

## Projected Impact



Install a new soybean production line with a capacity of 5,000 metric tons per year and dedicate an existing line to process organic shea kernel.



Organize 3,000 soybean producers and 200 shea kernel collectors into 200 cooperatives to facilitate organic certification.



Increase exports to the international market from \$1.6 million to \$5.7 million.



*Crushing of organic soybean to obtain soybean oil and meal at the Agrokomp factory. Photo credit: AGROKOM*

## About AGROKOM

Launched in 2012, [AGROKOM](#) is an organic farming, trading, and processing company of soybean and shea. The company works in partnership with 103 shea kernel collectors and about 992 small organic soybean producers located in the central region of Togo to produce feed for livestock and oil for human consumption. It processes up to 1,000 tons of soybeans per year—up from 180 tons in 2016— and has created more than 3,000 direct jobs and 8,000 temporary jobs in its value chain (supply, transformation, and distribution).

## Co-Investment Partnership

The West Africa Trade & Investment Hub awarded AGROKOM a co-investment grant of \$695,314 to strengthen its capacity to supply and process soybeans into meal. The partnership will allow AGROKOM to install a new production line with a capacity of 5,000 metric tons per year to process soybeans and dedicate the existing soybean production line with a capacity of 1,000 metric tons per year to process organic shea kernels. With this partnership, AGROKOM will leverage an additional \$4.2 million in private investments to meet growing demand from the international market while allowing the creation of jobs for young people and women.

## Partnership Opportunities

The international market demand for AGROKOM products (soybean and shea derivatives) is very promising. Indeed, globally, soybean remains the main source of protein for animal feed. All markets for soybean products (soybeans, soybean oil, and soybean meal) are constantly increasing. Since the early 2000s, soybean exports have more than doubled, from 45 to 90 million tons in less than 10 years. Over the past 3 years, AGROKOM has produced and exported a total of 6,525 tons of organic soybeans (83 percent of its total sales) and organic soybean meal (14 percent of sales). The demand for its products is steadily growing, but further investment in the company is needed. During the 2019–2020 crop year, customers requested for more than 8,000 tons of soybean meal but only 480 tons (about 6 percent of the demand) were delivered. Additional investments will allow the company to better meet the growing demands for its products and maintain its leadership in the production and marketing of organic soybean oil, organic soybean meal, and fair-trade organic shea butter.



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