



Morogoro Tanzania • mlt@mkwawatanz.com
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A JOURNEY TO
Success



Our People

The Heart of Mkwawa's Success

Mkwawa Leaf Tobacco Ltd (MLTL) is one of Tanzania's Leading tobacco companies, with a workforce of approximately 3,713.

We take pride in our people, whose passion, commitment, and expertise drive our success as we build a better future. Ambition, courage, and resilience are the qualities we seek in our team members, and our rapidly transforming industry demands these traits. We expect our people to learn swiftly, seize opportunities, and consistently achieve and own results.

As we evolve, we remain focused on the qualities that have always driven our success—fostering a culture of passionate ownership and inspiring leadership. We strive to have exceptional individuals, engaged teams, and a workplace that is truly great. Our people are the key to executing our strategy.

Structure

Company - Mkwawa Leaf Tobacco Limited (MLTL)

Shareholding – 100% Private: Mr. Ahmed Huwel – Previously Tanzania Leaf Tobacco Company Limited (TLTC). Shares were purchased June 2022 from Universal Tobacco Group rather than assets. TLTC had operated in Tanzania since 1968. When purchased TLTC had not been operating for 2 years, had a skeleton staff, no tobacco grower contracts or customers.

At the same time as purchasing MLTL, the shareholder purchased the tobacco factory - Previously Tanzania Tobacco Processors Limited (TTPL). Shares were purchased June 2022 from Universal Tobacco Group rather than assets. TTPL had operated in Tanzania since 1997/98 since privatisation. When purchased TTPL had also not been operating for 2 years, had no staff (oversight from TLTC - skeleton staff). The factory was in a separate company due to the privatisation process. Most operations in the world operate with everything in one company including the factory.

The current operations are all under MLTL. MLTL rents the factory premises and leases the factory plant and equipment from MTPL. Long-term once we have the approval from Government the factory premises and the factory plant and equipment will be moved from MTPL to MLTL. (This will be done at cost, tax values with no Stamp Duty or VAT outlays)

DIRECTORS

Mr. Ahmed Huwel
CEO/Owner

Mr. Matthew Kapnias
Managing Director
Ex TLTC and Universal

Mr. Colin Stonebridge
Finance Director
Ex TLTC

Mr. Richard Sinamtwa
Deputy Managing Director /
Corporate Affairs Director
Ex TLTC

Mr Topkins Silindu
Leaf Operations Director
Ex Universal and Hail and Cotton Malawi

Mr Guy McDonald
Factory Director
Ex Alliance One

Mr. Roger Blair
Agronomy Director
Ex TLTC and Universal

MANAGERS

Mr. David Crowhurst
Factory Manager
Ex TTPL and Universal

Mr. Anthony Kapnias
Leaf Blending Manager
Ex TLTC and Universal

Mr. Mike Masora
Leaf Buying Operations Manager
Ex Alliance One Tobacco

Mr. Egidi Buretta
Information Technology Manager
Ex TLTC

Mr. Emmanuel Mhagama
Finance Manager
Ex TLTC

Mr. Nicholas Kanyamala
Engineering Manager
Ex TTPL

Mr. Ezekiel Masinde
Head of Human Resources

CONSULTANTS

Mr. Paul Crossan
(Ex TLTC and Universal MD)
Mr. Colin Blair –
(Agronomy -- Ex TLTC and Universal Agronomy)

Management



Main timings – New Crop

31 March 2024

Main Customer indicative requirements to MLTL and MLTL indicative volumes to TTB

31 August 2024

Primary Society Contracts signed for next season volumes (volumes to be purchased May 2024)

End April/Early May 2025 –

Start purchasing volumes from Primary Societies – markets start and end around end of August / early September

Late may/Early June/July

Master Samples prepared, signed off with customers, sales volumes and pricing confirmed and process of getting signed purchase offers starts.

May to December 2025

Processing of green for customers

July 2025 to 31 March 2026 –

Shipping of tobacco to customers

NEW CROP TIMING

Our Departments

Agronomy

Main areas

Market preparation assistance and clearing markets

Recording of buying and preparation of tobacco payments after sales

Transport, logistics and storage

The department is the supporting pillar to farmers and provides several different services:

- Extension Services (GAP) - aims at ensuring sustainable, economically viable production to our farmers through our field technicians (FT's) to improve yields and efficiencies.
- Agricultural Labour Practices (ALP) – to promote awareness to all farmers, workers and communities on all ALP Principles, focusing mainly on Child Labour, Forced Labour, inadequate accommodation, fair treatment and safe working environment
- Sustainability / Forestry Management – a division in conjunction with Tanzania Forestry Services (TFS) to assist farmers with afforestation and sustainability.
- Briquettes – Project currently in early stages to establish the production of trial briquettes to compliment wood fuel usage.

Leaf Buying and Classification

Main areas

Assistance to Agronomy with road shows and training pre markets starting

Leaf Buying team - Buying the crop – note the TTB actual classify the entire crop so the process of buying is accepting or rejecting the TTB classification. After buying completed back to Morogoro where they assist with the processing.

Leaf Classification Team – Checking the tobacco grade when tobacco is received in Morogoro and assist with processing.

Factory

Main areas

- Pre-season maintenance
- Green receiving and storage
- Processing
- Storage of processed tobacco
- Quality Control
- Shipping based on customer shipping instruction, export permits

Leaf Sales

Main areas

- Crop analysis and Crop allocation for customers
- Master sample preparation
- Customer pricing and contracts/purchase offers
- Sample preparation
- Oversight of shipping
- Invoicing

Mkwawa Transport

Own trucks and trailers used for green and dry tobacco transport. The fleet is managed and operated by Safari Hauliers which is owned by the MLTL shareholder. MLTL incur the depreciation cost, insurances and permit/tracking costs only and then receive 30% of all income generated from the trucks. Main reason is have own trucks is security of supply. Transport for tobacco is very limited especially with the exponential growth in the volume in the past two years.

Having our own dedicated trucks together with the Safari haulier fleet means we can clear our markets quicker and reduces the risk of tobacco drift to other traders. You need to buy your volume quickly and then get that volume into your own possession as soon as possible thereafter. The quicker you clear markets, the quicker those markets can be refilled by the Growers. With some Primary Societies you may have as many as 4 to 6 sales during the season.

Storage/Warehouses

Upcountry Current Capacity (Green)

Existing storage facilities
52,668 m2.

MLT owned facilities
27,302 m2
Own warehouses Tabora, Urambo, Mpanda, Lupa

Rented facilities
25,366 m2
Mainly Kahama and Songwe (Mbeya)

Additional Storage Facilities in progress - 50,000 m2
Tabora and Urambo Total green capacity for Marketing & Storage for next crop is 102,668 m2

Upcountry Current Capacity (Green)
7 receiving docks with telescopic, extendable offloading conveyors Can receive 3,0 million kgs in a week per single shift, inclusive of 100% bale inspection, classification and reweigh.

Rack system in place Storage facility is 26,000 m2 – potential storage capacity 18 million kgs green in racks.

Factory – processing capacity

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Our Approach

Our focus is on driving high performance, developing future leaders, valuing diversity, encouraging entrepreneurial behavior, and fostering an engaging culture where both individuals and teams can thrive. Our values, which underpin our culture, guide how we deliver our strategy.

We are committed to developing talent from within and supporting our high-performing managers who will lead us forward. When recruiting externally, we seek individuals who bring additional knowledge and skills to strengthen our teams and enhance our business. We aim to attract and retain talent that will help us succeed in growth markets and categories, including reduced-risk products.

Our goal is to create a dynamic and supportive environment that attracts and retains top talent, driving our strategy and success.

Key Areas of Focus:

Environmental Stewardship, social responsibility, governance, resource optimization, innovative practices. As we evolve for the better, we view this transformation as a crucial opportunity for innovation, growth, and the creation of purpose-driven, impact-oriented, long-term value.

Therefore, we diligently integrate sustainability into every facet of our business and operations.



Vision

To be the preferred supplier of sustainable smallholder FCV tobacco in Africa.

- A profitable organization with a diverse customer base
- Secure, motivated, and expanding farmer base
- Dynamic leadership and a unified workforce
- Entrepreneurship that embraces innovation and transformation.

Core Values:

Integrity • Excellence • Environmental stewardship • Agility



Leaders of Change.

Mkwawa Leaf Tobacco thought leaders share their insights and expertise on the changing face of business and how companies must pivot today to deliver

FACTORY - processing capacity

Factory capable of Threshing
FCV, DFC, DAC and BUR using
Multi-separator technology.

Backup generator in place
3-kilowatt capacity.

Current processing capacity is 20 Tons/hr.
equivalent to 90 million kgs
processed in a season.

FACTORY PROJECTS

Processing Line Upgrade in progress.
15 Ton/hr. Line equivalent to 70 million kgs additional processing.
Total combined throughput of 60 million kgs
processed in a season. – FY 2026.

Dry Storage facility
38,000 m2 of storage planned for construction to
accommodate increase in Volume.

2022

Processed
7.5 million
kilos

2023

Processed
44.8 million
kilos

2024

Plan to
process 90
million kilos

2026

Plan to
increase
processing
capacity to 160
million kilos



At Mkwawa Leaf Tobacco Ltd, sustainability is integral to our mission and operations. We are committed to embedding sustainable practices across our business to drive innovation, growth, and long-term value.

Sustainability.





We promote:

- Adoption of Good Agricultural Practice
- Use of efficient barns.
- Adherence to Agricultural Labour Practice and,
- Sustainable forest management to ensure fuelwood supply.



Farmer productivity:

- Current at **1400 kilos/Ha**
- Plan to increase productivity to **2000 kilos/ Ha** by **2026** through increased barn capacity and extension service.

Community Investment

Mkwawa Leaf Tobacco Limited (MLTL) is dedicated to enhancing the well-being of the communities where we operate. We are committed to fostering inclusiveness and resilience by addressing key social and environmental issues. Our Community Investment initiatives reflect our dedication to making a positive impact and building a better future for all stakeholders involved. Through these efforts, we strive to contribute meaningfully to the advancement and sustainability of our communities.

50%

CUSTOMER BASE GROWTH

Customers

Mkwawa Leaf Tobacco Limited (MLTL) we are committed to enhancing customer confidence and satisfaction and aims to be one of the competitive suppliers. Our goal is to grow our customer base by 50% while maintaining the high standards and trust that our current customers have come to expect. We achieve this by consistently delivering quality products, providing exceptional service, and fostering transparent relationships. By focusing on these core principles, we aim to attract new customers and ensure that our existing clients continue to value and rely on us for their tobacco needs.



BELUKA



PHILIP MORRIS
INTERNATIONAL



الشركة الشرقية لمنتجات التبغ
EASTERN COMPANY S.A.E

ATLASAGRI
DELIVERING SUSTAINABLY