



“We want to present a factory that is big and meeting the demands of the market with different products that come from the farms of the local communities here. And that is the grand vision that we have”

Entrepreneur #6_{/9}

Profile

This SME is a processor based in Uganga, eastern Uganda. The company processes fruit like pineapples and mango by solar drying and exports 90% of its products to, for example, Austria. Only 10% is sold on the local market. The core business of the company is to enhance value addition to farmers produce as a mitigation to post harvest losses while increasing the shelf of the products for nutritional security beyond the harvest seasons.

Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs to improve their processing unit (solar dryer machine and juice machine), in order to increase production capacity.

Challenges

Main challenges to realize this ambition are inconsistency in production due to insufficient raw materials from the farmers; a low production capacity of the hybrid driers to meet the market volumes; and the high certification costs for organic, quality, sustainability and fair-trade standards.

Are you..:

- ✓ Importer of fruits and vegetables in the Netherlands?
- ✓ Processing company of fruits and vegetables?
- ✓ Packaging company?
- ✓ Certifying company for organic produce, fair trade, sustainability/environmental and quality standards?
- ✓ Investor in the fruits and vegetables sector?
- ✓ Expert or manufacturer of Solar and other renewable energy driers, and other equipment for green processing/manufacturing?

.. 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: 2005
Employees: 10
Turnover 2011: 45 million UGX (13.320 Euro)

Product

Pineapples, mango, jackfruit, apple bananas

Operation

- 1) process and export dried fruit
- 2) 4000 farmers are supplying, of whom 200 certified organically (CERES)
- 3) Links smallholders to market

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.