



Initiatives for Increased Farmers' Access to Sustainable Irrigation Technologies in Malawi



Presented at the Malawi Annual Agricultural Productivity and Commercialisation Conference
9-10th June 2022



FISD and the national agri-commercialisation drive

CONSTRUCTION OF IRRIGATION INFRASTRUCTURE

Through its construction company, the firm has constructed over 50 irrigation schemes in the country in collaboration with the government and development partners

TRADING IN IRRIGATION EQUIPMENT

Trades in irrigation pumps and associated accessories to farmers of all levels

AGRI-FINANCING

Agricultural loans through its financial institution namely FIFAD

FARMER-MARKET LINKAGES

Builds the capacity of farmers as regards the identification of viable produce markets



Initiative 1 – My Farm Loan Product

➤ What's in there???

Provision of an irrigation service to smallholder farmers, alongside traditional production support on credit; provides complete irrigation systems to farmers on loan; additionally, the package includes technical support and backstopping

Portable solar-powered pump unit, shallow well (water source) and flexible pipes for water distribution which some farmers have accessed under the **'My Farm Loan Product'**





Initiative 2 – Irrigation Water Supply Business Model

➤ What it involves

Company

Constructs/rehabilitates irrigation schemes
Sells water for irrigation to farmers
Full responsibility over operation and maintenance

Farmers

Still belong to WUA
WUA responsible for plot allocation

Farmers pay a water fee of MK12,500/0.1 ha of land per growing season, in advance



Challenges

- The capital investment required to develop an irrigation scheme is large
- Very long pay-back period for the company (especially model 2)
- Farmers mindsets.....in other areas