

SUSTAINABLE SOURCING  
FROM AFRICAN  
AGRIBUSINESSES



# SOURCE AFRICA

Source Africa provides you direct access to certified and sustainable African agribusinesses that offer a wide portfolio of natural products and ingredients. Browse through our brochure and find your next sourcing partner today!

## OUR SERVICES



Wide range of natural products

Certified, sustainable, transparent agribusinesses



Online sourcing events

Agribusiness clustering



Digital solutions for sustainable value chains



# OUR WIDE PORTFOLIO OF NATURAL PRODUCTS AND INGREDIENTS



Dried fruits and nuts

Oil seeds and pulses



Superfoods

Specialty coffee



Specialty tea

Herbs and spices

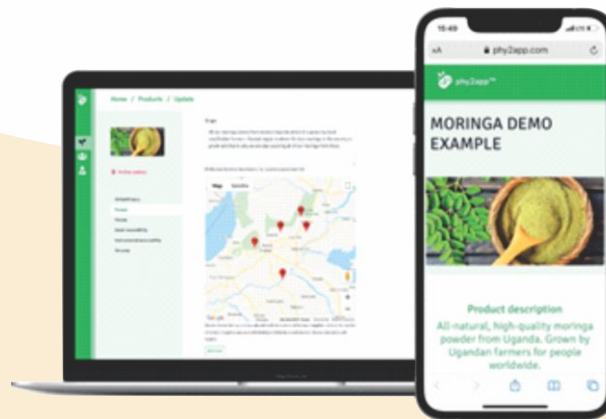


Cosmetic ingredients

## DIGITAL SOLUTIONS FOR SUSTAINABLE VALUE CHAINS

### phy2app

A digital transparency solution providing insight into geographical origins, production processes, sustainability, and socially responsible practices of agribusinesses and their supply chains.



<https://www.phy2app.com>

## HEALTHY GREEN CHOICE

Developing food systems based on full compliance with transparent and internationally recognised criteria of environmental, social and economic sustainability.



<https://www.healthygreenchoice.com/>

# OUR SUSTAINABLE AND ORGANIC AFRICAN AGRIBUSINESS PARTNERS

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Miyonga Fresh Greens is an award-winning Kenyan family-owned agribusiness, established in 2014 with the aim to reduce food waste and mitigate hunger. They produce high quality fresh and dried fruits, dried fruit powder, herbs and vegetables, which are exported to Europe, UK and South Africa. They support over 2400 fruit and vegetable growers in Kenya, whom they offer agricultural training, help with certifications and food safety requirements, value addition and facilitate access to international markets.



## Miyonga's dried fruits

Miyonga produces both conventional and naturally dried fruits: mango, pineapple, banana, coconut, jackfruit and papaya, as well as fruit powders: moringa, baobab, turmeric, ginger, banana, cassava, chilli. Their products contain no artificial additives, flavourings or sulphites, making them a healthy snack choice or food ingredient. The natural fruit powders have a long lifespan and don't lose their nutritional value. They can be used for flavouring porridges, smoothies, yoghurts, for baking cakes or making salad dressings.

Miyonga's mangos are sourced from the Kenyan Coast Province, where they have been cultivated for centuries. They are handpicked from succulent apple, dodo and Ngowe mangos, which are extremely rich in flavour. In addition to bulk exports, Miyonga currently sells its mangos in Germany, through their retail partner Manuyoo and under a private label Miyonga Dried Mango.

## Miyonga's social and environmental impacts

Miyonga implements a CSR programme Wheeling Fruits. From farmers and cooperatives they purchase second grade fruit, which would normally be wasted. Lower quality fruits are dried or turned into powder and sold at a higher markup, which increases farmers' income.

In order to mitigate food loss, Miyonga Fresh Greens is also piloting climate-smart food processing facilities together with the East Africa Regional Innovation Hub. Since October 2020, they have provided a mobile factory, containing solar-powered mills, dryers and cold storage units to Kenyan farmers. Instead of transporting fruits to Nairobi for drying and processing, farmers can bring their harvests to local aggregation sites, which reduces the GHG emissions. The mobile factories provide new job opportunities for local villagers, who can process fresh produce.



**Quality, Wholesome, Sustainable**

# Botanical Extracts Epz Ltd

Botanical Extracts EPZ Ltd. is a leading Kenyan manufacturer of crude and refined extracts, cold pressed oils and food grade extracts. They source their botanical raw materials from across East African countries and export their products worldwide. Adhering to the Ecocert and FSSC 22000 standards, they continuously invest in product development and consistently produce high quality sustainable products. By developing sustainable supply chains, they improve the livelihoods of rural communities and provide their small-scale farmers with regular access to new markets.



## Botanical Extract's oils, butters, flavours and colorants

- Moringa seed oil
- Shea butter
- Natural Vanilla extract
- Natural Annatto extract

Botanical Extract's products are manufactured from natural raw materials with no added chemicals or preservatives.

## Botanical Extracts' social and environmental impacts

Dedicated to environmental sustainability, Botanical Extracts promotes and ensures: a responsible resource management for all their raw materials manufacturing to the lowest possible levels of emissions and chemical usage.

Social responsibility being one of their highest values, they uplift disadvantaged communities and develop ethical raw material supply chains that ensure equitable trading practices and provide fair prices to their suppliers for their goods and services.

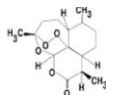


## Botanical Extracts' certificates

- Ecocert
- FSSC ISO 22000



**BOTANICAL EXTRACTS EPZ LTD**





# Meru Herbs

Meru Herbs is a successful Kenyan agribusiness and a cooperative, producing organic herbal teas, jams, tomato sauces, chilli powder and tropical fruit syrups. The company was founded in 1991 and developed from the Ng'uvuru Gakirwe Water Project (NGWP), which started in 1987 and which brings a regular water supply to approximately 20.000 people.

Meru Herbs buys organically grown herbs and fruits from many NGWP farms and sells value-added products through Fair Trade distribution channels in East Africa, Italy, UK, France, Japan, Taiwan and Canada. Set up with the mission to improve the livelihoods of smallholder women farmers, Meru Herbs has achieved great success. They provide a stable income, training and loans to almost 500 members in their community and invest their profits in a number of social projects.

## Meru Herbs' herbal teas

Meru Herbs' herbal teas are organically grown by their trained farmers along a stretch of the Kithino river in Tharaka-Nithi district in Kenya, known for its fertile soil. The most popular Meru Herbs' teas are carcadé, lemongrass and chamomile.

## Meru Herbs' social impacts

Throughout the years, Meru Herbs has engaged in multiple social projects. During the last decade, they fund school bursaries for 60 of their employees and community farmer's children per year through an annual grant received from the Italian organization Associazione Cristiana Lavoratori Italiani (ACLI).ct in Kenya, known for its fertile soil. The most popular Meru Herbs' teas are carcadé, lemongrass and chamomile.

In 2005, they started a savings and credit cooperative called Meru Herbs Rural Sacco Ltd, which currently includes more than 500 members who can access much-needed banking services, deposit their savings and benefit from low-interest loans. The cooperative significantly improves living standards of the people in this Kenyan county.

Nevertheless, Meru Herbs offers the farmers engaged in the NGWP project an opportunity to sell their produce, get trained in organic farming, improving their income and avoiding middlemen. The project employs 46 local people to maintain the irrigation system, process and package Meru Herbs products, while 20 to 100 local women are employed on a seasonal basis to prepare fruits and herbs for processing.

## Meru Herbs' certificates

- Ecocert
- Canada organic
- KEBS





# Mula Export

Mula Export is a Kenyan producer of fresh fruits, vegetables and herbs, working with more than 900 farmers and exporting to over 17 countries in Asia, Europe and Middle East. Their lean organizational structure makes their processes agile and flexible, making their decisions faster. Dedicated to sustainable production, they provide training to smallholder farmers in their network and strive to create employment opportunities for youth and women. Small-scale farmers with regular access to new markets.



## Mula Export's herbs

Mula Export's basil, chives, coriander, oregano, thyme and other herbs are grown mostly in greenhouses throughout Kenya, including Great Rift Valley, and packed at source in order to maintain taste, aroma and high quality.



## Mula Export's social and environmental impacts

Mula Export uses the so-called outgrowers model, which provides their contracted small-scale farmers with training on export market production requirements, access to markets and, subsequently, income from their production. They have helped 400 families gaining 200,000 USD per year for their produce in the last 3 years. They have also trained farmers on good agricultural practices and soil conservation. Mula Export focuses more and more on organic avocado production, which is less detrimental to the environment.

## Mula Export's certificates

- EU Organic certification
- Global G.A.P.
- GRASP
- SMETA



# Valúdo

Valúdo is an organic coconut oil producer from São Tomé and Príncipe. With sustainability at the heart of their development strategy, they engage in organic production and enable more than 500 families from rural communities to make a living income from coconut products. Proud of the traditional know-how of the São Tomean planter and gatherer communities, Valúdo's mission is to offer customers high quality virgin coconut oil with high social and environmental responsibility, of a unique flavour and whose origin is the unique archipelago in the Gulf of Guinea.



## Valúdo's coconut oil

Valúdo's coconuts are grown on wild coconut trees and rich, volcanic soils of São Tomé and Príncipe. Their cold pressed coconut oil is produced onsite with freshly picked coconuts using a process that preserves all their exceptional properties. In 2020, their coconut oil won the golden medal at the AVPA Paris Gourmet Food Product.

## Valúdo's social and environmental impacts

Valúdo employs nearly 100 Santomean people and enables more than 500 families from rural communities to make a daily living from the coconut sector and to develop their land. Through their Development Fund they have put in place numerous social and environmental projects that make sure that the producers' families have a better education and health care.

Besides the organic production, Valúdo engages in zero-waste practices and only works with wild coconut trees, making sure no trees are cut in the process.

## Valúdo's certificates

- Ecocert
- EU organic
- Fair for Life
- Vegan
- Agricert
- Biosuisse organic



# Arbor Oils of Africa

Arbor Oils of Africa is a Kenyan producer of certified organic frankincense & myrrh essential oils. They engage in the entire production value chain: from sourcing raw ingredients to distilling the essential oils. The collection operation has been certified organic since 2007 and will be FairWild certified in 2022. This means that the products, from wild harvest collection are sustainably sourced, Fair Trade, traceable and free from contamination.



## Arbor Oils of Africa's essential oils

Based in Naro Moru, Kenya, Arbor Oils of Africa specializes in the distillation of frankincense and myrrh essential oils from wild harvested resins from the semi-desert areas of northern Kenya. This wild area is the habitat of the spiny myrrh and frankincense trees which exude aromatic resins. The resins are not tapped but exude naturally, as a result of insect larval activity. The resins are brought to the production site on the slopes of Mount Kenya and steam distilled to extract the essential oils. They are stored in glass bottles to mature and packed in steel drums ready for export.

They offer:

- Frankincense neglecta essential oil from the resin of *Boswellia neglecta*, a tree growing in the semi deserts of northern Kenya.
- Myrrh oils from *Commiphora kataf*, *Commiphora kua* and *Commiphora myrrha*, trees growing in the semi deserts of northern Kenya.
- Cape chestnut oil or yangu oil from the seeds of *Calodendrum capense*, a forest tree that grows on the East African mountain slopes.

Arbor oils of Africa can guarantee traceability and authenticity for the different essential oils, as they have direct links with the sources of resin harvesting.

## Arbor Oils of Africa's social and environmental impacts

Arbor Oils of Africa creates many positive environmental and social impacts within their community of collectors. Besides providing pastoralists in harsh, semi-deserted areas with an alternative income from the sustainable wild harvest, they fund various social projects from their premium fund. For example, in 2021, they repaired a solar water pump borehole in a remote collection area and they purchased a motorbike so that the collectors don't have to walk long distances to bring the resins to the purchase centre.

Their environmental efforts include organic production and training of the collectors not to damage the trees in any way when harvesting resins.

## Arbor Oils of Africa's certificates

- EU organic
- USDA organic
- FairWild (expected in 2022)



# ARBOR OILS OF AFRICA

# Kentaste Products Limited

Kentaste is the largest manufacturer of coconut products in East Africa. They produce a range of products, including virgin coconut oil, desiccated coconut, coconut flour, coconut milk and coconut cream. Their products are available in over 600 retail stores in East Africa, while they also export to over 12 countries worldwide. Kentaste is certified organic (NOP and Ecocert), Fair For Life, Kosher, Halal, and FSSC 22000.

Kentaste operates a modern production facility on the beautiful Kenyan coast, where they have employed over 200 permanent employees and engaged over 300 more young men and women on contract or casual basis. As the largest coconut buyer on the Kenyan coast, Kentaste sources all their coconuts from over 3200 (and growing) smallholder farmers. Kentaste has a robust sourcing network that allows for traceability of their organic products.



## Kentaste's coconut products

Kentaste produces cold-pressed organic virgin coconut oil (VCO) that has not undergone chemical refining, bleaching or deodorizing. The VCO is all natural and meets the specifications of the most discerning customers across the globe. Besides virgin coconut oil, Kentaste also offers coconut milk, coconut cream, desiccated coconut and coconut flour.

## Kentaste's social and environmental impacts

Committed to enriching the lives of their farmers and employees, Kentaste assures their smallholder coastal farmers a steady income and has increased employment throughout the value chain. Increasing coconut farmers' income revenue by as much as 120 percent, Kentaste continues to develop the high potential coconut industry in coastal Kenya.

Kentaste engages in a number of community development projects, including donating furniture to rural primary schools, improving access to health and infrastructure services, and financial management training for their employees. Furthermore, Kentaste runs a seedling distribution programme with their registered farmers to help them build more sustainable, profitable businesses. This programme has distributed over 75,000 seedlings over the past four years.

Dedicated to safeguarding the local ecology, Kentaste applies organic farming practices, which maintain soil health and biodiversity. They produce biochar from the coconut husks and supply husks to other manufacturers who produce cocopeat.

## Kentaste's certificates

- Ecocert
- NOP
- Fair for Life
- Kosher
- Halal
- FSSC2000



# Agriland



Agriland, a subsidiary of Afreco, is a producer of essential oils, vegetable oils and butters based in Ivory Coast. Founded in 1998, this family business started with plant cultivation on their own plantations and quickly grew to produce essential oils. A few years ago, Agriland diversified its activities by including vegetable oils and butters in their offer. Having Afreco as a main supplier of raw materials, Agriland is able to control the quality of its products from the source and to ensure a good traceability.

## Agriland's oils

Agriland offers cold pressed, 100 % crude and natural essential and vegetable oils:

- essential oil: fresh ginger essential oil
- vegetable oils: shea butter, palm kernel oil from wild palm trees, sesame oil.

They also produce rare and precious oils and butters from the Ivorian forests and savannas: Kpangnan butter, Allblackia butter, Touloucouna oil and Owala oil.

All of the oils are products from the Ivory Coast and most of them are wild harvested.



## Agriland's social and environmental impacts

Since their beginnings, Afreco - Agriland group is committed to sustainable practices to create environmental, social and economic impact. Most of their products are wild harvested or grown following organic requirements that reduce adverse environmental impact. The group also manages waste and consumes energy according to the best sustainable practices.

Local communities and their employees are the backbone of the company. Each year, the group develops products with locally unknown commercial value to increase incomes of the local communities and, particularly, to empower women. The group has initiated several social projects, such as the refurbishment of a primary school building or provision of water supply equipment. Dedicated to improving working and living conditions of their partners, they provide them with technical support, ensure good purchase prices to suppliers and offer good salaries and bonuses to their employees.



## Agriland's certificates

- Ecocert organic
- Ecocert Cosmos Natural
- KBHC halal
- KLBD kosher

# AGRILAND



# High Basin and Cascade Shea Butter Producers Network

Founded in 2008 in Burkina Faso, the High Basin and Cascade Shea Butter Producers Network (RPBHC) is a shea butter producer and a charity with more than 21,000 members (96% women and 54% young people) federated around 466 basic cooperatives. Dedicated to the economic, social, and cultural empowerment of women and young people, they promote high value-added sectors, particularly the shea sector.

## RPBHC's shea butter

RPBHC offers shea butter, sesame, moringa, almonds and honey. Their shea nuts are collected by trained cooperative members and processed with the utmost care respecting international quality standards and requirements and with a guaranteed traceability.

## RPBHC's social and environmental impacts

RPBHC currently employs more than 200 employees, 74% of which are women and 79% young people. They engage in the following activities to develop their employees and members:

- promotion and empowering women and youth through the development of sustainable trade relations
- organizing and strengthening the management and production capacities of member producers
- developing women's and men's leadership by creating a working environment of sharing experiences, entrepreneurship training.

Examples of their charity projects:

- 5 boreholes with drinking water supply for the benefit of 5 villages of more than 4 800 people.
- 90 beds and mattresses for the Health and Social Promotion centers.
- 100 school fees subsidies for young girls to promote education in the communities where the education of the young girl is not a priority.

## RPBHC's certificates

- EU organic
- AB certification
- NOP
- Japanese Agricultural Standard (JAS)
- Fair for Life



# Athi River Oils Epz Ltd



Athi River Oils is a Kenyan producer of pure, organic and fair trade cold pressed essential and vegetable oils that they distribute to food grade and cosmetics industries. Founded in 2004, they source their raw materials from over 2000 farmers located in the Mount Kenya regions, with a production capacity of over 2000 kg of oil per day. The company is committed to sustainability by improving the livelihood of farmers through ethical and organic agricultural practices. They ensure to maintain clear operational standards in each step of their supply chain. They sell their products in the USA, Europe (France), Japan and Turkey.

## Athi River Oils' products

Athi River Oils offers a wide variety of vegetable oils, such as macadamia oil, avocado oil, rosehip oil, sesame oil, grape seed oil, baobab oil etc. Besides, they produce essential oils, such as ginger oil, tea tree oil, frankincense oil etc. Some of their products are sourced from the Mount Kenya region, around Nanyuki Town which is situated 194 km Northeast of Nairobi. Athi River Oils have engaged with local farmers on organic farming practices to ensure the highest quality of raw materials.



## Athi River Oils' social and environmental impacts

Athi River Oil commits to sustainability through organic and ethical farming. They strictly prohibit the use of unapproved chemicals in the growing process. For their environmental efforts, they have been awarded a CO2 balance award for contributing to reducing carbon emissions. In 2018, they won an energy management award for enhancing energy efficiency in its processing operations.

Athi River Oils supports their local communities by investing 5 % of their Fair for Life sales. In addition, the company has engaged in the CSR activities and has donated water storage tanks to the farmers. They have made donations to the primary schools in the Nanyuki region by providing desks and other learning materials.



## Athi River Oils' certificates

- Ecocert
- USDA organic
- Fair for Life
- FSSC 22000



# DLG Naturals



DLG Naturals is an industry-leading natural cosmetic oil producer and wholesaler with facilities in southern Africa and America. They produce cosmetic oil at their Botswana production facility and source botanicals from a vast network of vetted southern and east African companies. Through their organic Botswana production facility, DLG established international supply chains, and country-wide network of harvesters, they provide fair and sustainable wages to their team of over 1,800 Botswana citizens.

Over a decade of research and presence in southern Africa has established them as a world leader in sourcing botanical ingredients from the region. Their work led them to create a new industry standard for quality control, and they are experts in cosmetic oil production and southern African botanical ingredients. While their harvesting network spans rural Botswana, their commitment to provide financial stability goes further. To strengthen the country's food security and economy, they work with and support 30 other local (Botswana) companies and advise top-level government initiatives.

## DLG's products

Since 2009 when DLG Naturals introduced African botanical oils to the US, market research consistently ranks DLG Naturals in the world's top ten marula companies. DLG holds its lead through extensive testing and continuously adding US processing technology, tapping African smarts, and developing DLG's own IP.

## DLG's social and environmental impacts

With sustainability at its core, DLG has pursued zero-waste. They collaborate with local universities to find uses for every element and help small farmers increase their income. Through Botswana's Natural Products Association, DLG supports local entrepreneurs in building its cosmetic industry. DLG develops villages by magnifying their economic impact. During 2021, they brought income to 1851 harvesters, rented village warehouse space, and hired local daylabor and transportation. DLG's village coordinators, who overwhelmingly are women, serve as critical local leaders.

Their company proves that competitive for-profit businesses can provide more than just a product or service. With their focus to combat poverty in Africa, they've created a harvesting network that provides sustainable jobs to nearly 2,000 people. Through these jobs, millennia-old indigenous ingredients now supply the global personal care market. Their vertical integration enables high-impact rural job creation without compromising on the cost or quality of your beauty and health formulation ingredients.



## DLG Naturals certificates

- Ecocert Organic
- USDA Organic







# Shochoch

Shochoch Trading Plc is a private owned coffee, spice, honey, fruits & grain producer and exporting company based in Addis Ababa, Ethiopia. SHOCHOCH TRADING is inspired by nature; and reflects the balanced interconnectedness of nature's biodiversity depicted on its logo & name.

As their products are mainly produced in Ethiopia's southwest Bench Sheko zone, their name and logo are living witnesses illustrating the nature and ways of life in the region. Southwest Ethiopia is known for its dense forests and its organically produced forest & wild grown products. People of the region have developed its traditional belief of pro-environment culture and cannot live without forest. The name 'SHOCHOCH' refers to the bird on their logo in the region's Bench language; and it lives in the forest & wet areas. No forest, no Shochoch bird! As the symbol of their brand, the tree symbolizes the importance of the forest for the survival of other biodiversity in and around the forest (including human being) while the leaf on the ground helps the forest from erosion and helps the trees become more sustainable. The place where the Shochoch bird stands is a mountainous nature of the region's topography which grows natural products such as coffee, honey, spices, and fruits to name a few.

## Shochoch's products

Shochoch offers a wide variety of spices and herbs, among other, they offer turmeric, dried and whole chili, dried cardamom, black pepper, ginger and rosemary. Shochoch also offers a variety of coffee, including natural coffee Sidamo, Kaffa, Djimmah and Lekmpti, as well as washed Sidamo, Limu, Yirgacheffe and Kaffa. Honey and coffee-honey are also produced by Shochoch, as are various fruits, grains and beans such as avocado, white and brown teff, sesame and red kidney beans

## Shochoch's social and environmental impacts

Southwest Ethiopia is the greenest & leading region in Ethiopia by forest products & coffee, spices, honey, fruits & other agricultural products but the least by directly exporting its products to international market; and this potential inspired the founders of Shochoch Trading to establish their company with a vision of being a leading private exporter of ethically produced agricultural products in Ethiopia by 2030.

Their logo serves as a daily reminder that we need to help protect the places we love and every action, big or small, makes a difference. As their trade name indicates, SHOCHOCH TRADING understands and supports the conservation of biodiversity to ensure sustainable livelihoods through environmentally friendly business practices and consumer behavior.

## Shochoch certificates

- Ecocert Organic
- Flocert Fair trade



# About Us

## Anteja Africa



Source Africa is a sourcing initiative led by Anteja Africa and ProFound, two companies actively developing agribusiness value chains across Africa. Anteja Africa, based in Nairobi, offers agribusiness value chain development and digital transparency solutions. ProFound assists entrepreneurs in emerging markets of natural ingredients sector in capturing economic opportunities from production stage to market entry.

Anteja Africa offers digital transparency solutions, advisory services and cluster support to East African brands and agribusinesses. We help agribusinesses build their agricultural value chains, improve their market position, and scale their sales activities.

Based in Nairobi, Anteja Africa implements phy2app across East African countries. phy2app is a digital transparency and a market linkage solution that enables producers of natural ingredients to communicate information about product origin, production processes and impacts to their buyers, creating direct relationships, while offering transparent products to consumers.

Together with our East African partners, Anteja Africa engages in the development of clusters in natural ingredients sectors: Moringa Cluster Uganda, Natural Cosmetics Cluster Uganda, Nuts Cluster Kenya, Avocado Cluster Kenya.

[anteja-africa.com/](http://anteja-africa.com/)

[linkedin.com/company/anteja-africa/](https://www.linkedin.com/company/anteja-africa/)

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**Anteja Africa**   
Transparency for better returns

# About Us

## ProFound



roFound facilitates access to markets for producers of Agro-Biodiverse products & Natural Ingredients.

We help to capture economic opportunities from production to market entry. We aim for local development that lasts: adding value for producers and sustaining local biodiversity.

Our value chain development services have been designed to make entrepreneurs export ready. We offer a range of services from market and gap analysis, business planning and training to rural finance and matchmaking.

We work in different regions of the world, cooperating closely with entrepreneurs, sector associations and international buyers.

In Kenya we have established our sister company for the East Africa region GreenRhino.co.ke. This company hosts the HealthyGreenChoice services.

[thisisprofound.com/](http://thisisprofound.com/)

[linkedin.com/company/profound---advisers-in-development/](https://www.linkedin.com/company/profound---advisers-in-development/)

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