



# Ghana Tomato Value Chain - the need for better tomatoes

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June, 2015



# Summary

- Ghana tomatoes are not processed or commercialized as significantly value added products on any considerable scale.
- The basic data support the plan to build a full tomato value chain and enter the world market of processed tomato products (and fresh produce).
- Therefore a basic project plan has been developed:
- The project is a major undertaking and cannot be done by a single party and needs support from institutes, organizations and investors.
- The project is at a critical point where most of the elements are in place and where the various stake-holders need to join forces and move ahead.



# The Current Sector Challenges

- Low prices
- Price volatility
- Lack of access to financing and high interest rates
- Poor quality of tomatoes
- Inadequate storage and warehousing facilities
- Inadequate transportation facilities
- The scattered nature of the supply
- Poor quality jobs



# Project

The project contains 5 parts

- Optimization of the type of Tomato – being done (Syngenta etc)
- Optimization of tomato growth – needs more work (Univ. of Ghana etc)
- Establishment of active tomato paste facility – planned (Nurevas)
- Establishment of further value-added processing – established (Nurevas)
- Establishment of broader paste and fresh produce off-take agreements



# Technical Groups Involved

- **Government of Ghana – Ministry of Agriculture**
- **University of Ghana**
- **University of KwaZulu Natal (South Africa)**
- **Stevicksen Ltd (Envirodome UG)**
- **Syngenta**
- **Nurevas International**



# Agricultural Estates Concept

- Rural Ghana comprises thousands of small villages and settlements situated around 212 officially designated Districts
- These settlements are often left to their own devices to subsist and develop.
- By combining the resources of these villages into a larger Agricultural Estate, the economies of scale can be utilized to effectively employ the population.



- They can be provided with agricultural inputs, introduced to and taught modern agricultural technologies and farming techniques.
  
- Modern marketing services can be developed.
  
- These larger Estates can be more productive and contribute significantly to the economic upliftment of the whole district.
  
- The Estate would take the form of a
  - Specially created township, built around an integrated farming enterprise operating as a commercial entity for the benefit of the whole community.



# Step 1: Tomato Growth

- Choose the right seeds
- Ensure a more controlled and controllable growth environment
- Creation of internationally competitive farming jobs





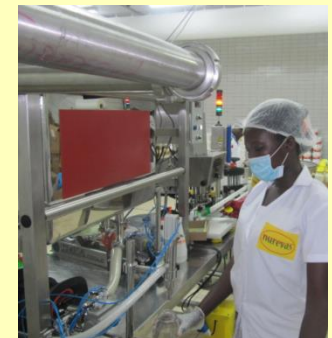


# Step 3: Value-added Processing

- Nurevas International

- Products

- Flexible Packaging







# Step 4b: Commercial Fresh Produce

- Local sales
  
  
  
  
  
  
  
  
  
  
- Export sales
  - Regional
  
  
  - Global



# Summary

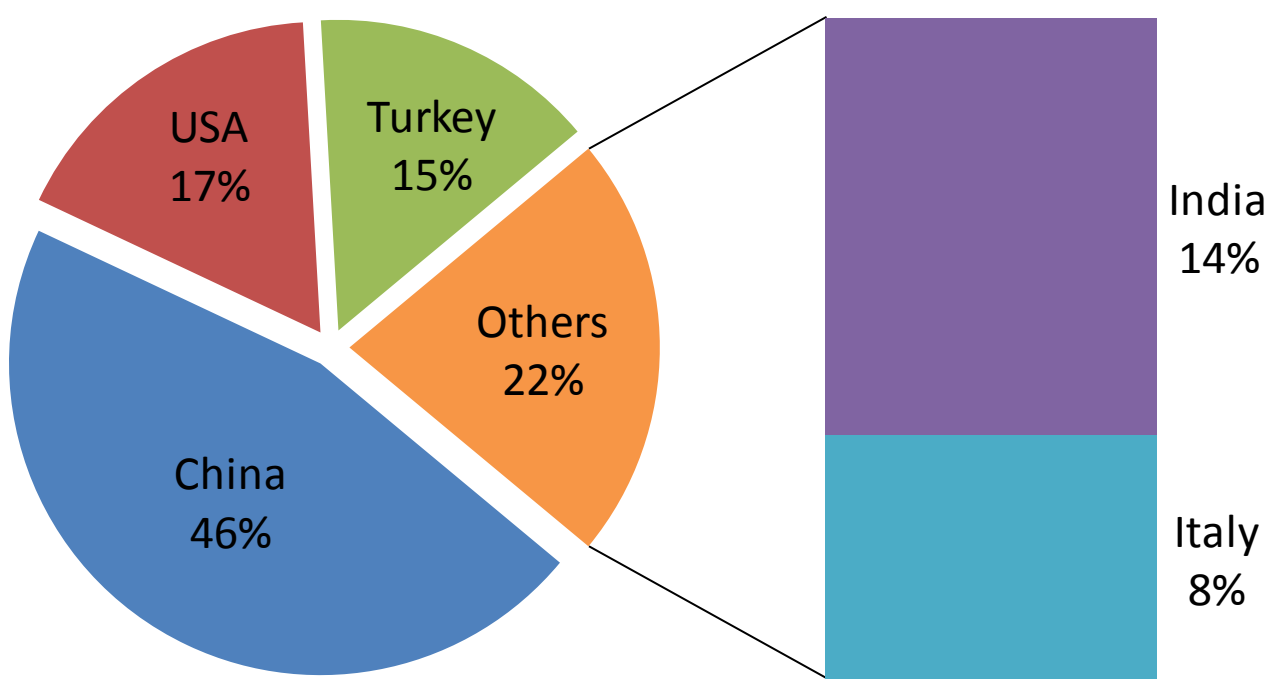
- There is considerable future value in creating an economically viable tomato value chain in Ghana
- The knowhow and technology is present
- The will is present
- The project needs official and financial support
- The future could be very exciting and uplifting



# Tomato World Market

Tons/year

China	34'000'000
USA	13'000'000
Turkey	11'000'000
India	10'000'000
Italy	6'000'000





# Background - Paste Process

- 1000 kg of tomatoes require 20m<sup>3</sup> water in the first washing step
- 1000 kg of tomatoes require 2m<sup>3</sup> water in the classification step
- Crushing/separation leads to 95% pulp and 5% solids
- Concentration up to Brix 28/30 and further concentration up to Brix 36/38
- 5 to 6 kg Tomato lead to 1 kg Brix 28/30 paste



- **For a quantity per day of 50 tons generates:**
  - 10 tons Brix 28/30 paste or 8.3 tons Brix 36/38 paste
  
- **For a production period of 60 days:**
  - 3'000 tons tomato processed
  - 600 tons of Brix 28/30 paste or 500 tons Brix 36/38
  
- **The world market price is approx. USD 1'300 per ton Brix 28/30 or approx. USD 780'000 in value.**





# Investment

- Tomato growth
- Tomato paste production
- Value-added tomato-based product production



# Facility

