



Australian Government

Australian Centre for  
International Agricultural Research

Agribusiness

# Developing competitive and inclusive value chains of pulses in Pakistan

## Overview

Pulses, specifically chickpeas, lentils and mung beans, are well-suited to smallholder farming and are important to Pakistan's agrifood systems. They are widely consumed in Pakistan, especially in poorer households, as an inexpensive source of plant protein, amino acids, vitamins, minerals and complex carbohydrates.

However, domestic production has fallen to well below demand, with 80% of lentils and 10% of chickpeas now imported at an average annual cost of A\$473.8 million. At the same time, domestic prices have been increasing.

The drop in production has been attributed to low profitability of pulses in comparison to other crops, lack of innovation, poor quality of product and lack of policy support. Increased performance of the pulses industry could play an important role in poverty reduction, nutrition security and economic growth opportunities, but a farmer-to-consumer perspective is required.

Additionally, women play an important role in Pakistan's pulses industry, contributing to field preparation, seed cleaning, sowing, weed control, harvesting and basic value addition. This project adopts a value chain research approach to pulses industry development with a particular focus on the role of women.



## KEY FACTS

**ACIAR Project No.** ADP/2017/004

**Duration:** September 2018 to December 2022 (4.5 years)

**Target areas:** Pakistan

**Budget:** A\$1,365,575

### Project Leader

Dr Rajendra Adhikari, University of Queensland

### Key partners

- University of Tasmania
- Australian National University
- Pakistan Agricultural Research Council
- University of Agriculture Faisalabad
- COMSATS University, Islamabad
- Sindh Agriculture University

**ACIAR Research Program Manager**

Howard Hall

## Objective

**The overall aim of the project is to support the development of socially inclusive and competitive value chains for chickpeas, lentils and mung beans in Punjab and Sindh, with spill-over effects in Khyber Pakhtunkhwa.**

The specific objectives are:

- To identify and analyse barriers, opportunities and options for developing inclusive competitive pulses value chains.
- To strengthen the capacities of pulses industry stakeholders and actors.
- To inform policy that facilitates the development of inclusive competitive pulses value chains.
- To demonstrate successful value chain development methods and practices for scaling out of pulses value chains.

## Expected scientific results

- Methodological contribution to the scientific community through the incorporation of social inclusion in value chain analysis.
- Development of methods to influence policy that supports the function and development of competitive, socially inclusive value chains.
- Design and implementation of best practice, inclusive value chain models and scaling-out pathways.
- Collection of data on how specific pulses markets operate and the consumer segments' preferences and willingness to pay.

## Expected impact/outcomes

- Integration of smallholder farming families into, and benefiting from, competitive and inclusive pulses value chains.
- Increased profitability of pulses value chains with benefits shared equitably.
- Consumer-defined quality standards met by products from the project's demonstration pulses value chains.
- Evidence of co-innovation among chain members in product, processes and business practices.
- Increased level of gender empowerment in pulses value chains.
- Improved household welfare (income and nutrition security) through empowerment of women in pulses value chains.
- Identification and implementation of policy provisions that incentivise and support value chains.
- Men and women smallholder farmers participating in market-oriented production systems and collaborations with other farmers and chain members.

