Global Gateway

SAFE Partner Organic Soybean in Zambia.

Implemented by GIZ in Partnership with ETG & EFF.

Presentation to the Webinar.

By Kennedy Nyambi,
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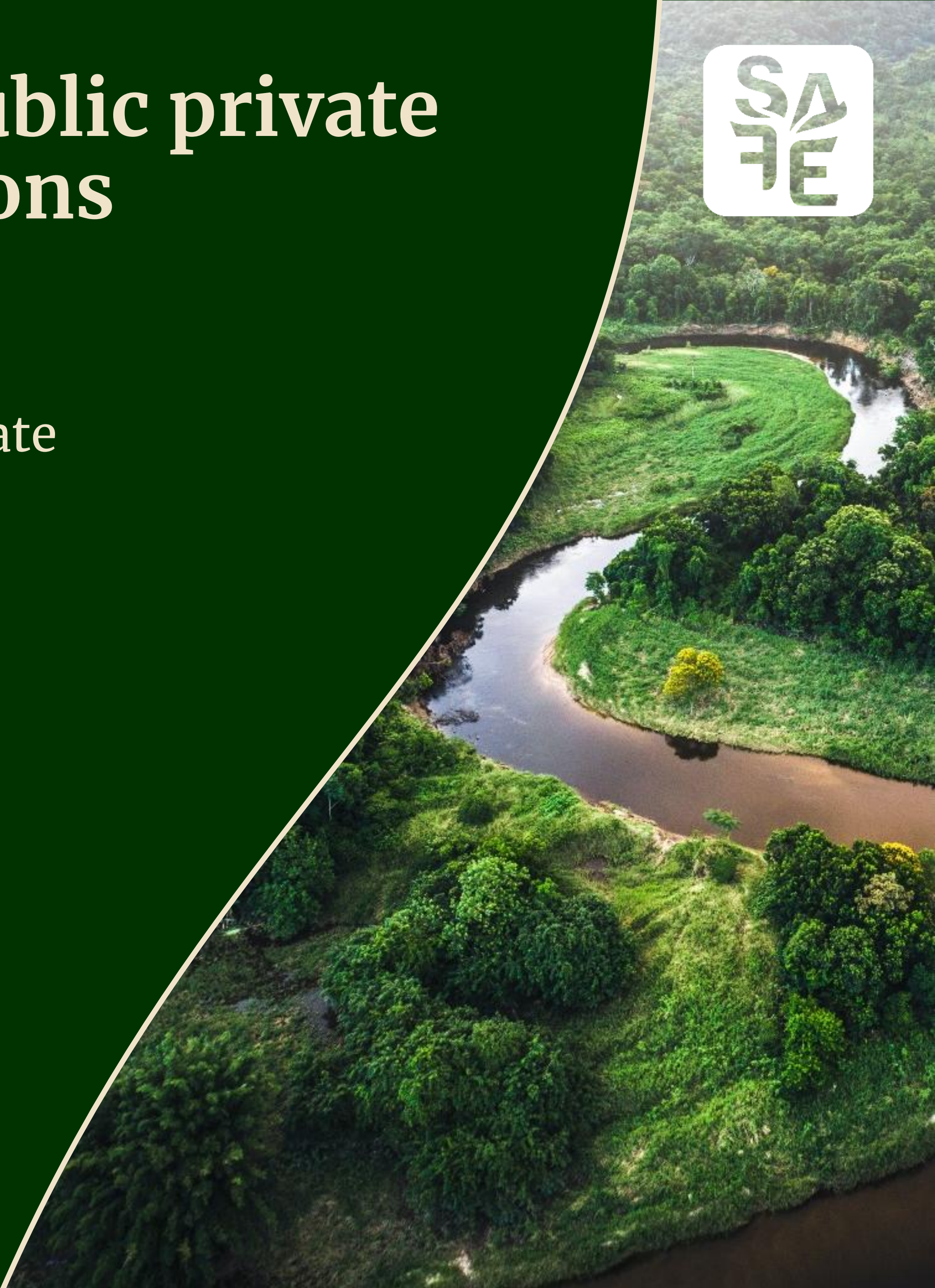
Motivation to engage in public private cooperation and expectations

- **Motivation to engage -** The drive often comes from recognizing that neither public institutions nor private actors can achieve sustainable impact alone. Meaningful results/impact can only be achieved through such partnerships.

- Public partners bring legitimacy, reach, and policy frameworks, while private partners contribute innovation, efficiency, and investment.

- **Expectations-**Stronger farmer market linkages, improved service delivery, and shared risk in trying new approaches.



Implementation beyond usual

- Unique project elements such digital tools for farmer field mapping (polygon mapping), co-financed infrastructure (like aggregation centers) may not have been possible without joint investment and the cooperation.
- Public-private cooperation often enables piloting of innovative models such as finance or certification systems that would be too costly for one side alone e.g provision of farmers inputs, training of farmers and organic certification

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Successes & Challenges

- **What worked well**
  - Clear implementation structures.
  - Clearly defined roles in the partnership.
  - Transparent communication-clear channels of communication from both parties

- **What did not work well**
- Delayed engagement of certification organization
- Side selling of crop by some farmers.

Key Learnings for the Partners & Others

- Start small with pilot initiatives before scaling.
- Invest in trust building early
- Joint workshops, shared reporting, and timelines
- Open dialogue.
- Ensure flexibility in contracts in case of any eventualities.

Gender Equity & Smallholder Social Inclusion

Gender equity approaches

- Set a clear target for women participation ,in this case the SAFE project had put 40%women participation

Social inclusion

- Participatory planning to ensure everyone is represented in decision-making e,g types of inputs required by farmers-project beneficiaries.

Smallholder Inclusion

- **Smallholder inclusion strategies:**
    - Aggregation models that reduce transaction costs such as local bulking points.
    - Capacity-building programs to meet quality standards such as post harvesting trainings and all crop production trainings.
    - Guaranteeing market access through forward contracts.

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Future Push for Cooperation

- Stronger platforms for dialogue between government, private sector, and farmer organizations.
- Documenting / demonstrating success stories to attract more partners and scale impact.
- Policy incentives (tax breaks, subsidies for inclusive investments).
- Stronger platforms for dialogue between government, private sector, and farmer organizations.
- Demonstrating success stories to attract more partners and scale impact.

Thank you

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