

## The Business Summary

- Kilombero Sugar Company Limited (KSCL), is the largest producer of sugar in the country under the strong “Bwana Sukari” Brand name.
- KSCL is part of the Illovo Sugar Africa Group, Africa’s biggest sugar producer with extensive agricultural and manufacturing operations in six African countries; including South Africa, Malawi, Mozambique, Eswatini, Zambia and Tanzania. Illovo Sugar Africa is a wholly-owned subsidiary of Associated British Foods plc (ABF), listed on the London Stock Exchange.
- Located at Kidatu within Kilombero Valley in Morogoro Region, the Company operates two agricultural estates and sugar mills; Msolwa and Ruembe located in the Districts of Kilombero and Kilosa respectively and separated by the Great Ruaha River, within Morogoro Region.

- Largest crop estate in Tanzania covering 26,000 hectares; 10,000 ha belonging to KSCL and approximately 16,000 ha from the Kilombero Growers.

- Transformation initiatives undertaken in 1998 resulted in increased sugar production from 29,500 tons on average per annum to 125,000.

- The Company’s supply chain includes approximately 8,000 grower farmers supplying about 600,000 tonnes of cane every year. 45% of the sugar cane crushed by KSCL is supplied by independent farmers; the remaining 55% comes from the company’s own land.

Over 200 businesses have been registered in the Kilombero valley as a result of this supply chain.

## Vision

A future proof agro-processing sugar business that delivers sustainable profits and shared value for key stakeholders.

## Mission

To produce quality affordable sugar that is easily accessible by consumers in the markets in which we operate.

To grow our sugar production with the ultimate objective of helping Tanzania be self-sufficient. We aim to achieve this through an inclusive approach that entails sourcing cane from local farmers and selling our sugar through a network of re-sellers and stockists.

Work safely in everything we do.

## Contribution to the Economy

KSCL is one of the major contributors to the Tanzanian economy at large and to the surrounding community.

## Government Revenue

As a shareholder in KSCL, the Government of Tanzania receives dividends from KSCL through its 25% stake in the Company along with other forms of revenue such as taxes and levies.

## Creating Employment Opportunities

Up to 4,440 jobs are created each season; of which 2,027 are direct employment. About 2,000 indirect jobs are created through 200 appointed sugar selling customers around the country.

## Supporting Social Services

Through investment in local schools, hospitals and housing, the business is able to support 9000 lives and more than 20,000 people who live within the surrounding community. KSCL facilitated mobilization of donor funding for rehabilitation and construction of 150 Km of roads to improve access to Kilombero Growers’ cane fields.

## Promoting Sustainable Agriculture

The Kilombero Growers supply 45% of cane to the factories and is an example of a successful model of rural transformation to a middle income economy through sustainable agriculture. Their growing area has tripled from 3,500ha in 1998 to 16,000ha to-date. Local community earnings from cane farming continue to grow year after year, whereas TZS 65 Billion was paid to growers in the 2019/20 season.







## Thriving Community Purpose

As part of the Illovo Group, KSCL supports the Group purpose which is building a 'Thriving Community'.

We believe that to be a successful company on the African continent, we must be an invested citizen in each of the countries in which we operate. Our focus therefore, is on creating an environment in which both our businesses and our communities thrive in a mutually-beneficial partnership. Most importantly, by keeping to our "shared value creation" mandate, we are committed to ensuring these thriving communities are able to sustain themselves well beyond our direct presence.



Quality branded products consistently delivered to vibrant local markets. Positioned to serve and meet local customer and consumer needs.



Collaborative and cooperative stimulation of economic activity. Collaborative community engagement strengthens the growth and development of the Thriving African Community.



Encouraging innovative commercial community Opportunities along our manufacturing value chain. Unlock national growth in the countries in which our Businesses operate.



Creating mutually-beneficial and commercial value from agricultural community projects. Promote rural economic development and growth by sharing agricultural expertise and facilitating community access to resources, such as water, power and farming inputs.

## Bwana Sukari Brand



Bwana Sukari brand was launched over 25 years ago and is easily identified through its iconic symbol of 'the muscle man' (Strong Man).

Bwana Sukari is currently the market leader in making high quality sugar available to consumers in different pre-pack formats.

Bwana sukari is available in 150g, 320g, 1kg, 5kg, 25kg and 50kg packs.

The 1kg pre-pack was launched in 2014 followed by 150g pack known as Booster and 320g pack dubbed Robo Plus. This was in 2018. These pre-packs were introduced to serve lower income consumers.

In 2019, Bwana Sukari launched 5kg in order to drive brand awareness to middle grocers. The new pack offered a branded solution to shoppers looking for an economical 'mid bulk' purchase. The pack also offered a guaranteed weight and a hygienic solution to consumers.

Bwana Sukari is a high quality Tanzanian sugar brand that guarantees weight & hygiene to its consumers with a promise of 'Utamu Halisi wa Kitanzania'.



## Other Facts

KSCL operates cohesively with Illovo Distillers Tanzania Limited (IDTL) Located in Ruaha Village within Kilosa District

IDTL produces Extra Neutral Alcohol (ENA) of 12500kL per annum with a view to increase to +- 17000kL per annum after the Expansion Project

Successful downstream diversification strategy into ethanol production from the previously 12 Million litres of potable alcohol produced per annum to 12.5 Million and awarded the Prestigious Monde Selection Grand Gold Quality Award for our home-grown potable alcohol

The Expansion Project will increase Kilombero's sugar production by 144,000 tons from current levels of around 126,000 tons of sugar per annum, to 271,000 tons



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