



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

“The support of the project in this context is its constancy: the work that is done by the consultants, what they brought to us, the training they gave us, and that they always participate in what we do to be able to always boost us.”

Placide Olufèmi Vigan, Manager, Free Cajou

## Benin – Tripling the production capacity in one year

Strengthening trade and industry is at the heart of Benin's development policy aimed at effectively reducing poverty and ensuring a better integration of the country into the world economy. This is why the Government of Benin formulated, with the technical support of agencies identified by the Enhanced Integrated Framework (EIF), the project ‘Productive and Commercial Capacity Building (PRCPC)’ to strengthen the productive, trade and export capacities of Beninese enterprises.

### UNIDO'S APPROACH

The United Nations Industrial Development Organization (UNIDO) has been entrusted with developing the competitive supply of Beninese industries through improving the productivity of enterprises and bringing their products into conformity with national and international standards and also to foster the development of locally sourced support services for the industry.

Thanks to the PRCPC project in Benin, 31 firms from three industrial sectors with high potential of generating wealth benefited from a customized support during two years. Those three sectors are the aquaculture, the cashew and pineapple processing and the textile industry. Based on an initial diagnostic, an industrialization/modernization work plan was formulated for each enterprise.

In the case of the firm “Petit poisson”, the owner remembers that the first step of the transformation of his firm was to identify what was functioning well and what was needed to be improved. The capacities of the team of workers were then reinforced mainly through the mentoring they received from Beninese business consultants as well as international

aquaculture experts. As a result, the firm soon tripled its production of fry. They were producing around 50,000 fry per year while they produce more than 150,000 fry per year today. Thanks to the acquisition of a new production method they will be able to produce 1,000,000 fry next year.

### IMPACT

Already during the first phase of the PRCPC and only considering the four aquaculture farms which have benefited from this customized support, the impact is enormous. The following improvements have been noted for four firms observed: 20 to 25% of savings at the feeding level; 20% to 30% savings in the cost of fishing labor; better and more stable water quality; improved collection data systems; better monitoring of the farms; an improvement in the availability of marketable fish at any time of the year; 50

to 75% improvement in the larval survival rate; better structured financial management; 30 to 45% savings in the production cost of fingerlings and a better fry quality. In another company, 30% savings of time and energy and an increased survival rate have been observed.

### WAY FORWARD

The great innovation of the PRCPC lies in its methodologies. Indeed, for each of the three industrial sectors covered, one or two international experts supervised a team of three to four national experts. Thus, every mission of international experts fulfills the double objective to provide an ad-hoc analysis and work plan to each enterprise supported by the project, and also to train the national experts that are then able to guarantee a smooth transition inside the firms and the sustainability of the changes.

### AT A GLANCE

<b>Project title</b>	<b>Renforcement des Capacités Productives et Commerciales au Benin</b>
<b>Thematic area</b>	Advancing Economic Competitiveness
<b>Donor</b>	Enhanced Integrated Framework (EIF)
<b>Project counterpart</b>	BRMN
<b>Budget</b>	Total of USD 4,237,089 (USD 1,264,500 implemented by UNIDO)
<b>Duration</b>	May 2015 – April 2019