

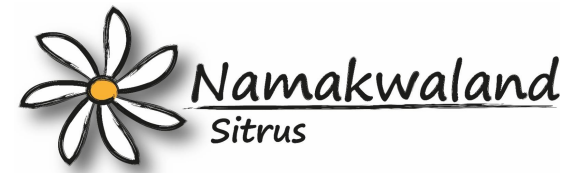
Namakwaland Citrus

**Agricultural Social Enterprise
South Africa & Uganda**



www.namakwalandsitrus.com

Transforming the rural
economy ...



VISION

**Restoring, empowering &
advancing our communities
through commercial
agriculture**

Commercial Farming

SOUTH AFRICA (est.1938) & UGANDA (est.2015)

EXPORT FOCUSED – export to over 40 countries

But with a local component

PRODUCTS:

- Citrus (export) 220 000 cartons per season
- Sweetcorn (local) – 2,4 million heads to retail stores
- Watermelon (local) – 160 000 units

MARKETS

Local and International

EMPLOYEES:

- 50 permanent
- 200 seasonal

SIZE

- 4 farms (across 480 hectares)



EAST AFRICA FOCUSED

But mainly Uganda

PRODUCTS:

- Potato (1250 ton)
- Potato Seed production

MARKETS

- Crisps processors
- Seed for local farmers

EMPLOYEES:

- 10 permanent
- 240 seasonal

SIZE

- 1 farm (120 hectares)

Five (5) commercial farms

- 4 in South Africa
- 1 in Uganda
- 500 people employed across Africa

Visionary / Expansion projects



South Africa

Objective:

- Supply global demand for citrus and grape concentrate

Project:

- Build an **EXTRACTION PLANT** (citrus and grape)

Location

- Clanwilliam (2,5hrs north-west of Cape Town)

Uganda

Objective:

- Contribute to African food security

Project:

- Increase production of **POTATO SEED** from 50 tons to 2500 tons per annum to double output of Ugandan farmers

Location

- Masaka District - 110 km from Kampala

Beyond profit ... *Social Impact*

➤ SOUTH AFRICA

- **Project Orange and Covid 19** - A world first for citrus industry
- Donation of **7 million oranges** to the poor and vulnerable of South Africa, to boost immune systems
- Partnering with 1000 Woman's Trust to establish a **woman-owned farm** and **restoration centre** for victims of gender based violence

➤ UGANDA

- **Introduced commercial scale mechanisation** of farming for benefit of local Ugandans
- **Created an agri-village** with our farm as the hub and support to surrounding subsistence and small scale farmers

National & International Media Profile

- *Ugandan News* – Minister of Agriculture commissions a documentary on the impact of a mechanised commercial scale farming for Uganda as introduced by Namakwaland
- *South African News* – Appeared on Talk Shows, TV news and published articles in Agricultural magazines

Leadership Team



Dr Ruben Richards, four decades of professional work experience in business and government sector.

- PhD academic – authored 8 books
- Mechanical Engineering background
- Former CEO of Chamber of Commerce and Industry
- Currently also the Executive Mayor of Cederberg Municipality



Tobias Basson, three decades experience in farming and agriculture business *management*.

- Established commercial potato farm in Uganda
- Transitioned Namakwaland Citrus (Pty) Ltd from a small to a medium-sized agricultural enterprise.

NEW PROJECT – South Africa

Beyond Juice

CITRUS & GRAPE

Oil and Concentrate

Extraction Plant

(USD 7 million project)

(ZAR 133 million project)



Extraction is the business

MISSION CRITICAL

To establish the first black-owned
Citrus & Grape Extraction Plant in
Clanwilliam-Cederberg, South Africa

We will extract OIL and CONCENTRATE from an Orange
(but also from other fruits including grapes and apples)

Extraction is the business

Global Demand

- A growing global citrus extract market valued at USD 129 billion by 2025

Global citrus extract market



CITRUS **OIL** INDUSTRY

Market Size - USD 10,03 billion
by 2025



CITRUS **CONCENTRATE** INDUSTRY

Market Size - USD 117,89 billion
by 2025

**USD 128 billion
industry by 2025**

Extraction is the business

The **GLOBAL** demand **CONFIRMED OFF-TAKE AGREEMENTS WITH GLOBAL COMPANIES**



“As much as we can produce”

➔ We have Off-Take agreements for 100% of the produce/extract from significant local and international Off-Takers.



MCI MIRITZ – YOUR GLOBAL PARTNER IN CITRUS
Kirchgardern, 17th June 2020

TO WHOM IT MAY BE CONCERNED

MCI Miritz Citrus GmbH + Co. KG (www.miritz.de) is a family-owned medium-sized company founded over thirty years ago. The company is active in the production of a full range of citrus oils, citrus essences and other citrus related products. Together with an Italian partner we run the Miritz & Di Bartolo factory in Sicily, Italy, which manufactures citrus oils and which are marketed from Germany. In addition we process citrus oils from all major citrus growing locations around the world. At our German Headquarters here in Kirchgardern we run several plants where we fold and concentrate the oils, as well as manufacturing specialized citrus ingredients e.g. grapefruit, orange, bitter orange, tangerine, mandarin, lemon, lime and bergamot. Administration, R and D, quality control and storage are all based in Germany. Our location is in a low-cost production area and we are consequently able to offer quality service and competitively-priced products.

We work closely with the aroma, fragrance, flavour, beverage/soft drinks and detergent industries – our laboratory facilities in Germany are able to match and manufacture specialized citrus oil products and ingredients for customers around the world. Each year we handle several thousands of tonnes of products, using various different extraction methods (CO₂, short path, spinning cone, liquid/liquid etc.). Our purchasing extends to all countries that manufacture and process citrus fruits, including Brazil, Argentina, Mexico, Spain and South Africa.

As a company we are always actively looking to find new suppliers of citrus oils.

MCI Miritz Citrus GmbH & Co. KG
Kirchgardern, 17th June 2020

MCI Miritz Citrus GmbH & Co. KG
Kirchgardern, 17th June 2020



Extraction is the business

The investment opportunity

- WHY THE NEED FOR AN EXTRACTION PLANT *in Clanwilliam, South Africa*:
 - An **oversupply** of raw materials available
 - **Insufficient** processing facilities in the valley
 - Global **demand** outstrips current supply

Investment Opportunity

ZAR 133 million (USD 7m) to build
the Extraction Plant

Equity → 40% shares available

ROI → 15%

Loan → 100% option

Grant contribution → 50% (R60m)

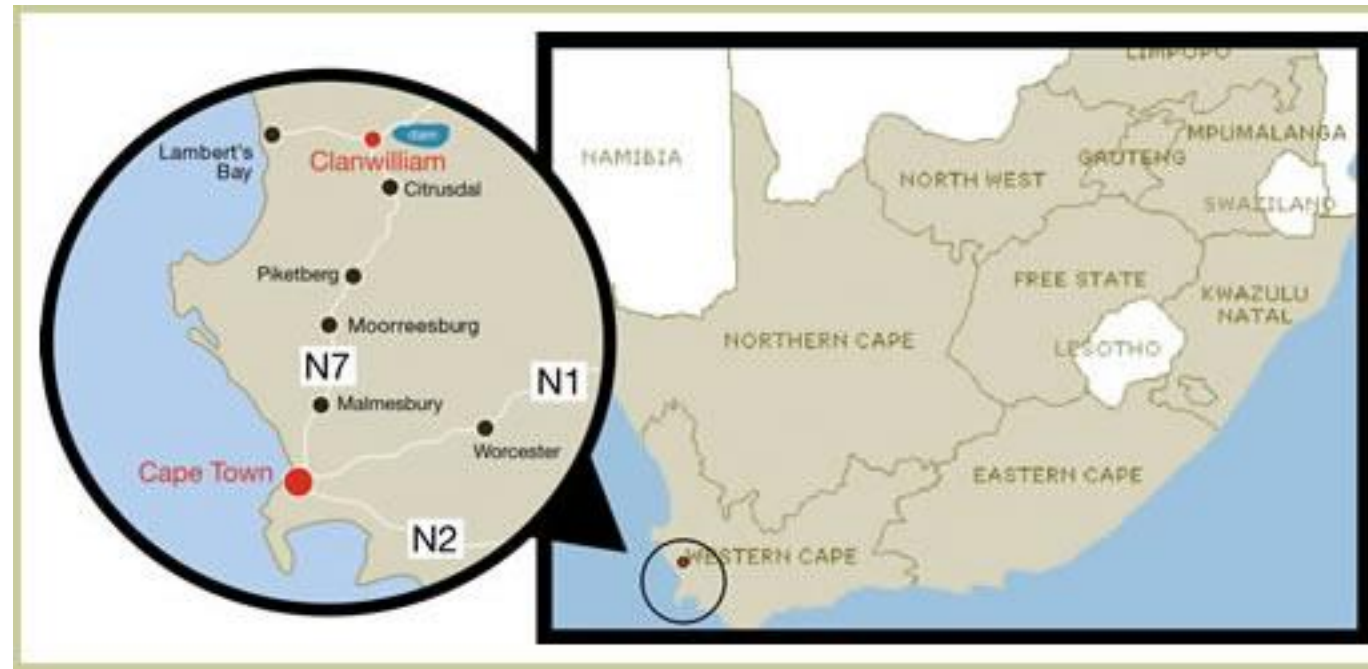
Extraction Plant –Project Summary

- **Location** – Clanwilliam, Cederberg Municipal region (2,5hours north-west of Cape Town)
- **Cost of project** – R133m (USD7m) - equipment and installation
- **ROI** – 15% net profit after tax
- **Raw materials** – abundant supply is available. We currently manage all low grade fruit in the northern part of the citrus valley
- **USP** – Transforming a low grade fruit into a high value commodity through extraction (not juicing)

Extraction is the business

Location

The Extraction plant will be set up on the Twee Riviere Farm, reducing transport costs as it would be located at the source of its raw materials.



A Precious & Unique Location

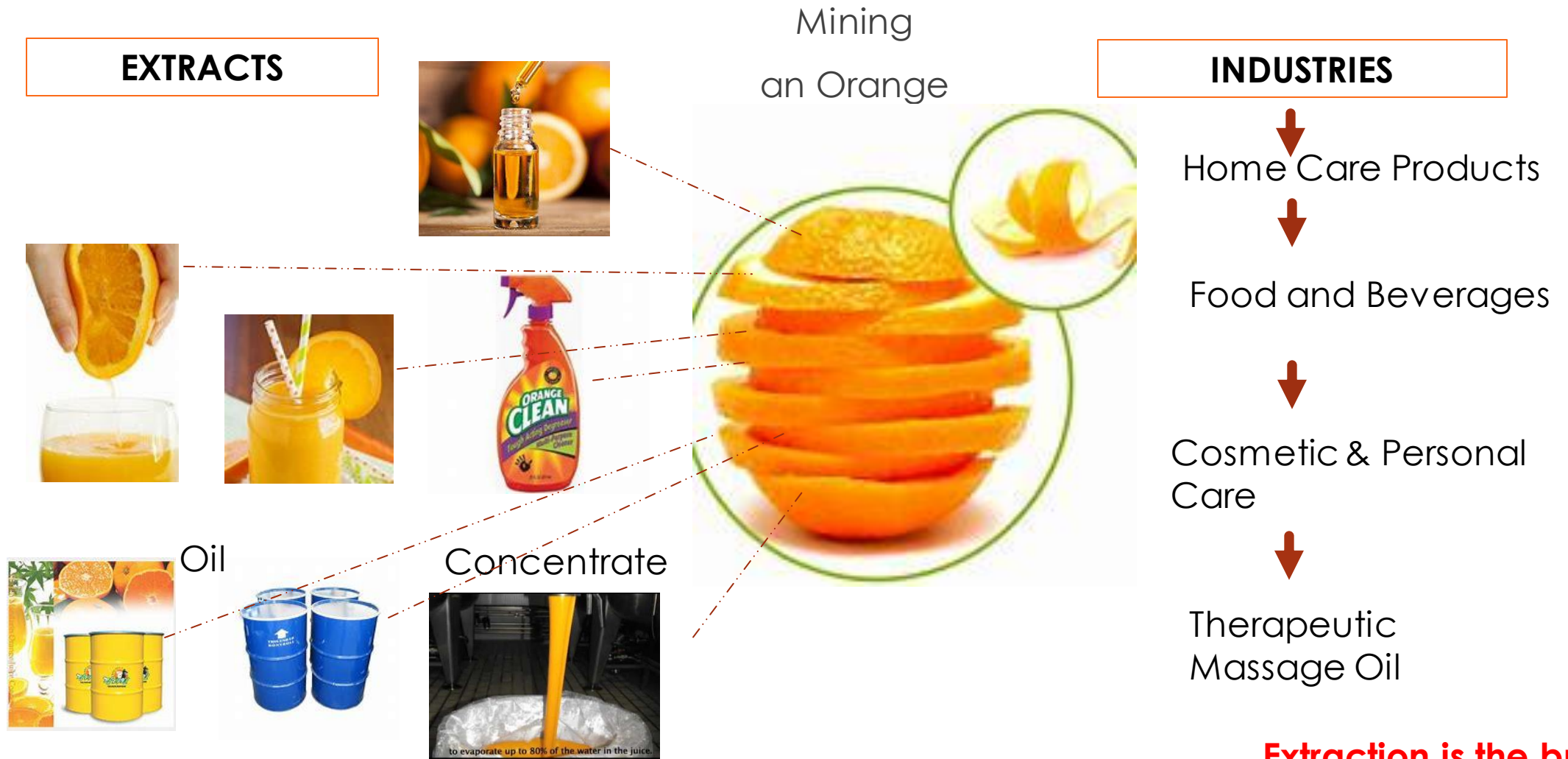
- *Cederberg – A hidden jewel and Home of:*
- **CLANWILLIAM DAM** upgrade – largest water infrastructure upgrade project in Western Cape
- **ROOIBOS TEA** – world famous health tea only grown in Cederberg
- **CITRUS** – largest agri contributor to GDP of Western Cape
- **POTATOES** – formerly largest producer of potatoes for South Africa
- **CULTURE** – home to largest amount of indigenous Khoisan Rock Art in Southern Africa



Extraction is the business

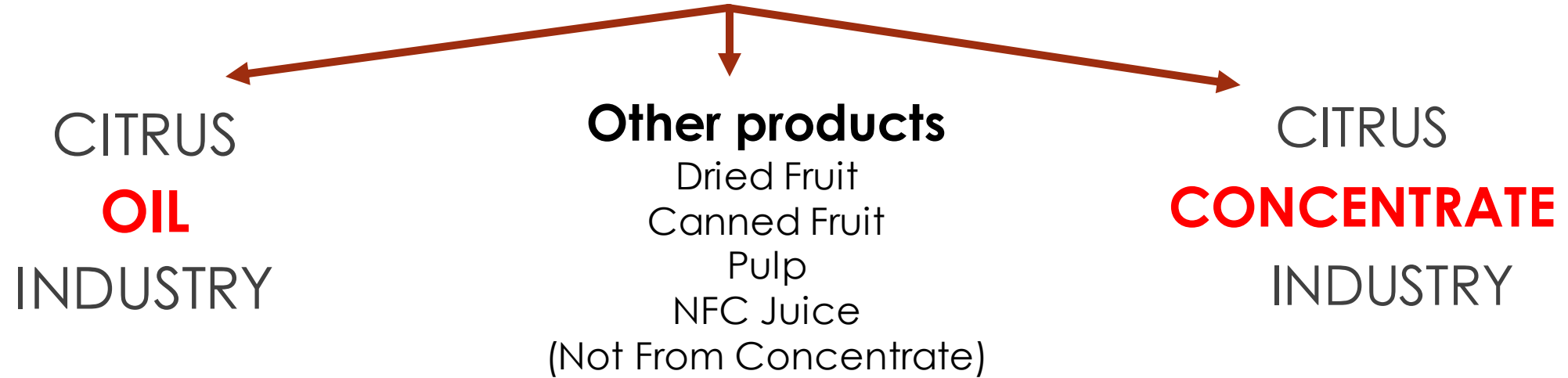
Our focus is EXTRACTION

Beyond Juice



Extraction is the business

GLOBAL CITRUS EXTRACT MARKET



➤ Global Citrus Oil
Market Size worth
US 10,03 billion by
2025 at CAGR of 6,8%



Other fruit extracts

- Grapes, Carrots
- Apples, Pears
- Watermelon



➤ Global Juice
Concentrate
Market to reach value of
US 117,89 billion by
2025 at a CAGR of 3,4%



MARKET SHARE ANALYSIS – CONCENTRATE

Global Juice Concentrate Market Revenue

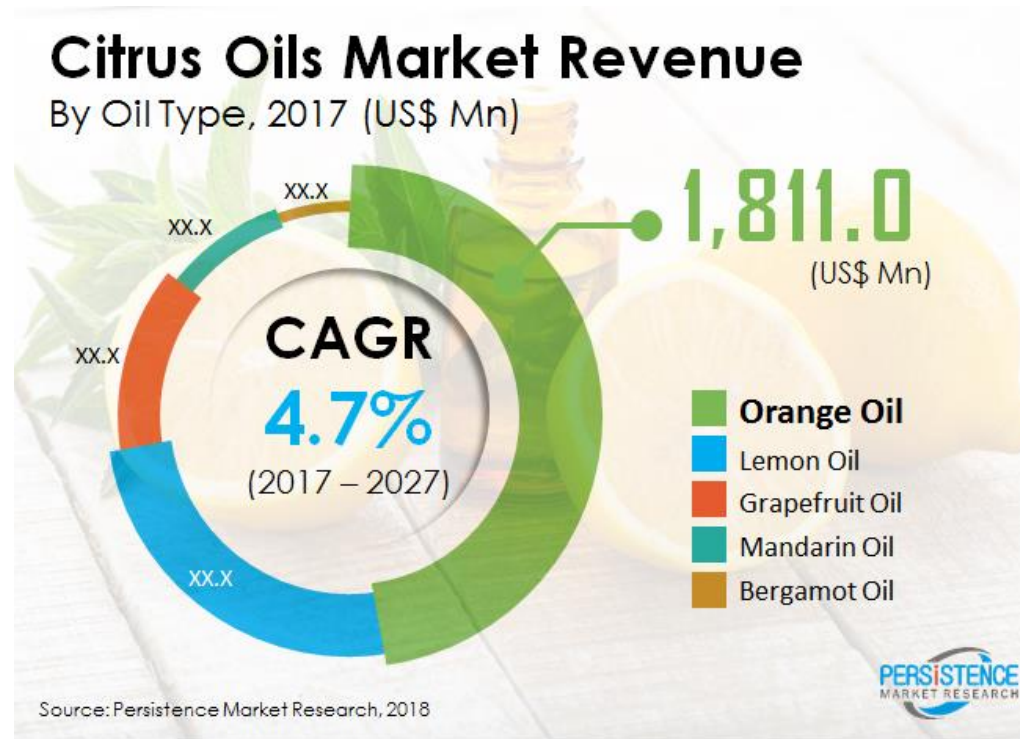


By Geography, 2017 (US\$ Bn)

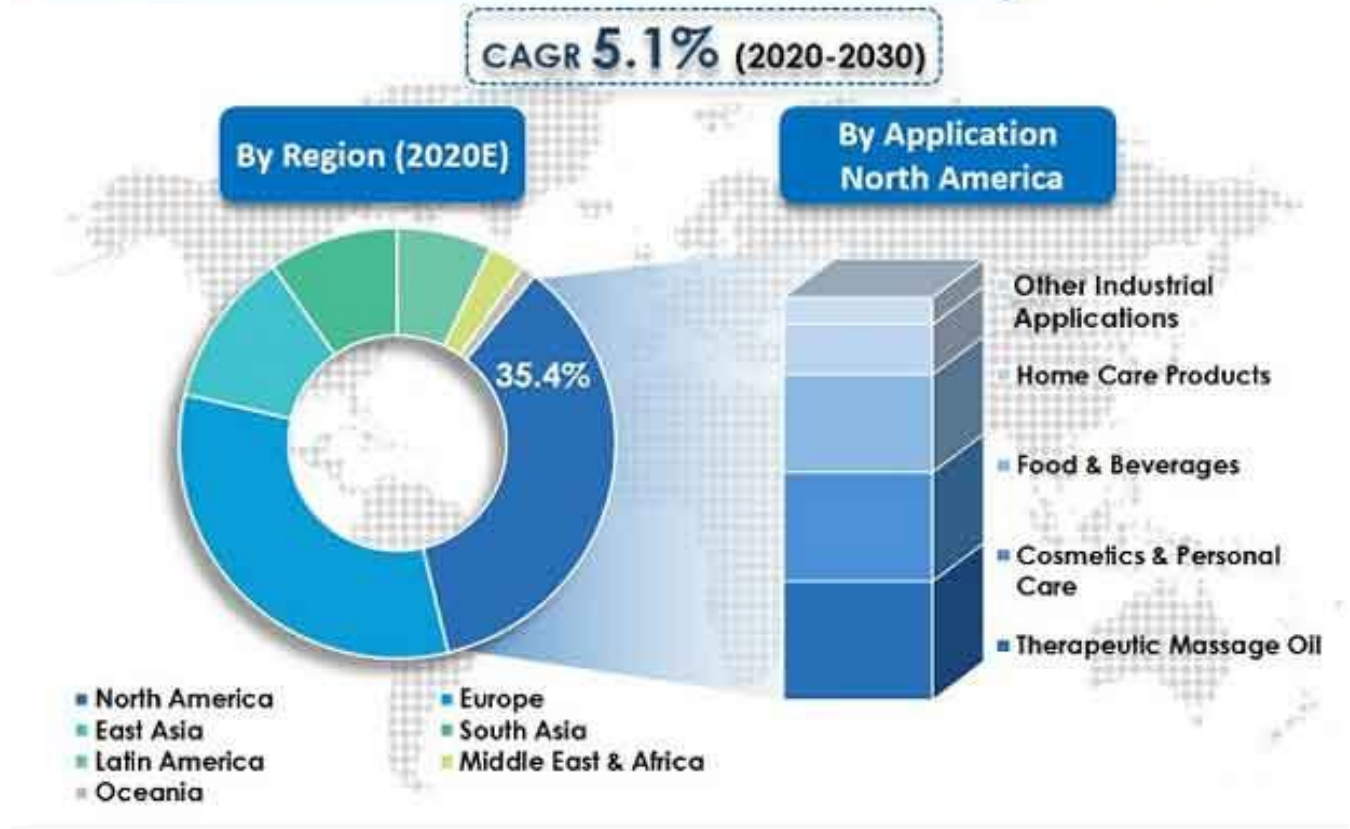


Extraction is the business

MARKET SHARE ANALYSIS - OIL



CARG – Compound Annual Growth Rate



Source: Persistence Market Research Note: Market shares not depicted as per actual scale - only for illustration purposes



Orange Oil remains the most valuable commodity

Extraction is the business

RAW MATERIAL for EXTRACTION

CITRUS



AVAILABILITY:

- 80 000 to 100 000 tons available for juicing (i.e. juice grade fruit – not exported)

CAPACITY OF PLANT

- Can process 35,000 to 40,000 tons per season/annum

PRODUCTION TARGET – Yr 1

- 15,000 tons

GRAPES



AVAILABILITY:

- 20,000 tons of press juice available in the region (from Olifants River to Orange River)




• CAPACITY OF PLANT

- Can process 20,000 tons (source = table grapes, clippings, wine cellars, reconstituted raisins)

PRODUCTION TARGET – Yr 1

- 7,000 tons

Raw material availability & processing capacity of plant

		CITRUS	GRAPE
AVAILABLE		80,000 to 100,000 tons of juice grade per season	20,000 tons of press juice quality per season sourced from Olifants and Orange River area
PROCESSING CAPACITY		35,000 to 40,000 tons per season	20,000 tons (Source: Table grape clippings, wine cellars)
TARGET		Year 1 target is 15,000 tons	Year 1 target is 7,000 tons

Profitable from Year 1 of production

Extraction is the business

What will we **EXTRACT** in Clanwilliam -

+ *CONSOLIDATED SUMMARY OF REVENUE*

Commodity	Year 1	(Sales)	Year 2	(Sales)
Citrus Oil	29 tons	(R9m)	35 tons	(R11,6m)
Comminute	195 tons	(R6,6m)	234 tons	(R8,2m)
Citrus Concentrate	682 tons	(R25m)	819 tons	(R31m)
Citrus Juice pulp /	146 tons	(R7,5m)	175 tons	(R9,3m)
Grape concentrate	1800 tons	(R60m)	2000 tons	(R75m)
TOTAL REVENUE		R108m		R 135,1m

Production Inputs & Outputs



Raw Material Inputs = **CITRUS**

Volume Input Yr.1 = 15,000 tons Yr.2 = 18,000 tons

OIL Extract			CONCENTRATE Extract		
	Year 1	Year 2		Year 1	Year 2
VOLUME Output	30 Tons	36 Tons	VOLUME Output	682 Tons	819 Tons
PRICE	R 306.00 per kg	R 330.00 per kg	PRICE	R 37 per kg	R 37 per kg
SALES / REVENUE	R 9 million	R 11,6 million	SALES / REVENUE	R 25 million	R 30 million

Production Inputs & Outputs



Raw Material Inputs = **GRAPE**

Volume Input Yr.1 = 7,000 tons Yr.2 = 10,000 tons

Reconstructed Raisins		
	Year 1	Year 2
VOLUME Output	To be explored	
PRICE		
SALES / REVENUE		

CONCENTRATE Extract		
	Year 1	Year 2
VOLUME Output	1800 Tons	2000 Tons
PRICE	R 34 per kg	R 34 per kg
SALES / REVENUE	R 60 million	R 68 million

Extraction is the business

Timeline and Profitability

- 2024 - Extraction Plant to be **built** and commissioned during 2024
- 2025 - Extraction Plant to be **operational** as of January 2025 (i.e. start of production)

Projection;

- First season of production will show a Cashflow positive status
- Within 12 months the business will be cash flow positive by R12 million

Income & Expenditure forecast

<i>Cash Flow Projections - Income Statement</i>							
	Nov-2025	Dec-2025	Year-2025	Year-2026	Year-2027	Year-2028	Year-2029
Citrus - Concentrate			25 252 500	31 565 625	39 457 031	46 559 297	54 939 970
Citrus - Essential Oils			8 950 494	11 188 118	13 985 147	16 502 473	19 472 919
Citrus - Comminute			6 629 994	8 287 493	10 359 366	12 224 051	14 424 381
Citrus - Juice Pulp Cells			7 458 745	9 323 431	11 654 289	13 752 061	16 227 432
Grape - Concetrate		20 120 100	60 360 300	75 450 375	94 312 969	111 289 303	131 321 378
Total Turnover	-	20 120 100	108 652 033	135 815 041	169 768 802	200 327 186	236 386 079
Citrus Juice Fruit	-	-	17 964 525	22 455 656	28 069 570	33 122 092	39 084 069
Grape Juice	-	5 633 628	16 900 884	21 126 105	26 407 631	31 161 005	36 769 986
Total Cost of Sales	-	5 633 628	34 865 409	43 581 761	54 477 201	64 283 097	75 854 055
Citrus	-	-	30 327 208	37 909 010	47 386 263	55 915 790	65 980 633
Grape	-	14 486 472	43 459 416	54 324 270	67 905 338	80 128 298	94 551 392
Total Gross Profit	-	14 486 472	73 786 624	92 233 280	115 291 601	136 044 089	160 532 025
Citrus	62,8%	62,8%	62,8%	62,8%	62,8%	62,8%	62,8%
Grape	72,0%	72,0%	72,0%	72,0%	72,0%	72,0%	72,0%
Gross Profit %	0,0%	72,0%	67,9%	67,9%	67,9%	67,9%	67,9%
Total Operating Expenses	1 351 080	1 854 580	16 354 199	20 115 665	24 742 268	28 701 030	33 293 195
Total Staff Costs	182 000	182 000	2 316 000	2 848 680	3 503 876	4 064 497	4 714 816
Total Depreciation & Amortization	-	10 100 000	10 100 000	10 100 000	10 100 000	10 100 000	10 100 000
Profit / (Loss) before Interest & Tax	(1 533 080)	2 349 892	45 016 425	59 168 936	76 945 456	93 178 561	112 424 013
Total Interest Paid	1 002 379	986 829	12 835 095	10 570 888	8 019 522	5 144 579	1 905 021
Profit / (Loss) before tax	(2 535 459)	1 363 063	32 181 330	48 598 048	68 925 935	88 033 983	110 518 992
Profit / (Loss) for the year	(1 825 530)	981 405	23 170 558	34 990 595	49 626 673	63 384 467	79 573 674
Dividends		2 317 056	2 317 056	3 499 059	4 962 667	6 338 447	7 957 367
Retained earnings for the year	(1 825 530)	(1 335 650)	20 853 502	31 491 535	44 664 006	57 046 021	71 616 307
Profit / (Loss) %	-	4,9%	21,3%	25,8%	29,2%	31,6%	33,7%

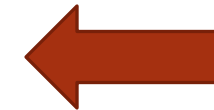
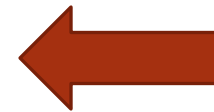
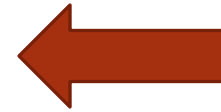
Income / Expenditure Statement

Item	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
Revenue	R 108m	R 136m	R170m	R 200m	R 236m
Cost of Sales	R 35m	R 44m	R 54m	R 62m	R 76m
Gross Profit	R 74m	R 92m	R 115m	R 136m	R 160m
Profit before Tax and Interest	R 45m	R 59m	R 77m	R 93m	R 112m
Profit for Year	R 23m	R 34m	R 49m	R 63m	R 79m
Retained earnings		R 57 m	R 106m	R 169m	R 248m

Extraction is the business

Project Cost / Budget

ITEM	ZAR	USD
ENGINEERING COSTS (machinery, installation, commissioning of plant, civils etc)	122 m	6,4 m
MONITORING AND EVALUATION (Quality Assurance)	1 m	0,052 m
CONTINGENCIES	10 m	0,526
TOTAL project cost	133 m	6,97 m



BUDGET / COSTINGS			
Cost of building a 10 ton per hour Grape and Citrus Processing Plant in Clanwilliam, Western Cape, South Africa			
		ZAR	EURO
	FOREX RATE	20,1	1
A	Installation of Factory by Porex	114 712 045	5 707 067
B	Additional requirements (factory + office + land costs)	18 518 542	921 320
	Total funding required	133 230 587	6 628 387
A	Installation of Factory by Porex SA (Pty) Ltd	ZAR	EURO
1	CITRUS LINE 10 TON PER HOUR PROCESSING (includes skin removal, cutters, juice extractor)	15 536 295	772 950
2	DESULPHURIZATION	11 256 000	560 000
3	EVAPORATION AND ASEPTIC FILLING LINE	26 473 107	1 317 070
4	OIL EXTRACTION & JUICE EXTRACTION LINE (oil extractor, decantor, pulp clarification)	11 631 870	578 700
5	COMMINUTE PROCESS LINE	6 495 416	323 155
6	WASTE WATER PLANT	3 725 977	185 372
	INSTALLATION, START-UP AND TRAINING	5 635 035	280 350
7	PROJECT COORDINATION INTERNATIONAL	1 809 000	90 000
8	PULP CELLS EXTRACTION	750 000	37 313
9	BOILER SYSTEM, PIPING, START-UP AND TANKS (ZAR COST)	11 051 400	549 821
10	RIGGING COST	2 680 000	133 333
	MONITORING AND EVALUATION	1 000 000	49 751
	MOVABLE ASSETS AND WORKSHOP EQUIPMENT	2 703 145	134 485
11	ENGINEERING COST	3 540 800	176 159
12	Contingency (10%)	10 424 000	
A	Total value of Porex quotation	114 712 045	5 707 067
B	ON SITE ADDITIONAL REQUIREMENTS (ZAR COST)		
	FACTORY: Electrification Generator 300kVA	1 400 000	69 652
	FACTORY: Buildings, All Civils, Ablutions, Workshop	14 544 542	723 609
	FACTORY: Weighing Scale	1 224 000	60 896
	Additional FACTORY	17 168 542	854 156
	LAND: Cost	200 000	9 950
	LAND: Access roads	900 000	44 776
	LAND: Fire lines (8 fire Hydrants + Pressure + Reserve)	250 000	12 438
	Additional LAND COSTS	1 350 000	67 164
B	TOTAL ADDITIONAL REQUIREMENTS (factory + office + land costs)	18 518 542	921 320

Investment Opportunity

ZAR 133 million (USD 7m) to build the Extraction Plant

Equity → 40% shares available

ROI → 15%

Loan → 100% option

Grant contribution → 50% (R60m)

THANK YOU & PLEASE CONTACT US



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