



LOCAL RICE SUPPLY CHAINS FOR SMALLHOLDERS

Maruo Farms Case Study

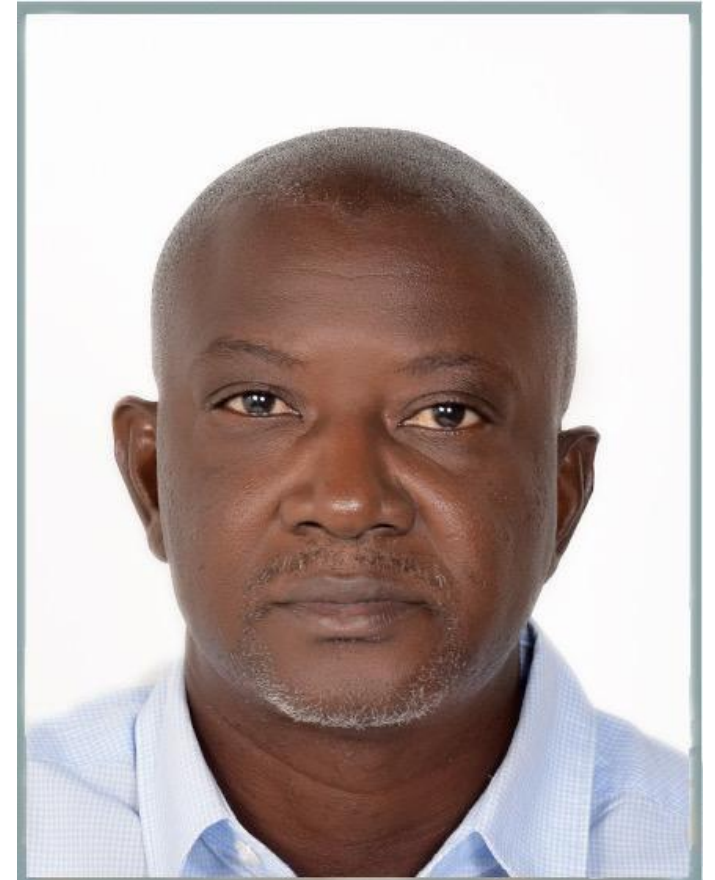
Presenter: Engr. Musa Darboe
President & CEO

Musa Darboe, born in Bansang, The Gambia, spent 15 years working on his family's rice farm, gaining deep insight into the local rice industry.

After earning a BS from Southern Polytechnic University, he worked as a Network Engineer at Verizon Wireless in the U.S.

Driven by a passion to transform Gambia's rice sector, he founded Maruo Farms in 2018 to modernize rice production, reduce imports, and create jobs.

In December 2018, he returned home to implement his vision. Today, Maruo Farms cultivates 128 hectares and supports over 6,000 outgrowers, making it a leader in mechanized rice farming in The Gambia.



Engr. Musa Darboe
Chief Executive Officer & President
Maruo Farms Ltd
Patcharr, The Gambia

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01

Overview of Rice Production in The Gambia

- A population of 2.6 Million
- 75% of the workforce in agriculture; rice is a staple
- Per capita rice consumption = 117 kilograms per year
- Local production meets only ~16% of national demand
- Heavy reliance on imports (e.g., \$73 million spent in 2024)



02

About Us, Maruo Farms Ltd!

Maruo Farms (est. 2018) is an indigenous and fully-integrated rice production company in The Gambia. Maruo. It partners with smallholder farmers to produce, process, and market high-quality rice.

- **Mission**

To produce, process, and market locally-produced rice at a quality and price that provides great value to consumers, creates economic opportunities for our network of farmers, and helps to achieve food sufficiency in The Gambia.

- **Vision**

To become the leading producer of rice in The Gambia, and the biggest exporter of Gambian rice to the West Africa region by 2030.



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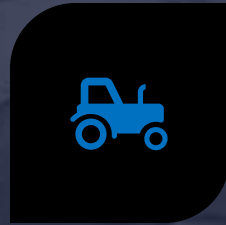
03

Business Model



INPUT SERVICES

- SEEDS
- NURSEY
STOCK
- FERTILIZER
- HERBICIDE



MECHANIZATION

- SERVICES
- PLOUGHING
- TRANSPLANTING
- HARVESTING
- ADVISORY

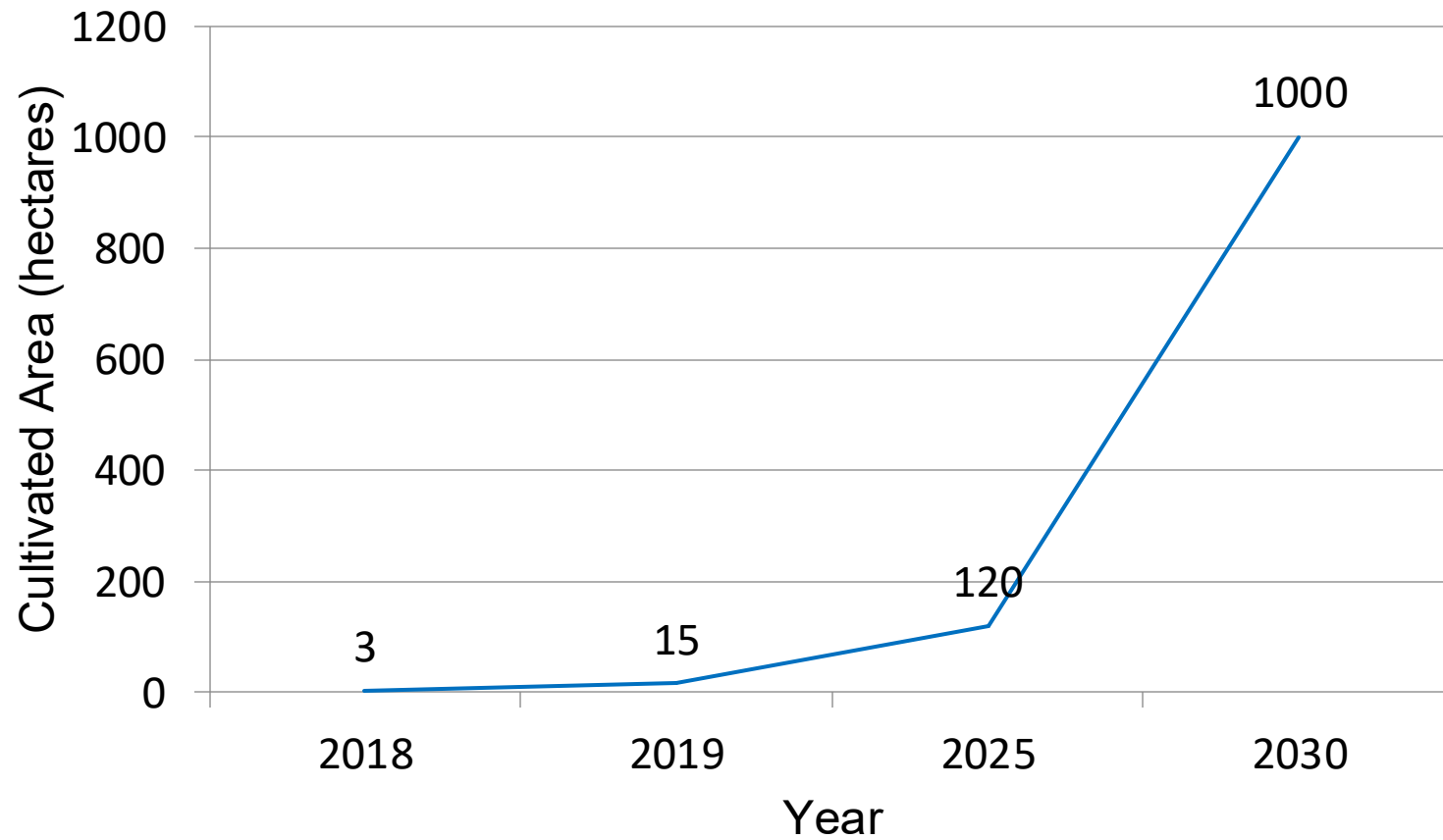


10,000 OUT- GROWER SCHEMES



40 YOUTH LED ENTREPRENEURSHIP

Cultivated Area (ha) directly by Maruo Farms





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Support to Smallholder Farmer

- 10,000 out-growers network (80% women)
- 40 Youth led apprenticeship programme (20 college graduates and 20 co-partners within the community)





Land
preparation



High quality
seed/seedling
supply



Harvesting



Milling



Packaging



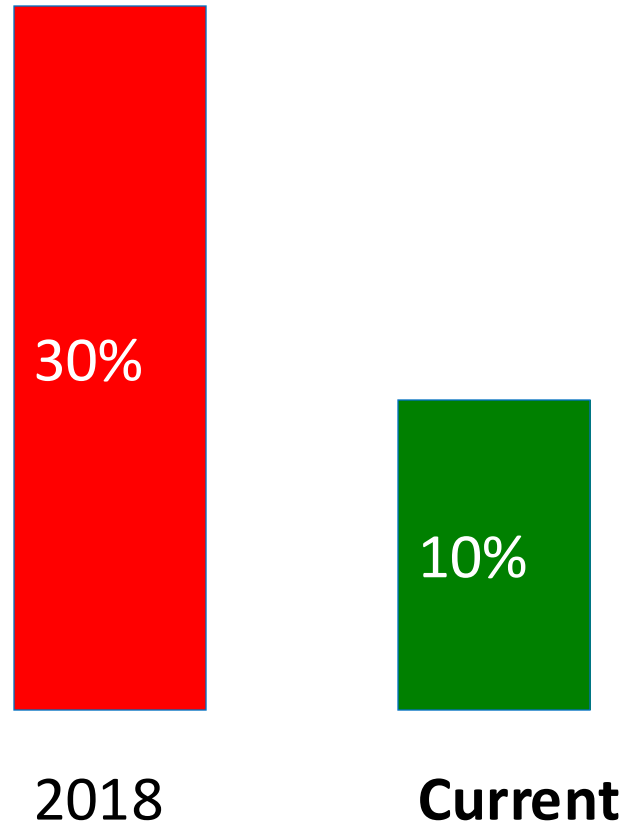
Market
access



Advisory



Reduction in Rice Postharvest Losses (2018 vs Current) for Maruo Farm Networks



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Work with WFP Gambia

WFP supported Maruo with:

- Blender for rice fortification;
- Trained personnel of Food Safety and Quality
- Market linkage with 422 schools

- Since 2021, Maruo Farms continues to provide rice including **fortified rice** to over 100,000 children in 422 local primary schools for school meals annually.
- In 2023, Maruo provide 489MT of Rice and 108MT of rice for general food assistance to 3,333 flood affected population.





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Thank You

