOREX MALI**

HAMDALLAYE - ZONE AG 2000 - B.P. 1896  
 REPUBLIQUE DU MALI  
 TEL : 20 70 04 50 - TELECOPIE : 20 29 04 15  
 SIEGE SOCIAL BAMAKO  
 R.C. BAMAKO 2596 - N°11 08700187 D  
 SA avec CA au CAPITAL DE 1.435.000.000 FRANCS CFA

Bamako, le 25 janvier 2011

A l'attention de  
 M. Cyrille ACHCAR  
 Directeur Général  
 GRANDS MOULINS DU MALI

26/01/11  
 Courrier Arrivé : N° 252

**Réf.** : N°004/11/DG

**Objet** : PARTENARIAT LABOREX MALI / GRANDS MOULINS DU MALI

Monsieur,

Nous adressons nos félicitations à la société GRANDS MOULINS DU MALI pour le professionnalisme dont elle fait preuve depuis le début de notre collaboration.

La qualité de votre produit VITABLE FARINE associée à une qualité de service performant font des GRANDS MOULINS DU MALI un acteur incontournable dans l'approvisionnement des farines infantiles au niveau du circuit pharmaceutique Malien.

En vous renouvelant nos remerciements, nous vous prions d'agréer, Monsieur, l'expression de nos salutations distinguées.

Michael RIOU  
 Pharmacien  
 Directeur Général

DIRECTEUR GENERAL  
 LABOREX MALI

# Bu Nafama, livestock & poultry feeds

- Composition : cereals, cakes from cotton or penuts, local row materials (salt, melasse), vitamines and minerals
- Local buying : 10 000 tons of maize per year,  
10 000 tons of cotton or penuts cakes
- Approuved by local institutions : Institut d'Economie Rural ; Ministère de l'Elevage et de la Pêche, Projet de Développement de l'Aviculture au Mali (PDAM) ; Vétérinaires Sans Frontières, Projet d'Appui à la Filière Laitière Périurbaine du Mali (PAFLAPUM), etc.
- Usad by many NGO programs :
  - SNV,
  - programme Zebu Azawak of CTB,
  - Vétérinaires Sans Frontières,
  - Malien state though its OPAM structure

# Bagami, the perfect model for bakeries



*Bagami à Bamako*

Bagami is a bakery, viennoiserie and patisserie concept

Bagami also a catering service

It's the first typical french bakery of Bamako

# Teaching center



It is the first center of formation for the workers of bakery with all the requirements in terms of classes and norms

The use is to get good people in order to produce quality products

# Compagnie Malienne de Développement du blé



GMM holds an 80% stake in CMDB.

This company was established in 2005 as part of the Presidential Council for Investment (CPI) under the leadership of the President of Mali and the supervision of the World Bank, priority sectors were identified for **poverty eradication** in Mali. One such sector included the establishment of a **high value agroindustry**.



CMDB, the first **private** company to become involved in the cultivation, development, and promotion of wheat. The aim was to ensure self-sufficiency in wheat in Mali. However, all CMDB efforts so far have been focused on conducting research on wheat cultivation, rather than on actual cultivation. CMDB has had a difficult time in establishing their business. As of yet, they have only been able to produce little quality from **out growers**, 2000 tons per year (2% market).

# CMDB (2)

In 2007, GMM supported the creation of cooperative Alkaama Tassi Kondey, a farmer cooperative with 800 producers located in Diré in the north of Mali.

Though millet and rice are the grains of choice in the rest of the country, **wheat is the preferred subsistence crop** in the north of Mali.

The tradition of growing wheat in Mali dates back to several centuries ago, yet it has received little attention and priority in terms of agricultural research.

GMM – through CMDDB – has invested substantial amounts of retained **profit and sales income** into years of wheat research and now hopes to reap the benefits of these research efforts by moving into the next stage : **the cultivation of it in Mali.**

# CMDB (3)

- Goals : 2.000 ha of wheat
- First study localisation taking in account space, water and climate : DIRE was elected.
- Second study is 50 ha phisical test during 2 years to confirme the first study expectatives.
- Third part : 2.000 ha wich will make 10.000 tons of wheat at least and 10.000 tons of maize and call for 20 millions USD investment
- One actual limit is land contract (lease)!