

Investment Opportunity

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Goat 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 Goat value chain in THRIVE2030 programme locations 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 Goats Value Chain

Unlock the Potential of the Goat Sector!

Location: Pemba, Nyimba, Monze, and Mazabuka

Target reach: 6,974+ farmers

We invite expressions of interest from potential partners, technology suppliers, and off-takers to collaborate in strengthening and expanding Zambia's vibrant goat value chain. We are specifically targeting to impact goat producers in **Pemba (Moyo & Hamaundu), Nyimba, Monze (Choongo), and Mazabuka (Magoye)** as impact locations. Our comprehensive multi-district needs assessment reveals critical market gaps and significant investment opportunities poised for substantial growth, promising enhanced productivity, farmer profitability, and substantial investor returns. **This investment is expected to directly impact more than 6,974 goat farmers, including 1,793 in Pemba (Moyo), 1,191 in Pemba (Hamaundu), 977 in Nyimba, 1,573 in Monze (Choongo), and 1,442 in Mazabuka (Magoye).** These are specifically engaged in goat production, driving sustainable agricultural growth, securing inclusive investment returns, and directly impacting thousands of farming livelihoods.

Goat Value Chain Overview

Goat farming is an indispensable component of smallholder agricultural systems in Zambia, particularly across the target districts. This sector is primed for substantial growth, with our estimates based on the 6,974 farmers under the area programs indicating a total potential annual production of 209,290 heads of live goats. This projection is based on an average production potential of 30 heads per household annually. This stands in stark contrast to current traditional practices, where average herd sizes are small (1-15 goats per household) and annual production is typically around 2 goats per household, leading to underutilized capacity.

The market demand for goats is exceptionally high, with an estimated 54,000 goats per month demanded in Kasumbalesa and 36,000 per month in Kabesha (Lusaka). This significant demand far outstrips current supply, which is approximately 18,977 goats from Southern Province and 9,770 from Nyimba District per year. Local markets remain largely underdeveloped, limiting farmers' ability to effectively meet this demand and secure fair prices. Farmers are often organized in Producer Groups, supported by Community Livestock Auxiliaries (CLAs) who provide essential monitoring and advisory services for herd health and growth although their reach is limited.

ANNUAL PRODUCTION ESTIMATE

209,290
HEADS OF GOATS



Current Landscape: Bridging the Gaps for Profitability

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

1) Production & Productivity Challenges:

- **Limited Veterinary Support:** Insufficient extension services and CLA resources hinder disease prevention and animal health management.
- **Environmental & Nutritional Gaps:** Poor goat nutrition due to scarce grazing land, water scarcity exacerbated by drought, and limited access to critical inputs like ear tags and quality feed ingredients.
- **Poor Husbandry Practices:** Traditional free-range systems increase vulnerability to accidents, theft, and poisoning. Basic housing structures expose goats to harsh weather, impacting reproductive health and overall productivity.
- **Financial & Breed Limitations:** Limited access to finance restricts technology adoption for improved production processes and limits access to improved breeds and breeding services, keeping yields low.
- **Quality & Pricing Issues:** Low and unstable market prices often result from the poor quality of goats due to inadequate nutrition. The absence of scales in informal markets leads to unfair pricing based on visual assessment rather than weight. Producers also lack capacity to insure animals against loss.
- **Poor Housing infrastructure:** Traditional methods are still used in goat housing construction which are not adapted to the changing climate effects.
- **Limited access to Feed and feed ingredients** resulting in the adoption of free range management systems leaving the herd in danger of predators, poisoning, accidents, poor nutrition and theft.

2) Market Access & Processing Constraints:

- **Informal Market Dominance:** "Briefcase" buyers often off-take goats at very low prices, leaving producers with limited alternatives.
- **Lack of Aggregation Infrastructure:** Limited bulking facilities hinder market aggregation efforts, undermining producers' bargaining power.
- **Underutilized Processing Capacity:** Local processors like Munachi Livestock Cooperative in Pemba, processing only around 20 goats daily, and Mbuzi Kavuma Limited in Nyimba, processing 672 goats annually (far below its 5,040 capacity), struggle to expand their market for processed goat meat, limiting demand from producers. Many farmers resort to selling to informal aggregators for supply to Lusaka or Kasumbalesa.

BE THE SOLUTION

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

1) Production:

- **Modern Infrastructure & Production Systems.** Construction of modern, durable goat shelters for protection against weather, predators, and theft, significantly reducing mortality rates and boosting productivity.
- **Establish fattening centers** for goats under controlled conditions to enhance meat quality and support bulk supply to markets.
- **Develop Water access solutions** (boreholes, reservoirs, irrigation) to mitigate drought impacts and ensure consistent water supply.
- **Modern Slaughterhouses:** Establish hygienic facilities meeting domestic and international standards for processing.
- **Cold Storage Facilities:** Develop cold chain infrastructure to reduce post-harvest losses and facilitate transportation.
- **Breed Improvement & Input Supply:** Providing high-quality Boer goats and other improved breeds to enhance both meat and milk production.
- **Establish manufacturing and supply chains for quality feed** and ingredients (e.g., sunflower cake, maize bran) to improve goat nutrition and productivity.
- **Support Development of accessible veterinary services** and supply of critical inputs like ear tags and veterinary medicines.
- Promote: Animal branding and tagging for easy identification and traceability.

2) Value Addition & Market Linkages:

- **Invest in Processing,** branding, and packaging goat meat into high-value products such as sausages, offals, chevon (Cabrito), and other meat cuts. Explore dairy goat farming for milk processing.
- **Leverage By-products:** Process hides into home décor, glue, and manure for additional revenue streams.
- **Develop** Community-based bulking centers to enable aggregation at the local level, strengthening farmer bargaining power.
- **Incubate & Scale Processors:** Provide strategic investment and support to existing processors like **Munachi Livestock Cooperative** and **Mbuzi Kavuma Limited** to expand their off-taking capacity and market reach, establishing direct, contracted relationships with producers.
- **Market Facilitation:** Implement communication tools (e.g., smartphones with market information apps) and training for market facilitators to improve access to real-time market data.

3) Financial Inclusion & Risk Management:

- **Provide:** Microfinance loans and insurance schemes to mitigate risks of theft and disease outbreaks, enabling farmers to invest confidently in improved operations.
- **Develop:** Flexible lending, group-based, and microfinance products tailored for goat farmers.

Why Partner with us?

This initiative offers a unique opportunity to:

- **Tap into a high-demand, underserved market** with a **potential annual production of 209,290 heads of live goats** across the target regions.
- **Contribute to sustainable development** and tangibly improve livelihoods for **6,974 farming households** in Zambia.
- **Establish strong, long-term relationships** within a robust local value chain with demonstrated growth potential.
- **Influence the adoption of modern agricultural practices and technologies**, driving efficiency and resilience.
- **De-risked Investment:** Benefit from World Visions deep-rooted community engagement, comprehensive needs assessments, and validated value chain data, significantly mitigating market entry risks. The existing **Community Livestock Auxiliaries (CLAs)** provide a foundational support system.
- **Direct Access to Producers:** Gain immediate access to a network of **6,974 engaged farmers** across key goat-producing regions, ready for direct engagement and off-take agreements.
- **Strategic Market Facilitation:** Leverage our expertise in fostering Business-to-Business (B2B) linkages, connecting you directly with the right partners, government stakeholders (e.g., Ministry of Fisheries and Livestock), and existing off-takers.
- **Sustainable Impact & ESG Alignment:** Your investment directly contributes to rural economic development, enhanced food security, 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.

