



RESILIENT GRAIN MARKETS: **UNLOCKING AFRICA'S FOOD SECURITY POTENTIAL**

2ND-4TH, OCTOBER 2025 | ZANZIBAR, TANZANIA

Main Session 5

Smart & Seamless Logistics:

**Optimizing Grain Supply Chains from Farm to Regional
and Global Markets**

**Session
Sponsors:**



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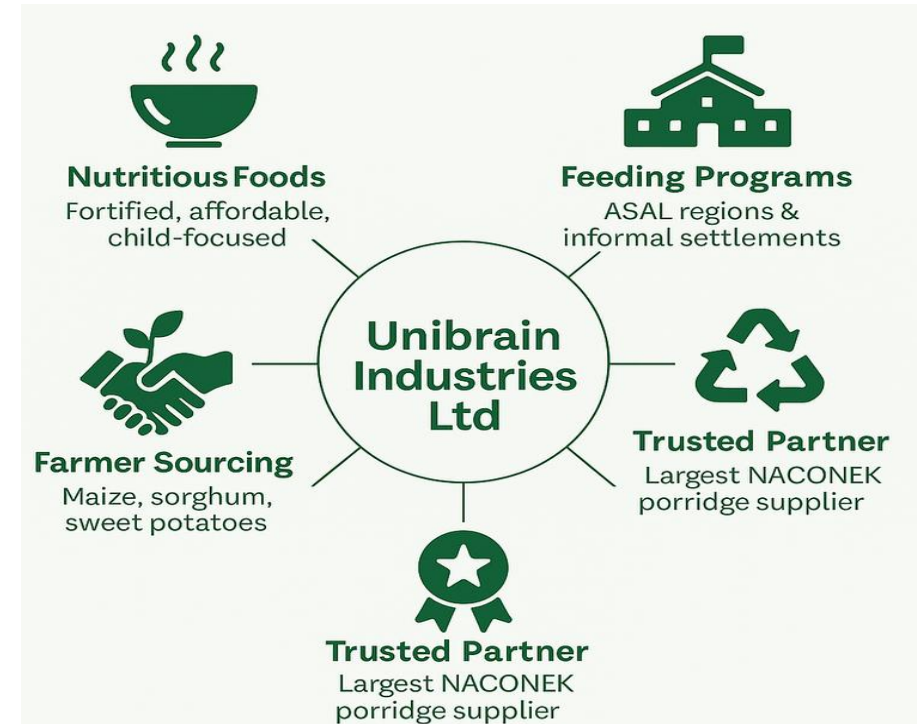
Smart & Seamless Logistics: optimizing grain supply chains from farm to regional and global markets





Unibrain Industries – Improving Nutrition through fortified flours

- We aim to develop agro-industry value chains in East Africa, guided by the principles of the green economy.
- We develop and manufacture safe and affordable fortified nutritious foods to combat malnutrition, primarily targeting vulnerable populations - children and pregnant or lactating mothers.
- We support school feeding programs in ASAL regions and urban informal settlements where poverty and food insecurity are most acute
- We work hand-in-hand with local farmers, sourcing key raw materials, strengthening rural livelihoods and promoting inclusive economic growth.





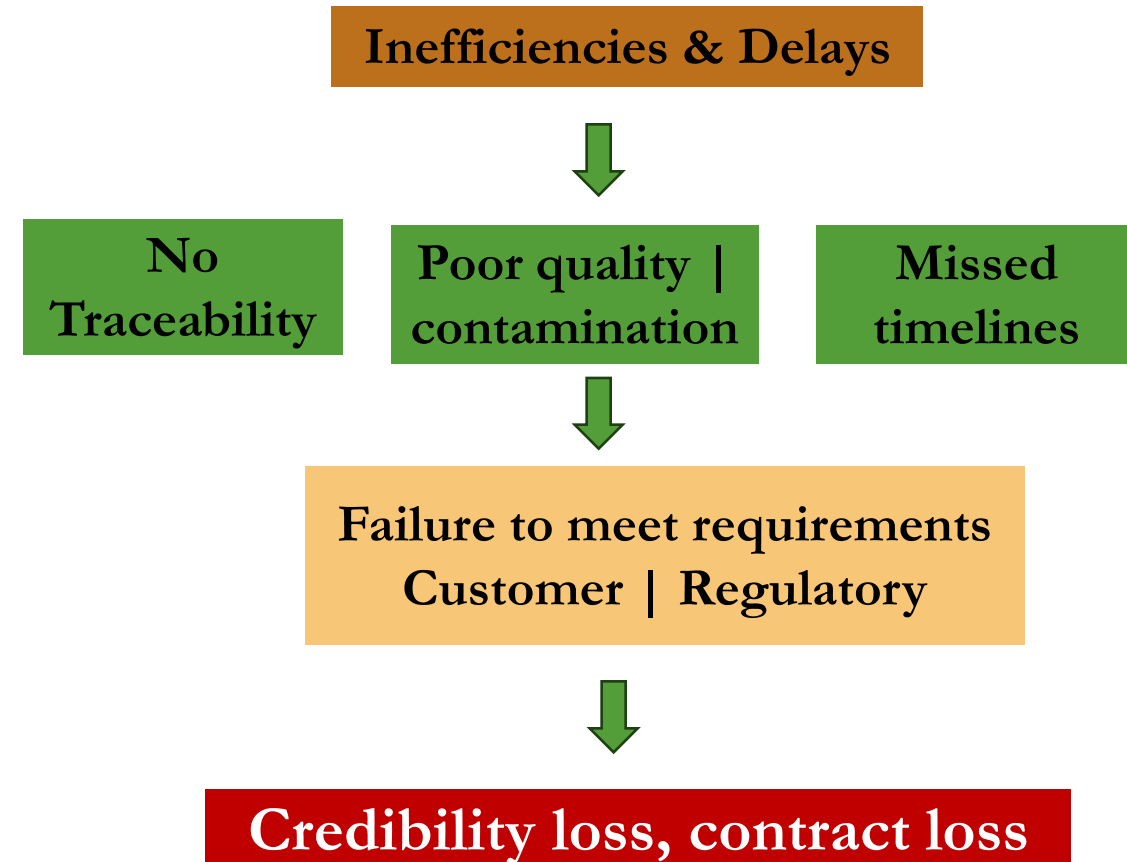
Effect of logistics delays, high costs, and inefficiencies

- **Impact on Quality and Compliance**

- Management systems (QMS, FSMS, HACCP) rely on traceability.
- Inefficiencies disrupt raw material tracking
- Failure to meet traceability requirements affects the company's reputation with customers, regulatory authorities

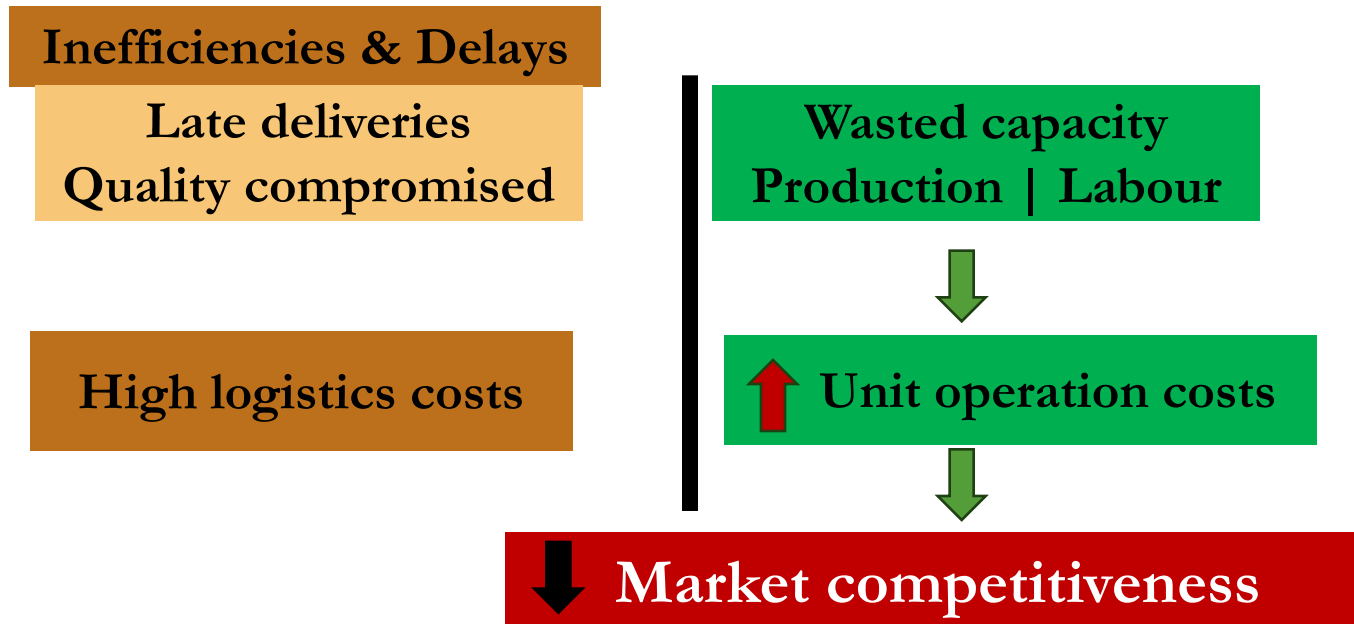
- **Market & Customer Impact**

- Compromised quality + lack of traceability evidence + missed timelines = lost contracts & reduced customer confidence
- Impacts market competitiveness in regional & global markets





Effect of logistics delays, high costs, and inefficiencies



- **Operational Disruptions**
 - Production stoppages.
 - Leads to higher unit costs and wasted capacity
- **Financial Impact**
 - Erodes the already thin profit margins.
 - Ability to invest in innovation & growth is reduced.
 - Raise end-product costs, making products less affordable.
 - Opens us up to losing the bottom of the pyramid consumers

Practical innovations or partnerships to enable faster, cleaner, and more cost-effective movement of grain



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- **Digital Traceability Systems**

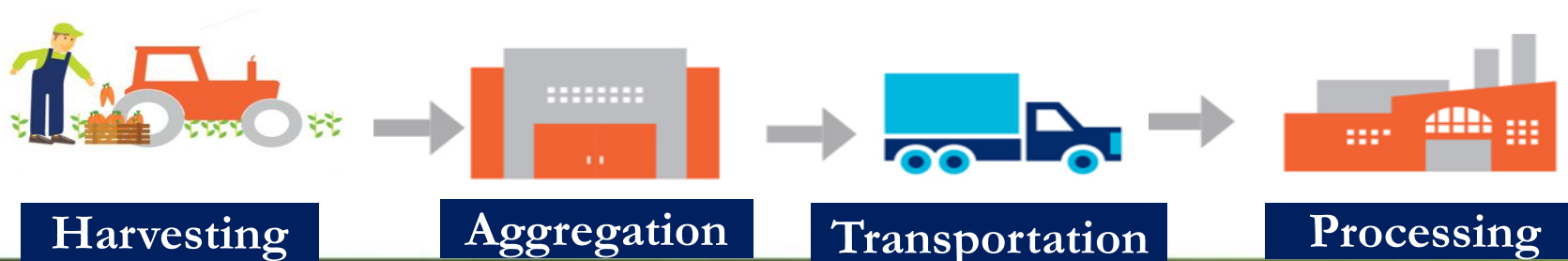
- ICT platforms that track grain from farm to processor
- Real-time data sharing between farmers, traders, logistics providers, and processors

- **Public–Private Partnerships (PPPs)**

- Partnerships with port authorities and regulators to streamline clearance processes and reduce transit time and costs

- **Regional Harmonization & Collaboration**

- Harmonize standards and border processes; Corridor management models that lower costs and reduce duplication.



Call to Action to Governments, Regulators, and Development Partners



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- **Streamline Regulatory and Compliance Processes**

- Simplify and harmonize conformity assessment to standards across borders
- Support adoption of digital systems for real-time verification of quality, safety, and traceability data

- **Invest in Logistics Infrastructure & Corridor Efficiency**

- Infrastructure to facilitate faster, reliable, and cost-efficient movement of grains.
- PPPs for port operations, customs clearance, and cross-border trade to reduce costs and time lost in transit.

- **Support Innovation and Technology Adoption**

- Incentives for adoption of ICT-enabled traceability systems
- Awareness creation among the informal farmers, aggregators on available technologies to maintain grain quality throughout transit
- Partnerships between development agencies, tech providers, and agribusinesses to scale solutions that improve operational efficiency and market access



Smart Logistic

THANK YOU.

