

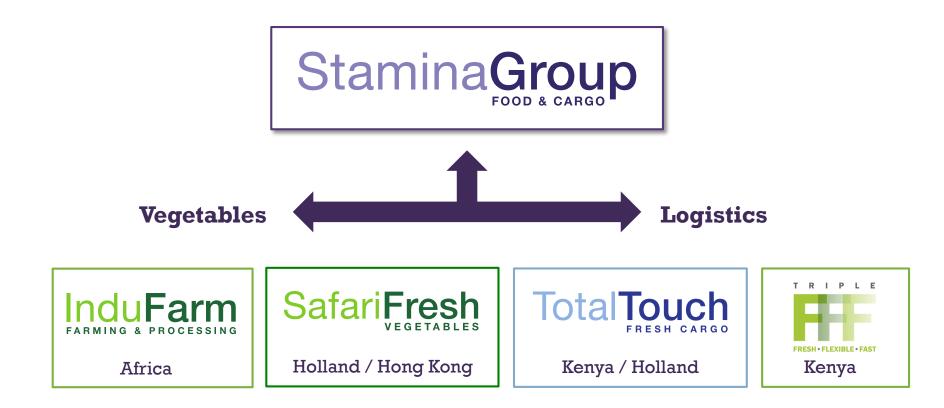
## SafariFresh VEGETABLES

Excelling in the Total Supply Chain of Fresh Vegetables

Farm – Move - Satisfy



### Member of StaminaGroup Distribution, Sales & Marketing Division



## + The SafariFresh Concept is Unique!

"Our dedicated team of farmers work hand in hand with our division of logistical expertise enabling us to effectively direct the total supply chain.

This strengthens our ability to structure successful partnerships with our clients as well as cater for the welfare of our people and our planet in a responsible manner."

> Harry van der Plas CEO - StaminaGroup



# + SafariFresh - 25 Years

## **Exporters of Fresh Quality Vegetables** French Beans, Snow Peas & Sugar Snaps

- Year-round Production
- Packed & Processed at Source
- Supply to Larger Retailers in Europe



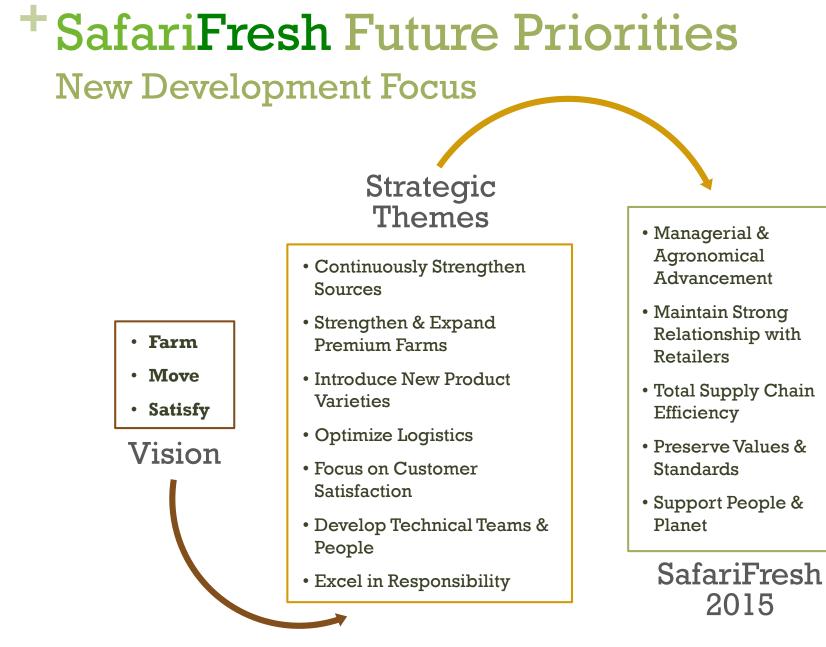






- Responsible,
  Durable &
  Sustainable
- Daily Deliveries
- Solid Customer Base

- Premium Farms
- Farming Teams
- Over 1000 Employees



SAFARIFRESH 2015 | FARM - MOVE - SATISFY

## + SafariFresh Pillars Farm - Move - Satisfy



Premium Farms Excellent Quality Farming Team Technical Assistance to Partner Farms



Daily Supply Managing Logistical Chain Packing at Source Trace & Track Own Freight Company



Global GAP, BRC & BSCI Certified

Customers & Suppliers

Direct Support to 12 Projects

CSR

# + SafariFresh Driving Forces



#### Internal:

- Consistent Product Management
- Retain Highest Quality
- Effective Supply Chain
- Maintain Motivated Staff

#### **External**:

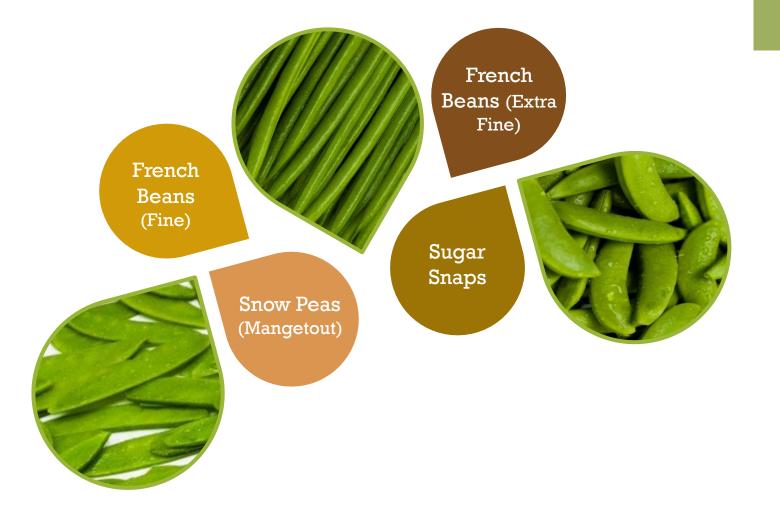
- Excel in Customer Satisfaction
- To keep up with Technological Advancements
- Dedication to Healthy & Safe Products
- Maintain Sustainability
- Responsibility towards Nature

# \*SafariFresh Chain Strategy



Packing at Source - Cool Package - Specific Palletizing - Freight





# + SafariFresh

**Sourcing Strategy** 

### French Beans:

- Experienced Farming Teams
- Better Spread of Risk
- Increased Availability
- Vigilant Processing Team
- Efficient Packaging
- Indu Protocol



#### **Snow Peas & Sugar Snaps:**

- Champion Farms
- 2 Farms in Ethiopia
- 2 Farms in Zimbabwe
- Extra Source from Guatemala
- Increase Growth with Smallholder Farmer Groups in Kenya



## + InduFarm Farming & Processing

#### InduFarm:

- Over 90 Hectares Premium Farms
- Modern Crop Protection Technology
- Efficient Irrigation Systems
- Global Gap Certification & BSCI Standards

## InduFarm EPZ:

- BRC and BSCI Certified Packing Station
- Over 50,000 Consumer Packages Daily
- Highest Quality & Efficiency Guaranteed
- Export to Europe & Asia









+ InduFarm

- BSCI
- Global Gap
- BRC

#### Key Partners in Small-holder Farmer Groups

- Bayer Administrative Support & Training
- Equity Bank Loan Provisions & Money Management Training



**Certifying Authorities & Key Partners** 

+ InduFarm Corporate Social Responsibility

- Implements & Supports CSR on Behalf of the Group
- Ensures Fair & Positive Relations for all Stakeholders
- Supports Performance of Standards

"Concerns about social and environmental issues provide opportunities for brands to connect with their consumers at a deeper level"

> Patrick Cescau Former CEO of Unilever







#### SAFARIFRESH 2015 | FARM - MOVE - SATISFY

## + InduFarm Responsibility & Sustainability

#### Responsibility

- Be a Fair & Responsible Company & Partner for all Stakeholders
- Compliance with Country Laws, Rules & Regulations
- Compliance with Worldwide Certifications & Quality of Produce

#### **Health & Social**

- Training
- Healthy & Safe Workplace
- Social Accountability
- Welfare Programs



#### Environment

- Tree Nurseries & Planting
- Waste Management
- Carbon Footprint Offset
- Minimal Footprint

#### Education

- Building of Schools
- Building of Health Clinics
- Supporting Education

Small-holder Farmer Groups Program

 Supports 9 Groups of 30 – 70 Farmers per Group





## + TotalTouch & TripleFFF Fresh Cargo Handling & Transportation

- Located at Jomo Kenyatta International Airport Nairobi
- Own Cold Storage Facility Right on the Runway
- Screening & Inspection on Site
- Storage, Handling & Documentation of Fresh Produce for Export
- Daily Freight & Transportation to all Corners of the World



Martinair CARGO





## + SafariFresh Year-Round Availability

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Kenya	$\checkmark\checkmark$	$\checkmark\checkmark$	$\checkmark\checkmark$	$\checkmark$	$\checkmark$	$\checkmark\checkmark$	$\checkmark\checkmark$	$\checkmark\checkmark$	$\checkmark\checkmark$	$\checkmark\checkmark$	$\checkmark$	$\checkmark$
Ethiopia	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$					$\checkmark$	$\checkmark$
Zimbabwe					$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$			
Guatemala	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$								
Peru									$\checkmark$	$\checkmark$	$\checkmark$	
Egypt	$\checkmark$	$\checkmark$	$\checkmark$									$\checkmark$

√ Snow Peas & Sugar Snaps √ French Beans

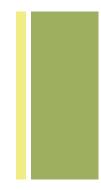
# + SafariFresh Worldwide



## + Technical assistance.

- We offer technical assistant to farmers on GAP and food safety standards. Our technical team resides in the village where the farmers live. Visiting farmers is their day to day activity.
- We support the farmers by offering all training services required.
- All farm inputs are sourced from one supplier. This assists us getting what farmers need on time.





- Equity bank has been the finance pillar in our model .Our experience with Equity bank for the last two seasons was owe some
- Equity bank conduct all financial transactions . All farmers has accounts with Equity bank where their money is deposited.
- All the groups access loans from Equity bank to buy farm inputs and plots to build structures required to run this farming business.
- Hash weather conditions is a big challenge.
- Assisting farmers with insurance cover will assist farmers reduce the risk.





Total Supply Chain of Fresh Vegetables

Farm-Move-Satisfy