

## Partnership Overview

This partnership brings together Tongan agribusiness Nishi Trading and the Australian Department of Foreign Affairs and Trade (DFAT) to increase productivity of existing root crop exports and add new value-added product lines. Nishi Trading will build a cool storage facility, benefiting farmers through less product wastage resulting in increased incomes. Nishi Trading will also lease land to female smallholder suppliers, while supporting partner NGO Mainstreaming of Rural Development Innovation (MORDI) will support farmers through field schools with a focus on farming value chains and nutrition.

## Shared Value

This partnership will support Nishi Trading to capitalise on an identified market opportunity of exporting high-value frozen root crop products. It will increase export sales of locally grown produce and create opportunities for competitive import substitution. In the process, farmer incomes will increase by 20% and women will be supported to move into the agricultural value chain through a land lease and training programme for female farmers.



**Australian Government**  
Department of Foreign Affairs and Trade



## Nishi Trading

Nishi Trading is Tongan family-owned commercial export farm with a focus on root crops. Nishi Trading also provides complementary services including farming supplies and a food processing facility. Supporting partner **MORDI** actively works with rural communities in Tonga to enhance agricultural productivity and enterprise management.

### Key Contributions

- 30 years of experience in produce trading
- Market research and value chain analysis
- Knowledge of Pacific markets
- Land for leases for female smallholders
- Construction and management of the cool storage facility

## Department of Foreign Affairs and Trade

The Australian Government, through DFAT, contributes to sustainable economic growth and poverty reduction through stronger, more inclusive private sector growth. The BPP is designed as an entry point for new partners to work with DFAT to deliver social impact and commercial returns and promotes initiatives that drive gender equality.

### Key Contributions

- Catalytic funding
- Development and program management expertise
- Technical advice on gender inclusion and monitoring
- Knowledge of the political and regulatory environment

