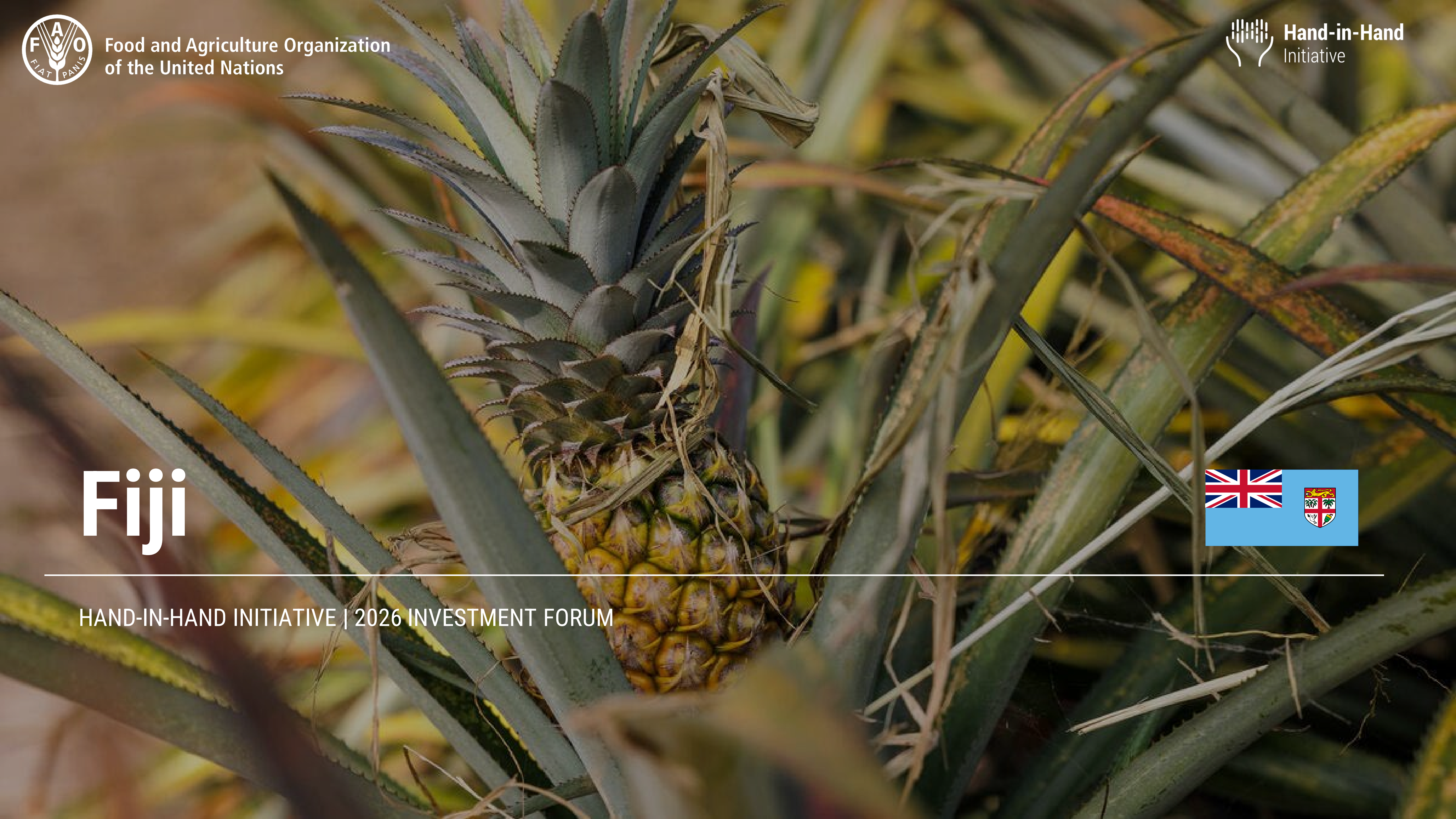
Food and Agriculture Organization of the United Nations

Hand-in-Hand Initiative



Fiji

HAND-IN-HAND INITIATIVE | 2026 INVESTMENT FORUM

IMPORTANT NOTES

FAO'S HAND-IN-HAND INITIATIVE

The investment opportunities presented in this document derive from government-led investment plans developed under FAO's Hand-in-Hand (HIH) Initiative. The Initiative supports countries in identifying high-impact agrifood system investments through a combination of data-driven territorial analysis, value chain assessments, and close collaboration with national counterparts. Using the Hand-in-Hand Geospatial Platform, the Initiative integrates geospatial, biophysical, and socio-economic data to identify priority "green zones" where agricultural potential and poverty incidence overlap, creating strong opportunities for transformative investment. Based on these analyses, national governments lead the development of investment plans that identify priority value chains, key bottlenecks, and potential investments required to accelerate agrifood system transformation. These investment opportunities aim to raise incomes, improve nutrition, and empower poor and vulnerable populations, while strengthening resilience to climate change and supporting the sustainable management of natural resources. The Initiative focuses on territories where targeted investments can generate the greatest impact in reducing poverty and hunger, contributing to progress towards Sustainable Development Goals SDG1 (No Poverty), SDG2 (Zero Hunger), and SDG10 (Reduced Inequalities), while balancing economic growth, social inclusion, and environmental sustainability.

IMPORTANT CLARIFICATIONS

The opportunities presented in this document are derived from government investment plans and reflect national development priorities identified through the Hand-in-Hand Initiative. FAO provides analytical and technical support in the identification and assessment of these opportunities and facilitates engagement with potential partners. The concepts presented are indicative and require further structuring and discussion with the relevant governments and potential investors. This document therefore presents a pipeline of government-prioritized agrifood investment opportunities that have been pre-screened using FAO's Hand-in-Hand analytical tools. FAO can support interested partners by facilitating technical exchanges and follow-up discussions with relevant government counterparts.

IMPACT TAGS

Investment cases are classified across four impact areas to highlight their primary development contributions and ensure comparability across countries and value chains.

Livelihoods	Income, productivity, jobs, and market access
Gender & Youth	Inclusion and opportunities for women and young people
Planet & Environment	Climate resilience and sustainable resource management
Digital	Use of technology to improve efficiency and access

FIJI

A climate-resilient Pacific hub with strong government backing and untapped agri-export potential

KEY INVESTMENT SIGNALS

POPULATION

0.9M

(MILLION)

GDP

USD 6.0B

(BILLION)

ARABLE LAND

555K ha

(THOUSAND HECTARES)

INVESTMENT CASE

STRATEGIC MARKET ACCESS

- Aviation hub with high-value diaspora export demand
- Member of WTO, IMF, WCO, and Pacific Islands Forum
- Trade agreements: MSGTA, PICTA, Interim EPA with EU
- Ports handle 300+ islands, gateway to regional markets

PRO-INVESTMENT GOVERNMENT

- Investment Act 2021 simplifies regulation, cuts red tape
- Corporate tax 25%, free profit repatriation after tax
- Standardized investor process via Investment Fiji agency
- $200M World Bank/ADB funding for resilient infrastructure

UNTAPPED GROWTH POTENTIAL

- Tourism sector demand for fresh, branded local produce
- Low value-addition; most crops sold raw or unprocessed
- Non-sugar Agriculture Policy earmarks priority crop growth
- Yield gaps and post-harvest losses signal room to scale

FIJI: INVESTMENT PORTFOLIO

Unlocking productivity and value addition across Fiji's coconut, cocoa, pineapple, and breadfruit value chains

INVESTMENT PLAN **FIJI**	INVESTMENT CASE **1. COCONUT**	INVESTMENT CASE **2. COCOA**	INVESTMENT CASE **3. PINEAPPLE**	INVESTMENT CASE **4. BREADFRUIT**
IMPACT TAGS	IMPACT TAGS	IMPACT TAGS	IMPACT TAGS	IMPACT TAGS
INVESTMENT **USD 65.5 million**	INVESTMENT **USD 18.2 million**	INVESTMENT **USD 15.5 million**	INVESTMENT **USD 29.6 million**	INVESTMENT **USD 2.2 million**
NPV **USD 58.7 million**	NPV **USD 20.7 million**	NPV **USD 10.4 million**	NPV **USD 24.4 million**	NPV **USD 3.2 million**
AVG IRR **24.8%**	IRR **19.7%**	IRR **19.1%**	IRR **30.5%**	IRR **29.9%**
DIRECT BENEFICIARIES **31.6 thousand**	DIRECT BENEFICIARIES **25.0 thousand**	DIRECT BENEFICIARIES **2.4 thousand**	DIRECT BENEFICIARIES **4.0 thousand**	DIRECT BENEFICIARIES **0.2 thousand**
INDIRECT BENEFICIARIES **145.4 thousand**	INDIRECT BENEFICIARIES **115.0 thousand**	INDIRECT BENEFICIARIES **11.0 thousand**	INDIRECT BENEFICIARIES **18.4 thousand**	INDIRECT BENEFICIARIES **0.9 thousand**
AVG PER HOUSEHOLD INCOME INCREASE **+USD 1,860**	PER HOUSEHOLD INCOME INCREASE **+USD 830**	PER HOUSEHOLD INCOME INCREASE **+USD 4,330**	PER HOUSEHOLD INCOME INCREASE **+USD 6,110**	PER HOUSEHOLD INCOME INCREASE **+USD 16,185**
GHG IMPACT **TBD tCO2-e**	GHG IMPACT **TBD tCO2-e**	GHG IMPACT **TBD tCO2-e**	GHG IMPACT **TBD tCO2-e**	GHG IMPACT **TBD tCO2-e**

1. COCONUT

From raw copra to premium coconut products for tourism and export markets

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 18.2M
(MILLION)

NPV
USD 20.7M
(MILLION)

IRR
19.7%
(%)

RATIONALE

- Large, established production base across outer islands and Vanua Levu
- Growing demand for virgin oil, coconut water, and value-added products
- Strong fit with Fiji's tourism industry and premium island branding
- Existing processing hubs provide a ready foundation for scale-up

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. Aging/senile trees; limited access to improved planting material; cyclone & pest damage	PPP Rejuvenation of 6,157 ha of old coconut plantations (USD 14.9 million)
2. Inconsistent seedling supply constraining rejuvenation	Public 10 coconut nurseries (210,000 saplings/year) (USD 0.3 million)
3. High logistics costs; limited local processing; inconsistent raw material supply	PPP 3 virgin coconut oil processing units (USD 0.9 million)
4. Underdeveloped value-added markets; limited hotel/tourism supply	PPP 2 tender coconut & coconut water processing units (USD 0.6 million)
5. Price exposure; weak branding; limited buyer linkages	Public Soft investments (training, branding, market promotion) (USD 1.5 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
25.0K
(THOUSAND)

INDIRECT BENEFICIARIES
115.0K
(THOUSAND)

PER HOUSEHOLD INCOME INCREASE
+830
(USD/HOUSEHOLD)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

2. COCOA

Reviving Fiji's cocoa sector into a specialty, export-ready chocolate value chain

Hand-in-Hand Initiative

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 15.5M
(MILLION)

NPV
USD 10.4M
(MILLION)

IRR
19.1%
(%)

RATIONALE

- Recovering production base with strong replanting momentum already underway
- Rising demand from hotels, duty-free shops, and specialty export markets
- Clear path from raw beans to dark chocolate, couverture, and confections
- Government-backed farmer training and market linkages already in motion

KEY BOTTLENECKS / PROPOSED INVESTMENTS(*)

Key bottlenecks	Type	Proposed investments
1. Small production base recovering from disasters/pests; farmer hesitancy	Public, Private	Rehabilitate & upgrade 600 cocoa farms (USD 4.5 million)
2. Limited availability of quality seedlings	Public	10 cocoa nurseries (100,000 saplings/year) (USD 0.1 million)
3. Weak fermentation/sun-drying practices; limited post-harvest equipment	PPP	50 community-based cocoa fermentation enterprises (USD 8.5 million)
4. Inconsistent supply from farmers to processors	PPP	5 cocoa processing units (USD 1.5 million)
5. Limited farmer skills; weak quality assurance and market outreach	Public	Soft investments (training, QA systems, promotion) (USD 0.9 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
2.4K
(THOUSAND)

INDIRECT BENEFICIARIES
11.0K
(THOUSAND)

PER HOUSEHOLD INCOME INCREASE
+4,330
(USD/HOUSEHOLD)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

3. PINEAPPLE

Hand-in-Hand Initiative

Scaling Fiji's pineapple sector from local staple to premium export product

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT
USD 29.6M
(MILLION)

NPV
USD 24.4M
(MILLION)

IRR
30.5%
(%)

RATIONALE

- Second-largest permanent crop by volume, with strong local market absorption
- Growing tourism and export demand, especially from New Zealand
- Government-backed export roadmap already opening priority markets
- Clear opportunity to build organized farm-to-export supply chains

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. Limited quality planting material; inconsistent harvest scheduling	**Public** Upgrade 250 smallholder farms to export varieties (4,000 farmers) (USD 23.4 million)
2. Difficulty ensuring year-round Grade A supply	**Public** 5 pineapple nurseries (615,000 suckers/year) (USD 0.4 million)
3. Limited post-harvest facilities (grading, sorting, aggregation)	**PPP** 5 pineapple packhouses (10 tons/day capacity) (USD 4.7 million)
4. Small/irregular export supply; weak farmer–buyer coordination	**Public** Soft investments (training, GAP certification, market outreach) (USD 1.1 million)

SUSTAINABILITY BENEFITS

DIRECT BENEFICIARIES
4.0K
(THOUSAND)

INDIRECT BENEFICIARIES
18.4K
(THOUSAND)

PER HOUSEHOLD INCOME INCREASE
+6,110
(USD/HOUSEHOLD)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.

4. BREADFRUIT

Hand-in-Hand Initiative

Turning an underused staple crop into a branded export opportunity

INVESTMENT PROFILE (INDICATIVE)

INVESTMENT

USD 2.2M
(MILLION)

NPV

USD 3.2M
(MILLION)

IRR

29.9%
(%)

RATIONALE

- Strong, steady export demand from Pacific diaspora communities in New Zealand
- Natural local substitute for imported staples like potatoes and wheat
- Currently under-commercialized, offering a first-mover market advantage
- Government already piloting orchard trials and export protocols

KEY BOTTLENECKS	PROPOSED INVESTMENTS(*)
1. Limited organized orchard area; dependence on scattered backyard trees	**PPP** Develop 20 breadfruit orchards (200 farmers) (USD 0.5 million)
2. Limited post-harvest facilities (grading, sorting, aggregation)	**PPP** 5 breadfruit aggregation & export units (USD 1.5 million)
3. Difficulty meeting buyer requirements (maturity, packaging, phytosanitary/HTFA)	**Public** Soft investments (training, protocol development, market outreach) (USD 0.2 million)

SUSTAINABILITY BENEFITS

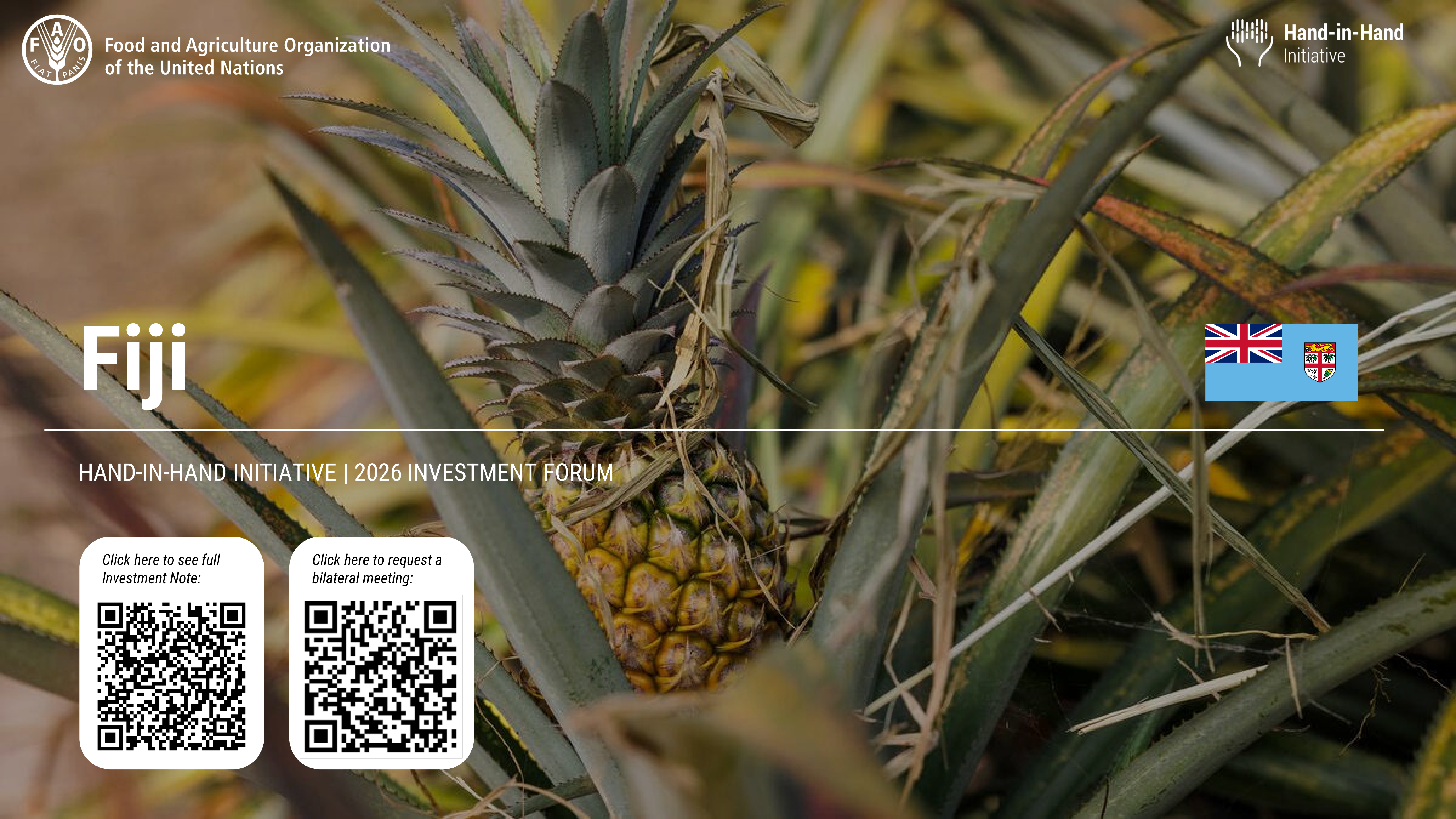
DIRECT BENEFICIARIES
0.2K
(THOUSAND)

INDIRECT BENEFICIARIES
0.9K
(THOUSAND)

PER HOUSEHOLD INCOME INCREASE
+16,185
(USD/HOUSEHOLD)

GHG IMPACT
FAO EXACT CARBON TOOL
TBD
(tCO2-e)

Note: (*) Opportunities reflect government priorities identified through the FAO Hand-in-Hand Initiative and require further structuring with relevant public and private stakeholders.



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Click here to see full Investment Note:

Click here to request a bilateral meeting: