

“The way the world is heading, Africa is becoming the food basket for the world. We want to work with somebody who will be able to walk with us all the way to delivery in EU markets.

And also at the same time create employment for people locally, provide them with food security, not only in Africa but also where the produce is going”



## Entrepreneur #3<sub>/9</sub>

### Profile

This SME is a fresh produce exporting company with its operations based at Kyambogo village, in Ziobwe Sub-county, Luweero District. They are currently specializing in Greenhouse production of vegetables and fruits for both export and local market.

### Your business opportunity in Uganda

This SME is seeking for a joint venture partnership (a co-investor) with a reputable company in the area of modern horticulture for export. Ambitions are:

- ✓ To become the best and largest supplier of globally certified fresh produce in Uganda
- ✓ Expansion of product range and production quantities
- ✓ Improvement of all processes including transportation, packaging, labelling, value addition and processing

### Challenges

Main challenges to realize their ambitions are their need for technical expertise and agronomy; gaining value adding technologies and dealing with sustainability challenges.

### Are you..:

- ✓ A large scale importer (retailer/ wholesale, and/or processing) of fruits and vegetables in the European Union and surrounding nations?
- ✓ A supplier of inputs e.g. fertilizers?
- ✓ A firm that can supply refrigerated trucks?
- ✓ Involved in supply of packaging materials?

### .. Then this SME is interested in you!

Join Sustainable Match. Apply for the pre-match meeting on July 18<sup>th</sup>, through [uganda@sustainablematch.com](mailto:uganda@sustainablematch.com)

### Data

Established: 2011  
Employees: 45 permanent , 3 casual  
Turnover 2012: 85 million UGX (25.159 Euro)

### Product

Main crops: Chilli-peppers, Okra, Garden eggs

### Operation

- 1) Greenhouse production of vegetables
- 2) All vegetables are exported to Europe
- 3) Production currently covers an area of 10,000 sq. metres

### USP:

The company's production system is mainly labour intensive, high value and can be low cost.

### 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.