



“We went to the Biofach trade fair in Germany and took our products with us. Since then we have had sufficient demands which we cannot meet, because they are asking for containers!”

## Entrepreneur #9<sub>19</sub>

### Profile

This organization currently exports 300kg fruit per month to Japan and involves outgrowers farmers in their production. Before (1995-2003) they exported fresh fruit, mainly to Zurich, until this chain collapsed as their buyer went out of business. In 2003 the company diversified and started producing dried fruit.

### Your business opportunity in Uganda

This SME hopes to collaborate with Dutch entrepreneurs to higher the standard hygiene for dried fruit, expand their business to Europe and improve pre-packaging for consumer-portions.

### Challenges

Main challenges to realize their ambitions are finding a market partner to increase the company's supply and meeting the demands of the market.

### Are you..:

- ✓ A sustainable partner in terms of market and technological transfer?
- ✓ A dried fruit/fruit juice distributor?
- ✓ A supplier in agro-processing equipment?
- ✓ A long term agro processing financier offering agro friendly rates?

### .. 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: 1995  
Employees: 20 permanent  
Turnover 2011: 192.000 USD (146.900 Euro)

### Product

Mainly pineapple

### Operation

- 1) Produce and export dried- and fresh fruit
- 2) Work with 320 registered farmers, 20 of them Originally certified for EU markets
- 3) Capacity of 40-50 kg dried fruit a day

### 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.