

AGS

BUILDING BUSINESSES
AND PARTNERSHIPS



**AGS SUPPORTING
MARKET ACCESS.**



Ministry of Commerce, Trade
and Industry of Zambia

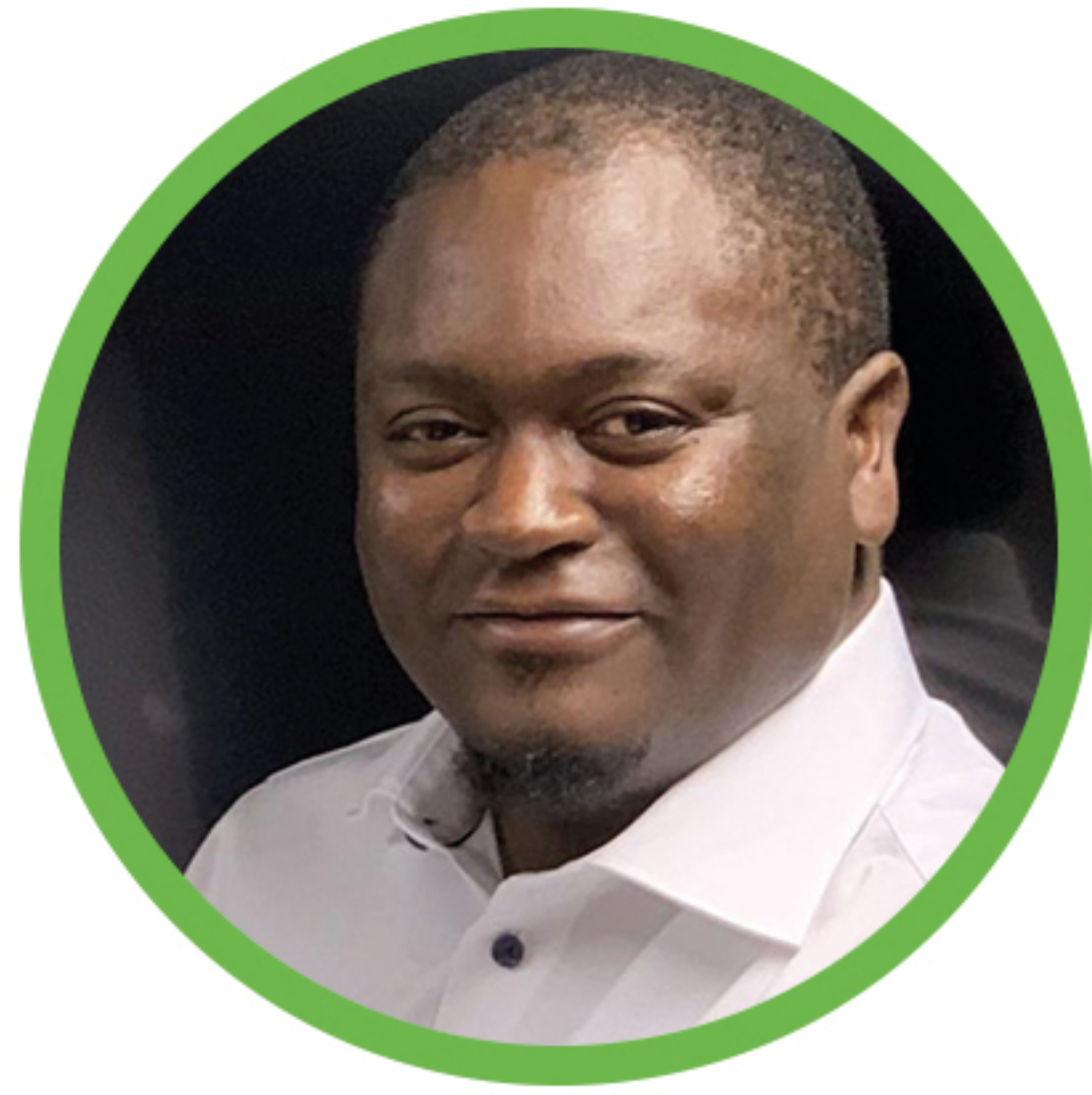


Ministry for Foreign
Affairs of Finland

Success Story

Sustainable fertilizer company from Finland launching a branch in Zambia

BioRaiser Finland took part in the Finnish Week of Business in Zambia 2019 where a strong alliance with local businessman Chris Ndlovu was formed. Consequently, BioRaiser Zambia Ltd was born, bringing BioRaiser products into the Zambian market. BioRaiser intends to improve Zambian small holder farmers' crops while conserving the soil and the environment, particularly in the dry Southern parts of the country.



“It’s very rewarding to introduce a truly superior product to Zambian customers. It never gets old to see a farmer’s excited reaction after using BioRaiser.”

– **Chris Ndlovu**

THE FINNISH WEEK OF BUSINESS IN ZAMBIA 2019

organised by Team Finland and the Accelerated Growth for SMEs in Zambia (AGS) Programme brought 20 Finnish companies to Zambia with the purpose of building long-term business relations with Zambian counterparts. The week included tailored meetings, workshops, the Agritech Expo, and a networking reception hosted by the Embassy of Finland. Tangible results were achieved including direct sales, concrete partnerships, and increased presence of Finnish companies in Zambia.

The BioRaiser Product



Pilots of the **BioRaiser** fertilizer have been successfully conducted across the country. The next steps are the shipment of the manufacturing plant to Zambia and establishment of a factory. The product will be officially launched in Zambia by October 2020.

BioRaiser Finland retains 70% ownership of the Zambian branch while Ndlovu holds 30%. The partnership was a result of tailor-made B2B matchmaking and workshops hosted during the Finnish Week of Business 2019, supported by AGS. The project has attracted further interest and financial support from Finnpartnership.

The AGS Programme is a Finnish Government funded private sector development initiative implemented in partnership with the Ministry of Commerce, Trade and Industry (MCTI) of the Government of the Republic of Zambia (GRZ). It aims to directly support start-ups and Micro, Small and Medium Enterprises (MSMEs) to accelerate their growth and expand their contribution to the creation of jobs, well-being and inclusivity in the Zambian economy.



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