

SORGHUM COMMERCIAL FARMERS AND AGGREGATORS FOR THE SHORT RAINS - 2026 PLANTING SEASON

Are you a dedicated farmer in a traditional sorghum growing county? If so, Kenya Breweries Limited (KBL), a subsidiary of East African Breweries PLC (EABL), invites you to partner with us for the upcoming sorghum planting season.

Eligibility Requirements for Commercial farmers:

1. Land:

- Minimum of 10 acres of land for sorghum cultivation in a designated sorghum growing area.
- Proof of ownership via a valid title deed or other valid legal instrument.

2. Alignment with KBL Values:

- Commitment to sustainable and ethical farming practices, ensuring adherence to environmental protection and community welfare. Committed to fostering a work environment that respects human dignity, promotes fair labour practices, and supports the elimination of child labour.

3. Contract Terms:

- Successful applicants will be issued fixed-period contracts outlining terms for growing, supplying, and delivering sorghum to designated locations.

4. Delivered price for sorghum delivered at Nairobi and Kisumu:

- KES 52 per kilogram for white sorghum.
- KES 50 per kilogram for red sorghum.
- Sorghum deliveries must meet the quality standards specified in the contract which will be solely determined by KBL. Non-compliance will result in rejection.
- Prices are all-inclusive, covering all applicable taxes, levies and duties and all farmers should be registered on Etims.

Eligibility Requirements for Aggregators:

1. Land:

- Minimum of 10 acres of land for sorghum cultivation in a designated sorghum growing area or be involved in the sorghum value chain.
- Proof of ownership via a valid title deed or other valid legal instrument.

2. Alignment with KBL Values:

- Commitment to sustainable and ethical farming practices, ensuring adherence to environmental protection and community welfare. Committed to fostering a work environment that respects human dignity, promotes fair labour practices, and supports the elimination of child labour.

3. Contract Terms:

- Successful applicants will be issued fixed-period contracts outlining terms for growing, supplying, and delivering sorghum to designated locations.

4. Delivered price for sorghum delivered at Nairobi and Kisumu:

- KES 52 per kilogram for white sorghum.
- KES 50 per kilogram for red/brown sorghum.
- Sorghum deliveries must meet the quality standards specified in the contract which will be solely determined by KBL. Non-compliance will result in rejection.

5. Eligibility:

- Any farmer who wants to aggregate crop for other suppliers should be recognised by the relevant County Government and should be involved in the sorghum value chain.
- Specifically, they must be growers, have capability to establish purchasing store, ability to transport and collect produce, be adequately resourced to pay for the Crop, hold and facilitate farmer meetings in their region, work with partners in the areas to promote the Crop, contract smallholders farmer using set specifications, attend meetings called by the Buyer, among others.
- While KBL does not set the Aggregator prices we have recommended minimum Aggregator to Farmer prices to avoid farmer exploitation.
- The Aggregator will be responsible for recruitment of farmers with a maximum of 10 acres of land.

Important Legal Considerations

1. **Contractual Relationship:** The partnership will be governed by individual contracts issued to farmers upon selection, defining each party's roles and obligations
2. **Delivery and Acceptance:** Sorghum deliveries must meet the quality standards specified in the contract. Non-compliance will result in rejection.
3. **Maximum Contracted Volume:** KBL is only legally bound to buy the Maximum Contracted Volume agreed with the farmer in the contract.
4. **Legal Status:** This Expression of Interest is not a binding contract but an invitation to participate in our sorghum sourcing program.
5. **KBL is under no obligation to accept or respond to your expression of interest:**
6. **Traceability:** KBL requires that all sorghum under contract should be grown in Kenya. KBL will require proof of origin prior to acceptance of the crop.
7. **Compliance with National and County Laws:** This includes payment of all taxes, duties and levies.

Application Process:

Interested commercial farmers and aggregators should submit their Expression of Interest by downloading the Expression of Interest Form from the EABL website i.e. www.eabl.com.

At EABL, we believe that everybody should be able to thrive in an environment that values their contribution and celebrates what makes them unique. We champion inclusion and diversity within our teams across the region, with the partners and communities we work with, and through our portfolio of brands. In line with our Sustainability Strategy, 'Spirit of Progress', we embrace diversity in the broadest possible sense, this includes gender, ethnicity, age and disability. In this regard, Women and People Living with Disabilities are also encouraged to apply. Download and fill in the appropriate documents.

Please title your submission "Expression of Interest for Sorghum Farming" and send it to kenyabreweries@eabl.com by 5:00 pm on the 4th of September 2026.

The partnership does not require farmers to pay any application or onboarding fees.