



# Growing Resilience: Strengthening the agro-processing sector in the Pacific Islands

A series of roundtables



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## Roundtable N°1



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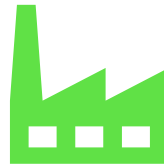
## Growing Resilience: Strengthening the Agro-processing sector in the Pacific Islands

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Ltd  
Kingdom of Tonga

# Key Questions:



What was the basis for selecting the crops we work with?



What are the current Market Situation for these products?



What are some of the key constraints to growth

# SWOT ANALYSIS OF THE AGRICULTURE SECTOR

1. Good fertile soils
2. Ideal climate (subtropical Island)
3. Arable land
4. Traditional crops (self sufficient)

## STRENGTHS

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1. **Post Harvest losses**
2. Production & Economies of Scale
3. High dependency on imported food/**Health Issues**
4. Technical/R & D/Extension
5. Logistics & freight Costs

## WEAKNESSES

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1. Sound export economy based on NICHE products
2. Import Substitution
3. Creating local industries (VA) for food security and employment generation
4. Improve local technical capacity

## OPPORTUNITIES

O

1. Climate Change
2. International Market Volatility - War in Ukraine
3. Currency fluctuations
4. Loss of Human Resources
5. Natural Disasters & Covid
6. Biosecurity Risks
7. Logistics

## THREATS

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# Post-harvest losses



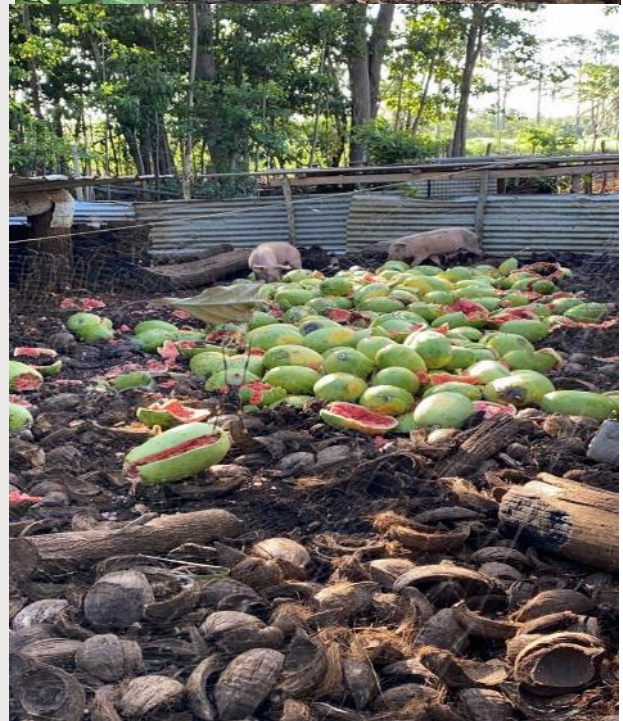
Watermelon losses peaked at 70% in 2020



Squash losses up to 40%



Breadfruit waste in communities amount to 68%



# Key areas of Focus



**Product diversification:**  
root crops eg., turmeric,  
cassava, taro, citrus



**Import Substitution:** eg.,  
Increased production in  
potatoes, onions,



**Promotion of healthier  
locally grown and  
processed foods:**  
Moringa, turmeric,  
breadfruit



# Products we are currently working on to value add:

From Fresh...



...To Value Adding



# Current Market Situation:

- Watermelon orders for 2024 stands at 1,100mt
  - Frozen Breadfruit Demand in NZ minimum 600mt; gap in local market off season
  - Frozen taro orders are 40mt/month
- Company export target is for 500mt. Expect high % of rejects during the season
  - Unable to meet market demand for breadfruit and watermelons
  - Shortage of taro due to drought in 2023





## Constraints to Growth:

### Limited Capacities

- Technical training support for locals in processing and production
- Cool-store technical support and equipment
- Lack of infrastructure and appropriate equipment for scaling up of production
- High Energy Costs
- Unreliable and high sea freight costs



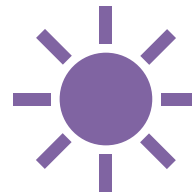
# Solutions to Constraints:



Hired Food processing specialist with over 20 years experience from Fiji to run pack house and factory in 2024



Partnering with PHAMA+ and PIFON technical support for improvement of cool store and training of staff including production staff and farmers



Installation of solar pan



Secured weekly air freight space for all agricultural products to NZ



A photograph of a field of Malo 'Aupito plants. The plants have large, heart-shaped, light green leaves with prominent veins. They are growing in rows in a field with brown, dry ground. In the background, there is a dense line of tall palm trees under a cloudy sky.

# Malo 'Aupito



# Thank you



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