

## Senior Expert Contact – a Program of Swisscontact POTENTIAL MEETS EXPERIENCE

The retired professionals of our Senior Expert Contact (SEC) are qualified experts on site. Through their consulting services, they provide hands-on, cost-effective support towards sustainable development of companies and institutions.

**SEC Remote Assignment in Nepal, 2023**

**Assignment No. 4052**

**Location** Kathmandu, Nepal

**Client** Food Processing  
(Peanut Butter)

**Expert** Günther Knotz  
Export & Logistics

**Period** 25.02. - 21.04.2023



### Client Profile

Founded in 2016, the company is a rather small buyer of peanuts and a producer of high-quality peanut butter and candies. 11 employees (1 full-time/10 part-time, 84% female) are engaged in this business, and there is an aim to enable the female population in Kothan to earn an independent income. The company and peanut butter brand owner is located in Tokyo/Japan.

### Tasks

- Assist with finding a distributor in the target countries
- Assist with the constant adjustment of costs/margins to the achievable sales prices
- Assist with organic- and/or bio label certification
- Production and commissioning set-up in Nepal

### Results

The focus was on 2 export markets (HKG / DBX). The company has now begun the relocation of the entire production and export processes to Nepal, which will result in a reduction of total production costs by approx. 35%. The packaging of candies has been revised to have less volume and be stackable. A draft "Terms of Sale" has been established.