

Investment Opportunity

Sept 2025

Beans Value Chain

Investment Brief



**Prepared by
AgriEn**

Submit Your Expression of Interest!

We invite interested partners, technology suppliers, and off-takers to submit an expression of interest to be linked with these exciting opportunities. Join us in transforming the Beans value chain in Zambia and realize significant impact and returns!

Please submit your expression of interest to :

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You can also visit our website at www.agriennetwork.com for more information

Investment & Partnership Opportunity: Zambian Beans Value Chain

Unlock the Potential of the Bean Sector!

Location: Isoka, Luwingu and Mwinilunga

Target reach: 4,750+ farmers

We invite expressions of interest from potential partners, technology suppliers, and off-takers to collaborate in strengthening and expanding Zambia's burgeoning bean value chain. We're specifically targeting high-potential bean cultivation hubs in **Isoka (Luswepo), Luwingu (Buyantanshi), and Mwinilunga (Lunga and Mudanyama)** as impact locations. Our strategic initiative, informed by a multi-district needs assessment, reveals critical market gaps poised for significant growth, promising enhanced productivity, farmer profitability, and substantial investor returns. This investment is expected to directly impact more than **4,750 bean farmers, comprising 1,398 farmers in Luwingu (Buyantanshi), 1,030 farmers in Mwinilunga (Lunga), 1,316 farmers in Isoka (Luswepo), and 1,006 farmers in Mwinilunga (Mudanyama)**, through direct engagement and support, thereby driving sustainable agricultural growth and unlocking inclusive investment returns.

Value chain Overview

The Zambian bean sector has demonstrated significant growth over the past fifteen years. Average bean production per hectare has nearly doubled, increasing from 350 kg to 650 kg. This surge is also attributed to a substantial expansion in cultivated land, growing from approximately 65,000 hectares to 100,000 hectares during the same period. Most bean farming is conducted by small-scale farmers on plots ranging from 0.1 to 4 hectares, averaging about 0.4 hectares per household. In Isoka alone, cultivation spans approximately 194 hectares, yielding a total of 26,727 kg, with a productivity rate of 137.77 kg/ha.

This highlights how crucial agriculture is for the livelihoods of many people in Zambia, particularly in the identified districts where production occurs on a small- to medium-scale basis. The beans grown are typically rain-fed, leading to erratic supply. Common varieties include Mbereshi, Kablangeti, Luwinguwingu, and Lusaka beans. This fragmented yet dynamic market is ripe for transformative investment.



Current Landscape: Bridging the Gaps for Profitability

The Zambian bean value chain currently faces several critical bottlenecks that, when addressed, present clear and high-impact investment opportunities:

- **Input & Productivity Constraints:** Poor soil health and limited access to quality inputs (e.g., recycled seeds, limited improved seed access) significantly reduce crop productivity. This, coupled with a lack of modern farming tools, restricts the expansion of bean production. Low pesticide use and major pest pressures cause significant yield losses.
- **Post-Harvest & Value Addition Bottlenecks:** Inadequate drying and storage facilities lead to high post-harvest losses and compromised bean quality. The absence of functional bean processing facilities (e.g., Kalene factory not operational) severely limits value addition and competitiveness within the market.
- **Market Access & Linkage Challenges:** Limited market access and weak buyer linkages reduce farmer bargaining power and hinder price stability. Farmers often struggle to connect with reliable off-takers beyond informal channels.
- **Climate Vulnerability:** As production is predominantly rain-fed, adverse climate changes negatively affect production consistency and yields, emphasizing the need for climate-resilient solutions.
- **Financial & Logistical Hurdles:** High transport costs, coupled with limited financing options and low collateral availability, increase overall production and marketing challenges for smallholder farmers.
- **Weak Group Organization & Capacity Gaps:** Many Commercial Producer Groups (CPGs) demonstrate weak organizational structures and insufficient capacity in business planning, financial management, and market negotiation. The high extension officer to farmer ratio (e.g., 1:305 in some areas) further compounds the knowledge gap.

Be the solution!

We invite forward-thinking investors and partners to capitalize on these identified gaps, fostering a holistic and profitable approach across the bean value chain:

1. Input Systems Enhancement & Supply Chain Optimization:

- **Invest in** certified seed production and provision programmes, including robust seed multiplication programs.
- **Invest in** soil fertility solutions such as biofertilizers.

This is an opportunity for: Agri-Input Innovators & Suppliers to become pivotal providers of high-quality seeds (including direct supply to farmers), fertilizers, and crop protection products, directly boosting farmer productivity and expanding their market reach. This includes establishing certified seed suppliers linked to off-takers via robust seed multiplication programs.

1. Advanced Technology & Mechanization Solutions:

- **Invest in** the introduction of improved, low-cost bean processing technologies such as parboiling.
- **Invest in** affordable threshing and cleaning solutions.
- **Invest in** small-scale irrigation systems to reduce reliance on rain-fed agriculture.

This is an opportunity for: Agri-Tech & Mechanization Solution Providers to supply efficient farming tools and climate-smart agricultural technologies that enhance productivity and sustainability.

2) Knowledge Management & Extension Services Enhancement:

- **Invest in** enhanced extension services, including digital extension.

This is an opportunity for: Business Development Service Providers and Agri-Education Institutions to offer specialized training and advisory services, directly elevating farmer capabilities and facilitating technology uptake.

3) Post-Harvest Infrastructure & Value Addition Hubs:

- **Invest in** aggregation services to increase producer bargaining power.
- **Invest in** processing facilities (sorting, grading, packaging), including potential for a beans cannery.
- **Invest in** the development of local bean processing units and drying facilities, and warehousing to minimize post-harvest losses.

This is an opportunity for: Equipment Providers to supply state-of-the-art processing machinery; Food Processors to develop and market diverse value-added bean products (e.g., pre-packaged beans, bean flour, snacks), and establish outgrower schemes to supply processors.

4) Robust Market Linkages, Transportation & Digital Solutions:

- **Invest in** expanding regional trade (COMESA, SADC) and promoting traceability and certification for exports.
- **Invest in** contract farming with processors and retailers.
- **Establish** aggregation centers linked to commodity trading platforms for real-time market information and fair pricing.
- **Introduce** standardized commodity measurement systems under the **Zambia Metrology Agency (ZMA)**.

This is an opportunity for: Commodity Traders & Off-Takers to secure reliable, high-volume sourcing; Logistics & Transport Companies; Digital Solution & Information Providers.

5) Accessible Agri-Finance Solutions:

- **Invest in** tailored credit, insurance, and working capital support for smallholder farmers.

This is an opportunity for: Financial Institutions & Impact Investors to deploy capital and innovate financing models that de-risk agricultural lending and catalyze growth across the value chain.



Why Partner with us?

This initiative offers a unique opportunity to:

- Tap into a rapidly growing agricultural sector with significant headroom for expansion and profitability.
- Contribute to sustainable development and tangibly improve livelihoods for thousands of Zambian farming communities.
- Establish strong, long-term relationships within a robust local value chain.
- Influence the adoption of modern agricultural practices and technologies, driving efficiency and resilience.
- De-risked Investment: Benefit from deep-rooted community engagement, comprehensive needs assessments, and validated value chain data, significantly mitigating market entry risks.
- Direct Access to Producers: Immediate access to a network of over 4,750 engaged farmers across Luwingu (Buyantanshi - 1,398 farmers), Mwinilunga (Lunga - 1,030 farmers, Mudanyama - 1,006 farmers), and Isoka (Luswepo - 1,316 farmers), ready for direct engagement and off-take agreements.
- Strategic Market Facilitation: Leverage our expertise in fostering Business-to-Business (B2B) linkages, including hosting B2B linkage fairs or platforms, connecting you directly with the right partners, government stakeholders, and existing off-takers.
- Sustainable Impact & ESG Alignment: Your investment directly contributes to rural economic development, enhanced food security, women's empowerment, and climate resilience, aligning perfectly with key Environmental, Social, and Governance (ESG) objectives.
- Scalable Opportunities: Be part of a growing sector with substantial expansion potential, supported by increasing domestic demand and a conducive policy environment, including government initiatives to boost local processing.

