



**KILOMBERO**  
**SUGAR COMPANY**  
AN ILOVO SUGAR AFRICA COMPANY

# KSCL NEWSLETTER

## 7<sup>TH</sup> EDITION

MAY 2023

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# MESSAGE FROM THE MD

Welcome to our Seventh Edition of the KSC Newsletter to get highlights of the business, key ongoing projects, safety issues, key engagements and events undertaken within and outside our company.

## Safety

KSCL continues to ensure a safe and healthy working environment for its employees but also for all other stakeholders visiting the estate. In this regard, management continues to emphasize the need for employees to adhere to safety principles, work procedures and standards, not only at work, but also while they're at home. Each of us is responsible to act safely to protect ourselves, but also to look out for the safety of our fellow colleagues.

We are currently in the rainy season which according to the Tanzania Metrological Agency is expected to progress for a longer period than anticipated. During this period, the roads are often very slippery hence dangerous to people using motor vehicles. Every person driving a motor vehicle is reminded to be mindful while on the road by reducing speed and to increase the distance of your vehicle from any vehicles in front of you to protect yourself and other road users.

Moreover, people are advised to take precautions against falling trees due to the soil being very damp. The same also applies to parking of vehicles to mitigate the risk of being injured or causing damage to property in the possible event of falling trees or branches.



It is very disappointing to report that there has been an increase in the number of criminal activities, particularly theft of company properties and increasingly, our own employees are involved. Employees are reminded that they are equally responsible to ensure safety and security of company properties and support the investigation machinery when required, in order to curb this criminal conduct.

Management in collaboration with the new OCS K1 organized awareness sessions to employees in various sections with a view to understand the importance of neighborhood policing and collaborate to curb the ongoing prevalence of theft cases against company property.

## **Business Update**

The 2022/23 production season ended on the 9<sup>th</sup> March 2023.

The target for the season was to crush a total of 1,275,000 tons of cane, 625,000 tons from KSC Estate Agriculture and 650,000 tons from the Kilombero Growers.

The budgeted sugar production for the season was 126,161 tons, with the sucrose target of 12.10% for both the Estate Agriculture and the Growers.

As at season closure - 9th March 2023, the total cane crushed amounted to 1,297,235 tons, out of which 643,803.31 tons have been supplied by Kilombero Growers equivalent to 49.6% and 654,431.69 tons by the Kilombero Estate Agriculture equivalent to 50.4%. The total sugar made was 133,358 tons, which is above our targeted sugar make. This is due to the dry weather experienced up to the end of February 2023 and excellent factory performance in both crush rate and sugar recoveries.

The good factory performance has also been made possible by the steady cane supply from both Growers and the Estate with lower Burn-to-crush hours than anticipated, allowing for smooth cane delivery to the factories.

Thank you and well-done to everyone for an excellent performance!



Factory start-up for the upcoming season of 2023/24 is expected to be in early June 2023 depending on good weather conditions.

Our commercial team has continued to carry out various initiatives, such as strong brand campaigns, launching our 50gm pre-pack dubbed “Kitamtam” in Morogoro and Ruaha village, collaborations and partnerships with other businesses; all with a view to meet consumer needs and ultimately selling our sugar. The ongoing initiatives have greatly supported steady increase in demand for Bwana Sukari pre-packs driven by our availability in the market.



Total Tanzanian Sugar industry production ended at a record 460,000 tons, 82,000 tons increase from last year's season. We anticipate the Sugar Gap for this year to be small due to the increased industry production this past season caused by the dry season which positively resulted to high sucrose content of cane.

Production of ethanol at the Distillery went very well. The budgeted production for this season was 14,202kL of Extra Neutral Alcohol (ENA). As at season closure - 10th March 2023, actual production of 14,620kL ENA was achieved which is 3% higher than the budget. Due to high demand of the product, the stock was sold out soon after season closure.

### **Expansion Update**

Site structures for the K4 Expansion project are now more vividly seen than earlier before. While the construction work is slightly slower, the procurement and delivery of equipment is progressing well



with key equipment having already arrived on site.

To-date, the overall expansion project progress has reached 50 percent. Project commissioning is still targeted for 1st July 2024.

I would like to thank all our employees for your efforts and hard work in the 2022/23 season and appreciate the support extended by our stakeholders which have contributed to the success of the business to-date and hope for your continued support in the upcoming season.

Looking forward to another successful and safe upcoming season in 2023/24.

**Guy Williams**  
**COUNTRY MANAGING DIRECTOR**



## 'KITAMTAM' (50G) LAUNCH



Kilombero Sugar Company introduced its new SKU, 50g pack at a launch event held on 23<sup>rd</sup> January 2023 in Morogoro, followed by a local launch on 24<sup>th</sup> January 2023 at Kilombero.

The launch campaign dubbed, 'KitamTam' was accompanied by listing activities at retail stores, on-ground events, radio advertisements and social media awareness campaigns.

Launch events were graced by top local artists from Tanzania, Dulla Makabila and MC Balaa. The audience received more entertainment from one of the highly recognised MC's, Dr. Kumbuka.

This is a household SKU targeting the "Just-Getting-Through-The-Day" consumer segment. 50g is designed to deliver good value to both customers, and consumers with a retail price of TZS 200/- only.





## 'KITAMTAM' (50G) LAUNCH

Commercial Head, Mr. Fimbo Butallah introduced the pack to the market through media coverage during the launch events, followed by a remarkable unveiling of our hanging sachets by the Managing Director, Mr. Guy Williams.

A successful launch led to good sales of the SKU, and hopes are to further penetrate more regions and reach more households in Tanzania with yet another innovative consumer-driven SKU, the most affordable in the market, and continue to place Bwana Sukari as the most trusted and leading sugar brand in Tanzania.



## WORKING SESSION OF THE ALLIANCE FOR INCLUSIVE FINANCE

On 27<sup>th</sup> January, Kilombero Sugar Company and members of the newly formed Alliance for Inclusive Finance met to discuss transformation of grower productivity through access and usage of quality financial services.

This is an important milestone as we implement the Expansion Project as it will help to reach the goal of improving grower contribution from the current 650,000 tons to about 1.5 million tons to meet the demand of the upcoming factory.

Increasing the grower's contribution, whether through expansion and improving the health of existing farms or investment in new farms, requires quality financing at low interest rates to transform their productivity, improve yield and grow their revenue.

The alliance organized by the Financial Sector Deepening Trust (FSDT) will play a huge role in turning subsistence farming into commercial farming and help Tanzania to become self-sufficient in sugar production by 2025.



*Pierre Redinger, Grower Agriculture Head presenting during the working session*

# EXPANSION PROJECT MOVES FORWARD AS PLANTS ARRIVE

On February 17th, 2023, the Kilombero Sugar Company received a shipment of plants for its new factory in Tanzania as part of its expansion project. The Planning, Research, and Information Technology Director at the Tanzania Investment Centre (TIC), Mr. Maftah Bunini, represented the Minister of Industry, Trade and Investment, Hon. Dr. Ashatu Kijaji, at a brief ceremony held at the Dar es Salaam port.

Mr. Bunini, speaking on behalf of Minister Kijaji, congratulated the company on the investment and said that the Government, through the Ministry of Industry, Trade and Investment and the TIC, will continue to create a conducive environment for investment to stimulate economic growth and pledged continued support to KSC.

The Business Affairs Manager from Kilombero Sugar Company, Bruno Daniel, explained that the arrival of the plant is an important step in the implementation of the expansion project, which is expected to be completed in 2024. The plants received are some of the largest and most important parts for the factory construction.

The event was witnessed by other officials, including the Dar es Salaam Port Director, Mr. Mrisho Selemani Mrisho, who

represented the Director-General of Tanzania Ports. Mr. Mrisho assured KSC and other investors in general that the port is committed to facilitating the implementation of Government and private investor projects.

The plants are part of the implementation of the Kilombero Sugar Company expansion project whose completion will enable the government to achieve its objective of self-sufficiency in sugar production by 2025. The new factory will not only increase the company's production capacity but also provide employment and self-employment opportunities and contribute to the country's economic growth.



*Bruno Daniel, KSC's Business Affairs Manager (left) looking on as Mr. Maftah Bunini, TIC's Planning, Research, and Information Technology Director (center) speaks to the media during the event. On the right, is Mr. Mrisho Selemani Mrisho Dar es Salaam Port Director.*





## NEW KILOMBERO DC VISITS KSCL

On 28<sup>th</sup> February 2023, the Kilombero District Commissioner Hon. Dunstan Kyobya visited the Kilombero Sugar Company Limited to get a firsthand look at the company's operations and progress in the expansion project.

During his visit, Hon. Kyobya received a briefing on the company's operations and was taken on a tour of the facilities to see the sugar production process.

The District Commissioner was also briefed on the expansion project and its importance in achieving the government's objective of self-sufficiency in sugar production by 2025. Hon. Kyobya then inspected the progress of the expansion project and expressed his satisfaction with the work that had been done so far.



*Guy Williams, KSC Managing Director briefing the Kilombero District Commissioner Hon. Dunstan Kyobya during the DC's visit to the factory.*

Hon. Kyobya also toured the company's warehouses to see the sugar reserves to assure the public that there would be enough supply during the holy months of Ramadhan and Lent where sugar is an important commodity during the fasting period for Muslims and Christians alike.



## NEW KILOMBERO DC VISITS KSCL

In his remarks, Hon. Kyobya urged the Company to work day and night to ensure the expansion project is completed on time. He emphasized the importance of the project not just for the company but for the entire country's economic growth and development.



*Kilombero staff led by the Managing Director, Guy Williams (in a yellow vest) briefing the Kilombero District Commissioner Hon. Dunstan Kyobya (4th right) about progress of the expansion project.*



*Guy Williams, KSC Managing Director and the Kilombero District Commissioner Hon. Dunstan Kyobya when the DC inspected KSC's warehouses to see sugar reserves.*

Hon. Kyobya's visit to the Company demonstrated the government's commitment to supporting the company's efforts to expand sugar production and achieve self-sufficiency in sugar production in Tanzania.

## KSC CELEBRATES INTERNATIONAL WOMEN'S DAY

Kilombero Sugar Company Limited (KSCL) commemorated Women's History Month with a series of events that culminated in the celebration of International Women's Day on March 8<sup>th</sup>, 2023. The company took the opportunity to recognize and appreciate the remarkable contributions of women at the company and their achievements in various fields.

As part of the festivities, KSCL launched a campaign to acknowledge and recognize the efforts of women at KSC. The campaign which attracted huge interest both on social media and within the company not only covered the highlights of their journey, but also highlighted their personal traits such as determination and courage which enabled them to stand out.





# KSC CELEBRATES INTERNATIONAL WOMEN'S DAY



In joining the community to celebrate the day, KSC held workshops including a financial literacy training to women as well as a session on gender awareness for students from about 10 neighboring schools as well as handing out books on leadership and personal development.

The Women's Day celebrations at KSC were a testament to the company's commitment to gender equity and recognition of the valuable contributions of women in various roles. KSC continues to support and empower women in their workforce and encourages them to break barriers and achieve their fullest potential.



*KSC's Communications and Stakeholder Relations Manager and Women @Kilombero champion, Willa Haonga greeting attendants at the Women's Day Celebration event.*



*The KSC Women's Day planning committee pose for a group photo with invited guests.*



# ATE 5TH ANNUAL LEADERSHIP CONFERENCE

Kilombero Sugar Company Limited (KSCL) proudly sponsored and participated in the 5th Annual Leadership Conference 2023 organized by the Association of Tanzania Employers (ATE) on March 10<sup>th</sup>, 2023 in Dar es Salaam. The Prime Minister of the United Republic of Tanzania, Hon. Kassim Majaliwa was the guest of honour at the event that was attended by several dignitaries, including Dr. Dorothy Gwajima, Prof. Joyce Ndalichako, H.E. Elisabeth Jacobsen, the Norwegian Ambassador and heads of several entities.



The highlight of the event was the Female Future Cohort-8 Graduation where KSCL's Communications and Stakeholder Relations Manager, Ms. Willa Haonga, was amongst the graduates of Corporate Governance course, organized by ATE in collaboration with East Southern Africa Management Institute (ESAMI). This achievement is critical for business sustainability, and KSCL commends Willa for the accomplishment.



*Communications and Stakeholder Relations Manager, Willa Haonga (second right) at the graduation ceremony of the Cohort-8 Female Future Program in Corporate Governance*

## ATE 5TH ANNUAL LEADERSHIP CONFERENCE

During the conference, KSCL's Head of HR, Diana Mwakitwange, was presented with a certificate of appreciation on behalf of the company for sponsoring the event.

The company remains committed to supporting and empowering employees to excel in their respective fields and contribute to the growth of the company and the nation as a whole.



*Prime Minister Kassim Majaliwa presents a certificate to the Head of Human Resources of Kilombero Sugar Company, Diana Mwakitwange for the company's sponsorship at the 5th Annual Leadership Conference 2023*

## MALKIA WA NGUVU & BWANA SUKARI

Kilombero Sugar Company through its 'Bwana Sukari' brand partnered with Clouds Media Group for a campaign to commemorate International Women's Day dubbed, Malkia wa Nguvu 2023 - Sababisha.

A month-long campaign involved on-ground activities aimed at promoting Bwana Sukari brand and women-led businesses in Tanzania. Daily on-ground activities were aired live on radio, whilst driving awareness for the Bwana Sukari

brand and memorable brand experience with consumers.

The peak event took place on 25<sup>th</sup> March 2023 at Mlimani City Hall. The event was graced by the Honourable Speaker of the Parliament of the URT, Dr. Tulia Ackson as the Guest of Honor. Hon. Dr. Tulia Ackson was accompanied by the wife of the 4th President of the URT Mama Salma Kikwete and other top leaders from the Government and non-governmental organizations.





## MALKIA WA NGUVU & BWANA SUKARI

On behalf of the Company, The Trade Marketing Manager, Olympia Fraten handed over a Malkia wa Nguvu – Best Leadership Award to Dr. Anna Peter Makakala, General Commissioner Immigration. Among other achievements, Ms. Makakala successfully transformed immigration services to be digital based and introduced electronic passports in January 2018.



In March 2019, Reconnaissance, the organisers of High Security Printing EMEA, granted Tanzanian ePassport an award for the Best New ePassport.

The event shone light on Bwana Sukari through massive PR coverage on various newspapers, TV, radio, blogs, and a Live YouTube coverage through Clouds Media Group's channel.



## ZSTC AND KSCL DISCUSS GROWER RELATIONS

On 26<sup>th</sup> Jan 2023, the KSCL team hosted representatives from Zanzibar State Trading Corporation (ZSTC). Their visit was coordinated through the office of the Regional Administrative Secretary for Morogoro Region.

The visit among other things aimed at sharing and enlightening ZSTC on how grower company relations are managed but importantly to advise ZSTC on better ways to tackle various challenges facing their company as they contemplate rethinking on how their company operates in a more business focused direction to enable it generate profit.





# NEIGHBORHOOD POLICING AWARENESS SESSIONS

To ensure that KSC actively participates in social issues, including security, the Company and the Police Force through Officer Commanding Police Station K1, A/Inspector Godfrey Sambu offered training to various departments in KSC including the hospital staff.



The training which was also attended by A/ Inspector Mwita from Ruaha ward station also benefited security guards working for Garda World, our security service provider.

We are grateful to the police force for conducting the training that started on 5 April 2023 which enables us to participate fully in the prevention and detection of crime in the community.





# VISIT BY RUFJI VILLAGERS



In early April, Kilombero Sugar Company hosted visitors from Nyanda Katundu and Utunge Villages in Chemchem Ward, Rufiji District in Pwani Region.

The visitors represented other villagers wishing to engage in sugarcane farming and seeking to acquaint themselves on matters of relations with investors with a new investor in their area.

The group was able to learn about various aspects of the relationship between sugar cane farmers and investors through a presentation done by KSC staff.

They also had the opportunity to visit the Kitete Msindazi AMCOS and learn through their experience in sugarcane farming as well as relationships with Kilombero Sugar Company.





# TIC SHOWCASES KSC'S INVESTMENT

Kilombero Sugar Company (KSC) was invited by the Tanzania Investment Centre (TIC) to submit a video showcasing KSC and its investment to be featured at The Tanzania – South Africa Business Forum Themed “Forging a New Deal between South Africa and Tanzania towards High Levels of Trade and Investment”.

The bilateral investment forum focused on promoting investment and trade in four key sectors namely Agriculture, Infrastructure, Mining and Oil & Gas. TIC has also featured KSC in its monthly bulletin, highlighting the company's expansion project and its expected impact on the economy.

Speaking in the video, KSC's Managing Director, Guy Williams highlighted the company's investments made to date and contributions to the Tanzanian economy and expressed how TIC has been a crucial partner in the company's growth.



"When we started in 1998, the Company used the Tanzania Investment Centre, where it grew from 30,000 tonnes to an average of 126,000 tonnes currently. With this new project, we went back to TIC to obtain the incentives we required to make it a viable venture. They helped us through the application process and made it possible for us to access the investment incentives that Tanzania offers to investors.", said Guy.

The video features KSC's Expansion Project, commitment to sustainable farming practices, and its impact on local communities and the nation as a whole. The video presentation at the business forum in South Africa provided an opportunity for TIC to promote Tanzania as an attractive investment destination in the sugar industry.

KSC is grateful for the support and recognition from the Tanzanian Government through TIC. Our expansion project is a significant step towards achieving our strategic growth objectives and contributing to the socio-economic development of Tanzania. The engagement between KSC and TIC highlights the strong partnership and collaboration between the private sector and the Government in promoting investment and economic growth in Tanzania.

SECTION SEVEN

## INVESTOR OF THE MONTH: KILOMBERO SUGAR COMPANY LIMITED

### KILOMBERO SUGAR COMPANY AN ILLOVO SUGAR AFRICA COMPANY

#### 7.1. INVESTING IN SUSTAINABLE DEVELOPMENT OF THE SUGAR INDUSTRY

Kilombero Sugar Company Limited (KSCL) is the largest producer of sugar in Tanzania under the strong “Bwana Sukari” Brand name. The company is 75% owned by Africa's largest diversified sugar and downstream products producer, Illovo Sugar Africa, with the Government of Tanzania owning the balance of shares. Illovo Sugar Africa Group is Africa's biggest sugar producer with extensive agricultural and manufacturing operations in six African countries; including South Africa, Malawi, Mozambique, Eswatini, Zambia and Tanzania. Kilombero Sugar Company Limited is a Miller Cum Planter (MCP) growing cane within its estates in Msolwa

and Rumbembe and produces sugar at its two mills. Together, the two mills produce an average of 126,000 tonnes of sugar per year. In May 2021, Kilombero Sugar Company (KSCL) shareholders approved a Tsh 571.6 billion (US\$ 238.5 million) sugar factory expansion project which is expected to be completed in July 2024.

Construction of a new, state-of-the-art factory dubbed K4 will more than double Kilombero's sugar production capacity from current levels of around 126,000 tons of sugar per annum, to 271,000 tons per annum. This is among the company's strategies in supporting the government's vision of reducing the country's reliance on imported products by ensuring self-sufficiency in sugar by 2025. In addition to increasing sugar production, the expansion will create self-employment opportunities as the number of growers is expected to increase from the current 8,000 to between 14,000 and 16,000 growers. About 2,000 new jobs will be created within the supply chain. Sustainable Agriculture being one of the company's “Thriving Community Purpose”, the expansion project has been a catalyst for the company to make reforms towards environmental sustainability in its operations. The company employs state of the art and environmentally-friendly technologies in irrigation and has recently introduced the “Chopper Harvesters”.





## VISIT BY UBOMBO SUGAR-ESWATINI

Ubombo Sugar - Eswatini sent its two senior executives to Kilombero Sugar Company to share experience and explore stakeholder relations and sustainable business practices. The two representatives, Ms. Winile and Mr. Leonard from the Corporate Affairs Department, were warmly welcomed by KSC staff and engaged in in-depth discussions. They also participated in various activities, such as visiting KSC's sustainable agriculture projects and holding discussions with stakeholders, including the Sugar Board and the Tanzania Sugar Producers Association (TSPA).



*Leonard (left) and Winile (2nd-right) from Ubombo Sugar - Eswatini, part of Illovo Sugar Group during a visit to KSC*



The visit of the Corporate Affairs Department of Ubombo Sugar - Eswatini to KSC exemplifies the shared commitment of both companies to sustainable farming and knowledge exchange. It showcased the importance of collaboration and knowledge sharing in bringing about positive changes in the sugar industry and beyond.

Mr. Leonard and Ms. Winile expressed their gratitude to KSC for the warm welcome and the opportunity to learn and gain valuable insights from the visit.



## KSC HOLDS TALKS WITH TIC ON K4 PROJECT IMPLEMENTATION

On April 13<sup>th</sup>, 2023, KSCL participated in a joint stakeholders meeting with key government agencies, including the Tanzania Bureau of Standards (TBS), Tanzania Revenue Authority (TRA), Tanzania National Roads Agency (TANROADS), and the Tanzania Investment Centre (TIC).

The primary objective of the meeting was for KSCL to present a project brief on their expansion project and solicit support from the relevant stakeholders.



*Guy Williams, KSC Managing Director (left) with TIC Executive Director Gilead Teri (right) before the two participated in a joint stakeholders meeting*



Additionally, the meeting provided an opportunity for KSCL to discuss various challenges that were hindering the smooth execution of the expansion project. These challenges were thoroughly analyzed and discussed among all stakeholders present to find practical solutions.

## TANZANIA SOCIETY OF SUGAR AND CANE TECHNOLOGISTS (TSSCT) WORKSHOP

Tanzania Society of Sugar and Cane Technologists (TSSCT) Kilombero and NSI organized a workshop held on 25<sup>th</sup> March 2023 at the National Sugar Institute (NSI).

During the workshop, Giovanni Nguvu & Ignatio Juventus from the Agric Department, Sugilo Seme from Manufacturing Department and Samwel Msira from Growers Department presented their papers for review.

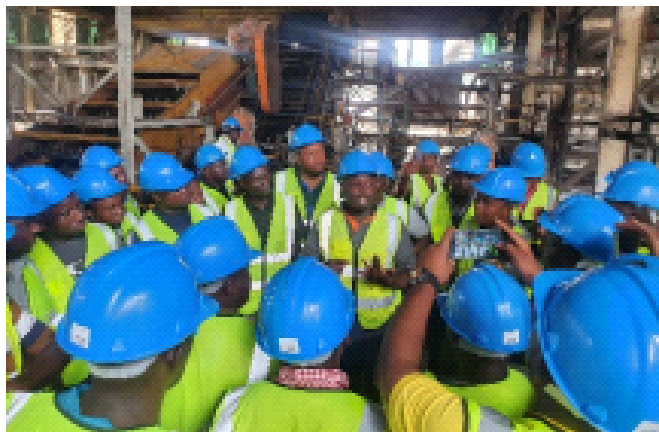
The review aimed to select one paper that will be presented at the 10th TSSCT National Workshop to be held on 28<sup>th</sup> & 29<sup>th</sup> April 2023 at Mtibwa Sugar Estate Turiani, Morogoro.



## EDUCATION STAKEHOLDERS VISIT KSCL

On March 4<sup>th</sup>, 2023, KSCL welcomed a total of 124 Head Teachers, including the WEO and District Education Officer from Mlimba District Council, for a learning visit to the factory.

The study tour was organized after Mlimba District Council Primary Schools performed well in their Standard Seven results, ranking second at the regional level.



As a result, the council leadership granted them an opportunity to visit Mikumi National Park and our factory to gain an understanding of our operations and their role in preparing students who may one day work with the company. Eng. Richard Sylvanus played a pivotal role in facilitating the study tour.



## ENGAGEMENT WITH IMPACT ADVISORY AFRICA

On 14<sup>th</sup> March 2023 Impact Advisory Africa Founder and CEO Ms. Angela Mbogoro paid a courtesy visit at KSCL for introduction and familiarization.

Impact Advisory Africa is working with Kilombero Community Charitable Trust (KCCT) in sourcing funds for various community programs.

Ms. Angela Mbogoro mentioned that KSCL through KCCT stands a chance of benefiting from various grants and aid which can be channeled to surrounding communities hence improving the lives of the surrounding community.



*Bruno Daniel, KSC's Business Affairs Manager (left) and Pierre Redinger, Grower Agriculture Head (right) with visitors from Impact Advisory Africa*



## TMA VISITS KSCL

On March 08<sup>th</sup> 2023 KSCL hosted officials from the Tanzania Meteorological Authority (TMA).

Their visit was in response to the request put forth by KSCL requesting the Authority to send its team of experts to study keenly on the KSCL's Automatic Weather Station (AWS) operations to enable the Authority to gain a wide understanding necessary for making an informed decision towards the registration of KSCL Automatic Weather Station.

The Authority was very impressed with the manner the company is implementing its responsibilities and the efforts that the company is taking to comply with the Tanzania Meteorological Act of 2019.



## KSCL SUPPORTS VILLAGES IN BUSINESS FORMALIZATION

KSCL sources gravel for its road construction and maintenance purposes from the surrounding villages. The sourcing is done through formal agreements that is entered between the company and respective village management.

To ensure that the company source materials from legally registered vendors, the company has been helping by providing guidance to the village management on how to go about in registering their burrow pits with the commission for minerals.

The company, furthermore, has been providing all the necessary logistical support like transport and necessary fees to ensure that the village burrow pits are legally registered before starting to gather

gravels on their premises

The company considers assistance given to the village as part of capacity building to village members and exposure on how to handle affairs of the village property. The process also enhances transparency and accountability for both sides.



## KSCL AND VILLAGE COLLABORATE TO RESOLVE WATER CHALLENGE

KSCL has held several discussions with the Msufini Village as part of a joint effort to resolve a water scarcity dispute that led to the destruction of the company's irrigation infrastructure by villagers last year.

The discussions aimed to identify the root cause of the water scarcity and find a collaborative solution to ensure a fair share of water for irrigation for both parties.



The discussions revealed several challenges, including a decrease in water flow from the intake due to climate change and siltation of the canal, hindering the smooth flow of water to downstream villagers' farms after the company has taken its share of irrigation water.

Irrigation Engineer Dominick Kitambo played a pivotal role in conducting a technical diagnosis of the situation.

## FAREWELL ENG. RICHARD NDONGWE

On 18<sup>th</sup> January, 2023 Kilombero Estate Agriculture Department (KEA) bid farewell to its long serving employee Eng. Richard Ndongwe. The farewell ceremony was held at Ruaha Farm (Jensen) and various employees from KEA and other departments were invited and given an opportunity to bid farewell in the way of short speeches.

Eng. Richard Ndongwe joined the company on July 28, 1990 and served for 32 years until he reached the compulsory retirement age of 60 on July 19, 2022. He will be remembered for his attention to detail, his passion for mentoring and coaching the younger generation, and for passing on his institutional memory to others.



As he enters this new chapter in life, we express our deepest gratitude for his contributions and wish him all the best in his well-earned retirement.



## ENGAGEMENT WITH TRA OFFICIALS

On March 24<sup>th</sup>, 2023, KSCL hosted officials from the Large Taxpayers Department - Debts Section of the Tanzania Revenue Authority (TRA) who visited the estate to gain a better understanding of our operations.

The visit was part of TRA's customer and stakeholder engagement efforts, aimed at improving their knowledge of the taxpayers from whom they collect taxes. This understanding will help foster good cooperation and relations between the authority and the company.

During their visit, the officials received a presentation that provided a brief overview of our operations, and they also toured the cane fields.



## KSCL AND VILLAGE SEEK JOINT SOLUTION

KSCL has been involved in discussions on multiple occasions to find a joint and mutual solution following recurring incidences of Nyange Villagers growing crops along the Ruaha River banks within the prohibited 60 meters buffer zone contrary to the environmental law.

When the villagers were removed from the river banks, they expressed their concerns to WEO Msolwa Ward, Mr. Philipo Komba,

who invited both KSCL and Nyange Village for a discussion chaired by Ephraim Haonga.

The KSCL team included Farm Manager for Sekeseke, Mr. Peter Yambi, Parks & Garden Foreman, Charles Chungu, and Garda World Representative, Mbonea Mbwambo, who participated in finding a joint and mutual solution to the challenge.



## BOOK LAUNCH BY ENG. TIM KYARA

On March 1<sup>st</sup>, 2023, Eng. Timoth Japhet Kyara, former Civil Area Inspector for the K4 expansion project, conducted a mini-launch of his book titled "12 Lessons from My Father: Wisdom I Want to Pass On to My Children."

This event was organized in response to requests from staff members who had seen his main book launch in Dar es Salaam. Eng. Tim readily agreed to share his wealth of experience, knowledge and wisdom with those who attended the launch at the Kilombero Country Club.



In addition to his engineering career, Eng. Tim is a life coach, teacher and author of several books.

It was a privilege to have one of our staff members author a book and share it with fellow staff and colleagues in the Kilombero community.



# KSCL SUPPORTS SWIMMING COMPETITIONS

TALISS Swimming Competition is one of the premier swimming tournaments in Tanzania. Bwana Sukari was privileged to be the main sponsor of the event this year and gained massive brand awareness among hundreds of students who participated in the event accompanied by their parents and caretakers. 13 Swim Clubs with more than 200 swimmers participated in the event. The event took place at IST pool ground and Mr. Ally Tembele, Acting Director of Sports Development Tanzania was the Guest of Honor.



The objective of the tournament was to get the Country's Top Ranked swimmers and to acquire new ranks for swimming clubs.

Female and Male Swimmers grouped by age competed in five swimming styles; Backstroke, Butterfly, Freestyle, Breaststroke and Individual Medley. The tournament provides a great networking platform especially for the participants.

Also, on 17<sup>th</sup> and 18<sup>th</sup> March 2023, Bwana Sukari strategically sponsored the Isamilo Invitational Gala that took place at Isamilo

International School, Mwanza. The main objective of taking part in this event was to open a new market, Mwanza.

More than 280 swimmers from 15 schools across the country participated in the gala. The event drove awareness of the Bwana Sukari brand during the event and received great PR through media coverage of the event.

The events positioned Bwana Sukari well among the "Live For Tomorrow" and "Life is Comfortable" consumer segments.



## VISIT BY RUFJI BASIN WATER BOARD

On February 10<sup>th</sup>, 2023, the KSCL Land Committee met with representatives from the Rufiji Basin Water Board (RBWB), which is responsible for managing riparian boundaries in the Morogoro and Iringa zones.

The purpose of the meeting was to discuss the Authority's role and how it could support the company in managing the riparian boundaries along the estate, which has been experiencing encroachment from the neighboring community.

During the engagement, it was agreed that both parties would work together to raise awareness among the surrounding community about the importance of maintaining compliance with environmental laws and regulations. They also discussed the enforcement of these laws to ensure that people respect the riparian boundaries.



## TRAINING ON SAFE CHEMICAL HANDLING

On 5<sup>th</sup> – 7<sup>th</sup> March 2023, the Government Chemist Laboratory Authority (GCLA) Central Zone conducted a training on safe chemical handling procedures to staff who by virtue of their responsibilities work with chemicals.

The training was held in response to a request from KSCL to conduct an on-site training for a larger number of staff, as opposed to sending only a few staff members to GCLA's venue. The aim was to cascade the knowledge gained during the training to their colleagues at the estate.

Additionally, during the training, the new Central Zone Manager, Mr. Gerald Meliyo, had the opportunity to visit the K3 factory and chemical stores, as well as the K1 Main Stores, to familiarize himself with our operations.





## MOF VISITS KSC

On February 15<sup>th</sup>, 2023, a task force comprising personnel from the Ministry of Finance and Planning (MoFP), Tanzania Investment Centre (TIC), Tanzania Revenue Authority (TRA), and the Ministry of Investment, Industry, and Trade visited the estate.

The visit was aimed at gaining a better understanding of investors' projects, including those enjoying or seeking tax incentives through the National Investment Steering Committee (NISC). The task force

sought to create an enabling policy environment for investors that would further economic growth.

The visit included a site visit to the K4 Expansion project and provided further clarity on the support provided to investors through the one-stop center at Tanzania Investment Centre (TIC). The task force's visit was instrumental in enhancing collaboration between the government and investors.



## NEGOTIATIONS WITH TPAWU CONCLUDED

On 30<sup>th</sup> March 2023, the management of KSCL successfully concluded wage negotiations with the Tanzania Agricultural Plantation Workers Union (TPAWU). This agreement is a significant milestone for both the company and its workers, as it ensures that employees receive a fair and competitive wage. The agreement will see a 5% wage increment to all workers under the Union for the 2023/2024 Financial Year, effective from 1<sup>st</sup> April 2023.

The importance of these wage negotiations cannot be overstated, as it is a crucial step towards improving the livelihoods of workers and their families. Fair wages are essential for ensuring that workers are able to provide for themselves and their families, as well as to improve their standard of living. The agreement also promotes a healthy and sustainable working environment, which is essential for the long-term success of the company.

KSCL's commitment to fair wage negotiations and the well-being of its workers demonstrates its dedication to social responsibility and sustainable development. This agreement will contribute to building a positive relationship between the company and its workers and will help to enhance the overall performance of the organization.

# GROWING TOGETHER! AMCOS GET RECOGNIZED

For the first time ever, Kilombero Sugar Company (KSC) recognized the best-performing AMCOS of the 2022/23 season. The awards were presented during the Season Performance Review meeting where leaders from various Agricultural Marketing Cooperative Societies (AMCOS) and KSC convened for their fourth and final meeting of the year.

In addition to evaluating the season's performance, the meeting also served as a platform for making future plans. Several crucial topics were discussed, including production updates, AMCOS performance, field data acquisition, cane estimates for the upcoming 2023/24 season, expansion readiness, cane loading and haulage logistics, as well as roads and drainage infrastructure. Additionally, matters pertaining to seed cane availability and the Cane Supply Agreement were also addressed.



The meeting proved to be a success, providing a valuable platform for AMCOS leaders to understand the technical aspects behind their performance and explore strategies for improvement. Moreover, the meeting promoted a sense of teamwork among AMCOS leaders, emphasizing the importance of record-keeping and the power of data. Finally, the award ceremony generated a sense of appreciation among AMCOS leadership and motivated them to perform better in the 2023/24 season.

In recognizing the best-performing AMCOS of the season, awards were presented based on specific achievements under the following categories:

## **Most Accurate First Sugarcane Estimate**

Sanje AMCOS won the most accurate first sugarcane estimate award, having achieved final actual deliveries of 32,896 tons, 97% accuracy from their estimate of 34,056 tons.

Miwangani AMCOS attained the second most accurate first sugarcane estimate, achieving 25,021 tons, 91% accuracy from their estimate of 27,549 tons.

## **Best Burn-to-Crush (BTC) delay**

Burn to Crush is the time delay between cane harvesting and cane arrival at the factory for processing.

Ruhembe AMCOS demonstrated the best burn-to-crush (BTC) delay, with a commendable delay of 46.3 hours. Kitete AMCOS achieved the second-best burn-to-crush (BTC) delay, with a delay of 47.4 hours.

## **Improvement in burn-to-crush (BTC) delay**

Chauwamiho AMCOS marked the most significant improvement, reducing the timeframe from 70.3 hours in the 2021/22 season to 54.7 hours in the 2022/23 season (a reduction of 15.6 hours).

Mbwade AMCOS achieved the second most improvement, reducing the timeframe from 66.2 hours in the 2021/22 season to 51.2 hours in the 2022/23 season (a reduction of 15.0 hours).





## DID YOU KNOW?

The body breaks down sugars and starches into glucose. Sugars are an important source of energy with glucose being the most important for the body. Our brain requires around 130g of glucose per day to keep functioning.

**What topics would you like to see in our next edition?**

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Share your feedback by sending your email to:  
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