

15 February 2023

Innovations Session N°12
Entrepreneurial skills developed
by successful African SMEs



INNOVATIONS
SERIES





PAFO COLEAD

UNITY - TRANSPARENCY - SUSTAINABILITY



UPROMABIO/HBS

UPRMABIO/HBS

FEBRUARY 2023

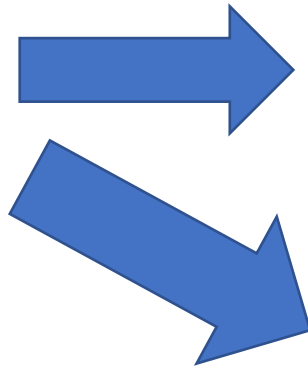


I. UPROMABIO/HBS

- UPROMABIO/HBS (Union of Cooperative Societies with a Board of Directors of Organic and Fair Trade Mango Producers of the Hauts Bassins Region) is a cooperative society with a board of directors
- Created on 12 February 2009
- It is made up of three groups (MANGOSO, KOTOALLAMAN, YIRIKAN)



There are 42 male producers and one female producer of mango and dried hibiscus flowers



232 hectares of mango trees producing 1,800 tons of fresh mango, of which 14 are producers of 14 tons of dried hibiscus flowers on 35 hectares. These products are certified organic and fair trade.





II. THE BOARD OF DIRECTORS AND TECHNICAL ASSISTANCE

The Board of Directors (BoD) are elected by the producers at the General Assembly



President

Mr Eugène Mien
MILLOGO
Kotoallaman



Vice-president

Mr Sondé
TRAORE
Yirikanu



Treasurer

Mr Sibri
TRAORE
Mangoso

Technical assistance, recruited by the Director, appointed by the Board



**Director/Quality
Manager**

Mr Etienne
Christian DIOMA



**Finance
Manager**

Mr Amadou
OUATTARA



**Agricultural
Technician**

Mrs Alima BARRO



III. TRANSFORMATION



UPROMABIO dries its mango in its own drying unit and also subtracts it from three other units, leading to an average production capacity of 50 tonnes of dried mango and 14 tonnes of dried hibiscus flowers that are organic, fair trade and HACCP certified.



Organic, fair trade and HACCP dried mango

Organic and fair trade dried hibiscus flowers



IV. MARKETING

UPROMABIO exports its dried mango and dried hibiscus flowers from the port of Abidjan to the USA, Germany, France, Switzerland



UPROMABIO with some of its customers at BIOFACH in Germany



GEPA/ Germany

Les Jardins de Gaïa/ France

Kipepeo/ Germany

Solidar monde/ France



V. OUR EXPORTS AND LOCAL SALES IN THE LAST THREE YEARS

YEAR	PRODUCTS	TONNAGE	TURNOVER
2020	Dried mango and dried hibiscus flowers	24 tonnes	109 000 000 f cfa 166,169 eur
2021	Organic dried mango	22 tonnes	106 000 000 f cfa 161 596 eur
2022	Dried mango and dried hibiscus flowers	36 tonnes	176 000 000 f cfa 268 310 eur

VI. CHALLENGES

- Coping with climate change phenomena that have an impact on production, so we encourage organic production (school orchard)
- Improving our drying system from semi-handmade to modern drying to reduce our losses
- Diversifying our processing by turning mango into mango puree
- Diversifying our client base by focusing on the national and sub-regional market



THANK YOU FOR YOUR ATTENTION



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and the European Union.*

Thank you

