

3<sup>rd</sup> February 2022

# Innovations Session N°8

## Catalysing young African agripreneurs' investments

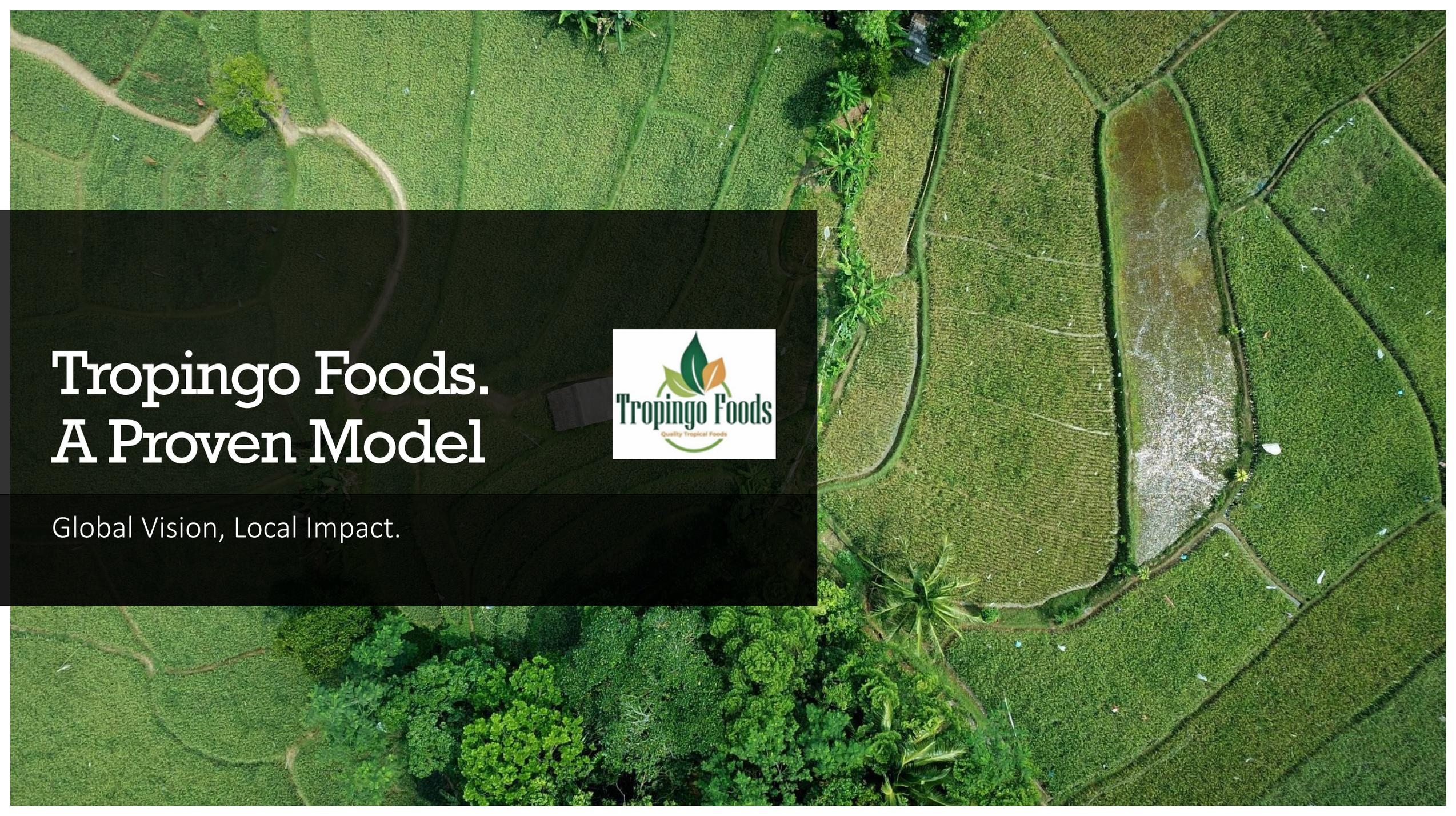


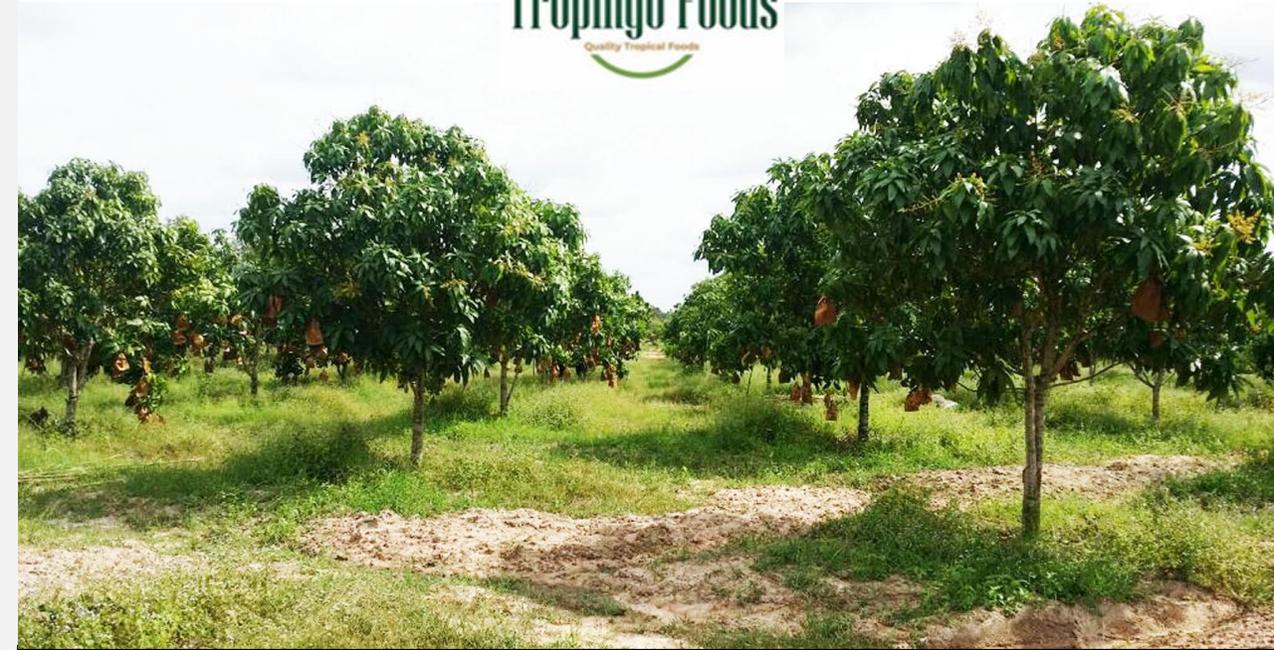
INNOVATIONS  
SERIES



# Tropingo Foods. A Proven Model

Global Vision, Local Impact.





## The Business

Emphasis on creating value at the source.

# Market Led approach for Equitable Trade.

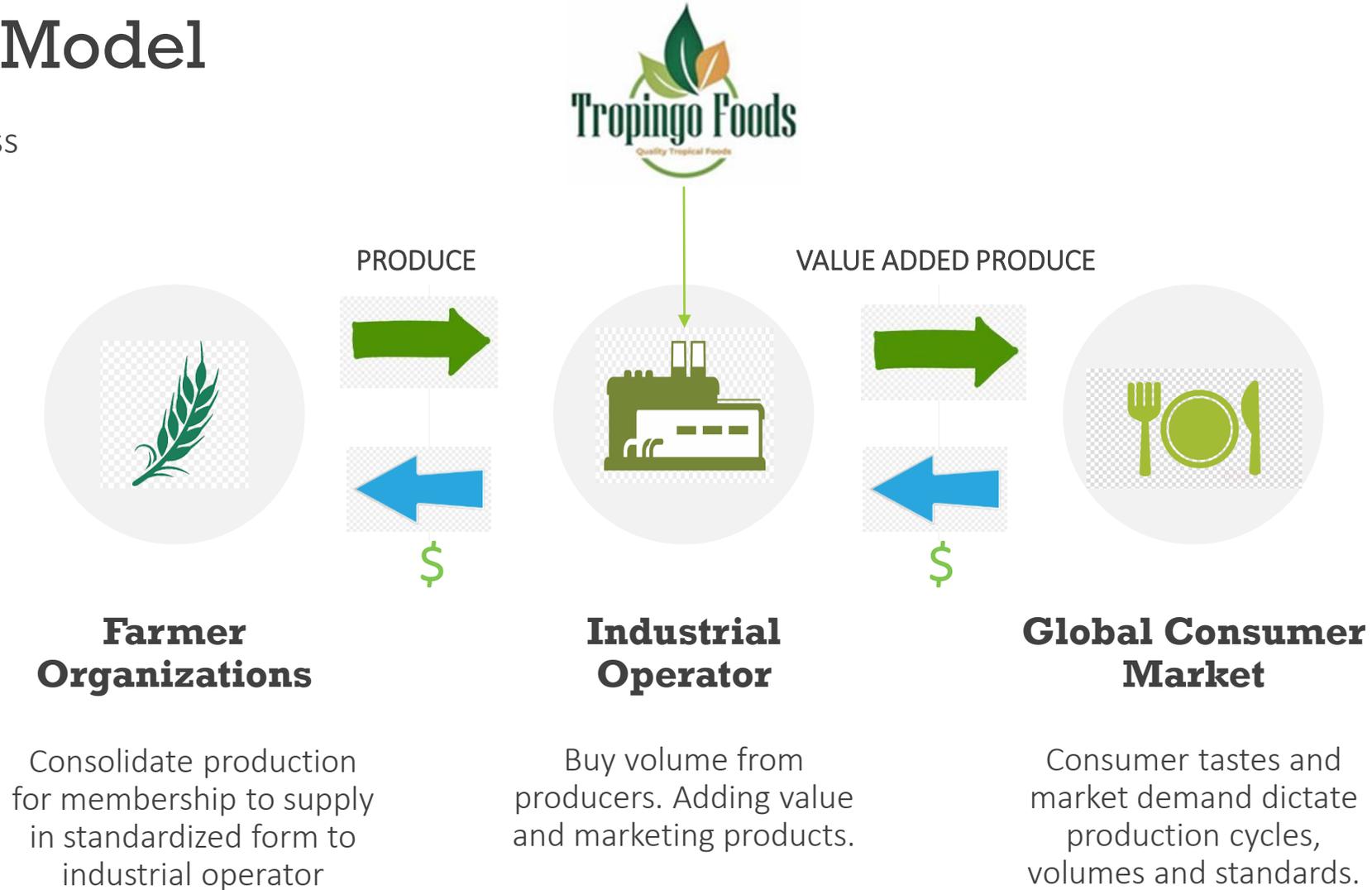
Founded in 2014 Tropingo has grown into one of the leading food exporters in The Gambia. Tropingo's market led approach to investment, sourcing and marketing ensures competitiveness yet fair transactions for all actors in the value chain. We source from our network of out grower farmers, process and pack in our processing facilities and export via sea or air to our desired markets. Key to maintaining our export competitiveness a constant emphasis on improved quality, efficiency and consistency are crucial.

Tropingo Foods



# Business Model

A model for success



# How We Do IT



## Market Intelligence

Experienced market operator to lead the process



## Good Agriculture Practices

Commercial agriculture practices must be adopted



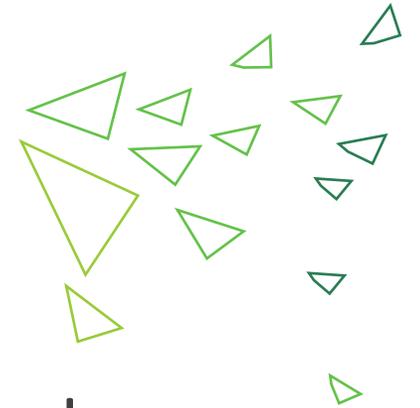
## Value Addition at Source

A value add operator to act as an aggregator and demonstration center/ Learning center



# Products

Global demand for healthy fresh produce far outweighs the current production. It is our mission to give African producers the platform to grow more and meet this demand.



## Our Main Products Include

- Dried mango
- Fresh mango
- Okra
- Pepper
- Peanuts
- Cashews



## FARMERS AS KEY PARTNERS

Within 10 years our Company intends to produce enough of its key crops to meet the demands of local and international customers.

Local farmers are integral to the project as key partners in our supply chain through our out-grower program.



### Mangoes

4,000 MT per year



### Vegetables

1,000 MT per year



### Nuts (Cashews + Peanut)

20,000 MT per year

# Markets

Our Markets by product

## Fresh Fruit and Vegetable

- Local Market (wholesale)
- United Kingdom
- France
- Belgium
- Russia
- Netherlands
- United Arab Emirates

## Dried Mango

- Local Market
- Nigeria
- Netherlands
- United Kingdom
- United States

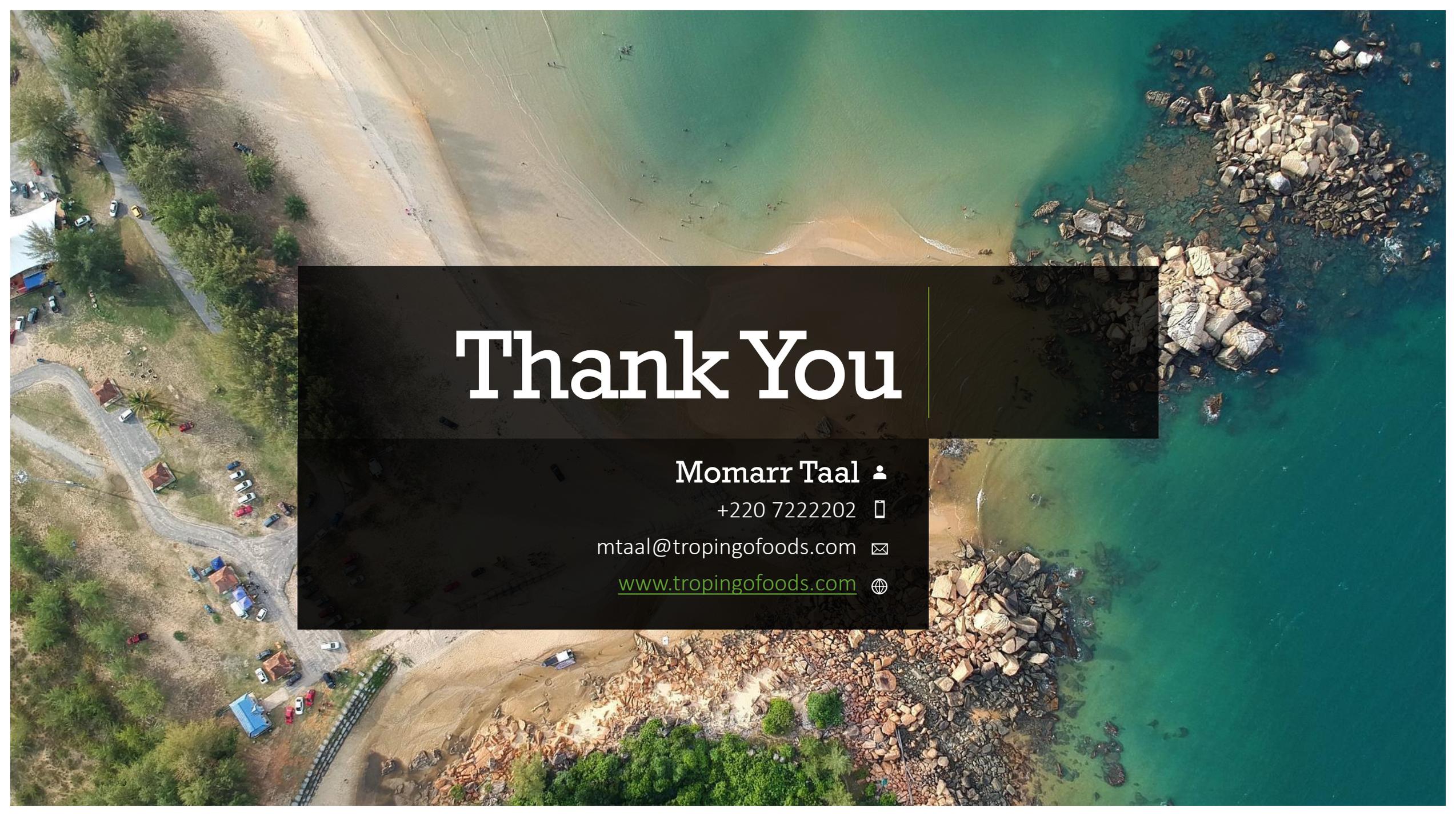
## Nuts

- China
- Vietnam
- India
- Senegal



# Innovation

Collaboration for shared growth.



Thank You

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



**STDF**

# Thank you

