

Investment and partnership Opportunity

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Groundnuts 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 groundnuts value chain in Zambia and realize significant impact and returns.

Please submit your expression of interest to :

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Investment & Partnership Opportunity: Zambian Groundnut Value Chain Unlock the Potential of the Groundnut Sector!

Locations: Namwala, Mungwi, Manyinga, Mufumbwe and Luwingu

Target reach: 7,945+ farmers

We invite expressions of interest from potential partners in form of technology suppliers, and off-takers to collaborate in strengthening and expanding Zambia's vibrant groundnut value chain. We're specifically targeting groundnut producers in primary cultivation areas including **Muchila, Nyimba, Manyinga, Mufumbwe, and Buyantanshi, and secondary potential areas such as Mbeza, Moyo, Hamaundu, and Bwacha**, as impact locations. Our comprehensive multi-district needs assessment reveals critical market gaps ripe for high-impact investment, promising enhanced productivity, farmer profitability, and substantial investor returns. This investment is expected to directly impact more than 7,945 groundnut farmers, including 1,398 in Luwingu (Buyantanshi), 1,018 in Mungwi (Bwacha), 1,112 in Manyinga, 2,036 in Namwala (Muchila), 1,061 in Mufumbwe, and 1,316 in Isoka (Luswepo), who are specifically engaged in groundnut production. driving sustainable agricultural growth, securing inclusive investment returns, and directly impacting thousands of farming livelihoods

Value Chain Overview

Groundnuts represent a vital and high-demand cash crop in Zambia, driven by both local consumption and regional trade. Despite its relatively low input requirements, production often falls short of optimizing household economic sustainability. The sector demonstrates significant untapped potential for formal market integration and value addition. For instance, in Nyimba, 55% of groundnut producers are women, highlighting an important gender-inclusive investment avenue. While formal markets for groundnuts in Zambia are currently limited, off-takers like COMACO and Good Nature Agro are actively engaging farmers through outgrower schemes, demonstrating a clear appetite for formalized supply chains.

Current Landscape: Bridging the Gaps for Profitability

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

- **Seed and Input Constraints** - Farmers lack access to affordable, certified seed and quality inputs, resulting in low yields and poor crop resilience.
- **Pests and Diseases** - Groundnuts are highly vulnerable to rosette virus, leaf spots, and aflatoxin, with limited farmer knowledge on effective control.

- **Post-Harvest and Storage** - Poor drying, storage, and processing facilities cause aflatoxin contamination and force farmers to sell raw nuts cheaply.
- **Market Access and Prices** - Farmers face weak bargaining power, dependence on middlemen, and unstable prices due to lack of structured markets.
- **Knowledge and Extension** - Limited extension services and training leave most farmers unaware of improved practices for productivity and quality.
- **Finance and Investment** - Lack of affordable credit, crop insurance, and mechanization finance limits farmers' ability to expand or improve production.
- **Climate and Environment** - Rainfall variability, drought, and degraded soils reduce yields, compounded by little access to irrigation.
- **Institutional and Policy Gaps** - Weak enforcement of standards, inconsistent government support, and limited research investment hinder sector competitiveness.

BE THE SOLUTION

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

1. Input Systems Enhancement & Seed Multiplication:

- **Invest in scaling up certified seed multiplication programs** to ensure widespread access to high-quality groundnut varieties.

This is an opportunity for: Seed Companies (e.g., involved in seed multiplication schemes) and Agri-Input Innovators & Suppliers to become pivotal providers of certified seeds, fertilizers, and crop protection products, directly boosting farmer productivity and expanding their market reach. This includes partnerships that offer farmers access to necessary inputs, with repayment made in kind through portion of their harvest.

2. Post-Harvest Infrastructure & Value Addition:

- **Invest in establishing and upgrading processing facilities** (e.g., for sorting, grading, and packaging groundnuts), including the potential for larger-scale peanut butter production and groundnut flour.
- **Invest in modern storage solutions and warehousing** facilities to minimize post-harvest losses.

This is an opportunity for: Processors to engage in outgrower schemes and develop value-added groundnut products, addressing the current lack of formal processing capacity at local and regional levels.

3. Market Linkages & Aggregation Services:

- **Invest in** agri-market linkage platforms and aggregation centers to increase producer bargaining power and connect them to formal markets.
- **Promote** organized marketplaces and proactive buyer engagement with farmers and cooperatives before harvest to ensure assured market linkages.

This is an opportunity for: Commodity Traders , Cross-border Traders (e.g., Kasumbalesa Border Traders in DRC), and Logistics & Transport Companies to streamline supply chains and ensure efficient delivery to markets.

4. Agri-Finance & Digital Solutions:

- **Invest in** tailored credit, insurance, and working capital support for smallholder groundnut farmers to address limited access to finance.
- **Develop** digital agriculture solutions to provide market information and facilitate financial transactions, improving transparency and efficiency.

This is an opportunity for: Financial Institutions and Agri-Tech Companies to offer innovative financial products and digital platforms tailored for the groundnut sector.

5. Capacity Building & Climate Resilience:

- **Invest in** capacity building and training for producer groups in enhanced farming methods, business formalization, and improved post-harvest handling.
- **Support** the development of irrigation infrastructure to reduce reliance on rain-fed agriculture and mitigate climate change impacts.

Why Partner with us?

This initiative offers a unique opportunity to:

- The initiative provides strategic market facilitation, helping you establish long-term relationships and influence the adoption of modern agricultural practices. Your investment will also align with key objectives of contributing to sustainable development and improving the livelihoods of thousands of Zambian farming households.
- **Direct Access to Producers:** Gain immediate access to a network of over 7,945 engaged farmers across key groundnut-producing regions, ready for direct engagement and off-take agreements. The success of 1,750 kg aggregated by 24 farmers, valued at K45,000 (\$1,820) in 2023-24, demonstrates proven aggregation potential.
- **Strategic Market Facilitation:** Leverage our expertise in fostering Business-to-Business (B2B) linkages, connecting you directly with the right partners, government stakeholders, and existing off-takers.
- 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.