



BioUganda Fresh and Dried Fruits

*Organic exports from Luwero, Mubende and
Masaka Districts, Uganda*

1st July 2004 to 30th June 2007

Project End Report Executive Summary

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Executive summary

This was a three year project to assist Bio Uganda in organising and training farmers in Masaka, Mubende and Luwero districts to produce certified organic pineapples, passion fruits, apple bananas and ginger for fresh and dried exports from 1st July 2004 onwards.

BioUganda Ltd is a family owned Ugandan company which deals in organic fresh, and latterly dried, tropical fruits. The main crop is Pineapples, but it also supplies Passion Fruits, Apple Bananas, Mangoes and Ginger. EPOPA support to BioUganda included assistance in establishment and capacity building of field organisation, mobilisation and training of the farmers, certification issues and costs, product development and packaging, quality management, promotion and in linkages and securing of markets.

Special highlights of the BioUganda project have been seeing the professionalism and the marketing ability of Mr Mulondo improve greatly, Mr Mulondo representing the Ugandan organic sector at the IFOAM World Congress in Australia, the installation and operation of the drier unit and the stable company currently employing 14 people full-time. Trade finance has always been a constraint for the small company and the cost of airfreight from Uganda makes competition from West Africa particularly strong. But quality of Ugandan products has excelled and customers have remained loyal to BioUganda.

196 farmers were involved in the project. Total investment in the project was 1,956,453 Sek over the extended project period and BioUganda was able to contribute 1,464,500Sek through employment of field staff, company operational costs and crop purchases. The organic premium on fruits is high – averaging between 50 and 100% higher than conventional prices. Due to this, farmers who delivered to BioUganda were able to make an extra \$427 per year due to their organic status. Fruit drying started rather late in the project cycle, but as the project closed, BioUganda was processing about 500kg of dried fruit per month. This not only diversified the product range, but also enabled BioUganda to use second grade and oversized fruits which are not suitable for fresh exports.

The Sida investment in BioUganda was significant and a successful family run business is the result. Exports are increasing, the company books are sound but income is still not as large as other EPOPA supported projects and hence the payback period for the BioUganda investment is expected to be 8 years.