



Food and Agriculture
Organization of the
United Nations

Zambia Investment Plans

Hand-in-Hand Investment Forum 2026



Progress on the Planned Investments

- **Private sector Commitments**
 - USD 40,000,000 (2024/25) - ZANACO \$ 23,400,000 & Good Nature Agro & \$16,600,000
 - USD 27,748,137 (2025/2026) - ZANACO
 - USD 11,000,000 (2025) Cropit Farming/Global Grains
- **Government Commitments**
 - USD 200,000,000 (2024/2025) - Government (SAFS and Mechanisation programs (2024-2026))
 - Installation of 80 fish cages on Lake Bangweulu in Samfya Luapula Province – USD 880,000
 - cold chain facility installation and refrigerated truck in Senanga – USD 158,090 through the Citizen Economic Empowerment Commission
- **Development Partners**
 - FAO ICA-4 Matching grant \$230,000 for soyabean – 3 beneficiaries
- **On-going discussions**
 - ZANACO structuring a USD 150 million deal with Bayer
 - Zambia Development Agency facilitating import duty waivers for interested investors in the VCs
 - Bayer export incentives with Ministry of Commerce, Trade and Industry
 - GNA partnership with Industrial Development Coordination



ZAMBIA AT A GLANCE

Geography and Demographic

- Population: 20 million (2022 Census)
- Land Area: 752,612 km²
- Population Growth Rate: ~2.8% per annum

Economic Overview

- GDP: US\$29 billion
- GDP Growth: 5.2% (2025)
- GDP per Capita Growth: ~15% per annum
- Agriculture Contribution to GDP: 3.4%

Agriculture and Livestock

- Arable Land: 42 million ha, approximately only 6–7% is utilized
- Cattle Population: ~ 5 million

Regional Context

- Neighbouring Countries:
Land Linked with Eight neighbours - Angola | DRC | Tanzania | Malawi | Mozambique | Zimbabwe | Botswana | Namibia

Development Context

- Poverty Rate: 60% (LCMS 2022) (Rural 78.8 and Urban 31.9)



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WHY INVEST IN ZAMBIA

Stable Economy

- Political stability and stable macroeconomic indicators

Market Access

- 1.3Bn consumers under AfCFTA, SADC, COMESA

Investment Friendly

- 100% profit repatriation and private sector-led policies

Incentives

- 100% capital allowance & 10% tax on agriculture profits

Policy Framework

- 8th National Development Plan targeting ~10% Agri growth

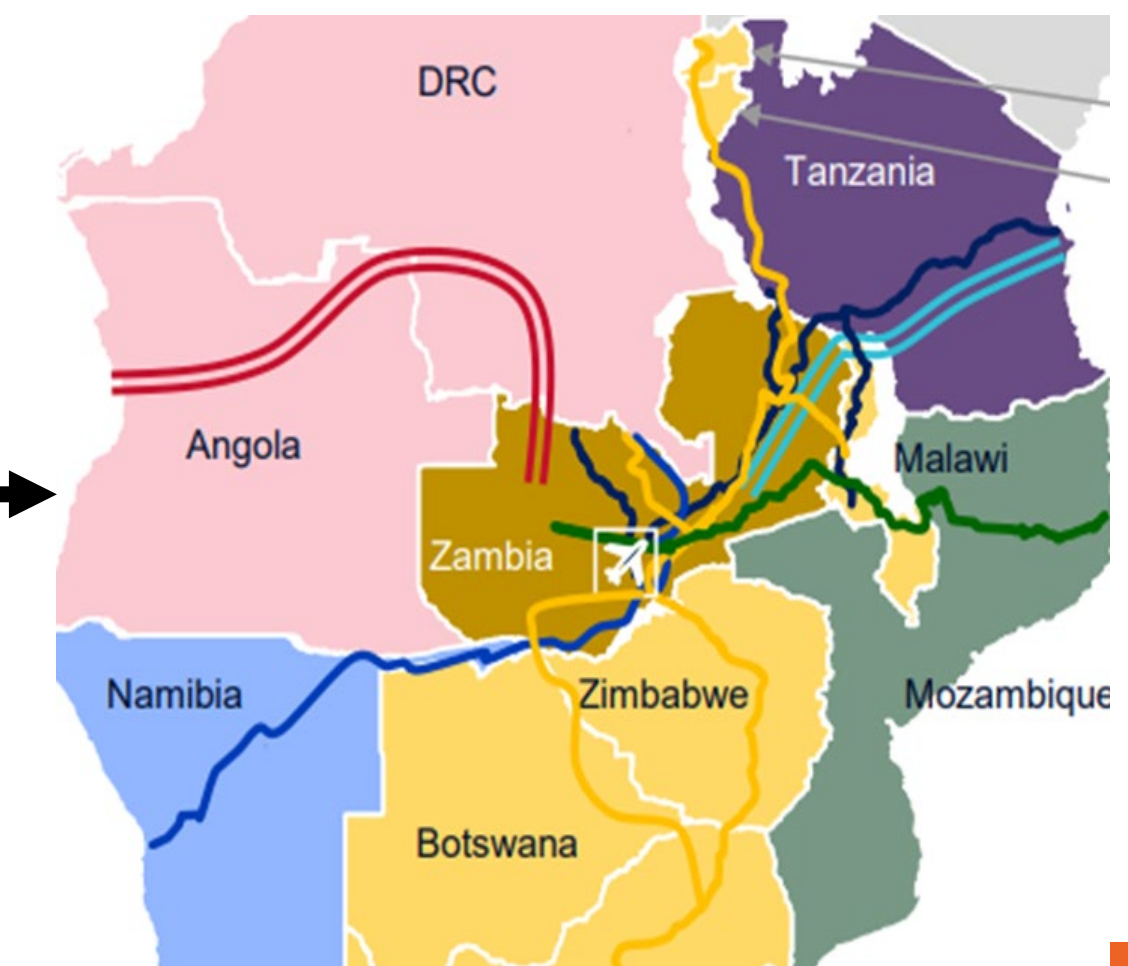
Demographics

- Young dynamic and skilled labour force (median age: 17.3)

Why Invest in Agriculture in Zambia

- -10% Tax on farming profits
- 1M Ha ready for investments
- 42 Mha arable land
- Local +regional markets
- Mechanisation gap
- Labour force Young and available
- High ROI opportunity

Gateway to a
USD 3.4 Trillion
Regional
Market
including the
Lobito Corridor



PRIORITY HIH INVESTMENT AREAS



Beef: A key contributor to rural livelihoods and national income, the beef sector supports smallholder farmers, creates employment along the value chain, and holds strong export potential, particularly within regional and international markets.



Soybeans: An important cash and industrial crop, soybeans drive value addition through processing into cooking oil and stockfeed, support the poultry and livestock industries, and contribute significantly to farmer incomes and import substitution.



Honey: A high-value non-timber forest product, honey provides income for rural households, especially in forest-rich areas, promotes environmental conservation, and has growing export demand due to its organic and natural production systems.



Common beans: A key contributor to food and nutrition security, household incomes, and rural livelihoods in Zambia. They are widely grown by smallholders, improve soil fertility, and offer strong local and regional market opportunities.

The selected Value chains are aligned with Government Policies/programs:

Comprehensive
Agriculture
Transformation
Support Programme
(CATSP)

Lobito Corridor
development
program

Farm blocks
development
program

Food systems
transformation
pathways

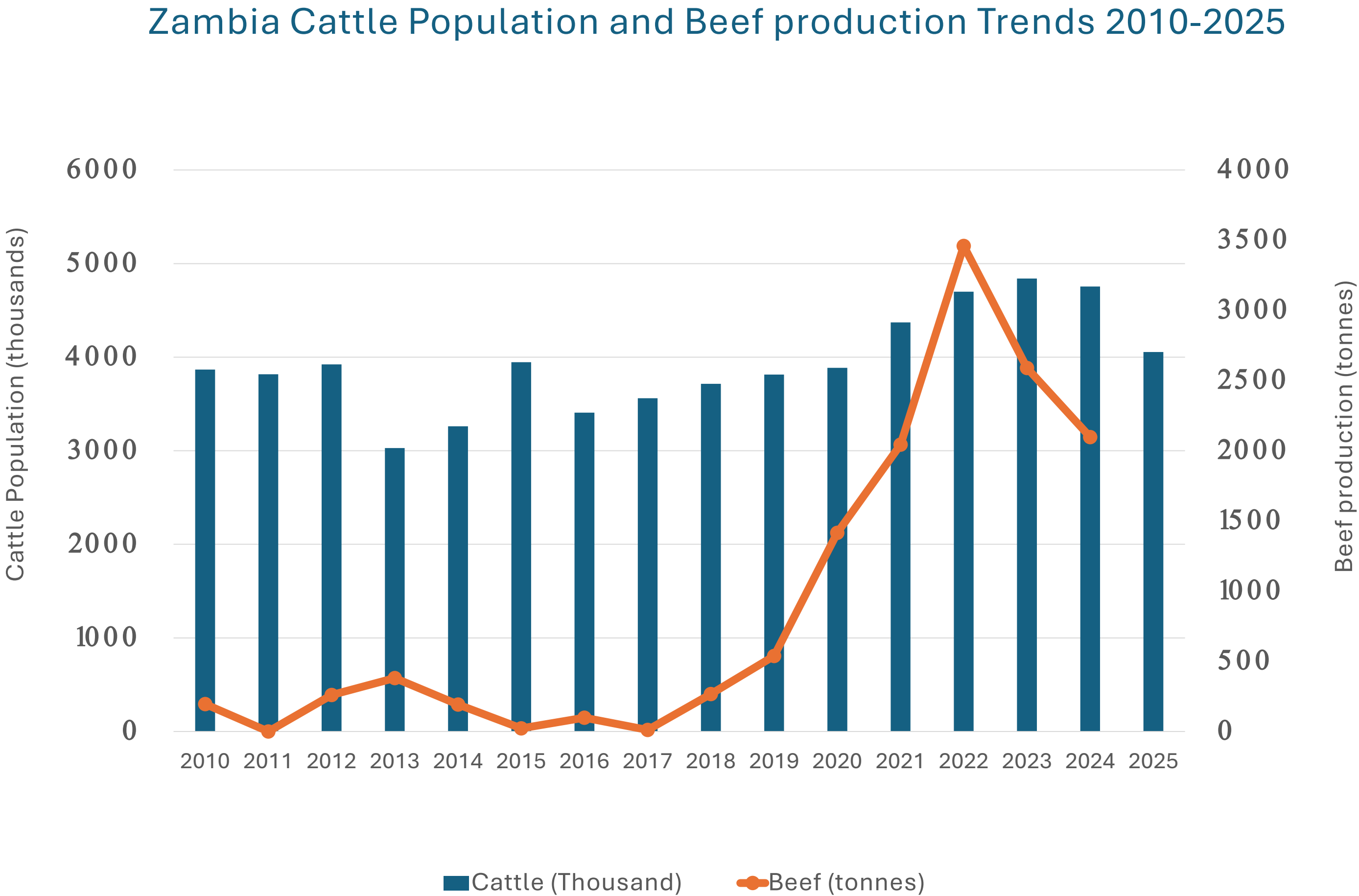


OPPORTUNITY 1: INVESTING IN BEEF



Economic Significance of Beef

- Currently valued at approximately 1 USD Billion
- Cattle Population @ 4 Million
- Contributes ~42 % of Zambia’s Agricultural GDP
- Potential for export growth from the current 2% of beef produced is exported with for growth





OPPORTUNITY 1: INVESTING IN BEEF

Goal: To increase the national cattle herd population from 4 M to 7 M and expand processing capacity to 1 M animals by 2031

Focused Investments

- Animal disease-free compartments establishment
- Investment in fodder production
- Investment in Artificial Insemination services
- Upgrading existing abattoirs

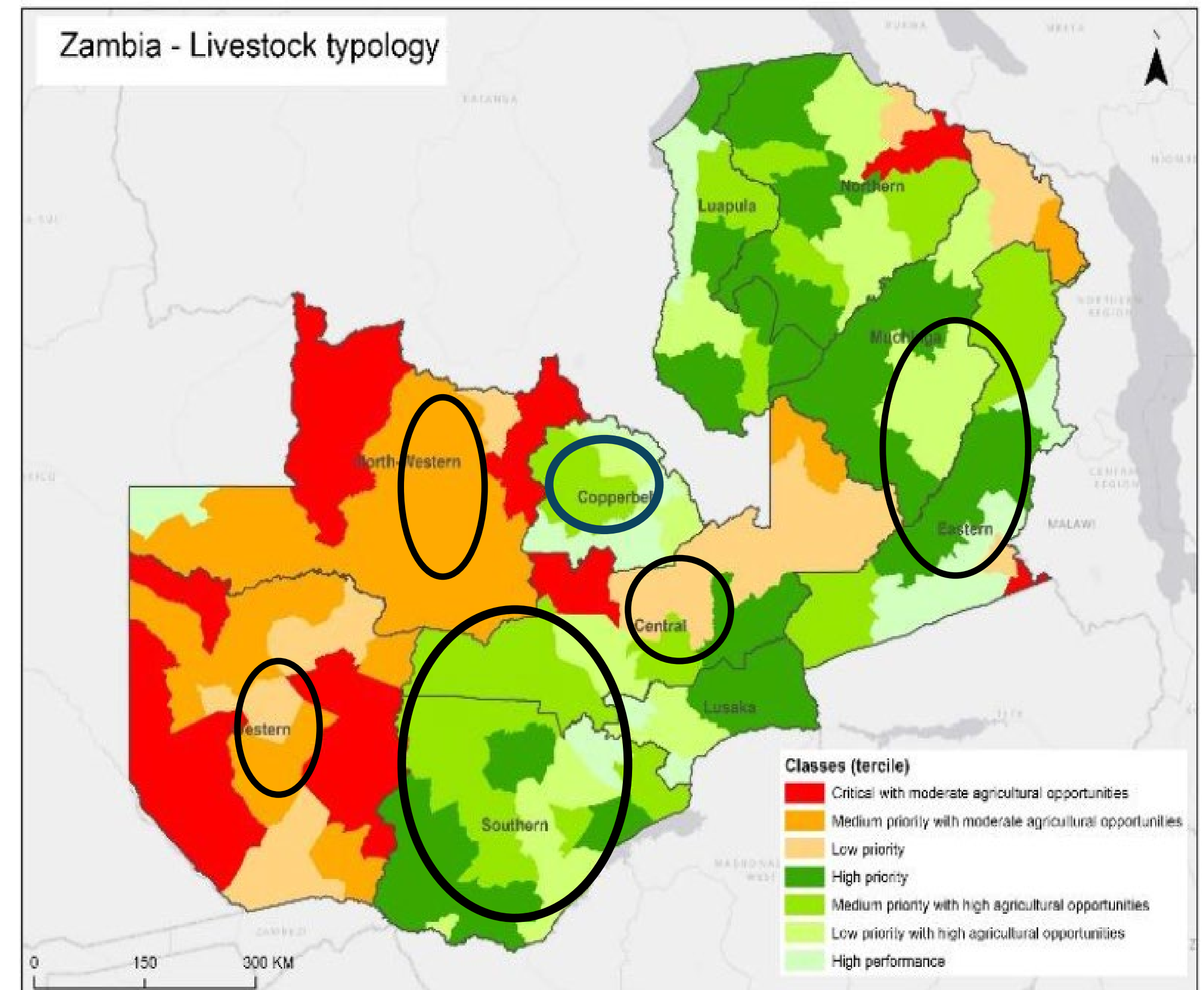
Target Regions

- Western Province
- Copperbelt Province
- Southern Province
- Eastern Province
- Central Province
- Northwestern Province

Target Market

- Domestic Market
- DRC and Angola
- Other Countries

HH livestock typology with target regions encircled





BEEF INVESTMENT CASE

Bottlenecks	Key Investment	Risks and Mitigations
- High prevalence of animal diseases - Low production and productivity	Animal Disease Free Compartments (ADFC) \$26.06mn (PPP) Invest in biosecurity system (including fencing, quarantine and dipping facilities) costing \$10,425 per farm (size 30ha) targeting 2500 farmers. Herd size of average 16 to 31 (sells excluded).	R: Wildlife Contact and Feed contamination: Unfenced boundaries allow cattle to mix with wildlife and share local water sources and pathogens can spread through low-quality feed. M: Protected Infrastructure and supplier audits: Set strict grazing boundaries and build dedicated watering points inside compartments. Only buy animal feed from certified, audited, biosecure suppliers.
- Low production and productivity - Low access to breeding stock due to price and low quality	Artificial Insemination Centers \$280,153 (PPP) - Equip the existing artificial insemination (Mini lab model nitrogen generator, cold room facilities, holding canisters) - Equipment cost per center \$20,010	R: Cold Chain Failure and technical skills gaps: Frequent power outages and an unreliable supply of liquid nitrogen can lead to semen degradation, alongside low technical skills among technicians and poor heat detection by farmers M: Infrastructure Security and retraining: Government to ensure a continuous supply of liquid nitrogen and implement reliable solar and generator backup power systems, along with regular technical training and on-farm programs for heat detection and nutrition.
Low production and productivity Poor nutrition High cost of feed	Feed and Fodder Production \$595,598 (Private) - Setup 5 Feed and Fodder production farms in the Animal Disease Free Compartment regions (30-hectare farms) - Investment items (Farm equipment, irrigation system, storage facilities) cost for each \$119,119 - Animal feed per farm (capacity 5250 Mt/yr)	R: Climate variability and soil degradation severely affect fodder growth cycles and yields. Continuous intensive cultivation without proper nutrient management leads to reduced land fertility and lower yields. M: Drought-resilient varieties and regenerative practices: Investing in climate-resilient fodder crops, practicing cover cropping, crop rotation, fertilizer application, and legume integration to maintain soil health
Existing slaughtering and meat-handling infrastructure is substandard Current facilities lack the capacity to accommodate projected growth in cattle production	High Standard Abattoirs \$21.15mn (Private) - Upgrading 5 abattoirs to meet export standards for World Organisation for Animal Health - Construct 5 new abattoirs in the ADFC with one meeting the halal requirements for exports to the middle east countries - Equipment includes cold rooms, evaporators, and steam boilers for processing 50-100 animals/day, costing \$2,115,353 each	R: Disease and Supply volatility : Outbreaks of diseases or spikes in feed prices due to climate change can halt national slaughtering operations. M: Strict Biosecurity and Sourcing Diversification: Implement strict biosecurity measures and diversify cattle sourcing with secure, long-term contracts across regions.



BEEF INVESTMENT CASE



USD\$ 48.09mn
Total Investment

USD\$ 20.51mn
NPV

21.9%
IRR

Beneficiaries 538,000

101,949 tonnes of CO2 eq
Emission Increase

	Setting up of animal disease-free compartments (PPP)	Abattoir Upgrade (Private)	Artificial Insemination Centers	Fodder Production
INVESTMENT NEEDED	\$26.06mn	\$21.15mn	\$280,153	\$595,598
NPV	\$13.69mn	\$6.30mn	\$164,610	\$357,299
IRR	22%	17.9%	25%	23%
PAYBACK PERIOD	4. 7yrs.	6 yrs.	4yrs.	4 yrs.
INCREASE IN FARMER INCOME	\$376	-	-	-
DIRECT BENEFICIARIES	2500	60000	5250	3750
INDIRECT BENEFICIARIES	30,000	360,000	31,500	45,000

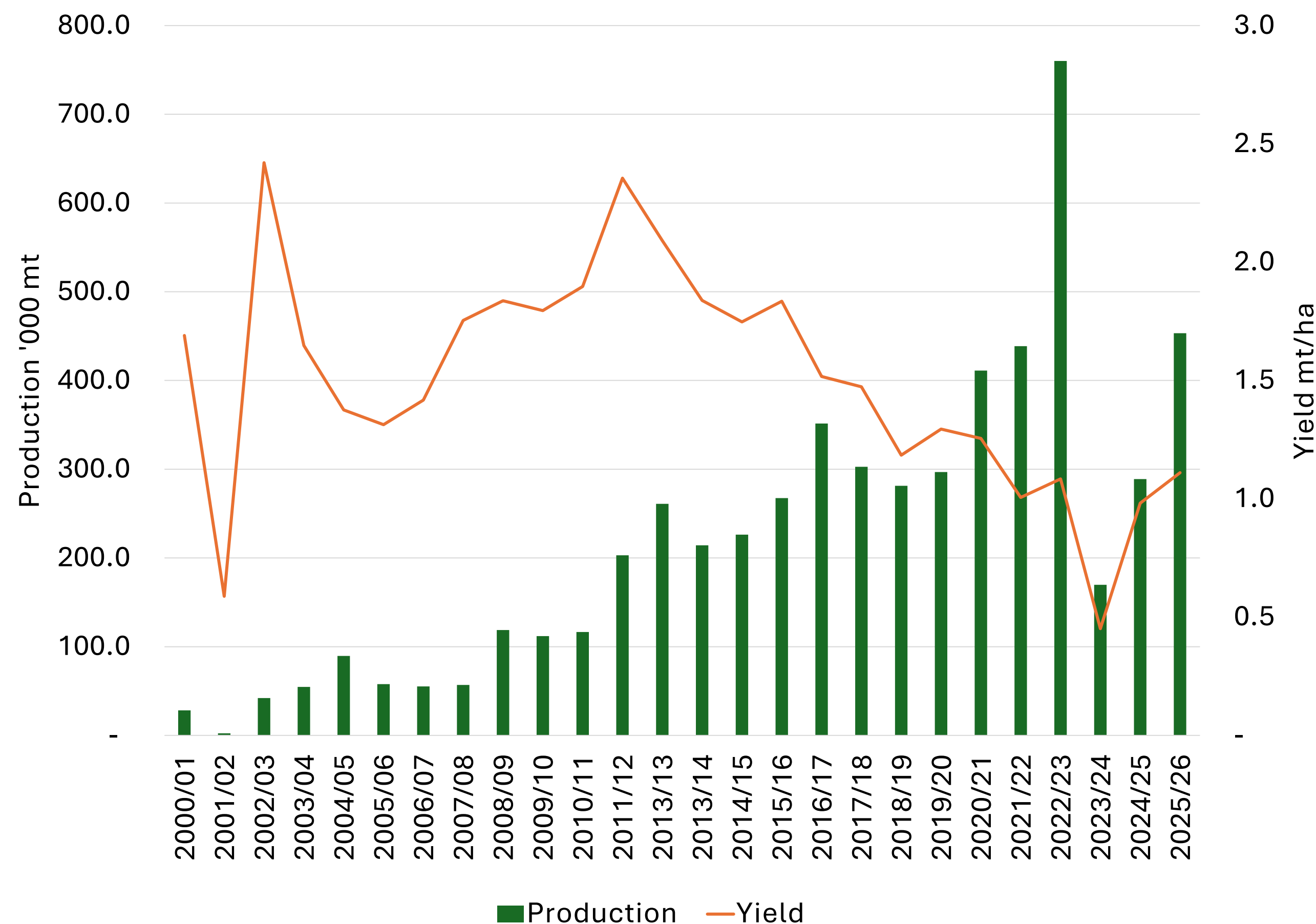
OPPORTUNITY 2: INVESTING IN SOYBEANS



Economic Significance

- High-Value Protein Source
Essential for nutrition and food security.
- Strong Industrial Demand
Widely used in edible oil processing, aquaculture, and livestock feed production.
- Significant Supply Gap
Annual demand stands at ~750,000 MT, against production of ~500,000 MT.
- Untapped Productivity Potential
Current yields average 0.9 MT/ha, compared to a potential of 2–3.5 MT/ha

Zambia Soybean Production Trends 2000/01– 2025/2026





INVESTING IN SOYBEAN

- **Goal: Increase annual soybean production by 227 799 MT by 2030 (baseline production 453,000 MT)**

Investment Areas

- Improved production practices
- Processing & value addition
- Improved post-harvest management
- Increase Certified seed multiplication

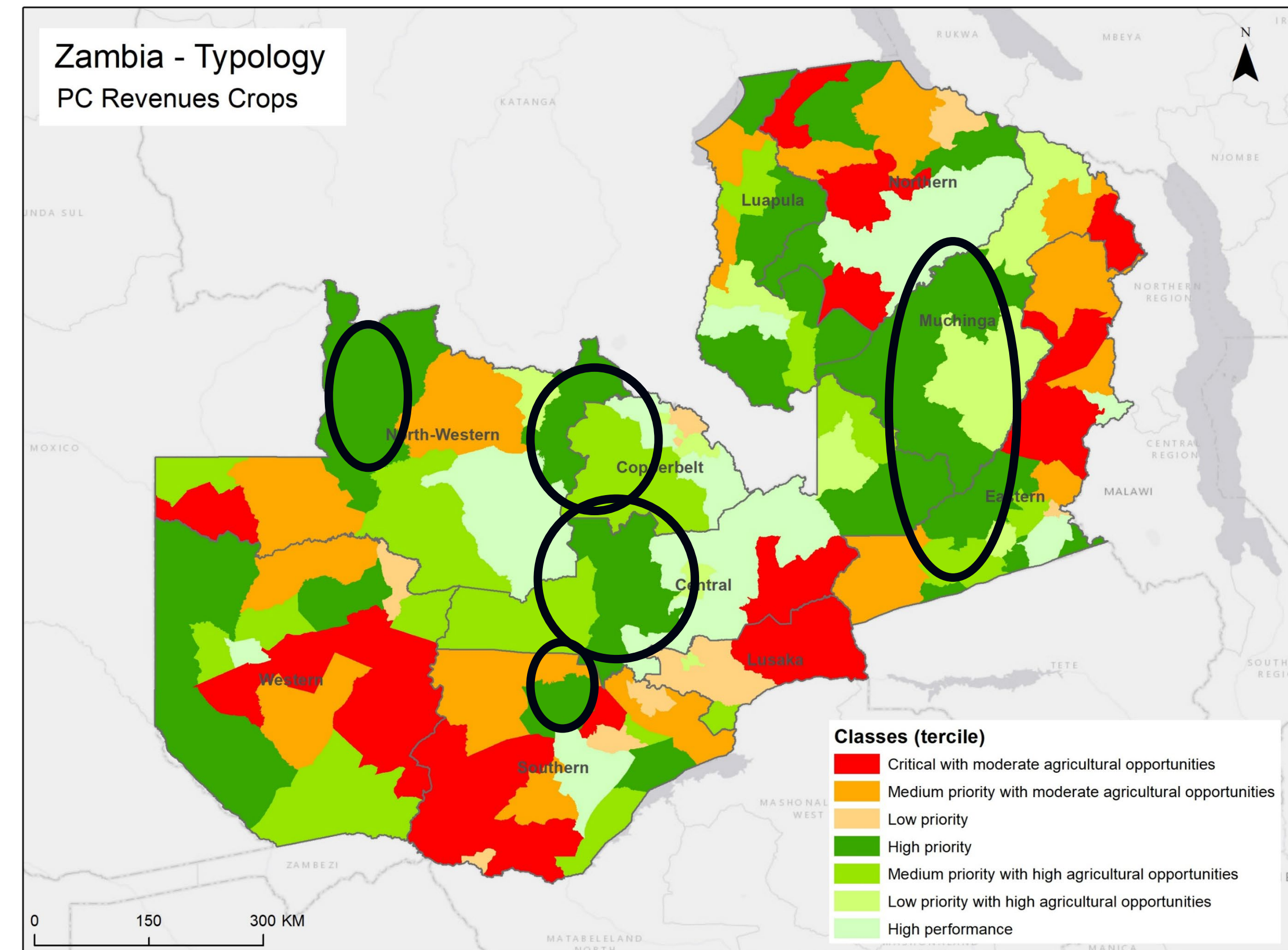
Target Regions:

Eastern, Central, Copperbelt, Northwestern and Southern provinces

Target Market:

Local market and export markets in COMESA and SADC regions

HHI typology with target regions encircled



Source: FAO, OCHA, Atlas AI, 2022, Living conditions monitoring survey VII - 2015, Central Statistical Office, Zambia



SOYBEAN INVESTMENT AREAS

Bottlenecks	Key Investment	Risks and Mitigations
Limited access to inputs e.g. seed and fertilizers and services drives low productivity (0.9MT/Ha)	IMPROVE PRODUCTION THROUGH OUTGROWER SCHEMES US\$41.2 mn (Private) Provide integrated packages of inputs (seed, fertilizer, inoculum) and services (mechanization, agricultural insurance) across 138,060 hectares with training and financing as enablers	R: Initial resistance to change and limited access to financing M: Provide comprehensive training and development partners driven grant financing
Large distance between production areas and existing processing units drives high price of products like oil, cakes and soymeal which lowers access for consumption	PROCESSING AND VALUE ADDITION US\$407,700 (Private) - Set up 6 SMEs processing and pressing facilities closer to local producing communities; capacity 2MT/hr each - Establish off taker contracts with suppliers and have links with existing larger producers	R: The requirement of processing units for raw material is relatively high, which could present a challenge in the short term M: Establish contractual agreement with suppliers M: Maintain links with existing producers who can provide mentorship and potentially financial access
Manual threshing leads to 5% loss from shattering and lodging	POST HARVEST MGMT – THRESHERS US\$375,000 (Private) - Set up 50 MSMEs facilities to offer threshing services with locally made threshers - Set up partnerships with producers to ensure sufficient utilization of services	R: Fluctuating demand for threshing services M: Extend threshing service to other crops such as millet, rice, sorghum, cowpea, and common bean
Excessive seed recycling and low adoption of certified seed due to high seed prices	CERTIFIED SEED MULTIPLICATION US\$5.9 mn (PPP) Support 108 smallholder farmer associations with required inputs and training to grow certified seeds	R: Compromised seed quality M: Intensify training and quality control measures



USD\$ 47.9 m n
Total Investment

USD\$ 20.31 m n
NPV

31.5 %
IRR

368,226
Beneficiaries

1,333,075 tonnes of CO₂ eq
Emission decrease

SOYBEANS VALUE CHAIN	Improved production practices	Processing & Value Addition	Post Harvest Management	Certified seed multiplication
INVESTMENT NEEDED	US\$41.2 mn	US\$407,700	US\$375,000	US\$5.9 mn
NPV	US\$17.9 mn	US\$304,935	US\$52,042	US\$2.05 mn
IRR	38%	34%	17%	37%
PAYBACK PERIOD	~5.8years	~5years	~7 years	~5.3 years
INCREASE IN FARMER INCOME	~US\$166	-	-	US\$296
DIRECT BENEFICIARIES	60,279	50	1000 (50 SMEs)	251
INDIRECT BENEFICIARIES	301,396	250	5,000	(included in IPP investment)

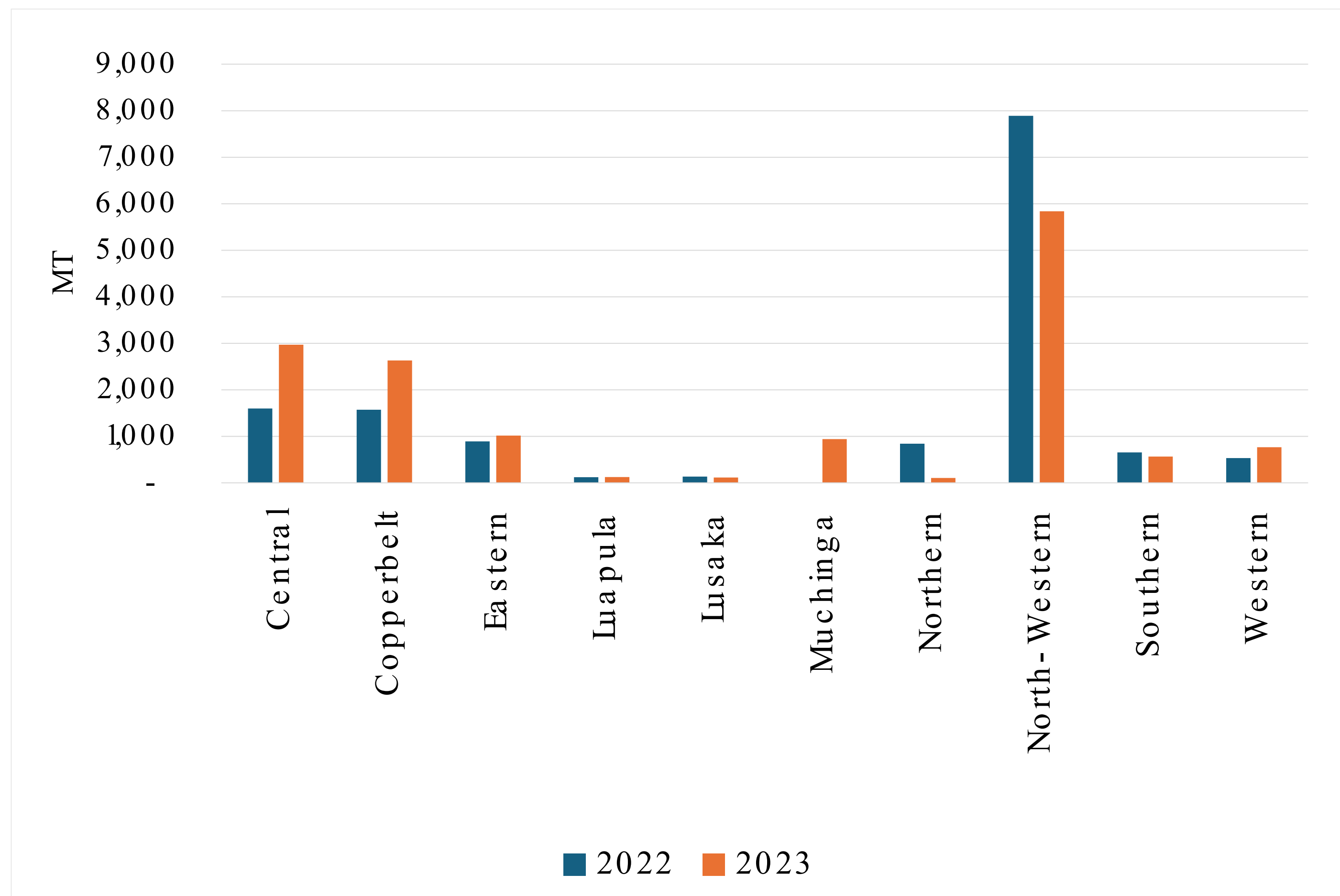
OPPORTUNITY 3: INVESTING IN HONEY



Economic Significance

- Key source of rural livelihood supporting incomes especially for the women and the youth
- Production: 15,000 MT annually, with potential to exceed 20,000 MT
- Organic honey with strong export potential (regional and international markets)
- North-Western Province: contributes ~40% of national production, key hub for aggregation and value addition
- Upscaling of tested pilots for meeting demand

Honey Production by province (MT) 2022-2023





INVESTING IN HONEY cont.

Sustainably increase honey production by 17,5000 MT/year among 100,000 beekeepers

Investment areas:

Forest Concessional Beekeeping
Queen Rearing
Out-grower Systems

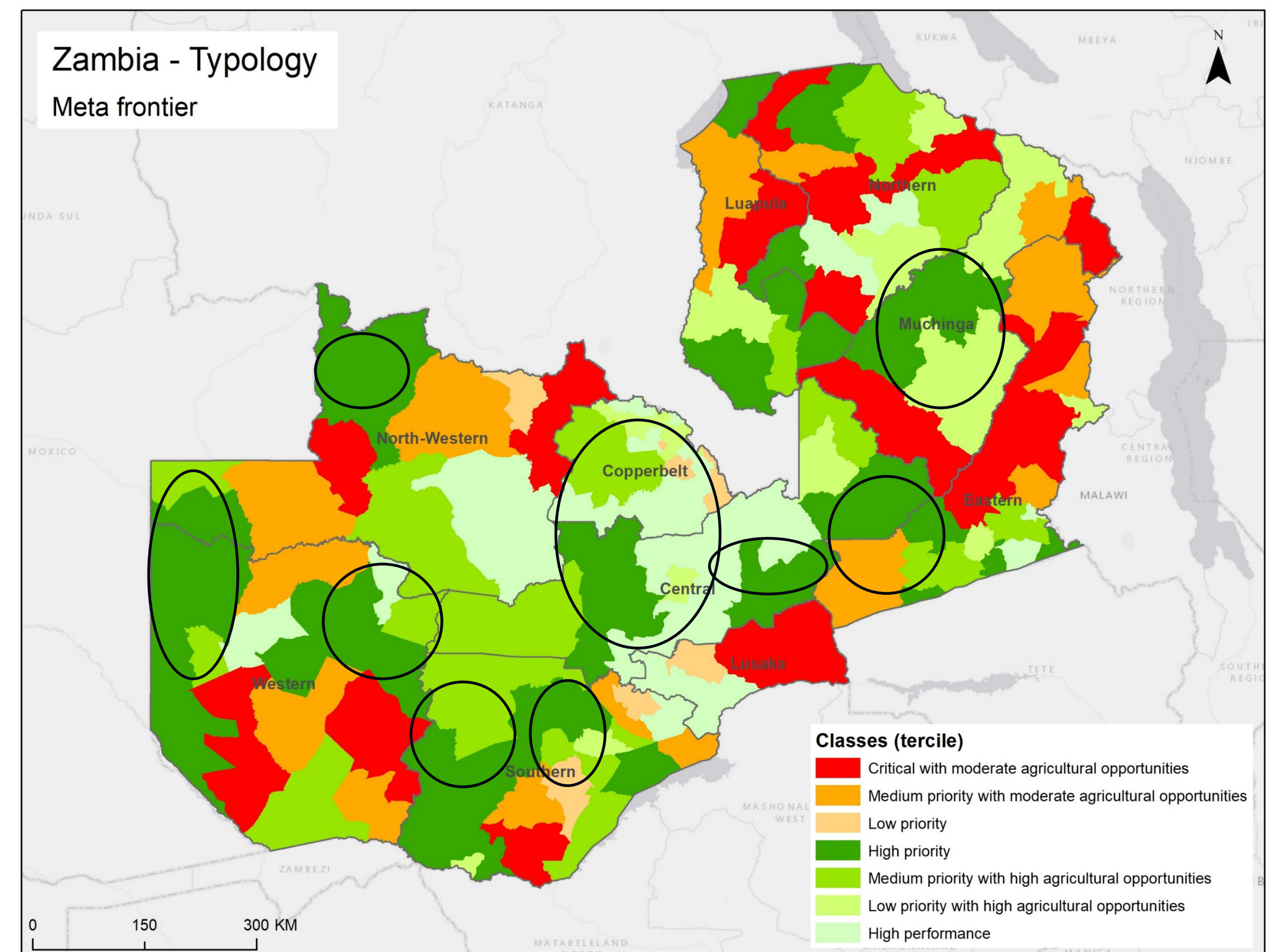
Target regions:

Northwestern, Copperbelt, Northern, Eastern, Central, Southern, Western Provinces

Target markets:

SA, East and West Africa, EU, China, USA and the UK

Priority for beekeeping by vegetation type (target regions encircled)



Source: FAO, OCHA, Atlas AI, 2022, Living conditions monitoring survey VII - 2015, Central Statistical Office, Zambia



HONEY INVESTMENT AREAS

Bottlenecks	Key Investment	Risks and Mitigations
Low productivity due to poor management / siting of the hives (6kg/hive/annum)	CONCESSIONAL BEEKEEPING US\$22 mn (PPP) - Scale up apiaries with 1,000,000 new hives (500,000 hives in each of the 2 concession areas selected from 9 identified suitable beekeeping regions) based on concession agreements with Government - Productivity expected to improve from 6 to 30 kg/hive/annum - Provide training in bee keeping operations using different models Cooperatives, Community Forest Management Groups - Estimated production of 6,000 mt honey/ year (production of 3,000 mt of honey/year for each of the 2 concessions) - Invest in bulking and honey processing equipment and solar energy	R: Poor siting and luck access to concession areas M: Honey production areas mapped (Georeference maps) M: Simplified concession procedures, land tenure security, environmental regulations R: Bee pests and diseases M: Implement good beekeeping practices and regular pest and disease monitoring R:Lack of capacity to adopt improved beekeeping practices and use improved hives M:Technical support and access to improved beekeeping equipment R: Risk of theft M: Sensitization to deter theft, hive branding, fencing and insurance
Poor yield of marketable honey (2,500 tonnes vs a capacity of 20,000 tonnes/year)	QUEEN BEE REARING US\$3mn (PPP) - Set up specialized queen bee breeding centers - 4 units (with 500,000 hives) in 4 provinces comprising rearing kits, bee colonies and mating facilities - Est. production of 600 mt/yr. honey	R: Fluctuating demand for queen bees, with peaks when beekeepers are looking to replenish or expand their colonies M: Buyer contracts can include Fixed pricing, guaranteed volumes, long-term partnerships and risk sharing contracts
	OUTGROWER SUPPORTED PROCESSING US\$23.2 mn (Private) - Invest in anchor honey processing companies 20,000 beekeepers, organized into 40 groups of 500 beekeepers each across 4 provinces (10 sites per province) with an estimated annual honey production of 6,000 mt) - Invest in solar-powered honey bulking and processing equipment with an estimated processing capacity of 410 kg/day at each of the 40 sites. 4 anchor processors (1 anchor processor per province) - Market access and training	R: Poor quality resulting from low traceability compounded by bad road network and communication M: Train and monitor out- growers and maintain centralized processing centers for quality control and improved market access R: Poor market linkage between the producer and market M: Strengthen market linkages



US\$ 48.2 m n
TOTAL INVESTMENT

USD\$ 3.41 m n
NPV

18.2%
IRR

600,350
Beneficiaries

1.6 m n
Emissions Decrease

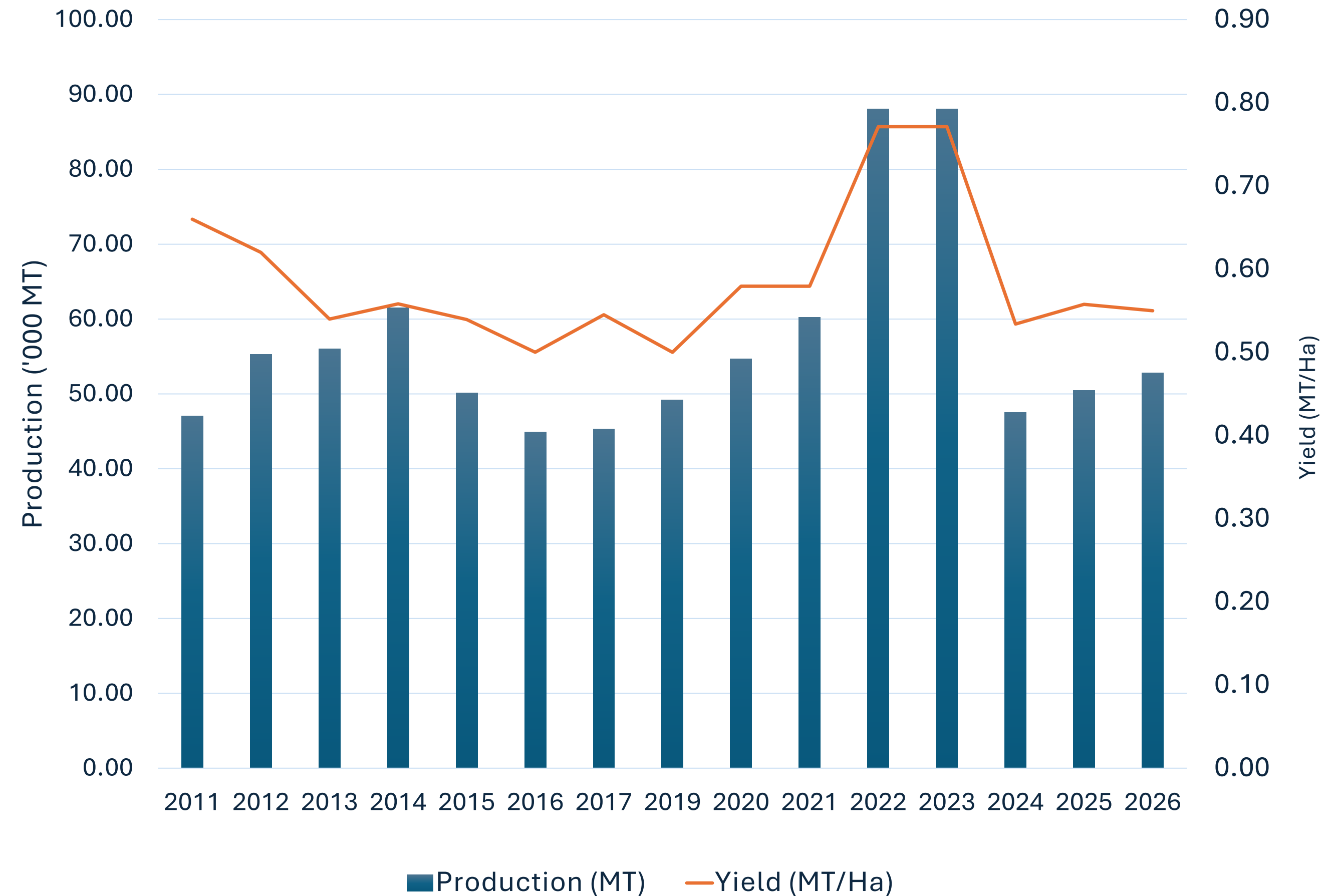
HONEY VALUE CHAIN	Forest Concessional Beekeeping	Queen Bee Rearing	Outgrower Supported Processing
INVESTMENT NEEDED	US\$22 mn	US\$3 mn	US\$23.2 mn
NPV	US\$1.85 mn	US\$115,000	US\$1.45 mn
IRR	18%	18.2%	18.5%
PAYBACK PERIOD	~4 years	~4 years	~4 year
INCOME INCREASE PER CAPITA*	~ US\$ 400	~ US\$ 400	~ US\$ 400
DIRECT BENEFICIARIES	100 technical jobs, 10,000 rural Jobs	50 technical jobs, 10,000 rural jobs	200 Technical Jobs, 80,000 rural Jobs
INDIRECT BENEFICIARIES	50,000	50,000	400,000
ENVIRONMENTAL IMPACT	• Protection of forest reserves • Biodiversity Enhancement • Agriculture productivity • Carbon trading	• Biodiversity Enhancement • Agriculture productivity • Ecosystem Services • Carbon trading	• Biodiversity Enhancement

OPPORTUNITY 4 : INVESTING IN COMMON BEANS



Economic Significance

- High-impact crop for nutrition, climate resilience, and income; improves soil fertility and boosts maize yields by 20–30%
- Production (10 year average): ~58,000 MT (2023)
- Trade growth: Informal exports to DRC increased from 13.3 MT to 77.2 MT and 81 MT to 206 MT (2019–2021)
- Seed sector gains: +221% early generation seed; 6× increase in certified seed



Note: 2024 was a drought year

INVESTING IN BEANS

- Goal: Scale up certified climate resilient seed production; establish aggregation centers

Investment Areas:

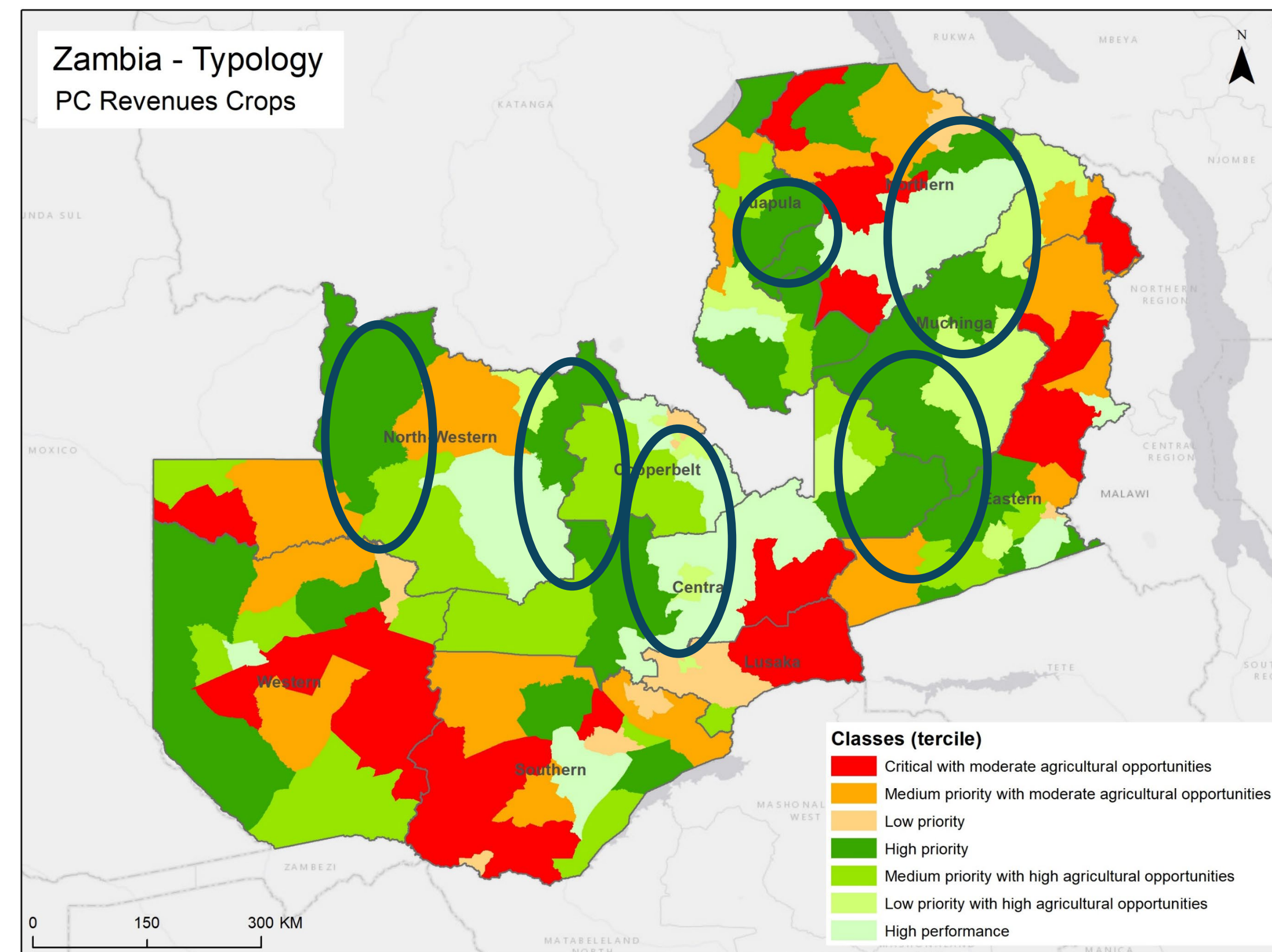
- . Scaling up certified seed production to address reliance on recycled seeds
- . Grain production
- . Post harvest management through aggregation centres

•Target Regions:

- Eastern, Muchinga, Northwestern, Central, Luapula and Copperbelt province

•Target Market:

- Angola, DRC & EU



Source: FAO, OCHA, Atlas AI, 2022, Living conditions monitoring survey VII - 2015, Central Statistical Office, Zambia



COMMON BEAN INVESTMENT AREAS

Bottlenecks	Key Investment	Risks and Mitigations
• Reliance on recycled seed by the majority of smallholder farmers • Limited access to certified seeds • Limited drying facilities	CERTIFIED SEED MULTIPLICATION US\$2.2 mn (Private) • Support 448 smallholder farmer with required inputs to grow certified seeds • Invest in 90 shared seed drier to reduce the moisture content and improve seed quality	R: Varietal mixtures; pest and disease; high moisture content; M: Intensify training and quality control measures; use of disease tolerant varieties; invest in seed driers
• Low production and productivity (0.7 tonnes/ha) due to use of recycled seeds	IMPROVE PRODUCTION THROUGH OUTGROWER SCHEMES US\$8.01 mn (PPP) • Provide integrated packages of inputs (seed, fertilizer, inoculum) and services (agricultural insurance) across 19,707 hectares with training and financing as enablers	R: Drought, pest and disease M: Provide comprehensive training and development partners driven grant financing
• Lack of collection centers • No storage/warehousing facilities	POST HARVEST MGMT – WAREHOUSE US\$18.9 mn (Private) • Set up 284 aggregation centers and storage infrastructure to absorb the additional production • Invest in post-harvesting equipment in all the centers	R: High moisture content; poor storage conditions- High temperature and humidity. M: Use appropriate storage shades



USD\$ 29.2 m n
Total Investment

USD\$ 31.3 m n
NPV

28 %
IRR

135,535
Beneficiaries

421,275 tonnes of CO₂ eq
Emissions increase

COMMON BEAN VALUE CHAIN	Improved production practices	Certified seed multiplication	Post-harvest management
INVESTMENT NEEDED	US\$8.01mn	US\$2.2mn	US\$18.9mn
NPV	US\$16.5mn	US\$4.8mn	US\$9.9mn
IRR	26%	37%	21%
PAYBACK PERIOD	~5years	~2years	~7years
INCREASE IN FARMER INCOME	~US\$712	~US\$2,607	US\$1,882
DIRECT BENEFICIARIES	19,707	448	1,706
INDIRECT BENEFICIARIES	102,477	2,329	8869



USD\$ 173.4m n
Total Investment

USD 200mn
Government
Contribution

1,642,112
total Beneficiaries

24.9%
Average IRR

USD 75.5m n
Overall NPV

USD 685.2
Average Income
Increase per
Capita

BEEF	SOYBEAN	HONEY	Beans
Cost: US\$48.09mn	Cost: US\$47.9 mn	Cost: US\$48.2 mn	Cost: US\$29.2 mn
IRR: 21.9%	IRR: 31.5%	IRR (%): 18.2%	IRR (%): 28%
NPV: 20.51mn	NPV: US\$20.31 mn	NPV: US\$3.41 mn	NPV: US\$31.3 mn
Beneficiaries: Direct: 71,500 Indirect: 466,500	Beneficiaries: Direct: 61,580 Indirect:306,646	Beneficiaries: Direct: 100,350 Indirect: 500,000	Beneficiaries: Direct: 21861 Indirect: 113,675
Income increase per Capita: USD 376	Income increase per capita: USD231	Income increase per capita: USD400	Income increase per capita: 1,735
Emission Increase: 101,949 Tonnes of CO2 eq	Emission Decrease: 1,333,075 Tonnes of CO2 eq	Emission Decrease: 1,600,000 Tonnes of CO2 eq	Emission Increase: 421,275 tonnes of CO2 eq