



AZERBAIJAN:

## Agricultural technology company transfers know-how

The expansion of the agricultural sector is an important driver for the further development of Azerbaijan and offers good prospects for the numerous (small) farms in the country. DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH provided the agricultural technology company CLAAS with funds from the develoPPP programme of the German Federal Ministry for Economic Cooperation and Development (BMZ) for training in more productive and environmentally friendly agricultural management. In two important agricultural regions of the country, the programme financed the transfer of know-how for the management of an inter-farm equipment park, which supports farmers in the use of modern agricultural technology. By setting up this mechanisation model, CLAAS is making its products known and gaining access to a market of the future, in an effort to further develop its own sales structures with local partners.

### THE CHALLENGE

With its good soils, favourable climatic conditions and seven climate zones, Azerbaijan offers excellent conditions for the further development of diverse agriculture production. The existing potential is not yet fully utilised because the numerous small family farms typically cultivate only one to three hectares of land and mostly have outdated technology. They have neither the expertise to develop ecologically sustainable agriculture nor access to loans to finance machinery.

Azerbaijan has established support programmes to further professionalise agriculture; these promise commercial opportunities for large agricultural machinery manufacturers such as CLAAS. However, the low capital resources among individual farmers and a lack of know-how in the use of complex agricultural machinery make it difficult for farms to access modern agricultural technology. By setting up shared machine pools, CLAAS can also reach small businesses that would otherwise not be able to afford agricultural machinery.

### PROJECT APPROACH

The aim of the project was to promote the inter-farm use of agricultural machinery in two agricultural regions and to provide farmers with technical know-how and the necessary management skills for this purpose. The following measures were implemented between 2015 and 2019 in two pilot farms with a total of almost 400,00 euros:

- Advice on mechanisation concepts and arable farming methods
- Equipping the two pilot farms with modern agricultural technology.
- Information and training events on the environmentally friendly use of agricultural machinery and ecologically sustainable production techniques.

DEG funded the agricultural technology and management initiative as part of develoPPP. CLAAS equipped the two pilot farms with modern agricultural technology and provided training.

*"Together with our partner DEG, we are pleased to further develop agriculture in Azerbaijan through the efficient use of agricultural machinery, thereby also contributing to increased employment and income in rural areas."*

**Dr. Nils Roitsch**, Claas Global Sales, Regional Director for Eastern Europe



## RESULTS

In the Salyan region, two farms offer agricultural machinery for inter-farm use. In addition, the project reached numerous farmers through advisory services and training. For example, information events and seminars for experts and managers from the agricultural sector were held at the vocational training centre in Gabala. One focus was the transfer of know-how on ecologically sustainable agricultural production techniques and on the environmentally friendly use of agricultural means of production and agricultural technology.

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enterprises advised on inter-farm use of machinery



Know-how transfer for use of modern production technology



Expansion of distribution structures

## PROJECT PARTNERS

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## QUESTIONS ABOUT DEVELOPPP?

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