

Laiterie du Berger SENEGAL

Laiterie du Berger manufactures and distributes dairy products using milk collected among Fulani farmers in the Richard Toll region (North of Senegal).

Created in 2006 by a young Senegalese entrepreneur, Bagoré Bathily, the company aims at processing and selling milk produced in the hitherto region while providing cattle farmers with a steady income and allowing the largest number of the population to access quality nutritional products. It created in 2009 the DOLIMA brand under which its products are sold in Senegal.

- The company started its production with a milk collection of 500 litres per day. Three years later, the collection reaches 2 500 litres per day delivered by 630 farmers (organised within the M'Bane cooperative).
- In addition to a steady income, Laiterie du Berger provides farmers with a whole range of services: cattle fodder, technical management services, veterinary services, insemination, etc...
- Richard Toll plant's capacity is of 10 000 litres per day. By end 2012, Laiterie du Berger plans to collect more than 1.5 mln litres per year delivered by 1.000 farmers.



The company has among its shareholders the Bathily Family, Investisseur et Partenaire, a private socially responsible financing company, the danone.communities venture capital fund whose purpose is to support Social Business projects and, after its participation to the next capital increase, Grameen Crédit Agricole Microfinance Foundation.

Grameen Crédit Agricole Microfinance Foundation will acquire a 10% equity share of Laiterie du Berger and will contribute to a program aiming at improving the dairy farming sector. The Foundation chose to support Laiterie du Berger for its commitment to :

- the development of the dairy farming sector,
- the improvement of the local people's living conditions,
- its internal human resources policy,
- its contribution to a quality nutrition for the benefit of the Senegalese population.



Key figures 2009	
Sales	550 CFA Fr Millions
Number of cattle farmers	630
Number of employees	150