

"I am looking for companies that will guide us in expanding our fruit and vegetable production and yet retain food security, particularly among smallholder farmers in Busoga Region"

Entrepreneur #1_{/9}

Profile

The organization holds a plantation and is a distribution and marketing centre of fruit and vegetables. They produce up to 10.000 ton of fruit per year that is sold on local markets as well as regionally. The organization has a strong sustainability focus, for example, they provide practical training for their small-growers to improve productivity and decrease soil depletion.

Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs on:

- ✓ Keep expanding their farm and overall company operations and remain competitive with established fruit and vegetable companies in Uganda and Kenya
- ✓ Exploring export possibilities for fruit and vegetables
- ✓ Further exploiting the Kenyan market opportunities with demands on papaya's, watermelon's, apples, bananas and tomatoes from Uganda
- ✓ Obtaining technical expertise to tackle nature orientated problems such as soil degradation

Challenges

Main challenges to realize these ambitions are increasing liquidity, increasing market activities, building a network of local small growers and diversifying to create year round production and sales.

Are you..:

- ✓ An expert on exploring potential additional markets?
- ✓ A company with the capacity to provide in setting up simple drying, processing, storage and packaging of fruit and vegetables?
- ✓ Experienced in organizing smallholders cooperations?

.. Then this SME is interested in you!

Join Sustainable Match. Apply for the pre-match meeting on July 18th, through uganda@sustainablematch.com

Data

Established: 2000
Employees: 15 fulltime, 40 on casual base
Turnover 2011: 50 million UGX (14800 Euro)

Product

Core products: Jackfruit, avocados, mangoes
Other products: Tomatoes, green cabbage, passion fruit, pumpkins, nut seeds, seedlings and cuttings

Operation

- 1) Provides land to small growers
- 2) Provides on-credit seedlings, seeds and cuttings to small growers
- 3) Storing, packaging and wholeselling on Ugandan and Kenyan markets.

USP:

Owns 1000 acreage of land, niche product is avocado

About Sustainable Match

Sustainable Match is a business project supported by the Dutch government, that is developing a methodology for realizing sustainable matchmaking between small & medium entrepreneurs (SME) in developing countries with SMEs in The Netherlands. The aim is to create a win-win situation on sustainable business opportunities for both parties. In the general folder you can read how to participate in the Sustainable Match program.

Sustainable Match is an initiative of: MVO Nederland, BBO, Oxfam Novib, Agri-ProFocus, PeopleConnector and ProPortion. Supported by the Ministry of Foreign Affairs of the Netherlands.