



YENKO FARMS

Investor Brief

Yenko Agri-Systems · Ghana

Prepared for WAAS 2026

We exist to build the operating system for West African agriculture.

Our Purpose

We do not merely farm. We design, test, and deploy production systems that transform smallholder agriculture into predictable, bankable, and scalable agribusiness.

We believe the future of African food security lies not in foreign aid or large-scale land grabs, but in systematizing local knowledge and pairing it with data, technology, and disciplined capital.

The Opportunity

WHY ONIONS

Onions store well, creating off-season supply. Lean-season prices surge 2–3x as imports from Niger and Burkina Faso flood the market. Cultivation is more predictable than tomatoes or peppers, and demand is inelastic — onions are a staple across West African cuisine.

WHY GHANA

Land acquisition is direct and lower-cost than in foreign jurisdictions. Ghana's diverse agro-ecology — sandy soils in the Eastern Region, clay soils in the Upper East — lets us build systems that work across soil types, not just one. ECOWAS access opens export routes to Burkina Faso, Niger, Mali, and Côte d'Ivoire, within a politically stable environment and a deep, experienced agricultural labour pool.

WHY NOW

Rising food prices and fragile Burkina Faso/Niger supply chains widen the margin for domestic producers and support import substitution. Shifting rainfall patterns make irrigation systems more valuable, and mobile money, GPS, and digital tools make data collection and farmer coordination easier than ever.

Our Model

Our 10-year vision is not to become the largest onion producer in Ghana by brute force, but to build a system that, once operational, naturally becomes the largest producer. Five pillars carry that system:

Pillar	Description
Onion Operating System (OOS)	Our proprietary production manual — codifies every activity, chemical, dosage, and observation. This is our core IP.
Outgrower Network	Smallholder farmers operating under the OOS, not a single mega-farm. Capital-efficient, socially inclusive, and scalable.

Storage Infrastructure	Strategic storage hubs placed where production data shows optimal harvest windows, so we sell into lean-season prices instead of harvest gluts.
Transportation Arm	Logistics under the same umbrella — moving inputs to farms, produce to markets, and onions to storage.
Marketing Arm	Independent but integrated — connecting production directly to wholesalers, retailers, processors, and exporters.

Field Validation & Iteration

Field trials have already told us what doesn't work. Tomatoes at our Akuase site failed to fruit under heat stress; peppers fruited but stopped early. Onions, despite challenges, remain the most predictable crop in our portfolio — the basis for building around them rather than a more fragile alternative.

Our first outgrower partnership structure — a revenue-split model — surfaced a specific incentive problem: when the party choosing an input isn't the party bearing its cost, input spending inflates without a clean way to attribute why. We treat this the way we treat any field result: document it, analyse it, and act on it. We are now piloting a directly supervised, wage-based model — starting in-house, in the Northern region, before reintroducing farmer partners — to isolate true field costs and correct the incentive structure before we scale it.

This is by design. Our values put data before intuition and treat systems, not individual judgment, as what makes the company work — every failure is documented and turned into a lesson, not a one-off write-off.

10-Year Vision

Horizon	Milestone
Year 1–3	Perfect the Onion Operating System across 2–3 regions.
Year 3–5	Expand the outgrower network to 20+ farmers.
Year 5–7	Establish 3 storage hubs — Upper East, Eastern, Ashanti.
Year 7–10	Export-ready production; process onions (dehydrated, powdered) for international markets.

Competitive Advantage

Advantage	How we build it
Data	Every season documented, every hypothesis tested, every failure analyzed.
System	The OOS is not dependent on any one person's memory.
Governance	Clear roles, decision rights, and investor protections.
Capital discipline	Cost-per-acre models, budget vs. actual tracking, asset depreciation.

Founding Team

Name	Role & responsibility
Prosper Ablordeppey	Founder & CEO — strategy, systems, data, capital, partnerships, technology, expansion.
Timothy Azirigo	Co-Founder, Financing & Logistics — finance mobilization, logistics oversight, supply chain development.

The Ask

We're raising grant / non-dilutive funding for the production tranche. This phase is fundamentally about de-risking and proving the model — not yet backed by settled unit economics — which is what grant and development-finance capital is built for, and it keeps the cap table clean for equity or debt raised later against proven numbers.

	Tranche 1 — Production (now)	Tranche 2 — Storage (Year 5–7)
Funding type	Grant / non-dilutive	To be determined — debt or equity, once production economics are proven
Scope	2–3 regions, extending the North pay-as-you-go pilot	3 storage hubs — Upper East, Eastern, Bono East
Use of funds	Field inputs, wage-based labour, equipment (sprayers, rain hoses), CCTV monitoring,	Climate-regulated storage construction, logistics and transportation assets

	OOS refinement and cost-per-acre data systems across regions	
Amount	To be finalized once the North pilot's first cycle closes (see Outgrower Model Operating Notes — Cycle Log)	To be sized against validated storage-hub economics
Timeline	Flexible — tied to milestone readiness, not a fixed close date	Triggered by Tranche 1 milestones, not calendar-based

This mirrors our own sequencing — production first, storage once production data justifies it — and keeps the ask honest about what's already validated versus what this capital is meant to prove.

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Further detail, including field data and the current status of the outgrower model pilot, is available on request.