

Global
Shea
Alliance



2022 ANNUAL REPORT

Growing the Future

ABOUT THIS REPORT

Welcome to our 2022 Annual Report

This report summarizes our activities and measures progress towards our strategic objectives.

The content of this report covers initiatives and achievements associated with our three main strategic focus areas: Sustainability, Industry Promotion and Quality for the fiscal period ending December 31, 2022.





TABLE OF CONTENT

01 | OVERVIEW

02 | SUSTAINABILITY

03 | INDUSTRY PROMOTION

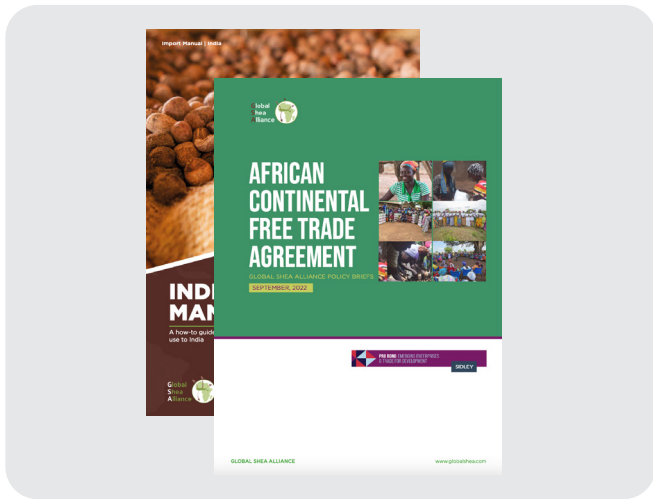
04 | QUALITY

05 | FINANCIALS

06 | GOVERNANCE

07 | SECRETARIAT

08 | MEMBERSHIP



OVERVIEW





MESSAGE FROM THE PRESIDENT

The year 2022 was one of strong wins for the Alliance although marked with significant challenges including a slow global economy, supply chain disruptions and high inflation impacting cost of living.

However, we remained intentional about our efforts in building a resilient industry. Strategically, we focused on expansion into new markets, shoring up demand for shea and its derivatives, attracting increased private and donor investment and leveraging policies to amplify trading activities in producing and destination countries.

In 2022, we invested significant resources in expanding our activities in the Asian market, with a particular focus on South Korea - a major cosmetic hub in the region. The GSA launched a PR campaign to raise awareness about shea, reaching an estimated 4.6million people.

Beyond that, we organized our first-ever Asian conference virtually and also supported 15 SMEs to participate in the CosmoProf and CI Korea trade shows in Singapore and South Korea respectively. In the coming years, we will build on our current efforts and expand engagement into other priority markets like China, India and Japan.

Complementarily, we explored new uses of shea, initiating the development of a shea cooking oil prototype. Through this, we aim to mainstream the consumption of shea oil, first across producing countries and then around the globe. Currently a consortium of three companies in Benin are finalizing the development process with an anticipated rollout to supermarkets by the end of 2023.

Another core element of our approach to resilience is strengthening the technical capacities of our members. Specifically, we developed resources including policy briefs, market analyses and export guides on regional and international regulations including the Africa Continental Free Trade Agreement (AfCFTA) and the Food Safety and Standards Authority of India (FSSAI). Additionally in 2022 the Global Shea Alliance published our first-ever *State of the Shea Industry Report*. The report is instrumental for both new industry entrants and existing actors. It highlights the new uses of shea, trade flows, market drivers and provides a detailed industry outlook.

The state of our shea parklands remains delicate. Through donor and member projects as well as the Parkland Restoration Fund, we

strived to accelerate our pace to restoration. While we made progress on our Action for Shea Parkland targets with the planting of 48,216 shea and 64,000 non-shea trees, protection of 1,205 hectares of shea parklands, setting up of 17 shea nurseries and the training of 11,745 women collectors and their communities on parkland management, it was not at the anticipated rate. We continue to encounter some challenges in moving the initiative to the next level, including funding, high cost of seedlings and general management of parkland restoration activities. The GSA is continuously engaging stakeholders to identify practical solutions to these challenges.

As the shea landscape continues to change, we recognise the need to adapt our activities and curate responsive solutions. Under the leadership of the Sustainability Working Group, we commenced a review of our Sustainability Program. That said, we recognise the efforts of our Sustainability Partners in championing industry sustainability over the last decade. This year Sustainability Partner activities reached an additional 69,268 women shea collectors and processors with capacity-building trainings and provided 54 warehouses to cooperatives in Benin, Burkina

Faso, Côte d'Ivoire, Ghana, Mali and Nigeria. Cumulatively, the successes we recorded this year keeps us on track to achieve our 2020-25 strategic targets. However, some areas require additional investment and attention for us to achieve our set goals. A detailed breakdown is provided below this message.



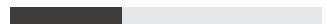
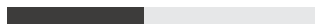
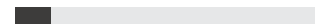
As the mandate of this current Executive Committee comes to an end in April 2023, I would like to thank my fellow committee members and the Advisory Board for their dedication over the past three years. I am confident that the new cohort of leadership will lead our Alliance to greater heights. Finally, I acknowledge and appreciate the remarkable work the Secretariat has been doing to ensure the growth of the shea industry.



SIMBALLA SYLLA

PRESIDENT, GLOBAL SHEA ALLIANCE

2021 - 2025 Strategic Plan Performance Update

	 Sustainability Program	 Industry Promotion	 Quality Program
Strategic Focus	<ul style="list-style-type: none"> Build the capacity of 250,000 shea collectors through sustainability activities Protect 2 million hectares of parklands and grow 5 million shea and non-shea trees Facilitate contributions of >\$50M toward sustainability initiatives 	<ul style="list-style-type: none"> Broaden the use of shea to 3 new markets via policy or innovation Undertake 2 policy engagements to harmonize legal frameworks across at least 3 African countries Increase processing of shea & shea derivatives in Africa above 50% 	<ul style="list-style-type: none"> Centralize 10 quality standards across producer and consumer markets Achieve 1 groundbreaking innovation to improve kernel quality Reach 250,000 shea collectors to improve kernel quality
Overall Progress	<ul style="list-style-type: none"> 116,622 women collectors and processors with improved capacity 5,065 hectares of shea parklands protected 266,598 shea and non-shea trees planted \$22,718,930 of investment facilitated 	<ul style="list-style-type: none"> Two new markets through innovation and policy achieved 2 policy engagements achieved 60% increase in processing in Africa 	<ul style="list-style-type: none"> No achievement recorded No achievement recorded 129,131 women collectors and processors with improved capacity
Progress Notes	<ul style="list-style-type: none"> Through multiple activities, the GSA has achieved 46% of its 5-year target GSA members are increasingly undertaking tree planting and growing activities to restore shea parklands 	<ul style="list-style-type: none"> The GSA is developing new markets, through the shea cooking oil and broadening access to the Indian food market through the new FSSAI regulation We produced briefs and market analyses on AfCFTA Additional factories are coming up in Nigeria and Côte d'Ivoire and expected to increase the value addition in West Africa 	<ul style="list-style-type: none"> Not started Not started This was achieved through a combination of GSA-led and member-led activities
Status			

GSA Program Model

The GSA implements three key initiatives to achieve its mission and strategic goals.



Sustainability Program

- Implementation of multi-stakeholder guidelines and work streams
- Community development projects including warehouse construction, business development trainings, health and safety initiatives, parkland management, improved planting materials and conservation pilot projects



Industry Promotion

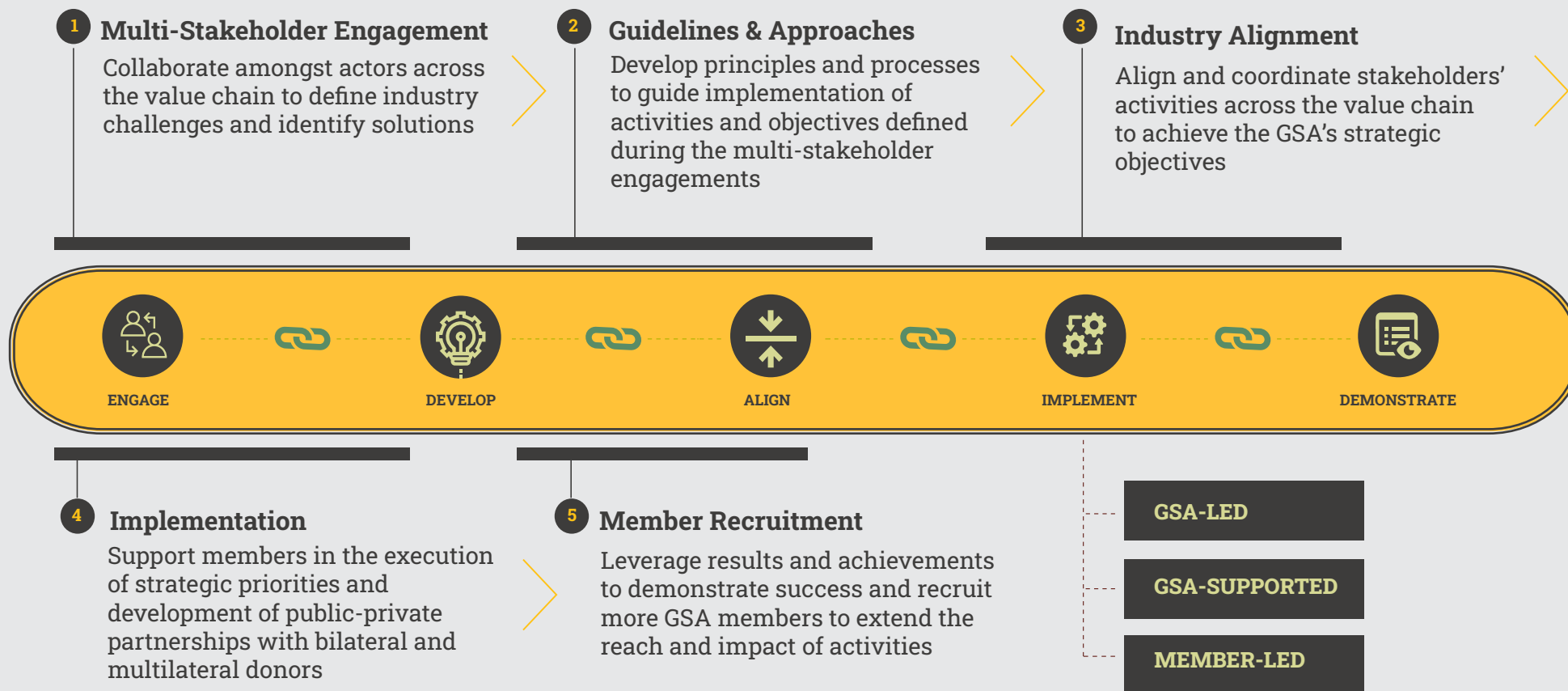
- Annual conferences and exhibitions in Africa, EU, the U.S. and Asia
- Technical assistance and market linkages
- Consumer and industry marketing
- Research on shea benefits in food and cosmetics
- International policy analysis and advocacy
- National Association support



Quality Standards

- Development and implementation of quality standards and best practices
- Quality trainings for shea products

Project Implementation Framework



SUSTAINABLE SHEA INITIATIVE, SSI

TIMELINE: 2016 – 2024 | COUNTRIES: BENIN, BURKINA FASO, CÔTE D’IVOIRE, GHANA, MALI, NIGERIA AND TOGO



SUSTAINABILITY PROGRAM

KPIs: 334 warehouses donated, 258,020 women trained, 533,000 shea trees planted

INDUSTRY PROMOTION

KPIs: USD360 million exports facilitated, 4,500 technical assistance provided

QUALITY

KPIs: Quality trainings



SUPPORTING THE INCLUSIVE COMMERCIAL DEVELOPMENT OF THE SHEA VALUE CHAIN, PRADCIFK

TIMELINE: 2019 - 2022 | COUNTRIES: BENIN, BURKINA FASO, MALI, AND TOGO

KPIs: 50 warehouses donated, 30,660 women trained

KPIs: 28,880MT exports facilitated, 2,180 SMEs supported

KPIs: Quality trainings



IMPROVING WOMEN SHEA COLLECTORS’ CAPACITY IN GHANA

TIMELINE: 2020 - 2022 | COUNTRIES: GHANA

KPIs: 10 warehouses donated, 30,000 women trained, 375 jobs created

KPIs: 30,000 women trained in quality



SHEA BUSINESS EMPOWERMENT PROGRAMME, SBEP

TIMELINE: 2021 – 2025 | COUNTRIES: GHANA

KPIs: 90,000 decent and fulfilling jobs created, integration of technology in trade, provision of tricycle and warehousing services

KPIs: 150 SMEs trained, access to finance facilitated, digitalisation and traceability

GHANA SHEA LANDSCAPE EMISSION REDUCTIONS PROJECT, GSLERP

TIMELINE: 2021 - 2028 | COUNTRIES: GHANA



SUSTAINABILITY PROGRAM

INDUSTRY PROMOTION

QUALITY

KPIs: 100,000 ha of shea parklands restored, 1,750,000 million shea trees and 400,000 native trees planted



DEVELOPING A RESILIENT SHEA AGROFORESTRY FARM MODEL

TIMELINE: 2021 – 2022 | COUNTRIES: NIGERIA

KPIs: Two model farms established, 1,500 farmers trained



TOWARDS CLIMATE RESILIENT SHEA COMMUNITIES

TIMELINE: 2023 – 2025 | TOGO AND BURKINA FASO

KPIs: 7,500 women trained, community parkland by-laws instituted, increased income from apiculture



13,130MT
of shea kernels traded
by cooperatives



94
episodes of radio
program broadcasted

Photo credit: Lorna Young Foundation



17
nurseries
established

SUSTAINABILITY



54
warehouses
donated



69,268
women reached with
business development
services



1,205
hectares of shea
parklands protected

In 2022, we expanded on our Public Private Partnership model by securing a \$5.7 million investment from a strategic partnership with the Mastercard Foundation. Additionally, sustainability investments across shea supply chains in West Africa grew by \$6.6 million. This was particularly important in a year impacted by a global economic slowdown and rising cost of living. A key objective of intervention programs was supporting continuous trading activities with the goal of limiting livelihood interruptions. Collectively, trading activities from warehouses resulted in \$4,185,179 in revenue for women collectors and processors. To further strengthen the economic resilience of women shea collectors and processors, we introduced a wide array of other income-generating opportunities yielding \$1,712,607 additional income.

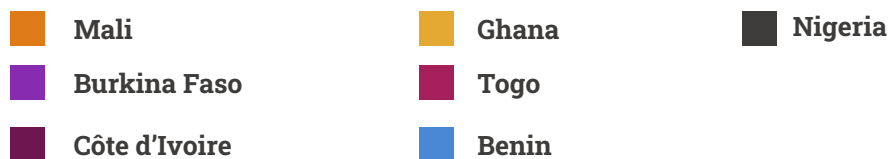
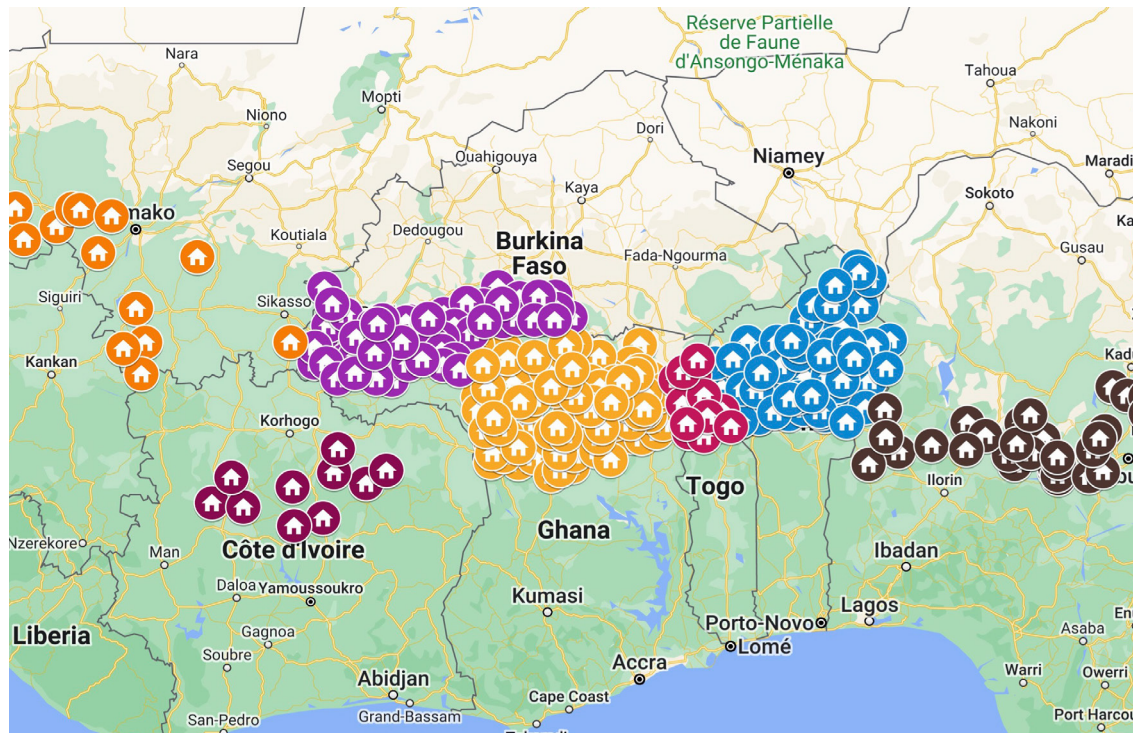
On the other hand, we continued to identify opportunities to improve the Sustainability Program and enhance its responsiveness to new industry challenges. Specifically, we developed seven manuals and best practice documents on collection and processing practices, cooperative financing, conservation and regeneration, aggregation and development of an agroforestry farm model. We have also initiated a broader review of the Program.

Beyond industry activities, we leveraged global platforms to drive awareness about the Sustainability Program. This year, in light of our efforts on protecting shea parklands, the GSA was accepted as a Supporting Member of the UN Decade of Restoration.





Warehouses for Women Shea Kernel Collectors



In 2022, public private partnerships between Sustainability Partners and key Donors (USAID and the Enhanced Integrated Framework) provided 50 newly constructed and 4 renovated warehouses and processing centers to women shea collectors in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali and Nigeria. Similarly, 7 warehouses were rented for use by cooperatives in Ghana under the *Shea Business Empowerment Project*. The warehouse model was set on the premise that when complemented with specific capacity-building trainings, women collectors and processors can optimize their operations, improve quality and as a result increase their collective income. The model continues to be a reliable mechanism that supports direct trade between shea cooperatives and commercial offtakers. This year, 12,862MT was traded by 303 cooperatives across producing countries.

“My women are happy because we now have a warehouse for us to do our shea business and gather our kernels together without spoilage. We have also registered us with Ministry of Commerce so we can sell as a group and become more powerful business women. We now feel very motivated to source more kernels because we know we have an aggregation and storage facility. We are now also better organised and therefore have a ready market to offtake from us.”

- Amina Aliyu
Ndeji Community, Niger State, Nigeria.



Business Development Services



Based on our 2020-25 strategic goals, the GSA has an industry target of building the capacity of 250,000 shea collectors and processors. The provision of business development services is one avenue through which we achieve this

goal. Business services comprise trainings on cooperative development, kernel aggregation and business development that enable women to formalize and operate as small businesses. While this has largely been successful, the GSA has over time noticed some gaps in cooperative operations including decreased member engagement, challenges in engaging private sector partners and lack of access to finance.

Consequently, the GSA in the past two years has fine-tuned its strategy to include multi-year support for cooperatives and establish connections with service providers to bolster their operations through tailored services. The overarching objective is to ensure the self-reliance of the cooperatives in the longer term and as such we have introduced easily-adoptable income-generating activities. In Ghana and Nigeria, cooperatives were supported to undertake dry season farming of cucumber, okro, pepper and tomatoes. Further, cooperatives in Ghana were also introduced to soap production and beekeeping and provided the necessary equipment to facilitate the new activities. In Benin, existing cooperatives received refresher trainings and technical support in private sector relations. Overall 69,268 new women collectors and processors were reached through sustainability initiatives.



Spotlight: Renewing Generational Interest in Shea

A baseline study conducted by the GSA in Ghana in 2022 showed that 51% of women shea collectors in four regions in northern Ghana are above 35 years. The aging population of shea collectors is attributable to multiple factors including an antiquated practice in rural areas where people still view shea more as a side activity than as a profitable business, the tediousness of the work and better income opportunities. Due to these reasons, young people are more likely to migrate to urban areas as opposed to staying in their communities as value chain actors.

The GSA is actively engaging younger women across sustainability projects by driving more awareness of the industry, encouraging them to take leadership positions in the cooperatives and also the introduction of technology that makes collecting and processing easier. Through the *Shea Business Empowerment Project*, the GSA is collaborating with the University of Development Studies in Tamale under the school's *Third Trimester Field Practical Program* to deploy BSc Agribusiness students to shea-producing communities each year for the next three years. The goal of this initiative is to provide industry insight to the students and stir their interest in shea as a potential agribusiness.

From June to August 2022, which aligns with the shea season in Ghana, 50 third-year students were each assigned to a cooperative. The students supported the cooperatives in aggregation, proper record keeping, organization of frequent meetings to build group cohesion and the development of business plans to transform their cooperatives into small businesses.

“I helped the co-operative keep track of their costs to produce the shea butter so they could be sure they made a profit”

Job Polycamp,
UDS

Spotlight: Building Capacity through Radio Programs

The GSA employs radio as an important tool to educate women shea collectors and processors, sensitize communities and disseminate information on cross-cutting topics including shea activities, parkland management and general farming best practices. This is an effective way of communication because most rural households own a portable rechargeable radio, accessibility of internet is not required and programs can be strategically scheduled to align the availability of the targeted audience.

With funding from the Dutch government, a consortium including four GSA members and Solidaridad uses Farmers' Voice Radio's participatory approach and methodology to produce radio programs covering various topics including collection of fruits to storage of kernels, global and local markets for shea, setting up of nurseries, establishing woodlots for firewood and sensitization on the effects of tree cutting. A total of 94 episodes were broadcasted through two local radio stations, reaching an estimated 400,000 people. Each episode also included an update on shea market price. An interactive voice response feedback system allowed the audience to call a toll-free number and leave questions on topics discussed for clarifications on subsequent episodes.

We also leveraged radio campaigns to generate awareness about the shea season. In 2022, we rolled out radio programs in Benin and Ghana to encourage the collection of shea fruits and provide insight to women collectors on the increasing demand. Jingles were produced in 11 local languages and played twice daily. Overall, an estimated 100,000 people were reached.



Pilot Projects to Improve Health and Safety of Women Collectors



The steps involved in the collection and processing of shea is arduous and time-consuming. A 2020 study by GSA and FAO showed that women shea collectors spend about 15 man-days in collection and another 10 man-days in post-collection activities. The laboriousness of the process coupled with continuous exposure to harsh weather conditions, scorpion stings, snake bites, direct heat from fire during parboiling can negatively impact the health of women collectors and processors.

In another vein, the 2022 *State of the Shea Industry Report* shows that an average of 50% of shea fruits in producing countries remain uncollected each year mainly due to logistical limitation. Women are unable to optimally collect without compromising their health and safety. An intervention introduced to overhaul this limitation is access to tricycles.

This year, the GSA in partnership with the Mastercard Foundation provided 100 tricycles to cooperatives in Ghana. While the use of

tricycles improves production efficiencies and facilitates optimum supply, the high cost associated limits its adoption across cooperatives.

“I could not carry the shea fruits myself and also I did not have access to ready means of transport. Therefore, most of my shea fruits were left on the farm to rot. The tricycle helped me collect more bags because the challenge of transportation was resolved by the provision of the tricycle”

- Issah Fati,

Vieri Women Cooperative, Ghana

Sustainability Partners continued to leverage practical trainings to sensitize women collectors and processors on safe ways to undertake their shea activities. To facilitate this, the Sustainability Working Group produced a best practice manual that showcases other methods of collection, processing and drying that can be more advantageous to the women. In 2022, 26,286 women in Burkina Faso, Ghana, Nigeria and Togo received health and safety training. 19,379 items of protective gear including first aid kits, gloves and boots as well as torchlights and shea rollers were also donated to cooperatives by Sustainability Partners.



Parkland Management Trainings



Back in 2020, the GSA launched the Action for Shea Parklands initiative to address the issue of shea parkland degradation. Sustainability Program activities including tree planting, community sensitizations and trainings, as well as collaboration with public authorities and private sector were amplified to drive awareness and encourage action to protect the existing stock of trees and improve the overall health of shea parklands. Across all sustainability projects including initiatives funded through the Parkland Restoration Fund, 11,745 women collectors were trained on parkland management topics including management and grafting of seedlings and bushfire prevention. In addition, 182,103 shea and 52,081 native seedlings were raised. Similarly, 48,216 new shea trees were planted and 17 nurseries have been set up.

Two years into implementation, we continue to navigate certain challenges that are constraining our ability to achieve our set Action for Shea Parkland goals of planting and growing 10 million trees and protecting 4 million hectares of shea parklands. Specifically, we are contending with limited funding options, high cost of seedlings and slow implementation of national parkland policies. However, we are addressing these roadblocks by increasing our engagement with donor and coalition partners such as the It.org and the Global Resilience Partnership and participating in international events including the COP15 on biodiversity and COP27 on climate change as well as establishing strategic partnerships with government institutions with similar objectives.

Further we continued to expand our library of resources to make available best practices that members can adopt within their respective supply chains. Specifically, in partnership with a GSA Sustainability Partner we published a shea parkland management insight [document](#), which summarizes lessons learnt from different parkland projects across the region and highlights trade-offs to guide future activities. These include challenges in practices such as farmer-managed natural regeneration, nursery development, grafting and direct seeding, the complexities of land tenure systems and its implications on afforestation projects.



Research and Development of Improved Planting Materials

In 2022, the GSA wrapped up the shea agroforestry farm model piloted in Nigeria. The activities included food crop production, apiculture, trees on farm and organic fertilizer production. Once the activities were completed, we conducted an environmental impact evaluation. The objective of this evaluation was to determine the impact of the model on soil fertility, water content, organic carbon content, carbon sink and water analysis. Generally, there was an improvement of the nitrogen content of the soil while the addition of organic matter also reduced the acidity of the soil. The GSA also produced a [manual](#) to facilitate the replication of the farm model.

A GSA member conducted a study to determine the impact and duration of dryness for shea fruits on shea germination. The study which was conducted in Tamale sourced seeds across northern Ghana. The study revealed that for better germination performance and seedling vigor, shea seeds subjected to less drying days (2 days) have a higher germination percentage.



Conservation Pilot Projects

The introduction of cookstoves to shea communities remains a popular conservation practice by Sustainability Partners. During the year, 1,541 women collectors and processors were trained on the construction and use of improved cookstoves. Given that the materials for the cookstoves are locally sourced with little to minimum economic cost, women collectors are able to build more for their households after the trainings. 5,623 cookstoves were also donated to cooperatives in Burkina Faso and Ghana. Further, a GSA member also introduced an improved kiln technology for the burning of charcoal. While charcoal production involves the cutting down of trees which in itself is not an acceptable practice, the use of the improved kiln reduces significantly the amount of wood needed to produce the charcoal.





996
technical
assistance



1,212
market linkages

INDUSTRY PROMOTION



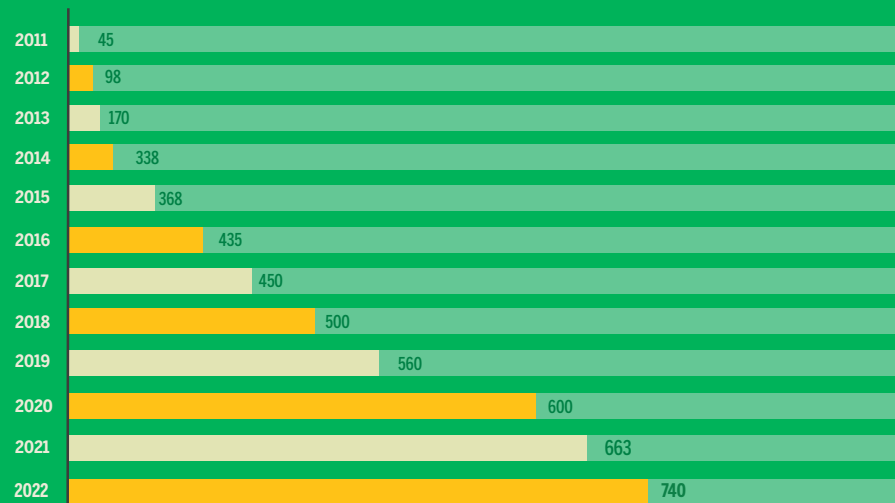
100
B2B meetings set up



77
new members



453
conference
participants



GSA Membership Growth

The shea industry has continued to grow substantially over the years. In 2022, annual exports of shea and shea derivatives from producing countries grew to \$75,154,512 - a 1.4% increase from the previous year.

A significant part of this growth is fueled by industry's concerted efforts to promote and position shea as a high-value food and cosmetic ingredient through a variety of GSA-led and member-led strategies including product innovation, policy engagements, conferences and events and capacity building initiatives. To accelerate our efforts, in 2022, we raised the profile of shea by participating at major global events like the UN Biodiversity Conference (COP15) and the UN Climate Change Conference (COP27), expanded our activities into Asia and supported the co-development of new innovative products like shea cooking oil.

Leveraging New Regulations for Competitive Advantage

In 2022, we amplified our policy engagement in response to various policies and regulations being rolled out in both producing and destination countries. Recognizing how policies and regulations can potentially shape the market environment and economic performance of the shea sector, we centered our efforts on building our members' business responsiveness to the shifting regulatory landscape through informative webinars, production of policy briefs and manuals.

In Africa, following our assessment of the impact of the Africa Continental Free Trade Agreements (AfCFTA) on the sector, we produced nine [policy briefs](#) that simplify and provide direction on how shea stakeholders can leverage AfCFTA. In addition, we facilitated a webinar reaching 50 members to disseminate the briefs and offer practical advice related to the application of AfCFTA.

In Asia, we evaluated the market opportunities stemming from the 2021 amendments by the Food Safety and Standards Authority of India (FSSAI) that recognizes shea butter as an edible fat and permits its use in the formulation of food products. While the amendment signifies positive prospects, the potential of shea in the Indian market is inherently limited due to high duties and tariffs as well as restriction in its use as a Cocoa Butter Equivalent (CBE). Barring these limitations, we anticipate that the economic effects of the regulation could surpass USD 5.7 million annually in additional income for producing communities. As a follow up to the analysis, we published a [guide](#) on exporting shea and its derivatives in India.

In Europe, we reviewed the requirements of the German Supply Chain Due Diligence Act and developed the capacity of our members, specifically, SMEs to integrate the processes and grievance mechanisms that adhere to environmental and human rights standards of the Act within their supply chains. We partnered with the Delegation of German Industry and Commerce in Ghana (AHK) to train SMEs and cooperatives to understand the new German law.



Promoting Shea in Asia

In 2020, the GSA conducted research on identifying new markets for shea. Asian countries, China, Japan and South Korea, were identified as high-potential export markets based on factors including low tariffs on shea products, high import of shea and shea substitutes, high exports of products with shea as an ingredient and large urban populations.

Building on the insights from the market assessment, GSA deployed key market-entry strategies including the engagement of a public relations agency in South Korea to create awareness about shea amongst businesses and consumers through digital media reaching an estimated 4.6 million people. To complement the marketing campaign, GSA supported 15 SMEs to participate in the Korea International Cosmetic Ingredient and Technology Exhibition (CI Korea) and the CosmoProf trade show in Singapore.



Spotlight: Shea Oil on the Shelves

The launch of new and innovative products is a key element of our global promotional strategy. In 2022, GSA furthered its efforts on developing, marketing and establishing shea as a mainstream cooking oil similar to palm, peanut and soya.

Specifically, the GSA disseminated the results of a 2021 study commissioned on the production of shea oil for food consumption. The study, which is accessible on the [sheamarket platform](#), focused on identifying easy-to-use technology that can be adopted by local SMEs to produce quality and edible shea oil. The results of the study were disseminated through a webinar and practical training delivered to SMEs at the 2022 shea conference.

Additionally, we produced quality manuals which explain the quality requirements and registration process for shea oil in eight countries.

As next steps, the GSA in collaboration with the Enhanced Integrated Framework, supported the establishment of a consortium of three members to pilot the production of shea cooking oil in Benin. The final product of the pilot program is expected to hit the African food market by the end of 2023.

We are expecting the shea oil to bring more value to our business while opening new market opportunities for us in the region.

Gilles Adamon,
Consortium Partner

Promoting and Supporting SMEs

In 2022, the GSA undertook a broad range of initiatives aimed at boosting the growth of SMEs. A key focus of our engagement was to support the expansion of SME activities into new markets and regions through tradeshows. Through partnerships with Enhanced Integrated Framework and Projet Equité, over 70 SMEs had the opportunity to participate at expositions in Germany, Singapore, South Korea and Togo leveraging technical assistance received from the GSA. The tradeshows present an opportunity to underline the benefits of shea and establish it as a global ingredient. For SMEs, trade shows allow them to establish new business contacts, build institutional knowledge on consumer preference, packaging and marketing strategies to guide their expansion into these new markets.



In collaboration with the World Bank under their *Women Entrepreneurs Finance Initiative* project, the GSA provided capacity-building trainings to 20 SMEs from Burkina Faso, Mali and Mauritania. The trainings focused on marketing and branding, prospecting and market research techniques, and buyer quality requirements. Additionally, we organized a knowledge exchange trip to enable beneficiaries to learn from one another. Overall the engagement resulted in 52 market linkages with regional and international buyers.



SMEs account for 43% of the GSA members and are a vital stakeholder in the value chain. However, they continue to face challenges including lack of access to formal capital. GSA continues to explore new opportunities to bridge the financing gap. In 2022, the GSA organized an Access to Finance forum for 76 SMEs in Ghana. The forum brought together banks and other financial institutions to coach SMEs on business financing and acquaint them with available financial products and solutions. The GSA is currently in discussion with different finance institutions to provide prefinancing for cooperatives under the *Shea Business Empowerment Project*.



Lastly, we leveraged the Shea 2022 Conference to provide capacity building support for SMEs on topics including sustainable business practices, shea oil production, tax planning, bookkeeping and social media marketing.



Advancing Industry through Conferences

In June 2022, the GSA held our first conference post the COVID-19 pandemic. The event was organized in a hybrid format reaching 453 in-person and virtual attendees from Africa, North America and Europe. The conference, themed Growing the Future: Strengthening Resilience and Restoration and was launched by the U.S. Ambassador to Togo, Her Excellency Elizabeth Fitzsimmons. Industry stakeholders came together to discuss important interventions needed to ensure the sustainability of the shea industry. At the conference about 100 business connections were established through the Business-to-Business forum.

As a follow up to the Asia-targeted promotional campaign, the GSA hosted its first-ever conference in Asia, held virtually. Also, we leveraged our participation at CosmoProf to hold a second Asia conference. Further GSA participated at national level conferences organized in Nigeria and Benin and contributed to country-level discussions on addressing industry risks and expanding capacity.

On the sidelines of the Food Ingredients Europe, we also organized a roundtable to promote the *State of the Shea Industry Report* that was published earlier in 2022. Further, the GSA

participated at three international conferences: Conference of Parties (COP15) by the United Nations Convention to Combat Desertification (UNCCD), the COP27 by the United Nations Framework Convention on Climate Change (UNFCCC), the 66th Commission on Status on Women and the Global Green Growth Week. At each of these conferences, the GSA engaged with stakeholders and presented the activities of the Alliance, explored donor funding interests and

sought partnerships for industry development.

Finally, we participated at the 2022 edition of the Food Ingredients Europe in Paris, the largest food ingredient event in Europe. The event which draws more than 1,200 exhibitors from across the globe was a good platform to interact with ingredient suppliers, identify prospective members and deliver the value proposition of shea and the Alliance.





78,206
women trained on
quality kernel and
butter processing

QUALITY





Our investment in the expansion of shea into new markets and uses was complemented with similar focus on the quality production of kernels and butter which impacts downstream extraction activities including the production of olein, stearin and all other shea-based derivatives.

In the second year of the *Improving Women Shea Collectors' Capacity in Ghana* project funded by GIZ, 16,000 women collectors from 25 cooperatives received quality kernel processing trainings in preparation for the 2022 shea season. 1,900 posters designed to reinforce the quality production process, were distributed to 25 cooperatives and pasted at vantage points in the communities. Furthermore, through member-led initiatives and GSA sustainability projects *SSI* and *PRADCIFK*, additional 61,875

beneficiaries were engaged through quality training programs.

Due to the relatively small size of the shea industry in Guinea, the sector has not attracted private sector investment and donor interventions essential to scale its potential. To address some of these constraints and facilitate the sector's development, the GSA in 2022, collaborated with the International Trade Centre to provide capacity-building on shea butter production to three Guinean cooperatives, reaching 331 women processors. In addition, educational resources including a quality shea butter production video was disseminated to the cooperatives.

“During the practical demonstration of shea butter production, we made sure to respect all the recommended steps. For example, we washed the kernels two times to ensure they are clean. However, we must admit that in the past, we sometimes did not wash the kernels several times. Similarly, we sometimes did not sort them carefully to separate the bad kernels from the good ones. Now that we are more aware of the importance of quality products in securing a good market, we will extend this knowledge to all our cooperative members”.

- Fanta Berete,
COPRAKAM, Mali



Financials



REVENUE

2020

\$1,985,419

2021

\$3,706,455

2022

\$4,890,812



EXPENSES

2020

\$2,080,467

2021

\$3,421,273

2022

\$4,901,243



ACCUMULATED FUNDS

2020

\$142,521

2021

\$427,703

2022

\$417,272

Financial statement for 2021 has been restated as a result of first-time adoption of International Public Standards Accounting Standards (IPSAS)

Independent Auditor's Report

To the members of the Global Shea Alliance

We communicate with the Executive Committee regarding , among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Executive Committee with a statement that we have compiled with relevant ethical requirements regarding independence and have communicated with them all relationships and other matters that may reasonably be thought to bear on our independence and where applicable, actions taken to eliminate threats or safeguards applied.

INDEPENDENT AUDITOR'S REPORT TO THE EXECUTIVE COMMITTEE OF GLOBAL SHEA ALLIANCE

REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

Our opinion

In our opinion, the accompanying financial statements give a true and fair view of the financial position of Global Shea Alliance (the "Organisation") as at 31 December 2022, and of its financial performance and its cash flows for the year then ended in accordance with International Public Sector Accounting Standards (IPSAS) and in the manner required by the Companies Act, 2019 (Act 992).

What we have audited

We have audited the financial statements of Global Shea Alliance for the year ended 31 December 2022.

The financial statements comprise:

- statement of financial position as at 31 December 2022;
- statement of financial performance for the year then ended;
- statement of changes in net assets for the year then ended;
- statement of cash flows for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Organisation in accordance with the International Code of Ethics for Professional Accountants (including International Independence Standards) (the Code) issued by the International Ethics Standards Board for Accountants and the independence requirements of section 143 of the Companies Act, 2019 (Act 992) that are relevant to our audit of the financial statements. We have fulfilled our other ethical responsibilities in accordance with the Code.

INDEPENDENT AUDITOR'S REPORT TO THE EXECUTIVE COMMITTEE OF GLOBAL SHEA ALLIANCE

Auditor's responsibilities for the audit of the financial statements (continued)

- Conclude on the appropriateness of the Executive Committee's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organisation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organisation to cease to continue as a going concern; and
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Executive Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Executive Committee with a statement that we have complied with relevant ethical requirements regarding independence, and have communicated with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

The Companies Act, 2019 (Act 992) requires that in carrying out our audit we consider and report on the following matters. We confirm that:

- i) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
- ii) in our opinion proper books of account have been kept by the organisation, so far as appears from our examination of those books; and
- iii) the organisation's statement of financial position and organisation's statement of financial performance are in agreement with the books of account.

The engagement partner on the audit resulting in this independent auditor's report is Maxwell A. Darkwa (ICAG/P/1143).

Maxwell A. Darkwa
 PricewaterhouseCoopers (ICAG/2023/028)
 Chartered Accountants
 Accra, Ghana
 26 April 2023



Thank You!

The entire membership and Secretariat of the GSA express our appreciation to the 2020 – 2023 Executive Committee members for your leadership and valuable contribution to the Alliance. Under your leadership, the Alliance navigated the global disruption brought on by the COVID-19 pandemic, secured about \$19 million in new funding, developed a 5-year strategic plan, launched activities in Asia and produced our first-ever *State of the Shea Industry Report*. We are grateful for your immense service in advancing the mission of the GSA and wish you the best in your future endeavors.

Advisory Board



Executive Committee Members



Simballa Sylla
President
Mali Representative, CEO- MaliShi



Eugenia Akuete
Vice - President
Ghana Representative
Managing Director, Mother's Shea Ltd Ghana



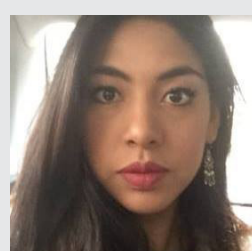
Jean-Arnaud Janvier
Vice - President
Suppliers Representative
Africa Supply Chain Manager, Bunge Loders Croklaan



Philippe Garidou
Suppliers Representative
Commercial Director, OLVEA Vegetable Oils



Justine Humbert
Brands and Retailers Representative
Biodiversity & Sustainable Ingredients, Laboratories M&L



Paola Nogales
Brands and Retailers Representative
Raw Material Responsible Sourcing Manager, Ferrero Group



Tom Skirrow
Non-Profits Representative
CEO, Tree Aid



Elisabeth Tchalla
Togo Representative
CEO, Société Togolaise de Karité



Mamatou Djaffo
Women's Groups Representative
President, Fédération Nationale des Productrices d'Amandes et de Beurre de Karité du Bénin (FNPB)



Antoinette Ouedrago
Burkina Faso Representative
Coordinator of Shea Network, ONG Buayaba



Jibril Bokani
Nigeria Representative
Managing Director, Sokaiko Sheabutter and Agro Processing Company Limited

Secretariat



Aaron Adu
Managing Director



Olawunmi Osholake
Deputy Managing Director



Marie Veyrier
Development Director



Doris Anum-Dorhuso
Finance Director



Frank Gyabaah
Finance Manager



Nestor Dehoudjji
Regional Office Manager



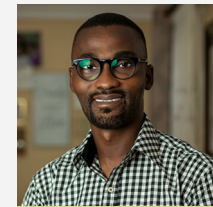
Prince Nunoo
Members Project Manager



Cecilia Shardey
Programs Manager



Cornelius Kakrabah
Business Development
Manager



Edwin Zuta
Partnership Manager



Cindy Laird
Communications Manager



Maurice Nkrumah
Monitoring and Evaluation
Manager



Kingsley Mensah
Accounts Manager



Miaakyi
Procurement &
Administration Manager



Vera Akoto-Adjepong
Project Coordinator



Kwabena Asare-Kena
Membership Coordinator



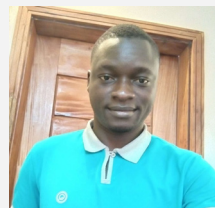
Edward Osei Bonsu
Monitoring and Evaluation
Coordinator



Felix Adisa
Regional Officer



Emefa Ababio
Communications Officer



Sedjro Joël Agossa
Regional Office Membership
Coordinator



Ebenezer Amponsah
Membership Officer



Razak Abdul Mahama
Field Officer



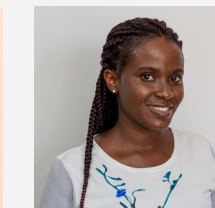
Felix Oppong
Field Officer



Samuel Owiredu
Driver



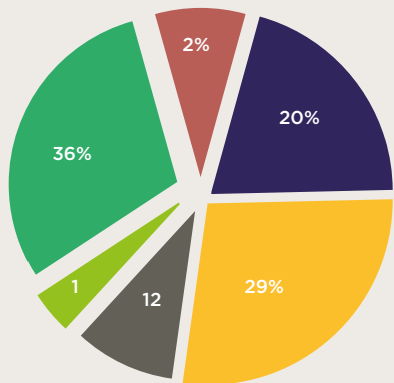
Iddrisu Sulley
Driver



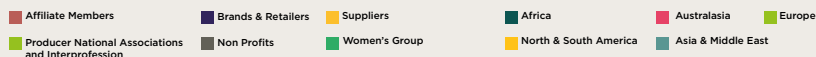
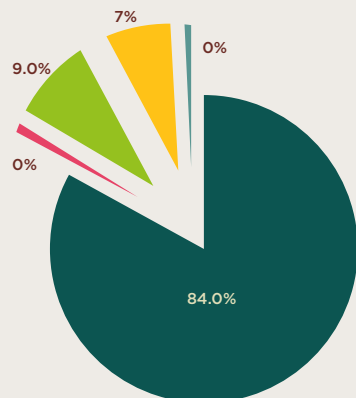
Alberta Owusu-Ansah
Office Assistant

Membership

Membership Categories



Geographical Distribution of GSA Members



AFRICA

AFFILIATES

- Afrigateway Limited (Ghana)
- Agribusiness Consult Ltd (Ghana)
- Aquapro Agro Industry (Nigeria)
- Berkton Services (Ghana)
- CookClean Ghana Limited (Ghana)
- Eco Restore (Ghana)
- Envirofit Ghana (Ghana)
- Nigeria Incentive-Based Risk Sharing Systems for Agricultural Lending (Nigeria)
- Norfund (Ghana)
- Physiocrate (Mali)
- Sahel Capital Agribusiness Managers Ltd (Nigeria)
- Swiftly Global (Ghana)

- FlocareBeauty (Afcallo Ventures) (Ghana)
- Global Mamas (Ghana)
- Golden Oil Naturals (Ghana)
- Goshen-Lechem Ventures (Ghana)
- Gracerabel Global Cosmetics Ltd (Nigeria)
- Guru Nanak Oil Mills (U) Ltd (Uganda)
- Haprian Company Limited (Ghana)
- Hayloft Ltd (Nigeria)
- Homemade Shea Butter Ltd (Ghana)
- House of Prempeh (Ghana)
- Inner Beautee (Nigeria)
- Just Shea Butter (PTY) Ltd (South Africa)
- Kaara Organics (Ghana)
- Karethic (Bénin)
- Kari-Kari de la Société Soleil et Pinguin SARL (Togo)
- Karismetique (Mali)
- Ken Fehling Partners Ltd (Uganda)
- Kocos Cosmetique (Mali)
- Laam Shea Product (Ghana)
- Laboratoire Odiss Cosmetique (Burkina Faso)
- LaSeva Natura Shea (Nigeria)
- Luv from Ghana Ltd (Ghana)
- Mansuki Ghana Ltd (Ghana)
- Marche Exclusive Ventures (Ghana)
- Misty Scents (Nigeria)
- Modara Natural Skincare (Nigeria)
- Mybodytree (Ghana)
- Nadab Beauty Killink (Ghana)
- Nandomnorth Limited (Ghana)
- Natura Sarl (Bénin)

BRANDS AND RETAILERS

- A. Ibra Shea (Ghana)
- Act Natural (Ghana)
- Ad Charis (Ghana)
- Adunni Ori Ltd (Nigeria)
- Ayes Essentielle (Côte d'Ivoire)
- Ayofa Essentials (Ghana)
- B-Univers Cosmétiques (Togo)
- Bola Ventures (Nigeria)
- Caaaline Karitesthetique (Côte d'Ivoire)
- Diamante Luxury International (South Africa)
- Ele Agbe Co. Ltd (Ghana)
- Esam Royal (Ghana)
- Etablissement STE (Côte d'Ivoire)
- Eya Naturals (Ghana)

AFRICA

Natural Luxuries(Ghana)
 Natural Treats Luxuries Industries (Ghana)
 Naturally Beauty Cosmetics (Bénin)
 Nature Marché (Togo)
 Naya Naturals (Ghana)
 Nguvu Global Limited (Ghana)
 Nubian Roots (Nigeria)
 Original Karite Guinea Cosmetics (Guinea)
 Osha Naturals (Bostswana)
 Pelere Group (Uganda)
 POK Floral Paradise (Ghana)
 Purejoie Oaks Skincare (Nigeria)
 Pyma Star Ltd (Ghana)
 R and R Luxury Ltd (Ghana)
 Recare Limited (Nigeria)
 Rivka Organics (Nigeria)
 Ronelk Klaingar Consulting (Bénin)
 S'Fako Nature Gift (Togo)
 Savonnerie Parfumerie du Houet (Burkina Faso)
 Sekaf Ghana Ltd (Ghana)
 Shea Gleam (Nigeria)
 Shea Origin Ltd (Nigeria)
 Shea Therapy (Nigeria)
 Sheabutter Cottage (Ghana)
 Sheaxeen Natural (Ghana)
 Sheer Babe Enterprise (Ghana)
 Skin Gourmet (Ghana)
 SNB Rumeé (Ghana)
 Sofa Agro Business (Mali)
 Solutions Oasis Ltd (Ghana)
 Sparks Trading Company Limited (Nigeria)
 Suhcare Shea Butter (Ghana)
 Sumes Shea (Ghana)
 The FabShea Collective Ltd (Nigeria)
 The Shea House (Uganda)

Thrunate (Nigeria)
 Tiwajo Industry Ltd (Ghana)
 Tumte Essentials Ltd (Ghana)
 Vita Luxe (Ghana)
 Wellam's Shea (Ghana)
 Winamzua (Ghana)
 Wura's Secret (Nigeria)
 Zigma Pharm Co Ltd (Ghana)
 ZLB (Ghana)

SUPPLIERS

2ei Company Ltd (Ghana)
 3 Cay G (Bénin)
 3F Africa (Ghana)
 5th Harvest Limited (Nigeria)
 A Enterprise (Togo)
 A Mahama Company Ltd (Ghana)
 Aboeno Consulting (Togo)
 ABS Impex Ltd (Côte d'Ivoire)
 Abstergo Limited (Nigeria)
 Afreco (Côte d'Ivoire)
 Africa Agro Alimentaire SARL (Bénin)
 Afrikarite (Côte d'Ivoire)
 Afrishales Pty Ltd Trading (South Africa)
 Aftrapat Global Exports Limited (Nigeria)
 Agri Resources Group S.A (Mauritius)
 Agri-Assess Commodities Ltd (Ghana)
 Agriable Limited (Nigeria)
 Agro Eco-Louis Bolk Institive Ghana (Ghana)
 Agrocraft Limited (Nigeria)
 Agrokom SARL (Togo)
 Ajike Shea Centre (Ghana)
 Algion Import Export Benin (Bénin)

Alkoh Shea Company Limited (Ghana)
 Alpha Karité (Côte d'Ivoire)
 AntBlank Ventures (Ghana)
 Arbol Vitae (Ghana)
 Asankel Enterprise (Ghana)
 Asheba Enterprise (Ghana)
 AYIY Global Sheabutter (Nigeria)
 Aypak Royal (Ghana)
 B4Trees (Burkina Faso)
 Bayadeo D'vine Ventures (Nigeria)
 Bio Amandes (Côte d'Ivoire)
 Biocosmik SARL (Côte d'Ivoire)
 BNS Agricoles SARL (Togo)
 BonAgric Company Limited (Ghana)
 BSS Nig Ltd (Nigeria)
 Cap Sikan (Côte d'Ivoire)
 Cedex-Yunk (Ghana)
 Centre d'Appui au Développement (Guinea)
 Charles K. Boateng Enterprise (Ghana)
 Cold – Weld Engineering Services Limited (Ghana)
 Coly Ghana Limited (Ghana)
 Community Growth Initiative (Ghana)
 Conde & Company (Guinea)
 Confirm Naturals Group Limited Company (Ghana)
 Cymarie International Limited (Kenya)
 Delcom ABRBS Ghana Limited (Ghana)
 Dijmeds Ventures Limited (Nigeria)
 Distriprest (Côte d'Ivoire)
 Dkalu Limited (Côte d'Ivoire)
 Donoa Cameroun SARL U (Cameroon)
 Dukor Farm Ventures (Ghana)
 Earthtone Inc (Ghana)

EBT Trading (Burkina Faso)
 Edensway Health Foods Ltd (Ghana)
 Emriad Ventures (Ghana)
 Ephis Shea Butter Production Co. Ltd (Ghana)
 Essaar Agro West Africa Ltd (Ghana)
 ETT-PRO (Burkina Faso)
 Exim Shea (Ghana)
 FaithWendy Uk Ghana Limited (Ghana)
 Faku Agro-allied Industry Nig.Ltd (Nigeria)
 Farm Invest (Côte d'Ivoire)
 Filowo Company Limited (Nigeria)
 Fludor Benin SA (Bénin)
 Freget Eagles (Ghana)
 Fuji Oil Ghana Limited (Ghana)
 Gamut Ventures Ltd (Nigeria)
 George Calil Limited (Nigeria)
 Ghana Nuts Ltd (Ghana)
 Golden Crumbs (Ghana)
 Green Light Business Support Limited (Nigeria)
 Groupe Cassava SARL (Côte d'Ivoire)
 Groupe Velegda Sarl (Burkina Faso)
 GTMD SARL (Mali)
 Hapygreen Investments Ltd (Nigeria)
 Hari Agri & Foods Ghana Ltd (Ghana)
 Hope Givers Com. Ltd (Ghana)
 Ideal Providence Farms (Ghana)
 Ilera Agro processing Nigeria Ltd (Nigeria)
 Integrated Authentic Enterprise (Ghana)
 Intercontinental Group Ltd (Ghana)
 Intertek West Africa (Côte d'Ivoire)
 J.E Oils Ltd (Nigeria)
 Jindays Place Nig. Ltd (Nigeria)
 Jolex Ghana Limited (Ghana)
 Jugger Naut Industries (Nigeria)
 Kadco Agro Ltd (Ghana)
 KariFemme Developpement (Côte d'Ivoire)
 Karilor International (Burkina Faso)

Kayganics (Nigeria)
 Kitami Ventures Limited (Nigeria)
 Koklad Manufacturing Limited (Nigeria)
 Kongo Community Development Association (Ghana)
 Kumasi Wood Cluster (Ghana)
 Label d'Or (Togo)
 Ladgroup Ltd (Nigeria)
 Laonz Co. Ltd (Uganda)
 LCB Corporation (Bénin)
 Lulu Works Trust (South Sudan)
 Mab K Company Limited (Ghana)
 Mafjuk Int Ltd (Nigeria)
 Majigi Agro Limited (Nigeria)
 Mali Shi (Mali)
 Manorama Africa Limited (Ghana)
 MarketWealth (Ghana)
 Mary Shea Butter (Mali)
 Meena Agro Virgin Oil (Nigeria)
 MG Consult (Ghana)
 MH Hadmoh Global Investment Limited (Nigeria)
 Millins Global Resources (Nigeria)
 Minssap Ventures (Ghana)
 Modern Star Sher Enterprise (Ghana)
 Mother's Shea Limited (Ghana)
 Mudafrika (Nigeria)
 Natural Care Ventures (Ghana)
 NeverIdle Farms Consulting (Ghana)
 New Karikis International Sarl (Burkina Faso)
 New Vision Royal (Ghana)
 Nioto (Togo)
 Nuts for Growth (Ghana)
 OB Pakyiman Ltd (Ghana)
 Oklan Best Ltd (Nigeria)
 Olvea BF (Burkina Faso)
 P.R.I Global Ventures Limited (Nigeria)
 P818 Ltd (Nigeria)

Pharmacea Nassara (Côte d'Ivoire)
 Premiere Agro Commodities Ltd (Ghana)
 Puneet Bothra (Ghana)
 Queen Gaf Enterprise (Ghana)
 Refresh A (Ghana)
 Right Shea (Ghana)
 Rodamt God's Will Enterprise (Ghana)
 Rojert Business & Trading Enterprise (Ghana)
 Ruby Unique Natural Premium Products Ltd (Nigeria)
 Salid Agriculture Nigeria Ltd (Nigeria)
 Salmasa Group of Company (Ghana)
 Seth Ayitey Larmie (Ghana)
 Shea Agro Nigeria (Nigeria)
 Shea Beauty (Nigeria)
 Shea Butter Central+B291 (Ghana)
 Shea Healing (South Africa)
 Shea Logic (Ghana)
 Shea Tree Ghana Ltd (Ghana)
 SheaHub Africa (Nigeria)
 SHOCC B.V (Ghana)
 Sinda SARL (Togo)
 Skai Expo Limited (Ghana)
 Société togolaise de Karité (Togo)
 Sokaiko Shea Butter & Agro Processing Company Ltd (Nigeria)
 SONECIB SA (Bénin)
 Still Morris Consults Limited (Nigeria)
 Sun-Life Import & Export (Ghana)
 Sunlife Import & Export (Ghana)
 Sunny Agric Technolozgy Co. Ltd (Nigeria)
 The Lost Kingdom of Punt Ltd (Uganda)
 The Nice Group Ghana Ltd (Ghana)
 The Pure Company (Ghana)
 The Savannah Fruits Company Ltd (Ghana)
 Timiniya Tuma Company Ltd (Ghana)
 Toriara Natural (Nigeria)

Trevari Group Limited (Nigeria)
 Trinity Group Alliance (Ghana)
 Tsease Cultural Village (Ghana)
 Tuft Company Limited (Ghana)
 Wakapou (Bénin)
 Walmann Group (Nigeria)
 West African Mills Company (Ghana)
 West African Soy Industries (Nigeria)
 Willaceuticals (Ghana)
 Wilmar International Limited (Ghana)
 WISA Sarl (Guinea)
 Ziba Premier Africa Ltd (Nigeria)
 Zikora (Bénin)

Association Songtaab Yalgre (Burkina Faso)
 Association Yara Tuma (Burkina Faso)
 Assocition Benkadi de Tabou (Mali)
 B'tinkinti (Togo)
 Badala Djekafo (Mali)
 Bahondo (Mali)
 Bahondo Yanfala (Mali)
 Bandeduglo Women's Group (Ghana)
 Beguene Sabougnma (Mali)
 Bendougou de Kolokani_Koko (Mali)
 Benkadi de Bangassi (Mali)
 Benkadi de Kassaro (Mali)
 Benkady Beteandin (Mali)
 Benkady Goinina (Mali)
 Benkady Zombougou (Mali)
 Bensen (Mali)
 Benso (Mali)
 Berenimba Danaya (Mali)
 Blessed Women Ghana (Ghana)
 Bouwéréwou (Togo)
 Buayaba (Burkina Faso)
 Charité (Togo)
 CHEOUBA (Mali)
 Child Care and Adult Protection Initiative (Nigeria)
 Commune Rurale de Djigouèra (Côte d'Ivoire)
 Conseil National des Associations pour la
 Promotion de l'Entrepreneuriat (Burkina Faso)
 Coopérative Agro-Pastorale la Ouata (Central
 African Republic)
 Coopérative Barakagni de Djallon -Foula (Mali)
 Cooperative Caps (Mali)
 Coopérative des Ramasseuses de Karité de
 Banikoara (Founougou A) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Banikoara (Founougou B) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Banikoara (Simpérou) (Bénin)

Coopérative des Ramasseuses de Karité de
 Banikoara (Sompérékou) (Bénin)
 Coopérative des Ramasseuses de Karité de Bantè
 (Cloubou) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Bassila (Biguina) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Bassila (Diépani) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Bassila (Igbèrè) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Boukoumbé 1 (Bénin)
 Coopérative des Ramasseuses de Karité de
 Boukoumbé 2 (Bénin)
 Coopérative des Ramasseuses de Karité de
 Copargo (Anadana) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Copargo Centre (Bénin)
 Coopérative des Ramasseuses de Karité de
 Djougou (Bariéno) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Djougou (Gnonri) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Djougou (Patargo) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Glazoué (Yagbo) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Gogounou (Gogounou Centre) (Bénin)
 Coopérative des Ramasseuses de Karité de
 Gogounou (Goumarou) (Bénin)
 Coopérative des Ramasseuses de Karité de Kalalé
 (Bouka) (Bénin)
 Coopérative des Ramasseuses de Karité de Kalalé
 (Nassiconzi) (Bénin)
 Coopérative des Ramasseuses de Karité de Kandi
 (Kassakou) (Bénin)
 Coopérative des Ramasseuses de Karité de Kandi

WOMEN'S GROUP

Association Femmes Unies pour la Paix
 (Burkina Faso)
 Agodé (Togo)
 Ahoréraba (Togo)
 AI Pure Organics (South Africa)
 Aidons nous (Togo)
 Akanke Agro Allied limited (Nigeria)
 Alabadè (Togo)
 Allah- Mantaem (Togo)
 Alliance for Community Investment
 Association (Ghana)
 Amona (Nigeria)
 Amoudo (Togo)
 Association Bata Kanu de Bougaribaya (Mali)
 Association des Femmes de Koussan (Mali)
 Association des femmes (AFRORAM) de Madina
 (Mali)
 Association Maraichère et Multifonctionnelle
 des Femmes de Guénikoro (Mali)

Centre (Bénin)	Coopérative des Ramasseuses de Karité de Savalou (Doumè) (Bénin)	Dembagnouma de Bancoumana (Mali)
Coopérative des Ramasseuses de Karité de Karimama (Birni Lafia) (Bénin)	Coopérative des Ramasseuses de Karité de Savè (Ouaguy-Gare) (Bénin)	Dipaliya Women's Association (Ghana)
Coopérative des Ramasseuses de Karité de Karimama Centre (Bénin)	Coopérative des Ramasseuses de Karité de Ségbana (Libantè) (Bénin)	Dissana Dama (Togo)
Coopérative des Ramasseuses de Karité de Kérou (Bénin)	Coopérative des Ramasseuses de Karité de Ségbana Centre (Bénin)	Djekabara (Mali)
Coopérative des Ramasseuses de Karité de Kouandé 1 (Bénin)	Coopérative des Ramasseuses de Karité de Sinendé (Fô Bouré) (Bénin)	Djekafo (Mali)
Coopérative des Ramasseuses de Karité de Kouandé 2 (Bénin)	Coopérative des Ramasseuses de Karité de Sinendé (Haoussa) (Bénin)	Djigiseme de Djiguiya de Koloni (Mali)
Coopérative des Ramasseuses de Karité de Malanville (Goun-Goun) (Bénin)	Coopérative des Ramasseuses de Karité de Tanguiéta (Batia) (Bénin)	Djiguiya (Mali)
Coopérative des Ramasseuses de Karité de Malanville (Guéné) (Bénin)	Coopérative des Ramasseuses de Karité de Tanguiéta 1 (Nanebou) (Bénin)	Djinkadoumou (Burkina Faso)
Coopérative des Ramasseuses de Karité de Matéri (Bénin)	Coopérative des Ramasseuses de Karité de Tanguiéta 2 (Tayakou) (Bénin)	Donkadi (Mali)
Coopérative des Ramasseuses de Karité de N'Dali (Bori) (Bénin)	Coopérative des Ramasseuses de Karité de Tchaourou (Goro) (Bénin)	Donko (Mali)
Coopérative des Ramasseuses de Karité de N'Dali (Tamarou) (Bénin)	Coopérative des Ramasseuses de Karité de Tchaourou (Kpéssou) (Bénin)	Espoir Karité (Togo)
Coopérative des Ramasseuses de Karité de Natitingou (Perma) (Bénin)	Coopérative des Ramasseuses de Karité de Tchaourou (Sinahou) (Bénin)	Essovalé (Togo)
Coopérative des Ramasseuses de Karité de Nikki (Bénin)	Coopérative Djigisémé de Dangassa (Mali)	Essowedeou (Togo)
Coopérative des Ramasseuses de Karité de Ouaké (Badjoudé) (Bénin)	Cooperative Lawal (Mali)	Eudokas (Nigeria)
Coopérative des Ramasseuses de Karité de Ouaké (Mami) (Bénin)	Coopérative Miambenou (Bénin)	FADEFSSO (Burkina Faso)
Coopérative des Ramasseuses de Karité de Ouèssè (Yahoui) (Bénin)	Coopérative Sedegbe (Togo)	Faso Kanu Gneta (Mali)
Coopérative des Ramasseuses de Karité de Péhunco (Nassou) (Bénin)	Coopérative Sodepam (Mali)	Faso-Gnataga (Burkina Faso)
Coopérative des Ramasseuses de Karité de Péhunco (Wassa Maro) (Bénin)	Coopérative Thiero (Mali)	Federation des Femmes de Danou (Mali)
Coopérative des Ramasseuses de Karité de Pèreère (Bénin)	Coopmounas (Mali)	Fédération Nationale des Productrices de Karité du Bénin - Tamarou (Bénin)
	Coprakam (Guinea)	Fédération Nationale des Productrices de Karité du Bénin - Biguina (Bénin)
	Coprakazan (Mali)	Fédération Nationale des Productrices de Karité du Bénin - Kérou (Bénin)
	Coprakazelou (Mali)	Fédération Nationale des Productrices de Karité du Bénin - Nassiconzi) (Bénin)
	Daana (Burkina Faso)	Fédération Nationale des Productrices de Karité du Bénin - Ouoghi-Gare (Bénin)
	Dakalfame (Togo)	Fédération Nationale des Productrices de Karité du Bénin - Ouoghi-Gare (Bénin)
	Dakoumana Sabou (Mali)	Fédération Nationale des Productrices de Karité du Bénin - UDPK-Alibori (Bénin)
		Fédération Nationale des Productrices de Karité du Bénin - UDPK-Borgou (Bénin)
		Fédération Nationale des Productrices de Karité du Bénin - UDPK-Collines (Bénin)
		Fédération Nationale des Productrices de Karité

du Bénin - Cloubou (Bénin)	Kombre Sabougnuma (Mali)	(Ghana)
Fédération Nationale des Productrices de Karité du Bénin - Perma (Bénin)	Koulouba Benkady (Mali)	Pasambra Ghana Ltd (Ghana)
Fédération Nationale des Productrices de Karité du Bénin - Ségbana Centre (Bénin)	Koumokokoli (Togo)	Pirénarou (Togo)
Fédération Nationale des Productrices de Karité du Bénin - Simpérou (Bénin)	Kounsama Danaya (Mali)	Prokana (Burkina Faso)
Fédération Nationale des Productrices de Karité du Bénin - UDPK-Atacora (Bénin)	Kpi'Foga (Togo)	Rafeet (Mali)
Fédération Nationale des Productrices de Karité du Bénin - UDPK-Donga (Bénin)	La Grâce (Togo)	Recefed (Guinea)
Fédération Nationale des Productrices de Karité du Bénin - Wassa Maro (Bénin)	La Guinée des Terroirs (Guinea)	Rikpindi (Togo)
Fédération Nununa (Burkina Faso)	Lanaya (Burkina Faso)	RPBHC (Burkina Faso)
Fubropek (Guinea)	Languiehewa (Togo)	Sabougnouma de Gonsolo (Mali)
Ganadougou (Mali)	Léley (Togo)	Sangarela (Mali)
Giwaland Women Cooperative (Ghana)	Léma (Togo)	Savannah Women's Association (Ghana)
Gloire à Dieu (Togo)	Liponi (Togo)	Scoops Nabons-Wende Producers of Ouargaye (Burkina Faso)
Gnabana (Togo)	Lipouguetin (Togo)	Shea Integrated Global Trading (Nigeria)
Gneta (Mali)	Maison Victoria (Burkina Faso)	Shea Spendor (Nigeria)
Graces and Mereveilles (Burkina Faso)	Makadjambougou (Mali)	Shi-Kolo Ton (Yorobougoula - Gouana) (Mali)
Groupement Babia (Guinea)	Makells (Ghana)	Si Blonba (Mali)
Hezouwè (Togo)	Maltiti (Ghana)	Si Jiguiya (Mali)
Himma (Togo)	Manoubate (Togo)	Si Sun (Mali)
Houssou-Bonin (Togo)	Mewè (Togo)	Si Ton (Mali)
Jilima Coop (Ghana)	Miriya (Mali)	Siba Jekulu (Mali)
Kamona Sabougnuma (Mali)	Mondo (Togo)	Sido Konodimini (Mali)
Karibel Karite (Burkina Faso)	Motognan (Togo)	Sidoba-dioila (Mali)
Karité Béni (Togo)	Mounas Center (Mali)	Siguidiya (Mali)
Kashea (Mali)	Muso Tiesirilen (Mali)	Sirakoro Benkady (Mali)
Kasomo Shea Women - Bongo (Ghana)	N'wétti (Togo)	Soligobou (Togo)
Kenedougou Si Ton (Mali)	Nabonswende (Burkina Faso)	Solizama (Togo)
Kifoso (Mali)	Nalé Wazou (Togo)	SommaLife (Ghana)
Koba Gnetakaton (Sébékoré) (Mali)	Neema (Burkina Faso)	Sourou (Togo)
Koboyo Tiou (Togo)	Niagadina (Mali)	Tamale Shea Cluster Cooperation (Ghana)
Kokari Allah (Togo)	Ninawè (Togo)	Tayaza Women Sheabutter Co-op Society (Nigeria)
Kokoudè (Togo)	Northern Butter (Ghana)	Tchar-hou (Togo)
	Olodo Ibudan Agric Transformation Society (Nigeria)	Teindbeogo (Burkina Faso)
	Opara YSJ Orisunmi Bare (Saki West) FMCS limited (Nigeria)	Teni's Natural Shea Butter (Ghana)
	Ouwin Falla (Togo)	Teriya (Mali)
	Pagsung Shea Butter and Pickers Association	Tidialeb (Togo)
		Tiesiri Djala (Mali)

Tiesiri San (Mali)
 Titaktun (Togo)
 Titiaka Boresa Organization (Ghana)
 Tiyumtaba Women's Group (Ghana)
 Toronto Farakolo (Mali)
 Tovenim (Togo)
 Tungteiya Womens' Association (Ghana)
 UGF / CDN (Burkina Faso)
 UGPPK Comoe (Burkina Faso)
 Unioin des Cooperatives de Kemeni (Mali)
 Union Départementale des Productrices de Karité Borgou (Bénin)
 Union Départementale des Productrices de Karité de l'Alibori (Bénin)
 Union Départementale des Productrices de Karité de l'Atacora (Bénin)
 Union Départementale des Productrices de Karité de la Donga (Bénin)
 Union Départementale des Productrices de Karité des Collines (Bénin)
 Union des cooperatives de karite de Gouandiaka (Mali)
 Union des cooperatives de karite de Louloni (Mali)
 Union Kaloje (Mali)
 Wamisse (Burkina Faso)
 Wassa Situlu (Mali)
 Wend Baore Narilgzanga (Burkina Faso)
 Widows & Orphans Movement (Ghana)
 Wodio (Burkina Faso)
 Women in Timber (Ghana)
 Yelen (Mali)
 Yendoupan (Togo)
 Yiriwasso (Mali)
 Yota Shea Women Association (Ghana)
 Zantiebouyou II (Mali)
 Zimbri (Togo)

NON-PROFITS

A Rocha Ghana (Ghana)
 Action et Gestion des Insuffisances et Initiatives Rurales (Togo)
 Action pour Promotion des Initiatives Communautaires (Bénin)
 Actions et Developpement Durable a la Base (Bénin)
 Africa Brain (Bénin)
 African Women's Entrepreneurship Program (Ghana)
 Agrisolve Ghana Ltd (Ghana)
 Agritree Sustainable Centre (Ghana)
 AgroNorth (Ghana)
 Asdev Foundation (Ghana)
 Astar Trading & Agro Processing Co Ltd (Ghana)
 AVSI (Côte d'Ivoire)
 Bei Agro Empowerment Foundation (Nigeria)
 Benotech-Ing Sarl (Bénin)
 Biba Transformations (Ghana)
 Boabab Learning Centre (Mali)
 Brave Aurora (Ghana)
 Centre de Recherche sur l'Arbre à Karité (Burkina Faso)
 Centre for Mobilization and Empowerment of Women (Nigeria)
 Centre for Optimal Rural Development (Ghana)
 Centre for Rural Improvement Services (Ghana)
 Christian Aid (Ghana)
 Civil Society Investment Foundation (Ghana)
 Climate Smart Training Programme - Ghana (Ghana)
 Connecting Sustainable Solutions to Society (Burkina Faso)

Cordaid (Mali)
 Dakoa Newman Foundation (Ghana)
 Development Frontiers (Ghana)
 Fonds Interprofessionnel pour la Recherche et le Conseil Agricoles (Côte d'Ivoire)
 Footprints Bridge International (Ghana)
 For All Africa Foundation (Ghana)
 Forum for Rural Development Agenda (Ghana)
 GEOCHRISFEL Associates And Development (Ghana)
 Gestion de l'Environnement et Valorisation des Produits Agricoles et Forestiers (Togo)
 Girls to Women Foundation (Ghana)
 Global Entrepreneurship Network (Burkina Faso)
 Green Bliss (Ghana)
 Green World Initiative (Ghana)
 Gypee International (Nigeria)
 INERA (Burkina Faso)
 Italiesénégal.org (Senegal)
 Jad2-Ong (Jeunesse Et Appui Au Developpement Durable) (Bénin)
 Leadafricaines (Côte d'Ivoire)
 Lis Best Empowerment Foundation (Nigeria)
 Mennonite Economic Development Associates (Ghana)
 Noé (Ghana)
 Northern Development Society (Ghana)
 Open Ghana (Ghana)
 ORGIIS Ghana (Ghana)
 Plan for Change Ghana (Ghana)
 Presbyterian Agricultural Services (Ghana)
 Pure Trust Social Investors Foundation (Ghana)
 Raw Materials Research and Development Council (Nigeria)
 Ripples OR Ghana (Ghana)
 Rural Intervention for Development and Employment (Ghana)

Sahel Agriculture Services (Ghana)
 Sahel Eco (Mali)
 Salah Foundation (Ghana)
 Samira Empowerment & Humanitarian Project (Ghana)
 Savanna and Forest Development Association (Ghana)
 Shea Empowerment Foundation (Nigeria)
 SNV-Netherlands Development Organization (Ghana)
 Sungbawiera Foundation (Ghana)
 Ullo-Shea (Ghana)

UVPC/CIDI (Burkina Faso)
 Winrock International Institute for Agricultural Development (Ghana)
 Women for Change (Ghana)
 Women of the Savannah Development Project (Ghana)
 Women Support & Activists Group (Ghana)
 World Agroforestry Centre (Kenya)
 World Vision International (Ghana)
 YSJ Limited (Nigeria)

PRODUCER NATIONAL ASSOCIATIONS AND INTERPROFESSIONS

Association des Professionnels de Karité au Mali (Mali)
 Association Karité Bénin (Bénin)
 Conseil Interprofessionnel de la Filière Karité du Togo (Togo)
 National Association of Shea Products of Nigeria (Nigeria)
 Shea Network Ghana (Ghana)
 Table Filière Karité du Burkina Faso (Burkina Faso)

EUROPE

AFFILIATES

Disruptive Biotrading (Denmark)
 Import Promotion Desk (Germany)
 Livelihoods Venture (France)
 Shea Polska Project (Poland)

BRANDS & RETAILERS

Abomey Labs (France)
 Babykuto (United Kingdom)
 Beiersdorf AG (Germany)
 CLARINS (France)
 Cloetta AB (Sweden)
 Di Luca & Di Luca (Sweden)
 Ferrero (Luxembourg)
 Guy Morgan SkinCare (United Kingdom)
 Gyamfua Glow (United Kingdom)
 Kala Karité (France)
 Karinat (France)
 L'Oréal (France)
 LABORATOIRE HT26 (France)

Laboratoires M&L (L'Occitane en Provence) (France)
 Maison Karité Sociedad Ltd (Spain)
 Miacosa Cosmetics (Germany)
 Naturally Tribal Skincare Ltd (United Kingdom)
 Nikarit (Spain)
 Oyémam (Norway)
 Royal Smilde (Netherlands)
 S&D Trade OU (Russia)
 Shea Savannah (United Kingdom)
 Shea Yeah (Switzerland)
 SHI-TREE Naturkosmetik (Austria)
 The Body Shop (United Kingdom)
 Yimuka GmbH (Germany)

SUPPLIERS

AAK (Sweden)
 Berg + Schmidt GmbH & Co. KG (Germany)
 Bunge Loders Croklaan (Netherlands)
 CARE Naturkost GmbH & Co. KG. (Germany)
 Cargill B.V Zor (Netherlands)

Consensus Innovations & Technology (United Kingdom)
 EFKO Food Ingredients (Russia)
 Flower Farm (Netherlands)
 Greentech SA (France)
 Gustav Heess GmbH (Germany)
 Henry Lamotte Oils GmbH (Germany)
 IMCD Benelux (Netherlands)
 Mills AS (Norway)
 Mohamed Ama Omar (Netherlands)
 Muduri Agro – Development & Export (United Kingdom)
 Savannah Nutrition Ltd (United Kingdom)
 SENNA Nahrungsmittel GmbH & Co KG (Austria)
 Shea Genius Co (United Kingdom)
 TamTam Export (France)
 UPFIELD EUROPE B.V. (Netherlands)
 Vita-Electric Foods Ltd (United Kingdom)
 Worldwide Organic Ltd (United Kingdom)
 Yeola Global Ltd (United Kingdom)

NON PROFIT

Entrepreneurs du Monde (France)	(Spain)	The Power of Nutrition (United Kingdom)
FairClimateFund BV (Netherlands)	Lena Marshall Foundation (United Kingdom)	Tree Aid (United Kingdom)
FairMatch Support (Netherlands)	Lorna Young Foundation (United Kingdom)	Veterinaires Sans Frontières Suisse (Switzerland)
Form International (Netherlands)	Nitidae (France)	Vogelbescherming Nederland (Netherlands)
Fundación Voces para la conciencia y el desarrollo	Positive Planet International (France)	

NORTH AND SOUTH AMERICA

BRANDS AND RETAILERS

54 Thrones (USA)	Real Raw Shea, LLC. (USA)	Collective LLC DBA (USA)
Alaffia (USA)	Shea Radiance (USA)	Imbituba Importadora Ltda (Brazil)
Body Basics Absolute Wellness (USA)	The Clorox Company (Burt's Bees) (USA)	Jarchem Innovative Ingredients (USA)
Buck Naked Soap Company (Canada)	The Hall Star Company (USA)	Kadidja Handmade Collection (USA)
Dabira Aroma (USA)	The Nature Shield Company (USA)	Karite LLC (USA)
Dr. Woods Products, LLC (USA)	The Original Bradford Soap Works (USA)	Menaye Services Inc. (Canada)
E.T. Browne Drug Company (Palmer's) (USA)	The Shea Republic (USA)	Shea4Good (Canada)
Ekuskin Care (USA)	TouShea (Canada)	Synyglobal (USA)
EOS Products (USA)	Ubuhle (USA)	Yudistribution (Canada)
Estée Lauder Companies (USA)	Vantage Specialty Ingredients Inc. (USA)	
Gaddo and Companies (Canada)	Vermont Soap (USA)	
Gyata Trading LLC (USA)	Walgreens Boots Alliance (USA)	
Ilera Apothecary (USA)		
Infinitee USA LLC (USA)		
Kendo LLC (USA)		
koulyOrganics (Canada)		
MAMA'S LIFE (USA)		
Marlime Beauty (USA)		
Natural Products Trading Company (USA)		
New Directions Aromatics Inc. (Canada)		
Nua Butter (USA)		

SUPPLIERS

Baraka Shea Butter (Canada)
Clajan Inc. (Canada)

NON-PROFITS

Burn Design Lab (USA)
Catholic Relief Services (USA)
Global Alliance for Community
Empowerment (GACE) (USA)
U.S. African Development Foundation (USA)

AUSTRALASIA**AFFILIATES**

Multi-Roll Ltd (New Zealand)

BRANDS & RETAILERS

Dalian Talent Gift Co. Ltd (China)

SUPPLIERS

Deluxe Shea Butter Australia Pty Ltd (Australia)

ASIA AND MIDDLE EAST**SUPPLIERS**

Goyum Screw Press (India)

Lemon Green Organic Sdn Bhd (Malaysia)

Manorama Industries Limited (India)





TREES ARE LIFE
DONATE

**AND GIFT A WOMAN THE SUPPORT
TO PLANT AND PROTECT SHEA
TREES IN WEST AFRICA**

**REGENERATING PARKLANDS
IMPROVES BIODIVERSITY AND
MITIGATES CLIMATE CHANGE**

House No. C835/3, Mango Tree Avenue,
Asylum Down, Accra.
Digital Address: GA-028-99-43

+233 54 012 1067
+23324 360 0749

info@globalshea.com
www.globalshea.com