



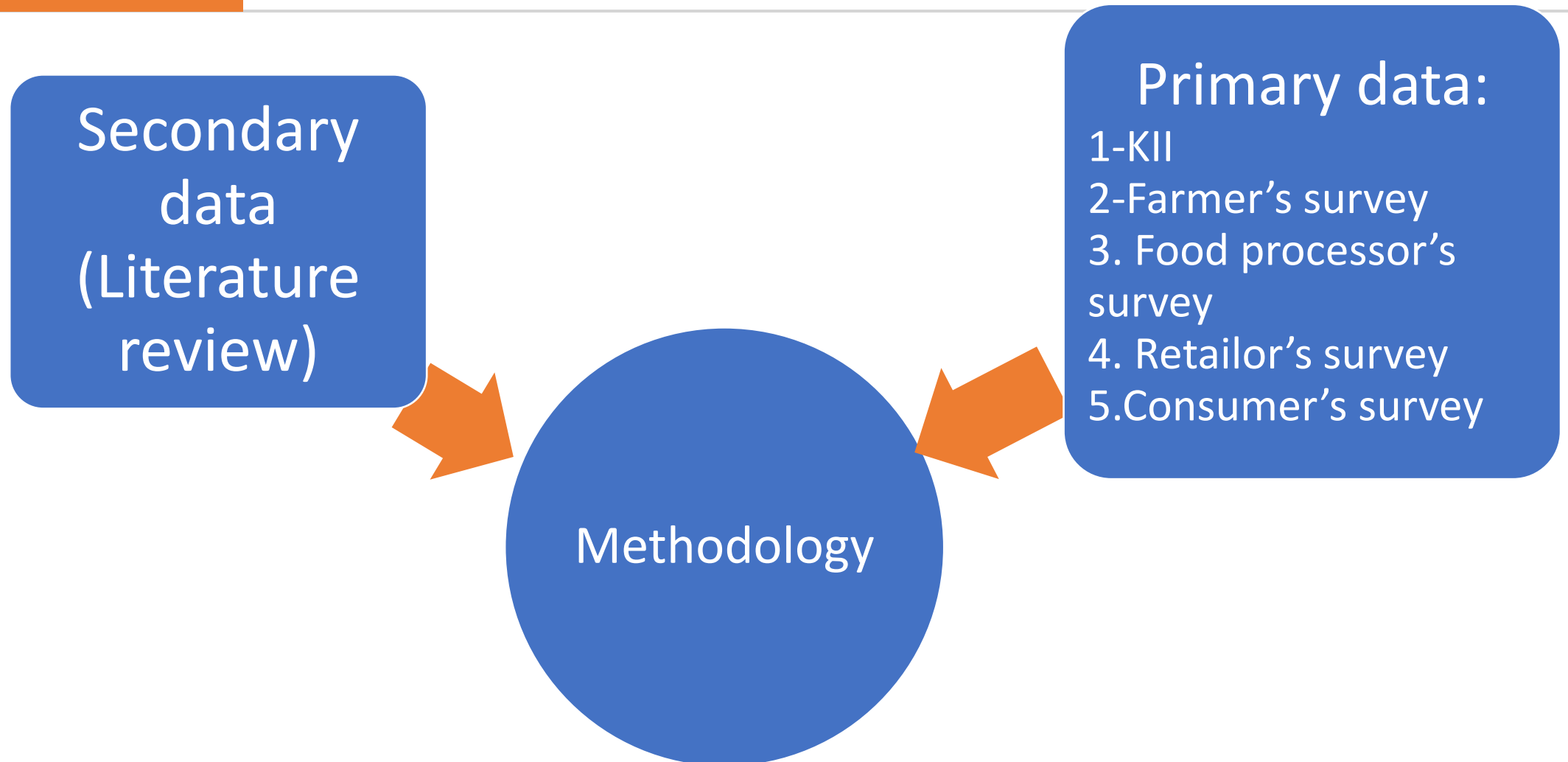
Potential Agriculture Products Aligned
with the Market Demand for Food
Processing

Prepared for GIZ RED IV Program

Survey Objectives

- To analyze existing agricultural products against selection criteria and shortlist the products with most potential for agro-processing
- To assess technical know-how and equipment on food processing
- To assess demand and market conditions for products within selected processing

Methodology



Results

- Twenty-one potential crops identified, but only nine crops, namely cucumber, cherry tomato, chili, longan, mango, cashew nuts, peanut, soybean, and mung bean were suggested for scaling-up and processing based on the developed evaluation matrix.
- Technical know-how of agro-food processors
 - Very limited skills, such as facility management, production planning, inventory management, RD&I
- Most agro-processing enterprises in the target area produce less sophisticated products for domestic markets.

Challenges and Opportunities

- Challenges
 - Seasonal supply of raw materials, limited availability of skilled/technical workers, limited knowledge of quality and standard compliances, and costly/unreliable logistics service.
- Potential opportunities
 - Increase domestic market share, increase health awareness, government support/intervention, and an increase demand for premium products.
- Oil pressing opportunities for products such as mango seeds, moringa seeds, Sacha Inchi seeds, soybean seeds, pumpkin seeds, etc.

Recommendations

Production side-farmers:

- Potential crops for expanding and processing
- Ensuring year-round supply
- Diversity of agricultural production for processing

Processing side (agro-food processing enterprises):

- Potential final agro-processed products
- Expanding and diversifying niche products, such as oil pressing
- Strengthening technical know-how
- Agro-processing technologies and facilities
- Enabling the environment to improve agro-processing



Thank You

