



Global production of shea - 2023

Source: FAO 2025

Country	Percentage	Volume
Nigeria	39,8%	346933,34
Mali	25,1%	218429
Burkina Faso	16%	139204,34
Benin	9,9%	86331,62
Ghana	3,8%	33353,57
Côte d'Ivoire	3,8%	32860,41
Togo	1,6%	13672,2

Economic overview

Production Volume (2023)

33.6M kg

Export Volume

71.7M

Export Value

\$34.7M

Value chain characteristics

Links to value chains

- Producers commonly intercrop with rice, maize, soya beans, groundnuts and cowpea
- Aggregators of shea also aggregate maize, groundnut, cowpea
- Most of the processors also process groundnuts

Producer's size

- Multiple small-scale plantations of 1-4 acres

Destination Markets

- Domestic:** 30%
- Export:** 70%

Consumption volume

- Commercial:** 100% used
- Domestic:** 94,000 MT of kernels for processors
- Export:** 33.6 M kg shea butter (2022)

Destination Markets

- Switzerland
- Germany
- Italy
- USA

Leading shea exporters globally

Source: OEC 2025

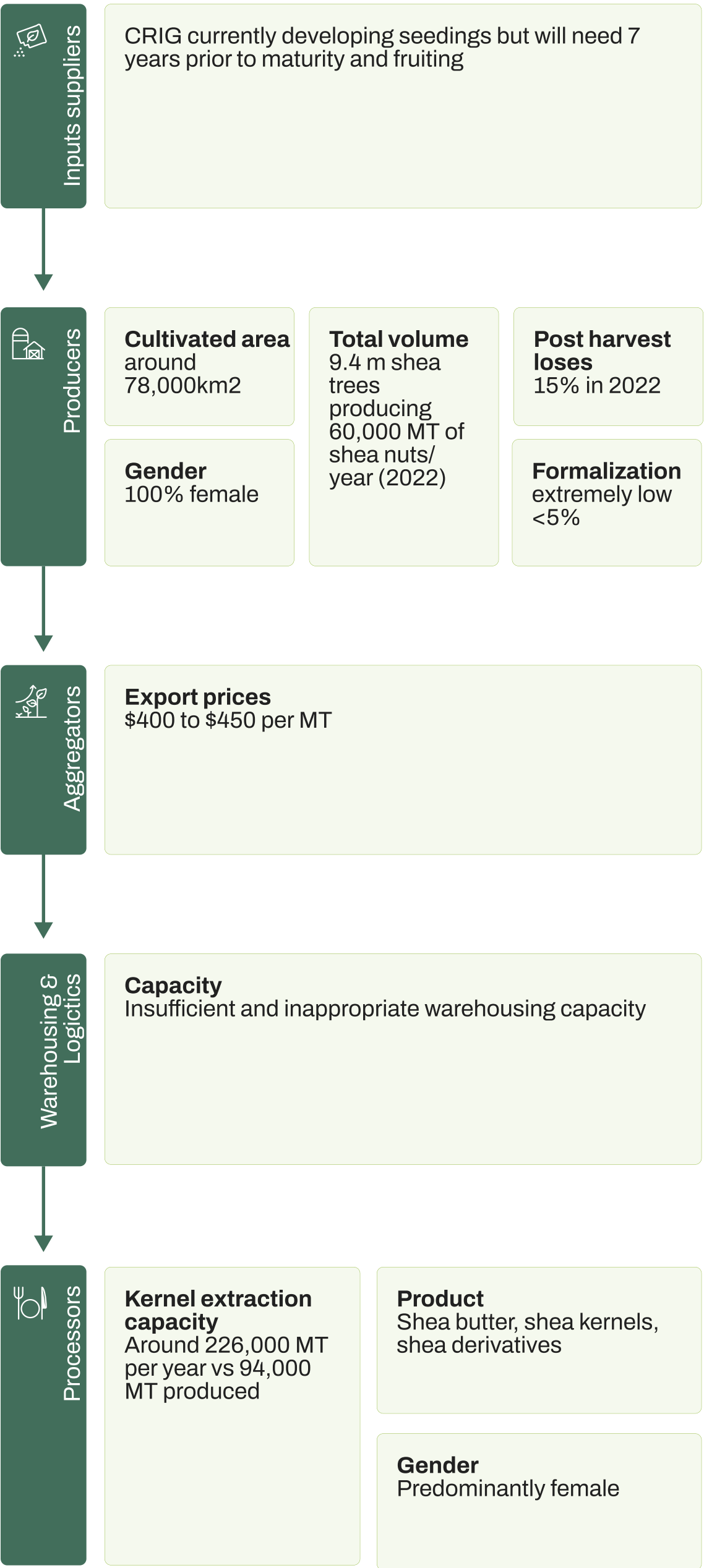
Country	Share in export value	Export Value in \$
Paraguay	13.20%	124.90M
China	10.26%	97.04M
Burkina Faso	8.58%	81.12M
Austria	8.18%	77.33M
Netherlands	7.21%	68.19M
Canada	5.72%	54.12M
Ghana	3.67%	34.71M
Germany	3.42%	32.35M
Ukraine	3.20%	30.26M

Top Ghana's shea export destination

Source: OEC 2025

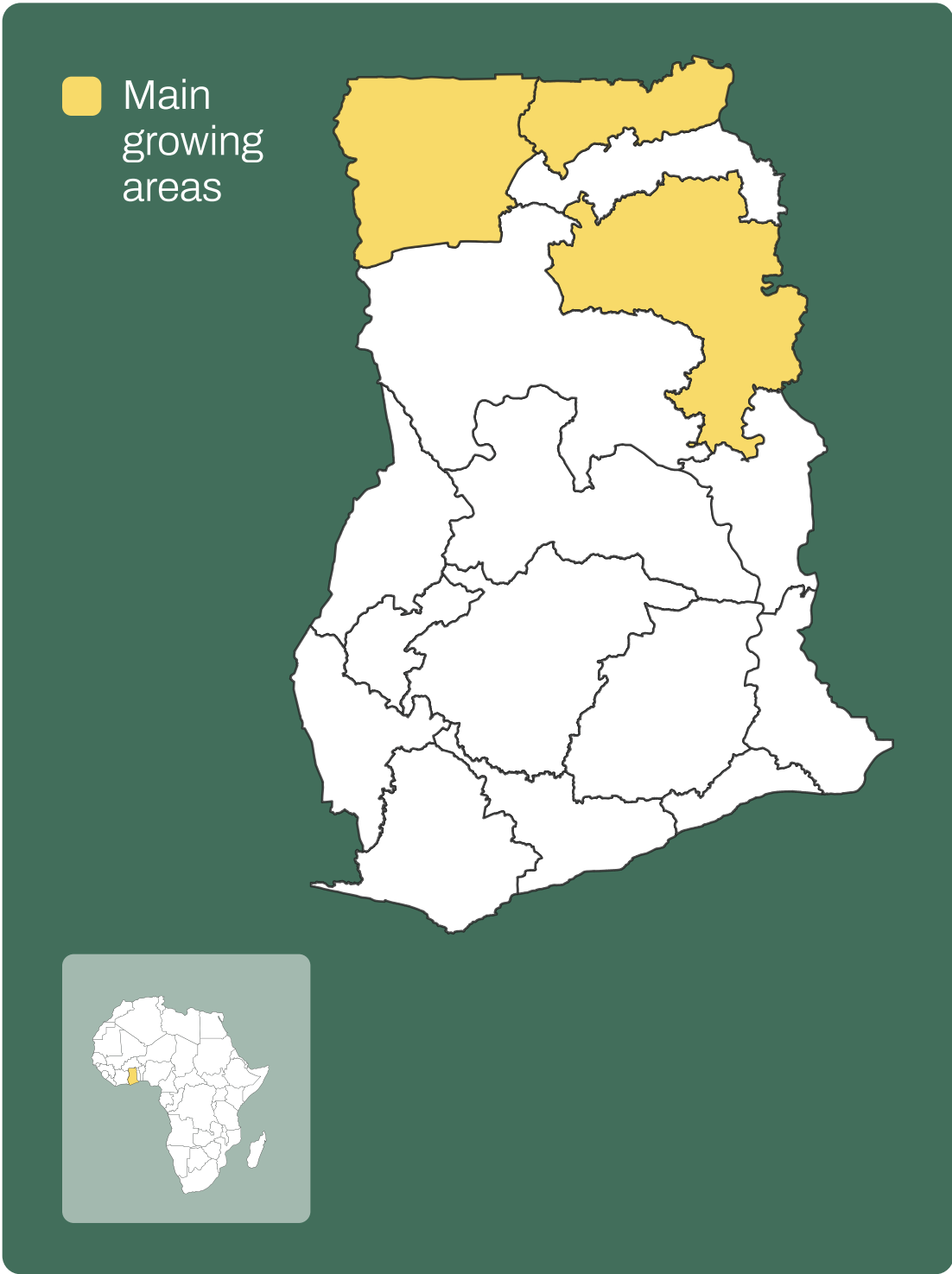
Export Destination	Percentage	Export Value \$
Burkina Faso	87,4%	212608,06
Benin	8,5%	20672,15
Mali	1,8%	4375
Myanmar	1,8%	4279,73
Togo	0,5%	1179,8
Nigeria	0%	65
Iran	0%	45,88
Rwanda	0%	0,8
Syrian Arab Republic	0%	0,27

Value chain





Regional production



Shea production in Ghana, is in the Upper West, Upper East and Northern regions. Within these three main regions, 8 districts where Shea is produced face low risk of deforestation.

This highlights the environmental challenges associated with shea farming and this distribution emphasizes the need for sustainable agricultural practices to mitigate deforestation risks and ensure the long-term viability of shea production in these areas.

Sustainability financing opportunities

VC Segment	Green Finance Requirements
Producers	Financing for: - Agroforestry practices - Infrastructure for storage of raw nuts
Processors	- Storage facilities - Efficient processing equipment

Major players

- The key players in this sector include input suppliers, producers, aggregators, logistics providers, processors, regulators, and business associations.



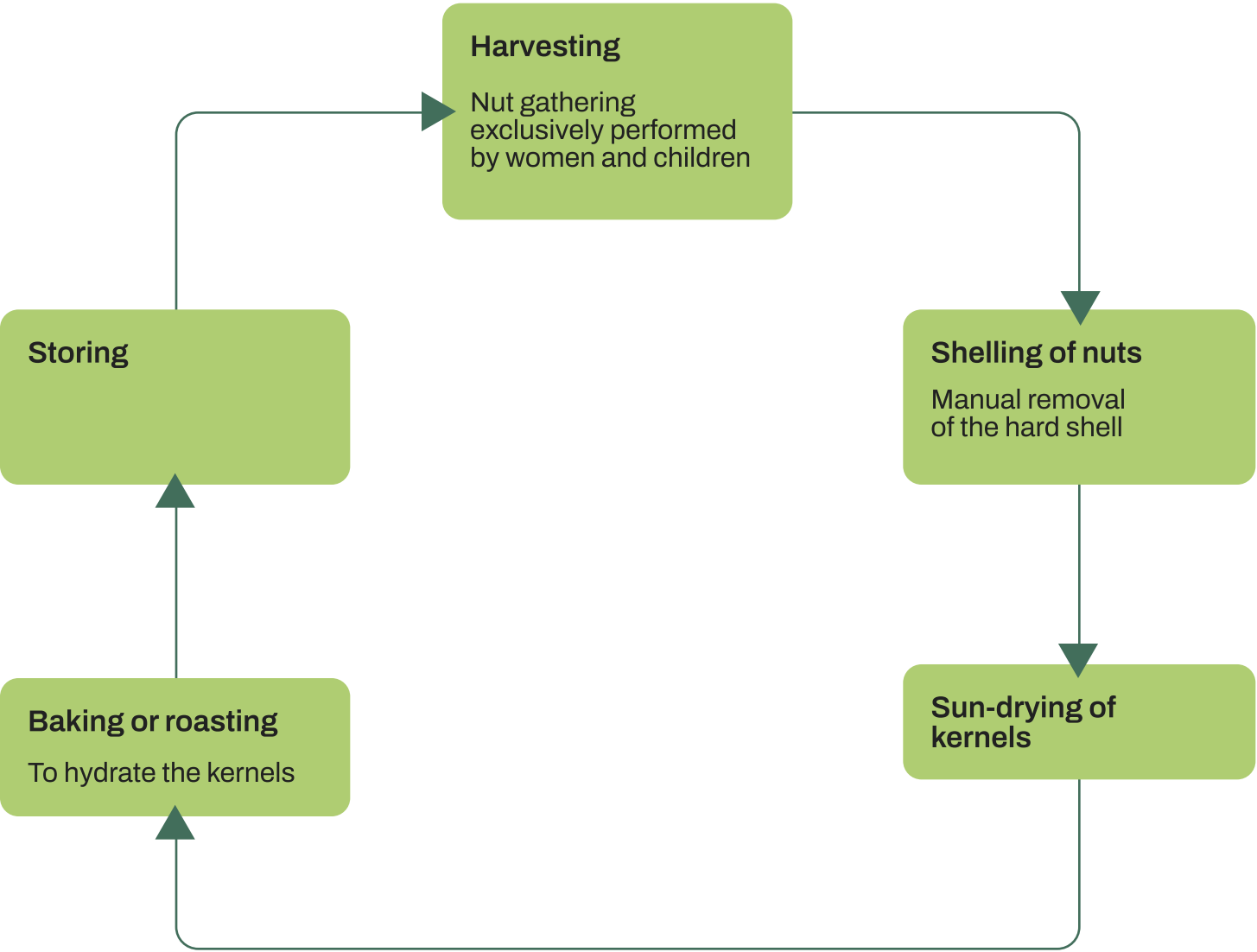
ESG practices

- Gender balance: 100% female participants in the value chain
- Education level; very low for women livig in local communities in the Northern regions of Ghana
- Child/forced labor: shea nut collection is traditionally done by women and children.
- Personal Protective limited use
- Certification practices: limited, despite export opportunities in the US and Europe.

eco.business fund

The **eco.business Fund** aims to promote business and consumption practices that contribute to the **conservation of biodiversity, the sustainable use of natural resources, and climate change mitigation and adaptation**. By financing business practices that preserve nature and promote biodiversity, the fund seeks investments that generate both **environmental and economic returns**. The fund primarily offers loans to qualified financial institutions, which in turn lend to eligible borrowers. These borrowers include holders of recognized certifications as well as those implementing changes that **support conservation and biodiversity**. The fund supports sustainable operations in the **agriculture, fisheries (including aquaculture), forestry, and tourism sectors**.

Agronomic practices



Challenges

- Traditional collection methods results **to poor quality nuts making them unfit for export**.
- Limited knowledge** and expertise along value chain.
- Increasing post-harvest losses** caused by poor logistics (transportation and warehouses).
- Inefficient processing practices**.
- Processing facilities operate **at low rates of utilization**.

Sustainability practices

- Ongoing project on grafting to hasten the fruiting period of shea tree from 15 years to 4 years.
- Shea trees produce naturally during fallows.
- Ghana is part of the Global Shea Alliance's Sustainable Shea Initiative to promote the sustainable expansion of the shea industry in Ghana and other West African countries.

Contact
Finance in Motion GmbH
The Address Building, 13th floor, Muthangari Drive, Nairobi, Kenya

www.ecobusiness.fund
info@ecobusiness.fund

