



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

Nature's Nectar's honey processing facility. Nature's Nectar is one of MSP's three private sector partners in Zambia.



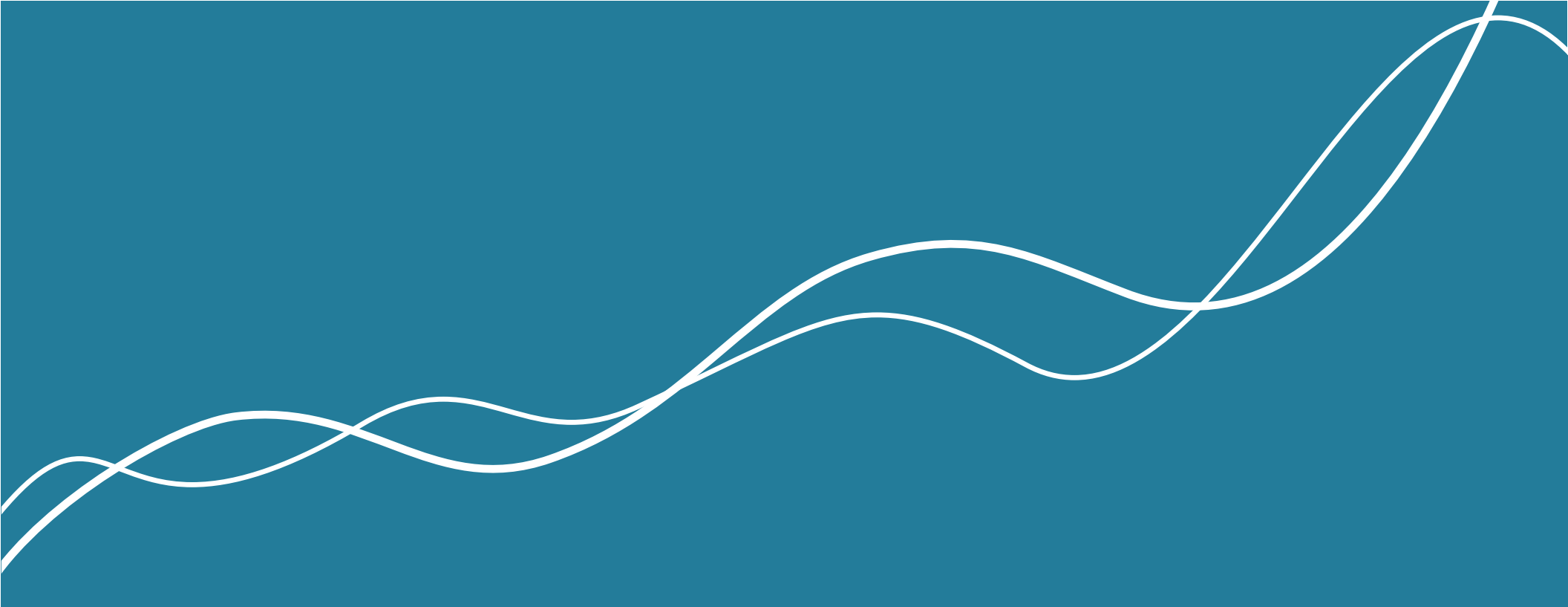
A LOOKBOOK OF PRIVATE SECTOR PARTNERSHIPS

Market Systems and Partnerships Activity

CURRENT AS OF OCTOBER 2023



USAID
FROM THE AMERICAN PEOPLE



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Graphic and visual design of the Lookbook by Keilah Niyomutabazi with design support from Sarah Smith, both of MSP.

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MSP'S APPROACH TO PARTNERSHIPS

The USAID-funded Feed the Future Market Systems and Partnerships (MSP) Activity is advancing learning and good practice on market systems development (MSD) and private sector engagement (PSE) within USAID, USAID's implementers, and market actors.

As one component of the Activity, MSP facilitates private sector partnerships through a global Partnership Facility that creates shared value from the alignment of core business objectives and development goals. MSP's Partnership Facility selects concepts based on the strength of **five core factors: business concept, development impact, sustainability, scale, and funding justification (additionality)**. MSP's approach focuses on:

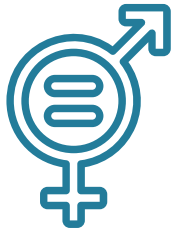
- **Prioritizing upfront strategic outreach** so that MSP can attract the most impactful partner or coalition of partners and focus efforts on the most strategic activities that can drive systemic impact;
- **Deciding to engage only when MSP's additionality is projected**, where MSP's involvement is critical to unlocking market-based solutions;
- **Drawing on relationship management practices** to steward partnerships, foster relationship health, as well as prompt ongoing, partner-led learning that informs decision-making;
- **Creating connections between the partner firm and other USAID projects and resources in-country** to broker fair and productive relationships between market actors that will bring sustained benefit to target populations;
- **Using partnerships as live case studies to shine a light on barriers in the broader environment, constraining private sector involvement and investment in a sector**, so USAID, and its ecosystem of actors, can foster the conditions necessary for the focus investment or business practice—and others of its kind—to endure (and even scale) beyond the life of the MSP partnership;
- **Integrating gender** in partnership design and implementation to empower women as suppliers, business leaders, customers, and employees.



Co-development with private sector partner, Leang Leng, in Cambodia (left) and site visit with 260 Brands in Zambia (right).



GENDER LENS INVESTING



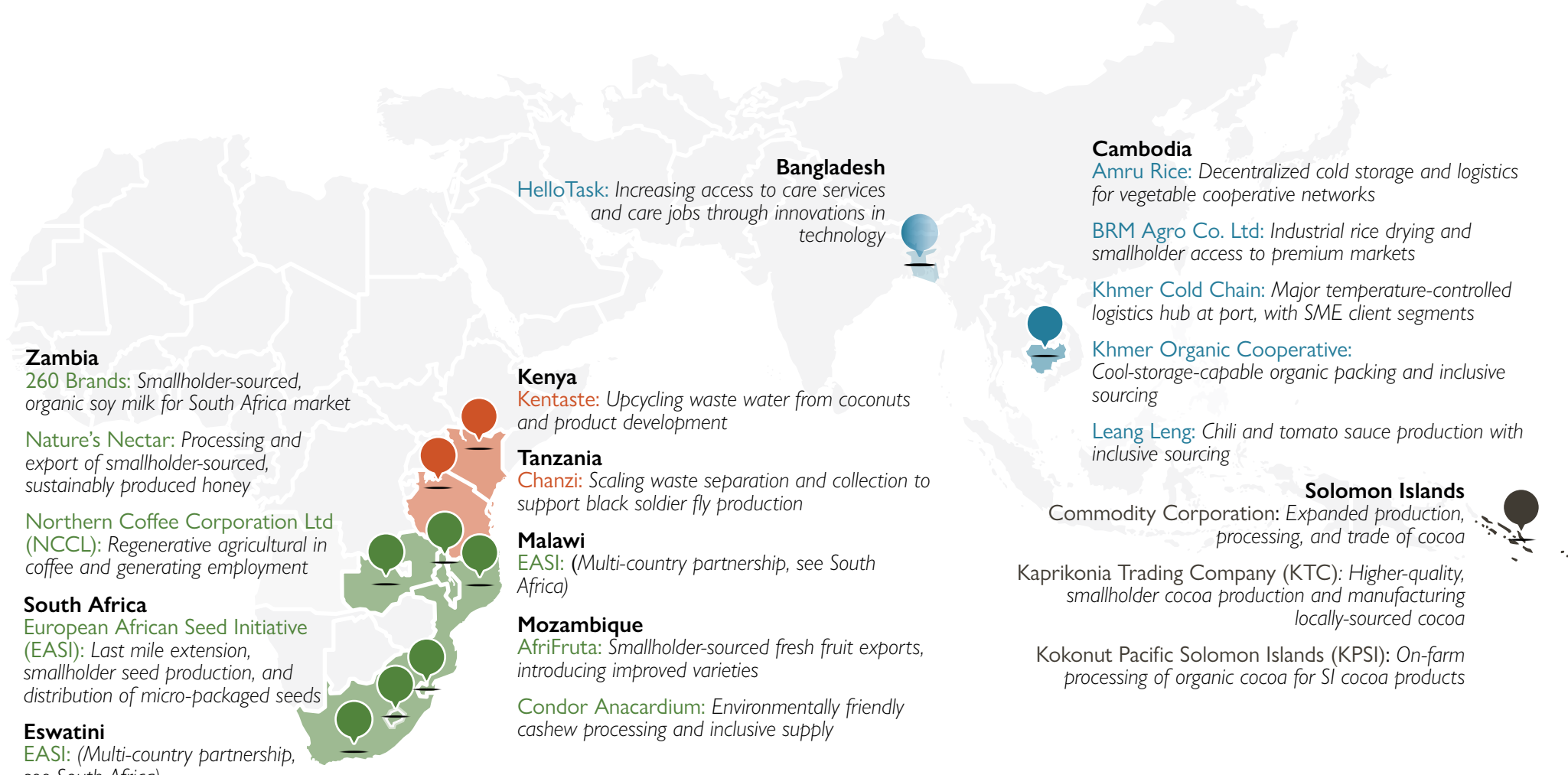
MSP's approach to gender lens investing focuses on working with partner firms to strengthen their positive impact on women as suppliers, customers, and employees.

- For each partnership, MSP integrates a **gender lens investment approach to inform co-development**, while identifying the firm's status on enhancing women's empowerment through MSP's initial partner survey.
- MSP co-develops **tailored strategies** with partners aligned with the core partnership activity to support firms to incrementally move along a continuum from 'no awareness' of women's empowerment to 'transformational impact,' with the **aim of enhancing firm performance and women's empowerment impacts**.
- For more, see [MSP's Gender Lens Investing Brief](#).



GLOBAL PARTNERSHIPS SNAPSHOT

Snapshot of MSP's 17 signed private sector partners across 11 countries in Africa and Asia as of October 2023.



Partnership Facilities

- USAID/Southern Africa Regional: Agricultural Trade and Investment Activity
- USAID/Cambodia: Agricultural Investment Activity
- USAID/Philippines: Solomon Islands Partnership Facility
- USAID/Bureau for Resilience, Environment, and Food Security: Food Loss and Waste
- USAID/Bureau for Asia: Care Economy

ANTICIPATED RESULTS

44



technologies, practices, and business models co-invested in



to drive innovation

17 private sector partners



across 11 countries

\$12.3



million USD leveraged from the private sector

towards partnership goals



137,780



smallholder farmers benefitting directly and indirectly from



increased access to:



markets



information



goods



and services

1.4:1



average ratio of private sector: USAID funding

\$19.2



million USD in sales by firms and smallholders, advancing trade and inclusive growth



Many partners set sales value targets based on market research and business model refinement early in partnership implementation. Thus, the numbers above reflect anticipated sales results only for those that have set targets thus far. Similarly, the number of technologies, practices, and approaches reflects a portion of the total anticipated number.

CURRENT PARTNERSHIP FACILITIES

Southern Africa Partnerships

USAID/Southern Africa Regional

Technical Focus

Increase agricultural trade, investment, and exports



Details

Current Fund: \$5.1 million;
Awarded to Date: \$4.1 million

Status

6 partnerships in implementation across Rounds 1 and 2; Round 3 RFA issued September 2023

Cambodia Partnerships

USAID/Cambodia

Technical Focus

Cold chain, logistics, transport, and expanding agribusiness trade



Details

Current Fund: \$3.5 million;
Awarded to Date: \$3.5 million

Status

5 partnerships in implementation

Solomon Islands Partnerships

USAID/Philippines



Technical Focus

Increase product quality, improved value addition of agricultural products

Details

Current Fund: Up to \$2 million;
Awarded to Date: \$1.2 million

Status

3 partnership in implementation; 1 firm in co-development

Food Loss and Waste Partnerships

USAID/RFS/Center for Nutrition



Technical Focus

Increase uptake and scale of food loss and waste solutions; build food and nutrition security

Details

Current Fund: \$8 million; Awarded to Date: \$584,000

Status

2 partnerships in implementation, 3 firms in co-development; Round 2 applications under TEC review

Asia Care Economy Partnerships

USAID/Bureau for Asia



Technical Focus

Support the care economy through technologies or services that reduce the burden of care

Details

Current Fund: \$425,000;
Awarded to Date: \$198,000

Status

1 partnership in implementation; 1 firm in co-development

Mozambique Partnerships

USAID/Mozambique

Technical Focus

Increase the uptake and scale of innovations to improve the resiliency of the Mozambican agriculture sector



Details

Current Fund: \$1.17 million

Status

4 firms in co-development

DRC Access Partnerships

USAID/DRC

Technical Focus

Support agricultural-led economic growth within the agricultural, financial, or renewable energy sectors



Details

Current Fund: Up to \$3.8 million

Status

8 firms in co-development

DRC Social Safety Net Transfers Partnerships

USAID/DRC

Technical Focus

Support agriculture-led economic growth, specifically in the poultry, rice, and soy sectors, with emphasis on enhancing food security



Details

Current Fund: \$750,000

Status

Co-development expected from October 2023 to March 2024

PRIVATE SECTOR PARTNERS BY COUNTRY

The background is a solid teal color. In the lower half, there are several white, wavy, overlapping lines that flow from the left side towards the right, creating a sense of movement and modern design.

BANGLADESH

Hello Task

About the firm: HelloTask Platform Ltd. is a multichannel job platform for blue-collar workers that connects urban clients to over 6,000 care service providers via a smartphone application. Revenue is generated via pay-per-use and monthly subscriptions, but the service is currently limited to only smartphone users. In order to scale, HelloTask needs to recruit more care service providers, the bulk of which are featurephone users.

Partnership objective: HelloTask will increase its reach by developing specialized software to interface with featurephone users and register an anticipated 20,000 more care service providers over the life of the award. These workers will be integrated into the formal economy and serve approximately 200,000 clients.

Long-term impact: This partnership will lead to the increased availability of care services for urban households, working women, and couples, reducing the burden of care on women and promoting education and income-generating opportunities. It will create formal care work opportunities for domestic workers offering three times higher pay compared to informal work. Innovative tools, such as artificial intelligence (AI), will be used and new services, such as childcare, will be introduced.



Partnership
Timeline

SEP 2023 – SEP 2025



Projected
Partner Leverage

\$209,389



Projected Number
of New Care
Service clients:

200,000



Projected Number
of Care Service
Providers Registered:

20,000



CAMBODIA



Amru Rice

About the firm: Amru Rice Cambodia Co., Ltd is a rice miller and exporter that is now expanding into horticulture, building on its track record in building smallholder capacity, improving farming practices, and strengthening organization in the rice sector.

Partnership objective: Cambodian farmers currently lack consistent access to cold storage and transportation, resulting in product loss and diminished product quality. Consequently, locally grown horticulture products are of unreliable quality and cannot meet the requirements of export markets, with domestic consumers also relying on imported vegetables for everyday needs. The partnership with Amru Rice is establishing on-site cold storage rooms for vegetables near its headquarters and at its agricultural cooperatives' sites, creating a decentralized cold storage and logistics network for its smallholder suppliers.

Long-term impact: Disaggregated cold storage of vegetables and linkage to a guaranteed buyer will incentivize farmers to use best farming practices and allow them to aggregate yields for improved prices instead of selling to the first and most accessible buyer. This will ultimately improve crop yield, quality, and safety as well as farmer incomes. Cold storage aggregation will also allow for a buyer like Amru Rice to source sufficient supplies of quality vegetables to sell consistent volumes to higher value domestic and export markets.



 Partnership Timeline	 Projected Sales*	 Projected Partner Leverage	 Projected Smallholder Farmers Benefitting	 Projected Increase in Cold Storage	 Technology in R&D and uptake
FEB 2022 – AUG 2024	\$772,000	\$427,380	1,200	143 m³	1

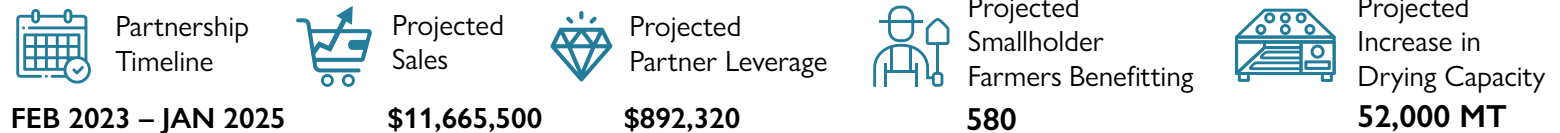
* Projected sales are still being confirmed, and this figure is subject to change.

BRM Agro Co. Ltd

About the firm: BRM Agro is an integrated rice farm and rice milling company that grows, dries, and mills premium, fragrant rice varieties for export and domestic sale.

Partnership objective: Though Cambodia produces both a high quantity and quality of rice, systemic issues in the country's rice sector such as a lack of post-harvest infrastructure, have led to economic, food, and climate security challenges for Cambodian rice farmers. Through the MSP partnership, BRM Agro is increasing its rice processing capacity to meet increased demand by expanding the drying capacity of its existing rice mill, hiring new staff, and recruiting and contracting new smallholder suppliers who will gain consistent access to premium markets.

Long-term impact: Improved rice processing infrastructure in Cambodia will allow rice farmers to reap the benefits associated with the high level of international demand for Cambodian-grown fragrant rice, including increased farmer incomes, improved farming practices, and a reduction in Cambodia's reliance on imported rice.

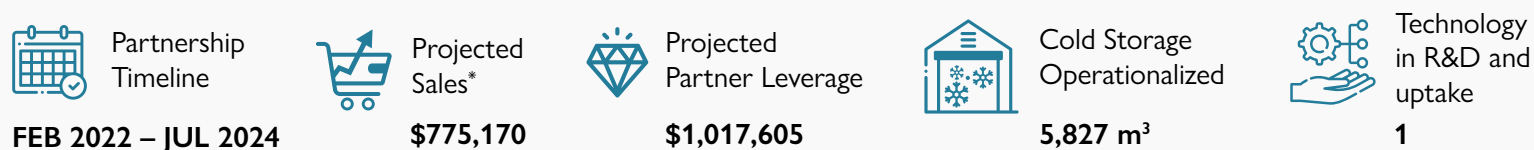


Khmer Cold Chain (KCC)

About the firm: KCC is a cold chain logistics company that offers temperature-controlled logistics (TCL).

Partnership objective: Currently, Cambodia suffers from a lack of centralized TCL facilities including, pre-cooling, packing, laboratory testing, and sanitary and phytosanitary inspection services to ensure products have not suffered from spoilage or other damage affecting food safety. The partnership with KCC is expediting the operationalization of Cambodia's first cross-docking facility—a system where products are delivered to a cold chain warehouse where they are sorted and prepped for immediate shipment—and the launch of a cold storage facility and distribution center.

Long-term impact: The partnership ultimately will 1) scale Cambodia's cold chain and logistics infrastructure, 2) enable farmers to get better prices for their goods and enter export markets, 3) ensure consumers have access to high-quality goods, 4) allow KCC to partner with SMEs and cooperatives rather than focusing exclusively on larger anchor customers, and 5) demonstrate the business case for the centralized TCL model to crowd-in additional investment.

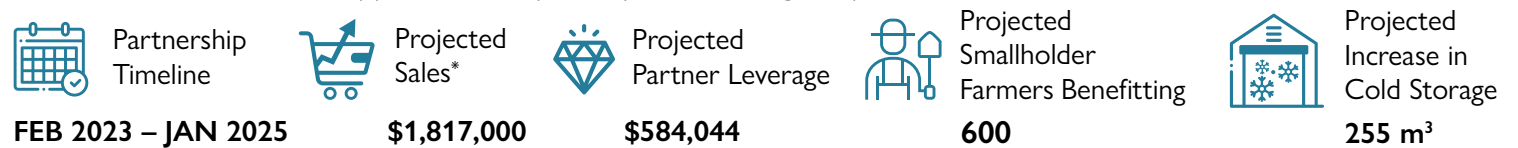


Khmer Organic Cooperative

About the firm: Khmer Organic Cooperative (KOC) is a social agribusiness that produces and sells organic and good agricultural practice-certified horticultural and poultry products.

Partnership objective: Despite a rich agricultural capacity, Cambodia relies on imported produce due to several factors, including poor farm management and post-harvest practices; lack of access to logistics, especially temperature controlled; and inconsistent market access that leads farmers to sell at low prices. The partnership with KOC is catalyzing the operationalization of a new, cold storage-enabled, energy efficient packing house for organic produce and the training and contracting of 21 new agricultural cooperatives and producer groups to meet increasing demand for organic produce.

Long-term impact: The partnership will improve market access for Cambodian smallholder farmers, promote food safety and quality standards, and grow both Cambodia's ability to reliably yield organic produce for domestic and export markets and the domestic appetite for responsibly sourced organic produce.



Leang Leng

About the firm: Leang Leng is a family-owned sauce manufacturer that produces a variety of sauces, including chili and tomato sauces and targets sales to restaurants, supermarkets, and households.

Partnership objective: Cambodia lacks domestically produced value-added products as well as consistent application of food safety standards, branding and marketing, and sourcing practices. Consequently, consumers have limited options, and farmers lack consistent markets for their products. The partnership with Leang Leng is expanding sales of its sauces to five additional Cambodian provinces by modernizing its chili and tomato sauce production line and by sourcing increased volumes of chili and tomatoes from smallholder suppliers, piloting a contract farming approach.

Long-term impact: The partnership will further incentivize increased production of Cambodian-owned, value-added products in a way that provides consistent linkages to markets for Cambodian agricultural producers while also promoting adherence to food quality and safety standards among Cambodian food processors.



ESWATINI, LESOTHO, MALAWI, SOUTH AFRICA

European African Seed Initiative

About the firm: European African Seed Initiative (EASI) is an input supply firm that sources seeds from European and African seed industries for distribution in southern and eastern Africa. EASI has an innovative last-mile business model in which it liaises with agropreneurs to serve as decentralized extension officers to provide ongoing coaching, oversight, and field support to producers who supply open pollinated seed varieties to EASI in target production zones.

Partnership objective: Under this partnership, EASI is addressing the early generation seed market shortfall by producing smallholder farmer-generated seed for distribution across southern Africa, particularly by contracting smallholder farmers for production of open pollinated groundnut and sugar bean. MSP's partnership is supporting EASI to expand and refine its agroprenur model to reach rural seed producers in Eswatini, Malawi, and Lesotho, and to introduce small packaged, improved seed varieties into rural markets.

Long-term impact: This partnership with EASI will result in a more inclusive and beneficial supply chain for smallholder farmers in the target areas and improve access to and competitiveness of high-quality seed products in the agro-input sector in southern Africa.



Partnership
Timeline

SEP 2021 – JUNE 2024



Projected
Sales

\$2,361,600



Projected
Partner Leverage

\$964,0189



Projected
Smallholder
Farmers Benefitting

121,000



KENYA

Kentaste

About the firm: Kentaste is an agricultural sourcing and manufacturing business operating on Kenya's coast that sources and processes about four million coconuts per year to produce five categories of products that it sells to local and international retailers.

Partnership objective: The Kenyan coconut industry only realizes about 53% of potential earnings because there is a lack of processing infrastructure and knowledge in-country that prevents the use of the whole coconut and leads to food loss and waste. Through this partnership, Kentaste will establish a mature coconut water product and market in Kenya, upcycle up to 2,500 liters of coconut water per day by the end of the partnership, and build the economic and climate resilience of the company's supply chain.

Long-term impact: This partnership will enhance the Kenyan coconut sector's revenue, demonstrating the potential of food loss and waste (FLW) mitigation innovations as business solutions; fostering long-term economic and climate resilience in the industry.



AUG 2023 – 2025



Projected Partner Leverage

\$359,570



Projected Smallholder Farmers Benefitting

1,500



Projected Coconut Water Upcycled

32,500 Liters



Projected Annual Production Capacity

864,000 Liters



MOZAMBIQUE



AfriFruta (closed)

About the firm: Based in Inhambane, Mozambique, AfriFruta specializes in exports of dried mango and coconut to Europe and coconut oil and fresh coconuts to the southern Africa region.

Partnership achievements: A main challenge the Mozambican mango sector faces is that the primary mango variety (Reiner) predominantly accessible to smallholder farmers has a limiting, six-week-long harvest window. The partnership expanded the availability of other, more productive mango varieties (Brooks, Tommy Atkins, Kent, and Keitt). These varieties double the harvest window to 12 weeks, benefitting both farmers' and processors' ability to maximize trade opportunities. AfriFruta achieved the partnership goals by contracting farmers, establishing a 9-hectare nucleus gene orchard near their facility, and distributing new varieties of mango seedlings to over 2,573 smallholder farmers, primarily women. The firm also successfully piloted 40 MT of fresh fruit to South Africa, seeking to capture more of the market through these longer-season varieties.

Ongoing long-term impact: AfriFruta is continuing to expand its presence in Mozambique and aims to export over 200 MT of mangoes by 2026. Additionally, while AfriFruta achieved \$14,576 in sales during the partnership, the firm anticipates reaching \$376,000 in tree crop sales by 2026 given it takes three years for the new seedlings to fully mature and begin producing at their maximum. Thus, while the partnership has closed, it reflects a long-term investment by USAID into the long-term competitiveness and resilience of Mozambique's mango industry, expanding the population of productive mango trees and solidifying diverse income generation streams of participating communities for years to come.



Partnership
Timeline

SEP 2021 – SEP 2023



Sales

\$14,576



Partner
Leverage

\$356,000



Smallholder
Farmers Benefitting

2,573



Condor Anacardium

About the firm: Condor Anacardium is a food processor of raw cashew nuts based in Macia, Mozambique. It sources cashew nuts from over 40,000 farmers—98% of whom are smallholder farmers—and processes the nuts for export.

Partnership objective: The partnership with Condor Anacardium is improving its environmental standards by modernizing its cashew nut handling and processing while reducing supply chain risk by strengthening its relationships with supplier smallholder farmers. By the end of the partnership, Condor Anacardium anticipates producing 620 tons of cashew nut shell liquid oil, in alignment with local environmental regulations.

Long-term impact: This partnership is a long-term investment by USAID into the environmental and economic health of the cashew nut industry in Mozambique, expanding the production of cashews, improving the environmental management of Condor Anacardium, and diversifying the company by adding a new business line of cashew nut shell liquid oil.



Partnership
Timeline

JAN 2023 – JAN 2025



Projected
Sales

117.5 MT



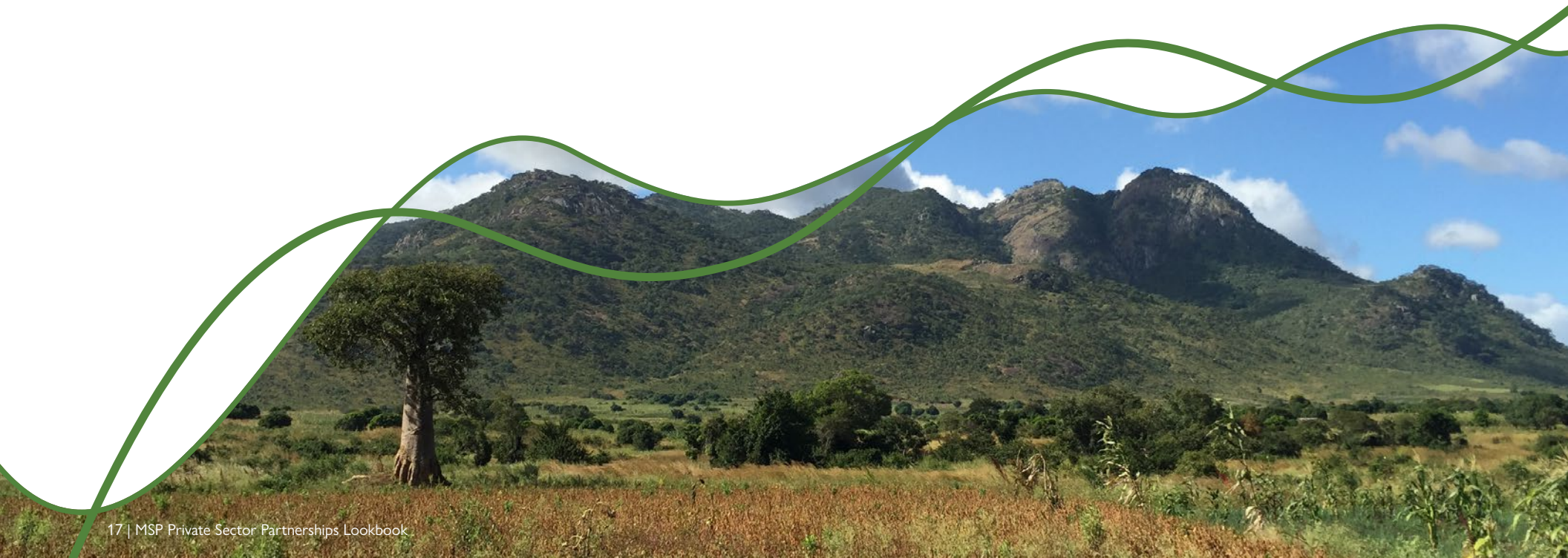
Projected
Partner Leverage

\$629,140



Projected
Smallholder
Farmers Benefitting

5,000



SOLOMON ISLANDS



Commodity Corporation

About the firm: Commodity Corporation (C-Corp) is a cocoa exporter and chocolate manufacturer which sources high-quality cocoa beans from Solomon Islands. Selling its products under the brand name Solomons Gold, C-Corp manufactures organic chocolate products, including chocolate bars, cocoa nibs, and chocolate pieces for individual and wholesale customers.


Partnership objective: C-Corp is piloting the processing and marketing of single origin (Malaita) organic chocolate callets sourced exclusively from smallholder farmers in Solomon Islands. MSP is co-investing with C-Corp to expand its operations into Malaita province, establish a cocoa nursery, introduce organic certification to farmer supplier areas, and test and expand a new product (single-origin organic chocolate callets) into key international markets.

Long-term impact: The partnership will expand production of cacao in the Solomon Islands, improving cocoa processing operations and product quality, and increasing trade of cocoa products from Solomon Islands to New Zealand, Australia, and the United States.

 Partnership
Timeline
NOV 2022 – NOV 2024

 Projected
Sales
\$96,000

 Projected
Partner Leverage
\$458,786

 Projected
Smallholder
Farmers Benefitting
100





Kaprikonia Trading Company

About the firm: Kaprikonia Trading Company (KTC) is an Auki-based cocoa buyer in the Solomon Islands. KTC is venturing into organic cocoa butter and powder processing in the Malaita province and aims to export premium organic cocoa products to global markets

Partnership objective: Under this partnership, KTC will launch organic cocoa butter and powder processing in Malaita, exporting premium organic cocoa beans and powder internationally. The partnership includes collaborating with a Fiji-based chocolate company (with MSP support) to launch cocoa processing—a first for Malaita. KTC, with MSP's support, will engage local cocoa aggregators and farmers, providing training in production, organic certification, and post-harvest handling and it will also upgrade its processing operations to produce better bean quality.

Long-term impact: Long-term objectives include enhancing the competitiveness and inclusivity of Malaita's cocoa sector by engaging both male and female farmers, providing training and resources for premium cocoa bean production, and utilizing new technology and cocoa stock to advance cocoa cultivation and processing in the Solomon Islands.



Partnership
Timeline

AUG 2023 – AUG 2025



Projected
Partner Leverage

\$132,442



Projected
Smallholder
Farmers Benefitting

100



Projected Number
of New Smokeless
"Rocket-stove" Dryers

5

Kokonut Pacific Solomon Islands

About the firm: Kokonut Pacific Solomon Islands (KPSI) is a coconut oil and cocoa production company in Honiara, Solomon Islands.

Partnership objective: Through this partnership, KPSI is expanding its sourcing of organic-certified cocoa beans through a decentralized smallholder farmers and village processing network. Members of the village-level processing units for cocoa are receiving training and material support to achieve quality standards and increased production volumes. KPSI then collects all products and performs quality testing, packaging, and further processing at its facility in Lungga, Honiara, for distribution in domestic and international markets.

Long-term impact: This partnership will lead to an organic certification model and market diversification, which will enhance the local cocoa industry, facilitating distribution in both domestic and international markets and fostering lasting positive change.



Partnership
Timeline

AUG 2023 – AUG 2025



Projected
Sales

\$400,000



Projected
Partner Leverage

\$113,151



Projected
Smallholder
Farmers Benefitting

100



Projected
Number of Jobs
Created

100



TANZANIA



Chanzi

About the firm: Chanzi, an eco-agricultural company in Tanzania, utilizes black soldier flies to transform organic waste into high-protein animal feed and organic fertilizer. Its current challenge is accessing adequate quantities of organic food waste while operating in a region where almost no waste is separated—only 7% of waste that goes to landfills can be upcycled.

Partnership objective: Chanzi, in partnership with Okota Waste Management, aims to expand waste separation and collection services from 3 to 15 wards in Arusha, separating and collecting waste from 97,500 households. This partnership will support Okota to manage up to 36 metric tons of organic waste daily, diverting 60% of Arusha's household waste from landfills.

Long-term impact: This partnership will lead to an enhanced approach to waste management and sustainability, focusing on waste separation, collection, upcycling, and recycling. These efforts could reduce landfill waste in Tanzania by up to 80%, and a replicable playbook will extend this model across southern and eastern Africa.



Partnership
Timeline

AUG 2023 – AUG 2025



Projected
Sales

\$2 million



Projected
Partner Leverage

\$335,848



Projected
Households
Benefitting

97,500



Projected Daily Organic
Waste Processing
Installed Capacity:

36 MT



Projected Organic
Waste Upcycled
Per Day:

36 MT

ZAMBIA



260 Brands

About the firm: 260 Brands is a Zambian food and beverage company that markets and sells products throughout Zambia and the southern Africa region, currently sourcing soy inputs from smallholder farmers.

Partnership objective: To expand its regional trade opportunities, 260 Brands is partnering with MSP to produce premium fresh soy milk destined for exports to South Africa and the region. The partnership introduces two innovations: piloting and testing a new organic certified sourcing model with contract smallholder farmers (40% of which will be women), and expanding the firm's processing capability to include aseptic, shelf stable milk, which allows them to compete in the South Africa market. 260 Brands' investment is three-and-a-half times MSP's funding.

Long-term impact: The partnership will lead to increased incomes and sustained sales relationships for smallholder farmers who receive organic certification and training from 260 Brands. In the region, customers in varying income segments will have increased access to plant-based nutritious milk products that are affordable and could improve nutrition outcomes for customers.



Partnership
Timeline

OCT 2021 – DEC 2023



Projected
Sales

\$96,800



Projected
Partner Leverage

\$3,593,343



Projected
Smallholder
Farmers Benefitting

2,000





Nature's Nectar

About the firm: Nature's Nectar is a honey processor and exporter that sources raw honey from smallholder farmers in rural Zambia using non-destructive beekeeping practices.

Partnership objective: This partnership is enhancing inclusive, regional trade opportunities between Zambia and South Africa by introducing new processing technology to the country that improves quality and expands the integration of smallholder beekeepers into a sustainably-sourced supply chain.

Long-term impact: The partnership with Nature's Nectar will improve the overall efficiency and reduce product loss for the company through its modern processing facility. Further, its expanded supplier network will provide new and diversified economic livelihoods for rural beekeepers who have few possible income generating activities available.



Partnership
Timeline

SEP 2021 – DEC 2023



Projected
Sales

\$283,500



Projected
Partner Leverage

\$266,462



Projected
Smallholder
Farmers Benefitting

2,700

Northern Coffee Corporation Limited

About the firm: Northern Coffee Corporation Limited (NCCL), a subsidiary of Olam Food Ingredients, is Zambia's largest coffee farmer and exporter of green coffee to the U.S. NCCL is an established Zambian business with 10 years of experience and 2,400 hectares of coffee production on the Kateshi estate in Northern Province.

Partnership objective: The purpose of this partnership is to co-invest with NCCL to expand production and improve environmental sustainability while increasing exports to the U.S. and generating employment opportunities in Zambia.

Long-term impact: This partnership will lead to an increase in coffee production areas, generating approximately 1,362 new jobs and introducing environmentally sustainable farming practices to reduce the carbon footprint and water consumption in coffee production.



Partnership
Timeline

JUN 2023 – MAY 2025



Projected
Jobs Created

154



Projected
Partner Leverage

\$1,176,001



Projected Increase in
Land Under Cultivation
for Coffee Production

170 hectares



PRIVATE SECTOR PARTNERS BY TECHNICAL THEME

Care Economy

- HelloTask

Cold Chain

- Amru Rice
- Khmer Cold Chain
- Khmer Organic Cooperative

Food Loss and Waste

- Chanzi
- Kentaste

Last-Mile Distribution and Sourcing Models

- European African Seed Initiative
- Nature's Nectar

New Technology

- 260 Brands
- AfriFruta
- Amru Rice
- Chanzi
- Commodity Corporation
- Condor Anacardium
- European African Seed Initiative
- Nature's Nectar
- Kaprikonia Trading Company
- KPSI

Postharvest Processing and Storage

- 260 Brands
- AfriFruta
- Amru Rice
- BRM Agro Co. Ltd
- C-Corp
- Commodity Corporation
- Condor Anacardium
- European African Seed Initiative
- Kaprikonia Trading Company
- Kentaste
- Khmer Cold Chain
- Khmer Organic Cooperative
- KPSI
- Leang Leng
- Nature's Nectar

Supply Chain Strengthening

- 260 Brands
- AfriFruta
- Amru Rice
- BRM Agro Co. Ltd
- Chanzi
- Commodity Corporation
- Condor Anacardium
- European African Seed Initiative
- Kentaste
- Khmer Cold Chain
- Khmer Organic Cooperative
- Leang Leng
- Nature's Nectar

Trade

- 260 Brands
- 260 Brands
- AfriFruta
- Amru Rice
- BRM Agro Co. Ltd
- C-Corp
- Commodity Corporation
- Condor Anacardium
- European African Seed Initiative
- Kaprikonia Trading Company
- Khmer Cold Chain
- Khmer Organic Cooperative
- KPSI
- Leang Leng
- Nature's Nectar

PHOTO CREDITS

Cover Page

Mutumbi Lungu for MSP

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Jenny Stankowski, DAI/MSP

Page 4

(Left) Mark Pigott, DAI/MSP; (Right) Mutumbi Lungu for MSP

Page 5

Fintrac Inc.

Page 10

(Top) travelview, Adobe Stock; (Right) HelloTask

Page 11

(Top) Documentation Center of Cambodia (DC-Cam)/Makara Ouch; (Right) Fintrac Inc.

Page 12

(Left) BRM Agro Co. Ltd; (Right) Khmer Cold Chain

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(Left) Khmer Organic Cooperative; (Right) Mark Pigott, DAI/MSP

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(Top and Right) European African Seed Initiative

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(Top) Amani Nation on Unsplash; (Right) Kentaste

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(Top) DAI Global; (Right); AfriFruta

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(Left) Condor Anacardium; (Bottom) DAI Global

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(Top) credit: ead72, Adobe Stock; (Right) Commodity Corporation

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(Left) KTC; (Bottom) KPSI

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(Top) DAI Global; (Right) Chanzi

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(Top) Mutumbi Lungu for MSP; (Right) Laura Conn, DAI/MSP

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