



Valorizing of Biodiversity for Commercial Purpose



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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 rallied 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.**”*

Species & Supply Chain

Sclerocarya birrea & *Citrillus Lanatus*



Marula Tree

Marula Fruits

Marula Kernels



Harvester

Processing at the factory

Final product: Marula Oil





Extracting Marula Juice



Cracked Marula Nuts

Marula Kernels



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



Harvesters

- Responsible for harvesting Marula kernels and melon seeds



Factory

- Quality check and further extract the oil.



Ready for the Market

- Quantity sold based on the customer's request.

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.



Pretoria, September 2018

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.



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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.



Harvesters
collecting
Marula fruits



Kalahari Melon
Seeds



Marula Food Oil



Thank you very much for your attention



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Pretoria, September 2018