



Ministerio de Agricultura,
Ganadería y Pesca
Presidencia de la Nación



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“The Agri-Food and Agro-Industry sectors in Argentina”

MULTI-SECTORIAL INVESTMENT MISSION
GERMANY – ARGENTINA

Hamburg, June 6, 2011



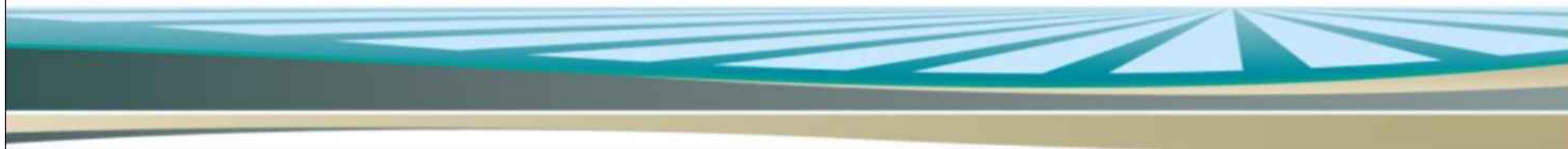
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Argentina in the World

Federal Country.

Has 23 provincial states and a federal District City

Has borders with Chile, Bolivia, Paraguay, Brazil and Uruguay.



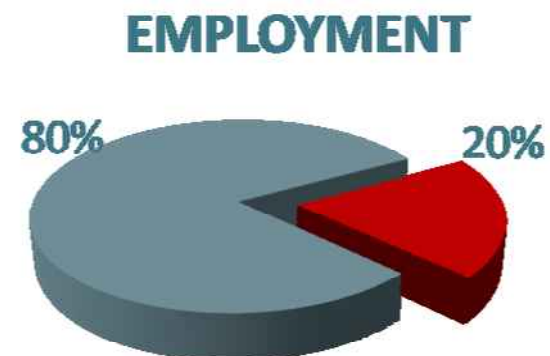
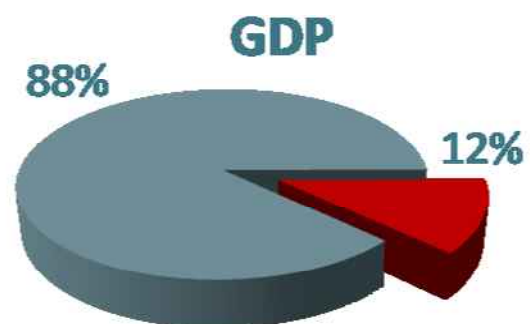
Numbers of Argentina

Total Area	2,8 million km2
Agricultural Area	360.000 km2
Population	40,5 million
GDP	U\$S 370.000 million
Investment / GDP	22%
GDP Annual Growth	2003/2009 over 8%
Exports	U\$S 68.500 million
Imports	U\$S 56.443 million

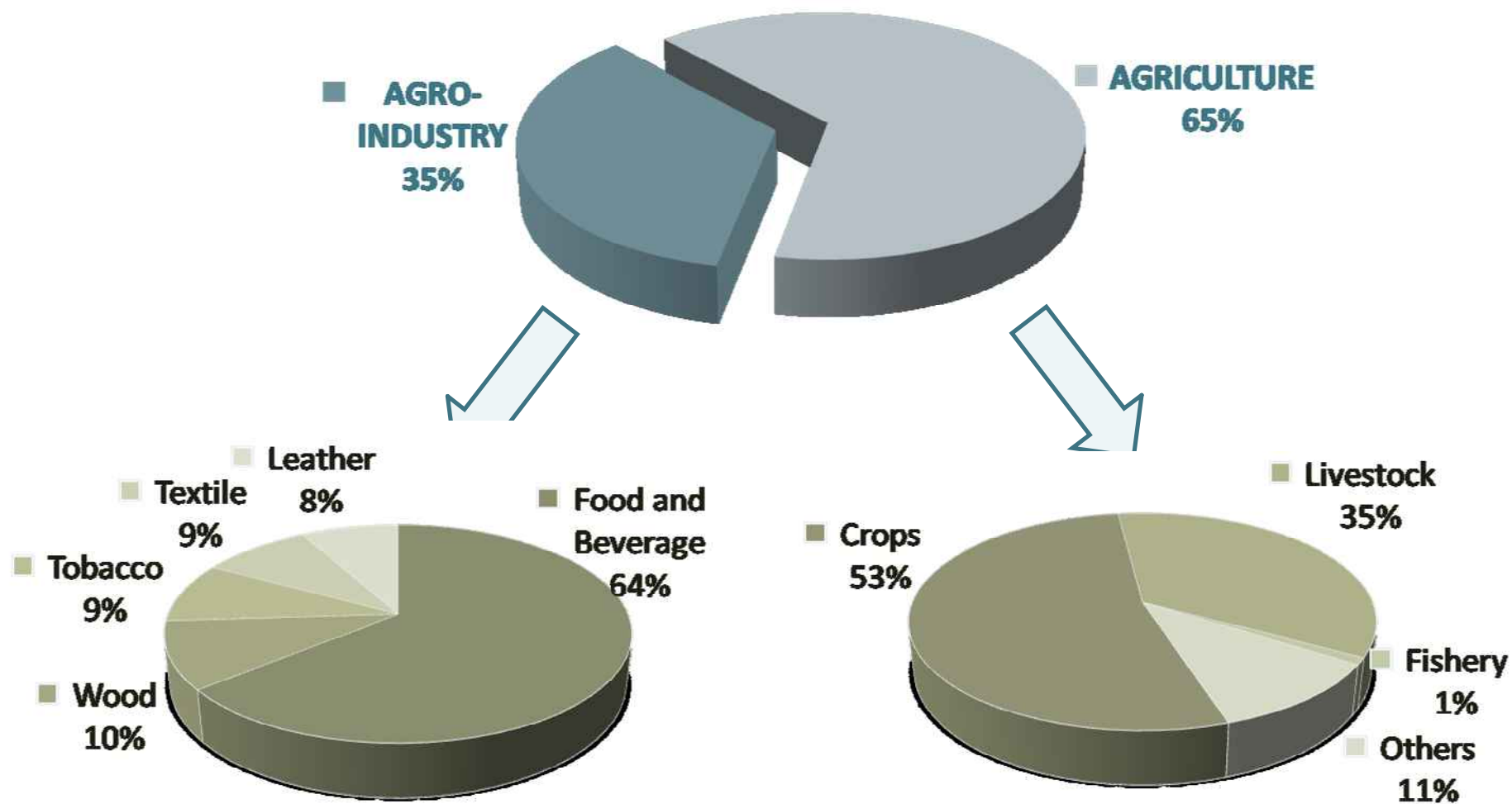


Fuente: MAGyP en base a datos de INDEC

Agriculture and Agro-Industry in Argentina

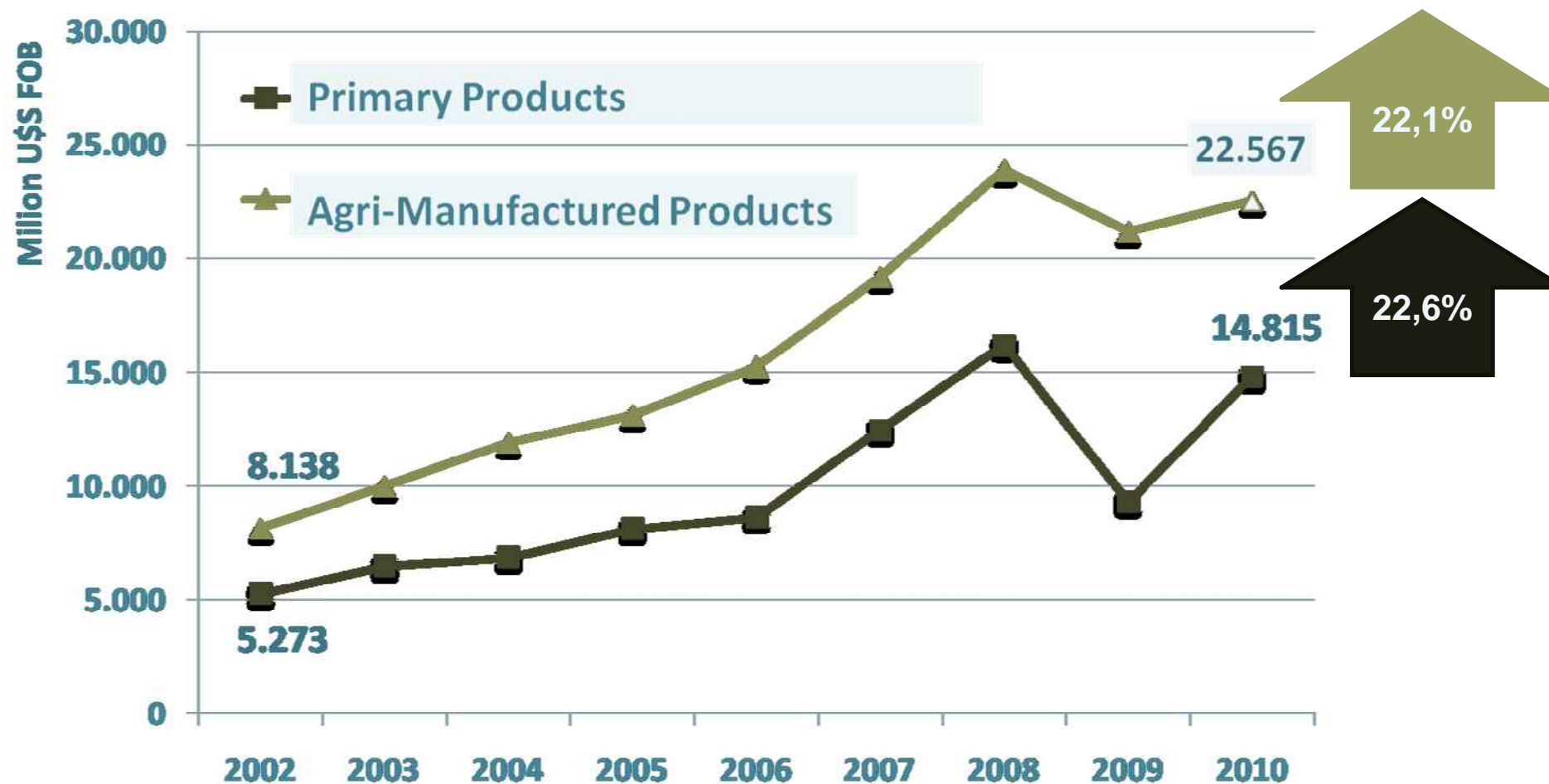


Composition of Agriculture and Agro-Industry Production



Exports evolution

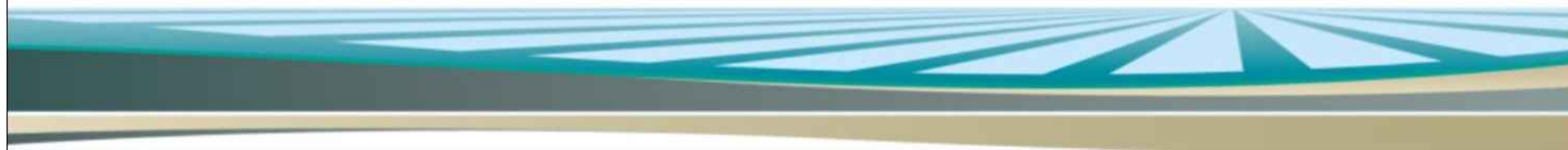
Primary & Agri-manufactured products



Exports evolution

Primary & Agri-Manufactured Products

- ✓ The Agri-food and Agro-Industry Sector is one of the most important and dynamic in the national economy.
- ✓ It has been growing strongly based on the available resources, the incorporation of technology, specialized workers and a competitive cost-price relation.
- ✓ Argentina has grown to become a major world food producer thanks to:
 - ✓ Favourable climatic conditions
 - ✓ Highly productive land
 - ✓ Off-season production for the most important world markets
 - ✓ Possibility of expanding the agricultural area





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 **PROSAP**
SERVIR AL AGRO

Unit for Rural
Change - UCAR

Public Policies for Agri-food and Agro-Industry

- ✓ In 2009 the Ministry of Agriculture, Livestock and Fishery was created.
- ✓ It has an active participation in the opening of new markets.
- ✓ It incorporates investment possibilities in the bilateral agenda.
- ✓ It strengthens the institutional capacity and strategic coordination of the policies with foreign funding, creating the “Unit for Rural Change” (“Unidad para el Cambio Rural” – UCAR).

Provincial program of agricultural services PROSAP

Is the most important instrument of public investment of the Ministry of Agriculture.

Works with 22 of the 23 provinces of Argentina.

Its investment portfolio includes 101 projects, 47 already implemented and 54 currently being implemented.

It is mainly funded through international financial institutions and through funding from the National and Provincial States.



FUNDING

Source	Mill. de U\$S	Implementation
World Bank 4150 – AR	105	100%
World Bank 7425 – AR	37	100%
World Bank 7597– AR	300	10%
Resources World Bank	442	
Interamerican Development Bank 899/OC – AR 3	125	100%
Interamerican Development Bank 899/OC – AR 1 y 2	200	75%
CCLIP - Interamerican Development Bank 1956/OC-AR (1era etapa)	600	12%
Sources Interamerican Development Bank	925	
Public sources	273	
Total sources	1640	

SOILS OF ARGENTINA

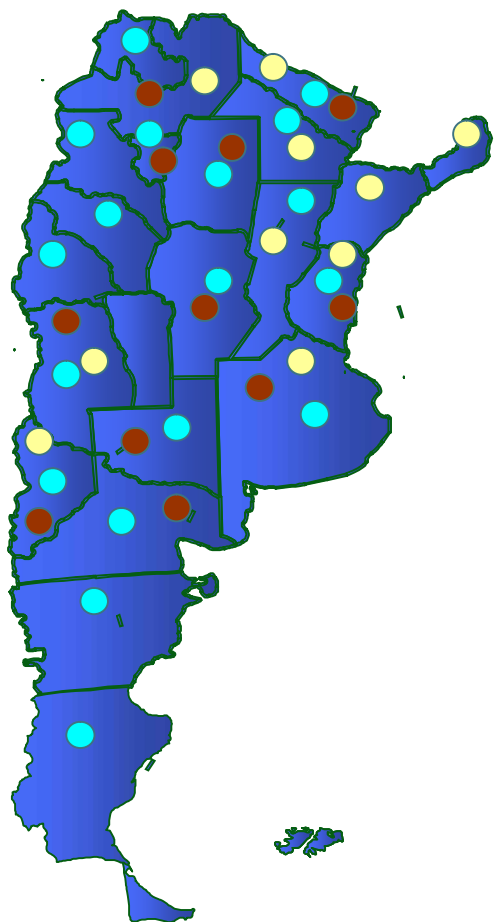


Agricultural Area

- ✓ Wet Region (25%)
- ✓ Semi-Arid Region(15%)
- ✓ Arid Region(60%)

75% of the Area is composed of fragile systems, subject to erosion processes.

Infrastructural projects



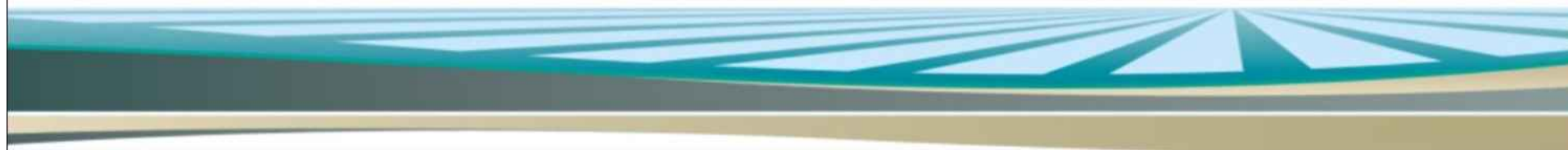
To consolidate the equal territorial reconstruction and development process, PROSAP has invested U\$S 693 million, through three of its “intervention activities”:

- Irrigation & Drainage - U\$S 446 million
- Rural electrification – U\$S 169 million
- Rural roads – U\$S 78 million

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ACHIEVEMENTS

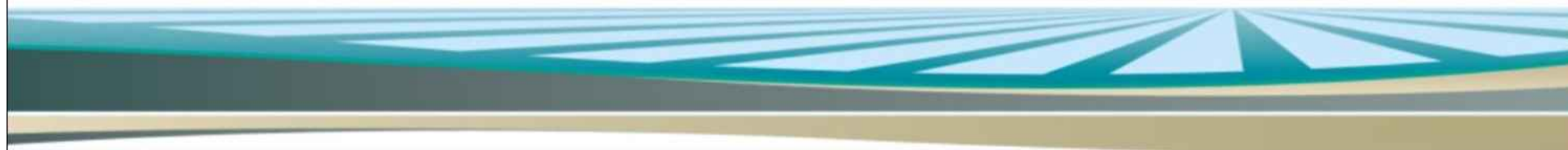
- ✓ Productive crop conversion in zones that were benefited with irrigation projects (140.000 has).
- ✓ The efficiency of water conduction and distribution increased from 70% to 90% in the implemented projects.
- ✓ Improvement of rural roads permitted “passable days” per year to increase from 246 to 325.
- ✓ Rural electrification projects gave more than 6.000 families access to electricity, which improves productive processes as well as their quality of life.



Public and private investment

Public Investment also attracts a considerable flow of Private Investment, generating a multiplier effect, which increases the social return on the investment

Intervention Activities	N° of Projects	Public Investment	Private Investment	Total Investment
		US\$		
Irrigation & Drainage	35	446.464.969	412.121.510	858.586.479
Rural Roads	10	168.469.455	29.729.904	198.199.359
Rural Electrification	8	78.229.821	33.527.066	111.756.887
Total	53	693.164.245	475.378.480	1.168.542.725



Projects in the province of Entre Rios



Projects	Beneficiaries	U\$S		
		Public investment	Private investment	Total investments
Citricola irrigation area	74	7.444.625	1.488.925	8.933.550
Pipeline production areas	932	4.652.406	930.481	5.582.887
Rice zone rural electrification	179	12.212.279	2.442.456	14.654.735
Total		72.435.369	43.362.709	29.171.172

Citricola irrigation area, province of Entre Rios

Geographic area of impact

Department of Federation. The 1,678 hectares area covered by the project is implanted with citrus

Objectives

Increase yields per citrus hectare

Improve fruit quality for export

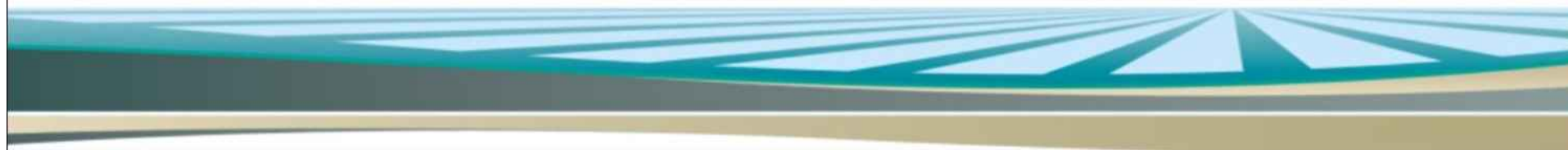
Beneficiaries

72 producers with farms implanted with orange and mandarin varieties mainly.

Business area

Increase primary production

Packing plants and industrialization of citrus







Pipeline production areas, province of Entre Rios

Geographic area of impact

North Paraná and Diamond Departments.

Objectives

Contribute to saving energy costs of agro-industrial and residential users

Reduce pollution that comes as a byproduct of the production process through the use of diesel and fuel

Lower the cost of fuel used by families.

Beneficiaries

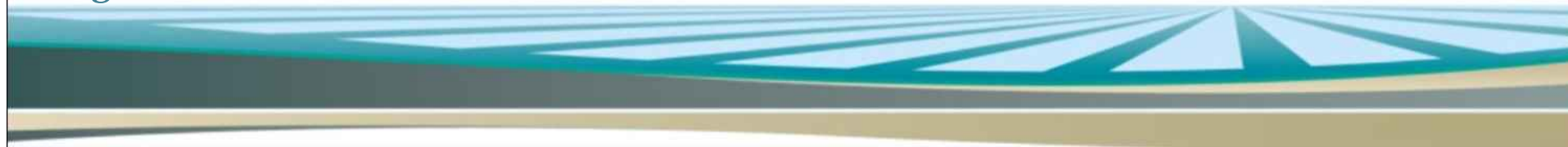
12 industries and 920 residential and commercial users

Business area

Poultry

Dairy Industry

Agroindustrial



Rice zone rural electrification, province of Entre Rios

Geographic area of impact

- Villaguay, Concordia, Colón and Federal departments

Objective

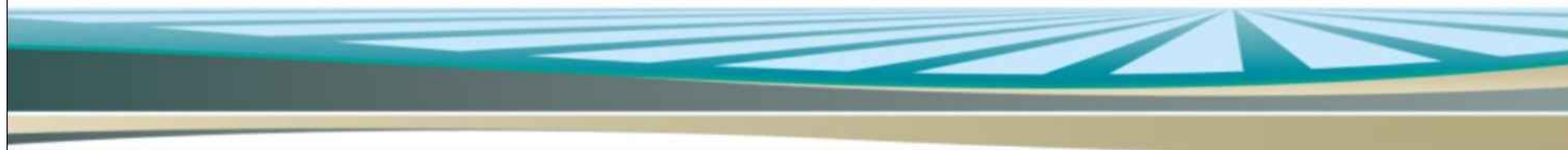
- Expand services provision of electric power networks
- Improving competitiveness
- Reducing the vulnerability of the rice sector

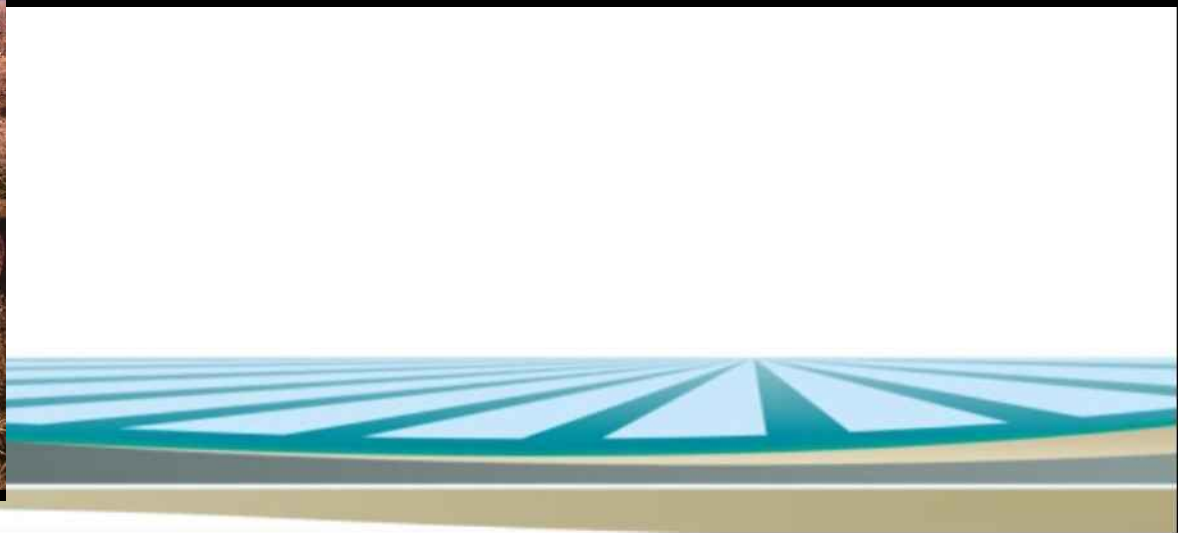
Beneficiaries

179 irrigation users

Business area

- Rice processing and industrialization

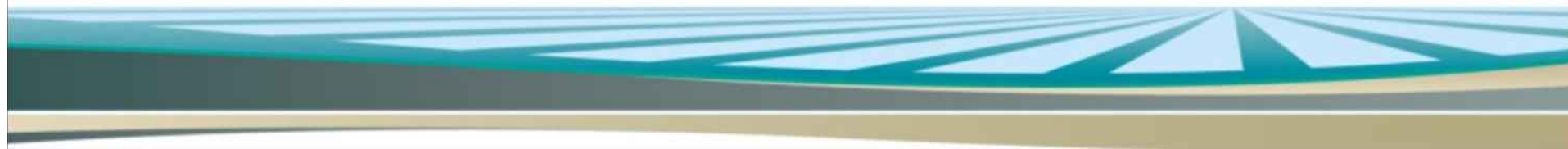




Projects in the province of San Juan



Project	Beneficiaries	U\$S		
		Public investment	Private investment	Total investments
Irrigation development area in the San Juan river	976	24.872.691	19.898.152	44.770.843
Competitive development of seed sector	420	3.688.485	2.956.494	6.644.979
Total		28.561.176	22.854.646	51.415.822



Irrigation Development Area in the San Juan River, province of San Juan

Geographic area of impact

- Sarmiento, Rivadavia, Rawson y Pocito departamentos .

Objetives

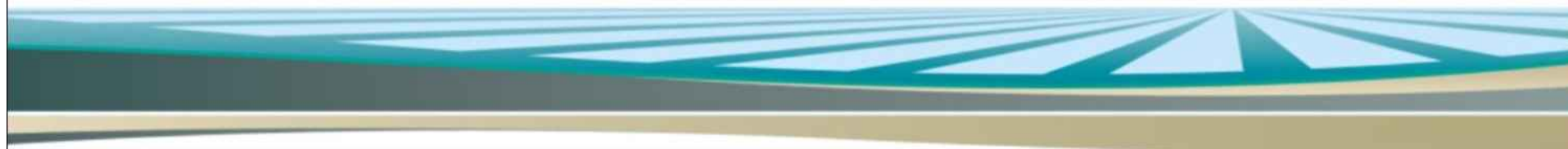
- Increase the area under irrigation
- Incorporate technology to optimize on-farm irrigation
- Optimize investments in fixed assets to increase competitiveness and incomes of producers.

Beneficiarios

- 976 irrigation farmers

Business area

- Procesamiento e industrialización de hortalizas y frutas





Competitive Development of Seed Sector, Province of San Juan



Geographic area of impact

- Rawson, Pocito, 25 de Mayo, Jáchal, Iglesias and Calingasta departments.

Objectives

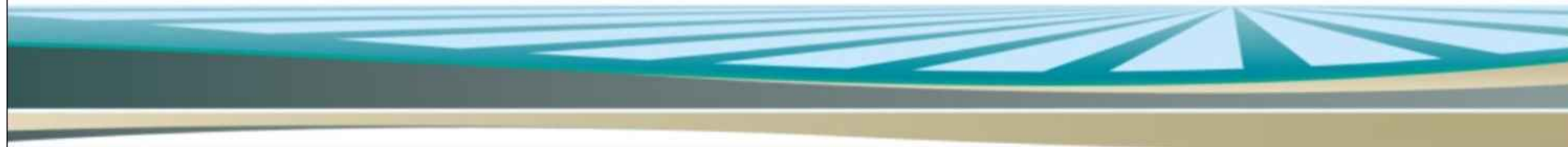
- Contribute to the competitive development of the seed sector
- Strengthening seed supply chain
- Provide producers with the skills to apply appropriate technologies for production and management

Beneficiaries

- 420 producers

Business area

- Production, packaging and export of seeds

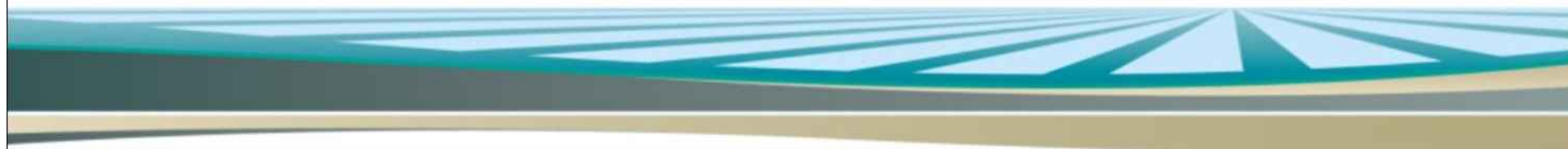




Five Regions Main Productions

NOA

Sugar cane, Tobacco,
Legumes, Forestry, Wine,
citrus, Vegetables, Olives,
aromatic herbs, Spices, Fine
fruits, avocado.

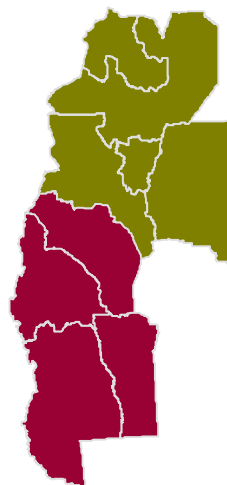




Five Regions Main Productions

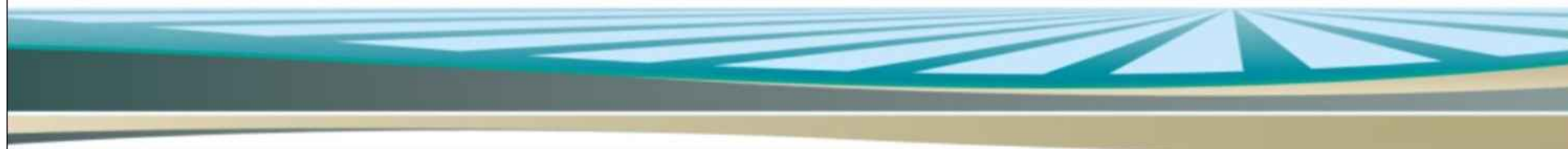
NOA

Sugar cane, Tobacco,
Legumes, Forestry, Wine,
citrus, Vegetables, Olives,
aromatic herbs, Spices, Fine
fruits, avocado.



CUYO

Wine, Fruits,
Vegetables, Olives,
Preserves, Aromatic
herbs, Spices, Dried
Fruits.



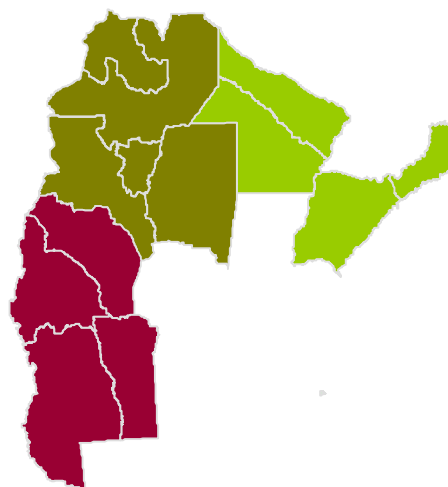
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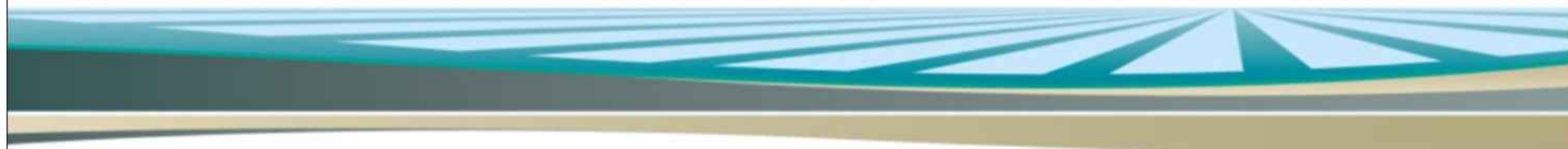
CUYO

Wine, Fruits,
Vegetables, Olives,
Preserves, Aromatic
herbs, Spices, Dried
Fruits.



NEA

Cotton, Rice, Fruits,
Vegetables, Yerba mate,
Forestry, Livestock, Tea,
Aromatic herbs, Spices.



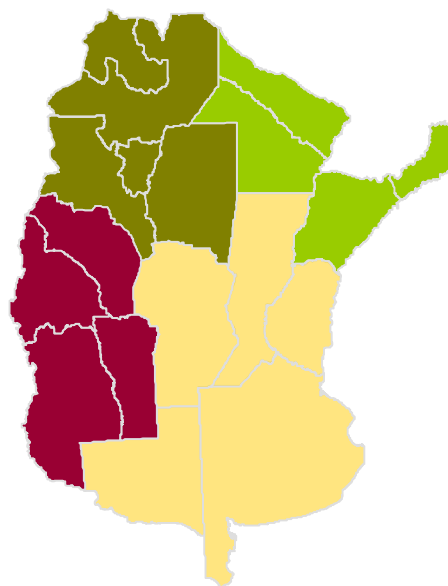
Five Regions Main Productions

NOA

Sugar cane, Tobacco,
Legumes, Forestry, Wine,
citrus, Vegetables, Olives,
aromatic herbs, Spices, Fine
fruits, avocado.

CUYO

Wine, Fruits,
Vegetables, Olives,
Preserves, Aromatic
herbs, Spices, Dried
Fruits.



NEA

Cotton, Rice, Fruits,
Vegetables, Yerba mate,
Forestry, Livestock, Tea,
Aromatic herbs, Spices.

CENTRO-PAMPEANA

Cereals, Oilseeds, Oil industry
Livestock, Honey, Fishery, Dairy
products, Milling, Vegetables,
Fruits, Citrus, Candies, Preserves,
Sausages, Aromatic herbs,
Spices.



Five Regions Main Productions

NOA

Sugar cane, Tobacco, Legumes, Forestry, Wine, citrus, Vegetables, Olives, aromatic herbs, Spices, Fine fruits, avocado.

CUYO

Wine, Fruits, Vegetables, Olives, Preserves, Aromatic herbs, Spices, Dried Fruits.

NEA

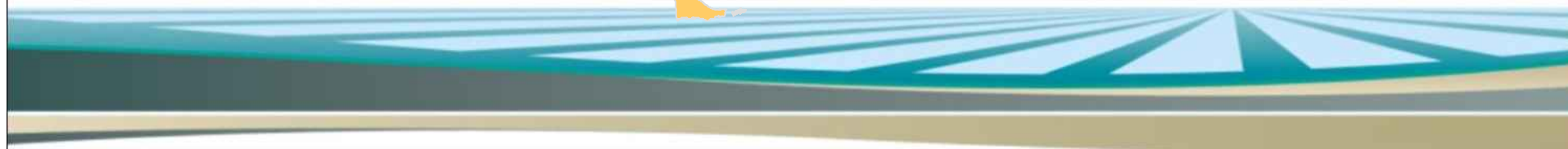
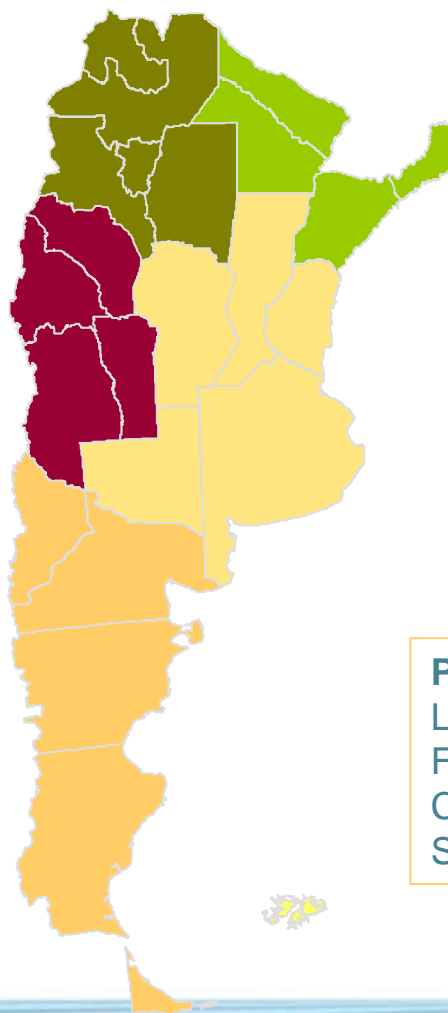
Cotton, Rice, Fruits, Vegetables, Yerba mate, Forestry, Livestock, Tea, Aromatic herbs, Spices.

CENTRO-PAMPEANA

Cereals, Oilseeds, Oil industry Livestock, Honey, Fishery, Dairy products, Milling, Vegetables, Fruits, Citrus, Candies, Preserves, Sausages, Aromatic herbs, Spices.

PATAGONIA

Livestock (sheep), Wool, Fishery, Fine fruits, Forestry, Candies, Chocolates, Aromatic herbs, Sausages and Smoked.



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PROSAP
PROGRAMA DE SERVICIOS AGRICOLAS PROVINCIALES



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- ✓ ¿Qué es el Prosap?
- ✓ Institucional
- ✓ Proyectos
- ✓ Licitaciones
- ✓ Aportes No Reembolsables
- ✓ Mejora Competitiva
- ✓ Seguimiento y Evaluación



¿Qué es el Prosap?

Institucional

Proyectos

- > Por Jurisdicciones
- > Por Áreas de Intervención
- > Por Fuente de Financiamiento

Jurisdicciones Territoriales



El Programa de Servicios Agrícolas Provinciales (PROSAP) es el instrumento de inversión pública del Ministerio de Agricultura, Ganadería y Pesca de la Nación (MAGyP).

Para su operatoria cuenta con recursos del Estado Nacional, de los Estados Provinciales y de préstamos concedidos por el Banco Interamericano de Desarrollo (BID) y el Banco Internacional de Reconstrucción y Fomento (BIRF).

A la fecha, **100 Proyectos** de inversión de inversión productiva en todo el país dan cuenta de su relevancia dentro de la estrategia nacional del desarrollo agropecuario. [\[leer más \]](#)



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Jurisdicciones Territoriales



PROYECTOS POR JURISDICCIONES: TUCUMÁN

PROYECTOS EN EJECUCIÓN

- Desarrollo Sistema Río Choromoro
- Mejoramiento de la Red Vial Terciaria en Áreas Rurales Productivas -Zona 1-
- Servicios de Apoyo al Pequeño Productor Caprino del Sudeste de Tucumán (PPCT)

PROYECTOS EJECUTADOS

- Desarrollo del Área Agrícola Irrigada de San Isidro de Lules
- Desarrollo del Área Agrícola Irrigada de Tafi del Valle

PROYECTOS EN FORMULACIÓN

- Desarrollo del Área de Riego del Sistema Río Medina
- Desarrollo del Área de Riego del Sistema Río Tala

CONTACTO EN LA PROVINCIA

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Dirección: Córdoba 1039 / Piso 1 / (4000) San Miguel de Tucumán
Teléfono: 0381 422 9826 / Fax: 0381 422 9826
Mail: epdatuc@arnet.com.ar
Sitio Oficial: www.tucuman.gov.ar / <http://www.rekursoshidricos.gov.ar>

PROSAP Digital

Carta de Novedades

Convocatorias ANR

Noticias Destacadas

Próximas Aperturas



¿Qué es el Prosap?

Institucional

Proyectos

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- Por Fuente de Financiamiento

Jurisdicciones Territoriales



PROYECTOS POR JURISDICCIONES: TUCUMÁN

DESARROLLO DEL ÁREA AGRÍCOLA IRRIGADA DE SAN ISIDRO DE LULES

JURISDICCIÓN: Provincia de Tucumán

ÁREA DE INTERVENCIÓN: Riego y Drenaje (Administración y Manejo de los Recursos Hídricos)

FUENTE DE FINANCIAMIENTO: El proyecto tiene un costo total de US\$ 10.084.994,79. El financiamiento del BIRF asciende a US\$ 8.087.034,49. El aporte local es de US\$ 1.997.960,3.

NIVEL DE AVANCE: Ejecutado



OBJETIVOS DEL PROYECTO

• Desarrollar las áreas de riego seleccionadas • Mejorar en forma sustentable las condiciones de productividad, calidad y comercialización de la producción frutihortícola. • Modernizar y fortalecer con enfoque de cuenca, la gestión hídrica provincial.

BENEFICIARIOS

124 explotaciones agrícolas. Además y en conjunto con el Proyecto Desarrollo del Área Agrícola Irrigada de Tafi del Valle, 1500 pequeños y medianos productores frutihortícolas y 3500 regantes.

PRINCIPALES LOGROS

• Obra en San Isidro de Lules recientemente iniciada • Equipamiento de Generación y Transferencia de Tecnología de la Estación Experimental Agroindustrial Obispo Colombes (EEAOC) • Se completó el staff de

PROSAP Digital

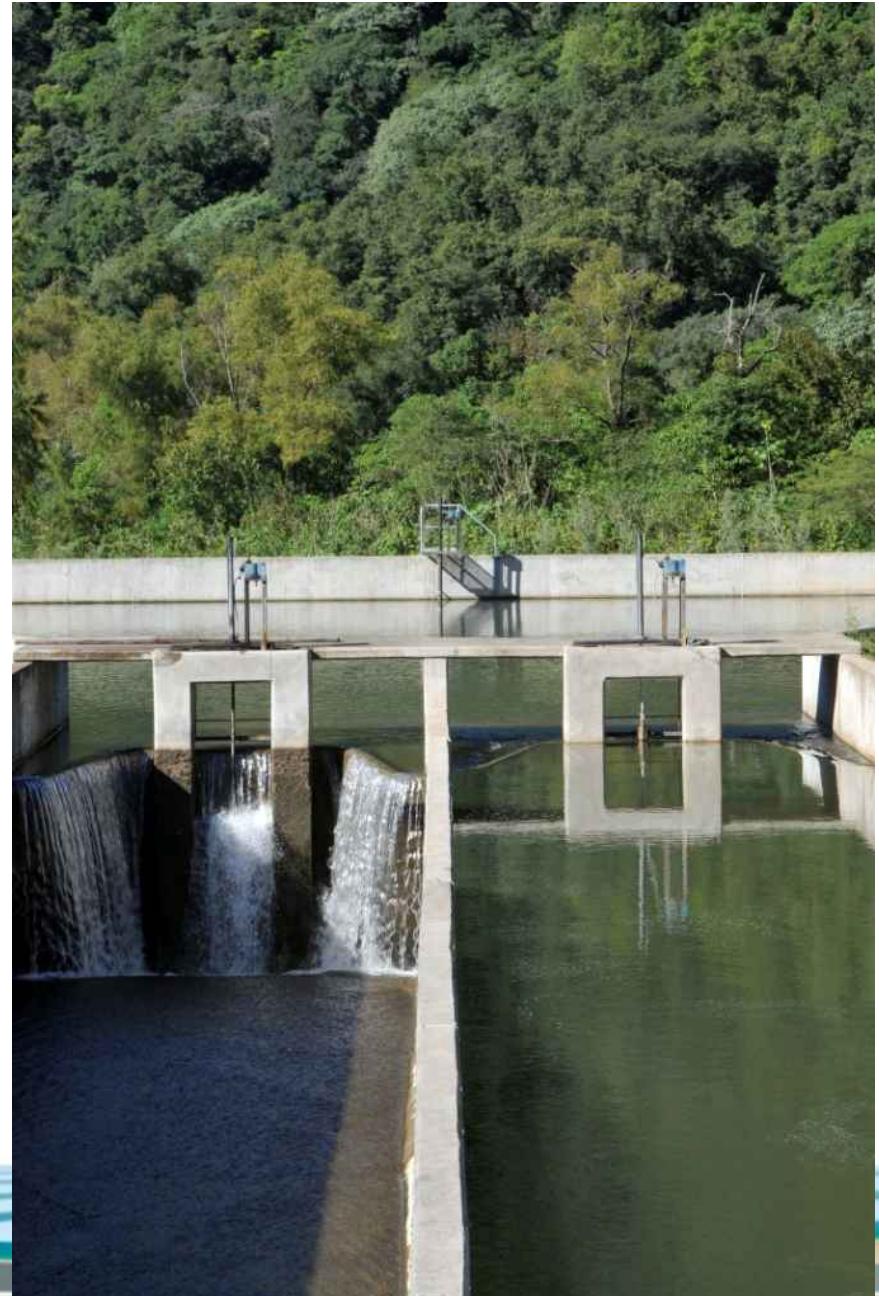
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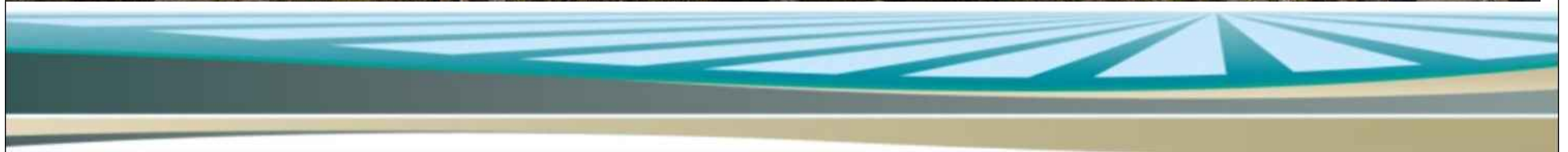
Noticias Destacadas

Próximas Aperturas

Development of the irrigated agricultural area of San Isidro de Lules



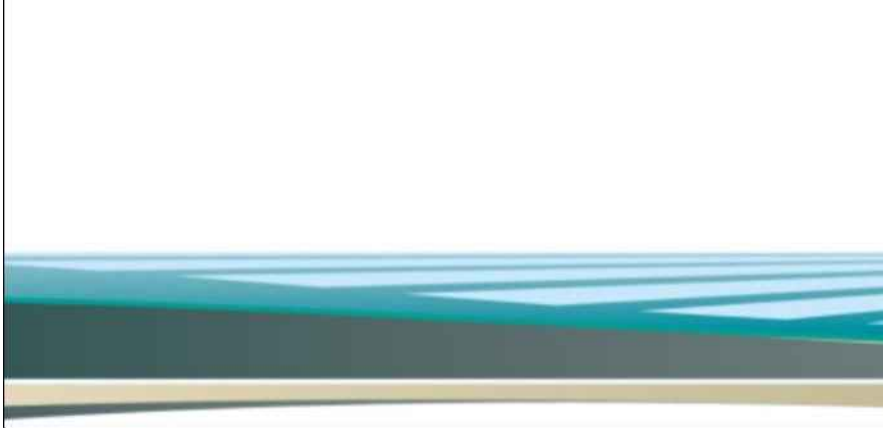
Development of the irrigated agricultural area of San Isidro de Lules



Development of the irrigated agricultural area of San Isidro de Lules

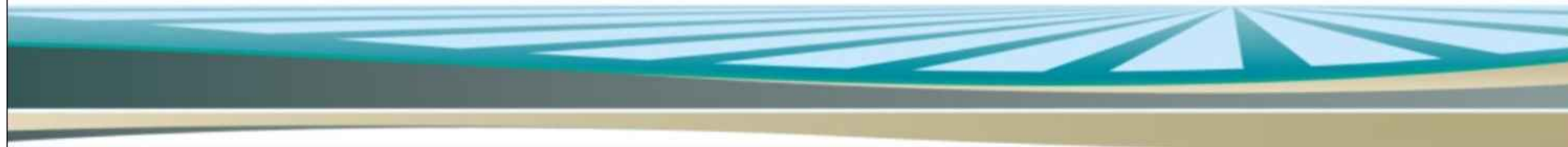


Development of the irrigated agricultural area of San Isidro de Lules



FINAL REMARKS

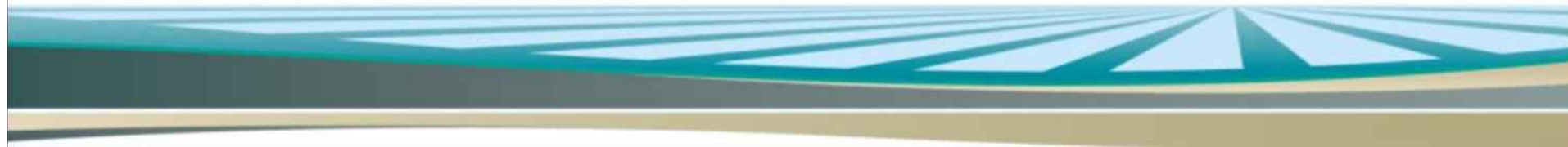
- ✓ The coordinated action of public programs on the territory has created a friendly environment for private investment developments.
- ✓ PROSAP coordinates programs and projects that support investment in the sector in the areas of:
 - ✓ Agricultural risk
 - ✓ Incentives for business in agri-chains
 - ✓ Clusters development
 - ✓ Food quality
 - ✓ Food export promotion



FINAL REMARKS

- ✓ Joint ventures with foreign clients make excellent business opportunities
- ✓ Through 47 projects already implemented and 54 currently being implemented, new business opportunities can be analyzed and carried out
- ✓ There are also 42 projects on advanced preparation that allow to think about new opportunities

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Thank you very much.

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