



Food and Agriculture
Organization of the
United Nations



Webinar 15

**First webinar to prepare for the African conference on SAM (ACSAM):
Explore the African Centre for Sustainable Agricultural Mechanisation: Your
role in Africa's mechanisation journey**

ETS Walo Agri: Sustainable Agricultural Mechanization

Mr. BABA DIALLO

23 October 2025



PRESENTATION OF THE COMPANY AND ITS MANAGER

WALO AGRI was founded in 2014 by Mr BABA DIALLO, then a young university student who chose to return to his homeland and invest in agriculture and international trade. The agricultural business mainly focuses on rice farming, starting with 15 hectares in 2014 and aiming to reach 400 hectares annually by 2025.

A native of Thiagar, north of Saint Louis, a village on the border with Mauritania.

Courses

- 2007 BTS& DTS Accounting And Management... At Itecom
- 2006 Bachelor's Degree 12005 Bachelor's Degree 2cheikh Anta Diop University, Dakar
- 2004 Baccalaureate In Series
- G2013 Training In Harvest Loss Management Techniques UCDAVIS USA
- 2009 Farm Manager For The Family Business Naxadi Deret 2008 2014.
- Creation of WALO AGRI 2014

ILLUSTRATION WITH PHOTOGRAPHS



africa|mechanize

ALL ABOUT SUSTAINABLE AGRICULTURAL MECHANIZATION IN AFRICA

ILLUSTRATION WITH PHOTOGRAPHS



Services Provided to Farmers

- Mechanised services for soil cultivation and harvesting/threshing
- Supply of agricultural equipment/import and export (rice mills, tractors, GMP, bagging equipment, etc.) and inputs
- Project to set up a processing unit to provide services and carry out own production

Capacity: machinery and human resources

Machinery resources

Type of equipment	Performance (power, width) (power, width)	Date of purchase	New or used condition
4 Tractors	125 hp	2014	New
2 Combine harvesters	Capacity 6 to 8 ha/day	2014	New
1 Poclain	Caterpillar 320 D	2018	Occasion
1 Grader	Caterpillar 140H	2018	Occasion

Ressources humaines

Personnel	Number	Qualification	Years of experience
Driver	10	Yes	5 to 8 years
Mechanic	02	Yes	15 years

Key production and mechanisation rental services: Outputs

Description of the activity	Agricultural production value chain	Output (in Ha/year, t/h, km)	Period of the year
<p>Provision of services: soil cultivation (Service price: 30,000 CFA francs/ha).</p> <p>Harvesting and threshing (Service price: 18%)</p>	Rice cultivation	<p>1 ha/ha, 8 ha/day, 200 ha/month, 1,200 ha/year/tractor</p> <p>4 ha/day, 100 ha/month, 400 ha/year/wheeled combine harvester</p> <p>2 ha/day, 50 ha/month, 100 ha/year/tracked combine harvester</p>	<p>January – March June – August</p> <p>November – December</p> <p>July – August</p>

Sources of funding for equipment acquisition

Financing options for the purchase of our equipment:

- Equity capital,
- Government subsidy,
- Agricultural loan,
- Leasing

Business constraints and challenges

The constraints encountered :

Walo Agri faces four major constraints :

- Access to appropriate financing
- Availability of land, often obtained through leasing
- The high cost of equipment and spare parts
- Full employment linked to the solvency of producers

The challenges ahead :

Walo Agri faces three major challenges :

- Adopting sustainable mechanisation in every respect. How to mechanise and preserve the environment and the productive base of our agriculture, be resilient to climate change,
- Increase our agricultural land area in order to better meet current objectives of food self-sufficiency and sovereignty.
- Staff capacity building

WALO AGRI's future plans and investment requirements

Investment Plans and Requirements

- Soil cultivation equipment: Tractors
- Harvesting and threshing equipment: Crawler harvesters
- Processing equipment: Processing unit
- Cold rooms
- Innovative technologies: Drones, GPS, Camera
- Solarisation of production systems

Conclusions

- The adoption of a policy to promote young people and women in agriculture, particularly rice farming, should be encouraged.
- The FAO, AUC and ACT must help countries to define and implement a sustainable agricultural mechanisation policy.
- The industrialisation of African agriculture is becoming a necessity

Sources of funding for equipment acquisition

- Most of our equipment is acquired through leasing and equity financing.
- Other equipment is acquired through subsidies financed by banks via the Senegalese government.

Business constraints and challenges

The constraints are numerous and varied, and include:

- The problem of access to financing
- The unavailability of land, which is often obtained through leasing
- The high cost of spare parts for equipment and maintenance difficulties related to the electronic brand

Among the challenges we face are:

- Strengthening our fleet with new-generation equipment.
- Increasing our agricultural land area in order to better meet the current challenges of food self-sufficiency.

The entity's future plans and investment requirements

- Investment needs (capital, equipment/training?/technical support)
- Our investment needs revolve around agricultural equipment, technical support, training and processing.
- Type of investment (loan/grant/partnership?)
- The type of investment can be in the form of a loan or grant.
- Investment volume required in relation to projected turnover?
- Our investment volume is estimated at 800,000,000 CFA francs.
- Collaboration with partners?
- Our organisation is ready to enter into partnerships.

Conclusions

- The main difficulties encountered in providing services include:
 - Often high maintenance costs
 - The high cost of spare parts for equipment and durability
 - Mobility difficulties often linked to fragmented land parcels
- Based on our experience in this sector, we are ready to take on the challenges in order to better serve the needs of producers
- Our recommendations in this sector are to upgrade equipment with new-generation machinery and to train users in sustainable agriculture.

MERCI DE VOTRE ATTENTION



africa|mechanize

ALL ABOUT SUSTAINABLE AGRICULTURAL MECHANIZATION IN AFRICA

Thank you for your attention.

Welcome to the conference

25-28 November 2025, Dar es Salaam, Tanzania



Africa Conference on
**Sustainable Agricultural
Mechanization**
Innovate. Transform. Sustain.

25 – 28 November 2025



#AgriculturalMechanization

