

Eastern & Southern Africa Private Sector Forum on Irrigation

5 - 6 October 2026 | Nairobi, Kenya



[COUNTRY LOGO/COAT
OF ARMS]

From Fragmented Projects to Bankable Platforms: Scaling Private Sector Irrigation Across East Africa

COUNTRY INVESTMENT PITCH

Republic of Kenya

Private Sector Space in Irrigation



Kenya at a Glance



54.2M

Population



10%

Arable land



5%

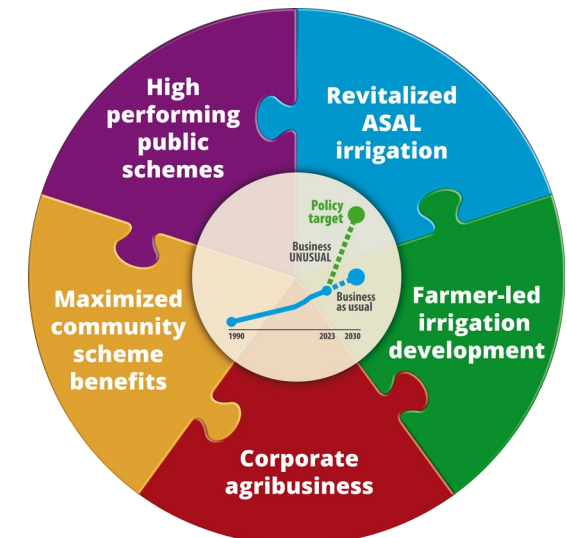
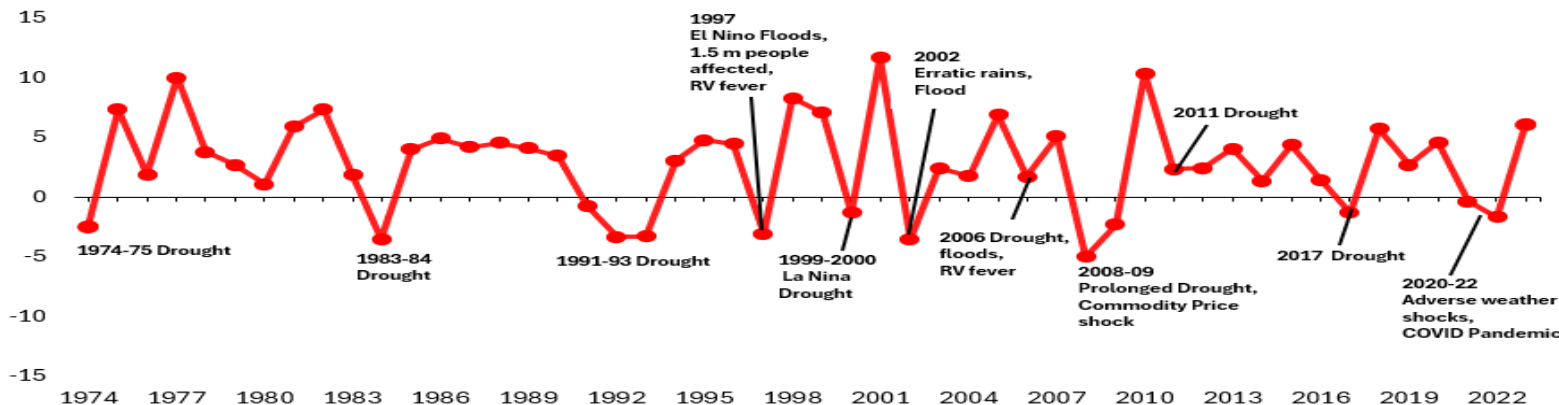
Currently irrigated



23.2 %

Agriculture, % of GDP

Kenya Agriculture, forestry, and fishing, value added (annual % growth)



Why Invest in Kenya's Irrigation Sector



Market Gap & Potential

- Irrigation potential estimated 3.35 million acres (1.34 million hectares) – NWMP(2010); Only 780,000 acres equipped with irrigation.
 - FLID, Large Scale commercial and community-based
- 40-60% utilization of area equipped with irrigation
- The safe yield of surface water and groundwater has been assessed to be 7.4 billion m³ and 1.0 billion m³ annually.
- Value of agricultural imports in 2025 Kshs 252.8B (USD 1.94B) – there is local market for agricultural produce
- Value of agricultural exports in 2025 Kshs 431B (USD 3.3B) – confidence in the Kenyan Market



Climate Resilience

[Investing in water storage and harvesting for irrigation reduces the threat of vagaries of weather – pipeline of large dams and localized water harvesting for feedlot



Food Security

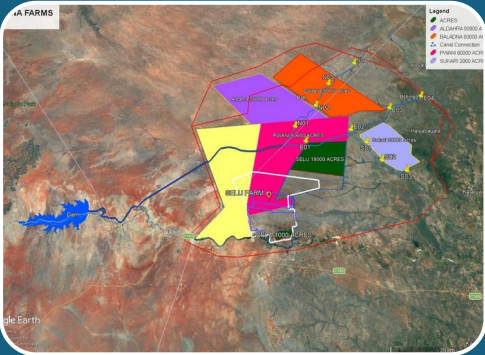
Irrigation increases yield 2-4 times and in ASAL areas support agricultural production in areas with no natural potential of agricultural production.



Agribusiness Growth

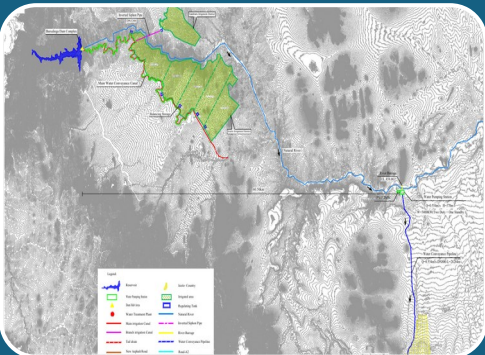
Irrigation speaks to surplus production, providing raw materials for agri-processing, one acre creates 3-5 jobs and supports production of targeted export value chains (floriculture, horticulture, tea, coffee etc)

Priority Irrigation Projects Open for Partnership – Large Scale commercial



Galana Dam and Irrigation Project

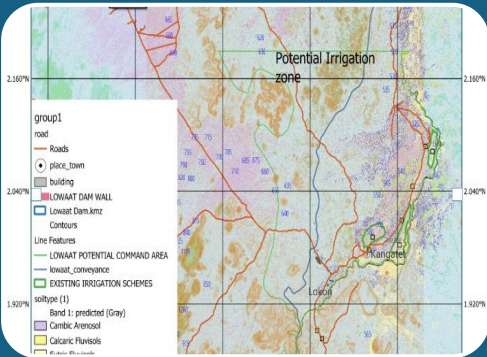
- 306 MCM CFRD dam, producing 1 BCM of water, estimated bulk water revenue of Kshs 3.9B (USD 300m) at USD 0.3/m³, opportunity for a private dam operator
- 200,000 acres of land for agricultural production on lease to private growers on government land



Bura Irrigation Project

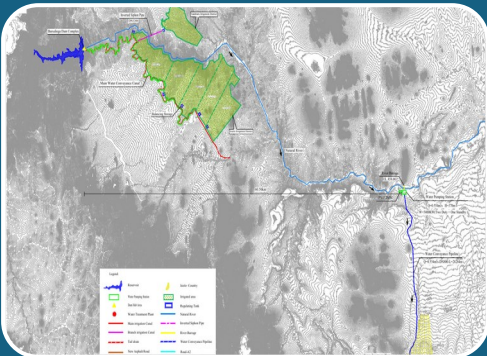
- Existing intake and canal to irrigate 41,000 acres
- 296,000 acres available for lease to private growers
- Installation of an additional intake to provide water to 255,000 acres to be sold in bulk at USD 0.3/m³

Priority Irrigation Projects Open for Partnership – Large Scale commercial



Lowaat Dam and Irrigation Project

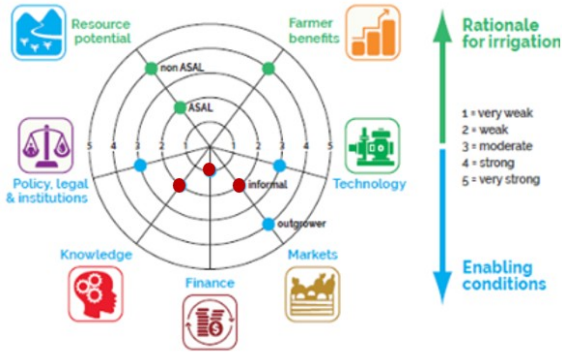
- 389 MCM, RCC dam producing 600MCM/year,
- 9.3 MW of hydropower and 17,280 m³/day of potable water for oil extraction, expanding irrigation from 5,459 to 53,000 acres.
- Estimated cost - USD 235.6 million



Barsalinga Dam and Irrigation Project

- 198MCM, RCC dam producing 326MCM/year,
- 600kW of hydropower and 30,000m³/day of potable water for oil extraction for about 250,000 people, to irrigate 30,000 acres for feedlots in Isiolo
- Estimated cost - USD 218 million

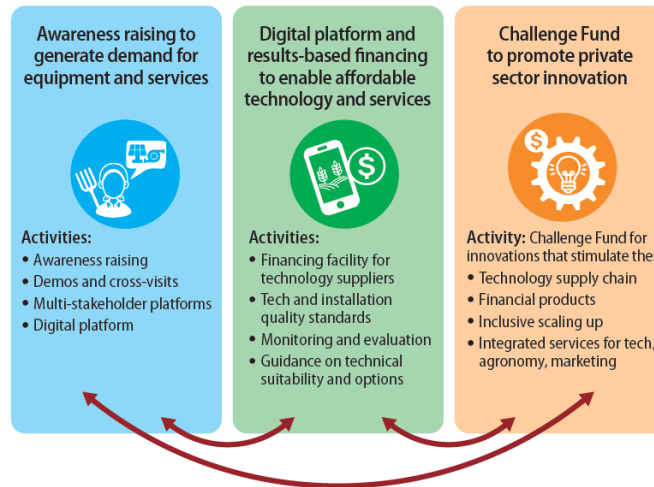
Priority Irrigation Projects Open for Partnership – Farmer Led Irrigation Development



Potential

Kenya has the potential to irrigate **6.6 million acres** through a farmer-led approach.

ECOSYSTEM TO SERVE FARMERS



Bundled finance, market access and equipment support

Investment of **Kshs 390,000 (USD 3000/acre)** to produce horticultural crops for export

French beans, Snow peas and sugar snap peas; passion fruit; fresh herbs (coriander, basil, rosemary) Asian vegetables, including baby corn and various leafy vegetables, Chilies and other peppers and Pineapples

INVESTMENT PIPELINE

Priority Irrigation Projects Open for Partnership – Feedlots in ASALs

- ASAL areas form 80- 89% of the country, livestock sector accounts for 80% of ASAL's economy; there is great potential in land and untapped water.
- Each feedlot estimated to cost Kshs 467m with estimated gross revenue of Kshs 270m

- A 30 Counties have been identified for the program, 19 ASAL
- B 450 wards in the 30 counties, 354 Wards in 19 Counties
- C Herd of 17 million beef cattle in the country
- D Government of Kenya will facilitate aggregation of livestock producers (cooperatives) & enablers (water, land, range rehabilitation) for the meat supply chain
- E Private investment will be required to unlock a minimum meat supply capacity of 105,000 MT of meat
- F Off take of 15% cattle resulting in approx. 620,000 heads with a minimum target carcass weight of 175Kgs per animal (worth KES 54 B)

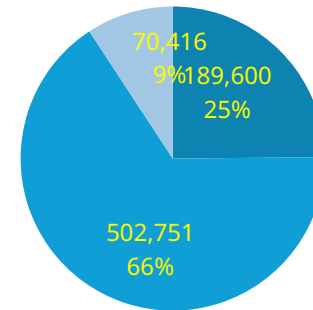
NUCLEUS	OUT-GROWER UNITS
☐ Holding Grounds, Fattening and Finishing ☐ Provide Water, Pasture and Fodder	
TRADE	LOCAL TRADE, EXPORT MARKETS
☐ Pre Export Quarantine Facilities ☐ Link with local and international outlets	
PROCESSING	Leather Industry, Bioenergy, Animal Feeds,
☐ Establish bioprocessing to recover blood, bones, manure for the animal feed & biogas production	



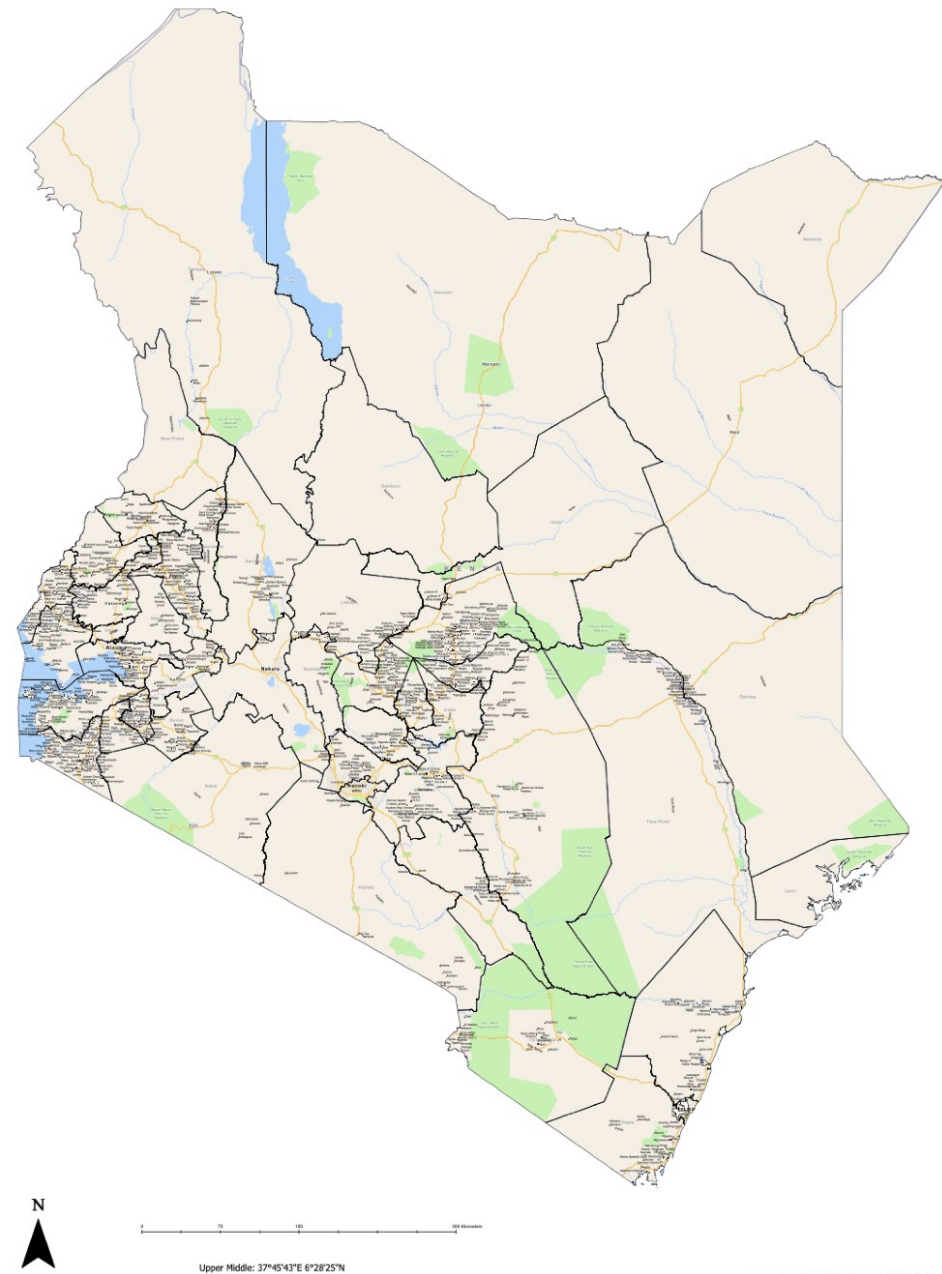
Priority Irrigation Projects Open for Partnership – Aggregation and Agro-processing

- Kenya has over 2000 irrigation schemes with 690,000 acres at different performance levels
- These offer a unique opportunity for private sector participation in: -
 - a. Irrigation private operator services – to provide professional irrigation services at an agreed rate for an agreed level of service
 - b. Contract farming to aggregate specific value chains responding to market demand
 - c. Agro-processing – targeting surplus produce for value addition

Irrigation Typologies



■ Private owned
■ Smallholder irrigation schemes
■ Public schemes



What Kenya Is Doing to De-Risk Investment



Land & Water Rights

- Robust land commercialization framework that guarantees land tenure through long term leases
- Water rights issued through WRA permits



Fiscal Incentives

- Duty exemptions on solar equipments
- Tax exemptions for PPP investments



PPP Framework

- Robust PPP framework espoused in the PPP Act 2021, with a dedicated PPP directorate at the National Treasury
- Provides government support measures on a case-by-case basis

What We're Looking For From Investors & Partners

- 1 Infrastructure development and operation for bulk water/power Purchase agreements (Dams, and Conveyance systems, Hydropower, potable water)
- 2 Large-scale commercial growers on leased public land
- 3 Irrigation Equipment Suppliers - Financial Institution- Aggregators consortium of FLID farmers
- 4 Agri – Processing investors (cereals, dehydration of vegetables, red meat, hides and skins)
- 5 Irrigation Service Providers

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THANK YOU

COUNTRY FOCAL POINT

[Name, Title]

EMAIL

[name@example.gov]

PHONE

[+XXX XX XXX XXXX]