



**MANUFACTURING AFRICA DEAL ROOM**

**PROUD SPONSOR**

# TANZANIA PITCH SESSION



**TANZANIA  
IMPACT  
INVESTMENT  
FORUM**

**20  
26**



**DATE**  
**2nd June**  
2026



**TIME**  
**4:00 - 5:00pm**  
EAT (UTC +3)



**VENUE**  
**Johari Rotana**  
Dar Es Salaam

## CURATED MA DEALS FOR TANZANIA

### UMEME

● Electric vehicles



Electric two-wheeler company seeking **USD 5 million** to scale assembly of electric motorcycles and lithium-ion batteries in Tanzania, targeting the rapidly growing urban mobility market across East Africa.

### BIBO

● Agriculture



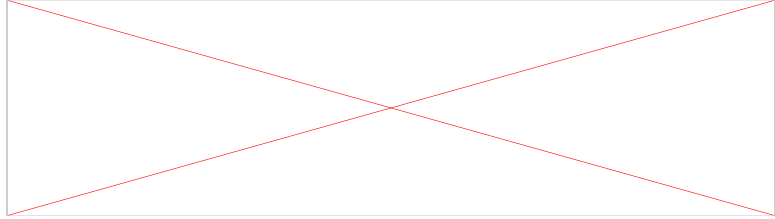
Established cashew processing company seeking **USD 5 million** to expand its processing facility in Mtwara, increase production capacity, and strengthen export market penetration across Europe, Asia, and the Middle East.

### SAMAKI

● Aquaculture



Early-stage aquaculture company seeking **USD 5 million** to scale fish cage manufacturing, fish processing, and cold-chain distribution infrastructure in Tanzania's growing blue economy sector.



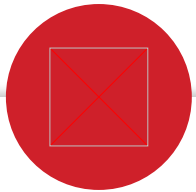
# Payless Energy Ltd

Investment  
Memorandum



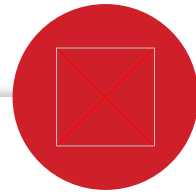


# High fuel prices and high conventional vehicles maintenance costs are pushing the increase in demand for EVs



## Fuel Costs to Run Diesel Engine Motorcycles and Tricycles are Critical Factors Pushing Operators And Owners to Seek Alternatives

- » Motorcycle and tricycle owners and operators spend an average of **\$ 9** per day, **~\$3,000 per annum.**
- » Combustion engine motorcycles and tricycles maintenance is high as well costing an average **\$260** per annum.
- » Full asset purchase, with limited finance model available for potential owners and operators.



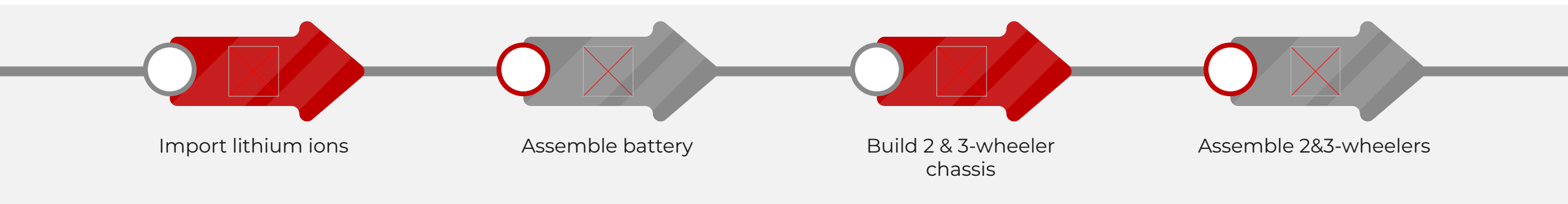
## Running Diesel Powered Engine Motorcycles and Tricycles Also Lead to Emission of GHG Which Affect the Environment And Climate.

- » Motorcycle and tricycles emit **~4 tons and 7tons** CO2 per annum
- » The gases contribute to air pollution and accelerate adverse climate changes.

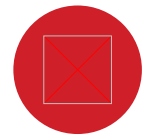


# We assemble high quality e-motorcycles and e-tricycles saving cost for customers and reducing GHG emissions.

We have built an integrated e-wheelers assembly facility enabling us to have a control over the quality of our products



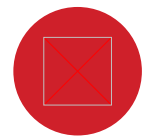
## Superior Value of Our Products and Model



Lower operating cost between **~75%** vis conventional motorcycles



**~100-130km** on a single charge



Long battery life **~3.5-4** years



Strong asset financing partnerships i.e. CRDB, Watu Credit





# The market for EV is growing driven by increasing affordability of EV and the push for eco-friendly transport solutions

**Opportunity exists in the wide east and southern Africa**

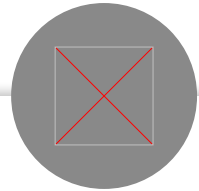


- » TAM-East and Southern Africa with ~400 million people and rapidly growing economies.
- » SAM- Primarily Tanzania with ~72 million people in 2026 and passenger transport market.
  - » Courier services are increasingly using EV for delivery of parcels for shoppers.

- » Brands in the EV market in Tanzania include;
  - » Tri
  - » Elemo
  - » Ekoglobe
- » Most of these players import CKD or SKD models and have limited local manufacturing and swapping infrastructure..

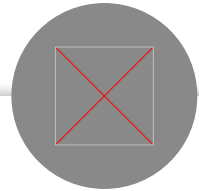
# Strong traction in volume, partnerships, and revenue recorded to-date. Raising \$10 mn to scale operations in the next 3 years

Investment to scale operations and generate > \$10m million in revenue by 2030



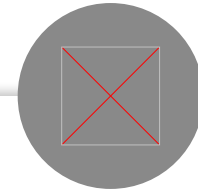
**600**

E-motorcycles assembled and delivered



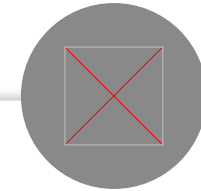
**10+**

Institutional customers secured



**10+**

Partners



**\$ 1.182mn**


Revenue generated in 2025 from e-bikes and related products and services



# Appendix



# Being a late entrant, we have engineered a product that is affordable and quality for the market

Company	Battery technology	Partnerships	Value added services	First-mover advantage
	<ul style="list-style-type: none"> <li>» Own assembled, custom designed batteries.</li> <li>» Using <b>Porch Cell</b>, the most recent technology on the assembly of batteries</li> </ul>	<p>We have built strong local and international partnerships products.</p> <ul style="list-style-type: none"> <li>» Diverse supplier network of lithium ion and chassis technologies.</li> <li>» 4 local asset financing companies</li> </ul>	<p><b>66</b> battery swapping stations in Tanzania, larger than any other EV player in Tanzania- 12 stations already live.</p>	<p>First-mover advantage in e-bicycles in Tanzania. Strong traction in the market on this product in Tanzania</p>
	No custom assembly of batteries (only assemble 3-wheelers)	Limited partnerships with financial institutions	No battery swapping stations	First commercial mover in the 3-wheeler passenger tricycles
	No custom assembly of batteries (by Semi-Knock Downs).	Limited partnerships with financial institutions	No battery swapping stations	No first mover advantage in the product category.

## Product Focus



2-wheelers (passenger & parcels delivery)



3-wheelers (Passenger)



3-wheelers (cargo)



**Scan the QR code  
to Download Oasis App**





# Thank You





# MEGNACIO CO. LTD

Pitch Deck

May 2026

[Learn More..](#)



# Tanzania's Cashew Sector Is Losing Billions In Value Through A Critical Processing Gap.



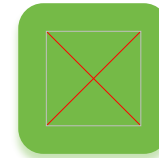
## 80%

of cashew nuts exported raw  
— unprocessed



### Low Local Processing Capacity

Installed capacity is under **150,000 MT** — less than **30%** of annual output. The shortfall forces raw export at significantly lower margins.



### Value Captured By Foreign Competitors

Vietnam and India capture the processing premium. Tanzania exports cheaply and re-imports finished goods at a premium — a **structural value drain**.



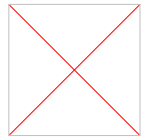
### Regulatory Pressure To Process Locally

The government imposes a **16%** export levy on raw cashew (RCN) while offering **0%** on processed exports — a clear **financial signal**, with a **proposed RCN export ban** looming.



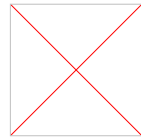
# We Are Establishing An Integrated Cashew Nut Processing Facility

This Means We Will Capture A Bulk Of The Value Chain, Which Is Usually Drained Offshore



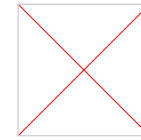
## 18,000 MT/yr Processing Facility

Build a modern cashew processing plant in Mtwara/Lindi — Tanzania's highest-producing regions — with full shell-cracking, peeling, grading and packing capacity.



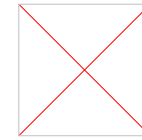
## Farmer Network Expansion

Scale from **15,000** to **50,000** contracted smallholder farmers in 3 years, securing a reliable, traceable raw cashew supply during the harvest season.



## Export-Ready Processed Product

Supply verified processed cashew kernels to existing customers in Vietnam, India and the GCC — eliminating the **16%** RCN export levy disadvantage.



## Vertical Integration Advantage

Transition from raw trader to integrated manufacturer-trader, capturing processing margins and leveraging Megnacio's existing buyer relationships.



# A Young, Dynamic Team With Experience In Agri-processing & International Trade.



## Moses Gunda

Co-Founder & CEO

15+ years in agri-processing,  
agri-business and  
import-export business

Worked for MCI (now YAS) as  
inventory manager

CPA(T)

MIB International Business —  
University of Dar es Salaam

Stanford SEED



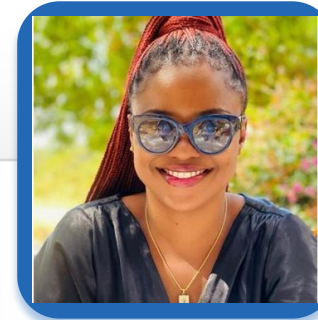
## Elizabeth Massawe

Co-founder & Head Of Sales

10+ years in commodities sales &  
marketing

Export client management

B.Com Marketing — University of  
Dar es Salaam

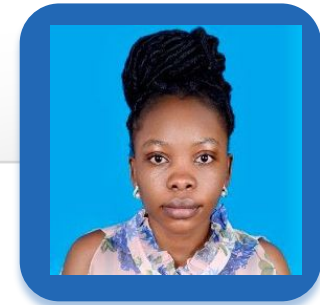


## Judith Masika

Head-Export Operations

6+ years of experience in  
export business

BSc. Urban and Regional  
Planning



## Sara Msesega

Finance Manager

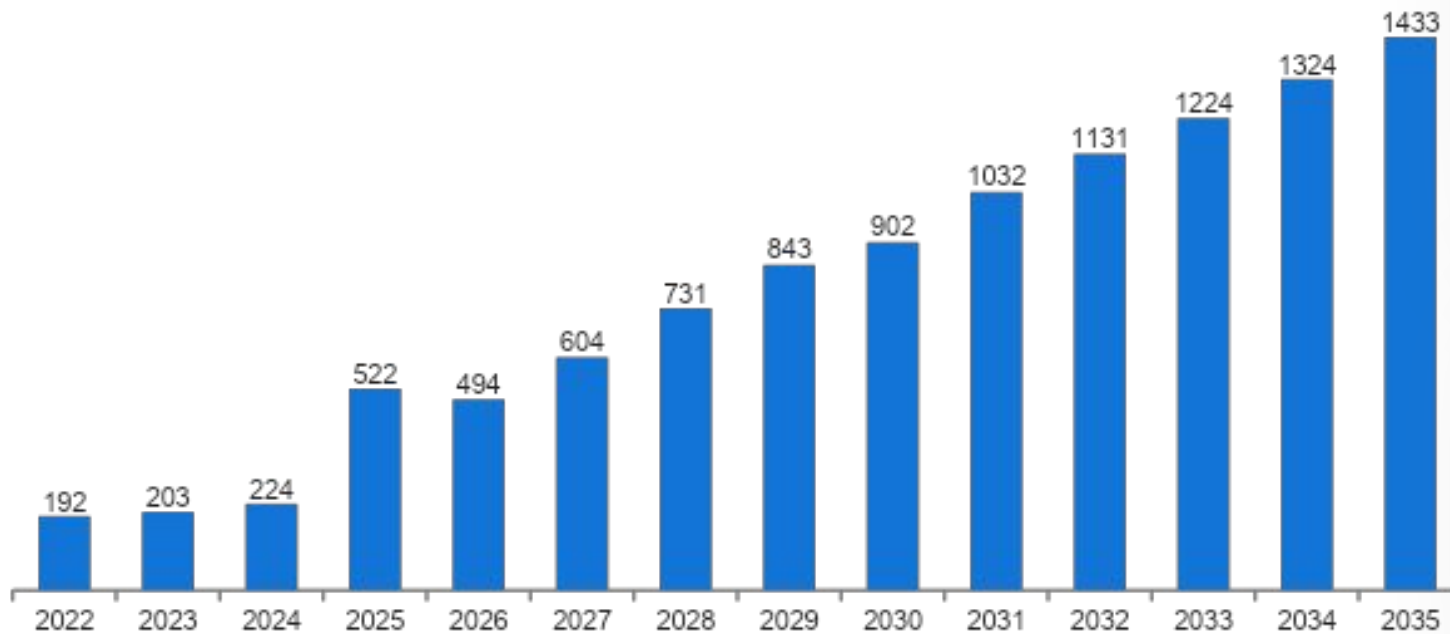
5 years of financial  
management and reporting

Bachelor of Finance and  
Accounting-Mzumbe  
University



# The Cashew Nut Export Demand From Tanzania Remains Strong

Tanzanian Cashew Nut Exports (US\$ Million)



**4-5%**

Export CAGR  
2025–2035

**\$1.4B**

Projected Export  
Value by 2035

**750K MT**

Estimated 2025/26  
Production Volume

**>1M MT**

Production Target  
by 2030



# The Growing Consumption Of Healthy Products Underpins The Demand For Cashew Nuts

## Key Drivers

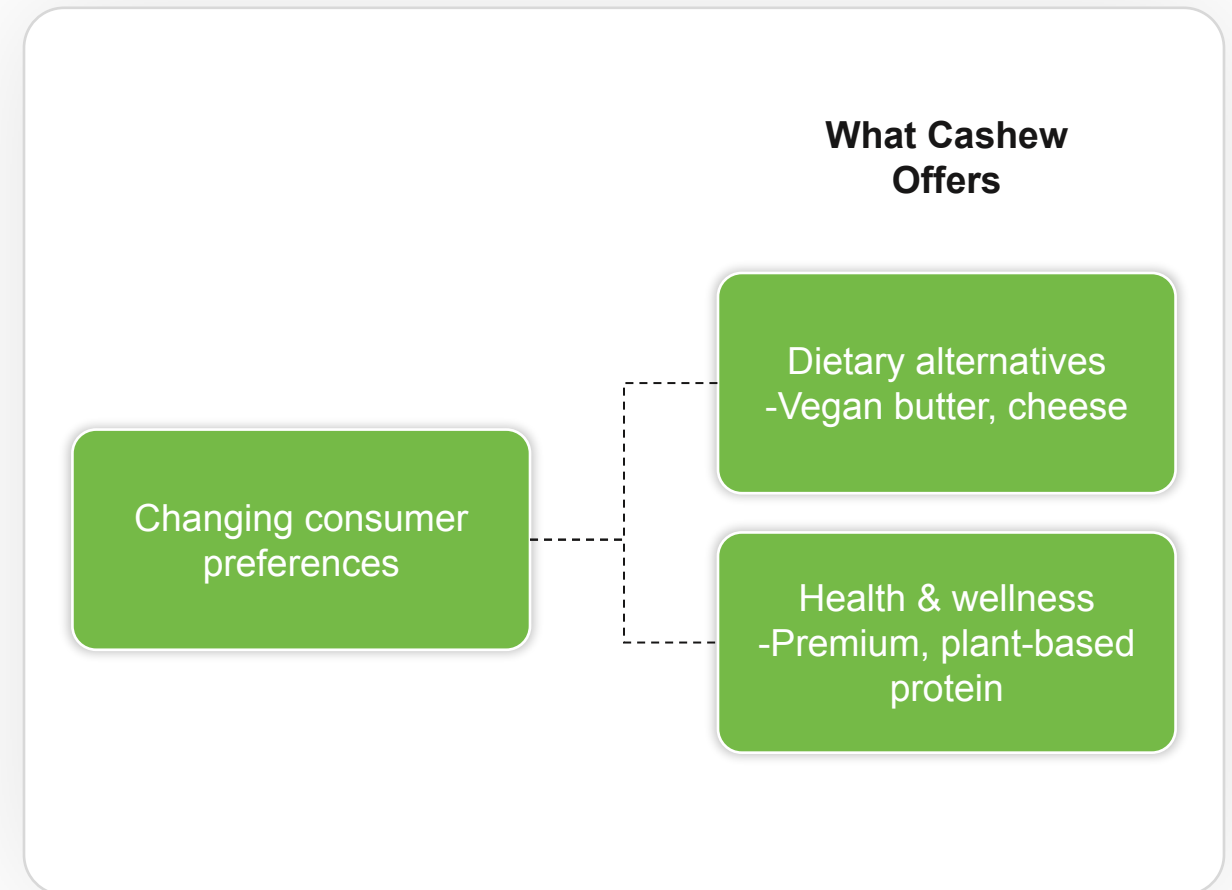


Engaged across multiple value chains with strong AMCO relationships, ensuring a reliable raw cashew nut supply year-round.



Changes in consumer preferences, especially in high-income regions of the world, particularly Europe and North America

Source: Bank of Tanzania | MA linear extrapolation



# A Robust Supply Model & Diversification Giving Us An Edge Over Our Competitors.

## Competition Parameters



Product Diversification



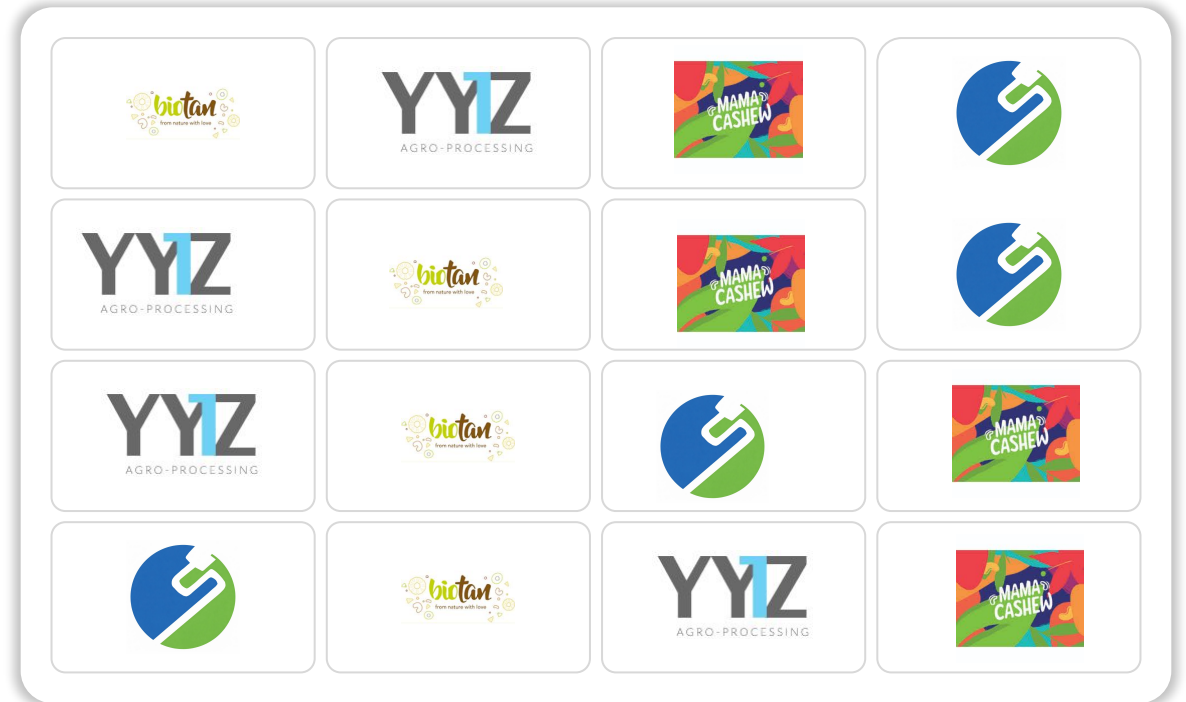
Sourcing power



Strategic partnerships



Brand power



**Our Competitive Advantage Lies In Product Diversification,  
And A Deep & Robust Supply And Sourcing Network We Have Built Across Multiple Value Chains.**

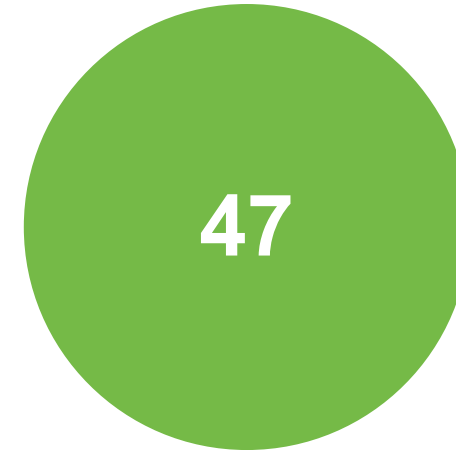


# We Grew Revenue 6x In 2 Years & We Are Looking At Growing It 5x In The Next 5 Years

## Figures in Mn USD



Revenue grew with income, including operating income, growing by more than 10x and expected to grow by 8x in the next five years



## Key Revenue Contribution

>60% from cashew nut  
~40% from the export of other crops



# Invest In A Growing, Diversified Agribusiness In Tanzania-seeking \$5 Million

## US\$ 2M

Capex — Property, Machinery & Technology

## US\$ 3M

Working Capital — Procurement & Operations



### 15,000+

Smallholder Farmers

#### Broad Supply Network

Engaged across multiple value chains with strong AMCOS relationships, ensuring a reliable raw cashew nut supply year-round.

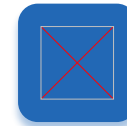


### 4

International Export Markets

#### Strong Export Linkages

Multi-year repeating customers in Kenya, GCC, Europe and Asia (India and Vietnam) — established relationships driving pricing certainty and repeat volumes.



### 30+

Years of Experience

#### Experienced Leadership

Founding team with over two decades combined in Tanzanian agribusiness, commodity trading, sourcing & customer management.



THANK  
YOU

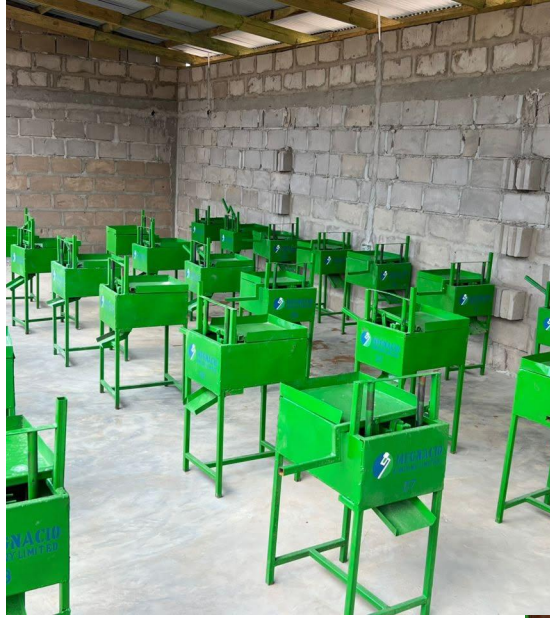


# Historical & Projected Financials

	2022A	2023A	2024A	2025A	2026E	2027E	2028E	2029E
Revenue	1.3	1.9	7.7	5.9	12.3	21.2	33.4	46.9
Gorss Income	0.2	0.3	1.0	1.3	1.8	3.4	5.8	7.7
Operating Income	0.0	0.1	0.7	0.8	1.1	2.5	4.6	6.4
Net Income	(0.1)	0.0	0.4	0.6	0.5	1.5	3.0	4.4
Gross Margin	16%	17%	12%	13%	15%	16%	17%	17%
Operating Margin	1%	3%	9%	8%	9%	12%	14%	14%
Net Margin	-5%	0%	6%	6%	4%	7%	9%	9%

# FINANCIERS



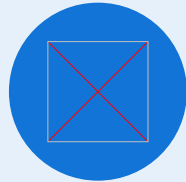


**AQUACOM**

**Pitch Deck**

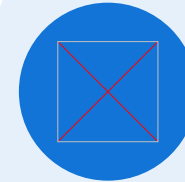


# There is an unmet demand for fish protein in Tanzania, amounting to ~300k metric tons



## Aquaculture constraints

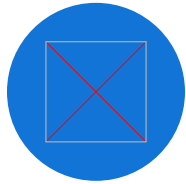
- » Low productivity due to poor farming systems
- » High upfront cage costs
- » low-quality feed use



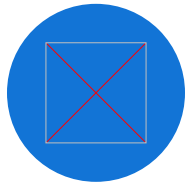
## Processing constraints

- » Low quality of fish supply
- » Highly informal and fragmented value chain

# A vertically integrated fish farming, storage and distribution model to fill in the gap



**Locally manufacture quality, affordable cages**  
& provide farmers with upstream support

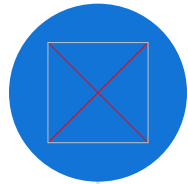


**Become a fully integrated quality fish provider** through processing, transportation, and warehouse distribution

Aquacom aims to become a **leading end-to-end frozen fish provider**

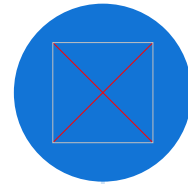


# We have built a robust business model designed to address the supply of quality fish in Tanzania



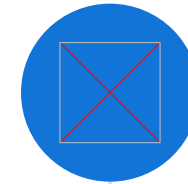
2017

Establishment of Aquacom



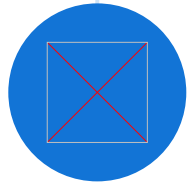
2022

- » \$64k supply financing debt (TADB)
- » \$9.5k grant (Gatsby Africa)



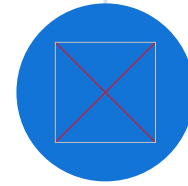
2024

\$109k debt (DCB commercial bank)



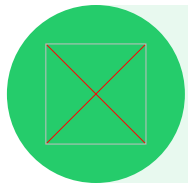
2021

\$6.5k catalytic fund (Anza Growth Fund)

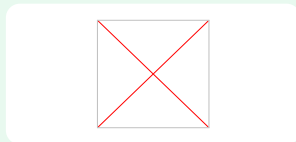


2023

- » \$90k trade facility discount (DCB)
- » \$42k grant (UNDP)
- » \$8k grant (KCIC)



Strategic partners



# Team with +30 years of experience in the aquaculture and fishing sector in Tanzania



**John Peter  
Hewa Kinyage**

**CEO & aquaculture engineer**

» 12 yrs experience in Aquaculture industry



**Grace Mushi**

**Manager**

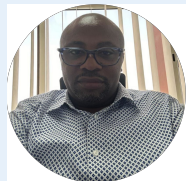
» 5 yrs experience in Aquaculture Operations



**Gasana Damian**

**Project manager**

» 7 yrs experience in fish farming



**Pascal Martin  
Kinyage**

**Senior financial & operational manager**

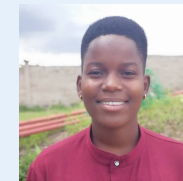
» 16 yrs experience in project management



**Happiness O. Njavike**

**Accountant & admin assistant**

» 9 yrs experience in finance management



**Dotto M. Lugata**

**Cage net technician**

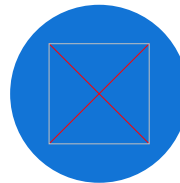
» 3 yrs experience Aquaculture industry

# The demand for fish protein is palpable and continues to grow locally and regionally

**~\$440Mn** addressable market in Tanzania for frozen tilapia and Nile perch

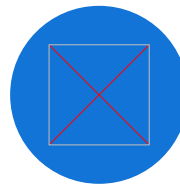
1 USD = 2,500 TZS

## Key drivers



### High inland waters fish production

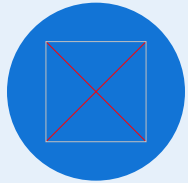
90% of fish produced **come from inland waters**



### Rising fish consumption

Animal protein share from fish has increased from **20% to 30%**

# The competitive pressure emanates from small-scale players, and we occupy a sweet spot in the value chain



## Low value fish processors

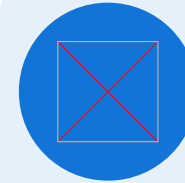
- » **Informal** agents
- » **Fragmented** value chain
- » **Limited quality** control
- » **Lack** of traceability



## Gap to be filled

Aquacom could **fill in this gap** through:

- » **Formal end-to-end value chain** to improve efficiency
- » Supplying **high-quality fish**
- » Ensuring **reliable sourcing & traceability**



## High value fish processors

- » **High-quality**
- » **Expensive** pricing
- » **Export-oriented** market

# \$5 million to transform our business to become a leading player in aquaculture in Tanzania

## Specific use of funds

Investment	Amount (\$ 000)
Capital expenditure	
Fish cages manufacturing	1,848
Model cage fish farm	2,312
Frozen fish processing facility	442
Other	399
Total	5,000



**Key Outcomes**

Production of **5,000** tons of fish per month, **60,000** tons per year

**AQUACOM**

**Thank you!**





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