



ASOCIACIÓN AGRARIA BANANERA **FINCAS DE EL ORO**

ECUADOR

 PRODUCING TODAY,
TOMORROW'S FUTURE



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— WHO WE ARE

Our origins

Asociación Agraria Bananera Fincas de El Oro is an association of organic and conventional banana producers in the province of El Oro, southern Ecuador.

2012

FOUNDED
MAY 17

43

PRODUCER
MEMBERS

450

HECTARES OF
BANANAS

Founded by **16 conventional growers**; today **43 organic and conventional producers**. We grow sustainable bananas with social, environmental and labor responsibility, and a commitment to human development (UNDP Human Development Index).



Farms in 5 cantons of El Oro: Machala, El Guabo, Santa Rosa, Arenillas and Pasaje, a wide area where our projects benefit many communities.



Office: Av. Principal 3 & Av. Las Américas, La Florida, Sector 5, Machala, Ecuador.



— QUALITY YOU CAN VERIFY

Our certifications

Our farms are certified to internationally recognized standards for fair trade, good agricultural practices, worker welfare and organic production.



FAIRTRADE

Fairtrade

Fair prices and a Fairtrade Premium invested in our producers and communities.



GLOBALG.A.P.

Good agricultural practices, food safety and traceability.



GLOBALG.A.P. GRASP

Risk assessment on social practice: worker health, safety and welfare.



Organic (NOP / EU)

Certified organic production for the US and European markets.

Responsible agriculture, sustainable future



Bio-ferments to restore soil fertility naturally.



Clean Field Program for safe disposal of agrochemical containers.



Vermiculture: humus and earthworm leachate.



Reforestation of the river basins that supply our drinking and irrigation water.



Lower water use per box of bananas.



Climate change plan to mitigate its effects and adapt our crops and way of life.



Stronger organization: gender equity, generational transition, business plans and Fairtrade standards.



School projects, including school gardens.



School project with local students



School kits



Packing team

Investing in the next generation

We provide notebook kits to workers for their school-age children, and laptops to schools and to top-performing students, whether they are the children of our producers' workers or of the Association's own staff.



Laptops for top-performing students



Laptop delivery



Donation ceremony at a local school

Vermiculture facility

We produce humus and earthworm leachate to improve soil fertility, structure and microbiota on our members' farms.



Humus: organic matter that feeds the soil.



Earthworm leachate: a natural liquid fertilizer.



Healthier soils with better structure and microbiota.



Vermiculture beds



Covered vermiculture shed



Finished humus

Bio-ferment plant

We use native mountain microorganisms to build suppressive soils and improve fertility on our farms in a balanced way.

90,000

LITERS OF BIO-FERMENTS
APPLIED EVERY YEAR



Treated pseudostem



Bio-ferment



Our bio-factory



Collecting mountain microorganisms



Fruit grown with bio-inputs

“Sembrando Vida” (Sowing Life)

Together with the Prefecture of El Oro and members of the Ecuadorian Fair Trade Coordinator, we have taken part in campaigns to reforest cleared land in several cities, the river basins that supply water to farms and towns, and the buffer zones on our farms.

7

PROPAGATION AND
PLANTING CAMPAIGNS

700,000

TREES
PLANTED



Forest buffer zones between farms



Tree-lined farm roads



Reforestation tree nursery

Ongoing training program

Fairtrade, labor and environmental topics, organic production and regulations, GLOBALG.A.P. standards, biosecurity protocols to prevent Fusarium and Moko in bananas, due diligence and more.

26

TRAINING SESSIONS

463

ATTENDANCES ACROSS ALL SESSIONS

650

FARM WORKERS TRAINED IN LABOR RIGHTS, HEALTH & SAFETY AND NON-DISCRIMINATION



Empowering women in our community

Beauty courses for the women who work with us, helping them build new skills.



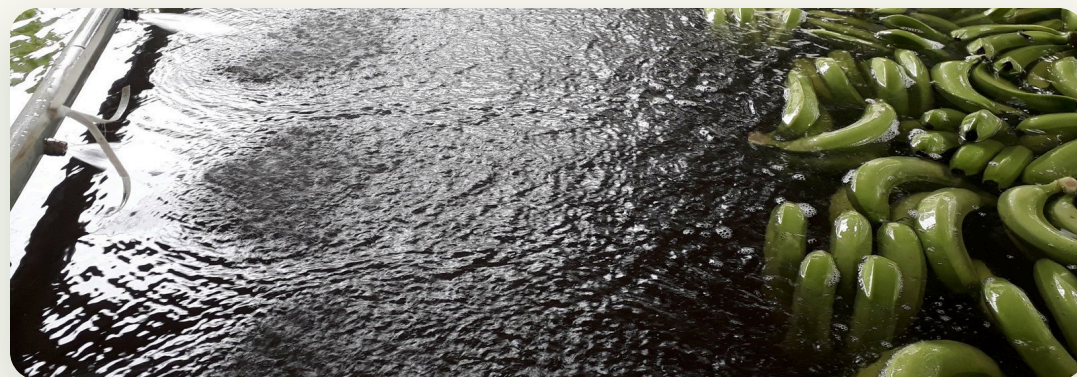
Less water per box

In 2025 we installed 9 water-saving systems in the banana packing process. The water saved stays in the subsoil instead of being contaminated or wasted.

240 L → **140 L**
BEFORE NOW • AVERAGE PER BOX

441,600 L
WATER SAVED
EVERY WEEK

9
FARMS WITH
THE SYSTEM



Based on 4,416 boxes per week across the 9 farms.

From the field to safe disposal

How we handle empty agrochemical containers, protecting the environment, keeping growing areas clean and keeping families safe.

STEP 01



Triple rinse

Every input container is triple rinsed and stored properly.

STEP 02



Safe collection

Primary collection centers store recovered containers safely: mesh huts and 200-liter drums, properly labeled and locked.

STEP 03



Responsible disposal

The Association's technician collects the containers and takes them to the primary collection centers or the CropLife collection center in Pasaje.



Container collection drum

— YOUR PARTNER IN ECUADOR

Why choose us?



01

Organic & Fairtrade

Certified organic and Fairtrade supply.



02

Good agricultural practices

GLOBALG.A.P. and GRASP certified farms.



03

Healthy communities

Education, training, gender equity and reforestation.



04

Innovation & productivity

Bio-ferments, vermiculture and water-saving systems.



05

Direct market access

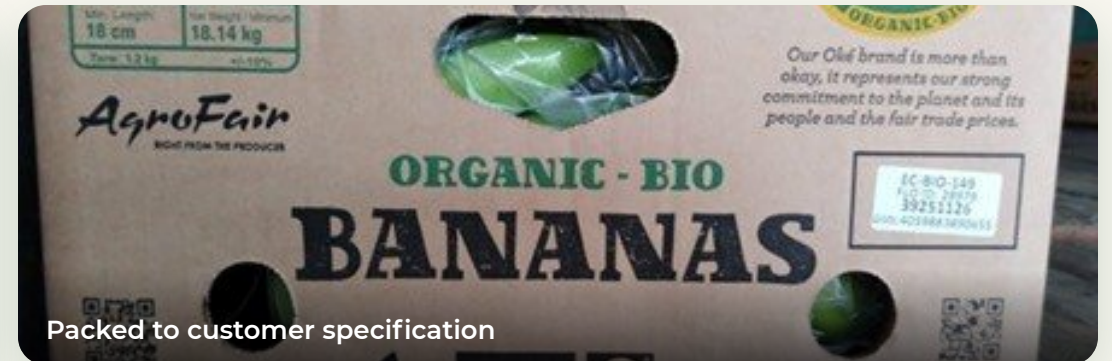
Direct access to buyers in North America and Europe.



— OUR PRODUCT

Premium Cavendish bananas

Organic and conventional fruit, grown by our members in El Oro and packed to each customer's specification.



Organic and conventional fruit from 43 producers.



Fairtrade-labeled, packed to each customer's specification.

— OUR PRODUCT

Product specifications

VARIETY	Cavendish banana
CLASS	"A" Premium, first class
FINGER LENGTH	18 cm minimum
CALIBER	39 mm min. – 46 mm max.
CLUSTERS	3 to 7 fingers per cluster. Accepted combinations: 2 clusters of 3 fingers + 1 of 4, or 2 of 4 + 1 of 3; or according to the customer's packing pattern.
FRUIT AGE	10 to 12 weeks
TREATMENT	Citric acid
BOXES	20 pallets per container; 48 boxes per pallet (960-box container) or 54 boxes per pallet (1,080-box container)
PLASTIC	Vacuum bags, 38 × 48, 0.0008 in (0.8 mil) thick (EURO)
PACKING	4 rows of clusters per box
SANEO*	2 per box, or according to customer specification
LABELS	Fairtrade, 30 per box
CARDBOARD	Non-perforated
CERTIFICATIONS	GLOBALG.A.P. · GLOBALG.A.P. GRASP · Fairtrade · Organic (NOP / EU)

* **Saneo:** removing one finger from a cluster.



MARKETS

Where our bananas go

From the province of El Oro, Ecuador, to customers in North America and Europe.

NORTH AMERICA
Canada

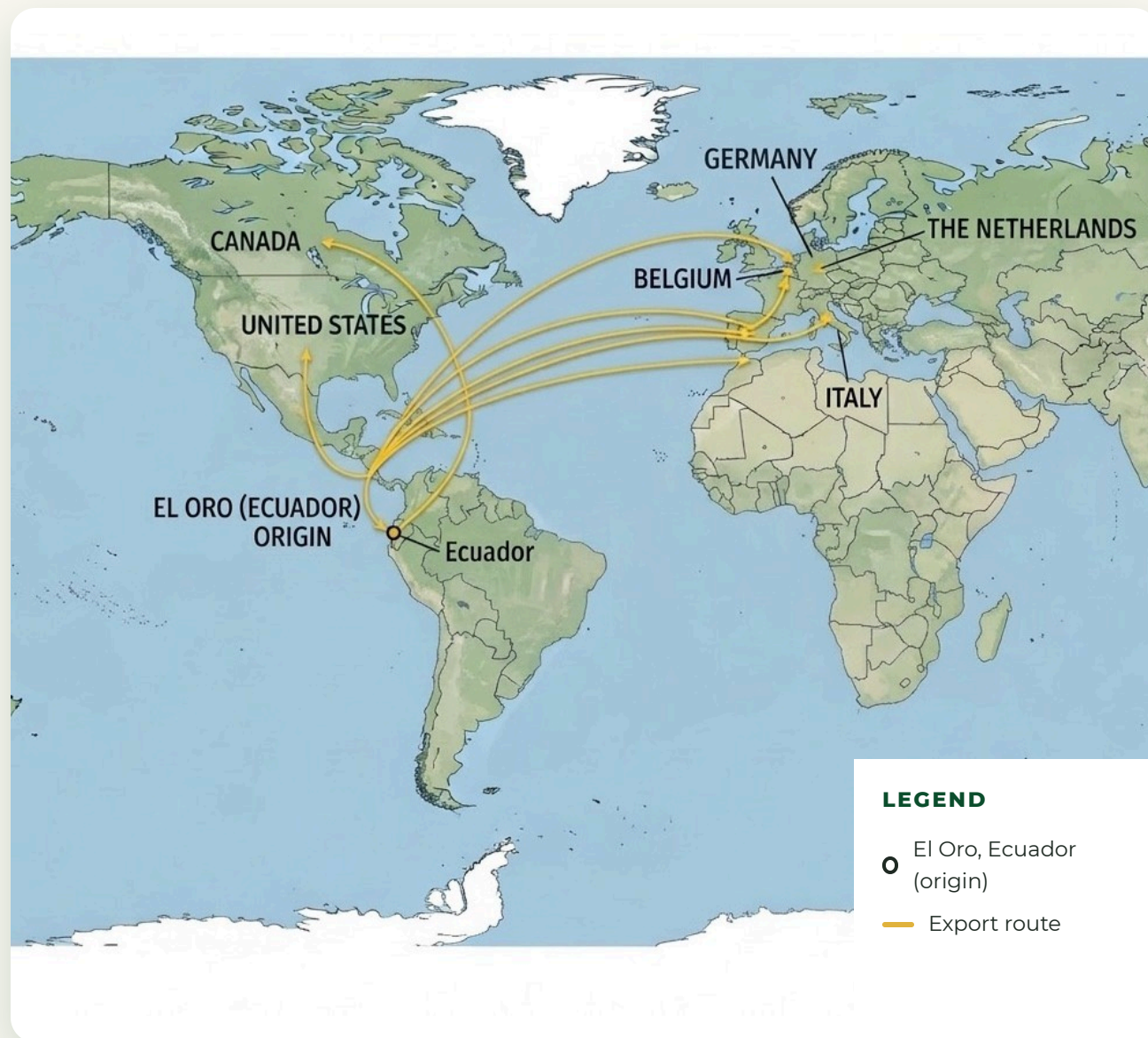
NORTH AMERICA
United States

EUROPE
Germany

EUROPE
The Netherlands

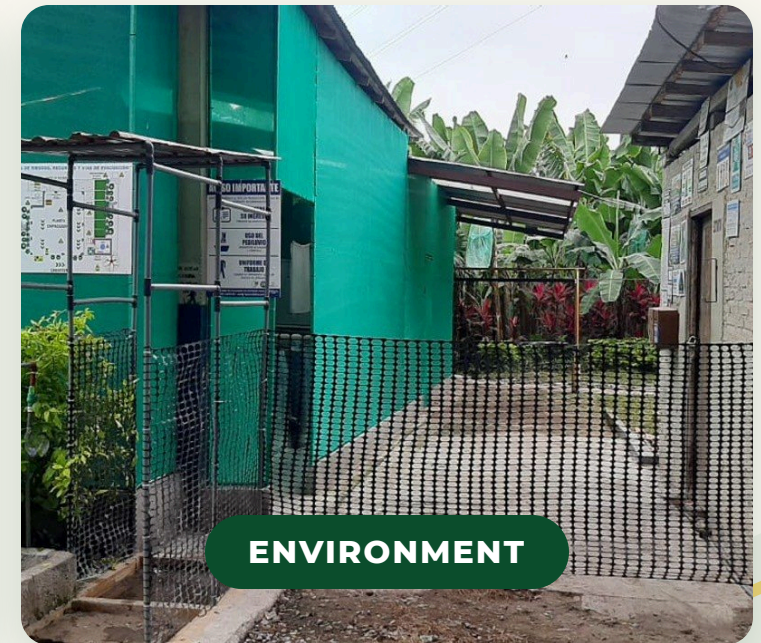
EUROPE
Belgium

EUROPE
Italy



Every purchase makes a difference

“We strengthen our producers, create opportunities for their families and workers, protect the environment and contribute to a more sustainable banana supply chain.”





— THANK YOU

Let's grow together

Asociación Agraria Bananera Fincas de El Oro
Producing today, tomorrow's future.



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OFFICE

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