

15 February 2023

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



**INNOVATIONS**  
**SERIES**



# BIO-TROPICAL PRODUCTS COMPANY LTD GHANA



# ABOUT US

- Established in 1984 as an agricultural enterprise
- Processing citrus into dried peels in different forms
- Main products: Fresh Citrus and organic dry quarter cut peels
- Other products: tea cut peels, powdered peels, cocoa shells, shea butter
- 300 acres of organic citrus from own plantation
- 200 acres sourced from 59 smallholder organic producers around central region of Ghana
- Located in Nkwantanan, in the A.A.K (Abura Asebu Kwamankese) District of the Central Region of Ghana





## OUR PRODUCTS:

- Organic Orange and Lemon quarter cut dried peels
- Organic Orange and Lemon tea cut dried peels
  - Organic Cocoa Shells
  - Shea Butter

# CERTIFICATIONS



- Ecocert S.A.S – European Union (EU) Organic Certified



- USDA NOP (National Organic Program) Certified



- Fair Trade Certified



- HACCP (Hazard analysis and critical control points) -  
in process



# MARKET OPPORTUNITIES



- Trade fair participations: Biofach 2020, Biofach 2021 e-special, Biofach 2022 and Biofach 2023 on going.
- GIZ involvement for the past five years
- IPD involvement for the past 3 years
- Cognos International – Germany for technical assistance and B2B match-making.
- COLEAD technical assistance

# OUR CHALLENGES

- Lack of interest in Agribusiness from the youth around our farming community
  
- Financial Assistance



## OUR CORPORATE SOCIAL RESPONSIBILITY (CSR) COMMITMENT & SUSTAINABILITY

- **Environmentally friendly** products, organic certified raw citrus
- Constant **training of staff** and our out-grower farmers to meet international standards
- **Cordial working relationship** between our employees and customers
- Using **organic waste materials** from local farms to produce fuel for our boilers
- Employment for young females (**Female Empowerment**)







# IMPACT OF COLEAD ONLINE TRAINING, COVID & POST COVID SUCCESSES.

# ONLINE COLEAD TRAININGS UNDERTAKEN



Sustainable management of biodiversity



Sustainable waste management and recovery



Agric advisors EU



Internal training unit design



Crop protection and strategy



Crop rotation



Internal inspection (global G. A. P opt)



How to measure your social impact



Attending a trade fair



Strategic Human Resource Management



Solid Waste Management & Recovery systems 2

# STAFF TRAINED AND DURATION OF TRAINING

- ICS Department – 64 hours
- Sales and Marketing Department – 20 hours
- Production Department- 32 hours
- Quality Assurance Department- 32 hours
- Human Resource Department – 32 hours
- Finance Department - 32 hours

# SUCCESS STORIES



Traceability and  
records keeping



Trainings for our  
staff



Waste  
Management



Crop Protection  
and Strategy



Plant Protection  
(cost reduction)



Hygiene

# OUR CONTACT

---

P. O BOX K.I.A. 9732, ACCRA-GHANA

Tel: +233(0) 244514824

Managing Director: Mrs. Marian Thompson

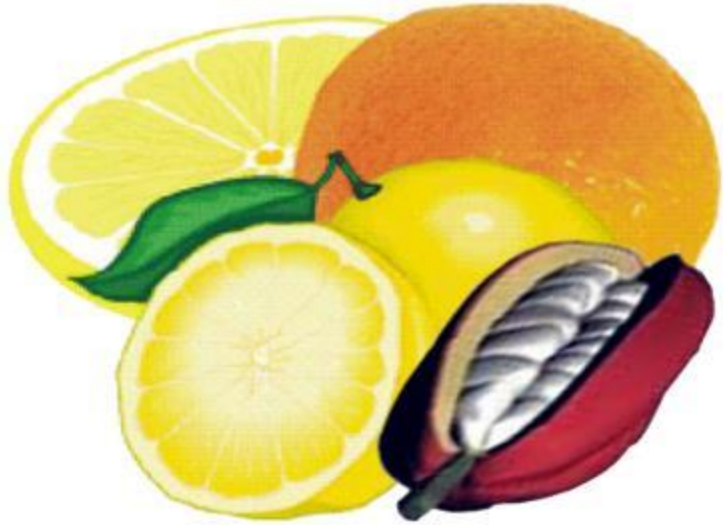
Sales and Marketing: Miss Gloria Obeng-Mensah

[www.biotropicalghana.com](http://www.biotropicalghana.com)

[bio-tropical-products-company](http://bio-tropical-products-company)

[info@biotropicalghana.com](mailto:info@biotropicalghana.com)





**BIO-TROPICAL  
PRODUCTS CO. LTD**

THANK YOU!



*This series of events is organised by PAFO and COLEAD.  
COLEAD operates within the framework of development cooperation  
between the Organisation of African, Caribbean and Pacific States (OACPS)  
and the European Union.*



# Thank you

