

**Investment and Partnership Opportunity**

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# Chicken Value Chain



## Investment and Partnership 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 connect with these exciting opportunities. Join us in transforming the Chicken 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](http://www.agriennetwork.com) for more information

## Investment & Partnership Opportunity: Chicken Value Chain

### Unlock the Potential of the Chicken Sector!

**Location:** Isoka, Mwinilunga, Namwala, Mazabuka, Mufumbwe, Pemba, Monze and Manyinga

**Target reach:** 14,447+ farmers

We invite expressions of interest from potential partners, technology suppliers, and off-takers to collaborate in strengthening and expanding Zambia's chicken value chain. We're specifically targeting chicken producers in **Isoka (Luswepo), Mufumbwe, Mwinilunga (Lunga), Namwala (Muchila), Mazabuka (Magoye), Pemba (Moyo & Hamaundu), Monze (Choongo), and Manyinga** as impact locations.

Our assessment reveals a robust, fragmented market poised for significant growth, promising enhanced productivity, farmer profitability, and substantial investor returns. This investment is expected to directly impact more than 14,347 poultry farmers who are specifically engaged in chicken production across these regions.

### Value Chain Overview

Chicken farming is a highly significant enterprise in the programme locations recognized for its high demand, profitability, and scalability, contributing significantly to nutrition and livelihoods across various zones. The value chain primarily involves two main types: Village Chickens (local breeds, including improved Sasol) and Broiler Chickens.

**Village Chickens** are predominantly reared under free-range systems, acting as a crucial risk buffer and providing alternative income during crop failures. While households typically keep 15-20 chickens, with a stock of 300 birds demonstrating a hatching rate of 1,850 eggs (6.17 chicks per hen), their productivity is generally low (50-80 eggs per hen per year, 2-3 kg market weight) due to limited commercial inputs. This sector holds immense untapped potential. Based on 15,663 farmers under the area programs, with an average annual production of 90 heads per household (derived from 6 chicks per year and an average of 15 chickens per household), the total potential annual production of live village chickens is 1,409,670 heads. Women and youth are significantly involved in their management. The demand for village chickens is consistently high, especially during festive periods and local events like weddings and traditional ceremonies, where they command higher prices. This consistent demand, coupled with the inherent resilience of local breeds, underscores a strong market pull that current production levels struggle to fully meet.

**Broiler Chickens** are typically raised in more formal poultry houses with controlled temperatures and structured feeding programs, with producer groups rearing at least 300 chickens on average. This segment offers a direct path to commercial meat production.

## Current Landscape: Bridging the Gaps for Profitability

The Zambian chicken value chain faces several interconnected challenges that, when addressed strategically, unlock substantial investment potential:

- **Limited Access to Quality Inputs & Breeds:** Farmers struggle with high costs and limited suppliers for essential inputs like quality feed and feed ingredients. Access to incubators and hatcheries is limited, leading to reliance on external chick supply. Furthermore, access to improved breeding stock (for village chickens) and essential drugs/vaccines is insufficient.
- **Slow growth rates** due to a lack of improved breeds and high mortality from predators and diseases like Newcastle and Bird flu. These risks are worsened by poor housing and management practices, while limited veterinary services lead to inadequate healthcare and low productivity.
- **A lack of cold storage and inefficient transport networks** result in high transportation costs, which severely limits farmers' access to larger, more profitable markets and reduces their overall profitability. Due to limited access to processing technology, most chickens are sold live instead of being processed into products like dressed, deboned, or smoked chicken.
- **Market Access & Price Volatility:** Local sales dominate, with chickens primarily sold live to informal local markets (households, restaurants, small butcher shops). Middlemen often exploit farmers by purchasing at low prices and reselling at significantly higher prices in urban markets (e.g., Kabesha market in Lusaka).
- **Financial & Capacity Gaps:** Limited access to finance restricts technology adoption for improved production processes. Producers often rely on traditional medicines (e.g., aloe vera, chili) due to limited access to vaccines and other relevant drugs, increasing disease susceptibility.

## BE THE SOLUTION

We invite visionary investors and partners to capitalize on these identified gaps, fostering a holistic and profitable approach across the chicken value chain:

### Input Systems Enhancement & Breed Improvement:

- **Establishing local hatcheries** and scaling up quality feed production facilities to reduce costs and ensure consistent supply.
- **Introduce: Improved chicken breeds** (e.g., improved Sasol, commercial broiler strains) to enhance growth rates, productivity, and market weight.
- **Develop: Accessible supply chains** for essential veterinary drugs, vaccines, and biosecurity products.
- **Opportunity for: Agri-Input Innovators & Suppliers** (e.g., ALEJO, Chikaabu Agro Dealer, Christline General Dealers) to become pivotal providers of quality chicks, feed, and animal health products.

## Key Investment Areas

### Modern Infrastructure & Production Systems:

- Invest in: Developing modern, predator-proof housing for both village and broiler chickens to lower mortality rates and improve management.
- Establish: Bulking and cold storage centers to reduce post-harvest losses and enable farmers to access larger markets.
- Opportunity for: Agri-Tech & Mechanization Solution Providers to supply housing systems, cooling equipment, and processing machinery for activities like dressing and deboning.

### Animal Health & Knowledge Management:

- Invest in: Strengthening veterinary services, creating diagnostic labs, and expanding farmer training on disease prevention, biosecurity, and modern flock management.
- Opportunity for: Technical Service Providers (e.g., Ministry of Fisheries and Livestock, World Vision, ALEJO) to enhance extension services and build capacity.

### Value Addition & Market Linkages:

- Invest in: Processing and packaging facilities for high-value chicken products (e.g., dressed chickens, sausages, smoked chicken) to increase profitability and meet consumer demand.
- Facilitate: The formation of stronger producer groups to enhance collective bargaining and streamline the supply chain.
- Establish direct market linkages between producer groups and reliable buyers through B2B platforms and contractual agreements.
- Opportunity for: Food Processors and Off-Takers (e.g., Brenda's Restaurant, Muzangalu, local markets, and butcher shops) to engage in formalized procurement.

### Accessible Agri-Finance & Digital Solutions:

- Provide: Tailored loan products and microloans to help farmers acquire breeding stock, inputs, and small-scale infrastructure.
- Develop: Digital platforms to provide market information, price transparency, and facilitate financial transactions.
- Opportunity for: Financial Institutions (e.g., AGORA Micro Finance Zambia, Vision Fund Zambia, UNIFI) and Agri-Tech Companies to offer innovative financial products and digital solutions.

## Why Partner with us?

This partnership is a unique and de-risked opportunity to invest in a high-demand, underserved market, leading to significant profitability and expansion. By partnering with us, you gain de-risked access to a network of 14,347 farmers with the potential to produce over 1.4 million chickens annually. We will facilitate direct business-to-business linkages and provide expertise to ensure you can establish long-term relationships and influence the adoption of modern agricultural practices.