

## **ROI Analysis of Blockchain in Agricultural Product Traceability**

In the field of agricultural product traceability, blockchain technology has transitioned from proof-of-concept to commercial application. This article provides a comprehensive analysis of the cost-benefit structure, influencing factors, and implementation pathways of blockchain technology in agricultural product traceability from an investment return perspective, offering decision-making references for agribusinesses and investors.

### **Investment Cost Structure of Blockchain Traceability**

The investment for a blockchain-based agricultural product traceability system can be divided into three main categories: technology costs, deployment costs, and operational costs.

#### **1. Technology Development and Hardware Investment**

**System Development Fees:** The research, development, and deployment cost for a blockchain traceability system for a small-to-medium enterprise is approximately \$300,000.

**IoT Equipment:** Data collection devices such as sensors, QR code/RFID tags require an investment ranging from \$100,000 to \$400,000 depending on scale.

**Blockchain Infrastructure:** Node servers, storage equipment, and network environment setup.

#### **2. Deployment and Integration Costs**

**Supply Chain Modification:** Interface development and system integration required to incorporate upstream and downstream parties into the traceability system.

**Data Migration:** On-chaining and standardization processing of historical data.

**Personnel Training:** Operational training for different roles such as farmers and distributors.

#### **3. Operation and Maintenance Costs**

**System Maintenance:** Blockchain node maintenance, data storage, and updates.

**Certification and Auditing:** Fees for auditing traceability information by third-party certification bodies.

**Continuous Optimization:** System upgrades and feature expansion.

### **Benefit Analysis of Blockchain Traceability**

The benefits of a blockchain traceability system can be analyzed at three levels: direct economic benefits, indirect benefits, and strategic value.

#### **1. Direct Economic Benefits**

**Enhanced Premium Pricing Capability:** Blockchain traceability enables agricultural products to achieve a brand premium of 10% to 30%. Certified specialty agricultural products can effectively differentiate from ordinary products, gain consumer trust, and thus support higher selling prices.

**Improved Supply Chain Efficiency:** Smart contracts automate transactions and payments, reducing manual intervention and lowering operational costs. Research indicates blockchain can reduce food supply chain management costs by over 30%.

**Reduced Food Fraud Losses:** Global food fraud causes \$40 billion in losses annually. Blockchain's traceability and immutability can significantly mitigate this risk.

#### **2. Indirect Benefits**

**Recall Cost Savings:** The average cost of a traditional food recall can reach 3%–5% of sales. Blockchain traceability allows for rapid identification of problematic batches, reducing the scope of recalls and associated losses.

**Increased Consumer Trust:** The TRACE-RICE project found that scan rates for traceability QR codes on product packaging exceeded 20% in the Lisbon area, significantly enhancing consumer engagement and trust.

**Lower Financing Costs:** Agribusinesses with credible data records find it easier to obtain loans from financial institutions, with financing costs reduced by 30%–50% in some cases.

### 3. Strategic Value

**Enhanced Brand Value:** Blockchain traceability provides technical assurance for building brands of specialty agricultural products, preventing counterfeit products from eroding brand value.

**Compliance Advantage:** Meets international standards like the EU's Common Agricultural Policy, reducing trade barriers.

**Supply Chain Transparency:** Enables end-to-end visible management from farm to fork, allowing for rapid response to supply chain risks.

#### Influencing Factors and Key Thresholds for ROI

##### 1. Key Threshold for Cost Sharing

Research shows that whether blockchain application brings economic value to various supply chain actors depends on factors like the unit cost input per entity, the blockchain cost-sharing coefficient, and the investment cost. Profit improvement for both manufacturers and suppliers – and thus their active participation in blockchain quality traceability – only occurs when the blockchain technology cost-sharing coefficient reaches a certain critical condition.

##### 2. Impact of Consumer Perceived Value

The ROI of a blockchain traceability system highly depends on consumers' willingness to pay for traceability. Studies show that consumers' perception level of quality and safety is a crucial factor affecting the cost threshold for blockchain traceability services. The higher the consumers' perception of agricultural product quality and safety, the greater the unit cost of blockchain traceability services that supply chain members can bear.

##### 3. Product Characteristics and Value Density

**High-Value Agricultural Products:** Such as organic vegetables, specialty agricultural products, and geographical indication products, show more significant ROI from blockchain traceability. Research indicates blockchain traceability is particularly suitable for premium products, effectively preventing adulteration and protecting brand value.

**Bulk Agricultural Products:** Require reliance on economies of scale and improvements in supply chain efficiency to achieve investment returns.

#### ROI Performance in Typical Cases

##### 1. TRACE-RICE Project

Portugal's TRACE-RICE project used blockchain to record the entire rice production process, linking field data to scannable QR codes for consumers. Project results showed that this transparency greatly enhanced consumer trust and engagement, creating a competitive market advantage for the product.

##### 2. Organic Vegetable Certification

An organic vegetable certification and traceability system based on blockchain uses smart contracts to automatically verify compliance with organic standards, significantly reducing certification costs. Simultaneously, it enhances the market credibility of organic products through anti-counterfeiting guarantees, enabling producers to capture 超额收益 from brand premiums.

## ROI Optimization Strategies

### 1. Phased Implementation Pathway

Phase 1: Pilot with high-value product lines to validate technical feasibility and market response.

Phase 2: Expand to more product categories, optimize system architecture, and reduce unit costs.

Phase 3: Full-scale promotion, integrating with supply chain finance, precision marketing, etc., to unlock data value.

### 2. Cost Optimization Measures

Leverage Existing Infrastructure: Integrate and utilize existing IoT devices and IT systems to avoid redundant investment.

Choose Appropriate Technology Solutions: Select public, consortium, or hybrid blockchain architectures based on actual needs to balance cost and benefit.

Seek Policy Support: Utilize subsidies for smart agriculture in various countries and programs like the EU's Horizon Europe.

### 3. Revenue Expansion Strategies

Data Value Mining: Use traceability data to optimize agricultural production decisions, improving yield and quality.

Supply Chain Finance: Provide financing services for upstream and downstream businesses based on credible supply chain data, creating new revenue streams.

Precision Marketing: Build user profiles and enable precision marketing using data from consumer scanning behaviors.

## Future Trends and ROI Outlook

As blockchain technology matures and sees large-scale application, the ROI of agricultural product traceability systems is expected to improve further:

Declining Technology Costs: The rise of Blockchain-as-a-Service (BaaS) platforms lowers technical barriers and costs.

Standardization Unification: Gradual industry standardization will reduce system integration costs.

Ecosystem Improvement: The integration of blockchain with IoT, big data, and AI technologies will create more value growth points.

Industry forecasts predict the market size for blockchain in agricultural product traceability will reach tens of billions of dollars by 2030, offering significant first-mover advantages and investment returns for early adopters.

## Conclusion

The application of blockchain in agricultural product traceability has shifted from "is it worth the investment?" to "how to maximize the return on investment". Successful blockchain traceability projects require focus on the following:

1. Precise Positioning: Prioritize application for products with high brand premiums and strong consumer concern.
2. Scientific Planning: Design reasonable cost-sharing mechanisms to ensure benefits for all parties in the supply chain.
3. Continuous Operation: Closely integrate the traceability system with marketing and supply chain optimization to create sustained value.

For agribusinesses, blockchain traceability is no longer merely a cost expenditure but a strategic investment for enhancing competitiveness and achieving digital transformation. As technology maturity increases and the ecosystem improves, the ROI of blockchain traceability will continue to improve, delivering substantial economic returns and competitive market advantages for early adopters.