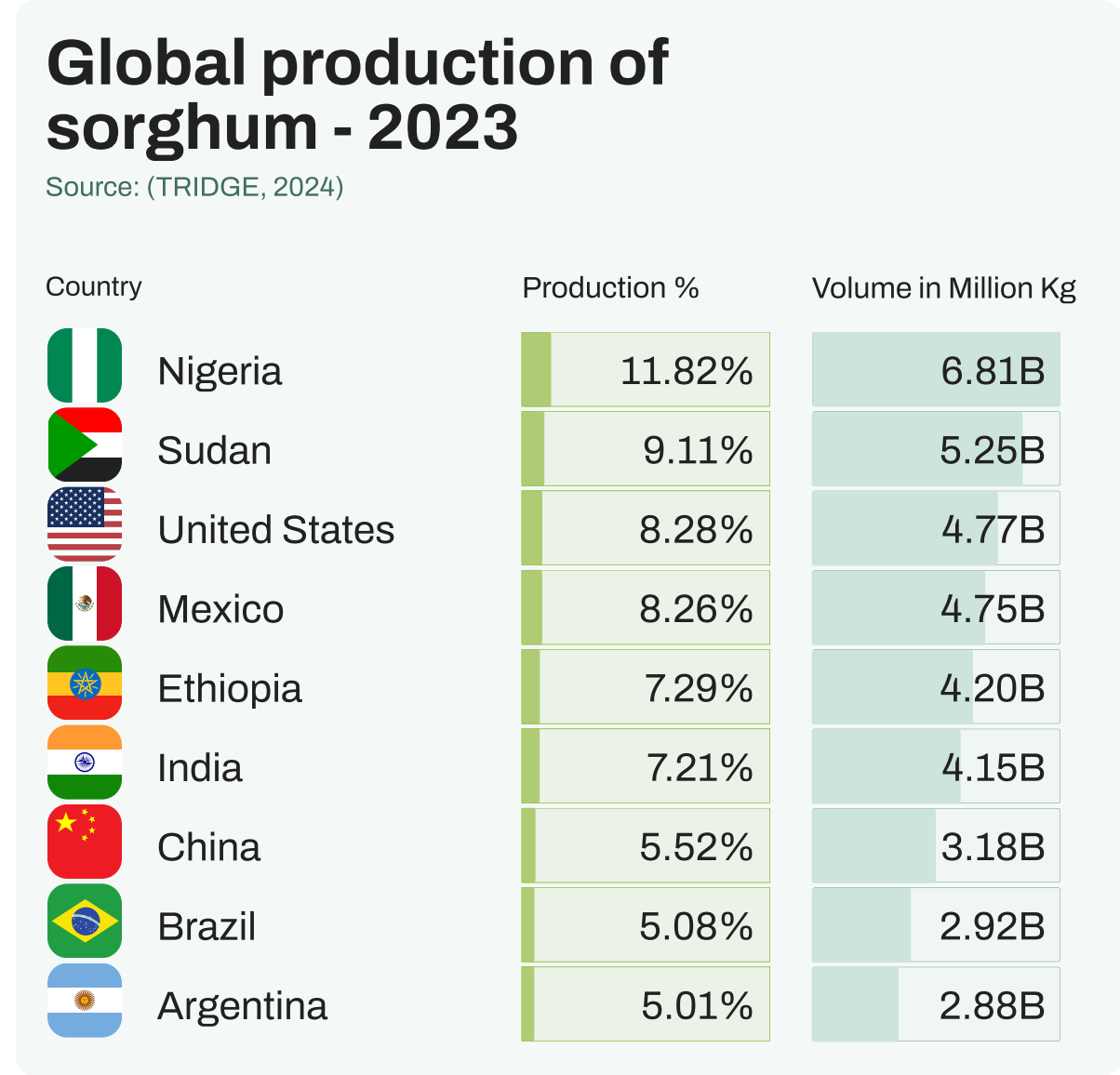




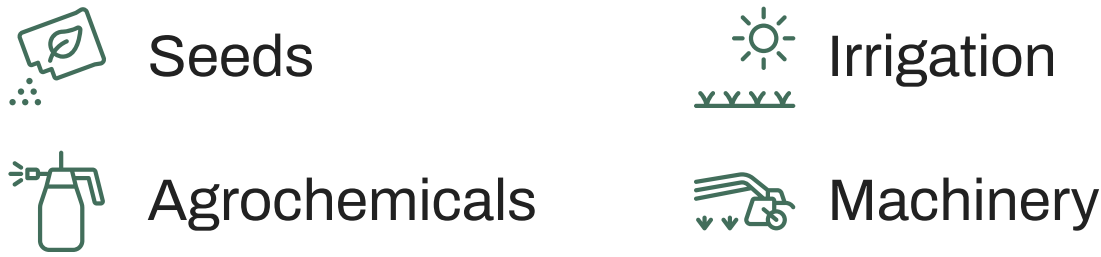
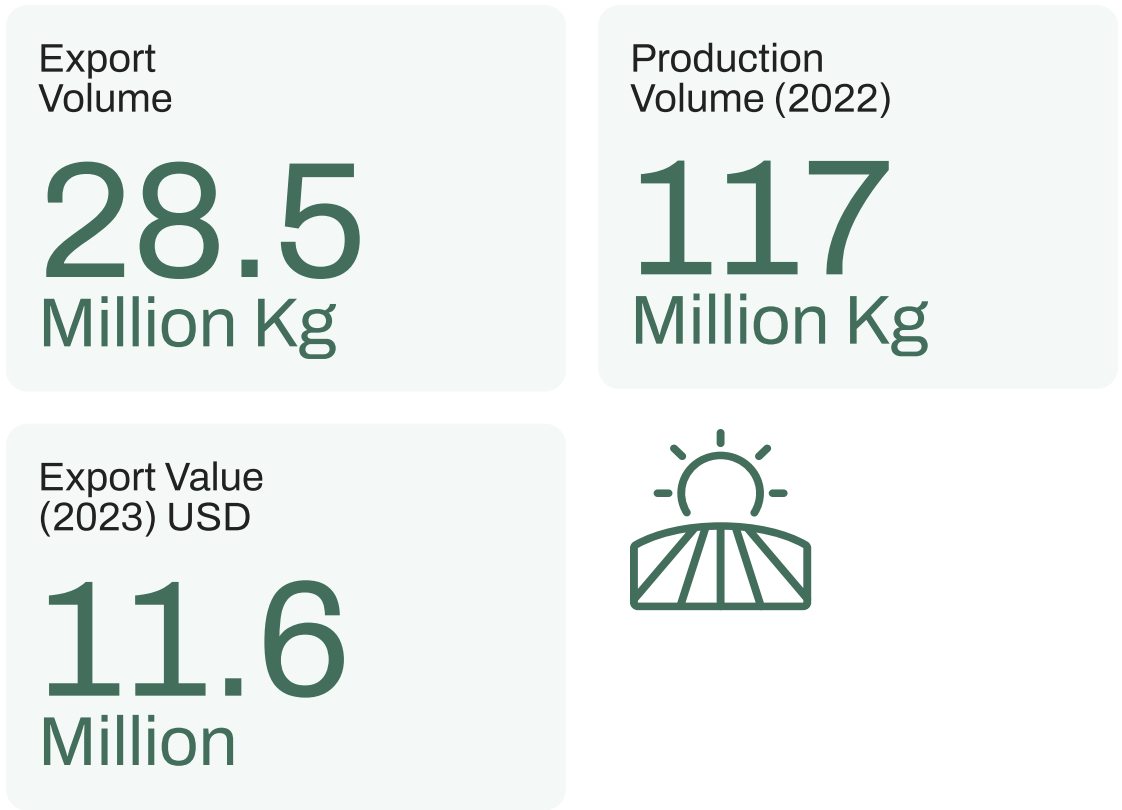
Market overview

Despite the expanding global market, sorghum remains largely untapped by Sub-Saharan African (SSA) countries.

The global sorghum market is projected to grow at an annual rate of 2%, driven by its increased use in biofuels and livestock feed. Since 2012, China has become the largest importer of sorghum, primarily due to its rising demand for livestock feed.

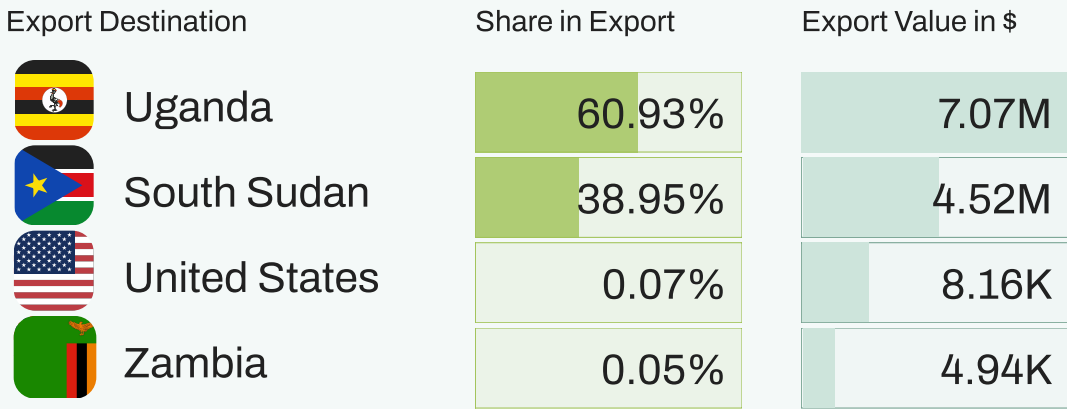
Main players

Sample Inputs suppliers



Top Kenya's sorghum export destination

Source: (TRIDGE, 2024)

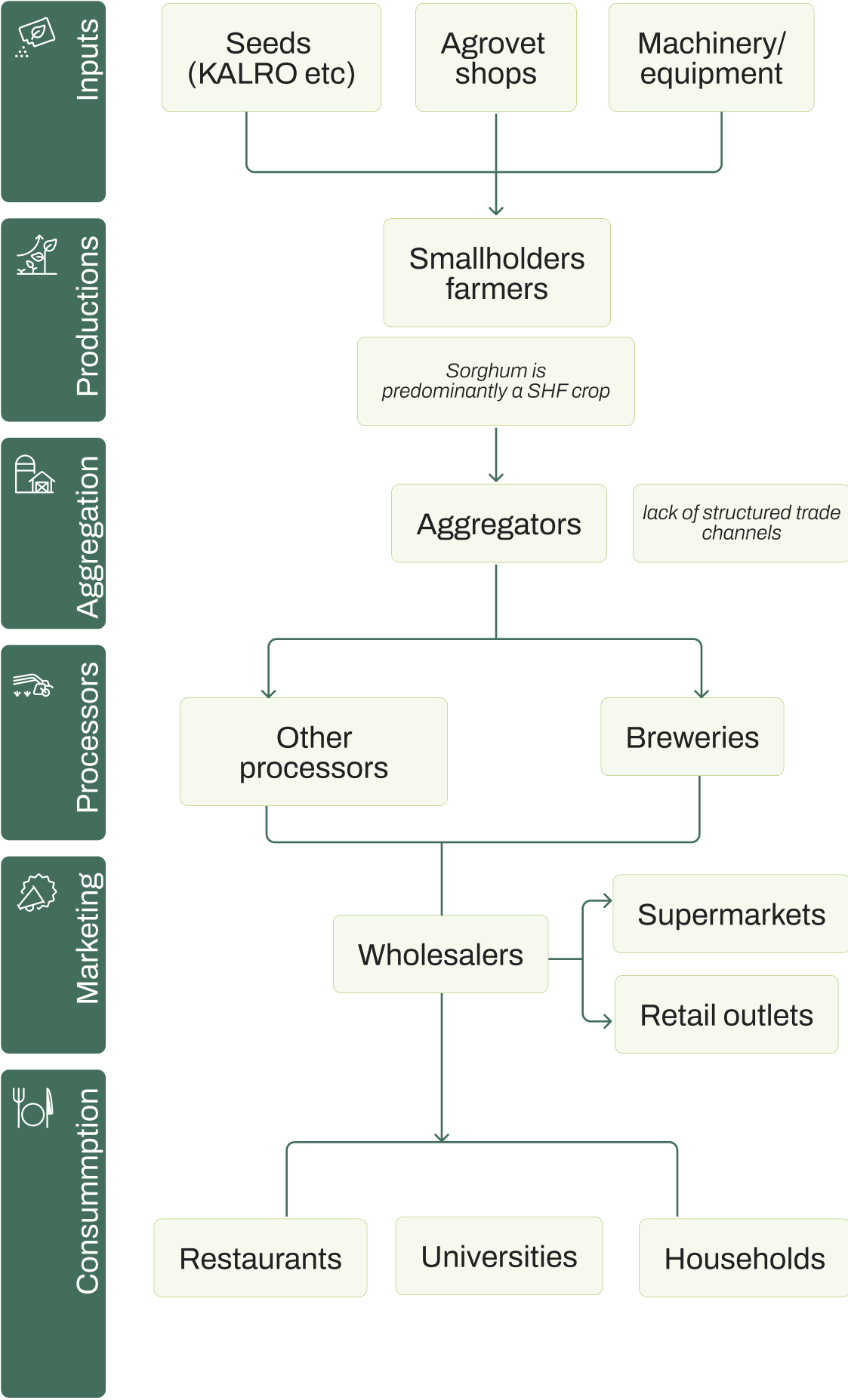


Leading sorghum exporters globally

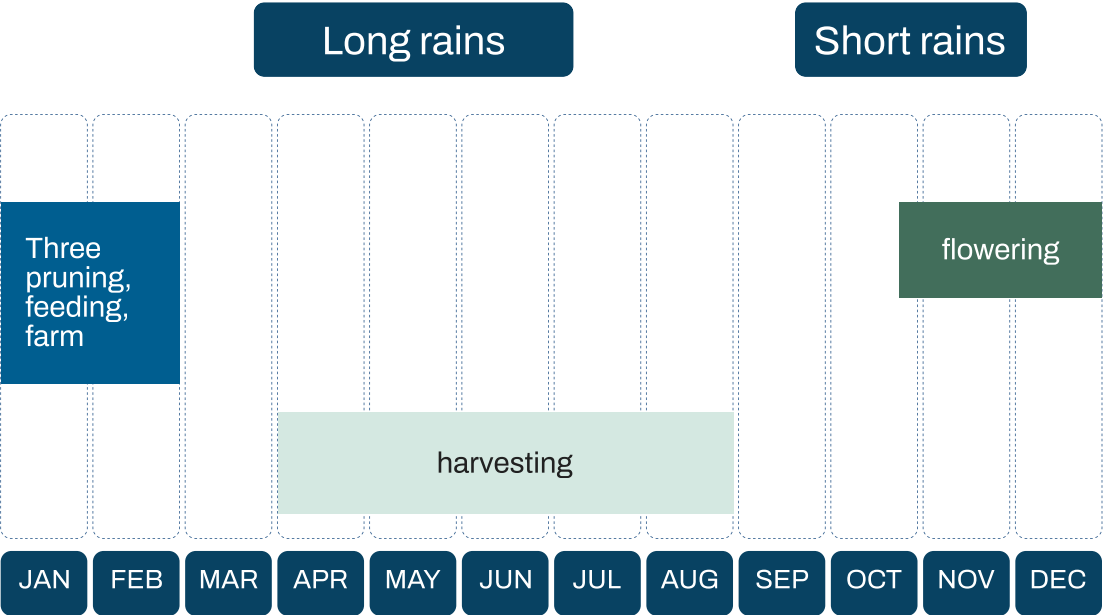
Source: (TRIDGE, 2024)



Value chain



Crop calendar



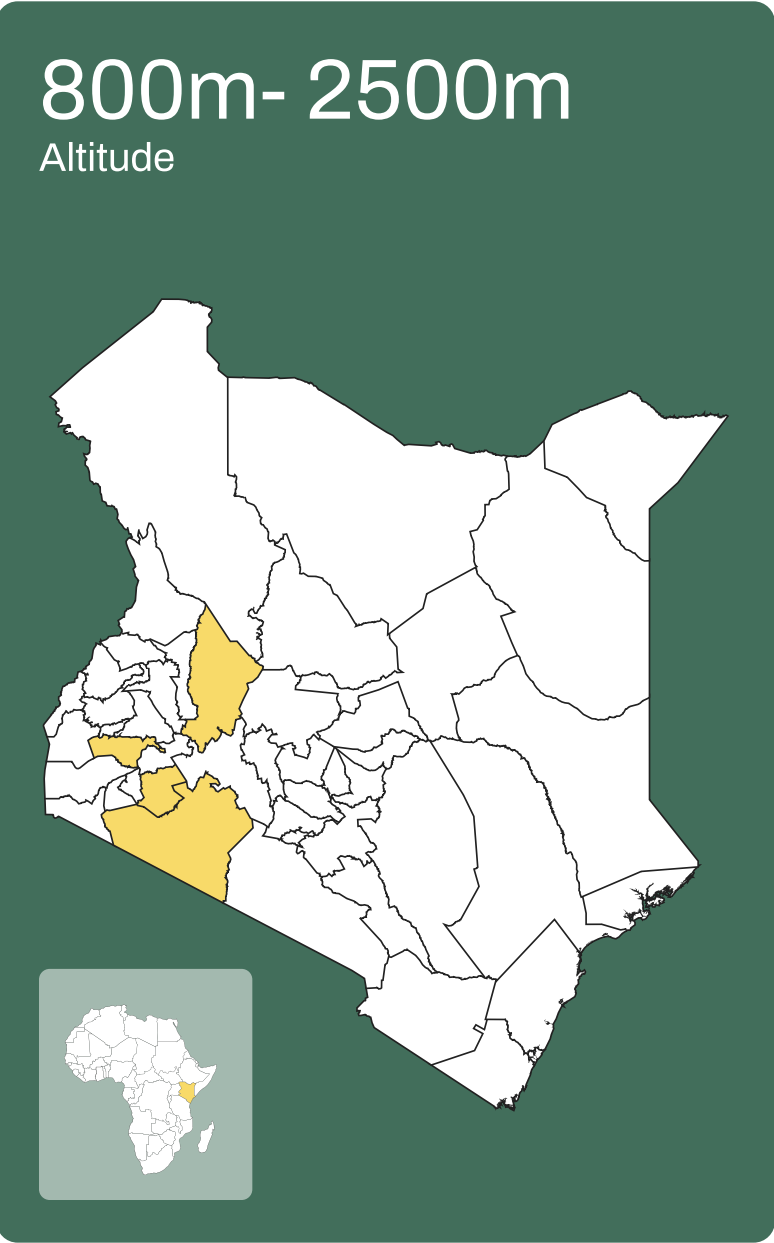
Sorghum requires a minimum rainfall of 250mm per annum but does best above 900mm per year.

In ASALS, sorghum is planted in short rains (October and November) and harvested in January and February. Vegetative regrowth takes advantage of the long rains from mid March with the ratoon crop harvested in June.

Sustainability financing

VC Segment	Green Finance Requirements
Processor	- Quality control equipment regarding moisture (Aflatoxin control) - Eco-friendly packaging - Energy-efficient grain processing equipment - De-stoners, polishing and packaging equipment
Aggregate	- Warehousing: facility with state-of-the-art equipment such as testing labs - Affordable vehicle/logistic financing
Producer	- Zero tillage farming- Tractors - Investment in reliable irrigation schemes - Solar based driers
Input	- Transition to affordable organic fertilizer. - Drip irrigation systems. - R&D for development of climate smart products (like drought resistant planting materials)

Production areas



Grain sorghum is well adapted to grow on many different soils throughout the country.

It however does best on deep, fertile, well drained loamy soils and more tolerant of shallow soil and drought conditions. It grows well in areas 800m to 2500m above sea level.

Sorghum is produced in **Baringo, Bomet, Kisumu and Narok.**

Deforestation risk

In the four counties where sorghum is cultivated, two counties are classified as high- risk deforestation counties and the remaining counties ranging from medium to low risk.

This distribution highlights the environmental challenges associated with sorghum farming in these regions, **emphasizing the need for sustainable agricultural practices to mitigate deforestation risks.**



Challenges and opportunities

Challenges

- **Climate change** that affects rainfall availabilities.
- Lack of access to **quality inputs**.
- **Rising acidity in soils** due to overuse of agrochemical and fertilizers.
- Limited access to affordable **Agri-finance**.
- Quality issues of **Aflatoxin attack**.
- **Land subdivision** resulting into reduced production areas.
- High cost of inputs.

Opportunities

- **Local and international demand** of sorghum is very high and current production is not meeting demands.
- **Government subsidy** on fertilizer will ease the pressure of high cost of inputs.
- **Demand for derived sorghum** product is growing i.e. fortified flour.
- **The prices are semi stable** and less volatile in comparison to other grain and Agri products.

eco.business fund

The **eco.business Fund** aims to promote business and consumption practices that contribute to the **conservation of biodiversity, the sustainable use of natural resources, and climate change mitigation and adaptation**. By financing business practices that preserve nature and promote biodiversity, the fund seeks investments that generate both **environmental and economic returns**. The fund primarily offers loans to qualified financial institutions, which in turn lend to eligible borrowers. These borrowers include holders of recognized certifications as well as those implementing changes that **support conservation and biodiversity**. The fund supports sustainable operations in the **agriculture, fisheries (including aquaculture), forestry, and tourism sectors**.

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