



DFCD Project Snapshot

Securing climate-resilient supply for the strategic expansion of Promo Fruits Benin

April 2026

Name of client:	Promo Fruits Benin SARL
Website:	promofruits-benin.com
Region:	West Africa
Country:	Benin
Project duration:	1.5 years, from May 2026 to October 2027
Confirmed financing:	€350,000 (DFCD Origination Facility), co-financing: €150,000 (Promo Fruits)
Anticipated finance leveraged:	€3M (approved), with possible additional €8M (under discussion)

Who is our (prospective) client?

Promo Fruits Benin SARL (PFB) is a leading fruit processing company in Benin, specialising in pineapple, a crop for which the country is among Africa's top five producers (approximately 500,000 tons annually).

Originating out of pineapple producer cooperatives and established in 2010 to address high post-harvest losses, the company operates from Allada and has grown into one of West Africa's leading natural juice brands, exporting concentrated products to Europe and the United States.

PFB sources from nearly 5,000 smallholder farmers organised in about 20 cooperatives, representing close to 50% of Benin's pineapple producers. It provides inputs, technical support, and guaranteed market access.

The company has expanded processing capacity from 40 MT/day (2021) to 200–250 MT/day (2024), alongside a 100 MT/day mango purée facility. This growth has created over 300 stable jobs.

Future company expansion depends on securing a reliable, high-quality, and climate-resilient fruit supply, both within existing sourcing areas and in new production zones (Zou, Collines, and Plateau). The company has also begun investing in climate-resilient production approaches, including early efforts in irrigation and applied R&D to improve crop resilience and supply stability.

Why do we fund this project?

PFB's continued growth is constrained by 3 key challenges:

1. Climate vulnerability and supply instability

Fruit producers face increasing climate-related shocks, water stress, declining soil fertility, and pressure on production areas driven by urban expansion. These factors lead to reduced fruit size, lower Brix levels, and declining yields, ultimately reducing farmer incomes. For PFB, this creates supply volatility and threatens operations, particularly as it scales towards 1,000 MT/day. The aim is to scale PFB's ongoing efforts on smart irrigation systems and R&D for climate resilience.

2. Governance and institutional maturity

Rapid growth has outpaced internal systems. Strengthening governance, supervisory mechanisms, internal controls, and risk management systems is critical for scaling and attracting investment.

3. Environmental, and social compliance

Scaling requires alignment with international E&S standards, stronger safeguarding systems, and integration of gender and inclusion across the supply chain.

DFCD support will help address these constraints by strengthening supply security, governance, and E&S systems, laying the foundation for sustainable, investment-ready growth.

What is the intended funding objective?

The DFCD Origination Facility aims to de-risk PFB's expansion plan and prepare the company for future investment by **stabilizing fruit supply through the adoption of climate-resilient production practices, strengthening governance and operational systems, and aligning PFB with international environmental, social, and safeguarding standards** (IFC/FMO-aligned). This will prepare PFB for follow-on financing, and support its scale-up from 200–250 MT/day to 1,000 MT/day by 2030.

The grant will be used for undertaking

The DFCD Origination Facility, alongside company co-financing, will support three core workstreams:

1. Climate resilient supply development

- Improved pineapple and citrus planting materials and varietal validation
- Climate resilient demonstration plots and agroforestry models for sustainable pineapple production and pilot citrus trees and other trees intercropping
- Scaling of smart irrigation systems and optimisation of water use efficiency Digital traceability and land-use monitoring

→ **Expected outcomes:** Increased farmer productivity, improved fruit quality, reduced climate related losses, and a more predictable and compliant supply chain to support industrial expansion.

2. Governance and operational strengthening

- Establishment of a formal Non-Executive Board
- Strategic oversight and risk management structures
- Standardisation of SOP and internal control systems
- Succession planning and business continuity frameworks

→ **Expected outcomes:** Enhanced decision-making quality, stronger operational discipline, reduced governance and continuity risks, and improved bankability for institutional investors.

3. Environmental, Social, Safeguarding (E&S) and GESI strengthening

- Development of an Environmental & Social Management System (ESMS)
- Safeguarding and grievance mechanisms (including PSEAH)
- Health, safety and environmental management improvements
- GESI capacity building across staff and farmer groups

→ **Expected outcomes:** A robust E&S system meeting investor expectations, reduced compliance and operational risks, stronger community protection, and more inclusive and equitable economic participation.



What are the expected impacts of the company from 2027?

The project is expected to significantly strengthen climate resilience, operational performance, and investment readiness across Promo Fruits Benin's value chain. By supporting the adoption of climate-resilient production practices for pineapple among more than 5,000 smallholder farmers, the project will improve productivity, enhance soil health, and reduce exposure to climate-related risks such as water stress and declining fertility. This will result in a more stable, year-round supply of fruit to the company's processing facilities, enabling more consistent industrial operations as PFB scales its capacity.

At company level, strengthened governance structures, improved internal systems, and enhanced risk management will support more efficient and accountable decision-making. This institutional strengthening is critical for managing larger-scale operations and meeting investor expectations.

In parallel, the project will enhance environmental and social performance through the implementation of an ESMS aligned with international standards, alongside strengthened safeguarding mechanisms and increased inclusion of women and youth across the pineapple value chain.

Together, these improvements will reduce the company's overall risk profile, strengthen its credibility with financiers, and position PFB as a resilient and scalable agribusiness capable of attracting and absorbing follow-on investment.

Environmental and social rationale

The project promotes sustainable and inclusive growth by addressing key environmental and social risks while strengthening long-term resilience across the value chain. On the environmental side, it supports the adoption of climate-resilient agricultural practices, including agroforestry (trees intercropping), improved soil fertility management, and more efficient water use through enhanced drip irrigation. These measures will contribute to restoring soil health, improving productivity, and reducing vulnerability to climate variability, while promoting more responsible land use and supply chain practices.

From a social perspective, the project strengthens the economic resilience of smallholder farmers by improving productivity and securing more stable market access. It also places a strong emphasis on inclusion, with targeted efforts to increase the participation of women and youth in production, service provision, and value addition activities. In addition, enhanced safeguarding systems, grievance mechanisms, and worker protection measures will improve conditions across the supply chain and ensure that growth is both responsible and equitable.

By combining these environmental and social improvements with stronger governance and compliance systems, the project reduces operational and reputational risks while supporting a more resilient, inclusive, and sustainable business model.

About the DFCD

The Dutch Fund for Climate and Development (DFCD) is a European flagship blended-finance initiative, with a total facility size approaching half a billion euros. It mobilises private investment for climate adaptation and mitigation in developing countries, accelerating resilient, nature-positive growth. DFCD is led by FMO, the Dutch entrepreneurial development bank, with the Origination Facility delivered by SNV and WWF-NL. The Origination Facility plays a critical role in de-risking and preparing high-potential businesses, providing tailored technical assistance and structuring support that enables them to reach bankability and attract blended and commercial capital, with over €80 million mobilised to date.

Contact us

For more information and if you want to share any confidential information you may have regarding the intended project or company, please contact: dfcd@snv.org