Why We Invested in Wami Agro

At Sahara Impact Ventures (SIV), we believe that transforming Africa's agricultural sector requires more than increasing food production. It requires building resilient, commercially sustainable systems that connect smallholder farmers to financing, technology, reliable markets, and opportunities for long-term economic growth.

This conviction underpins our investment in Wami Agro Limited, a Ghanaian agribusiness leveraging technology and integrated agricultural services to address persistent inefficiencies across the agricultural value chain.



Photograph: Wami Agro

Connecting Farmers and Markets

60,000+

Registered farmers in Wami's reported network



WamiCredit



WamiInfo



WamiMarket

WamiCredit supplies production inputs on credit, with repayment linked to the sale of a harvest. WamiInfo provides agronomic guidance and weather information, while WamiMarket aggregates produce for commercial buyers. Pukpara, the company's digital platform, supports coordination and visibility across these activities.

Wami reports a registered network of more than 60,000 farmers. Its work spans commodities including maize, rice, soybean and sorghum, connecting smallholder production with the needs of food manufacturers, feed processors and distributors. The opportunity is to deepen those relationships and turn fragmented supply into dependable commercial deliveries.

That network gives Wami a foundation for growth. For SIV, the commercial opportunity lies in helping the company finance procurement at the right time and deliver produce efficiently. Better quality assurance, logistics and traceability can strengthen buyer relationships, while value-added processing offers scope to earn more per tonne. These improvements can help turn higher trading volumes into sustainable profits and returns for our investors.

A pathway to higher-value agricultural activities

Beyond commodity trading, Wami Agro is pursuing opportunities to capture greater value across the agricultural supply chain.



Photograph: Wami Agro

Direct export relationships

Expand direct relationships with export buyers.

Procurement and logistics

Improve procurement and logistics efficiency.

Quality assurance

Strengthen quality assurance across the supply chain.

Value-added processing

Explore processing opportunities to capture greater value.

These initiatives present opportunities to improve profitability, diversify revenue streams and position the company as a more integrated agricultural enterprise.

Better livelihoods reported by farmers

64%
reported higher earnings

75%
reported an improved quality of life

87%
reported improved farming methods

60 Decibels, 2024. Farmer-reported outcomes from 203 interviews in Ghana's Upper West and Northern regions.



"It has encouraged me to farm."

A farmer quoted during our Team Due Diligence on Wami Agro used these words to describe the value of Wami Agro. For a farming household, timely access to inputs can make a season possible and give the next harvest a better chance of supporting a livelihood.

There is already evidence of benefits felt by farmers. In 60 Decibels' 2024 study, 203 farmers were interviewed in Ghana's Upper West and Northern regions. Among respondents, 64% reported higher earnings, 75% described an improvement in quality of life, and 87% said their farming methods had improved. Four in five had not previously accessed comparable services.

These reported gains in income and farming practices are part of why we invested. They connect Wami's work to SDG 1 (No Poverty) and SDG 2 (Zero Hunger). The study also showed that farmer experience varied between regions, pointing to the importance of consistent delivery as more households are reached.

Women’s participation is central to growth



A farmer group in Wami Agro’s published field stories. Photograph: Wami Agro.

3,400+

women farmers supported as at 2026

5 SDG 5
Gender Equality

As a gender-lens fund, we see an opportunity to build on women’ s existing participation. For example, Wami’ s published account of its IDH Grains for Growth programme recorded support for 1,106 farmers in 2023, including 504 women.

Separately, by October 2026, Wami had served about 6,500 farmers across its wider programmes, 55% of whom are women. Taken together, these results show how access to inputs, training, and buyers can be organised to include women in commercial value chains.

Our gender lens focuses on whether women can use the services, improve their earnings and participate in decision-making. That includes opportunities within Wami’s workforce and leadership. These priorities connect to SDG 5 on Gender Equality and can strengthen the farmer relationships on which the business depends.

Climate resilience in practice

Wami's practical approach to climate resilience also fits our investment mandate. In Nakpali, Wami's Grains for Growth work introduced an early-maturing, drought-resistant sorghum variety during the 2023 and 2024 seasons, alongside training and market links to Guinness Ghana. Matching a crop to local conditions and a commercial buyer can help protect the economic value of a season.





Sorghum field and harvested soybeans. Photographs: WamiAgro.

This is a tangible connection to SDG 13 on Climate Action. Better handling, storage and market coordination can also help reduce food losses, linking the business to SDG 12 on Responsible Consumption and Production. We see further opportunities in agroforestry and better land management, supported by a climate action plan and credible measurement of results.

13 SDG 13
Climate Action

12 SDG 12
Responsible Consumption and Production

More reach
Greater opportunity

Our investment will help Wami extend that progress.

~428,000

active farmers targeted by 2030

700,000+

farmers in the longer-term vision for 2031

1,750+

direct and indirect jobs envisaged for 2031

55%

Women Farmers supported

Management remains ambitious; achieving these targets will require financing, dependable delivery, and continued demand from farmers and buyers. SIV is positioned to add precise value through value addition to achieve these targets.

The plan also aims for women to represent at least 65% of the farmer network by 2028. Reaching more women will need to be reflected in service uptake, leadership opportunities and the income they earn. Our work with Wami will support the systems needed to track those outcomes alongside growth.

Employment is another important part of the opportunity. Expansion can support work in farmer engagement, procurement, quality assurance, warehousing and logistics. In line with SDG 8 on Decent Work and Economic Growth, we care about fair remuneration and safe working conditions, as well as jobs created and sustained. Farmer livelihoods and direct employment will be tracked as distinct outcomes.

Our Role Beyond Capital



Grain handling in Wami Agro's operations. Photograph: Wami Agro.

Turning those ambitions into results will take capital and sustained work with management. SIV will support financial and working capital management, operational efficiency and governance, alongside quality assurance, relevant certifications and access to higher-value markets. These priorities can help Wami handle larger volumes reliably and direct capital towards activities that improve both business performance and farmer outcomes.

This work builds on the efforts of Wami's leadership, staff, farmers and commercial partners, alongside earlier investors and development partners.

We believe the future of African agriculture will be shaped by businesses that can connect fragmented agricultural value chains, unlock productivity, and create more equitable opportunities for the people who sustain them. Wami Agro represents this opportunity: a business combining technology, financing, and market access to build a more efficient and inclusive agricultural ecosystem. Through our investment, Sahara Impact Ventures is backing Wami Agro's ambition to become a leading integrated agribusiness platform in West Africa, while advancing our commitment to sustainable food systems, women's economic empowerment, and climate resilience.

Invest. Influence. Amplify.

SOURCES AND PHOTOGRAPHY

Sources: 60 Decibels 2024 study; Wami Agro Grains for Growth story; company growth plans supplied to SIV, October 2026. **Photographs:** Wami Agro's website, field stories and LinkedIn posts. Images illustrate the company's work and do not identify survey respondents. **SDG alignment:** SIV assessment of the activities described.