

AGRI-BASED CLUSTER-BASED INVESTMENT PROSPECTUS

Agriculture-Based Clusters (ABCs) Under the Moringa Oleifera National Transformation Framework

A Commercial & Development Investment Prospectus

Prepared by Hunter's Global Network (HGN) & Farmer's Pride International (FPI)
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1. EXECUTIVE INVESTMENT SUMMARY

Agriculture-Based Clusters (ABCs) represent Botswana's most innovative, scalable, and commercially viable agricultural transformation initiative. Built around **Moringa Oleifera as the national anchor crop**, ABCs unify farmers, manufacturers, processors, exporters, investors, and government institutions into one integrated economic ecosystem.

This Investment Prospectus outlines the commercial potential of ABCs, offering investors an opportunity to participate in:

- High-yield agricultural ventures
- Multi-value manufacturing factories
- Export-driven agro-industrial zones
- Climate-smart and carbon-sequestering farming
- National-scale enterprise development
- Multi-crop financing systems anchored by Moringa

ABCs combine superior profitability, low risk, and long-term sustainability—making this investment one of the most secure agricultural opportunities in Africa.

2. THE ABC BUSINESS MODEL

2.1 What Is an Agriculture-Based Cluster (ABC)?

An ABC is a **coordinated production, manufacturing, and export ecosystem** consisting of:

- **6, 10, or 20 farmers** within a 50 km radius
- **A central processing unit**
- Shared irrigation infrastructure
- Shared machinery and equipment
- Joint compliance and certification
- Collective bargaining and marketing
- Export coordination through FPI

A Standard ABC = 20 Farmers = 20 Hectares = 20,000–40,000 Trees

2.2 Cluster Advantages for Investors

- 1. Guaranteed production volume** through collective aggregation
 - 2. Lower production risk** due to decentralisation
 - 3. Cost-sharing across farmers** reduces operational expenditure
 - 4. Industrial-level output** through shared processing facilities
 - 5. Immediate market access** via FPI export frameworks
 - 6. Strong governance** through Cluster Executive Committees
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3. MORINGA AS THE ANCHOR CROP FOR ABCs

3.1 Why Moringa?

Moringa is the most profitable and climate-resilient crop for Botswana due to:

- Drought tolerance
- Low input costs
- 3–8 harvests per year
- 43-year lifespan
- High global demand
- 17 by-product value chains
- Exceptional nutritional and medicinal benefits

Moringa's profitability enables clusters to reinvest revenue into other crops and manufacturing units.

3.2 Moringa Revenue Scenarios per Hectare

Scenario	Harvests/Year	Revenue per Harvest	Annual Revenue
Worst Case	3	BWP 800,000	BWP 2,400,000
Base Case	6	BWP 1,400,000	BWP 8,400,000
Best Case	8	BWP 1,800,000	BWP 14,400,000

USD Equivalent:

- USD 184,000 – USD 1.08 million per hectare per year.

These returns make ABCs exceedingly attractive for investors seeking multi-year stability and high profitability.

4. COMMERCIAL VALUE CHAINS INSIDE EACH CLUSTER

Each ABC engages in:

4.1 Primary Production

- Moringa leaves
- Seeds
- Flowers
- Biomass

4.2 Processing & Manufacturing

- Powder
- Tea
- Capsules
- Oil
- Cosmetics

- Animal feed
- Fertiliser cake
- Energy briquettes

4.3 Value Chain Services

- Packaging
- Branding
- Quality control
- SPS/EcoCert documentation
- Export consolidation

4.4 Expanded Crops

Moringa revenue finances:

- Sunflower
- Potatoes
- Wheat
- Soya beans
- Groundnuts
- Citrus
- Livestock feed

Investors receive diversified income.

5. ABC FINANCIAL MODEL

5.1 Capital Requirements per Cluster (20 Hectares)

Component	Cost (BWP)
Land prep & irrigation	3,500,000
Seeds & planting	400,000

Component	Cost (BWP)
Processing machinery	1,800,000
Solar infrastructure	900,000
Training & compliance	350,000
Certification (EcoCert/HACCP)	250,000
Administration	300,000

Total Cluster Investment:

BWP 7.5 – 8.0 million
(USD 560,000)

5.2 Revenue Projections per Cluster

Using BASE CASE scenario:

- **20 hectares × BWP 8.4 million per hectare**
= BWP 168 million annual revenue

Worst Case:

BWP 48 million/year

Best Case:

BWP 288 million/year

5.3 Profit Margins

- Farm-level net margin: **55–70%**
 - Manufacturing-level net margin: **30–60%**
 - Export-level net margin: **25–45%**
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6. RETURN ON INVESTMENT (ROI)

6.1 Payback Period

- **1–2 months** (best case)
- **2–3 months** (base case)
- **3–6 months** (worst case)

6.2 ROI Over 3 Years

Scenario 3-Year Net Return

Worst Case BWP 144 million

Base Case BWP 504 million

Best Case BWP 864 million

6.3 Lifetime Returns (43 Years)

- **Worst Case:** BWP 103 million per hectare
- **Best Case:** BWP 619 million per hectare

7. EXPORT POTENTIAL OF ABCs

Clusters supply international markets with:

- Powder
- Oil
- Capsules
- Tea
- Cosmetics
- Livestock products

Botswana's strategic export advantages include:

- Proximity to SADC & AfCFTA corridors
- Stable governance and safe investment climate
- High-quality organic products
- Strong international certifications

8. RISK MANAGEMENT STRATEGY

8.1 Climate Risk Mitigation

- Water harvesting
- Solar-powered irrigation
- Regenerative practices
- Agroforestry integration

8.2 Market Risk Mitigation

- 17 value chains
- Multiple buyer agreements
- Domestic consumption + exports

8.3 Compliance Risk Mitigation

- FPI manages SPS, EcoCert, HACCP
- Uniform protocols across clusters

8.4 Operational Risk Mitigation

- Shared equipment reduces costs
- Cluster governance oversight
- Monthly monitoring

9. INVESTMENT OPTIONS

Investors can participate through:

Option 1: Full Cluster Ownership

Own 100% of a 20-hectare cluster.

Option 2: Joint Venture with FPI

50–50 ownership of cluster processing units.

Option 3: Manufacturing Investment

Invest in powder mills, tea factories, oil plants.

Option 4: Export Investment

Finance export consolidation centres.

Option 5: Carbon Credit Investment

Fund MRV systems and earn carbon offsets.

10. CONCLUSION & INVESTOR INVITATION

Agriculture-Based Clusters offer one of the most **secure, profitable, scalable, and future-proof investments** in Africa.

They combine:

- High profitability
- Long-term sustainability
- Export diversification
- Rural industrialisation
- Climate resilience
- Multi-crop integration
- Manufacturing potential
- National transformation impact

Botswana is ready.

FPI is ready.

The clusters are ready.

The markets are waiting.

Hunter's Global Network and Farmer's Pride International invite investors to engage, partner, and transform Botswana's agricultural future.

READ MORE ON THE MORINGA AGROFORESTRY PAGE:

<https://www.farmersprideinternational.org/moringa-agroforestry>