

Strengthening resilient livestock value chains in Africa

Outcomes and insights from the livestock SMEs exchange workshop in Germany

Dates: 12–16 May 2025

Location: GIZ Training Center, Feldafing, Germany

Facilitated by: Agri-Business Facility for Africa

Participants: 22 agripreneurs from 11 livestock businesses across 7 African countries (Ghana, Nigeria, Burkina Faso, Chad, Cameroon, Tanzania and Kenya)



The Agri-Business Facility for Africa (ABF) convened 22 livestock agripreneurs from 11 private enterprises across seven African countries for a five-day experiential learning and exchange workshop in Feldafing, Germany. The workshop provided a platform for participants to share experiences, explore best practices, identify business synergies and build strategic partnerships within the livestock sector.

Through a combination of technical sessions, field visits, peer learning and structured business-to-business engagements, the workshop aimed to

strengthen the capacity and resilience of private livestock enterprises operating across the cattle, sheep and goat value chains.

Objectives

- Strengthen technical and practical capacities through expert-led sessions and hands-on exposure
- Promote strong South–South knowledge exchange and peer learning
- Support the implementation and effectiveness of Matching Grant Fund (MGF) projects



Programme approach

The workshop adopted a blended experiential learning model combining technical expertise, peer exchange and field exposure to ensure practical understanding and actionable outcomes.

Workshop agenda

Day 1 Introduction and business exchange

Programme

- Know my business presentation – General business and MGF project overview and best practices
- Group presentation – Consolidated plenary session: Common and unique

Day 2 Technical learning

- Half day field trip to the Agricultural Research and Training Centre for cattle feeding in Achselschwang
- Expert presentations on livestock systems:

Day 3 Field exposure

- Visit to Tegernsee Bio Cheese Dairy
- The Livestock Market in Miesbach
- Traditional Dairy Cow Farm in Bavaria

Day 4 Analysis and collaboration

- Recap of field day
- Presentation: Livestock business opportunities and profit maximisation ideas for sub-Saharan African farmers by David Maina from PerFormeter in Nairobi, Kenya
- Group work: Situational analysis based on common interest topic for potential South-South partnership
- Results sharing in plenary: SWOT analysis of common thematic interests

Day 5 Partnership and way forward

- Partnerships in focus
- Summary and outlook





Key outcomes

Formation of 18 South–South partnerships

A major outcome of the workshop was the initiation of 18 South–South business partnerships across identified key thematic areas including:

- Feed production and pasture management
- Breeding and genetic improvement
- Dairy processing and value addition
- Market access and distribution

Examples include:

- Royal Agro (Burkina Faso) and Farming in Africa (FIA) (Ghana): Collaboration on fodder production and exchange of high-quality seed varieties to strengthen pasture management and livestock nutrition systems.
- Kukobila Nasia Farms Ltd (KNF) (Ghana) and Happy Cow Dairy (Kenya): Partnership focused on youth integration into livestock value chains, including capacity building, skills development and the organisation of youth-led livestock enterprises.
- Kukobila Nasia Farms Ltd (Ghana) and MEGACORP (Nigeria): Collaboration on livestock traceability and value addition, including ear tagging systems, digitalisation of livestock operations and meat processing opportunities.

Enhanced technical knowledge

Participants strengthened their understanding of key livestock value chain challenges and opportunities through expert-led sessions. Key areas covered:

- Animal health and disease prevention
- Feed efficiency and herd management
- Clean energy solutions (biogas, solar cooling)
- Data-driven livestock management

Strengthened peer learning

Participants engaged in structured group exercises designed to encourage reflection and problem-solving across country contexts. These sessions enabled agripreneurs to compare production systems, identify shared constraints, such as feed shortages and market inefficiencies, and explore practical solutions grounded in their own business realities.

Each of the 11 enterprises also presented their ABF-supported MGF projects, providing a platform for feedback, peer review and potential collaboration. This process helped participants better understand how similar best practices could be adapted or scaled in different country contexts.

Effective business-to-business engagements

Structured B2B sessions enabled participants to move beyond networking into concrete discussions on technical and commercial collaboration. Key areas of engagement included:

- Feed systems and distribution
- Breeding stock exchange
- Veterinary services
- Dairy processing partnerships
- Market access strategies

These discussions fostered practical considerations around shared investments, logistics and production planning coordination across borders, laying the foundation for stronger regional livestock business networks.



Practical learning through field exposure

Field visits in Bavaria provided insight into:

Efficient feeding systems

At the Agricultural Research and Training Centre in Achselschwang, participants observed modern cattle feeding systems that combine research-based nutrition with practical farm application, demonstrating how productivity can be significantly enhanced through optimised feeding strategies.

Value addition and quality control

At the Tegernsee Bio Cheese Dairy, quality control systems and organic certification standards that improve market competitiveness were highlighted. The visit to the Miesbach Livestock Market provided exposure to structured livestock trading systems, including animal grading, pricing mechanisms and market regulation practices. A final visit to a traditional organic dairy farm illustrated sustainable livestock production models that integrate animal welfare, environmental stewardship and profitability, offering a practical benchmark for efficient and market-oriented livestock systems.

"Feeding is something we are very passionate about in Farming in Africa. Every farm we visited demonstrated the importance of high-quality nutrition... This ensures animals not only survive but also reach their full productive potential"

– Fredrick Benneh Frimpong, FIA, Ghana

Identification of priority thematic areas

At the end of the workshop, participants collectively identified nine priority thematic areas considered critical for strengthening resilient and sustainable livestock value chains across Africa. These include:

- Pasture management
- Breeding systems improvement
- Clean energy use in livestock production
- Training and extension methodologies
- Dairy cooling and cold chain systems
- Circular economy approaches
- Market and value chain development
- Data systems and digitalisation
- Feed and fodder seed systems

Collectively, these priorities reflect shared challenges and opportunities across participating countries and highlight the need for integrated solutions to improve productivity, sustainability and market integration in the livestock sector.

Strengthened engagement between ABF and MGF Partners

The presence of ABF during the workshop provided partners with the opportunity to discuss project implementation challenges, receive technical guidance and strengthen relationships for continued support under the MGF programme.





Key lessons learned

Practical exposure accelerates learning and adoption

The field visits were consistently highlighted as the most impactful component of the programme. Participants noted that seeing integrated livestock systems in operation helped translate abstract concepts into practical, implementable ideas. Many indicated plans to adapt feeding systems, cooling technologies and hygiene practices observed in Germany into their own farms.

Feed and nutrition remain central to productivity

Across all discussions, feed quality and availability emerged as the most critical determinant of livestock performance. Participants emphasised that improving pasture management, introducing fodder conservation practices and strengthening feed supply chains could significantly transform productivity in African systems.

Preventive animal health systems are critical

The workshop highlighted the importance of preventive animal health strategies, reduced overreliance on antibiotics and improved veterinary service delivery. Participants acknowledged that integrating traditional knowledge with modern veterinary practices could improve resilience and reduce costs.

"My main takeaway, especially from the field visits, was the use of traditional methods for antibiotics treatment of animals. This is a major challenge in our context, and it was inspiring to see viable alternatives in action. I also learned that achieving carbon neutrality in livestock production is possible"

– Joyce Kinyanjui, Project Manager, Happy Cow Dairy, Kenya

Clean energy offers scalable opportunities

Exposure to energy-efficient dairy systems demonstrated the potential for renewable energy solutions, particularly in cooling and processing. Participants recognised that high energy costs in African livestock systems could be reduced through targeted adoption of biogas, solar and efficient cooling technologies.

Digitalisation enhances competitiveness

Data-driven livestock management was identified as a critical gap and opportunity. Participants noted that improved record keeping, traceability systems and digital platforms for market access could significantly enhance decision-making, transparency and profitability.

Collaboration drives innovation

A key workshop outcome was the recognition that no single enterprise can address livestock sector challenges alone. Cross-border partnerships were seen as essential for accessing inputs, expanding markets, sharing knowledge and scaling innovations.





Conclusion and outlook

The ABF livestock workshop successfully strengthened technical capacity, fostered innovation and catalysed cross-border partnerships among African livestock enterprises. The identification of 18 emerging South–South partnerships represents a significant step toward building more resilient and integrated livestock value chains across Africa.



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The Matching Grant Fund is implemented as part of the Joint Action "Business Support Facility for Resilient Agricultural Value Chains", co-funded by the European Union under the Samoa Agreement with the Organisation of African, Caribbean and Pacific States (OACPS) and the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by GIZ.

