Background

Menagesha Biotech Industry P.L.C. (MBI) is a local privately owned enterprise established in 2012 with the aim of producing and distributing bio-fertilizers for major legume crops of the country to be expanded to others crops in the coming years and with a vision of becoming the leading bio-fertilizers producing industry in the region, and reaching all grain legume producing farmers in the country with inoculants.

The production section of MBI is led by a PhD with soaring experience having a regular staff of MSc, BSc and certificate holders. It also employs a significant number of seasonal laborers periodically at production time.

The production capacity of the company is now increasing on average by 30% every year, Depends on the demand which is created by different stakeholder.

Opportunities

- Establishment of ILRI-N2Africa initiated public private partnerships with NARS, NGOs, Unions, etc. help to create wider awareness on inoculant technologies.
- Farmers’ Cooperative Unions used as business entities and good means to reach more number of farmers in the established PPPs.
- Supports from AGRA-SSTP with N2Africa being a lead and MBI being the lead grantee to purchase of additional laboratory equipment including autoclave, laminar flow hood, water distiller, NPS meter and micropipette sets, capacitate the production capacity by 50%.
- Organizing field days on four legumes crops in different regions of the country in collaboration of N2Africa and MBI-AGRA project.

Challenges

- Limited awareness and use of bio-fertilizers by smallholder farmers,
- Lack of effective input demand information,
- Inefficient distribution infrastructure (70% distributed of the total produced),
- Poor business linkage

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