

“We produce fruit and vegetables with smallholders that are certified or in the process of certification. To expand our business and improve solar drying, we are looking for a partner to come and upscale our production systems”



## Entrepreneur #7<sub>/9</sub>

### Profile

This SME produces dried and fresh fruits, potatoes, avocado and honey. They work with 250 farmers whom are certified in organic and 300 farmers currently in process of certification. The company's products are being exported to mainly the Middle East: Qatar, Muscat, but also to France.

### Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs to improve their solar drying unit, expand international business opportunities and export to EU markets for organically certified dried fruits.

### Challenges

Main challenges to realize their ambitions are the strong competition from Ghana due to low transport costs and strong certification demands in international markets.

### Are you..:

- ✓ A company with expertise on drying fruit and vegetables?
- ✓ Willing to collaborate on supply and packaging for export?
- ✓ Looking for a joint investment partner to grow together?

### .. 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: 2001  
Employees: 20 full time, 20 casual

### Product

Core products: Sweet potato and avocado  
Other products: Pineapple, honey

### Operation

Training farmers, certifying, buying, processing and trading dried fruits

### USP:

Well connected and growing SME, partner of CBI, partner of WUR

### 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.