



# PNG Agriculture Company

***Boosting output, quality and incomes for PNG Farmers***

**PNGAC aims to increase small family farmer's participation in the agribusiness value chain, from producing higher yields to efficient post-harvest processing and access to diverse and more valuable markets, including downstream production of value-added products.**



PNG Agriculture Company unlocks the potential in rural communities by placing the incentive for success with the very people who can sustain that success – the rural farming families of PNG. The business provides farming families with an opportunity that is often denied to them – a professional corporate and organisational structure and business systems that enables them to own a greater share of the wealth that is generated along the agriculture value chain.

The business was launched in June 2018 with 250 farming families as founding shareholders. The business now has close to 1,000 shareholders and continuing to grow. Farmers are organised into groups and are technically supported by production teams who are financially incentivised through performance targets for each of the farms in their respective groups. Farmers are learning financial and business concepts, assisting them to transition their mindsets to small business, each being required to have a farm business plan that shows them the economic potential of their farming business. All shareholders can now access financial services, including loans, to grow their business in line with their farm business plans.



PNG Agriculture Company will grow the number of farming family shareholders and provide more opportunities for them through:

- Ownership in a professional business, focused on improving performance and incomes for farmers.
- Transparency and sharing of information.
- Ongoing training in financial and business concepts and supporting the development of their own farm business plans.
- Regular feedback on production performance at an individual, group and business level.
- High levels of technical agriculture support to enable higher yields from their crops.
- Accessibility to financial services, including bank accounts and a value chain loan facility (over 350 farmers already have accounts).
- Standardised post-harvest systems that will achieve consistent quality products and higher market prices.
- Ongoing investment in new technologies that improve the efficiency of crop management and processing.
- Better operational performance and farm gate prices as the business achieves economies of scale.
- Identifying best market opportunities and value adding products through downstream processing.
- Distribution of profit dividends and a commitment to increasing financial returns to all farming family shareholders.
- Increasing a family's ability to make spending choices that are important to them.

**PNG Agriculture Company is contributing to Vision 2050 - "to change and rehabilitate the mind-set of our people so that they are able to meaningful participate in income-earning activities and have the aspiration to do better."**

