

“Our impact on food security is that we make sure farmers are doing a lot of intercropping in food crops. This is mandatory, because it is of no use if the farmer produces for sales when he is not feeding himself. By our certification schemes, we are making sure that the food he is producing and consuming comes from pesticide-free food crops”



Entrepreneur #2_{/9}

Profile

This SME works with over 60 farmers and produces fresh-, dried- and frozen fruit: all certified organic, FairforLife, IMO, Fair Trade and Demeter. Transport is done by sea for frozen pulp while fresh fruit and dried fruit is done by air. They export their products to several including Denmark, Germany, and USA to a lesser extent. The main importer is a large Danish company.

Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs in order to realize their wish to expand their market access, diversify market outlets and finding (more) reliable buyers to sell products to.

Challenges

The main challenge is sustainable market expansion. Many other sustainability issues are tackled using the different certification schemes.

Are you...:

- ✓ A buyer of fresh fruit?
- ✓ Ready to use their dried or frozen fruit?
- ✓ A company with experience in packaging and storage?

.. 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: 1998
 Employees: 20 permanent, casual over 100
 Turnover 2011: 2.3 billion Ugx (680.788 Euro)

Product

Main crops: pineapples, mango, vanilla, passion fruit, papaya, apple, banana, gooseberry

Operation

- 1) Buys 50% from farmers under non-binding contracts
- 2) Is certified organic, FairforLife, IMO, Fair Trade and Demeter
- 3) Sells products to diversity of international markets
- 4) Diversify all product ranges (dried fruit, frozen and fresh fruit)

USP:

Just invested in new dryers, production is going up.

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.