



Ministry of Foreign Affairs of the Netherlands



CRAFT

Climate resilient value chains
for improved livelihoods

Showing The Way: CRAFT Business Champions



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AICCRA
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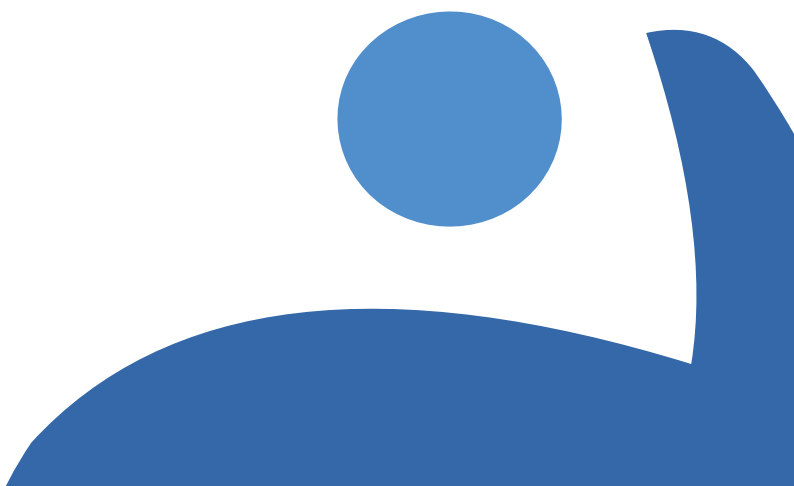
Rabobank



CRAFT project uses a private sector oriented approach which involves working with and through agribusinesses guided by business cases that are climate-smart, inclusive, scalable and have a clear value proposition to all stakeholders, especially the smallholder farmers.

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A man with short hair, wearing a blue button-down shirt, is standing in a field. He is holding a large bundle of green and yellow plant stalks, possibly a type of bean or pea, in his left hand. He is looking down at the plants with a focused expression. The background is a bright, slightly blurred field of similar plants under a clear sky.

The overall goal of the CRAFT project is to increase the availability of accessible and climate-resilient food for the growing population in Uganda, Kenya, and Tanzania.

Foreword

In the face of a changing climate and rising demand for sustainable food systems, the role of smallholder farmers and agribusinesses in shaping resilient agricultural value chains has never been more urgent. This booklet captures the remarkable journeys of business champions supported under the Climate Resilient Agribusiness for Tomorrow (CRAFT) project, an initiative by SNV Netherlands Development Organisation, in partnership with Wageningen University and Research, Accelerating Impacts of CGIAR Climate Research for Africa (AICCRA), Rabo Partnerships, and Agriterra, and in collaboration with the Ministry of Agriculture, Animal Industry and Fisheries (MAAIF).

These profiles are more than just success stories—they are a testament to what is possible when innovation, inclusive business models, and climate-smart agriculture converge. Each page reflects the drive of local entrepreneurs and cooperatives who, through vision and collaboration, are not only improving yields and incomes but also building futures that are more secure, sustainable, and equitable.

This publication is intended to inform, inspire, and invite partnership. It provides a window into scalable models that can influence policy, attract investment, and serve as learning examples across the region and beyond. We hope it resonates with development partners, government agencies, investors, and all who are working to transform agriculture into a force for climate action and prosperity.

Together, let's continue to grow what works.

Introduction

SNV Netherlands Development Organisation, in partnership with Wageningen University and Research, Accelerating Impacts of CGIAR Climate Research for Africa (AICCRA), Rabo Partnerships, and Agriterra, and in collaboration with the Ministry of Agriculture, Animal Industry and Fisheries (MAAIF), is implementing the Climate Resilient Agribusiness for Tomorrow (CRAFT) project in Uganda.

The project is funded by the Netherlands Ministry of Foreign Affairs and was launched in 2018 to support agribusinesses and smallholder farmers in adapting to climate change through the adoption of Climate-Smart Agriculture (CSA). CRAFT promotes inclusive, market-driven approaches that enhance resilience, productivity, and investment across key value chains—soybean, sunflower, sesame, potato, and sorghum.

■ In Uganda, CRAFT collaborates with over 20 agribusiness champions and thousands of farmers, focusing on:

- Introducing climate-resilient seed varieties and sustainable technologies
- Facilitating access to finance, insurance, and agro-inputs
- Strengthening value chain linkages and inclusive business models
- Promoting evidence-based decision-making and policy support

CRAFT's success is rooted in strong, cross-sector collaboration—bringing together local enterprises, farming communities, researchers, financial institutions, and public actors to create scalable, lasting change.

This booklet profiles some of the most dynamic business champions driving this transformation. Their stories highlight innovation, resilience, and growth potential—offering both inspiration and a call to action for deeper investment in climate-smart agriculture.



Byeffe Foods Company Limited

Transforming Lives Through Nutrition and Agribusiness

In 2015, Fatuma Namutosi saw an opportunity where many saw challenges. As a passionate advocate for agriculture and nutrition, she recognized the untapped potential of pumpkins—a nutritious crop grown widely in Uganda, but undervalued in the market. She founded Byeffe Foods to change that.

The company, based in Mbale, Eastern Uganda, has grown into a leading food processing enterprise, transforming pumpkins and other local crops into high-value products. “Byeffe” means “ours” in Lugisu—a reflection of the company’s deep commitment to farmers, communities, and youth empowerment.

Empowering Farmers, Creating Opportunities

Byeffe Foods works with over 5,000 farmers, many of whom are youth and women, offering:

- **Training and agronomic support:** Helping farmers grow high-yield, drought-resistant crops.
- **Market access and value addition:** Processing pumpkins, soybeans, millet, and rice into nutritious food products.
- **Financial linkages:** Connecting farmers to financing and input support for sustainable growth.

Through contract farming, Byeffe ensures farmers receive fair prices, reducing market uncertainty. With these efforts, pumpkin yields have increased from 80kg to 600kg per acre, significantly improving household incomes.



5,000

Farmers impacted



600kg

Pumpkin yields per acre, up from 80kg

A Tale of Growth

In Busiu Sub-County, a farmer who once struggled with low yields now produces 600kg per acre, thanks to Byeffe’s training and improved seed varieties. Additionally, the company has helped farmers become certified seed producers, allowing them to supply quality seeds to their peers—creating a cycle of success and sustainability.

Opportunities for Growth and Investment

Byeffe Foods is scaling its impact and welcomes investors and partners to:

- **Expand processing capacity:** A new 1.5-acre processing plant is underway to increase production.
- **Boost product development:** Innovate new pumpkin-based flours, snacks, and oil products.
- **Strengthen farmer networks:** Engage more youth and women in agribusiness.
- **Enhance mechanization:** Invest in solar-powered drying and post-harvest technology.



“At Byeffe, we are proving that agriculture is a powerful tool for nutrition, income generation, and youth employment. Together, we can transform lives—one farmer at a time.”

— Fatuma Namutosi,
Founder & Managing Director,
Byeffe Foods



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byeffefoods@gmail.com, fnamutosi32@gmail.com / +256 779 652925
Mbale




4,122
Farmers impacted

Kisoro District Potato Growers Cooperative Union Limited

Strengthening Farmers, Feeding Communities

In 2014, a group of smallholder farmers in Kisoro District faced a common challenge—low market prices, poor seed quality, and exploitation by middlemen. Determined to take control of their future, they came together to form the Kisoro District Potato Growers Cooperative Union Limited (KDPGCU). Today, KDPGCU is a thriving network of 4,122 farmers from 12 cooperative societies, working to improve productivity, access better markets, and build resilience against climate change.

Empowering Farmers, Growing Prosperity

- KDPGCU provides farmers with:
- Improved seed access: Distributing high-yield, climate-resilient potato varieties like Taurus and Marquise.
 - Climate-Smart Agriculture training: Teaching soil conservation, proper spacing, ridge formation, and timely planting to boost yields.
 - Collective bargaining power: Eliminating middlemen, ensuring fair prices and steady markets.
 - Market linkages: Supplying potatoes to fast-food chains, food processors, and supermarkets, including Psalms Food Industries.

With these interventions, farmers increased their yields by 15% and are earning three times more than before.

Opportunities for Growth and Investment

- To scale operations and reach new markets, KDPGCU is looking for partners and investors to:
- Expand storage and processing Capacity
 - Build modern storage facilities to maintain potato quality.
 - Secure more market contracts: Finalize agreements with Café Javas, Oly Foods, and additional fast-food chains.
 - Provide farmers with affordable access to tractors and irrigation systems.
 - Support local farmers in producing more certified seed varieties.

From Survival to Success

Stephen Mohozi, a farmer from Nyungo Cooperative, once planted potatoes only for home consumption. After joining KDPGCU, he learned proper agronomy techniques and planted two sacks of certified seed.

To his amazement, he harvested 16 sacks—eight times his original yield. With his profits, Mohozi bought a cow for manure, a water tank for irrigation, and built a new house. His success inspired his neighbors, who also joined the cooperative, proving that small changes can create lasting impacts.

“By working together, we are proving that smallholder farmers can thrive, families can prosper, and communities can be transformed—one potato at a time.”
— Kisoro District Potato Growers Cooperative Union



Partner with us
kamarifidel@gmail.com / +256 782796736
Kisoro





Inspirational Change

Isaac Chemos, a member from Kween District, exemplifies the SACCO's impact. Through access to quality seeds, credit facilities, and CSA training, Chemos transformed his farming practices, leading to increased yields and income. He invested in building a new home and expanded his agribusiness, inspiring others in his community to adopt similar practices.

Sebei Farmers' Savings and Credit Cooperative Society Ltd.

Empowering Farmers To Multiply Resources

In the heart of Uganda's Sebei region, a group of 31 visionary farmers established the Sebei Farmers' Savings and Credit Cooperative Society Limited (Sebei Farmers SACCO) in 2015. Their mission: to empower rural communities through sustainable financial services, market linkages, and agricultural development.

Through these services, members have improved their livelihoods, invested in education, and enhanced their farming practices.

Empowering Farmers Through Financial Inclusion

Sebei Farmers SACCO has grown to over 5,000 members, operating across the districts of Kapchorwa, Kween, and Bulambuli, with plans to expand further. The SACCO offers tailored financial products, including:

- Savings Accounts:** Encouraging a culture of saving among members. [facebook.com/kphelixsiya](https://www.facebook.com/kphelixsiya)
- Affordable Loans:** Providing credit for agricultural inputs, business ventures, and personal development.
- Capacity Building:** Offering training in financial literacy and agribusiness management.

Advancing Climate-Smart Agriculture

Sebei Farmers SACCO partnered with SNV's Climate Resilient Agribusiness for Tomorrow (CRAFT) project to promote climate-smart agricultural (CSA) practices, including:

- **Drought-resistant seeds:** Distributing high-yield, climate-resilient sunflower varieties.
- **Post-harvest handling:** Providing equipment and training to reduce losses and maintain quality.
- **Weather information services:** Supplying timely climatic data to inform farming decisions.
- **Crop Insurance:** Offering protection against climate-induced crop failures.

5,000 members in Kapchorwa, Kween, and Bulambuli.



Opportunities for Growth and Investment

Sebei Farmers SACCO envisions further growth and invites partnerships to:

- **Expand value addition:** Establish oil milling facilities to process sunflower seeds locally, increasing farmer earnings.
- **Enhance market access:** Develop robust marketing strategies to reach national and international markets.
- **Strengthen digital platforms:** Implement digital solutions for efficient service delivery and data management.
- **Promote youth and women inclusion:** Create programs targeting the empowerment of youth and women in agribusiness.

“Sebei Farmers SACCO is more than a financial institution; it's a catalyst for community transformation and agricultural innovation.”
crafteastafrica.org



Partner with us
kphelixsiya@gmail.com / +256 782274497
 Kapchorwa
www.sebeifarmerssacco.com



PKWI started as a survival strategy, but today, we are a movement—proving that when women are empowered, families and communities thrive.” — PKWI Cooperative
 — Kisoro District Potato Growers Cooperative Union

Popular Knowledge Women’s Initiative

Women Leading Change

As a young member of PKWI, Paul Dibanis started with a small sunflower farm. Through PKWI’s seed multiplication program, he gained access to quality seeds, increased his yields, and started earning more than traditional farmers.

With his profits, Paul expanded his farm, funded his education, and became a leader in the cooperative. His story reflects PKWI’s impact—turning farming into a sustainable livelihood.

In 1993, amid conflict and hardship in Eastern Uganda’s Teso region, 12 women came together with a simple yet powerful idea—to rebuild their lives through farming. They had lost their homes, their families were struggling, and food was scarce. But they believed one thing: working together, they could create a better future.

That vision gave birth to the Popular Knowledge Women’s Initiative (PKWI). What started as a small self-help group has grown into a registered cooperative with 2,500 members, focused on sunflower production, processing, and marketing.



2,500
cooperative members

Growing Farmers, Building Livelihoods

PKWI supports its farmers by providing:

- Quality sunflower seeds: Partnering with Serere Research Institute to supply high-yield varieties.
- Training and extension services: Teaching good agronomic practices, post-harvest handling, and financial literacy.
- Market access and value addition: Processing pure sunflower oil and by-products like seed cake for animal feed.
- Financial inclusion: Offering credit on seeds and deducting repayment at harvest, ensuring access for all farmers.

PKWI members no longer sell raw sunflower at low prices—they process it into high-quality cooking oil, increasing their earnings and creating jobs for women and youth in the community.



Opportunities for Growth and Investment

PKWI is scaling up and welcomes partners and investors to: expand processing capacity – enhance oil extraction and packaging facilities; boost market reach – secure export opportunities for sunflower oil; strengthen farmer support – train more youth and women in agribusiness; invest in mechanization – provide affordable irrigation and processing equipment.



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pkwicooperative1993@gmail.com / norahasio@gmail.com / +256 785389620 / 776469619
 Bukedea



“We have seen more farmers producing high-quality seeds and grains, but to truly meet demand, we must invest in better storage, processing, and market access.”

— Alito Leadership

Alito Joint Farmers Multipurpose Cooperative Society

Growing Prosperity, Strengthening Resilience

Founded in 1998 in Kole District, Northern Uganda, Alito Joint Farmers Multipurpose Cooperative Society (ALITO) has grown from a small community group into a leading producer of soybeans, sunflower, and sesame.

With over 2,000 smallholder farmers and plans to scale to 5,500, ALITO focuses on climate-smart farming, training farmers in resilient seed varieties, improved agronomy, and sustainable post-harvest practices. Through farmer field schools and demo gardens, ALITO is driving widespread adoption of sustainable agriculture, ensuring long-term food security and economic stability.

Investing in Infrastructure and Market Access

ALITO currently operates a 40MT seed store, which is insufficient to meet the growing supply of over 200MT per season. To strengthen its operations, the cooperative seeks investment in larger storage facilities, modern seed testing greenhouses, and automated seed cleaners to enhance quality and efficiency. Additionally, market linkages remain a challenge, and ALITO aims to secure partnerships with



2,000
smallholder farmers

major off-takers and international buyers to ensure fair prices and financial sustainability for its farmers.

Opportunities for Growth and Investment

To scale its impact, ALITO is seeking partnerships in:

- Seed Processing & Value Addition – Investing in machinery to stabilize pricing and enhance product competitiveness.
- Storage Expansion – Constructing a larger warehouse to prevent post-harvest losses and improve grain quality.
- Financial Literacy & Gender Inclusion – Training farmers in record-keeping, financial planning, and gender-sensitive practices to build stronger, more inclusive communities.

With the right investments, ALITO is poised to become a regional leader in oil seed production, ensuring better livelihoods for farmers and a more resilient agricultural sector in Uganda.



Partner with us
isaoke2019@gmail.com / +256 782295077
Kole



Seeds of Success

Meet Grace Adoch, a smallholder farmer from the Lango sub-region. Before partnering with ESL, Grace faced inconsistent yields due to unreliable seeds and traditional farming methods. Through ESL's support, she accessed quality sesame seeds and received training in climate-smart practices. Her yields improved significantly, boosting her income and enabling her to invest in her children's education and expand her farming enterprise.

Equator Seeds Limited

Boosting Farmers with Quality Seeds, Services

In 2011, in the fertile lands of northern Uganda, Equator Seeds Limited (ESL) was established with a clear mission: to rejuvenate agriculture, enhance food security, and uplift the livelihoods of smallholder farmers. Specializing in the production, processing, and distribution of high-quality farm seeds, ESL aims to be a catalyst for sustainable agricultural transformation.

Enhancing productivity

ESL's commitment to farmers encompasses:

- Climate-Resilient Seeds:** Providing drought-tolerant, high-yield, and early-maturing sesame varieties, enabling farmers to achieve better yields even under challenging climatic conditions.
- Training and Extension Services:** Through a network of community-based facilitators, village agents, and agro-dealers, ESL imparts climate-smart agricultural practices, ensuring farmers adopt sustainable and efficient farming methods.
- Mechanization Support:** Offering tractor services to promote efficient land preparation, reducing the reliance on environmentally harmful practices like bush burning.
- Market Access and Financial Linkages:** Connecting farmers to reliable markets for their produce and facilitating access to financial services.



“At ESL, we believe that quality seeds are the foundation of prosperous farming communities. Together, we can sow the seeds of transformation and harvest a future of abundance.”

Opportunities for Growth and Investment

ESL invites partnerships to:

- **Expand seed production:** Scaling up out-grower schemes to ensure a consistent supply of raw materials for seed production, aiming to serve a broader farmer base.
- **Establish advanced processing facilities:** Setting up a fully-fledged seed processing plant to maintain a reliable supply to the market and meet the growing demand for quality seeds.
- **Widen distribution networks:** Enhancing distribution channels to achieve a 70% market share in northern and northeastern Uganda, ensuring more farmers benefit from ESL's products and services.
- **Strengthen partnerships:** Collaborating with financial institutions, research organizations, and agro-dealers to provide comprehensive support to farmers, from input supply to market access.

Investing in these areas will solidify ESL's position as a leader in Uganda's agricultural sector and drive sustainable development across farming communities.



Partner with us

equatorseeds@yahoo.com / +256 782620830
Omoró
www.equatorseeds.com



“Our mission has always been to empower local farmers, ensuring that their hard work translates into both personal prosperity and national food security.”

Reco Industries Ltd.

Equipping Farmers for a Sustainable Future

Reco Industries Ltd, a key player in Uganda’s agro-processing sector, is dedicated to empowering farmers and improving food security. In collaboration with SNV’s CRAFT project, it has trained over 8,000 farmers, enhancing both yield quality and supply.

To accommodate this growth, Reco is constructing a 6,000-metric-ton silo, ensuring fair pricing and direct market access for producers. Specializing in Fortified Maize Flour, Corn-Soy Blend, and RUTF under the Rutafa brand, Reco plays a pivotal role in addressing Uganda’s nutritional needs.

With ambitions to lead in soybean, groundnut, and maize procurement in Western Uganda, the company is actively expanding farmer support, processing capacity, and market reach to drive sustainable growth.



Expanding Product Lines for Greater Impact

Reco Industries produces a range of nutrient-rich food products, including:

- Fortified Corn-Soy Blend
- Ready-to-Use Therapeutic Food (RUTF) marketed under the Rutafa brand
- Fortified Maize Flour

These products address nutritional needs and underscore our dedication to health and well-being in Uganda and beyond.



8,000
farmers trained

Opportunities for Future Growth

Reco aims to become the leading buyer of soybeans, groundnuts, and maize in Western Uganda. By strengthening farmer relationships, expanding processing capabilities, and diversifying product offerings, we are well-positioned to scale our impact. Future plans include:

- Expanding farmer training programs to improve yields and resilience.
- Exploring new product lines to meet evolving consumer demands.
- Building additional storage and processing capacity to sustain growth.



Partner with us
arnoldr@reco-industries.com / +256 784265872
Kasese
www.reco-industries.com



Okeba Uganda Limited

Impacting Smallholder Farmers

Founded in 2017 in Mubende District, Okeba Uganda Ltd was established to build a resilient and sustainable agribusiness focused on soybean, maize, and common bean value chains. By providing premium certified seeds, agricultural training, and market access, Okeba strengthens supply chains and improves the livelihoods of smallholder farmers. Through grain processing and value addition, the company ensures farmers maximize their earnings while enhancing Uganda's food security.

Jane Nansubuga, a smallholder farmer, once struggled with low yields and limited market access. After partnering with Okeba, she received high-quality soybean seeds and training, transforming her farming practices. With Okeba's support in processing and marketing, Jane's income grew, allowing her to invest in her children's education and improve her family's well-being, demonstrating Okeba's impact on rural communities.



“At Okeba, we believe that empowering farmers is the key to transforming communities and ensuring food security. Together, we can cultivate a brighter future for Uganda's agriculture.”

— Okeba Uganda Ltd



Opportunities for Growth and Investment

Okeba Uganda Ltd is poised for expansion and invites partners to join in:

- **Scaling Operations:** Investing in advanced processing facilities to increase capacity and meet growing demand.
- **Market Expansion:** Exploring new domestic and international markets for Ugandan grains.
- **Technological Integration:** Implementing digital tools for better data management, farmer training, and market information dissemination.
- **Climate-Smart Practices:** Promoting sustainable farming methods to enhance resilience against climate change.



Partner with us

okebaonline@gmail.com / +256 703527029
Mubende
www.okeba.org



AgriNet Uganda Ltd.

Transforming Uganda's Agribusiness One Farmer at a Time

In 2008, Paul Nyende saw a major gap in Uganda's agricultural sector. As a market consultant, he helped farmers connect with buyers, but something was missing—farmers were selling raw produce at low prices, with little to no value addition. They worked hard but earned little. Paul knew there had to be a better way. That realization led to the birth of AgriNet Uganda Ltd, a company not just focused on buying and selling but on empowering farmers through value addition, market access, and climate-smart solutions.

Empowering Farmers for Sustainable Growth

Today, AgriNet works with over 8,000 farmers, helping them improve their productivity, income, and market opportunities. Through a network of 200 commission-driven agents, the company provides farmers with:

- Improved Seed Varieties – Drought-resistant soybean seeds (Maksoy 3N, 4N, and 6N) to boost yields.
 - Climate-Smart Training – Guidance on sustainable farming, soil conservation, and post-harvest handling.
 - Market Access – Connecting farmers to high-value buyers, ensuring fair prices.
 - Financial Linkages – Partnerships with Uganda Development Bank & Centenary Bank for affordable credit.
- With these interventions, farmers have doubled their soybean yields from 300kg to 600kg per acre.

“Farmers who once struggled with low prices and market access are now doubling their yields and earning sustainable incomes. Together, we are transforming Uganda's agribusiness—one farmer at a time.”
 — Paul Nyende, CEO, AgriNet Uganda Ltd


8,000

AgriNet works with this number of farmers

Olo's Transformation

Olo, a smallholder farmer, once struggled to make ends meet. His soybean yields were low, and market prices were unpredictable. Through AgriNet's support, training, and access to improved inputs, Olo's harvest grew from 300kg to 700kg per season. Today, he is not only a successful farmer but also a certified seed multiplier, selling high-quality soybean seeds to fellow farmers, creating a ripple effect of prosperity in his community.

Opportunities for Growth and Investment

AgriNet is seeking strategic partnerships to:

- Expand processing capacity – Increase soybean oil and meal production to meet demand.
- Strengthen supply chains – Expand into Northern and Southwestern Uganda.
- Develop new products – Innovate with soy-based foods, animal feed, and by-products.
- Enhance Mechanization – Invest in post-harvest technologies to reduce losses.



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pnnyende@agrinetug.net / +256 772495950
 Tororo



Masindi Seed Company Limited

Advancing Uganda's Soybean Value Chain Through Climate-Smart Agriculture

Masindi Seed Company Limited (MASCO) was founded to help smallholder farmers in Masindi and neighboring districts access quality inputs, training, and market linkages.

With support from SNV's CRAFT project, MASCO has worked with 6,000 farmers to introduce high-yield, drought-resistant soybean varieties such as Maksoy 3N & 6N. These innovations have led to a 15% increase in soybean output, improved soil health, and greater resilience to climate change.



6,000

Farmers supported



15%

increase in output

Expanding Infrastructure and Market Access

To meet the growing demand for high-quality soybean, MASCO is expanding input distribution, mechanization services, and market access. The company supplies seeds to farmer associations, government agencies, agro-input dealers, and processors like Devenish Nutrition and Agro-Vet Farmers Ltd. While MASCO has a strong presence in Bunyoro, it is now growing its network in Northern, Eastern, and Central Uganda to widen its impact.

“By providing farmers with high-quality seeds and resilient farming practices, we are not just growing crops—we are growing livelihoods and securing Uganda's food future.” — MASCO Leadership



Opportunities for Growth and Investment

MASCO is seeking partnerships to:

- Increase seed production
- Expand CSA training and mechanization to improve efficiency.
- Enhance processing capacity – Investing in storage, seed testing, and quality control infrastructure.
- Expand financial & market linkages – Connecting farmers with credit facilities and securing higher-value buyers.

By focusing on technology, market expansion, and farmer training, MASCO is positioned to become a regional leader in soybean production, ensuring better incomes for farmers, increased food security, and a resilient agricultural sector.



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masindiseed@gmail.com / +256 701550802
Masindi



Acila Enterprises Ltd

A Mission Rooted in Resilience

Founded in 1996, Acila Enterprises Ltd began with a clear purpose—to help farmers in Teso and Karamoja turn agriculture into a stable source of income, even in the face of harsh climate conditions. What started as a small agri-enterprise has grown into a vibrant SME working with over 5,000 smallholder farmers, 30 producer groups, and multiple value chain actors to build a more climate-smart future for soybean production in Uganda.

Transforming Soybean Production

Acila focuses on climate-resilient farming practices, offering farmers drought-tolerant seed varieties like Maksoy 3N, access to soil testing, tractor services at subsidized rates, and training in crop rotation and post-harvest handling. Farmers also receive tarpaulins, PICS bags, and real-time weather updates through links with the National Meteorology Authority. These initiatives have not only helped stabilize yields but also improved soybean output by up to 15% among trained farmers.



“When the rains failed, we didn’t give up—we adapted. We gave farmers not just hope, but tools to turn adversity into opportunity.”
— Acila Enterprises Ltd

Farmer Stories, Real Impact

Before partnering with Acila, many farmers in the region struggled to break even. Now, thanks to contract farming agreements, access to extension services, and better market links, they are supplying grain to Mukwano, Mt Meru, JOLA, and EAGC—commanding fairer prices and earning more.

Scaling Opportunities

Acila seeks to expand its demo farms, seed multiplication programs, and input delivery networks to reach even more farmers. With the goal of increasing business turnover by 10%, the company is also looking to grow its working capital and expand supply to institutional buyers and food manufacturers across Uganda. As Acila continues to invest in climate-smart training, infrastructure, and value chain linkages, it is creating a future where agriculture remains a reliable path to prosperity—even in the face of climate uncertainty.



5,000
smallholder farmers



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acilaagroservices@gmail.com / +256 708349351
Soroti



“By integrating eProd into our operations, we’ve transformed our engagement with farmers, ensuring efficiency and trust at every step.” —
 Joanes Muchunguzi, Business Development Officer, JJ Agro Growers Ltd

E-PROD Solutions

A Vision for Structured Agribusiness

Established in 2004, eProd Solutions set out to address the unique challenges faced by agribusinesses in managing fragmented supply chains. Recognizing the complexities within the agricultural sector, eProd developed a specialized Enterprise Resource Planning (ERP) system tailored to streamline operations for both small and large agribusinesses. Their mission is clear: to transform unstructured markets into efficient, transparent, and profitable value chains.

Transforming Farmer Interactions and Supply Chains
 eProd’s ERP system offers a suite of features designed to enhance the efficiency of agribusinesses:

- **Farmer Management:** Facilitates comprehensive farmer registration, field inspections, and the issuance of farmer ID cards, ensuring accurate data collection and personalized engagement.
- **Real-Time Communication:** Enables instant communication between agribusinesses and farmers, providing timely updates on training programs, weather forecasts, and best farming practices.
- **Financial Integration:** Integrates with mobile payment platforms and banks, simplifying payment processes and offering services like credit scoring, which enhance financial inclusion for farmers.
- **Traceability and Compliance:** Ensures produce traceability from farm to market, aiding in certification processes and meeting international quality standards.



300,000

Since its inception, eProd has collaborated with over 75 agribusiness clients across 15 countries, impacting the livelihoods of more than 300,000 farmers.

Opportunities for Growth and Expansion

As eProd looks to the future, several growth avenues present themselves:

- **Technological Advancements:** Investing in artificial intelligence and machine learning to offer predictive analytics, helping farmers anticipate challenges and optimize yields.
- **Geographical Expansion:** Targeting untapped markets in West and Southern Africa to broaden their impact and support more agribusinesses in need of efficient supply chain solutions.
- **Partnerships and Collaborations:** Building strategic alliances with governmental bodies and NGOs to promote digital agriculture initiatives and policy reforms that benefit smallholder farmers.
- **Product Diversification:** Enhancing the ERP system to cater to emerging agricultural sectors, including aquaculture and horticulture, thereby reaching a broader client base.

Through continuous innovation and a deep understanding of agribusiness challenges, eProd Solutions is poised to lead the digital transformation of agriculture in Africa, ensuring that both agribusinesses and farmers thrive in an increasingly competitive global market.



Partner with us

scott@eprod-solutions.com / keziah@eprod-solutions.com / +254 757549134
 Nairobi
www.eprod-solutions.com

M-Omulimisa Innovative Agricultural Services

A Vision Driven By Technology and Inclusion

Since its founding in 2014, M-Omulimisa has worked to close the information gap that limits smallholder farmers in Uganda. By integrating mobile technology, local language support, and on-the-ground networks, the platform delivers real-time, actionable services that allow farmers to make better farming decisions and access markets, insurance, and financial tools.

Practical Tools That Drive Results

From AI-powered extension services and weather updates to market price alerts and agriculture insurance, M-Omulimisa offers a comprehensive toolkit. Its village agent network plays a key role in delivering personalized support and inputs, while DigiSave, a digital savings tool, promotes financial inclusion.

This real-time access to information has helped thousands like Gloria to improve yields, reduce risks, and boost their incomes. Services like AI-based credit scoring also unlock financing opportunities previously unavailable to rural farmers.

“Before M-Omulimisa, accessing timely agricultural advice was a challenge. Now, with a simple text, I get the guidance I need in my own language.”

— Gloria Akello, Farmer in Lira District



Positioned for Growth

Looking ahead, M-Omulimisa is focused on scaling its digital services to reach more farmers across Uganda and East Africa. Growth opportunities include:

- Expanding training on digital literacy
 - Integrating advanced AI for smarter advisory tools
 - Building strategic partnerships with NGOs and government programs
 - Extending financial and insurance services to more communities
- With a blend of innovation and deep community engagement, M-Omulimisa is reshaping how farmers access support—one text message at a time.



Partner with us

dninsiima@gmail.com / +256 776035 192
Kampala
Website: www.m-omulimisa.com



Nyekorac Farmers' Cooperative Society

A Youth-Led Movement Grounded in Soil and Purpose

In the heart of Northern Uganda's Lango sub-region, where erratic weather patterns and limited access to markets have long hindered progress, Nyekorac Farmers' Cooperative Society Ltd is rewriting the story of smallholder farming. Founded by youth and run by its 3,000-strong member base, Nyekorac is transforming sesame from a low-return crop into a pathway to prosperity through innovation and community-driven leadership.

Tapping the Value in Tiny Seeds

Sesame is Nyekorac's leading crop and income source. To meet the rising demand from exporters like Olam, Agri Exim Ltd, and Lira Resort Ltd, Nyekorac trains farmers in climate-smart agriculture, establishes demo plots, and distributes improved seeds developed in partnership with NaSARRI. The cooperative also addresses critical post-harvest challenges by providing tarpaulins and hermetic storage facilities, significantly reducing losses that once reached 40%.



3,000
Members

Through its structured network of 45 producer groups and village agents, Nyekorac ensures farmers receive the right inputs and market access, even in remote areas. Grain is bought back under signed contracts, offering assurance and fair pricing.

Building on Momentum

With an annual sesame output of 2,100 MT, Nyekorac is working toward:

- Increasing business turnover by 10% through new markets
 - Scaling contract farming to secure stable incomes
 - Expanding training in financial literacy, business skills, and gender inclusion
 - Enhancing partnerships with buyers, local government, and institutions
- What began as a community cooperative is now an anchor in Uganda's oilseed value chain. Nyekorac isn't just growing sesame—it's cultivating resilience, opportunity, and a new generation of farmer leadership.



"Before, we used to lose a lot after harvest. Now with training and better tools, we keep more, sell more—and finally save something."

— Juliet Apio, farmer from Alebtong District.



Partner with us

nyekoraccfg@gmail.com / +256 775875098
Lira

Transformation for Rural Development (TRAFORD) Ltd

A Vision for Sustainable Rural Development

In the fertile plains of Northern Uganda, Transformation for Rural Development (TRAFORD) Ltd is redefining agribusiness by championing climate-smart practices among smallholder farmers. Founded with the mission to enhance agricultural productivity and market access, TRAFORD collaborates with over 6,000 farmers, predominantly youth and women organized into more than 250 groups.

Innovative Solutions for Farmer Empowerment

TRAFORD's multifaceted approach addresses key challenges faced by farmers:

- **Soil Testing Services:** Partnering with Paat Soil Clinic, TRAFORD facilitates soil testing, enabling farmers to understand and improve soil health. This initiative has led to increased crop yields and sustainable farming practices.
- **Digital Integration:** The TRAFORD App delivers real-time updates on weather forecasts, pest outbreaks, and market prices directly to farmers' mobile phones, bridging the information gap and enhancing decision-making.
- **Market Linkages:** By organizing farmers into groups, TRAFORD streamlines the aggregation and sale of produce, ensuring better prices and consistent market access.

Opportunities for Growth and Expansion

Looking ahead, TRAFORD aims to:

- **Enhance Digital Payment Systems:** Upgrading the TRAFORD App to facilitate instant payments to farmers upon produce delivery, promoting financial inclusion.
- **Expand Climate-Smart Training:** Scaling up education on sustainable practices to mitigate climate change impacts and boost resilience.
- **Strengthen Partnerships:** Collaborating with governmental and non-governmental organizations to broaden the reach and impact of agricultural innovations. Through these initiatives, TRAFORD continues to foster a resilient and prosperous farming community in Northern Uganda.



6,000

farmers
currently
onboard

”

With TRAFORD's support, I've learned to test my soil and apply fertilizers correctly. My soybean harvest has never been better.

— Rose Amaro Rot, Smallholder Farmer, Otuke, Amuru District



Partner with us

jontusasirwe@gmail.com / +256 700334957
Dokolo

Soya Flour

La farine de soja



“Before we joined the cooperative, losses after harvest were normal. Now, with better seeds, tools, and training, we keep more of what we grow—and earn more from it,”

— Justine Anek, a member of Piranyim Producer Group.



Panyimur Dei Area Cooperative Enterprises Ltd

From Local Beginnings to Regional Influence

Started in 2003 as a small community-based organization, Panyimur Dei Area Cooperative Enterprises Ltd has grown into a vibrant farmer-owned cooperative supporting over 1,453 smallholder farmers across 10 rural producer organizations in Pakwach District, Uganda.

Registered in 2010, the cooperative focuses on collective production, value addition, and marketing of key crops—especially soybean, alongside maize, cassava, and rice.

Farming Smarter for a Changing Climate

To address the challenges of climate variability, Panyimur Dei has introduced farmers to climate-resilient soybean varieties like Maksoy 3N, 4N, 5N, and 6N. With support from the CRAFT project, the cooperative established 25 demonstration farms and trained farmers in climate-smart practices—such as agroforestry, proper post-harvest handling, and use of tarpaulins and hermetic storage bags.

Through training and input support, the cooperative aims to boost soybean output by 15%, while also building farmer capacity in business skills, financial inclusion, and contract farming.

Looking to the Future

To reduce losses and improve efficiency, Panyimur Dei plans to invest in:

- A new storage facility and solar dryers for better seed handling
- Modernization of input delivery channels through partnerships with providers like Olga Ajo Agro-Links and Abi ZARDI
- Market linkages with major processors such as Mt. Meru Millers and Mukwano Industries
- Crop insurance and financial services via partners like Centenary Bank and Britam

With its roots in community and a clear roadmap for scaling, Panyimur Dei is not only weathering climate shocks—it’s building a more secure future for Uganda’s farmers.



Partner with us

padeaco@gmail.com / +256 777457902
Pakwach



SESACO Ltd.

A Vision Centered on Health and Resilience

Since its founding in 1987, SESACO Ltd has grown into one of Uganda’s most recognizable soy food processing brands. Based at Kyengera Trading Center along Masaka Road, the company focuses on producing affordable, nutritious soy-based products that meet the dietary needs of Ugandans—particularly women, children, and low-income households.

Soy Products That Nourish and Inspire SESACO’s product line includes:

- Soy Cup – a popular soy drink with growing national demand
- Soy Milk and Soy Yoghurt – offering lactose-free nutrition
- Soy Meat – a protein-rich meat substitute
- Brown Butter – a healthy, soy-based spread

These products are developed not only to fight malnutrition but also to promote healthier eating habits across the country.

Scaling with Farmers and Technology

In 2018, SESACO secured UGX 1.6 billion from the EU Yield Uganda Investment Fund, allowing it to modernize production and expand sourcing capacity. The company has since increased engagement with local soybean farmers, improving raw material supply chains while creating jobs and market access for hundreds of smallholders.

Future Opportunities

To meet rising demand, SESACO is exploring:

- New soy-based products to reach broader health-conscious markets
- Wider farmer networks to ensure consistent supply
- Modern processing equipment for better quality control and volume

From product innovation to local sourcing, SESACO is proving that homegrown nutrition solutions can create lasting social and economic impact.

“Incorporating SESACO’s soy products into my family’s meals has improved our health—and saved us money too,”
 – Jane Ayo, mother of three in Kampala



Partner with us

nsubugacharles@yahoo.com / +256 772409670
 Wakiso
 website: www.sesacosoya.com



Soya Solutions East Africa Ltd

Advancing Sustainable Soybean Farming

Established in 2017, Soya Solutions East Africa Ltd (SSEAL) is dedicated to revolutionizing the soybean value chain in Sub-Saharan Africa. By integrating smallholder farmers into a cohesive system, SSEAL aims to enhance agricultural productivity and promote access to nutritious protein sources across the region.

Empowering Smallholder Farmers

SSEAL collaborates with over 3,000 farmers, including 1,199 women, primarily youths aged between 20-35, in Pader, Gulu, and Omoro districts. The company provides access to high-quality, drought-tolerant soybean seed varieties such as Mak Soy 3N, 4N, 5N, and 6N, along with education on mitigating post-harvest losses and connections to global markets. "With SSEAL's support, I've learned to use better seeds and farming methods. My harvests have improved, and I can now support my family better." — Achieng Mary, Farmer in Gulu District Innovative Approaches and Partnerships SSEAL addresses challenges such as limited access to quality seeds by establishing a community seed production system. This initiative ensures farmers have reliable seeds, leading to increased yields and productivity. By working closely with partners like the World Food Bank, SSEAL is developing an integrated soybean farming collective aiming to unite 40,000 smallholder farmers across Uganda.



3,000

farmers, including 1,199 women, primarily youths aged between 20 and 35

Opportunities for Growth

Looking ahead, SSEAL plans to:

- Expand Farmer Networks: Increase collaboration with smallholder farmers to ensure a steady supply of quality soybeans.
 - Enhance Processing Capabilities: Invest in soybean processing for food and feed to meet the growing demand for high-protein products.
 - Promote Youth Engagement: Create employment opportunities for the youth in soybean production, aggregation, marketing, and processing, thereby addressing poverty and unemployment.
- Through these initiatives, SSEAL is committed to fostering sustainable agricultural practices, improving livelihoods, and contributing to food security in Sub-Saharan Africa.



Partner with us

hmusoke1@gmail.com / info@soyasolutionseasternafrika.com / +256 773 524974 / +256 782 665303
Koles
www.soyasolutions.co.ug

Soybean Africa Ltd

Committed to Excellence

Established in 2014, Soybean Africa Ltd (SAL) has positioned itself as Uganda's premier supplier of soybean breeder and foundation seeds. With a steadfast commitment to enhancing agricultural productivity, SAL specializes in providing high-quality soybean seeds, agro-inputs, and services tailored to the needs of local farmers.

Empowering Farmers with Superior Seeds

Recognizing the pivotal role of soybeans in agribusiness, SAL focuses on delivering improved seed varieties that are both high-yielding and disease-resistant. By offering these superior seeds, the company enables farmers to achieve better harvests, thereby improving their livelihoods and contributing to national food security.

Comprehensive Services for Sustainable Growth

Beyond seed provision, SAL offers a suite of services designed to support farmers throughout the cultivation process:

- Agricultural Consultancy: Providing expert advice on best farming practices to maximize yields.
- Extension Services: Offering continuous support and training to ensure farmers adopt the latest agronomic techniques.
- Market Linkages: Connecting farmers with potential buyers, ensuring they receive fair prices for their produce.

Opportunities for Expansion

As SAL looks to the future, several growth avenues present themselves:

- Research and Development: Investing in the development of new soybean varieties that are adaptable to changing climatic conditions.

“Switching to SAL’s soybean seeds has transformed my farming experience. My yields have increased, and I can now support my family more effectively.”

— John Okello, Soybean Farmer in Wakiso District



- Geographical Expansion: Extending operations to other regions within Uganda and neighboring countries to reach more farmers.
- Partnerships: Collaborating with governmental and non-governmental organizations to amplify impact and drive large-scale agricultural transformation.

Through its unwavering dedication to quality and farmer empowerment, Soybean Africa Ltd continues to play a crucial role in transforming Uganda's agricultural landscape.



Partner with us

jmbabazi@soybeanfrica.com / +256 777 099993 / +256 705180766

Wakiso

www.soybeanfrica.com



“Before, we used to burn our fields after harvest. GTL showed us a better way to farm—now the soil is richer, our yields are higher, and we see a future in sunflower.” —
Ocen, Farmer in Amuru District



Global Traders Ltd

Family Roots, Regional Reach

Founded in 2013 in Gulu City, Global Traders Ltd (GTL) began as a family-owned venture with a bold vision: to unlock the potential of sunflower farming across Northern Uganda.

Today, GTL is one of the region’s largest oil millers, working with over 6,000 smallholder farmers across eight districts, including Gulu, Lamwo, Kitgum, and Pader.

The company processes 12–14 tons of sunflower per day, producing crude sunflower oil and seed cake for both human consumption and livestock feed.

Farming Smarter with Climate-Smart Solutions

GTL goes beyond buying crops—it actively invests in building climate-resilient farming systems. The company promotes Agsun seed varieties, offers access to quality inputs, and trains farmers in climate-smart practices such as ridge planting, tree buffer zones, and

soil conservation. Farmers also receive timely weather data to help protect crops from erratic rainfall patterns.

Through the CRAFT project, GTL has also established 100 demonstration farms, trained 200 lead farmers, and linked producer groups with input suppliers and financial institutions like Equity Bank. These interventions have helped farmers increase sunflower yields by up to 15% while expanding access to markets.

Targeting Growth & Accessibility

To make its products more accessible to low-income rural consumers, GTL plans to introduce 200ml sachet packaging, shifting from bulky 20L jerrycans to smaller, affordable units. The company also targets wholesalers, retailers, and animal feed processors in Uganda and Kenya to expand its sales footprint.

With a clear focus on inclusive growth, efficient value chains, and climate resilience, GTL is helping farmers turn sunflower into more than a crop—it’s becoming a reliable path to income and opportunity.



Partner with us

globaltradersltd14@gmail.com / +256 755431611
Gulu





SNV Netherlands Development Organisation

Plot 36, Luthuli Rise, Bugolobi
P.O. Box 8339, Kampala, Uganda

Tel. +256 (0) 414 563 200, +256 (0) 321 260 058

email: uganda@snv.org
www.snv.org/country/uganda