Farm to Market Alliance’s mission is to create a thriving and sustainable agricultural sector that empowers farmers, forges strong markets and improves global food security. FtMA takes a demand-led approach in servicing smallholder farmers and the surrounding ecosystem. FtMA’s holistic value chain solution - PATH - supports African farming families to transition to commercial agriculture through four integrated strategic pathways. In Zambia, FtMA has been active since late 2016, delivering a variety of services across the PATH solution.

### Predictable Markets
- Pre-harvest forward delivery contracts and spot sales
- Aggregation centers establishment and capacity building
- Aggregation and delivery linkages

### Affordable Finance
- Working capital loans for aggregation centers

### Technologies and Quality Inputs
- Trainings on Good Agricultural Practices
- Improved seeds, fertilizer and crop protection

### Handling and Storage Solutions
- Trainings on post-harvest handling and storage
- Equipment for post-harvest crop management from local manufacturers

### Season 2018 in Numbers*

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity/Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmers</td>
<td>40,900 (40% women)</td>
</tr>
<tr>
<td>Crop aggregators</td>
<td>60</td>
</tr>
<tr>
<td>Total aggregated sales volume</td>
<td>14,100 mt</td>
</tr>
<tr>
<td>Total value generated in crop sales (marketing ongoing)</td>
<td>US$ 4.2 mil</td>
</tr>
<tr>
<td>Total value of working capital loans (loan disbursement ongoing)</td>
<td>US$ 65,000</td>
</tr>
<tr>
<td>Farmers trained in post-harvest management practices</td>
<td>40,900</td>
</tr>
<tr>
<td>Items of post-harvest equipment purchased by farmers attending trainings</td>
<td>5,600</td>
</tr>
<tr>
<td>Rural aggregation centres (RACs) established / identified</td>
<td>206</td>
</tr>
</tbody>
</table>

*As of October 2018
CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS

soybeans
groundnuts
other legumes

IMPLEMENTATION TIMELINE

2019 TARGETS
input and equipment distribution model
digitally enabled input ordering
evolution of training models towards cost sustainability
68,000 farmers by 2020

FtMA farmers attending training on effective post-harvest handling and storage practices, Monze, April 2018.