



AGRICULTURE & PRODUCTIVE SECTORS



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DEVELOPMENT
global vision, local knowledge



Imani Development works across Africa to accelerate economic growth by cultivating competitive productive sector and economies, enhancing market access and integration, and easing the flow of goods and services.

Since 1982, Imani Development has worked at the nexus of the global trade ecosystem, productive sectors, and private enterprise to develop, negotiate, and implement initiatives and facilities that assist enterprise and business support organisations in cultivating more competitive agricultural and manufacturing sectors. The firm provides technical assistance and capacity building services that enhance access to finance and investment, business development services and enterprise management training, product development support, voluntary and mandatory standards certification and compliance, and enhanced access to export markets and trade-carrying infrastructure.

SELECTED PROJECT REFERENCES

ENTERPRISE Zambia Challenge Fund

European Commission | 2021 - 2025

This €26m competitive grant fund, designed and delivered by Imani Development and Gorta Self-Help Africa, provides matched funding that supports MSMEs to integrate smallholder farmers and sustainable business practices into national and regional value chains. Grantees gain improved access to markets and inputs, support with standards compliance, and business development services.

As technical partner, Imani Development collaborates on day-to-day delivery of the fund, and is responsible for conducting market assessments and value chain analyses, applicant due diligence and investment assessments, technical assistance and capacity building services, the provision of business development support, and the management of co-financing and commercial partnerships.

Supporting Best Aquaculture Practices (BAP) Certification for Lesotho's Trout Sector

UK FCDO | 2022 - 2023

Delivered under the Trade Forward Southern Africa (TFSA) Programme (designed and co-implemented by Imani Development), this assignment delivered coordination, facilitation, and technical assistance support to Lesotho's aquaculture industry in receiving Best Aquaculture Practice (BAP) Certification to expand access to new markets (incl. Japan & USA) and deepen access to existing markets.

Imani Development provided direct support to two large-scale trout farms to mobilising BAP auditors facilitating a preliminary compliance auditing process, developed a compliance baseline framework, provided advisory and technical to achieve BAP certification, and delivered industry-wide standards and certification training national and regional workshops to value chain actors and industry stakeholders.

Value Chain Integration Opportunities for Women-Owned Enterprises in SADC

GIZ & SADC Secretariat | 2022 - 2023

This scoping study aimed to support the SADC Industrialisation and Women's Economic Empowerment (IWEE) initiative in identifying opportunities for, and impediments to, the participation of women-owned and women-led enterprises in key regional value chains (agriprocessing; mineral beneficiation; pharmaceuticals; leather; textile & clothing; tourism; and services) in the SADC Region. Through regional market systems assessment and consultations with MSMEs, business support organisations, and development partners, the firm mapped high potential areas for women's participation, and developed recommendations and action plans for IWEE and other SADC units and programmes to mobilise resources and support in Member States and target sectors.

Supporting EIB Intermediated Lending Operations in Agri-Food Sector Investments

European Investment Bank | 2020 - 2025

The purpose of this TA Programme is to support access to finance for the agricultural sector by enhancing capacity of financial institutions to assess, execute and monitor longer-term investment projects in agri-food value chains that aim to integrate smallholder farmers in their respective value chains, supporting enterprises and smallholder farmer groups to develop market linkages through off-take and service provision agreements, enhance beneficiary capabilities to develop and implement viable investment projects.

Imani Development is a local implementation partner in a consortium led by the Frankfurt School of Finance and Management. Support services include the development and delivery of comprehensive training programmes to loan officers, financial service providers, MSMEs, and business support organisations, as well as technical assistance to develop financial instruments and services aligned to agribusinesses and value chain actors' needs.

Management of the Growth Accelerator Malawi and Green Economic Transition Facility

UNDP & Various Donors | 2022 - Ongoing

This assignment focuses on accelerating the growth of start-up companies, crowding in impact investment for sustainable enterprise development, and scaling innovations and productive investments in Malawi's agriculture, manufacturing, irrigation and renewable energy

sectors. Imani Development and Landell-Mills International provide services to manage the current cohort of entrepreneurs being supported by the The Growth Accelerator (GA), Malawi's first Business Acceleration programme, providing risk-sharing capital and technical assistance and business development services to startups led by young Malawians, and launch and management of the Green Economic Transition Facility (GETF), which provides catalytic support to private sector companies with matched grants, technical assistance, and business development support to drive investments in green solutions in Malawi.

Delivering Alternative Livelihoods for Fishing Communities at Lake Tanganyika in Zambia

Food & Agricultural Organisation | 2025 - 2026

Fishing communities around Lake Tanganyika face significant challenges in maintaining sustainable and healthy livelihoods, including low productive capacities, waning fish stocks, weak market linkages, and gender-based exploitation.

In response, this project delivers training on rice and horticultural production, as well as sustainable resource management, to community farming and fisher groups, establishes seedling nurseries to enhance access to quality inputs, supplies equipment and solar cold-chain facilities, and links producers to domestic and export markets.

Multi-Country Scoping Study on Opportunities for Agricultural Finance Interventions

FinMark Trust | 2020 - 2021

Imani Development provided assistance to help FinMark Trust (FMT) identify areas where it can better target its own work to support agricultural and value chain development in Botswana, Malawi, Lesotho, and eSwatini through agricultural finance interventions

Rapid and deep-dive value chain and market systems analyses prioritised value chains in each country, highlighting financial and technical assistance support gaps where FMT could introduce new programmatic interventions or establish collaborative partnerships with existing initiatives.

Study to Benchmark the Cocoa Industry's Sustainability Commitments

Private Client | 2022 - 2023

This project delivered a detailed benchmarking of the cocoa industry's sustainability commitments in West Africa and at Global scale. Specifically it assessed the qualitative and quantitative differences in sustainability programmes in environmental, social and economic activities, identified emerging industry trends in sourcing sustainable cocoa, and highlighted smart partnerships with NGOs/governments/funders/TAs and coalitions to land impact and public awareness. These informed recommendations on a future partnership strategy to enable the client to pivot towards faster, deeper 'breakthrough' change.

Enhancing ESG Performance in Members of the Zambian Association of Manufacturers

Zambian Association of Manufacturers | 2023 - 2025

The Zambian Association of Manufacturers (ZAM) represents over 350 member firms, many of which are members of the Proudly Zambia Campaign (PZC) which promotes the production and consumption of high-quality Zambian-manufactured products to spur local job creation and foster domestic economic development.

This technical assistance project, delivered under the ENTERPRISE Zambia Challenge Fund, delivered training and sensitisation workshops to increase the awareness and understanding of ESG and sustainable business practices, including opportunities and constraints, among ZAM/PZC Members and other key public and private sector stakeholders.

The Business Innovation Facility (BIF)

UK DfID | 2010 - 2013 & 2014 - 2020

The DfID-funded Business Innovation Facility (BIF) proactively identified and supported SMMEs, mainly in agriculture and the green economy, through business development services, access to finance and markets, and technical assistance on product development. In addition to these, the team also delivered civil society and private sector workshops focused on facilitating dialogue on tools and mechanisms for farmers to access domestic, regional, and international export markets.



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