

# PARTNER FACTSHEET



## Projected Impact



Create sales linkages and improve bee keeping practices for 11,200 smallholders, 20% of which are women.



Work with 13 farmer cooperatives to obtain organic certification.



Produce 868 metric tons of new organic crude honey.



Photo credit: Pexel.com

## About the Company

[Koster Keunen](#) is one of the world's leading processors, refiners and marketers of natural waxes. Since 1852, Koster Keunen Holland and Koster Keunen U.S.A. have specialized in processing, formulating and marketing quality waxes to the cosmetic, pharmaceutical, candle and food industry. From beeswax, the foundation of the business and one of its principal products, Koster Keunen has developed a variety of new products to meet new and constantly evolving client requirements. Koster Keunen's strength is its extensive knowledge of waxes and scientific experience in developing new products.

## Co-Investment Partnership

[The West Africa Trade & Investment Hub](#) is providing a \$1.78 million co-investment grant to Koster Keunen to support its goal of creating sustainable regional export supply chain between the U.S., Africa and other international markets. This co-investment partnership promotes the goals of the U.S. Government's [Prosper Africa initiative](#) to increase two-way trade and investment by generating over \$5.6 million of exports to the United States. Koster Keunen will also create part-time jobs, empower smallholder farmers, and significantly increase farmers' income across West Africa. Thanks to \$6.3 million of new private investment provided by Koster Keunen, this activity will introduce beekeeping activities as a secondary source of revenue for 1,200 new farmers, who predominantly farm cashews. Koster Keunen will also upgrade 10,000 existing farms by providing equipment, training, and new technology to smallholders in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Nigeria, and Togo.

## Partnership Opportunities

Koster Keunen has a track record of success in bolstering beekeeping initiatives. Beekeeping is a profitable activity for African smallholder farmers, and it can increase their income by 10-20 times, offsetting the income scarcity that often accompanies dry seasons. Beekeeping activities generate wax and honey sales and provide a pollination service that boosts crop yields, such as cashew, within a 2 to 3-kilometer radius. There is greater potential to support additional farms as they develop at a larger scale and improve livelihoods of 56,000 beekeepers and their families.

To learn more about investment and partnership opportunities with high-potential companies in West Africa, visit the Trade Hub's [Virtual DealRoom](#).



[co-investment@westafricatih.com](mailto:co-investment@westafricatih.com)



[westafricatradehub.com](http://westafricatradehub.com)

