



World Pulses Day

#LovePulses for healthy diets and planet

EASTERN AGRICULTURAL DEVELOPMENT COMPANY LTD

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BILL & MELINDA
GATES foundation



Global Affairs
Canada

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BRG BEST IN
RWANDA
GROUP LTD



syngenta foundation
for sustainable
agriculture



WHO WE ARE

- An agri- business social enterprise registered in June 2016, with head offices in Soroti-Uganda.
- Company with 3 shareholders (2 women), governed by 7 board of directors (2 women) and is run by highly skilled management team.
- Trading and processing of super-rich and bio-fortified foods(Vit A, Iron & Zinc rich)
- Integrated 3,567 farmers from Teso, Karamoja and Bugisu regions (40% being women and youth)
- Support to smallholders with extension, clean planting seed and assured produce offtake.
- Digitising supply chain to de-risk smallholder systems



Business of trading and small scale processing



Iron rich beans



Iron rich beans



OFSP Flour



Bean based blended flours with OFSP



Precooked beans



PROBLEM WE ARE SOLVING

Malnutrition



Malnutrition is the leading cause of illness and death in Uganda with Vit A, Iron & Zinc deficiency being the most predominant affecting over 38% of children & 36% of women of reproductive age. Nearly 54% of children in our target area are stunted and a majority of communities live in absolute poverty. Malnutrition also impedes a farmers/persons productivity capabilities

Access to Finance



Farming is a capital intensive venture and yet over 80% of rural smallholder farmers lack access to formal financial services due to absence of transactional history, this has hindered farmers from increasing acreage under production & has resulted to high poverty rates within the farming communities

Environment



Beans are the most consumed food globally. Over 95% of households & institutions use tree/wood fuel in meal preparation. Currently Uganda loses 2.2% of its natural forest cover per annum which is being attributed to settlement due to high population growth and tree cutting for firewood and charcoal

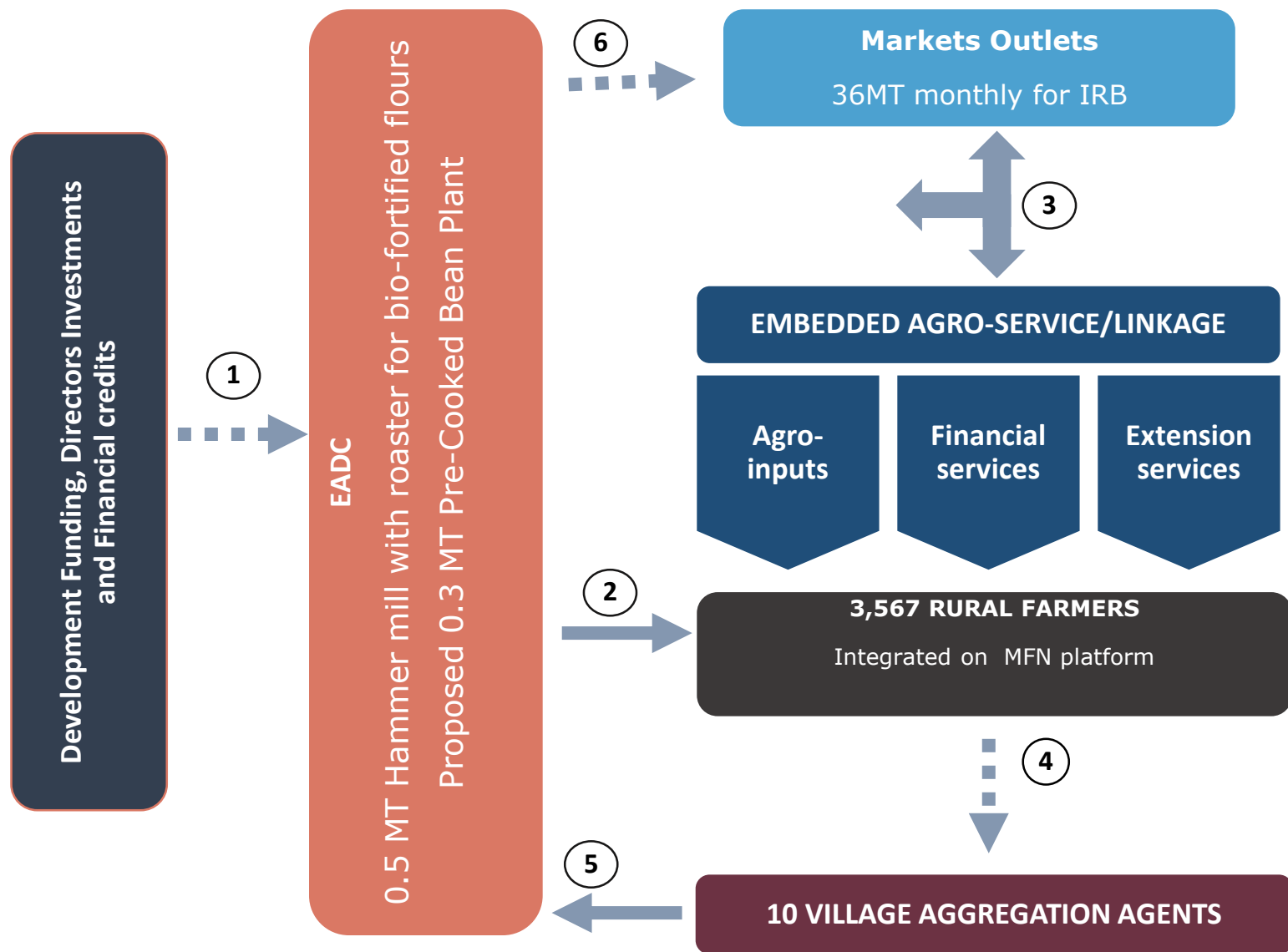


Systemic Problems / Challenges

- low production and productivity; average productivity standing at ~175 kg per acre (IRB).
- Poor PHH
- Low volumes aggregatable; annual demand of 328 MT IRB,
- High malnutrition rates of Vit A, Iron & Zinc
- Low quality and grade of commodity aggregated; (30% PHH loss & 50% lower grade)
- Inadequate capacity to process, add value and extend shelf life.
- High energy costs associated with cooking beans; ~ USh 1.5\$ in energy cost /Kg of bean/Per HH.



Solution : Our inclusive business idea : *Proposed solutions=multifaceted approach- Link to research/CIAT*



- 3567 farmers digitally registered on MFN platform, supported by CIAT/Pabra
- 6 agents (2 women) recruited & availed with smartphones with support from Ciat/Pabra to enable farmer digital registration
- Todate 200 farmers have active bank accounts with plans to 800 – 1000 farmers by 2021
- Been able to digitally pay 160 farmers
- Existing MOU with equity bank to avail input credit to farmers



Pictorials of
farmer bank
account opening
& sensitization
on financial
digital inclusion
in collaboration
with Ciat/Pabra,
Equity bank &
Mastercard

Collaboration with Naro-CIAT:

Todate 900 Farmers trained on Gaps & PHH in
bean agronomy

On track to reach 2600 by 2024 in productive
farming of Iron rich beans 40% women



- 900 farmers in active production in 2021
- 10 aggregation & cash out agents

Quality Iron rich bean seed being distributed to farmers for production- New varietal releases from Naro-Nacri



IRON & ZINC RICH BEANS. NAROBEAN 1



- ▣ Bush
- ▣ Large seeded
- ▣ Iron: 65.8-72 ppm
- ▣ Zinc: 31.4-34.2ppm
- ▣ Yield potential: 1500-2000 kg/ha



Solution – IRB beans & Value added bean pdts



Counting on bean research: Catalyzing investment for increased resilience, gender equality and improved nutrition



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Impact : *Improvement in financial and social indicators*

BUSINESS CASE FOR BEAN GRAINS & BEAN VALUE ADDED PRODUCTS (Preccoked & bean flour				
ITEM	2,020	2,021	2,022	2,023
Farmers	130	830	1,830	2,600
Volumes per farmer	250	300	350	400
Volumes harvested in kgs	32,500	249,000	640,500	1,040,000
Recovery @ 90%,70% & 80%	29,250	174,300	512,400	832,000
Volumes (Kgs) sold (80% of purchases)	23,400	139,440	409,920	665,600
Unit Cost of purchases (USh)	2,200	2,000	2,000	2,000
Value of dry beans purchases (USh)	51,480,000	278,880,000	819,840,000	1,331,200,000
OUT IN MT FOR VARIOUS BEAN PRODUCTS				
Grain (o%. 65%, 55% respectively)	-	83,664	225,456	366,080
Seed (90%, 15%, 10%, 5% resp')	21,060	20,916	40,992	33,280
Processed bean flour (10%, 15%, 20%resp)	2,340	20,916	61,488	133,120
Processsed pre-cooked (5% & 20% resp')	-	13,944	81,984	133,120
TOTAL VOLUME GRAINS MT	23,400	139,440	409,920	665,600
SALES				
Grain @ 3500 & 3000 (USh)/kg resp'	-	292,824,000.00	744,004,800.00	1,208,064,000.00
Seed @ 4500 shs a kg Resp	94,770,000	94,122,000	184,464,000	149,760,000
Processed bean flour @ 3800/kg	8,892,000	79,480,800	233,654,400	505,856,000
Processed pre-cooked @3800/kg		52,987,200	311,539,200	505,856,000
TOTAL REVENUE SALES	103,662,000	519,414,000	1,473,662,400	2,369,536,000
TOTAL COST PRODUCTION	6,790,000	42,757,200	139,774,400	238,872,000
GROSS PROFIT	45,392,000	197,776,800	514,048,000	799,464,000

Viability and Scalability



MARKET VIABILITY



FINANCIAL VIABILITY



TECHNICAL VIABILITY



SOCIAL VIABILITY

-Import substitution/
available market ~
825MT @>\$2.7/Kg
-Off takers:
Institutions; schools~
25K
-Refugees~ 1.4 M
-BOP ~10M
-Average
consumption of beans
~19Kg/year/person

-Good Return on
Investment ~24%
-Good Benefit Cost
Ratio ~1.19 (return is
positive over the
years).

-Availability of
supplier of plant (60
days from order)
-Technical support -
UIRI, UNBS,
CIAT/PABRA
-Skilled labor force

-Impact on
environment
- Increased farmer
incomes
-Health benefits to
HH
-Reduced burden on
women & girls
- Transformation of
the agri-food systems

Thank you!

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