



## Agribusiness in Africa Window - Round 2

Investing in Agri-processing for resilient food systems

Investee Showcase



Agribusiness  
in Africa  
Window - Round 2  
(AAW-R2) Programme is a

CAN \$  
20 million

facility co-funded by **Global  
Affairs Canada (15 million)**  
and **AGRA (5 million)**.

The programme supported  
companies to invest in  
inclusive and innovative  
business ideas with the  
potential to increase  
productivity, employment,  
livelihood opportunities and  
incomes amongst the poor  
in sub-Saharan Africa.



The programme investees operate across  
a range of agricultural value chains and  
have achieved the following:



2,911,690  
lives impacted



582,338  
households  
reached



233,951  
women-led  
households reached



US\$ 141  
Average annual  
net benefit per  
household



1,582  
direct jobs created



US\$ 23,968,190  
Matching funds leveraged

**Agrics  
Limited**

**Country:  
KENYA &  
TANZANIA**

**AECF  
Funding**

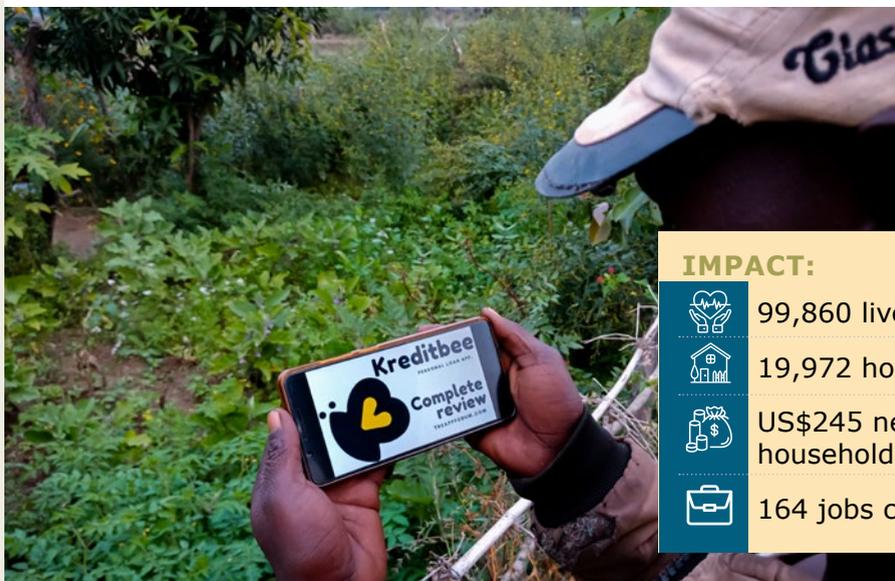
**US\$600,000**

Sector/Value  
Chain:  
**Bundled  
Inputs**



## *Farm input, credit service delivery*

Agrics Ltd provides bundled farm inputs (hybrid seeds and fertiliser) on credit, extension services, and market linkages to small-holder farmers in the Western Kenya counties including Kakamega, Bungoma, Busia, Siaya, Vihiga and Nandi; and in Northern Tanzania's Shinyanga, Simiyu and Maswa districts. The company acts as an aggregator and distributor/re-seller of bundled inputs generating profits through 20% to 30% volume discounts from inputs manufacturers and importers. With support from AECF, Agrics Ltd's services extend to more smallholder farmers, supporting them to grow sufficient staple food and increase their incomes from the sale of surplus food.



### **IMPACT:**



99,860 lives impacted



19,972 households reached



US\$245 net benefit per household



164 jobs created

## Building up sustainable supply chains of bananas

AgroFair trades certified organic bananas, pineapple, citrus, and mango on the European market. With funding from the AECF, AgroFair introduced a sprinkler irrigation system that has enabled them tap into the production potential of APROVAG (L'Association des Producteurs de la Vallée du fleuve Gambie), a second-tier structure of a dozen grass-roots producer groups in Tambacounda that consists of 1,200 associated families.



### KEY IMPACT:



2,605 lives impacted



521 households reached



80 women-led households reached



24 jobs created

Agrofair  
Benelux. B.V

Country:  
**SENEGAL**

AECF  
Funding

US\$500,000

Sector/Value  
Chain:  
**Bananas**



**Afrifruta  
(Negocios Do  
Reino Limitada  
T/A AfriFruta)**

**Country:  
MOZAMBIQUE**

**AECF  
Funding**

**US\$450,000**

Sector/Value  
Chain:

**Coconut,  
Mango,  
Pineapple**



## Revolutionising the fruit supply chain in Inhambane

Afrifruta procures fruits such as mangoes, coconuts, bananas and pineapples from a network of 3,000 smallholder farmer. With the support from AECF, the company is revolutionising the fruit market through the establishment of a state-of-the-art HACCP-certified processing facility equipped with a 3 drier and 70 ton capacity for drying, pulping fruits and processing organic virgin coconut oil for export to Europe, South Africa and the local markets.



### IMPACT:



15,500 lives impacted



3,100 households reached



2,700 women-led households reached



US\$48 net benefit per household



110 jobs created

## Improving Mango Quality and Yield

Best Tropical Fruits (BTF) operates a 10,000-tonne intake capacity fruit pulp processing plant that produces mango pulp and avocado oil through fruit procured from small holder farmers. With low farmer income from mango due to poor quality, reduced yield and bad post-harvest practices and mechanisms, Through AECF's intervention the company currently has an advanced extension service that ensures farmers have access to technical knowledge and skills advocating for improved quality and quantity of yields generating more income for the farmers.



### IMPACT:



30,000 lives impacted



6,000 households reached



1,800 women-led households reached



US\$33 net benefit per household



23 jobs created

**Best Tropical Fruits**

**Country:**  
**KENYA**

**AECF**  
**Funding**

**US\$620,000**

Sector/Value Chain:  
**Mango value chain**



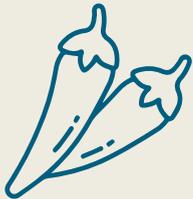
**Better  
Agriculture**

**Country:  
ZIMBABWE**

**AECF  
Funding**

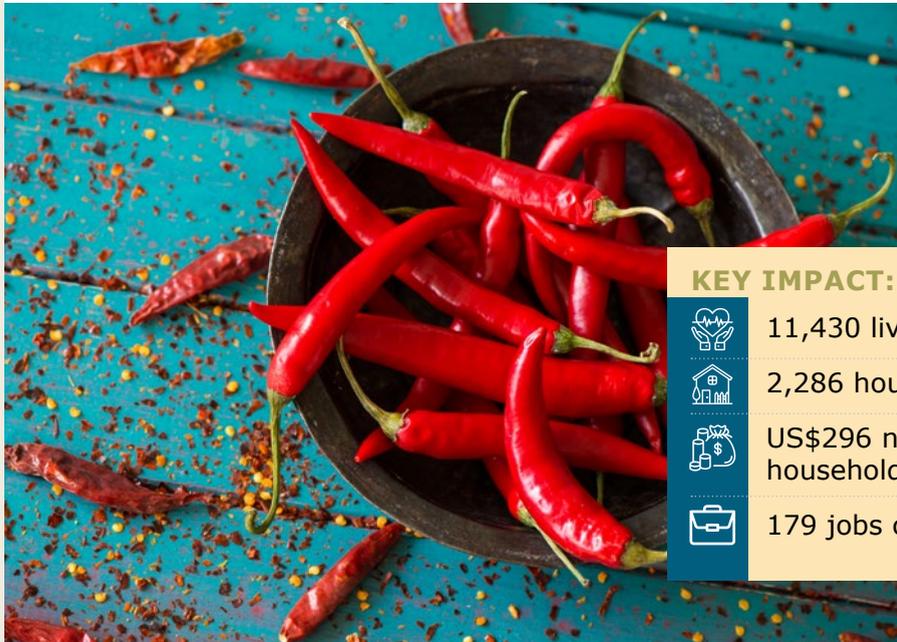
**US\$500,000**

Sector/Value  
Chain:  
**Chillies**



## *Chilli Power to the People*

Better Agriculture works with 1,174 smallholder out-grower farmers on 160 hectares to produce 850,000 kilos of chillies. Better Agriculture links smallholder farmers to top international markets, while offering communities a complete package of technical and logistics support. The company's smallholder out-grower supply model makes the most of Zimbabwe's expansive land and readily available water resources for irrigating the crop, thus, increasing output and sales, as well as improving farmer livelihoods.



### **KEY IMPACT:**



11,430 lives impacted



2,286 households reached



US\$296 net benefit per household



179 jobs created

## Croton: East Africa's newest cash crop

EcoFix (K) Limited (formerly Eco Fuels Kenya) is the world's first Croton nut processing company committed to sustainable agribusiness developments. The company sources nuts from the Croton Megalocarpus tree through a network of collector farmers. From the nuts, they produce Megalo Oil; a highly unsaturated linoleic oil (81.9% PUFAs), animal feed, organic fertilizer, Bio stimulant foliar and most recently skin care products. The AAW funding supported the company to finance the operation costs, capital expenditure and the working capital. The operational costs covered the development of the harvester network by developing an online data collection platform and tree planting. Capital expenditure included processing equipment required to efficiently scale up the proof of concept. Working capital towards the cost of raw materials (i.e. croton nuts), the costs to get them to the factory and the financing gap between payment to collectors and received cash from customers. Additional capital has also been used to facilitate diversification into the skin care products.

### KEY IMPACT:



145,000 lives impacted



6,000 households reached



4,000 women-led households reached



US\$40 net benefit per household



45 jobs created



Eco Fix

Country:  
**KENYA**

AECF  
Funding

US\$800,000

Sector/Value  
Chain:  
**Croton**



**Financial Access  
Commerce and  
Trade Services  
Uganda Ltd  
(FACTS Uganda)**

**Country:  
UGANDA**

**AECF  
Funding**

**US\$600,000**

Sector/Value  
Chain:  
**Rural  
Finance**



## *Accelerating lending to the Food & Agriculture sector*

Financial Access Commerce and Trade Services (FACTS) Uganda Limited, provides consulting services to financial institutions, offers instruments for risk management, financial restructuring, MSME banking, and capacity building. In order to target the food supply chain and the agricultural industry, Funding from the AAW programme was instrumental in the setup of FACTS Uganda Ltd providing the initial capital for providing working capital of SMEs, setting up the team and customer acquisitions in the new market.



### **KEY IMPACT:**



46,450 lives impacted



9,290 households reached



6,503 women-led households reached



US\$69 net benefit per household



9 jobs created

## Development and operation of commercial grasscutter farm in Nigeria

In Nigeria, Hills Global Projects Limited runs a small grasscutter farm, in addition to providing consultancy for project execution. The funding from the AAW Programme supported the business engage and set up a network of smallholder out grower grass cutter farmers to produce sweet potato – an important feed ingredient in grass cutter production. The funding was also instrumental in enabling the business setup a processing plant for pre-cooked and frozen orange-fleshed sweet potato and processing of sweet potato flour and starch.

Hills Global  
Project Limited

Country:  
NIGERIA

AECF  
Funding

US\$400,000

Sector/Value  
Chain:  
Grasscutter and  
Sweet potatoes



### KEY IMPACT:



21,500 lives impacted



4,300 households reached



4,300 women-headed  
households reached



US\$235 net benefit per  
household



68 jobs created



iShamba

Country:  
KENYA

AECF  
Funding

US\$600,000

Sector/Value  
Chain:  
SMS



## iShamba

iShamba Limited is a mobile agriculture information service aimed at improving the livelihoods of farmers across Kenya. Sending JOIN to 21606 will subscribe a farmer to a weekly SMS detailing the price of two chosen commodities in two nearby markets, and a weekly weather forecast, including the likelihood of rain. The AWW Programme funding enabled the company provide rural farmers with information they require relevant to their farms and connecting them to commercial partners who serve their best interests, throughout the agricultural production value chain.



### KEY IMPACT:



1,425,000 lives impacted



285,000 households reached



121,123 women-led households reached



US\$29 net benefit per household



12 jobs created

## Demand Driven Rural Agricultural Inputs Supply

iProcure is a technology-enabled agricultural input distribution company, pioneering an optimized transparent and data driven approach to the distribution of agricultural inputs. The company offers manufacturers an alternative distribution channel and builds a completely transparent supply chain that enables producers to follow their products from production to consumption. The funding from the AAW Programme was instrumental in providing working capital to the business and cushion their cashflow considering they purchase inputs on cash and then sell to farmer's groups mostly on credit. The funding was also played a key role in setting up 20 depots across the country for ease of reach to farmers in rural areas.



### IMPACT:



173,790 lives impacted



34,758 households reached



US\$7 net benefit per household



112 jobs created

iProcure  
Limited

Country:  
KENYA

AECF  
Funding

US\$400,000

Sector/Value  
Chain:  
Supply Chain  
Automation



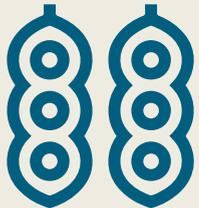
Josiche General Traders

Country:  
KENYA

AECF  
Funding

US\$500,000

Sector/Value Chain:  
Animal feed  
-Soya Beans



## Managing the Soya bean Value Chain in Kenya

Josiche General Traders' core business is sourcing and procuring grains and animal feeds raw materials both locally and through importation and selling them to some of the country's major food and animal feeds processing companies. The funding from the AWW programme was instrumental in setting up an outgrower scheme including setting up collection Centers, Farmers' Revolving Fund, training, bulking and distribution of improved varieties, equipping field staff, and purchasing soya from farmers for processing.



### IMPACT:



21,490 lives impacted



4,298 households reached



758 women-led households reached



US\$153 net benefit per household



88 jobs created

# Up scaling a Moringa out-grower initiative in Kilifi County, Kenya

Kilifi Moringa Estate is a company that processes moringa seeds to obtain oil for cosmetics, facial scrub and Moringa tea. In addition to the cosmetic products, KME sensitized communities on the nutritional value of the Moringa leaves. Through the AAW Funding, KME contracted out grower farmers in Kilifi County (of whom the majority are women) connecting the rural poorest to the global supply chain for both Moringa Leaf and Seed products.



**KEY IMPACT:**

-  8,355 lives impacted
-  1,671 households reached
-  US\$26 net benefit per household
-  43 jobs created

**Kilifi Moringa Estate**

**Country: KENYA**

**AECF Funding**

**US\$400,000**

Sector/Value Chain:  
**Moringa**



**NEDOIL**

**Country:**  
**SIERRA LEONE**

**AECF**  
**Funding**

**US\$500,000**

Sector/Value  
Chain:  
**Palm Oil**



## *Fair-trade palm kernel oil production to Africa and enhancing organic palm oil production*

Nedoil is engaged in the production of organic fair-trade palm oil and operates a crude palm oil mill at Yele town, Gbonkolenken Chiefdom, Tonkoliki district in the Northern province in Sierra Leone. The company is organic certified and relies 100% on outgrower to supply it with palm fruits. The funding from the AAW programme was instrumental in providing capital for the company to set up processing plant for organic palm oil as well as purchase of tricks to aid in the collection of fresh palm fruit batches from farmers.



### **KEY IMPACT:**



11,495 lives impacted



2,299 households reached



218 women-led households



£37 net benefit per household



123 jobs created

# *An alternative approach to transfer knowledge and to provide quality seeds to contribute to a viable maize value chain in Burundi and Democratic Republic of Congo (DRC)*

Nalweyo Seed Company (NASECO) was the first private Ugandan seed company that started production of improved seed in 1996. Their vision is to continuously provide the best performing seeds, related agro-inputs and know-how to the East African farming community in order to maximise development, profitability and quality of life. The AAW programme funding provided risk capital for the company to venture into uncharted waters of Burundi and DR Congo, where they have used alternative channels to transfer knowledge and provide quality hybrid maize seeds to smallholder farmers. The funding was instrumental in supporting the recruitment and training of field staff, purchase of field equipment and costs related to demonstrations and data collection to create demand for hybrid seeds in the two countries.

## IMPACT:



202,270 lives impacted



40,454 households reached



7,560 women-led households reached



US\$114 net benefit per household



105 jobs created



NASECO

Country:  
**BURUNDI AND  
DR CONGO**

AECF  
Funding

US\$700,000

Sector/Value  
Chain:  
**Improved  
Seeds**



**Outgrowers  
Tanzania Ltd  
(OGTL)**

**Country:  
TANZANIA**

**AECF  
Funding**

**US\$500,000**

Sector/Value  
Chain:  
**Cashew  
Nuts**



## *Re-engineering the cashew value chain through farmer integration*

Outgrowers Tanzania Ltd operates a value chain with processes and logistics for a sustainable linkage between the smallholder farmer, rural community, and the modern retail sector and consumer in Tanzania. The AAW funding was instrumental in enabling the company to setup a processing plant and logistics necessary for a sustainable linkage between the smallholder farmer, rural community and the modern retail sector. The funding supported the HARAMBEE Turn-Key processing unit positioned with farmer-groups in their villages and connected in clusters with direct export to Europe



### **IMPACT:**



8,500 lives impacted



1,700 households reached



US\$58 net benefit per household



11 jobs created

## Upscaling and Consolidation of Production, Marketing and Distribution of Certified Seeds in Malawi and the SADC/COMESA Region

Peacock Enterprises is involved in the production and marketing of certified seeds in Malawi. Previously, the company's operations were low-scale, without a seed processing and treatment plant. The AAW Programme funding was instrumental in supporting the business to setup a warehouse and processing facility in Salima, Malawi and supporting the expansion of its smallholder seed grower network.



### KEY IMPACT:



1,680 lives impacted



336 households reached



150 women-led households



£238 net benefit per household



120 jobs created

Peacock  
Enterprises Ltd

Country:  
**MALAWI**

AECF  
Funding

US\$400,000

Sector/Value  
Chain:  
**Improved  
Seeds**



Steward Globe  
Ltd

Country:  
ZAMBIA

AECF  
Funding

US\$800,000

Sector/Value  
Chain:  
Improved  
Seeds



## Scaling up crop diversification through seed production and marketing of non-maize seed crops in Zambia

Stewards Globe Limited (SGL) multiplies released improved seed varieties of maize and legume crops like soya bean, cowpeas, groundnuts, and common beans through an outgrower operation of smallholder seed growers. The raw seed is cleaned, processed and packaged in “AFRISEED” branded bags and sold to farmers through a network of agro dealers, Government, NGOs and cooperatives. The AAW programme funding was instrumental in enabling the business to construct a state of the art seed processing factory in Lusaka, Zambia and the expansion of its small holder seed grower model.



### KEY IMPACT:



549,955 lives impacted



109,991 households reached



56,495 women-led households reached



US\$321 net benefit per household



175 jobs created

## Getting the smart farmer message to the grassroots

Smart Farmer Africa Ltd operates a magazine that is the pioneer and preferred print media for the agriculture industry in Kenya. The magazine carries agribusiness news articles, features, new research and technologies, 'how to' information, education on animal, crop and equipment management, information on markets, columns on social issues like health, around the home and cooking. The AAW funding was instrumental in facilitating the identification and recruitment of leading agro-vets in selected towns across the country to serve as selling outlets for our magazine, procure capital items, recruit personnel to drive and support sales and distribution, facilitate the nationwide subscription activation exercise that targets farmer organizations and SACCOs (Savings and Credit Co-operatives) and increase scale of production.

### IMPACT:



210,000 lives impacted



42,000 households reached



24,000 women-led households reached



US\$58 net benefit per household



12 jobs created



Smart Farmer  
Africa Ltd

Country:  
KENYA

AECF  
Funding

US\$200,000

Sector/Value  
Chain:

Agribusiness  
Magazine



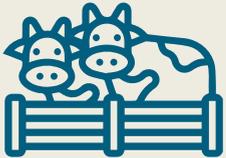
Zvikomborero  
Farms

Country:  
ZIMBABWE

AECF  
Funding

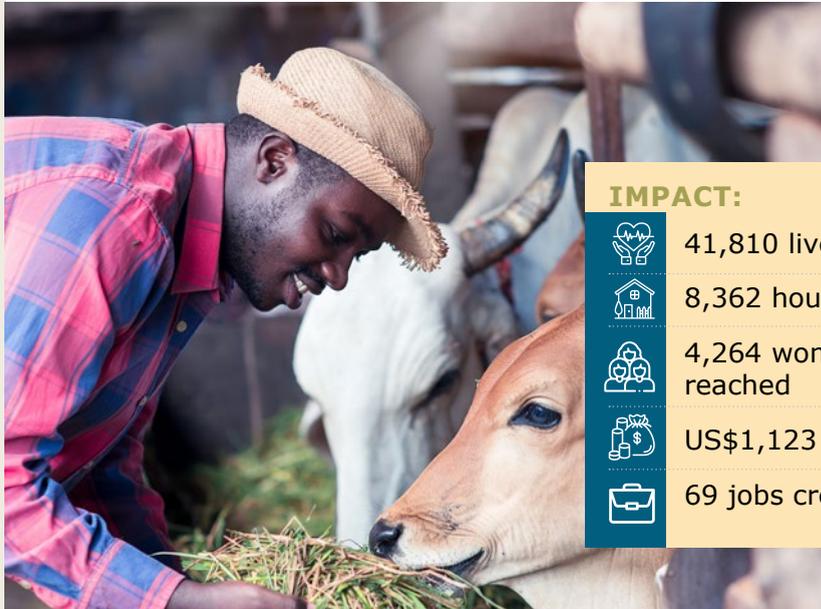
US\$300,000

Sector/Value  
Chain:  
Cattle



## The Goat breeding Centre of Excellence

Zvikomborero Farms (Private) Limited is an agricultural company with farming operations engaged in a variety of farming activities including cattle, egg, goat, and crop production. The AAW funding was instrumental in supporting the farm to purchase breeding cattle from stud breeders in Zimbabwe, South Africa and Namibia. In addition, support capital expenditure on the electricity power line, tractor, grass cutter and hay baler, sinking bore holes, construction of water weirs and purchase of irrigation equipment.



### IMPACT:



41,810 lives impacted



8,362 households reached



4,264 women-led households reached



US\$1,123 net benefit per household



69 jobs created



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