



A Meridian Group Company

Company Profile
Demeter Seed
2017





Demeter Seed

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Address: Plot 43/2/61 Mphongo Street, Area 43, Lilongwe (sales office).
Kanengo, Area 28, Lilongwe (warehouse).

VISION

To become the leading supplier of seed in Malawi, contributing to sustainable food surpluses within the country and the SADC/COMESA Regions.

OVERVIEW

Demeter Agriculture Limited (DAL) was established in 2004, with its Head Office in Kanengo, Lilongwe. DAL's core business is the production, processing and marketing of certified maize and legume seed to supply both local and international markets. We process, package and distribute Demeter Seed at our factory in Lilongwe.

Objectives;

- Provide high quality seed to Malawian farmers, focussing on hybrid and OPV maize and bean seed.
- Develop links with regional partners (NGOs, Government, and Donor Funded Programs).
- The promotion of contract farming in Malawi for exports of maize, sugar beans and other seed.

Core business functions;

- DAL is able to supply high quality seed in large quantities through an 8,000 hectare irrigated commercial farm in Balaka, specializing in the production of Hybrid and OPV maize, bean certified seed (Chuma, Kholophethe and butter beans), cowpeas, groundnuts, soya beans and pigeon peas.
- The farm is located on the banks of the Shire River which enables irrigation, ensuring year-round crop production as opposed to single-season crop growing.
- Currently 600 hectares of the land is under irrigation to produce seed maize, beans and other commercial crops
- demeter is a complete, certified and integrated seed company, distributing through a network of Meridian-owned and third-party outlets.
- A fair amount of Demeter groundnut, soya bean, cowpea and pigeon pea seed is produced by out-growers. DAL provides these out-growers with training and ensures constant monitoring of their fields in order to assess productivity and quality until harvest.
- We work closely with CIAT, CIMMYT and the National Agricultural Research Systems (NARS) Chitedze Research Station in a bid to develop and produce appropriate varieties for Malawi's farmers.

ACHIEVEMENTS

- One of the top three largest suppliers of maize seed in Malawi.

KEY PROJECTS

- Research and development work on crop varieties at multiple locations in Malawi. Key crops for which a concerted effort is made for improved product identification are:
 - Maize
 - Sorghum
 - Sunflower



KEY CLIENTS

- We supply the local market through Farmers World and Agora retail shops as well as other agro-dealers across the country. We also supply in bulk to individuals, companies, governmental organisations, NGOs, large commercial farming estates in Malawi, and other local and international supply contracts.

SOCIAL RESPONSIBILITY

- DAL provides suitable and accessible buying points for commodities for the local growers.
- Provision of training programs for agro-dealers which enables them to have wide knowledge of agricultural marketing.
- DAL donates seed to NGO's and other organisations within Malawi.

DEMETER SEED MANAGEMENT

Director	Dimitri Giannakis
General Manager	Francis Maideni
Financial Controller	Chris Goosen
Operations Manager	Prashant Khatri
National Sales Manager	Benson Banda

