



# Tomato Value Chain

## Strategic partnership

### Overview

Tomatoes are the largest vegetable crop in Tanzania, grown across much of the country with significant production from smallholder farmers. However, varieties grown in Tanzania often offer poor resistance to pests and diseases and produce low yields. Moreover, tomatoes can be fragile and thus easily damaged in the transportation process. For this reason, they also have a relatively short shelf life.

SAGCOT initiated a strategic partnership in Ilemi Cluster (Iringa and Njombe regions) in May 2015 to support the growth of the tomato value chain and benefit smallholder farmers. In September 2015, the SAGCOT Centre convened stakeholders in Iringa to develop the first work-plan for the roll-out of the Tomato strategic partnership, since then a implementation by partners has yielded positive results.

The Partnership operates across the whole value chain: from production to processing. Tomatoes are processed into finished and semi-finished goods including tomato paste in cans and aseptic bags, tomato sauce and ketchup. Darsh Industries tomato-processing facility was established in Iringa since 2015. The factory has the capacity to process 200 tons of tomatoes per day. The company is working with a coalition of SAGCOT partners to mobilise more than 10,000 smallholder farmers in Ilemi Cluster and Kilombero Cluster (Morogoro Region).

As tomatoes are primarily produced near wetlands and river banks, the partnership is also prioritizing sustainable production technologies to ensure that the expected increased tomato production has a positive environmental impact. A number of conservation organizations are cooperating with SAGCOT partners to support environmentally friendly tomato farming. Through SAGCOT Green Reference Group member organizations, the environmental and social champion organization have been providing professional guidance to ensure sustainable tomato farming.

There is increased responsible private sector investments in the tomato value chain, with Green Valley Agro (GVA) specializing in tomato seed (and other vegetable seeds) production under 10 greenhouses in Iringa. They have developed new cultivation techniques, including Mtumbwi system, Smart Farming (via sensor fusion techniques), Smart Water Irrigation, Young Plant Raising systems. They have become the training and support center for smallholder farmers, extension officers, women & youth groups, students and other stakeholders; and are planning to set up a center of excellence and Seed Hub for Africa.

### The Southern Agricultural Growth Corridor of Tanzania (SAGCOT)

is a public-private partnership that seeks to catalyse responsible agribusiness investments in the country's southern corridor. The SAGCOT Centre Ltd serves as a partnership broker and information hub among SAGCOT partners to facilitate socially inclusive and environmentally sustainable value chain investments. Each year, several strategic partnerships emerge that SAGCOT actively promotes and facilitates due to their high impact and potential for expansion.

### What makes tomato partnership a strategic partnership?

- **Transforms farmers' food security and improves livelihoods.** The Tomato Partnership seeks to increase the productivity and hence profitability of tomato farmers in Iringa.
- **Seeks end-to-end value chain solutions.** The Tomato Partnership was strategically built to include stakeholders from each link in the value chain.
- **Convenes partners.** 14 stakeholders have been engaged in establishing the partnership, and more are encouraged to join, specifically medium-scale producers, processors, retailers, specialised technology providers and those able to provide support for farmer organisations.
- **Broad impact.** The partnership is expected to reach 10,000 smallholders.
- **Demonstrates positive environmental impact.** Partners work with farmers to raise their productivity in a way that ensures the responsible management of natural resources, including recycling up to 90% of the water used.



## Key stakeholders in the Tomato

### Strategic Partnership

- Darsh Industries
- Green Valley Agro
- TAHA
- LGAs in Iringa and Njombe regions
- RAS – Iringa and Njombe regions
- WWF
- BRITEN
- INCOMET
- Yara
- Syngenta
- Balton
- Kisolanza
- PAWAGA Farmers Association

## Inclusive and sustainability impact

The Tomato Partnership has helped to reduce dependence on imported tomato pulp: Darsh Industries has been importing up to 70% of its pulp from China due to a lack of local sourcing options. This Partnership has managed to bring local farmers into the tomato value chain, providing them with a reliable buyer for their produce while helping them to increase productivity and improve quality through a range of support services.

In order to address challenges to the development of the tomato industry, the Partnership has implemented a number of interventions to ensure best practice. These include: linking farmers with financial institutions to ensure access to irrigation equipment; education on the negative impact of improper agro-chemical application and waste disposal; capacity building of farmers to improve financial literacy; and developing linkages to address the current lack of coordination between tomato value-chain actors.

## KEY CHALLENGES AND OPPORTUNITIES

Productivity is currently low in the region relative to the level of demand for tomatoes. Moreover, infrastructure gaps such as access to irrigation infrastructure, energy and road networks mean that efficiency is not always as high as required, with post-harvest wastage (for fresh market) adding to the cost of production. In addition, some smallholders require further support to ensure that their products meet international quality standards. Tomatoe farmers are also experiencing new pest problems such as *Tuta absoluta* (Kantangaze) and soil borne diseases.

To overcome these challenges, the Tomato Partnership has been working closely with all project stakeholders to build the capacity of smallholder farmers to produce tomatoes to the standard required. Darsh Industries, Green Valley Agro and the rest of the members in the Partnership continues to provide additional support, training and new smart farming technologies to smallholder farmers.

Darsh Industries has prioritized sourcing of the 'Tanya' tomato variety for its long shelf life, which means that it can be transported further while maintaining its condition. This will mitigate the impact of infrastructure gaps in the area. The Partnership continues to collaborate with the Government and other partners to support infrastructure development in the region. The Partnership also ensures that farmers have access to sufficient quality seeds to continue planting and harvesting the processors' preferred variety. To provide a comprehensive value chain approach, the partnership is seeking additional relevant members to become involved.

## For more information please contact us

SAGCOT Centre Limited

5th Floor, Ikon Building  
Bains Avenue, Masaki  
P.O. Box 80945  
Dar es Salaam, Tanzania

Tel: +255 22 260 1024  
+255 22 260 0146  
Fax: +255 22 260 2368

Email: [info@sagcot.co.tz](mailto:info@sagcot.co.tz)  
Web: [www.sagcot.co.tz](http://www.sagcot.co.tz)

