

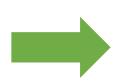
Valorizing of Biodiversity for Commercial Purpose



By: Leena Shikongo Eudafano Women's Co-operative Namibia , 7th September 2018

Background and Vision of Eudafano Women's Co-operative

 Driven by confidence and self-esteem, a group of Namibian women in the North-central regions railed with a common goal, that of harvesting and working on Marula Tree and Kalahari Melon Seeds.



1996:Named the entity as EUDAFANO, registered Eudafano Women's co-operative with 9 founding member's associations.

2017: EWC has 26 associations, 2,000 women

- The co-operative owns a factory, this is where their raw materials are further processed into oils.
- The co-operative has been a CFT supplier of Marula Oil for the Body Shop International since 2000.
- Market: Europe, USA, South Africa and locally (Namibia)



"The Vision of the Co-operative is to be the leading organization that commercializes indigenous plant resources for betterment of rural communities living condition, particularly rural women."

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Species & Supply Chain



Sclerocarya birrea & Citrillus Lanatus









Marula Kernels





Cracked Marula Nuts

Activities of the Co-operative

- It's a member service Co-operative.
- Setting up harvester groups.
- Collecting member's raw materials.
- Training (Quality control, administration)
- Pressing oils (Marula oil annually)
- Marketing of the member's products (exporting)



Benefits for the members

• Members get an income by selling their kernels and seed to the factory, that enable them to support their families, by paying some medical expenses,

buying household utilities, clothing etc.

 100% Involved in the decision making of issues concerning their co-operative.

- Receive dividends.
- Receive training.
- Market access.



OUR SUPPLY CHAIN





extract the oil.



Importance of export markets

- Our main product for export is Marula Oil for cosmetics, Melon oil, these oils are sold locally, internationally and regional.
- EWC is currently the official supplier of Marula Oil to The Body Shop International, in their CFT program.

The US Market is also our target and in the process of developing trade relationships with some smaller

companies.



Eudafano's Achievement & Benefits

- 75% increase in membership from 1432 women in 2008 to 2500 members.
- Associations have also increased from 9 founding members associations to 27 Associations and 2 collection centers.
- Marula oil production have increased from 8 tons annually to more than 12 tons to date, and this can be increased based on the demand.
- Increased income from the sales of Marula Oil and Raw materials is visible
- Export Sales for Marula Oil increased annually in 2009 to 2014.
- 80% of Marula Oil production is exported for skin care products.

Drums for Marula Oil, ready for shipping.



EWC hopes that through Bio Trade many lives of the rural communities will be uplifted for better as long as the species is conserved and thus contributes to socio-economic development.





Kalahari Melon Seeds







Thank you very much for your attention



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