

PARTNER FACT SHEET



Projected Impact



Invest \$1.9 million to increase processing capacity for canned seafood while using solar power to reduce energy costs.



Increase export revenue to \$3.8 million by strengthening and creating new market linkages to more than 350 outlets by 2024.



Strengthen workforce productivity and recruit an additional 50 new staff, of which 80 percent will be young women.



SUCLA only uses fresh caught Cabo Verdean tuna and other oceanic species for its well-known brand of canned seafood. Photo credit: SUCLA

About SUCLA

SUCLA (Sociedade Ultramarina de Conservas, Lda.) is the oldest canning factory in Cabo Verde, where it has operated since 1935. Relying strictly on fresh line caught Cabo Verdean tuna and other oceanic species for its well-known brand of canned seafood, SUCLA has expanded, adapted, and modernized its facilities in the past 20 years and almost tripled the production capacity to 700 tons per year. By using local fresh-caught fish, the canned tuna from SUCLA was established as a true Cabo Verdean product, maintaining its market share over other canned brands that appeared in the local market over the years.

Co-Investment Partnership

The West Africa Trade & Investment Hub awarded SUCLA a co-investment grant of \$499,284 for an expansion of its existing canning factory. The project will create employment opportunities for the local available workforce made up of young workers who had to abandon jobs impacted by the COVID-19 pandemic, especially within the tourism sector. With an additional \$1.9 million investment to expand its reception, cooking, and cooling facilities, SUCLA intends to double its production within the next year to 1,800 tons of processed fish per year while reducing its energy costs by about 50 percent. In addition, the company will improve the quality and safety of its products by upgrading its ISO certification. SUCLA will increase export revenue to \$3.8 million by strengthening existing market linkages and creating new ones to more than 350 outlets in the United States by 2024.

Partnership Opportunities

SUCLA has over 85 years of experience in the national market, with some successful attempts toward the export markets. Though committed to maintaining its “Made in Cabo Verde” brand, the company’s access to local fresh fish caught in Cabo Verde waters has been limited due to the lack of infrastructure, such as adequate reception, cooking, and cooling facilities. Additionally, the high energy cost, which represents about 16-18 percent of its total production costs, reduces profit margins, further limiting growth. These problems have only been exacerbated by the COVID-19 pandemic. The Trade Hub co-investment grant will enable the company to retain its jobs and provide work for many young people returning to the island from the tourism-dominated islands, such as Sal and Boa Vista. It will also enable the company to significantly increase production and expand into new markets.



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