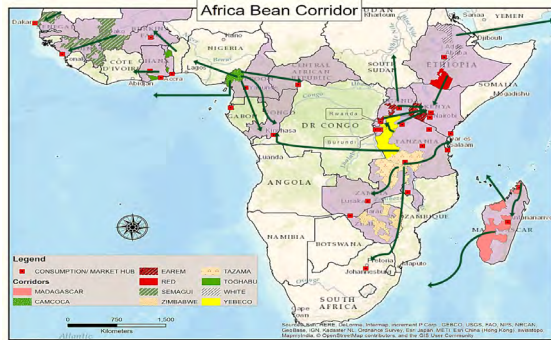
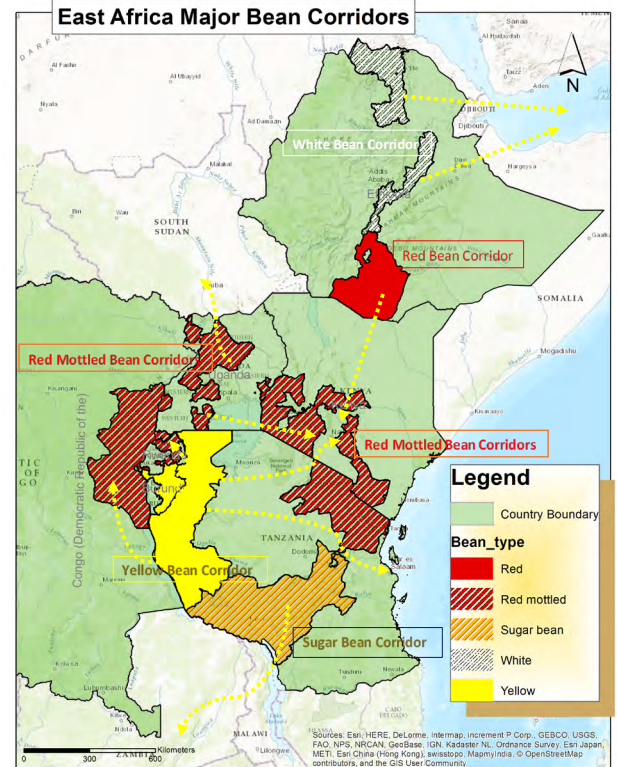


# Bean Corridors in Africa

There are nine corridors that drive bean trade in Africa

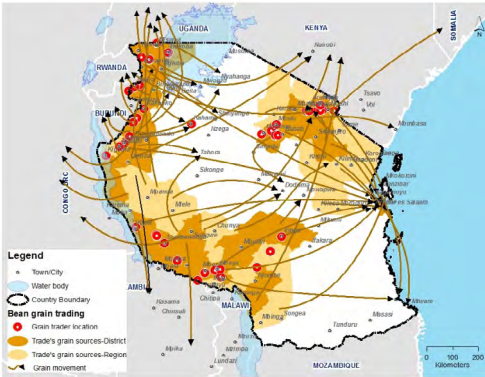


In Eastern Africa, here are the corridors





## Coming closer, yellow bean corridor in Tanzania



## A brief on the yellow bean corridor a sample of yellow bean varieties



Njano -Uyole



Uyole-98

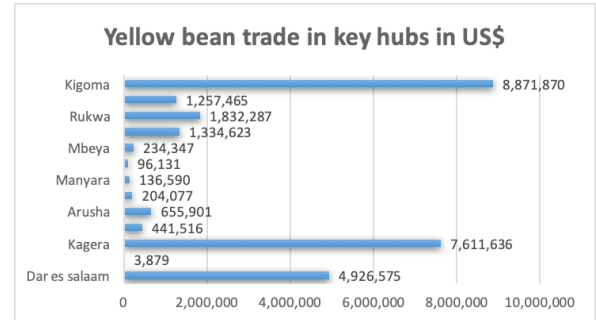


Uyole-04



Njano Gololi

The key production hubs are shown on the side of the figure, in monetary value terms based on a survey of 298 yellow bean traders in 2019



**Production Hub:** Kigoma, Kagera, Mbeya, Rukwa

**Distribution Hub:** Arusha

**Consumption Hub:** Dar Es Salam, Shinyanga,

**The value of bean trade for the surveyed traders (298) was about USD 26,600,000 from about 50,000MT of beans traded based on a farm gate price of USD 0.50. This is barely 20% of the yellow bean trade in the country. Potential of trade per year (2 seasons) 200,000MT worth USD \$ 100 million**





### **Driving the Yellow Bean Corridor:**

#### **A Case of KADERES**

Karagwe Development and relief Services (KADERES) is grain trader based in Karagwe

Trading mainly beans and coffee and beans. The company focusses on three main bean types: Yellow beans, Red Mottled and Red Kidney for the market.

KADERES works with producers from four districts of: Misenyi, Muleba, Kyerwa, Karagwe in Kagera region

#### **In the production hub:**

**250,000** farmers **60%** of whom are women

Out of **250,000** farmers registered on the Mastercard Farmer Network platform, **2,400** piloted trading on the platform in December 2019 season.

TARI Maruku supports KADERES to multiply and make seeds available for grain production.

#### **Distribution hub**

In this hub, Agricultural Marketing Cooperative Societies are used to aggregate produce from producers on behalf of the buyer (KADERES).

AMCOs play a critical role in bean aggregation. **19** (3 are women) who are representatives of AMCOs were enlisted and trained to use the MFN platform to aggregate produce.

Total value of beans **142 MT** of bean was collected from producers in December season

They aggregated produce from about **2,400 producers**, included bean and coffee.

#### **Markets/ Consumption hub**

Demand for bean by KADERES is **10,000 MT** annually, but current supply is about **4000MT** annually

In 1 month of piloting the MasterCard Farmer Network platform (December 2019), KADERES received produce valued at **US \$ 1,188,000** (both beans and coffee). **142MT** of yellow bean was sold to the Kenya market and the value was about **USD 100,000**. This is the income that went to **2400 producers** in December. In 2018, KADERES exported **540MT** to Canada.