



fairaftric Ghana  
Limited



# CONTACT INFORMATION

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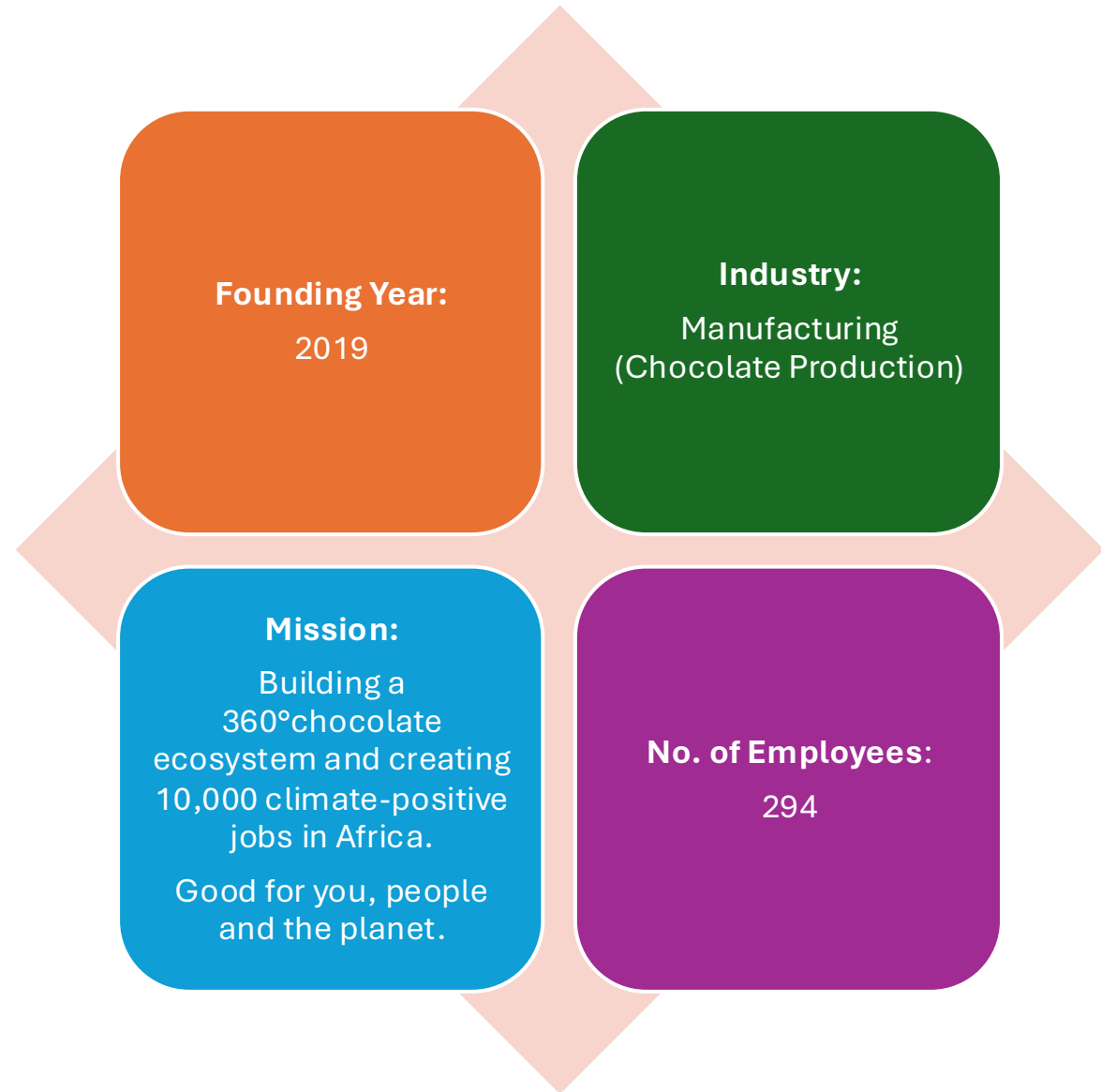
<https://de.linkedin.com/company/fairafric>

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**Website:**

[www.fairafric.com/en](http://www.fairafric.com/en)

# INTRODUCTION



## **FAIR TRADE, ORGANIC & CONVENTIONAL CHOCOLATE 100% PRODUCED IN GHANA**

- fairafric is a Ghana-based chocolate manufacturer with a solar-powered factory producing various export ready chocolate products (bars, artisanal & semi-finished).
- By processing cocoa locally, the company creates high-value jobs, boosts farmer income, and captures more value in Africa.
- fairafric is on track to create 500 direct jobs, support 5000 local farmers and generate \$17.5 million in sales by 2028.



# PRODUCTS

- **Semi-finished** (Drops, Sticks, Chunks)

*Needs: Additional lines, cocoa supply, working capital*

- **Branded Chocolate / Private Label** (Milk and Dark chocolate bar recipes)

*Needs: Smaller bars for Ghana, localized milk and dark recipes, expansion to other African markets.*

- **Artisanal (Dipped fruits, nuts, etc.)**

*Needs: Expanded workspace*

# PRODUCTS

## CHOCOLATE BARS



## CHOCOLATE DROPS



## ARTISANAL PRODUCTS



## CHOCOLATE STICKS




# WHY FAIRAFRIC



# SDGs



# ACHIEVEMENTS

- ✓ **2016** – fairafriC AG & first partner production
  - ✓ **2017** - Organic certification of the entire value chain
  - ✓ **2017** - Launch of six more varieties of chocolate bars
  - ✓ **2018** - 16% reduction in CO2 emissions per chocolate bar
  - ✓ **2019** - Ludwig Weinrich & Claro fair trade AG as strategic investors
  - ✓ **2020** - Construction and completion of the solar-powered factory in rural Ghana (Amanase)
  - ✓ **2021** - fairafriC AG with first share issue over € 1M (sold out in 24h)
  - ✓ **2022** - Installation of first dropline
  - ✓ **2023** - Installation of two more droplines
  - ✓ **2024** - fairafriC signs contract with Danone Ghana
  - ✓ **2025** - 5 years of operations in Ghana
  - ✓ **2026** - fairafriC installs primary processing plant on site
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# FINANCIALS

## P&L Projection

	2025	2026	2027	2028
<b>Sales</b>	€5.596.000,00	€7.930.804,00	€13.921.262,00	€20.103.269,00
<b>Gross Profit</b>	€563.069,00	€1.862.068	€3.069.128	€4.606.526
<b>Gross Margin</b>	10,06%	23,48%	22,76%	22,91%
<b>OPEX</b>	-€1.530.220,00	-€1.780.858,00	-€1.972.930,00	-€2.269.523,00
<b>EBITDA</b>	-€967.151,00	€81.211,00	€1.196.198,00	€2.337.003,00
<b>EBITDA %</b>	-17,28%	1,02%	8,59%	11,62%
<b>EBIT</b>	-€1.391.872,00	-€363.430,00	€751.557,00	€1.892.363,00
<b>EBIT %</b>	-24,87%	-4,58%	6,12%	9,41%

## WORKING CAPITAL needed:

We are currently generating a monthly 200k from the fairafic crowd. For our sales growth we need to raise €7.8M in working capital until 2028.

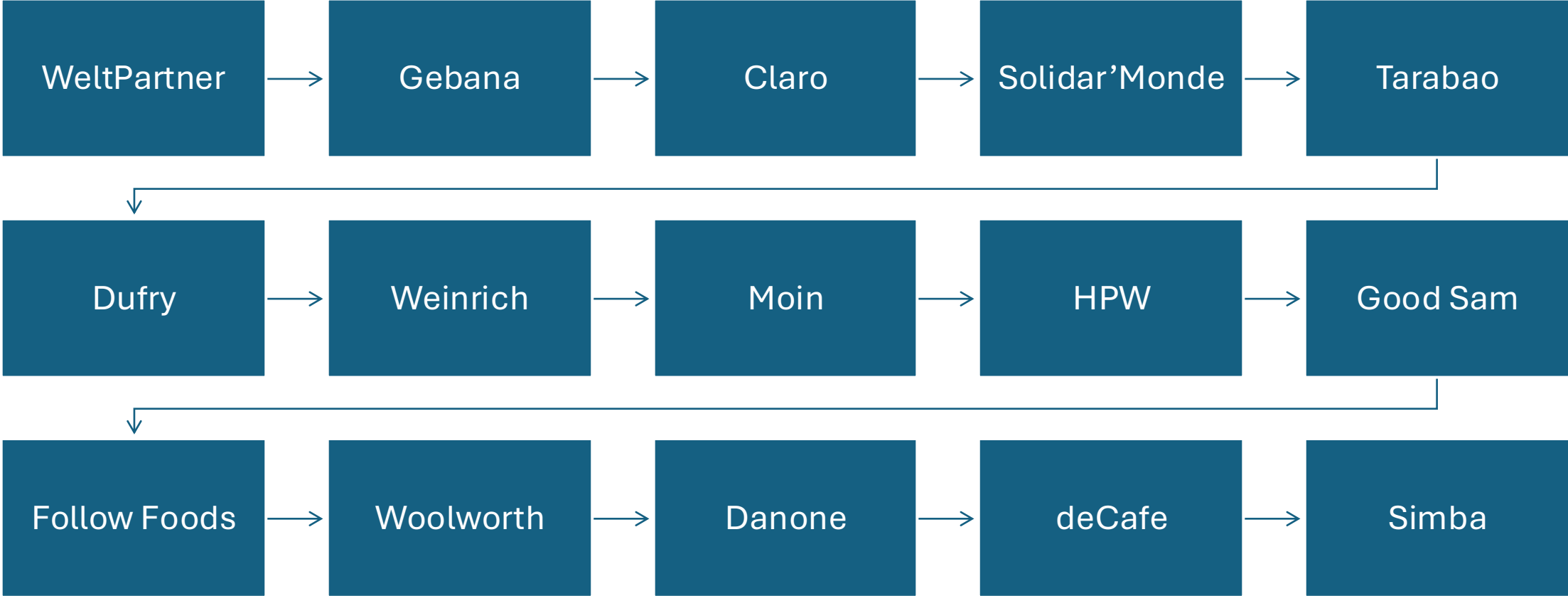
2025	2026	2027	2028
Working Capital €1.3M	Working Capital €3.1M	Working Capital €6.0M	Working Capital €9.1M
Turnover €5.6M	Turnover €7.9M	Turnover €13.9M	Turnover €20.1M
Gross margin 10%	Gross margin 23%	Gross margin 23%	Gross margin 23%
↓	↓	↓	↓
⊖ Crowd fundraising >2m	⊖ Crowd fundraising >2m	⊖ Crowd fundraising >2m	⊖ Crowd fundraising >2m

# MARKETS

- **Europe:** (sold to the parent company fairafic AG in Munich, Germany and distributed across Europe - Switzerland, Belgium, France, Austria, etc.
- **USA**
- **Africa:** Ghana, Nigeria, South Africa, Benin, Rwanda, etc.



# CUSTOMERS





# CALL FOR SUPPORT

- \$5 million
- \$1.75 million in Equity
  - \$850K – Chocolate Drops Line
  - \$200K – New Equipment for smaller Chocolate Bars
  - \$200K – Expansion of Workspace for Artisanal Line
  - \$500K – Market & Product Development
- \$3.25 million in Revolving Working Capital

Essential for financing cocoa purchases, which constitute more than 50% of our production inputs

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