

PARTNER FACT SHEET



Projected Impact



A 300 percent increase in the supply of fonio, with a processing capacity of 10 tons a day



Increase sales of fonio by \$2.6 million during the two-year project, with exports making up 60 percent of sales volume



162 direct jobs created (60 percent female) and 5,000 new farmers engaged



With a co-investment grant from the Trade Hub, AMAATI Company's two-year project will directly benefit 3,000 disenfranchised women and 2,000 youth in 40 rural savannah communities in Ghana. Photo credit: AMAATI Co. Ltd./LinkedIn

About AMAATI Company Limited

[AMAATI Company, Ltd.](#) is a Ghanaian social enterprise that pioneered the revival of fonio, an ancient African grain that is gluten-free and high in nutrients. Working with farmers to produce and process fonio, AMAATI was formed with the idea of creating a sustainable livelihood for female farmers using degraded or abandoned lands that had been exhaustively used. AMAATI started its operations with ten women who do not own land in the 2014 production season and today works with over 2,000 farmers. AMAATI generates a high social impact through the continued empowerment and support of rural female farmers and provides a path out of poverty and inequality by providing skills training and income-generating activities to women in the Northern region of Ghana.

Co-Investment Partnership

The West Africa Trade & Investment Hub (Trade Hub) awarded AMAATI Company Limited a co-investment grant of \$742,685 for the sustainable and inclusive production and value-added processing of fonio for exports, jobs, and nutrition security in Ghana. The Trade Hub's funding will help AMAATI attain year-round access to fonio paddy (seeds), resulting in continuous processing at the factory and a more than 300 percent increase in the supply of fonio to meet the growing worldwide demand. The grant is expected to leverage a co-investment of nearly \$4.5 million from private sector sources, enabling AMAATI to acquire a fully automated fonio milling plant with a 10-ton per day capacity. This will help increase the volume of exports to existing buyers by at least 20 percent, add at least five new buyers to AMAATI's export business, and engage 5,000 new farmers (60 percent women).

Partnership Opportunities

Although fonio has been farmed in West Africa for thousands of years, it is considered a neglected or underutilized crop. Due to its naturally gluten-free and rich nutritional properties, fonio is emerging as a "superfood" replacement for better known grains, such as quinoa. It has also been called a "climate-crisis-ready crop" because it can be grown in dry climates without irrigation, even in poor soil. The COVID-19 pandemic in 2020 led to a 3.2 percent drop in AMAATI's sales, as the seeds the company provided to farmers were not sown. Sales in 2021 strongly rebounded, however, and projections are for sales to increase from \$626,667 in 2021 to \$3.2 million by the end of the two-year project. Exports are also expected to climb from \$200,000 in 2021 to nearly \$2.4 million during the same period.



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