

“We know that the potential in this country is high. We already invested in six collection centers in the clusters of farmers, using a grant from the Netherlands Embassy”



Entrepreneur #5_{/9}

Profile

The company owns a central storage and a processing unit to handle and process fresh fruit and vegetables. Raw products are collected at rural collection centers. The company was initiated and founded in 1999. The owner is also a well established consultant in value chain linkage programmes.

Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs to realize growth and expansion of its business, increase the supply chain and increase knowledge on new biotechnologies in production of seed.

Challenges

Main challenges to realize their ambitions are the lack of structured internal markets and an instable export market.

Are you..:

- ✓ A cold chain company?
- ✓ An importer of fruit and vegetables (fresh and processed)?
- ✓ A venture capital company?
- ✓ A company with expertise on EU Logistics?

.. 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: 1999
Employees: 20-30
Turnover 2011: 50 million UGX (14800 Euro)

Product

Service: Cold Storage, handling and primary processing of fruits and vegetables

Operation

Linking supply chains, from farmers up to export partners.

USP:

Excellent linkages in the supply chain. Private equity and the will to jointly invest.

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.