



## Large Outgrower Schemes Assessed by TechnoServe (2014)

To better understand the challenges and best practices in operating large-scale, long-standing outgrower schemes, TechnoServe assessed 25 of the largest outgrower programs in sub-Saharan Africa, each involving at least 15,000 farmers and many in operation for decades.

	Country	Crop	No. of outgrowers	Year established
Kenya Tea Development Agency (KTDA)	Kenya	Tea	565,000	1964
Export Trading Group (ETG)	Tanzania	Maize	250,000 (est. no. benefiting from credit scheme)	1967
NWK Agri-Services	Zambia	Cotton (also maize, soy)	170,000	2000
Cotton Company of Zimbabwe (Cottco)	Zimbabwe	Cotton	155,600	1997
Mozambique Leaf Tobacco (Universal)	Mozambique	Tobacco	120,000	1996
National Smallholders Association (NASFAM)	Malawi	Maize, groundnuts	100,000	1997
Mumias Sugar Company	Kenya	Sugar	83,650	1971
One Acre Fund	Kenya	Maize	80,000	2006
Cargill Zambia	Zambia	Cotton (also soy)	70,000	2006
COMACO	Zambia	Various	70,000	2006
Frigoken	Kenya	Horticulture	62,000	1989
Great Lakes Cotton Company (Plexus)	Malawi	Cotton	60,000	1994
Kilimanjaro Native Co-operative Union (KNCU)	Tanzania	Coffee	60,000-95,000	1925
Gulu Agricultural Development Company (GADC)	Uganda	Cotton (also sesame and chili)	55,000	2009
Mukwano Group (Mukwano Agro Project Limited)	Uganda	Oilseeds	54,000	1989
Kuapa Kokoo Cooperative	Ghana	Cocoa	50,000	1993
Alliance One	Tanzania	Tobacco	30,000	2005
Olam Zambia	Zambia	Cotton	30,000	2007
PALMCI	Cote D'Ivoire	Palm oil	28,000	1999
Olam Ghana	Ghana	Cashew	26,000	1994
British American Tobacco Company Uganda (BATU)	Uganda	Tobacco	20,000-65,000	1927
ETG Parrogate	Zimbabwe	Cotton	20,000	2012
Biolands Kyela (Barry Callebaut)	Tanzania	Cocoa	23,000	1999
Cheetah Co	Malawi	Paprika and chili	15,000-20,000	1996
SABMiller	Uganda	Sorghum and barley	15,000	2001

*Note: Some of these schemes utilize a slightly different model than traditional contract farming programs (e.g. COMACO and One Acre Fund are donor subsidized; NASFAM and KNCU are farmer-owned cooperatives engaged in input financing).*

TechnoServe works with enterprising people in the developing world to build competitive farms, businesses and industries. For more information about our organization, our work in financial inclusion or outgrower schemes, or to request the study referenced above, please contact us at [A2F@tns.org](mailto:A2F@tns.org).