



AFGRI Corporation limited

LOCAL EXPERIENCES – GRAIN STORAGE SERVICES

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BACKGROUND



- ▶ AFGRI offers a wide range of services, skills and expertise., focusing on product development and specialized services, AFGRI Corporation Limited prides itself on its integrated approach to market needs, with the customer's profitability a priority.

- ▶ AFGRI has been operating in Zambia since 2003 providing services that include;
 - Trading in grains; wheat, maize and soya beans
 - Grain storage service : open to farmers and millers
 - Mechanization : farm implements and machinery
 - Leasing Services; crop and asset financing

Services Offered



- ▶ **Grain Handling and Storage:** All grains that include; wheat, Maize, Soyabeans, Beans and many others
- ▶ **Commodity trading:** in all grains dealing with farmers, millers, processors and Food Reserve Agency



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Services cont'd

- ▶ **Mechanisation:** dealing in agricultural equipment such as tractors, spares, maintenance, specialised agricultural machinery (John Deere Franchise)
- ▶ **Capital:** Financing and leasing



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Areas of operations

- ▶ AFGRI has been operating in Zambia's key agricultural provinces namely;
 - ❖ Southern
 - ❖ Central
 - ❖ Eastern
 - ❖ Copperbelt
 - ❖ Lusaka

Experiences to date



Storage and Handling

- ▶ AFGRI handles between 70,000 – 100,000mt annually
- ▶ Handling grain and storage in silos, open slabs and closed sheds
- ▶ Provision of weighing services
- ▶ Modern lab for grain testing and analysis

Challenges



- The major crop that farmers grow is maize
- Government interference into the market (floor prices and offloading of grain – gov't subsidies)
- High cost of infrastructure – silos
- Contracts – defaults easier option for exit



Opportunities –Credit Act

- ▶ The country is now experiencing massive grain production – improved grain storage financed by private sector
- ▶ WHR will be enforceable easily with this supporting ACT
- ▶ Attract more investment in a reliable grain storage systems
- ▶ Farmers may access financing using WHR with AFGRI
- ▶ Farmers will not be in a panic mode

Conclusion

- ▶ AFGRI has always encouraged grain storage to farmers as a way of enhancing better prices for the commodities and with the introduction of this workable WHR,
- ▶ In this regard, AFGRI sees improved grain handling and storage resulting in the country being a consistent supplier of grain in the region.

THANK YOU

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