

MARKET AND PRODUCTS



**BUSINESS
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ENVIRONMENTAL
PROJECTS**



**CRISIS TECHNICAL
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**EQUIPMENT FOR
SUSTAINABLE
AGRI PRACTICES**

CONTEXT

Gebana Togo is a limited liability company that markets and exports exclusively certified organic soybeans and cocoa. Based in Lomé, the company sources its products from 5,000 producers in the Plateaux and Central regions.

Gebana Togo strengthens supply chains through its work with producers: technical training and awareness-raising on organic farming, field monitoring and advice, and assistance with setting up and training groups. Combined with its high volume of activity, this makes it a major player in structuring sustainable agricultural supply chains in Tog

OBJECTIVES OF THE PROJECT

In the event of a collapse in the soybean market between mid-2024 and early 2025, Gebana plans to target the cocoa and pineapple value chains, with a focus on local processing. In 2023, Gebana Togo started small-scale chocolate production, exporting 2,000 bars to Gebana AG in Switzerland every six months. A small equipment upgrade was planned for April 2025 to improve the quality of this chocolate and enable Gebana Togo to slightly increase volumes. As Gebana Togo's experience in cocoa and chocolate processing is limited, the expertise of a consultant is sought to:

1. support in developing a viable plan for cocoa and chocolate processing for Gebana Togo ;
2. support Gebana Togo in implementing the plan if it is approved by the Gebana group.

ACTIVITIES AND RESULTS

By late 2025, significant milestones were achieved: a technical mission in September facilitated the creation of five new chocolate recipes tailored to Gebana's specifications. Furthermore, the team conducted a thorough evaluation of machinery manufacturers, obtaining and reviewing seven distinct quotes aligned with Gebana's requirements. These offers have been compiled and presented to the Advisory Board for selection, marking a decisive step toward launching domestic "bean-to-bar" production and capturing higher value locally.

PRIORITY TOPICS

Governance and
strategy



Financial
management



MIS
(digitalization)



Risk
management



**Market
and products**



ORGANIZATION GEBANA TOGO

LOCATION

Togo

STARTING DATE

July 2025

STATUS

ONGOING

TOTAL TA BUDGET

43 430€