FIJI
HAND IN HAND INITIATIVE
INVESTMENT PLAN

Hand-in-Hand Initiative Investment Forum 2026

Food and Agriculture Organization of the United Nations | Hand-in-Hand Initiative | Agriculture, Waterways & Sugar — For Fiji's Health & Wealth

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OBJECTIVE:
*Seeking investment to transform **Coconut, Pineapple, Cocoa** and **Breadfruit** value chain sector for food and nutrition security and income generation for the people of Fiji.*

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OVERVIEW OF FIJI

A Resilient Island Nation. A Fertile Opportunity.

Investing in People, Prosperity and Sustainable Food Systems.

Stronger Fiji Together

GEOGRAPHY

- **Area:** 18,270 sq. km
- **Cropland:** 5,550 sq, km (30%)
- **Soils:** Volcanic valleys, acidic highlands
- **Risks:** Cyclones, floods, erosion, quakes

CLIMATE

- **Type:** Tropical, humid
- **Wet:** Nov – Apr
- **Dry:** May – Oct

PEOPLE

- **Population:** 928,784
- **Poverty:** 24.1%
  [2019-2020 Household Income and Expenditure Survey (HIES)]
- **Multi-dim:** 14.1%

ECONOMY

- **GDP:** $5.97B
- **Per capita:** $6,425.70
- **Jobs:** 36.1% in ag/fish/forest

AGRICULTURE

- **GDP share:** 12.8%
- **Mode:** Shifting to Medium-Scale Farming Level
- **Crops:** Kava, taro, cassava, turmeric, ginger, papaya
- **Animals:** Cattle, pigs, goats, poultry
- **Rural cash:** 30–35% of home pay
- **Land:** 87% communal (iTaukei), leased via TLTB

Healthy People | Thriving Communities | Sustainable Food Systems

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For Fiji's Health & Wealth

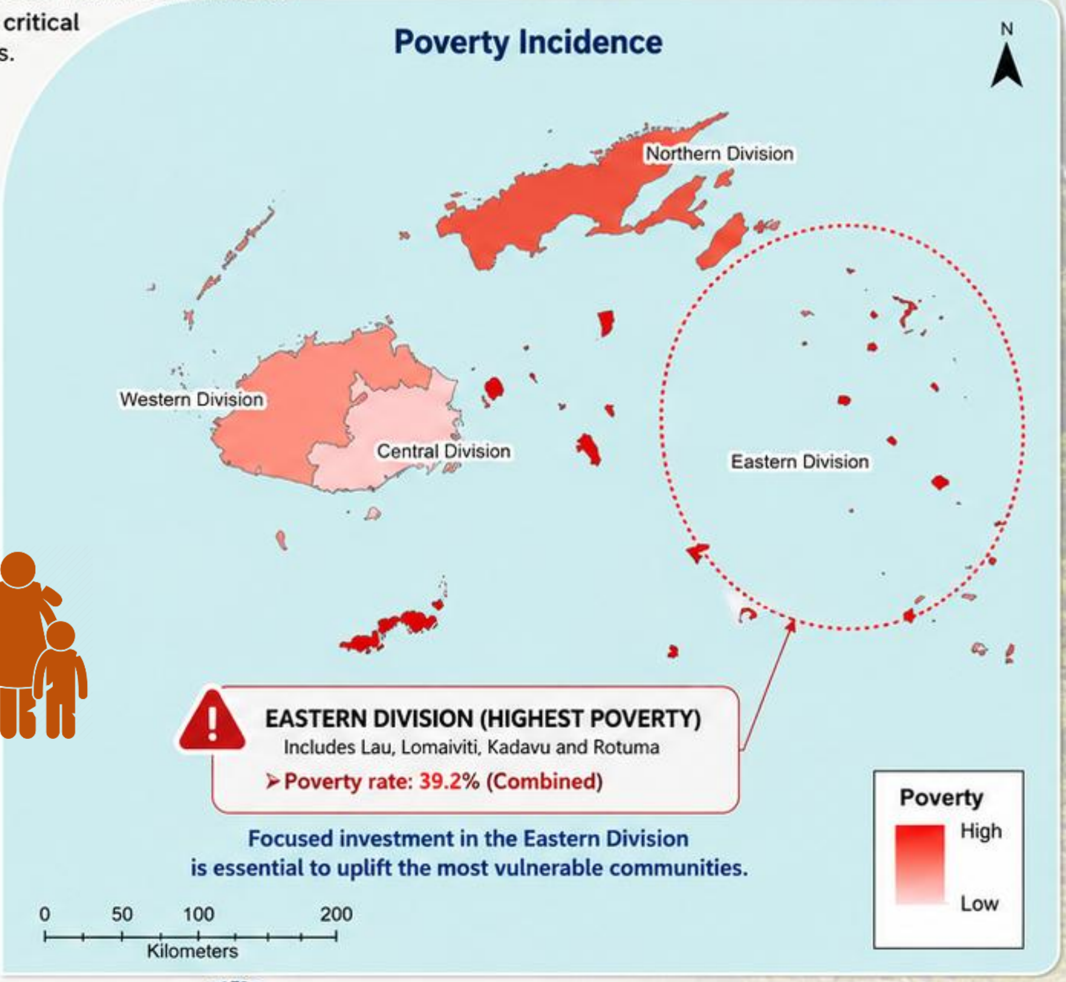
FIJI POVERTY MAP

Poverty remains a key development challenge—especially in rural and outer island communities. Targeted investment in agriculture, infrastructure, and livelihoods is critical to driving inclusive growth and reducing inequality across all divisions.

NATIONAL SNAPSHOT

- National Poverty Rate (Combined): **29.9%**
- Urban Poverty: **20.4%**
- Rural Poverty: **41.5%**
- Multidimensional Poverty: **14.1%**

Division / District	Sector / Area	Poverty Rate (%)
National Average	Combined (Total)	**29.9%**
	Urban	20.4%
	Rural	41.5%
Central Division *(Suva, Nausori, Serua, Namosi, Tailevu)*	Combined	**24.0%**
	Urban Central	14.2%
	Rural Central	33.8%
Western Division *(Lautoka, Ba, Nadi, Nadroga, Navosa, Ra)*	Combined	**28.5%**
	Urban Western	18.1%
	Rural Western	37.4%
Northern Division *(Macuata, Cakaudrove, Bua – Vanua Levu)*	Combined	**52.2%**
	Urban Northern	26.8%
	Rural Northern	57.1%
Eastern Division / Outer Islands *(Lau, Lomaiviti, Kadavu, Rotuma)*	Combined	**39.2%**
	Urban Eastern	19.5%
	Rural Eastern	42.1%



EASTERN DIVISION (HIGHEST POVERTY)
Includes Lau, Lomaiviti, Kadavu and Rotuma
➤ Poverty rate: 39.2% (Combined)

Focused investment in the Eastern Division is essential to uplift the most vulnerable communities.

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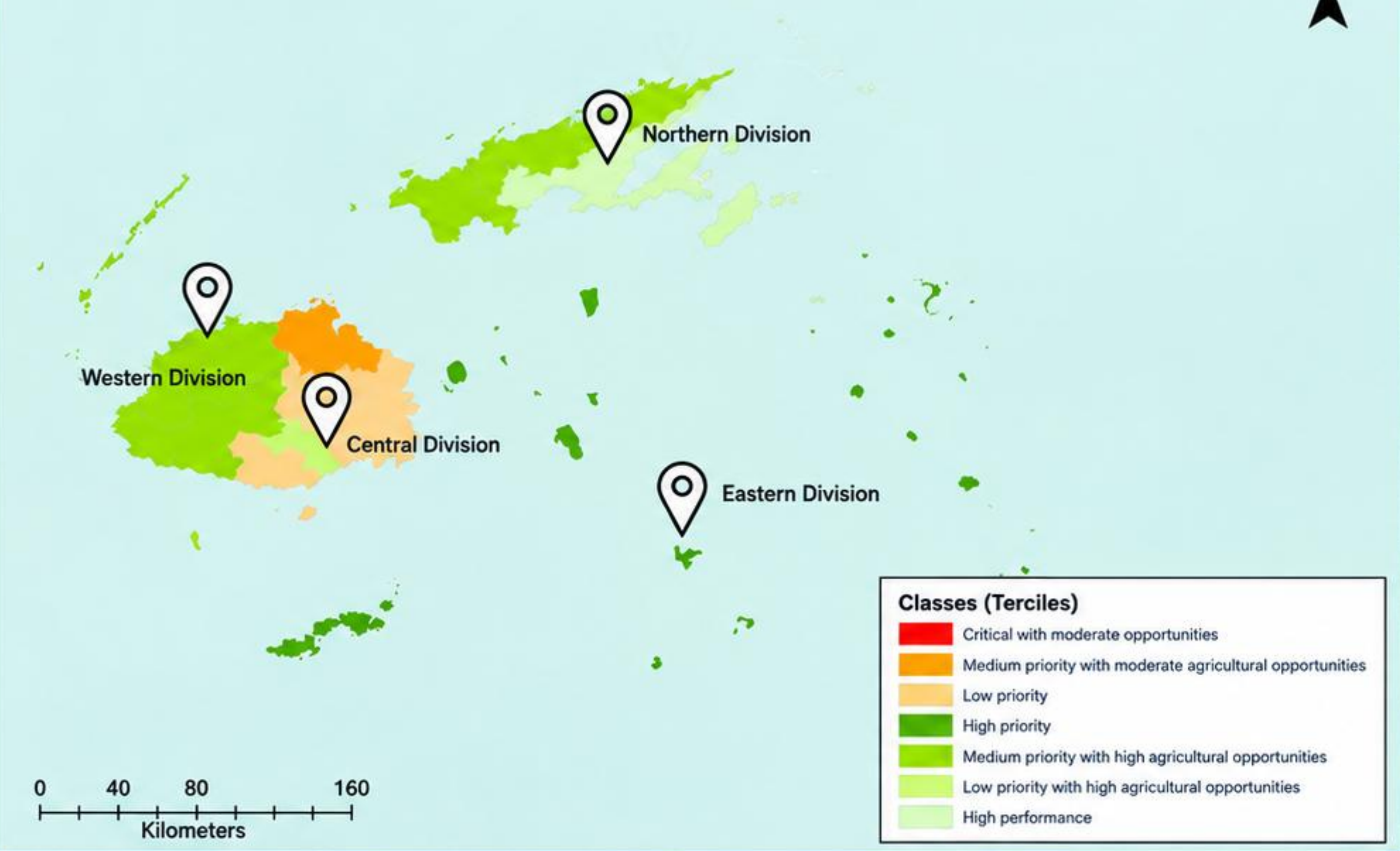
HIH TYPOLOGY MAP OF FIJI

The typology map highlights areas with the greatest agricultural potential and investment opportunities to drive productivity, build resilience and create sustainable livelihoods.

KEY TAKEAWAYS

- Investment focus on high potential areas for maximum impact
- Balanced development across divisions to reduce disparities
- Leverage high performance areas as growth engines
- Strengthen linkages, infrastructure and market access

SHOWING KEY INVESTMENT LOCATION



AGRICULTURAL TYPOLOGIES
Indicates the agricultural potential, performance and investment priorities across Fiji's divisions.

MAP SOURCE
Stochastic frontier analysis FAO-HIH task force (2026)

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EASE OF DOING BUSINESS IN FIJI

A Business-Friendly Environment.
Streamlined Processes. Strong Foundations. Growing Opportunities.

102nd
Ease of Doing Business Rank

(World Bank – out of 190 economies)

57th
Registering Property

The 57th ranking for property registration requires 4 procedures over 69 days, scoring 19.5/30.

79th
Trading across Borders

Border compliance takes **56 hours** to export (costing $317 USD) and **35** hours to import (costing $320 USD).

97th
Getting Electricity

4 procedures and takes **81 days**. Fiji scores 4.0 out of **8** on the reliability of supply and transparency of tariff index.

97th
Protecting Minority Investors

Minority shareholders' rights in related-party transactions and in corporate governance.

101st
Paying Taxes

Compliance requires **38** annual payments taking **247** hours, totaling **32.1%** of commercial profits.

165th
Getting Credit

Low depth of credit info and limited adult coverage hinder financial system access.

163rd
Starting a Business

Requires **11** procedures, takes **40 days**, and costs **14.5%** of income per capita. There is no paid-in minimum capital requirement.

Fiji is committed to a business-friendly environment that drives investment, *promotes growth and creates opportunities for all.*

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AGRICULTURE, WATERWAYS & SUGAR

EASE OF DOING BUSINESS IN FIJI

Enabling Growth. Attracting Investment. Transforming Agriculture.

Fiji offers a stable, business-friendly environment with improving systems, strong regional connectivity and a clear focus on sustainable and inclusive agricultural transformation.

LICENSING

General licenses are abolished; operations require specific compliance certificates (Fire, OHS, FMF) and FIRC.

MARKET SIZE & REACH

Regional Hub: Aviation hub with high-value diaspora export demand.

TRANSPORT

Hub ports support 300+ islands; 2026 priorities focus on maritime decarbonization and road climate-proofing.

BANKING SECTOR

Region's most developed sector; uses FinTech sandboxes but rural SME credit access remains low.

SKILLED WORKFORCE

High Australia/NZ migration drives labor shortages; government expands technical training and apprenticeships.

DIGITAL BUSINESS REGISTRATION

Instant Registration: Centralized online portals approve company incorporation within 30 minutes.

GEOGRAPHIC ISOLATION

Central location and extensive airline networks command brand premiums for luxury tourism and exports.

Fiji is committed to creating a competitive, transparent and inclusive environment that *drives investment, supports businesses* and *accelerates agricultural transformation.*

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FIJI INVESTMENT CLIMATE

Stable. Open. Investor-Friendly.

Fiji offers a stable, transparent and business-friendly environment that enables **investment, drives growth** and **transforms agriculture** for a resilient future.

STRONG INTERNATIONAL ENGAGEMENT

Fiji is a key member of international bodies: WTO, UN, IMF, WCO, and Pacific Islands Forum.

STRATEGIC TRADE PARTNERSHIPS

Part of major trade agreements: MSGTA, PICTA, and Interim EPA with EU.

LAND TENURE FRAMEWORK

Lands are mostly (approx. 90%) customary (iTaukei) and leased through iTaukei Land Trust Board (TLTB).

COMPETITIVE TAX REGIME

- Relatively competitive corporate & income taxes.
- Corporate tax rate generally 25% with reduced rate for listed companies.
- Tax concessions available for key sectors like tourism, ICT, and agriculture (e.g. in tax, free regions).
- Free repatriation of profits after tax.
- Capital gains tax at 10% (Income Tax Act 2015).

FAIR & TRANSPARENT LABOR PRACTICES

- National minimum wage practice, FJD $5.00/hour as of April 1, 2025. Sectoral minimum rates apply (e.g., in construction, manufacturing).
- Diverse and experienced labor force, a significant portion in skilled roles (tourism, manufacturing, services, agriculture).
- Employment Relations Act 2007 provides a balanced framework for employers and employees.

INVESTOR-PROTECTIVE ENVIRONMENT

- Strong legal and regulatory frameworks ensure investor confidence and property rights.
- Predictable policies and sound governance.
- Independent judiciary and transparent dispute resolution mechanisms.

ENABLING INVESTMENT ECOSYSTEM

- Stable macroeconomic environment and prudent fiscal management.
- Well-developed infrastructure and digital connectivity.
- Government commitment to sustainable development and agricultural transformation.
- Investor-friendly incentives and aftercare support.

Fiji combines stability, strong institutions, competitive policies and a skilled workforce to **deliver a resilient and rewarding investment environment.**

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For Fiji Health & Wealth

B. DEVELOPMENT PLANNING FRAMEWORK AND AGRICULTURE SECTOR STRATEGY

Fiji's development and sector strategies provide a clear, integrated roadmap for resilient, inclusive and sustainable agricultural transformation.

NATIONAL FRAMEWORK

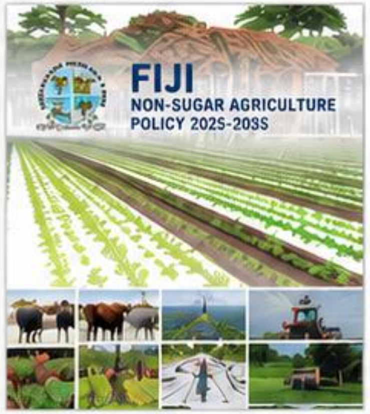
National Development Plan (NDP) 2025-2029

The NDP serves as the central blueprint for the government's activities over the next five years. It emphasizes a "whole-of-government" approach to address economic diversification and social well-being.

FOOD SECURITY STRATEGIES

Horizon 2030 – Fiji's Pathway to a Safe, Resilient, Innovative Food System

Implements a "Womb-to-Tomb" approach to address nutrition throughout the human lifecycle, specifically targeting the high rate of non-communicable diseases (NCDs) in the Pacific.



AGRICULTURE POLICY AND DEVELOPMENT PLANS

- **10-Year Non-Sugar Agriculture Policy 2025–2035:** Focused on achieving food security, economic growth, climate resilience, and inclusive rural development through a modern, sustainable, and market-driven agriculture sector.
- **Agriculture Strategic Development Plan (SDP) 2024–2028:** Focused on commercializing high-value commodities like Kava, Ginger, and Taro, while improving food security and climate-smart sustainable practices.

CLIMATE CHANGE & ENVIRONMENT

- **Climate Change Act 2021:** A landmark legislative framework that mandates legal requirements for climate risk assessments and reporting across all sectors (Prasad et al., 2025).
- **Low Development Strategy (LEDS) 2018–2050:** Sets a target for net-zero carbon emissions by 2050, with a focus on shifting the energy sector toward 100% renewable sources by 2035.
- **National Ocean Policy 2020–2030:** Integrated ocean management, including Marine Spatial Planning (MSP) to sustainably manage 100% of Fiji's Exclusive Economic Zone (EEZ) (Prasad et al., 2025).

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B. GOVERNMENT PRIORITIES

Driving investment and growth through strategic policies, infrastructure, sustainability and inclusive development.

GOVERNMENT PRIORITIES ALIGN WITH INVESTMENT AREAS

- **Transformation: Fiji National Development Plan 2025–2029** (Pillar 1: Economic Resilience)
- **Non-sugar Agriculture Policy 2025–2035:** (Specific allocations for Pineapple, Cocoa, Coconut and Kava Value Chain and Diversification).
- MoAW Strategic Development Plan
- *MSME Development:* **MSME Strategic Plan 2025–2030** (Targeting 40% GDP contribution)
- Manufacturing: **National Investment Strategy 2026** (Focusing on post-harvest processing facilities)

MARKET DEMAND & LOGISTICS

- US, NZ, and Australia remain the top 3 markets; total ag-exports hit ~$70M.
- **Maritime Connectivity:** Maintenance of 32 nationwide jetties; $300k budget for maritime freight subsidies.
- **Rural Access:** 6,371 km of roads being managed with a focus on "farm-to-market" reliability.
- **Infrastructure Resilience:** $200M World Bank/ADB project to secure bridges linking farms to international ports.

SUPPORT FOR SUSTAINABLE PRACTICES

- **Climate-Smart Agriculture: Fiji SDP 2024–2028** and the Hand-in-Hand Initiative investment plans.
- **Traditional Knowledge:** The **Kiwa Empower Project (2026)** focusing on nature-based solutions.
- **Modern R&D:** Release of saline-tolerant rice and blight-resistant taro varieties in early 2026.
- **Soil Health & Biodiversity: NDP 2025–2029** strategies for land rehabilitation and organic farming promotion.

ENHANCING MARKET ACCESS

- The government is committed to reducing bureaucratic "red tape" through the **Investment Act 2021.**
- It aims to strengthen market access by helping local businesses meet international standards **(ISO, HACCP)** and leveraging trade agreements like **PACER Plus** and the **Interim EPA** with the EU to lower export barriers.

EMPOWERING LOCAL FARMERS

- **FDB Financing:** Moves farmers from "debt-funded business" to "resilient investment"
- **Commercial Hubs:** Establishes specialized zones in Ba, Ra, and Taveuni for high-scale output
- **Youth Focus:** Uses "Agri-tech" and school-based training to replace migrating labor

CLIMATE-RESILIENT AGRICULTURE

- **Disaster-Risk Management: SPC/Ministry of Agriculture Loss and Damage Project** (Launched Feb 2026)
- **Climate-Resilient Varieties:** Release of **saline-tolerant rice and blight-resistant taro**
- **Resilient Infrastructure:** Vitogo River protection **works using Nature-Based** Solutions (NbS)
- **Market Access Support: PACER Plus 2026–2030 Work Programme** (Consultations started Feb 2026).

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B. INFRASTRUCTURE DEVELOPMENT

Building the backbone for a productive, connected and resilient agricultural future.

SHIPPING

Fiji's primary international ports—Suva and Lautoka—handle about 95% of its maritime trade. Recent modernization efforts focus on capacity expansion, larger container vessel accommodation, and enhanced 24/7 pilotage and berthing services.

ENERGY

Fiji has achieved 99.3% electricity access and aims for 100% renewable generation by 2030–2036. Supported by hydroelectricity, current investments target solar mini-grids for maritime communities and battery storage to cut diesel imports.

ROADS

Fiji Roads Authority manages over 6,300 km of roads, 70% of which remain unsealed. Ongoing upgrades target replacing over 1,400 bridges and climate-proofing the infrastructure against tropical cyclones.

COMMUNICATION AMONG THE ISLANDS

Inter-island connectivity uses submarine cables and microwave links. Urban centers enjoy 5G, while remote maritime provinces utilize Starlink and the USO project to curb digital exclusion.

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C. INVESTMENT CASE 1: COCONUT

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's coconut sector.

LARGE PRODUCTION BASE

~10 million trees across 66,000 ha; 2022 production fell to 67,600 tonnes due to cyclone impacts.

MAIN PRODUCING AREAS

Concentrated in Cakaudrove (70% of Fiji Coconut Millers' intake), Lau, Lomiviti, Taveuni, Rabi, and outer islands.

PROCESSING HUBS

Fiji Coconut Millers operates in Savusavu, with extra mills in Lakeba, Cicia, Gau, and Rabi.

MARKET DEMAND

Growing interest in copra, fresh coconut, virgin oil, cream, soaps, coconut water, and chips.

EXPORTS

Coconut oil exports rose to FJD 11.6 million in 2025 from FJD 4.5 million in 2015.

TOURISM OPPORTUNITY

Government promotes new Western Division orchards to supply hotels and tourism markets.

GOVERNMENT SUPPORT

FJD 1.4 million invested in R&D, capacity building, market access, and value-chain development.

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C. INVESTMENT CASE – 1: COCONUT

Addressing Bottlenecks Through Targeted Investments and Risk Management

Strengthening Fiji's coconut value chain for higher productivity, competitiveness and inclusive growth.

KEY BOTTLENECKS

PRODUCTION CONSTRAINTS

- Aging/senile coconut trees reducing yields
- Limited access to improved planting material
- Frequent damages from cyclones and regular pest attacks

POST-HARVEST AND QUALITY CONSTRAINTS

- High logistics costs from scattered producers
- Limited processing of whole nut and by-products at local level
- Inconsistent raw material supply for processors

MARKET ACCESS CONSTRAINTS

- Sector remains exposed to price fluctuations and traditional copra markets.
- Underdeveloped value-added product markets
- Limited organized supply to hotels and tourism markets

KEY INVESTMENTS

A. Six-thousand, one-hundred and fifty-seven (6,157) Rejuvenation of old coconut plantations (Public: US$ 1.7m, Private: US$ 13.2m, ~25,000 farmers)

- Provide hybrid and dwarf saplings to gradually replace old, low-yielding trees.
- Offer inputs for improved nutrient management and climate-resilient practices.
- Support ~25,000 farmers spanning 6,157 ha.

B. Ten (10) Coconut nursery (Public – US$ 0.28 million)

- Establish seed gardens and decentralized nurseries to distribute quality seedlings.
- Introduce hybrid and dwarf materials to diversify copra, fresh coconut, and value-added production.
- Maintain a nursery capacity of 210,000 saplings per year.

C. Three (03) Virgin coconut oil processing (Public – US$ 0.48 million, Private – US$ 0.37 million)

- Build SME facilities to process fresh kernels into export-grade virgin oil and utilize by-products.
- Supply complete processing equipment from de-husking through filtration and storage.
- Maintain a processing capacity of 7,500 coconuts per day.

D. Two (02) Tender coconut and coconut water processing unit (Public – US$ 0.45 million, Private – US$ 0.15 million)

- Set up facilities to grade, trim, chill, and pack tender coconuts and bottle coconut water.
- Provide specialized extraction, bottling, and packaging machinery.
- Maintain a plant capacity of 5,400 coconuts per day.

E. Soft investments (Public - US$ 1.5 million)

- Train 25,000 farmers on rejuvenation, pest control, quality, and resilient farming (Public: US$ 0.4m).
- Develop branding, packaging, and market promotion for Fijian coconut products.
- Drive private sector participation via investor outreach, business planning, and value-chain support.

RISKS AND MITIGATION MEASURES

R: Low farmer replanting uptake due to long gestation periods and delayed returns.

M: Implement phased replanting, provide incentives/ training, and use pilot plots to demonstrate benefits.

R: Inconsistent supply and weak quality control impacting processing viability.

M: Establish producer clusters, buyer agreements, and strict SOPs for handling and processing.

R: Quality, food safety, and cold-chain gaps limiting market access.

M: Support standardized post-harvest handling, product testing, food safety certification, and clear SOPs.

R: Poor competitiveness due to weak branding and lack of buyer linkages.

M: Invest in distinct Fijian branding, organic/ safety readiness, trade fairs, digital traceability, and buyer agreements.

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C. INVESTMENT CASE 1: COCONUT

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's coconut sector.

TOTAL INVESTMENT REQUIRED:
US$ 18.2 million
(Public: US$ 4.4 million, private: US$ 13.7 million in PPP mode)

IRR:
19.7%

NPV:
US$ 20.7 million

DIRECT BENEFICIARIES:
~25,000
farmer HHs

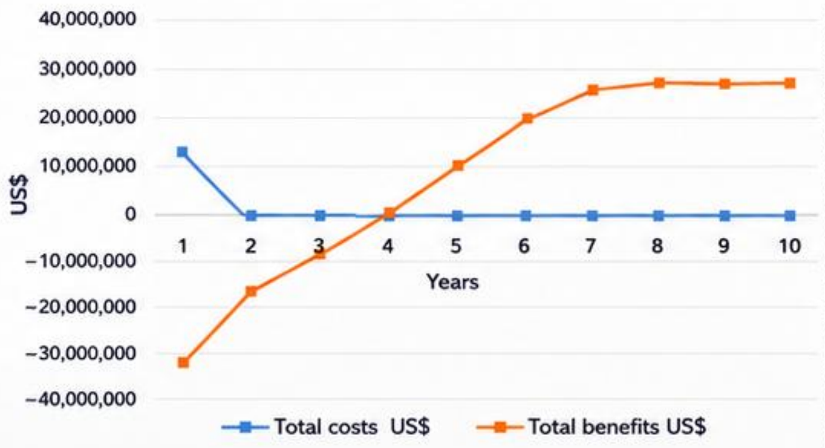
INDIRECT BENEFICIARIES:
~115,000
people

JOBS CREATED:
850 FTE
(220 days per year)

WHERE THE INVESTMENT GOES (US$ 18.2 MILLION)

Rejuvenation of old plantations (6,157 ha; ~25,000 farmers)	US$ 14.9 million (81.9%)
Coconut nurseries (10 nurseries; 210,000 saplings/year)	US$ 0.28 million (1.5%)
Virgin coconut oil processing (3 processing facilities; 7,500 coconuts/day)	US$ 0.85 million (4.7%)
Tender coconut & coconut water processing (2 processing units; 5,400 coconuts/day)	US$ 0.60 million (3.3%)
Soft investments (Capacity building, branding, market promotion)	US$ 1.50 million (8.2%)
TOTAL INVESTMENT	**US$ 18.2 MILLION (100%)**

INVESTMENT CASE – COCONUT (10-YEAR FINANCIAL PROJECTION)



- Strong financial returns with an IRR of 19.7% and NPV of US$ 20.7 million.
- Empowers ~25,000 farmer households and benefits over 115,000 people.
- Creates 850 FTE jobs and strengthens rural livelihoods.
- Builds a competitive, sustainable coconut sector with resilient supply chains.

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C. INVESTMENT CASE 2: COCOA

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's cocoa sector.

SMALL BUT RECOVERING PRODUCTION BASE

Cocoa bean production rose to about 118 tons in 2023 from 16.5 tons in 2019, reflecting small-scale recovery.

KEY PRODUCING AREAS

Linked to Ra, Tailevu, and Northern Division, with revitalization in Cakaudrove, Nasautoka, and Wainibuka.

MARKET DEMAND

Driven by hotels, duty-free shops, and exports to Japan, Australia, New Zealand, the US, and Scandinavia.

VALUE-ADDED PRODUCTS

Processors offer dark chocolate, couverture for chefs, flavored bars, confections, and specialty origin products.

GOVERNMENT ACTION

Ministry of Agriculture provides farmer training in sustainable cultivation, pest control, and post-harvest skills, while connecting them to markets.

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C. INVESTMENT CASE 2: COCOA

Rebuilding Fiji's Cocoa Value Chain — From Productive Farms to Premium Markets

A US$15.5 million investment opportunity in production, quality infrastructure, processing and market development.

US$ 15.5 million Total Investment	**19.1%** IRR	**US$ 10.4 million** NPV	**2,400** Farmer Households	**11,040** People	**US$ 3.96 million** Public Investment	**US$ 11.5 million** Private Investment	A Resilient, Inclusive and Low-Emission Fiji

KEY BOTTLENECKS

PRODUCTION & PRODUCTIVITY CONSTRAINTS

- Low and inconsistent cocoa production following years of sector decline and climate/disaster impacts.
- Ageing and poorly maintained cocoa farms.
- Limited access to quality, high-yielding and disease-tolerant planting material.
- Farmer reluctance to reinvest due to previous production and market experiences.

POST-HARVEST & QUALITY CONSTRAINTS

- Inconsistent fermentation and drying practices.
- Limited access to appropriate fermentation, solar drying and storage infrastructure.
- Variable bean quality constraining access to premium markets.
- Limited farmer and operator skills in quality management.

MARKET ACCESS CONSTRAINTS

- Insufficient and inconsistent supply of quality beans to processors and exporters.
- Weak aggregation between farmers, fermentation centres and processors.
- Limited domestic value addition and production of premium cocoa products.

KEY INVESTMENTS

A

Rehabilitation and Commercial Upgrading of 600 Cocoa Farms

US$ 4.5 million
(Public: US$ 1.6m | Private: US$ 2.9m)
~ 2,400 farmers

- Provide high-yielding, pest-resistant saplings for rejuvenation.
- Provide input support for orchard maintenance.

B

Establishment of 10 Commercial Cocoa Nurseries

US$ 0.06 million (Public)
Capacity: 100,000 quality cocoa saplings per annum

- Produce and distribute quality cocoa saplings for plantation rejuvenation.
- Supply disease-tolerant and high-yielding planting material.

C

Establishment of 50 Community-Based Fermentation & Drying Enterprises

US$ 8.5 million
(Public: US$ 1.0m | Private: US$ 7.5m)
Capacity: 7 tonnes per week (per facility)

- Aggregate wet beans from farmers and process them into consistent, high-quality dry beans.
- Provide solar drying equipment, fans/blowers, racks and storage bins for safe and hygienic storage.

D

Establishment of 5 Cocoa Processing & Value-Addition Units

US$ 1.5 million
(Public: US$ 0.4m | Private: US$ 1.1m)
Capacity: 1 tonne per week (per unit)

- Convert dry beans into higher-value products (cocoa liquor, powder, butter and chocolate).
- Provide roaster, grinder, pulveriser, tempering and cooling machines.

E

Market Development, Quality Assurance & Farmer Capacity Building

US$ 0.9 million (Public)

- Train 2,400 farmers on plantation management.
- Establish quality assurance and bean tracking systems.
- Conduct market outreach and export promotion.

RISKS AND MITIGATION MEASURES

R: Low farmer uptake due to disease risks and delayed returns from farm rehabilitation.
M: Provide practical training on pruning, shade management and disease control, and demonstrate yield improvements through model farms.

R: Limited availability of quality planting material.
M: Use certified planting material, establish nurseries, introduce nursery quality controls, and link seedling distribution to trained farmers and rehabilitation plans.

R: Poor fermentation and drying practices may continue to affect bean quality and reduce access to premium markets.
M: Set up community-based fermentation and drying facilities, train operators and farmers, introduce standard operating procedures, and monitor bean quality regularly.

R: Processing units may face irregular supply of quality dry beans, affecting commercial viability.
M: Link processing units with farmer clusters and fermentation centres, establish supply agreements, and support production planning and aggregation systems.

R: Market and price risk – global cocoa prices and buyer demand may fluctuate.
M: Develop diversified domestic and export markets, strengthen Fiji cocoa branding, and establish buyer–producer linkages and long-term supply agreements.

Healthy People | Thriving Communities | Sustainable Food Systems

FIJI COCOA | INVESTING IN A SWEETER, SUSTAINABLE TOMORROW

C. INVESTMENT CASE 2: COCOA

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's cocoa sector.

TOTAL INVESTMENT REQUIRED:
US$ 15.5 million
(Public: US$ 3.9 million, private: US$ 11.5 million in PPP mode)

IRR:
19.1%

NPV:
US$ 10.4 million

DIRECT BENEFICIARIES:
2,400
farmer HHs

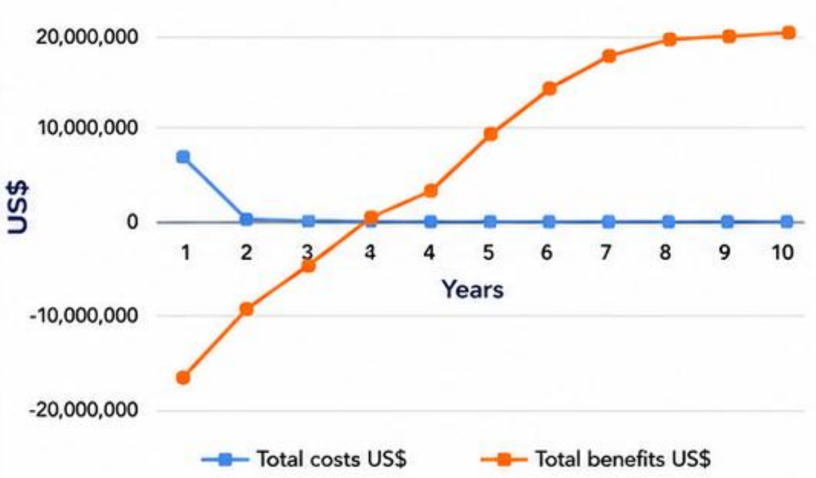
INDIRECT BENEFICIARIES:
11,040
people

JOBS CREATED:
1,030 FTE
(220 days per year)

WHERE THE INVESTMENT GOES (US$ 15.5 MILLION)

Rehabilitate and upgrade cocoa farms (600 farms; ~2,400 farmers)	US$ 11.7 million (75.5%)
Cocoa nurseries (10 nurseries; 100,000 saplings/year)	US$ 0.1 million (0.6%)
Community-based fermentation enterprises (50 units; 7 tons/week capacity)	US$ 8.5 million (54.8%)
Cocoa processing units (5 units; 1 ton/week capacity)	US$ 1.5 million (9.7%)
Soft investments (Training, quality assurance, market promotion)	US$ 0.9 million (5.8%)
TOTAL INVESTMENT	**US$ 15.5 MILLION (100%)**

INVESTMENT CASE – COCOA (10-YEAR FINANCIAL PROJECTION)



- Strong financial returns with an IRR of 19.1% and NPV of US$ 10.4 million.
- Empowers 2,400 farmer households and benefits over 11,040 people.
- Creates 1,030 FTE jobs and strengthens rural livelihoods.
- Builds a competitive, sustainable cocoa sector with resilient supply chains.

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C. INVESTMENT CASE 3: PINEAPPLE

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's pineapple sector.

INCREASING PRODUCTION

Production grew from ~5,900 tonnes in 2017 to ~12,499 tonnes in 2025 across 1,227 ha.

KEY PRODUCING AREAS

Western Division yields 61% of output (Ba Province accounts for 59%), with additional production in Tailevu, Macuata, Naitasiri, Serua, Bua, and Cakaudrove.

MARKET DEMAND

Pineapple ranks second to coconut in permanent crop volume, with 28,000+ tonnes consumed locally annually and tourism demand at ~FJD 1.82 million/year.

EXPORT OPPORTUNITY

Exports are small but growing; Fiji sent a decade-high 12.7 tonnes to priority market New Zealand in 2023.

GOVERNMENT ACTION

Shifted toward market-access support, targeting agro-processing, creating a 2025 New Zealand export roadmap, and facilitating a 3-tonne Ripley Queen commercial trial shipment.

Hand-in-Hand Initiative

C. INVESTMENT CASE 3: PINEAPPLE

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's pineapple sector.

KEY BOTTLENECKS

PRODUCTION CONSTRAINT

- Limited availability of quality planting material
- Variable farming practices leading to inconsistent harvest scheduling
- Difficulty ensuring year-round supply of Grade A fruit

POST-HARVEST AND QUALITY CONSTRAINTS

- Limited post-harvest facilities (grading, sorting, aggregation systems)

MARKET ACCESS CONSTRAINTS

- Small and irregular export supply
- Weak farmer–aggregator–exporter coordination
- Limited buyer contracts constrain access to hotels, supermarkets and other large institutional markets

KEY INVESTMENTS

A Two-hundred and fifty (250) Pineapple production of export varieties (Public: US$ 23.3 million, 4,000 farmers)

- Upgrade smallholder pineapple farms with improved planting material, better nutrient management, crop scheduling, flowering management and agronomic practices.

B Five (05) Pineapple nursery (Public – US$ 0.44 million)

- Establish nurseries facilities to to produce and distribute certified, uniform pineapple suckers
- Capacity of nurseries (615,000 suckers per annum)

C Five (05) Pineapple pack house (Public – US$ 0.9 million, Private – US$ 3.8 million)

- Establish centralized packhouse facilities with pre-cooling, grading, sorting, washing, packing and cold storage systems
- Capacity 10 tons of pineapple pe day

D Soft investments (Public - US$ 1.1 million)

- Design and deliver training for 4,000 farmers on nutrient management, crop scheduling, flowering management and agronomic practices. (Public: US$ 0.2 million)
- Establish systems for global GAP roll out and certification of farmers, and certification of pack house for export markets.
- Conduct market outreach and export promotion activities in targeted export markets

RISKS AND MITIGATION MEASURES

KEY RISKS AND MITIGATION MEASURES

R: Production is concentrated in a few areas, especially the Western Division, increasing vulnerability to weather, pests, disease outbreaks and supply disruptions.

M: Develop multiple production clusters across suitable areas; promote staggered planting, crop scheduling, pest and disease management, and climate-resilient farm practices.

R: Short shelf life and high perishability can lead to quality deterioration, post-harvest losses and rejection by hotels, supermarkets or export buyers.

M: Establish collection points, packhouses, grading, washing, pre-cooling, cold storage, crates, improved transport and clear handling protocols.

R: Small and irregular export volumes may limit buyer confidence and make it difficult to maintain access to export markets.

M: Develop buyer agreements, aggregate supply through clusters, strengthen Fiji pineapple branding, improve packaging, and support targeted buyer outreach and trade promotion.

R: Failure to meet food safety, traceability, biosecurity and buyer quality standards could restrict access to export markets.

M: Support SOPs, traceability systems, certification readiness, biosecurity compliance, product standards, export documentation and regular farmer/exporter training

Rerevaka na Kalou ka doka na Tui

Hand-in-Hand Initiative

AGRICULTURE, WATERWAYS & SUGAR

C. INVESTMENT CASE 3: PINEAPPLE

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's pineapple sector.

TOTAL INVESTMENT REQUIRED:
US$ 29.6 million
(Public: US$ 25.8 million, private: US$ 3.8 million in PPP mode)

IRR:
30.5%

NPV:
US$ 24.4 million

DIRECT BENEFICIARIES:
4,000
farmer HHs

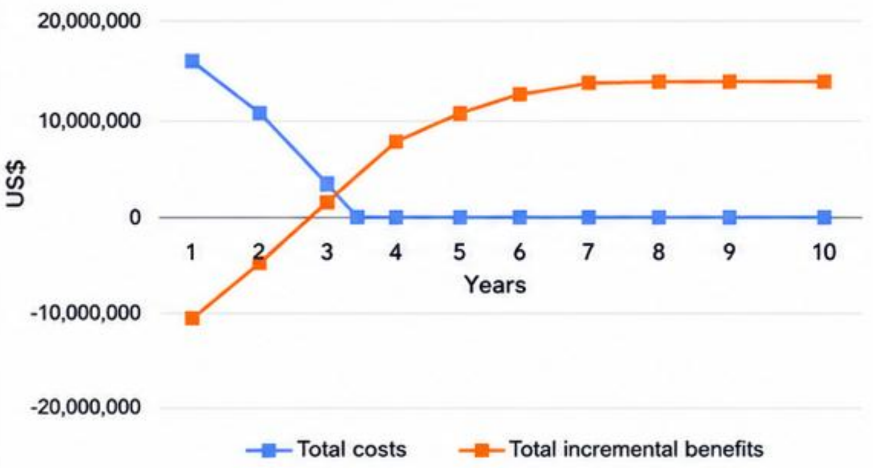
INDIRECT BENEFICIARIES:
18,400
people

JOBS CREATED:
2,230 FTE
(220 days per year)

WHERE THE INVESTMENT GOES (US$ 29.6 MILLION)

A. Pineapple production of export varieties (250 ha; 4,000 farmers)	US$ 23.3 million	(78.7%)
B. Pineapple nursery (5 nurseries; 615,000 suckers/year)	US$ 0.44 million	(1.5%)
C. Pineapple pack house (5 pack houses; 10 tons/day capacity)	US$ 4.7 million	(15.9%)
D. Soft investments (Training, certification, market outreach)	US$ 1.1 million	(3.7%)
TOTAL INVESTMENT	**US$ 29.6 MILLION (100%)**	

INVESTMENT CASE – PINEAPPLE (10-YEAR FINANCIAL PROJECTION)



- Strong financial returns with an IRR of 30.5% and NPV of US$ 24.4 million.
- Empowers 4,000 farmer households and benefits over 18,400 people.
- Creates 2,230 FTE jobs and strengthens rural livelihoods.
- Builds a competitive, sustainable pineapple sector with ready export potential.

Rerevaka na Kalou ka doka na Tui

Hand-in-Hand Initiative

Agriculture, Waterways & Sugar
For Fiji's Health & Wealth

C. INVESTMENT CASE 4: BREADFRUIT

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's breadfruit sector.

KEY PRODUCING AREAS

Commercial orchards are concentrated in western Viti Levu (Nadi, Lautoka, Sigatoka, Ba, Tavua) and Taveuni's Tutu Rural Training Centre.

EXPORT DEMAND

Strong demand from Pacific Island communities in New Zealand, estimated at **192 tonnes** annually.

MARKET OPPORTUNITY

Serves as a local substitute for imported staples like potatoes and wheat products for production of flour.

GOVERNMENT ACTION

Supporting commercialization via orchard field trials, marcotting technique evaluations for planting, and post-harvest value-chain initiatives.

A STRATEGIC INVESTMENT FOR FIJI

Strengthens food security, reduces import dependence, creates jobs, and opens new export opportunities for rural communities.

Hand-in-Hand Initiative

C. INVESTMENT CASE 4: BREADFRUIT

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's breadfruit sector.

KEY BOTTLENECKS

PRODUCTION CONSTRAINTS

- Limited organized orchard area
- dependence on scattered/backyard trees; seasonal and irregular supply

POST-HARVEST AND QUALITY CONSTRAINTS

- Limited post-harvest facilities (grading, sorting, aggregation systems)

MARKET ACCESS CONSTRAINTS

- Small and irregular export supply
- Weak farmer–aggregator–exporter coordination
- Limited buyer contracts constrain access to hotels, supermarkets and other large institutional markets
- Difficulty meeting buyer requirements on maturity, size, quality, packaging, treatment and shipment timing

KEY INVESTMENTS

A Twenty (20) Breadfruit orchard development (Public: US$ 0.37 million, Private: 0.1 million, 200 farmers)

- Establish commercial and semi-commercial breadfruit orchards.
- Provide inputs for orchard establishment, including quality planting material/seedlings of preferred breadfruit varieties, compost/manure, mulch, fencing and basic tools

B Five (05) Breadfruit aggregation and export unit (Public – US$ 0.67 million, Private – US$ 0.88 million)

- Establish collection facilities near production areas
- Provide crates, harvesting tools and basic field-handling equipment to reduce fruit damage including grading, sorting and quality inspection systems based on fruit maturity, size and quality
- Support phytosanitary compliance, including linkages to HTFA treatment for New Zealand export consignments
- Capacity of pack house (3,0 tons of breadfruit per week)

C Soft investments (Public - US$ 0.19 million)

- Design and deliver training for 200 farmers on training on orchard management, harvesting maturity, post-harvest handling, quality standards and processing requirement. (Public: US$ 0.1 million)
- Protocol development and compliance support for export markets; training on export standards, phytosanitary requirements and HTFA-related procedures.
- Conduct market outreach and buyer/export trials to test market readiness in targeted export markets

RISKS AND MITIGATION MEASURES

KEY RISKS AND MITIGATION MEASURES

R: Low farmer uptake of orchard planting because breadfruit has delayed returns and many farmers currently rely on scattered/backyard trees.

M: Promote semi-commercial orchards in selected clusters, support intercropping during early years, provide quality seedlings, and use demonstration orchards to show yield and income potential.

R: Scattered production and seasonal supply may make it difficult to collect consistent volumes for exporters and processors.

M: Organize farmer clusters, develop production/supply calendars, set up collection points, and introduce supply agreements with aggregators, processors and exporters.

R: Failure to meet phytosanitary, HTFA, packaging and buyer requirements may restrict access to export markets.

M: Support export certification, biosecurity protocols, HTFA linkages, traceability, buyer trials, packaging/labelling and targeted market promotion.

R: Fruit damage, poor maturity selection and weak handling may lead to rejection in fresh, tourism and export markets.

M: Introduce SOPs for harvesting, maturity grading, sorting, packing and transport; provide crates, collection systems, short-term storage and quality-control checks.

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C. INVESTMENT CASE 4: BREADFRUIT

A Profitable, Sustainable and Inclusive Investment for Fiji

High returns, strong impact, and a resilient future for Fiji's breadfruit sector.

TOTAL INVESTMENT REQUIRED:
US$ 2.2 million
(Public: US$ 1.2 million, private: US$ 1.0 million in PPP mode)

IRR:
29.9%

NPV:
US$ 3.2 million

DIRECT BENEFICIARIES:
200
farmer HHs

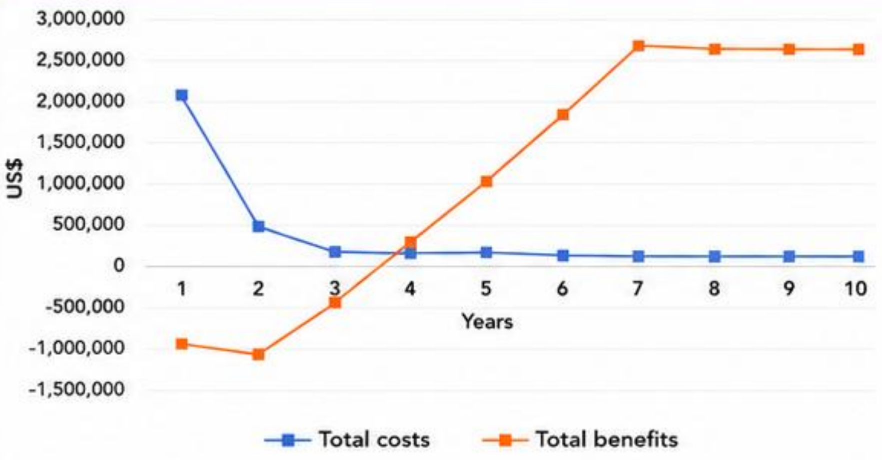
INDIRECT BENEFICIARIES:
920
people

JOBS CREATED:
72 FTE
(220 days per year)

WHERE THE INVESTMENT GOES (US$ 2.2 MILLION)

A. Breadfruit orchard development (20 orchards; 200 farmers)	US$ 0.47 million (21.4%)
B. Aggregation and export unit (Collection facility, crates, handling & inspection systems)	US$ 1.55 million (70.5%)
C. Soft investments (Training, protocols, market outreach)	US$ 0.18 million (8.1%)
TOTAL INVESTMENT	**US$ 2.2 MILLION (100%)**

INVESTMENT CASE – BREADFRUIT (10-YEAR FINANCIAL PROJECTION)



- Strong financial returns with an IRR of 29.9% and NPV of US$ 3.2 million.
- Empowers 200 farmer households and benefits over 920 people.
- Creates 72 FTE jobs and strengthens rural livelihoods.
- Builds a competitive, sustainable breadfruit sector with export potential.

Rerevaka na Kalou ka doka na Tui

Hand-in-Hand Initiative

Agriculture, Waterways & Sugar — For Fiji's Health & Wealth

Hand-in-Hand Initiative

Fiji Investment Summary

Stronger Fiji Together

Investing in People. Investing in Resilient and Prosperous Agrifood Systems.

Summary

US$ 5.5 mil Govt. Budget	**US$ 65.5 mil** Total Investment Required	**24.8%** Overall - Average IRR	**US$ 58.7 mil** Total NPV	**31,600 Direct HHs & 145,360 Indirect people**	**US$ 1,860** Annual Income Increase per Household	**-75,325.12 tCO2-eq** Total Emission Reduction Potential in 20 years

KEY INVESTMENTS

1 Coconut Sector

- Cost – US$ 18.2 million
- IRR – 19.7%
- NPV – US$ 20.7 million

Sustainability Benefits

- Beneficiaries: 25,000 farmer HHs, 115,000 people
- Annual increase in HH income from project NPV: US$ 830
- Emission reduction per ha: -46,323 tCO2-e

2 Cocoa Sector

- Cost – US$ 15.5 million
- IRR – 19.1%
- NPV – US$ 10.4 million

Sustainability Benefits

- Beneficiaries: 2,400 farmer HHs, 11,040 people
- Annual increase in HH income from project NPV: US$ 4,330
- Emission reduction per ha: -14,095 tCO2-e

3 Pineapple Sector

- Cost – US$ 29.6 million
- IRR – 30.5%
- NPV – US$ 24.4 million

Sustainability Benefits

- Beneficiaries: 4,000 farmer HHs, 18,400 people
- Annual increase in HH income from project NPV: US$ 6,110
- Emission reduction per ha: +2,396 tCO2-e

4 Breadfruit Sector

- Cost – US$ 2.2 million
- IRR – 29.9%
- NPV – US$ 3.2 million

Sustainability Benefits

- Beneficiaries: 200 farmer HHs, 920 people
- Annual increase in HH income from project NPV: US$ 16,185
- Emission reduction per ha: -17,302 tCO2-e

*Resilient Communities | Productive Landscapes | **A Food Secure Fiji***