

## About Divron



Divron Bioventures is a Sri Lankan aquaculture business specialising in Giant Freshwater Prawns (GFWP). Divron stocks the prawn in reservoirs across the country and then sources them via fishing communities.

GFWP is a sought-after product with strong demand in the global market as well as among tourists to Sri Lanka. GFWP is a source of income for thousands of fisher families, fetching almost 2-3x the income they gain from regular fish.

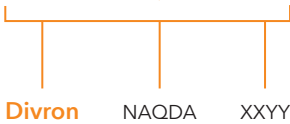
## Market Constraints

Although Sri Lanka's vast network of inland waterbodies is highly conducive to good GFWP growth, the giant prawn market remains relatively untapped. Productivity in the sector is low, and the supply of the main input (post-larvae, or baby prawns) is fragmented. Essential value chain elements like transport and cold storage are high-cost and require significant coordination. On the demand side, buyers (both local and international) have low awareness of this high value product.

## Intervention

### INPUTS

- Access to info
- Access to nurseries
- Investment in R&D



MDF's work with Divron falls within the ambit of an intervention to address low productivity in the GFWP space. MDF has identified that this low productivity takes many forms: at the outset, there is a severe lack of information at fisher level on best practices for stocking and harvesting GFWP. Low productivity is compounded by the lack of nurseries in the production process - which in turn results in low stocking at the reservoirs.

Further, because of the high barriers to entry, firms source and export multiple species and are thus disincentivised to invest in supply chain infrastructure and processes for a single species.

MDF's work in the GFWP sub-sector focuses on raising productivity to respond to a growing market opportunity. There are insufficient nurseries producing baby crabs so reservoirs are understocked. Fishers lack information about good stocking and harvesting practices. There are numerous barriers to firms investing in supply chain infrastructure and [value-adding] processes. MDF's partnership with Divron is one of the ways that MDF is testing and introducing sustainable solutions to these problems.

