

“Our efforts are focused on improving production, in order to increase harvests from the farmer fields. This has impact on food security: there will be food to eat and there will be a surplus for the markets. Then the farmer has an income”



Entrepreneur #4_{/9}

Profile

This SME is a medium scale company engaged in the production, processing, marketing of certified seeds and planting materials for farmers in Uganda and the East African region. It has diversified its business portfolio to include other agro-related competitive products especially vegetables, fertilizers, pesticides, agricultural implements and tools.

Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs on growing and expanding their business and increasing their knowledge on new biotechnologies in production of seed.

Challenges

In order to realize their ambitions the SME has several challenges such as market fluctuations based on climatic changes, limited infrastructure facilities and the lack of specialised products in the financing sector.

Are you..:

- ✓ Offering financial products specialized for agriculture?
- ✓ Open to collaboration in the field of product development, especially through shared germplasm for high value crops?
- ✓ Interested in starting an alliance, joint venture or strategic partnership aimed at business expansion and growth?

.. 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: 2011
 Employees: 56 permanent, 140 casual
 Turnover 2012: 3.8 Billion EGX (1.1 million Euro)

Product

Mainly: Cereals and legume seeds

Operation

- 1) Produces seed on its own farms (20%) and contract growers (80%)
- 2) Increasing food production and maximisation of Harvest by the adoption of high yielding crops
- 3) Offers contracted seed growers training, Technical support, and financial assistance
- 4) Distribution network in all major towns in Uganda

USP:

Profitable, well-established seed production company with concrete client request and opportunity in vegetable sector

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.