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Building win-win investor–smallholder relationships

By

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The views expressed are those of the author and do not necessarily reflect
the views of UNCTAD.



SUCAFINA

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Who We Are?

- **Family Business and a private, commercial company**
- **Trading commodities since 1905**
- **East African coffee since 1950s**
- **Presence in All East African countries**
- **Lead exporter in Uganda, Rwanda, and Burundi**

Burundi & Coffee

- 10 million people
- 2nd poorest country (GDP per capita)
- 11.8% urbanization
- 59.55 year life expectancy



- Pre-war coffee exports: 40,000 MT
- Post-war: 11,000-20,000 MT
- 600 000 to 800 000 smallholders

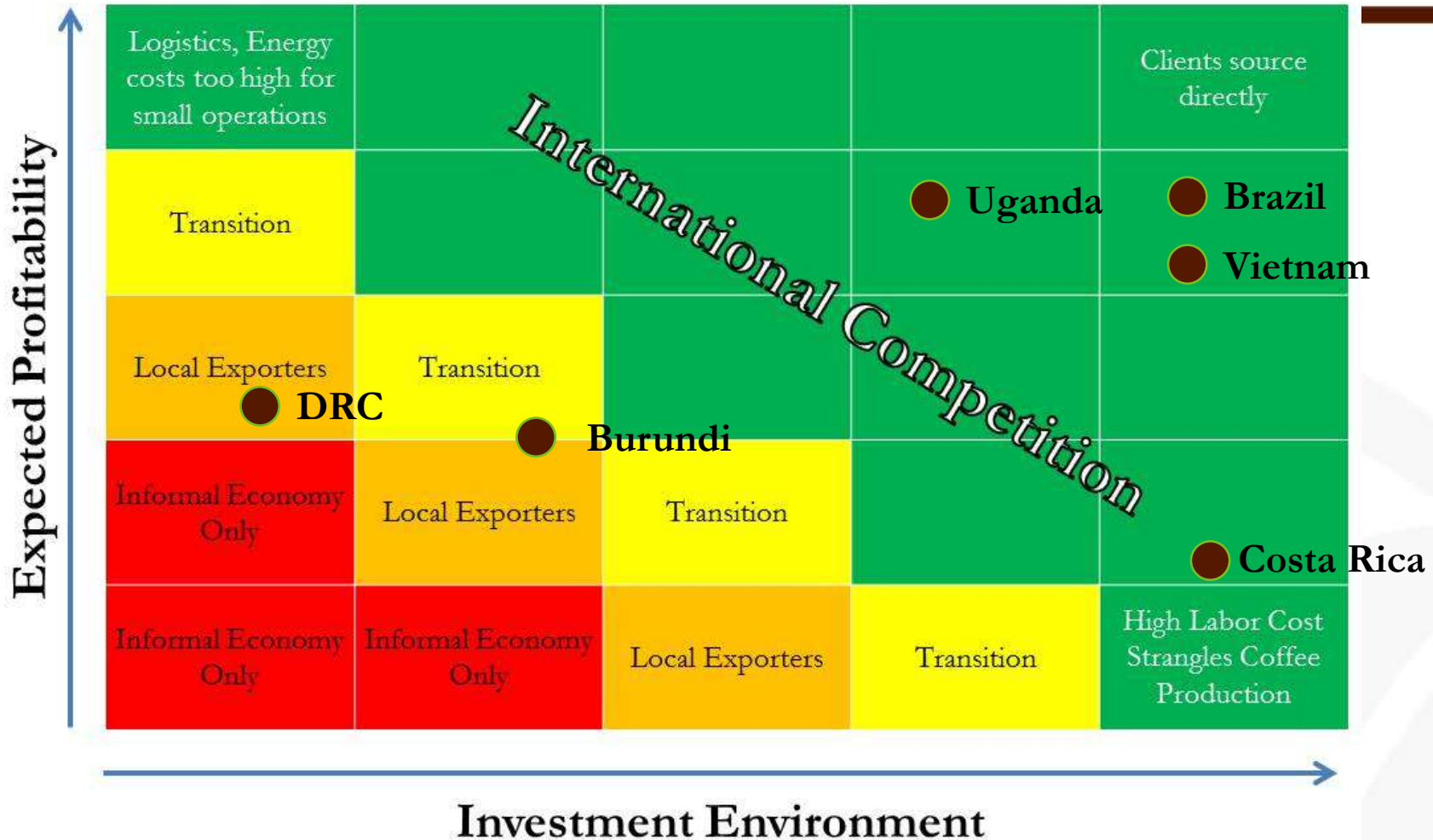




Potential Impact

- Cost to provide healthcare to a family in Burundi: \$2 per year
- Cost to provide healthcare to one person in Switzerland: >\$5,000 per year
- Coffee is 64% of export income
- Agriculture is 30% of GDP and 89% of employment
- Aid is 42% of the national income
- Brazil yield: 30 bags per hectare
- Burundi yield: 5 bags per hectare

Transition and improve Policies



Investor-Smallholder relationship & the SDGs



Conclusion

“An integrated, sustainable supply chain, created during a transitional phase and developed through PPPs, is our license to operate for the next decade.”

