

A close-up photograph of a person's hands, likely of African descent, holding a large sack filled with dark brown, oval-shaped shea nuts. The hands are positioned at the top and right sides of the frame, with one hand holding the top of the sack and the other holding the side. The sack is made of a light-colored, textured material, possibly burlap or jute. The shea nuts are piled up, filling the sack and spilling out slightly at the bottom. The lighting is bright, highlighting the texture of the hands and the sack.

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Shea supply chain

AAK

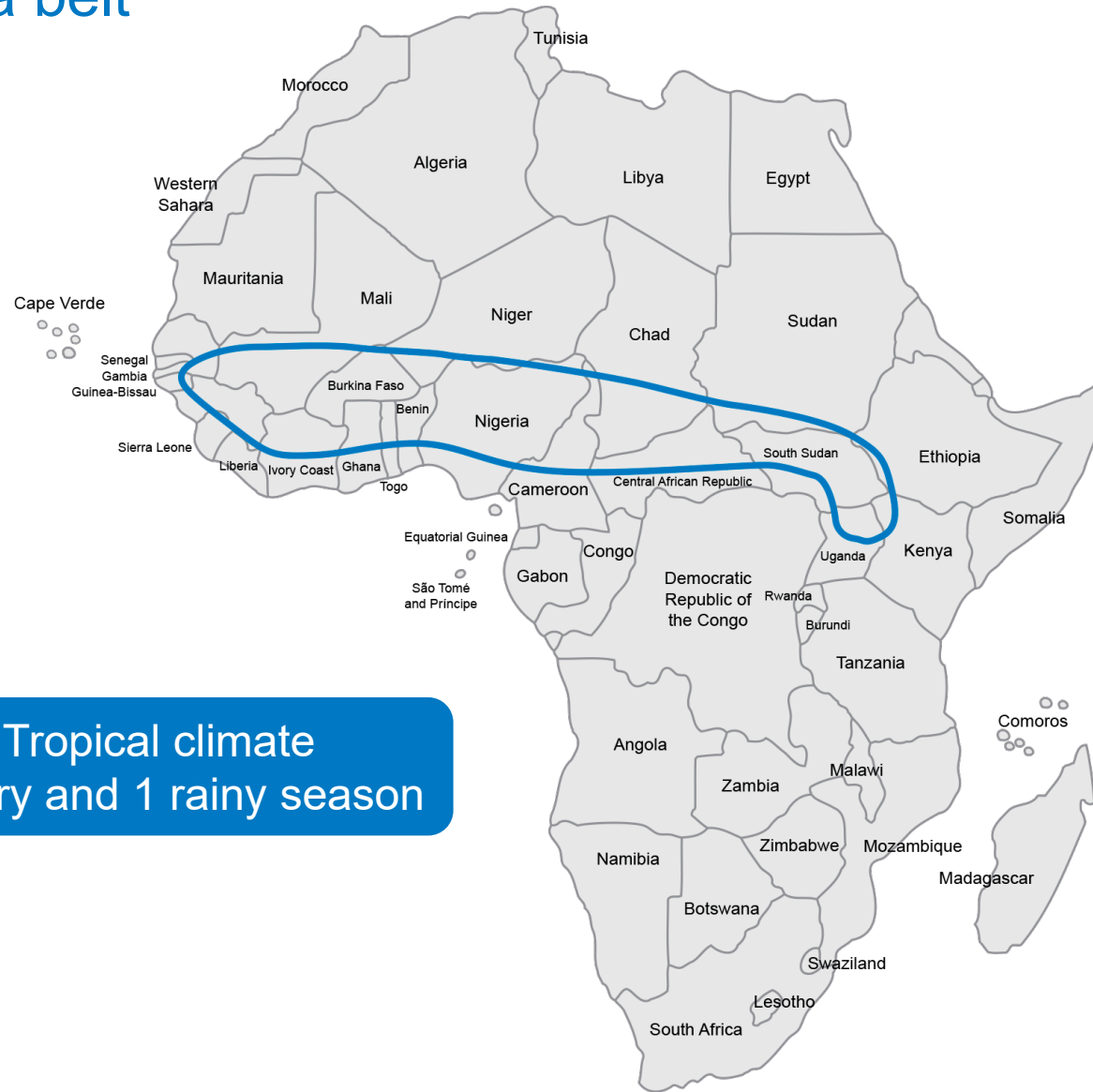
Welcome to West Africa and shea sourcing

**AAK operates
in 8 countries:**

**Burkina Faso, Benin,
Ghana, Ivory Coast,
Mali, Nigeria,
Guinea, and Togo**

**Approximately
16 million women
collectors are part
of the shea supply**

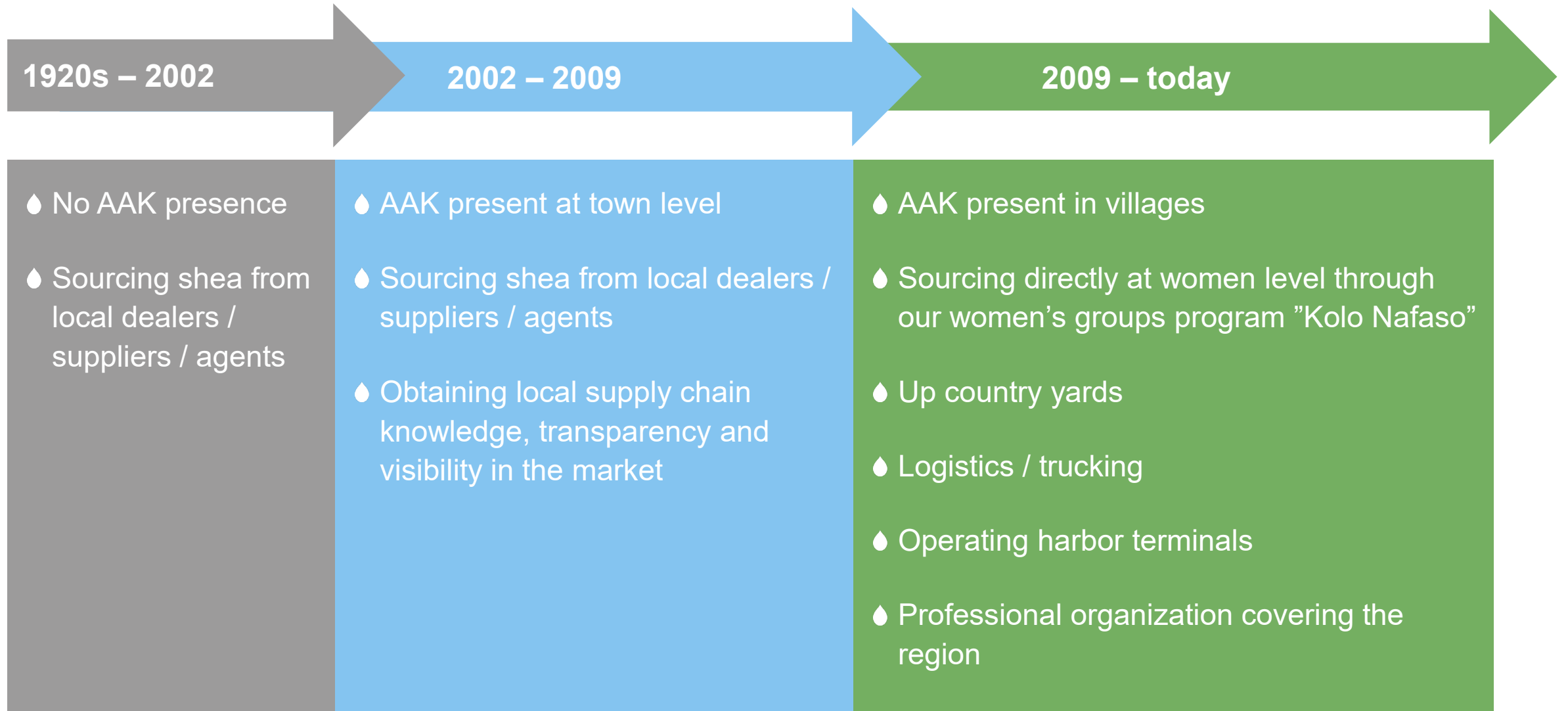
The shea belt



Tropical climate
= 1 dry and 1 rainy season



History of AAK's presence in West Africa



The shea tree

- ◆ Starts to give fruit after 15–20 years
- ◆ Takes 40–50 years to reach maximum fruit production
- ◆ Harvesting only once a year
- ◆ Women collect in the bush and parkland around the village
- ◆ Requires no fertilizers
- ◆ No plantations exist
- ◆ Approximately 50 percent of the kernels are not collected



AAK operates in two parallel supply chains

Traditional shea supply chain



- 💧 No plantations
- 💧 Extensive network of middlemen providing logistics
- 💧 Important extra income for individual women

AAK's women's groups supply chain



- 💧 AAK has taken responsibility as the market leader
- 💧 Direct sourcing from women
- 💧 Extension officers providing extra training and support

Impacts on quality

Collecting shea

Boiling

Drying

De-shelling

Hygiene

Dry storage



Up country yards and logistics

From up country to terminal

Quality control

Warehouses

Stock control

Accounting

Payments

Leadership management



Harbor operation in Africa – terminals

Warehousing
Vessel management
Stevedoring
Quality control
Documentation



Site Aarhus – production facility and Customer Innovation Center

Harbor operations and warehousing
of incoming shea kernels

Production

Innovation & Research

Quality control

Customer Innovation



End users and primary industries

Chocolate & Confectionery Fats



Cosmetic emollients





Thank you!

www.aak.com

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