



SOLIDARIDAD

SOUTHERN AFRICA

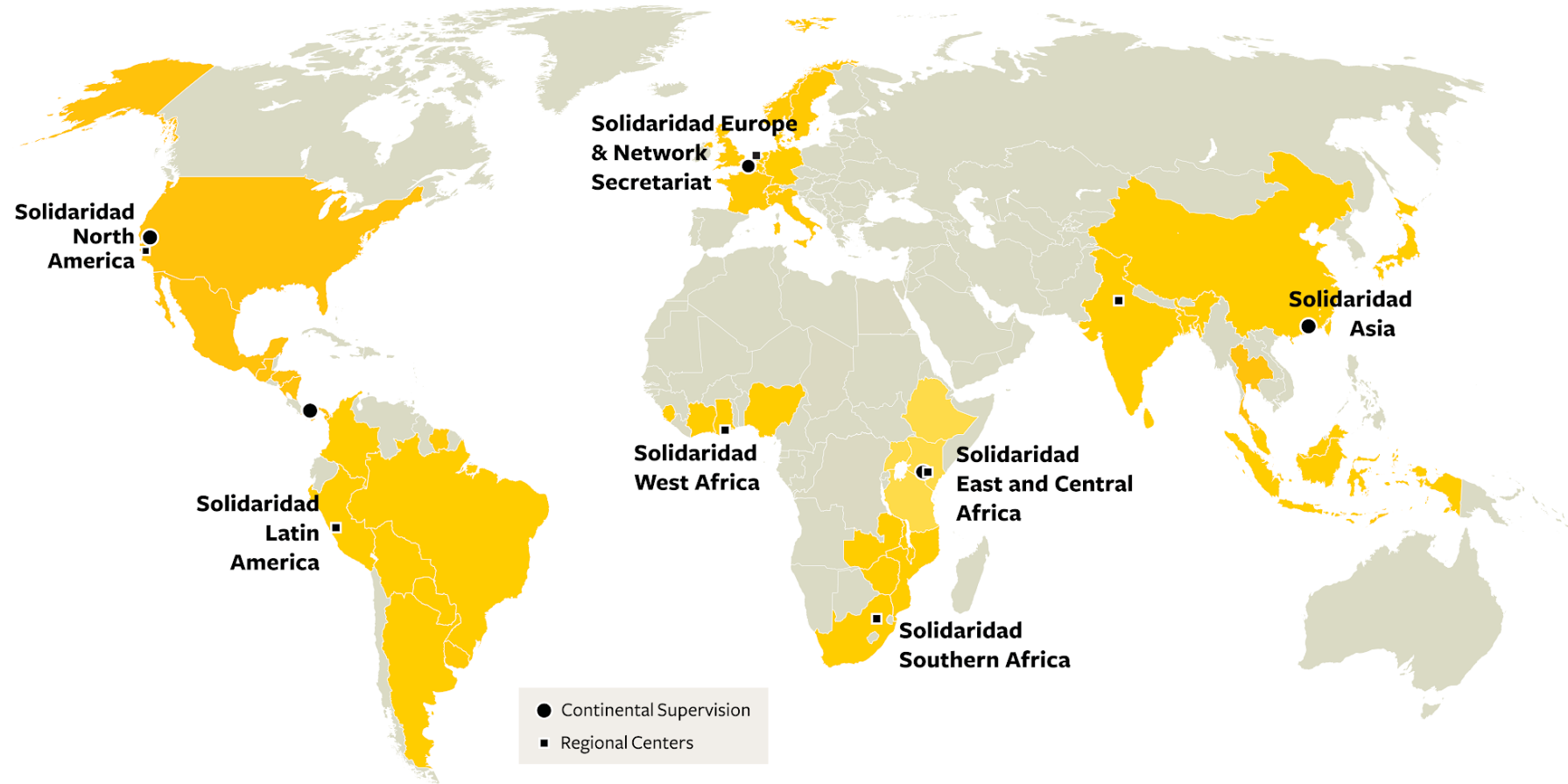
PROFILE

WHO WE ARE

SOLIDARIDAD NETWORK

[Solidaridad](#) is an international solution-oriented civil society organization with over 55 years of experience facilitating the development of socially responsible, ecologically sound, and profitable supply chains and current programs in over 40+ countries.

Solidaridad operates under 7 Regional Expertise Centres (i.e, Solidaridad East and Central Africa, Solidaridad Southern Africa, Solidaridad West Africa, Solidaridad Asia, Solidaridad Europe, Solidaridad Latin America, and Solidaridad North America). This is displayed in the figure on the right. Solidaridad in Malawi sits under the Solidaridad Southern Africa Regional Expertise Center.



SOLIDARIDAD SOUTHERN AFRICA

Solidaridad Southern Africa is headquartered in South Africa and has delivered programs in Malawi, Mozambique, South Africa, Zambia, and Zimbabwe since 2012. Our programs are addressing interconnected systemic challenges across agricultural and natural resource sectors. The region grapples with low agricultural productivity, limited access to markets and inputs, inadequate policy frameworks, and socio-economic disparities.

Climate change exacerbates these vulnerabilities, intensifying droughts, land degradation, and unpredictable weather patterns that compromise food security and rural livelihoods. Structural barriers, such as gender inequality, limited youth engagement, and weak infrastructure, further entrench poverty and marginalization. In sectors such as cotton, tea, livestock, leather, soy, fruits, and vegetables, farmers struggle with low profitability, restricted access to sustainable inputs, and exclusion from decision-making platforms.

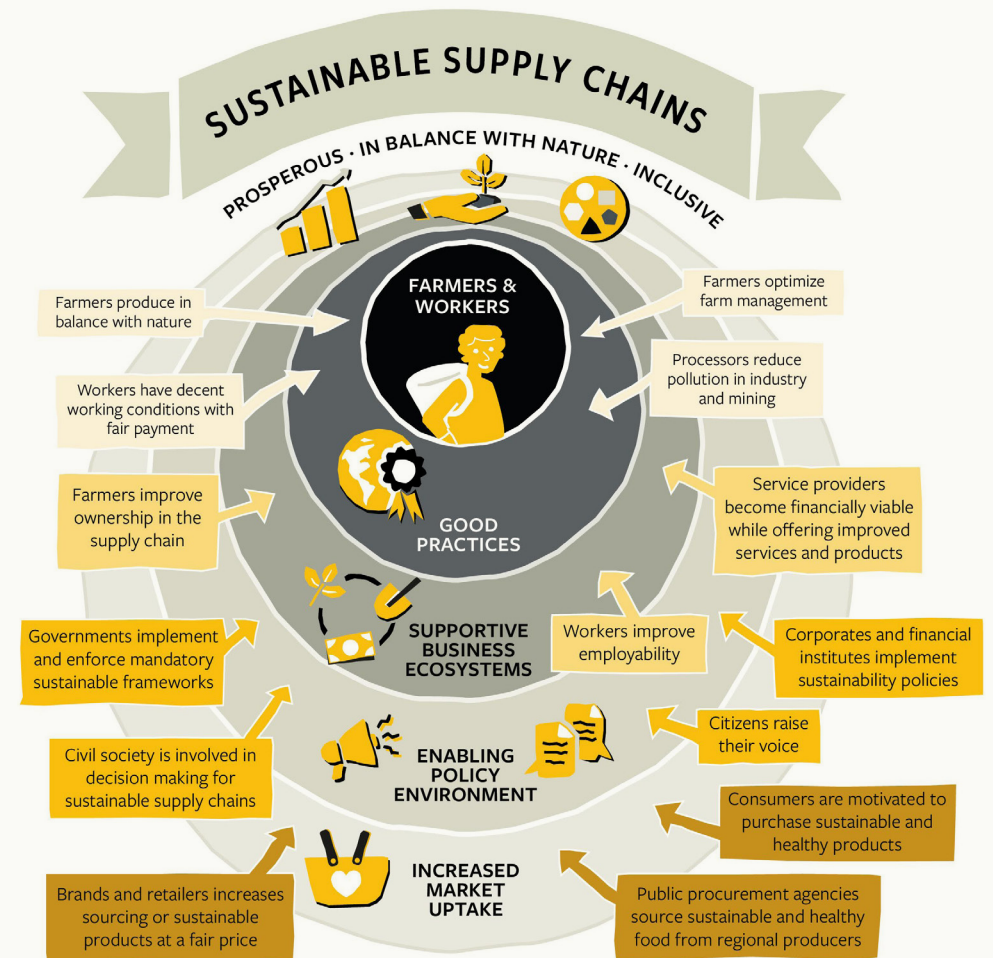
Compounding these challenges are fragmented value chains, weak regulatory environments, and inadequate business ecosystems that fail to empower smallholder farmers and cooperatives. Limited access to financial services, outdated production systems, and insufficient engagement with markets have left smallholders vulnerable to exploitation, poor pricing, and unstable income streams. Women and youth are often sidelined, with cultural norms, limited financial access, and exclusion from leadership roles perpetuating inequalities.

WHAT WE DO

At Solidaridad, we envision a world in which the economy works for all: where all we produce, and all we consume, can sustain us while respecting the planet, each other, and the generations to come. In Malawi, Solidaridad operates in the Southern and Central Regions.

Here, we enable farmers and workers to earn a living income, shape their own future, and produce in balance with nature by working throughout the whole supply chain to make sustainability the norm. To achieve this, we capacitate smallholder farmers on good agricultural practices (e.g. crop rotation, biochar, etc.), provide them with supportive business ecosystems (which include access to finance, weather forecasts, soil testing, micro-logistics, post-harvest services, and certified seed), link them to markets, and create an enabling policy environment.

This is displayed in our Theory of Change on the right.



COMMITMENT TO THE SDGS

We contribute to the following Sustainable Development Goals (SDGs):



OUR DONORS



Ministry of Foreign Affairs



Investing in rural people



BILL & MELINDA
GATES foundation



OUR RELEVANT EXPERIENCE

Across Southern Africa (Malawi, Mozambique, Zambia, South Africa, and Zimbabwe), our organization has maintained a consistent presence in project implementation since 2012. This extensive on-the-ground experience provides us with a deep understanding of the regional context, allowing us to confidently assert our capacity to successfully deliver the proposed project. The table below offers a few examples that illustrate our relevant experience in the region, including project scope and financial management.

PRASL

PROMOTING REGENERATIVE AGRICULTURE
FOR SUSTAINABLE LIVELIHOODS

COUNTRY	Mozambique
BUDGET (USD)	\$1,673,997
DURATION	2024 - 2027
FUNDED BY	Heineken Africa Foundation



The overall objective of the program is to **enhance the climate change resilience of 4000 smallholder farmers** (at least 60% women and 30% youth), through the adoption of regenerative agriculture in Mozambique.

The expected outcome of the project is **a more resilient, productive, and sustainable agricultural sector in Boane District**, resulting in improved livelihoods and better climate change adaptation for smallholder farmers—especially women and youth. The project aims to enhance food and nutrition security, boost incomes, and increase productivity among women, men, and youth engaged in farming.



PATHWAYS 2 PROSPERITY

COUNTRY	Malawi, Mozambique, Zambia
BUDGET (USD)	\$8,023,800
DURATION	2023 - 2027
FUNDED BY	Dutch Ministry of Foreign Affairs



Solidaridad's Pathways to Prosperity programme aims to **ensure that producers at the beginning of global value chains thrive by participating in supply chains that are economically profitable, socially responsible, and environmentally sound**. The project fosters good production practices, better market access, and better service provision. The programme has four interconnected levels that aim to build resilient communities through sustainable supply chains, in prosperity, balance with nature, and inclusivity.

The project successfully informed interventions that **addressed gaps in service provision**, leading to the

adoption of improved farming techniques. It also contributed to a stronger agricultural ecosystem by fostering collaboration among farmers, service providers, and policymakers. It has also led to improved farmer income, increased adoption of Good Agricultural Practices (GAP), and the implementation of digital payment systems.

In Malawi's cotton sector, the P2P project has had a transformative impact, helping farmers save \$4 million in aggregate, while ensuring that 67% of all cotton seed planted in the 2024/25 season came from Solidaridad-supported systems. The project also introduced a digital loan system that delivered 150,000 kg of cotton seed on credit to farmers.

In the tea sector in Malawi, the project has increased tea yields by 50% in target regions and promoted sustainable practices among 8,000 direct and 2,000 indirect farmers. We have strengthened 10 producer groups and 21 service providers, enhancing access to collective services and long-term sector support. The project has also improved market access for tea growers, especially women and young adults, linking them to 5 fair markets and enabling evidence-based decision-making through transparent market information.



HOOVES

FOR SUSTAINABILITY

COUNTRY	Zambia
BUDGET (USD)	\$1,537,943
DURATION	2023 - 2026
FUNDED BY	The Leona M. and Harry B. Helmsley Charitable Trust

The Hooves for Sustainability (H4S) project seeks to **increase climate change resilience of livestock-producing communities in the Southern Province of Zambia** through capacitating smallholder farmers and other key stakeholders, including Civil Society Organizations (CSOs), academics, and district, provincial, and central government officials in sustainable livestock management practices.

The project has digitally **registered 2,429 farming households (53% women and 29% youth)**. Leadership structures have been established across all project sites, with 120 committee leaders now active. The project has built foundational knowledge of holistic management among participants, supported by cross-border learning with the African Centre for Holistic Management in Zimbabwe. Communities have developed by-laws to protect natural resources, while widespread community interest and positive feedback have underscored strong engagement and the relevance of the project's hands-on approach.

ACTING NOW

COUNTRY	Mozambique
BUDGET (USD)	\$962,865
DURATION	2023 - 2025
FUNDED BY	Dutch Ministry of Foreign Affairs

The project focuses on **enhancing agricultural productivity and market connections for smallholder farmers**, particularly women, through initiatives like post-harvest technology and the development of a local Good Agricultural Practices (GAP) standard called Mocambique Boas Practicas (MozBoPa).

The project has **improved storage conditions for farmers by training them on constructing improved granaries**. These granaries, with a minimum capacity of 1,000 kg, were designed to be airtight, resistant to rainwater infiltration, and prevent rat accommodation, ensuring safe and long-term storage of crops like maize, soya, and beans. Many farmers began collecting materials to build their own granaries based on the project's recommendations. The shared storage facilities allowed farmers to store their harvests securely, even if they lacked adequate storage at home. This improved storage capability enabled farmers to make more informed market projections, reduce crop losses, and maintain product quality, ultimately enhancing their production and market strategies.

EXPANDING SERVICE PROVISION

FOR SMALL-SCALE PRODUCERS THROUGH KVUNO

COUNTRY	Malawi, Mozambique, Zambia
BUDGET (USD)	\$1,500,000
DURATION	2022 - 2025
FUNDED BY	Bill & Melinda Gates Foundation

The project's objective is to **enable smallholder farmers to receive technical assistance and other critical services at scale and at low costs**, by scaling up the tested Kvuno model that Solidaridad established in Southern Africa.

The project has allowed for the acceleration of digital finance and AI-driven agricultural services to open new opportunities for smallholder farmers, **allowing them to access financing, advisory support, and market integration services**. The project has also expanded digital financial solutions, including microloan and microsurance models, and it has harnessed digital farmer identities to enable microfinance service providers and digital payment platforms to serve farmers.



COUNTRY	South Africa
BUDGET (USD)	Round 1 - \$1,661,508 Round 2 - \$2,351,506 Round 3 - \$1,951,111
DURATION	2022 - 2025
FUNDED BY	Industrial Development Corporation (IDC) of South Africa

The SEF project aims to **enhance the South African agricultural sector** by providing hands-on training and mentorship to unemployed youth. The focus was on the horticultural value chain, empowering participants with essential skills such as soil preparation, crop maintenance, record-keeping, and entrepreneurship. The project sought to increase job creation and foster sustainable development in the horticulture industry.

The project has **boosted income and career growth**, creating over 4,700 part-time farm jobs and supporting 330 entrepreneurs who generate an additional income of up to ZAR 7,000 monthly. It has facilitated job transitions for 115 participants, supporting them with CV development and employer referrals, and helped 34 individuals to access land for farming. The project is supporting the participants to have access to capital to start and/or grow their agriculture ventures.

The project also improved food security by increasing access to fresh, affordable vegetables for communities, schools (at least 3,500 learners), and institutions. This was achieved through enhanced farm production, vegetable trading, and backyard gardens.

RS! (RECLAIM SUSTAINABILITY!)

COUNTRY	Malawi, Mozambique, Zambia
BUDGET (USD)	\$5,625,500
DURATION	2021 - 2025
FUNDED BY	Dutch Ministry of Foreign Affairs

The project strives to **foster genuine and inclusive sustainability in global value chains**, where the voices of farmers, miners, workers, and citizens are well represented in decision-making, and civil society is strengthened. Gender and social inclusion are an integral part of our programming and envisioned impact.

The project has **led to an improved policy environment for smallholder farmers**. For example, in Malawi, national and workplace policy engagements and trainings were conducted to address decent work issues, including sexual harassment in the tea sector. A gender and social inclusion assessment was carried out across 15 tea estates, followed by training on gender-based harassment awareness and complaint resolution. Civil Society Organisations also participated in Crop and Land Policy consultative reviews and advocated for an Occupational Safety and Health (OSH) Policy for the tea industry. The National Small Scale Tea Growers Association (NSTGA) received leadership and governance training. Media engagement efforts included training journalists on responsible reporting and conducting media campaigns on sustainability issues in the tea sector.



COUNTRY	Malawi and Zimbabwe
BUDGET (USD)	\$2,000,000
DURATION	2021 - 2023
FUNDED BY	International Fund for Agricultural Development (IFAD)

The project aimed to **develop sustainable, inclusive, and transformative red meat value chains in the most vulnerable smallholder farming communities** of Southern Africa

Through the project, **farmers were trained on sustainable production practices and technologies**, equipping them with the knowledge necessary for environmentally sound and efficient livestock management. Recognizing the importance of economic viability, the project actively supported farmers in developing robust business plans, enabling them to approach livestock production as a sustainable and profitable enterprise. To enhance market access and efficiency, the project undertook the establishment and rehabilitation of livestock marketing-related infrastructure structures. Addressing the critical need for affordable finance, the project facilitated the establishment of village savings and loans associations (VSLAs), empowering farmers with community-based financial resources.

SOY TRADE:

INCREASING THE COMPETITIVENESS OF SOYBEAN PRODUCTION, TRADING, AND PROCESSING IN MALAWI, ZAMBIA AND MOZAMBIQUE



COUNTRY	Malawi, Zambia, and Mozambique
BUDGET (USD)	\$200,000
DURATION	2020 - 2022
FUNDED BY	Alliance for a Green Revolution in Africa (AGRA)

The primary objective of the project was to **enhance the competitiveness of the soybean agro-processing sector and increase soybean production**. The project aimed to achieve this by improving market access, financial inclusion, input supply chains, and agricultural practices, while also providing farmers with the tools and knowledge needed to thrive in the sector.

The project **improved market access by connecting 36,053 farmers and 2 processors to structured markets**,

allowing them to sell 34,696 metric tonnes of soybeans. It increased financial support through Village Savings and Loans Associations, helping 2,374 farmers purchase seeds and inoculants, boosting productivity.

Partnerships with organizations like Sikadzakokha and ETG strengthened input supply chains, ensuring consistent crop production. The project also trained 25,364 farmers in responsible soy production and 806 in soy-based food production, enhancing agricultural practices and value addition.

Farmers gained resilience by accessing weather information through the Wadi Chatbot, helping them plan for climate risks. Additionally, 104 farmer groups (2,080 farmers) benefited from improved harvest and post-harvest technologies, increasing efficiency and reducing losses.

PRACTICE FOR CHANGE (PFC) SOYBEAN PROJECT



COUNTRY	Malawi, Mozambique, Zambia
BUDGET (USD)	\$3,070,926
DURATION	2016 - 2022
FUNDED BY	Dutch Ministry of Foreign Affairs

The overarching goal of the project was to reduce the dependence on soy imports by increasing domestic production and improving productivity. The project specifically aimed to improve soybean productivity among smallholder farmers in Southern Africa. It sought to address several key challenges, including low yields, limited access to quality hybrid seeds, poor soil fertility management, and inadequate knowledge of good agricultural practices.

The project led to a significant increase in soybean productivity. In Zambia, average yields rose from 500 kilograms per hectare in 2018 to 1,120 kilograms per hectare in 2021, due to soil testing, technical training, and access to high-quality hybrid seeds.

The project also identified new market opportunities in soybean-based products such as soya pieces, soy meal, cooking oil, and livestock feed. Many farmers who had focused on maize production recognized the economic benefits of soybean farming, leading to increased production and higher incomes.

By 2021, 53,326 producers improved their income levels. A total of 57,680 farmers were trained in good agricultural practices, with additional training in post-harvest loss prevention, financial literacy, and business management. These skills helped farmers compete more effectively in the commercial sector.

The project also focused on empowering women and youth, with 2,805 women and young people receiving targeted training in finance, leadership, and governance. In Mozambique, three small and medium-sized enterprises (SMEs) registered their businesses and reported increased agribusiness income as a result of the project's support.

MEDIA COVERAGE

Solidaridad's commitment to sustainable and equitable development is amplified through our active engagement with media outlets. Our work, spanning diverse sectors and regions, has garnered significant attention, allowing us to share our impact and insights with a broader audience. The following selection of press coverage highlights our efforts to drive positive change and foster dialogue on critical issues across Southern Africa.

- » [Afro Agri Review Journal](#)
- » [Del Report](#)
- » [African Eye Report](#)
- » [Africa Brief](#)
- » [UG News](#)
- » [Agri Malawi](#)
- » [Malawi Exclusive](#)
- » [Youth Village Zambia](#)
- » [Top Africa News](#)
- » [Farmers Review Africa](#)

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