

9 September 2025

# Innovations Session N°24

## Innovation and technology adoption by entrepreneurs



INNOVATIONS  
SERIES





**zafree**

UNWASTED POTENTIAL: BEYOND THE HARVEST

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**What's the  
Problem?  
4 Billion trees 🌳  
are cut every year  
to make papers.**







## What's the Opportunity?

**Banana Farmers burn and dispose millions of tons of banana stem waste every year.**

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# THE SOLUTION: SUSTAINABLE PAPER

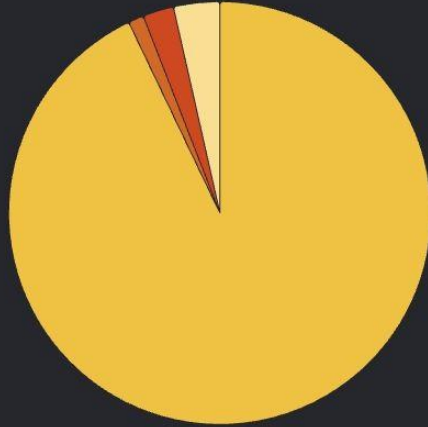
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We Make 100% Tree Free Virgin Pulp, Kraft Paper, and Different Packaging Solutions from Agricultural Waste like Banana Stem.



# Zafree Banana Stem Demand Projection



- Total Steam Supply - 125,719,598
- 2024 Zafree Demand - 9,600
- 2025 Zafree Demand - 1,603,200
- 2026 Zafree Demand - 3,201,600
- 2027 Zafree Demand - 4,800,000

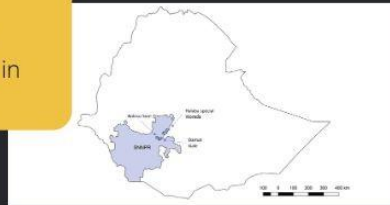
Currently Zafree is using **0.008%** of the total banana steam supply.

In 2027, Demand is expected to grow up to **4%** of the total banana steam supply.

## 1. Banana Harvesting

Target location : **Gamo Gofa Zone**

- **80% of Ethiopia's Banana Farm** covering **50,000Ha** land is located in Gamo Zone.



# Our Value Chain



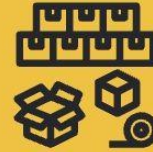
Collect Banana  
Stem from  
Banana Farm



Extract Fiber and  
also convert  
extraction waste  
to Organic  
Fertilizer



Extracted Fiber to  
Virgin Pulp  
conversion



Manufacture  
Paper reel and  
Packaging



Product Delivery  
to Clients





# WE COLLABORATE WITH SMALL FARMERS

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We Are Building a Mutually Beneficial Relationship with Small Farmer Unions (More Than 10,000 Small Farmers Included) Buying the Banana Stem and Selling Them the Value-Added by Product (Organic Fertilizers) at Price Significantly Below Market Rates.

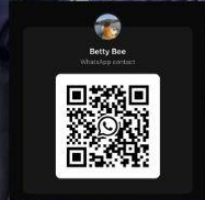


Contact US

+251927952394

Email: [bethelhem.dejene@zafreepaper.com](mailto:bethelhem.dejene@zafreepaper.com)

Website: [www.zafreepaper.com](http://www.zafreepaper.com)



Pioneering Paper without Trees, One Fiber at a Time!



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Thank you

