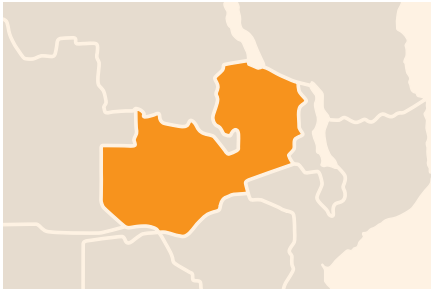




Partner Profile: Good Nature Agro



More than three-quarters of Zambia's population of 18 million are small-scale farmers, the majority of whom live in rural areas and rely on agriculture for their family's income.¹ Limited access to markets, fair prices, quality inputs, and agronomic technical assistance constrain production and income for smallholder farmers.

Good Nature Agro (GNA) is an agricultural social enterprise operating in Zambia and Malawi within Global Partnerships' Smallholder Farmer Market Access initiative.² Global Partnerships-affiliated funds have supported GNA since 2018 by first providing equity to support early-stage enterprise development and more recently debt investment to further fuel the company's growing impact.

WHO IS SERVED:

GNA serves nearly 28,000 smallholder farmers living in rural areas, 37 percent of whom are female.³ The majority of GNA's

clients farm maize as a primary subsistence crop and approximately 95 percent of its clients live on less than \$5.50 PPP/person/day.⁴

WHAT IS DELIVERED:

GNA provides smallholder farmers with a holistic set of services to enable successful production and sale of high-quality legumes such as soybeans, groundnuts, beans, and cowpeas. For each farmer, GNA's offering includes quality seeds and other inputs on credit, crop-specific technical assistance, a guaranteed sales contract, and a price premium at time of sale.

WHY IT IS IMPACTFUL:

Affordable, high-impact inputs alongside technical assistance and access to markets can increase the incomes and food security of smallholder households living in poverty. In a 2019 survey, 88 percent of GNA clients said their quality of life had improved, 82 percent said their production improved, and 88 percent said they earned more money since becoming a client of GNA.⁴

1. "Family Farming in Zambia," FAO, 2021, <https://www.fao.org/3/cb6551en/cb6551en.pdf>.

2. GNA was a current borrower of Global Partnerships Social Investment Fund 6.0, LLC and an investee of Global Partnerships/Eleos Social Venture Fund, LLC as of December 31, 2021.

3. GNA client data represents current clients as of December 31, 2021.

4. Based on responses from 114 GNA clients via a mobile, voice-based survey method known as Lean DataSM conducted in 2019 by 60 Decibels, Inc., an impact measurement company.