



**Nilezilla Ltd**

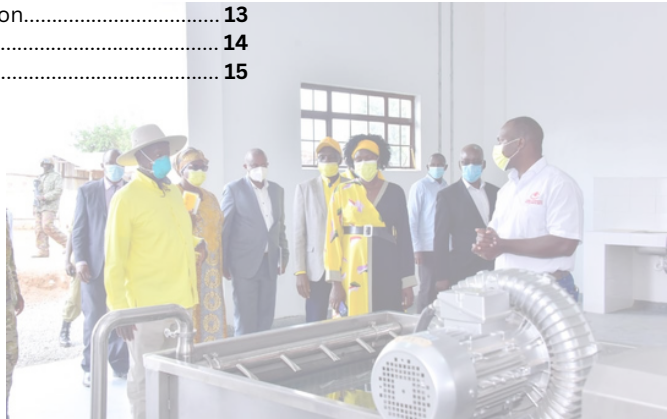


**A TECHNOLOGICAL AND INNOVATIVE  
INTERVENTION FOR AGRO-INDUSTRY AND  
COMMUNITY TRANSFORMATION IN UGANDA**



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# Company Foundating Concepts

## **Nilezilla Ltd: A Technological and Innovative Intervention for Agro-Industry and Community Transformation in Uganda**

Nilezilla Ltd is a dynamic limited liability company strategically established as a Special Purpose Vehicle by three key shareholders: Food and Nutrition Solutions Ltd (FONUS) with a 41% stake, Uganda Development Corporation (UDC) holding 39%, and Aringa Fruit Farmers' Cooperative Ltd (AFFCL) with 20%. This collaborative venture was born out of a shared vision to harness the potential of local agriculture and drive economic growth in rural communities in Uganda. The company operates a state-of-the-art mango processing factory located in Lodonga, Yumbe District, with a capacity to process 5 metric tons of mangoes per hour, translating to an impressive 2,500 metric tons of mango pulp annually.

The origin of Nilezilla Ltd is rooted in the innovative research and development efforts of FONUS, which identified the untapped potential of the local Sena mango variety (locally known as Kasingiri)—previously deemed of no commercial value. Through rigorous research and field piloting, FONUS demonstrated that despite its small size and high fiber content, the pulp obtained from the Sena mango is among the best on the Ugandan market. This pulp has a rich golden color, thick consistency, and high soluble solids content. Recognizing the commercial viability of this discovery, FONUS conducted a feasibility study that confirmed the abundance of mangoes in the region and the economic soundness of establishing a processing facility.

*In his drive to build a science and technology-based industry, H.E. Yoweri Museveni, while opening the Kapeeka Rural Industrial Centre, met the FONUS scientists who were, at the time, working at Makerere University. The scientists presented their groundbreaking research results to the President and requested government support. H.E. Yoweri Museveni did not hesitate; he immediately endorsed the proposal and advised the scientists to form a “Bureau” as a platform to translate their innovation into a commercial enterprise. The President directed the Ministry of Finance, Planning, and Economic Development and NAADS to support the initiative, with FONUS taking the lead.*



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# Vision and Mission

## Vision

Shaping a Sustainable Future through Innovative Food Processing.

## Mission:

To unlock the potential of local mangoes, empowering farmers and transforming the community through sustainable and innovative processing solutions.



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# Core Values

## Quality & Innovation:

We prioritize the highest quality standards for all products, ensuring purity, taste, and safety. We continuously innovate and improve processing techniques to deliver exceptional products across all lines.

## Fair & Equitable Partnerships:

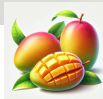
We build strong, fair, and long-term partnerships with suppliers and distributors, fostering mutually beneficial relationships. We uphold fair trade practices and ensure fair compensation for all stakeholders in the supply chain.

## Community Upliftment & Development:

We support the local West Nile communities by sourcing raw materials from local farmers and creating job opportunities. We contribute to the development and upliftment of the Ugandan agricultural sector, promoting sustainable practices and economic growth.

## Customer Focus & Transparency:

We deliver exceptional customer service, exceeding expectations and building trust across all product lines. We maintain complete transparency in all business practices, from sourcing to production.



# Strategic Goals



Nilezilla Ltd aims to establish a thriving mango processing business in Yumbe, West Nile, by developing a range of high-quality products starting with innovative mango pulp. Through collaboration with strategic off-takers, Nilezilla aims to ensure market access, empower local farmers, and drive shared economic prosperity in the region.

To achieve this, we have set SMART objectives, including increasing annual production capacity, capturing a significant market share in the East African mango pulp market, achieving robust financial performance, obtaining Fair Trade certification, and creating job opportunities within the local community.



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# Market Positioning

**Our mango processing plant addresses the challenge of post-harvest losses in Uganda's West Nile region by turning abundant local mangoes into valuable mango pulp for both regional and international markets.**

**Nilezilla's competitive edge lies in our commitment to quality, innovation, and sustainability. We emphasize the unique "Kagogwa" flavor profile of our mango pulp, sourced locally from Ugandan farmers, ensuring peak freshness and nutrient content.**

**By focusing on import substitution, Nilezilla is set to save the country an estimated USD 2.5 million in imports annually.**



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# Community Impact



Nilezilla Ltd is not just an industrial entity; it is a transformative force in Uganda's agro-industrial landscape. With a total investment of approximately UGX 30 billion, the factory is equipped with cutting-edge technology that aseptically processes mango pulp, packaging it in 200-liter aseptic bags within steel drums, ensuring a shelf life of up to two years.

The factory creates over 150 jobs, primarily benefiting the local population, and injects an estimated UGX 1.5 billion annually into the local economy through the purchase of mangoes from farmers. This empowers the farming community, fosters sustainable development, and drives socio-economic transformation in the region.



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# Strategic Partnerships

*Nilezilla's success is built on strong partnerships with local farmers, ensuring a reliable and sustainable source of high-quality mangoes. By prioritizing fair prices and offering a consistent market, Nilezilla empowers farmers and reduces fruit waste. Our supply chain management system is robust, with a network of collection centers throughout the region, enabling efficient procurement and logistics operations.*

## Nilezilla's shareholders play crucial roles in the company's operations and success:

**FONUS** brings extensive experience in food processing and value addition, providing land, plant set-up plans, consultancy services, and management expertise.

**UDC**, the government's investment arm, ensures that government interests are protected and that the venture operates profitably, promoting sustainable growth and contributing to national economic goals.

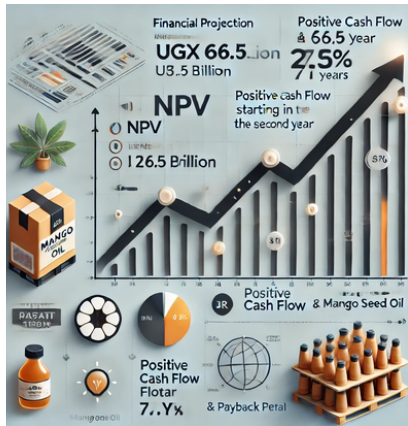
**AFFCL** represents the farmers, ensuring a reliable source of high-quality mangoes and offering them a vested interest in Nilezilla's growth and future profitability.



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# Financial Projections and Growth



Nilezilla's financial projections indicate a positive net present value (NPV) of UGX 66.5 billion with an internal rate of return (IRR) of 21.5% over the next five years.

This positions Nilezilla as a financially viable and attractive venture. The company is expected to realize a positive cash flow in the second year, with a payback period of 7.1 years.

Nilezilla's strategy includes expanding our product range to include retail-friendly packaging and exploring the development of value-added products derived from mango waste, such as mango seed oil.

*Our pricing strategy is designed to offer significant cost savings compared to imported mango pulp, enhancing our market penetration and driving revenue growth.*



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# Product Offerings



## Current Product: Mango Pulp

**Description:** High-quality, fresh mango pulp made from locally sourced "Kagogwa" mangoes. Ideal for large-scale food and beverage manufacturers, this pulp is rich in flavor and packed with nutrients.

## Future Product: Mango Juice Concentrate

**Description:** A concentrated form of mango juice, perfect for beverages, desserts, and culinary creations. This product caters to both manufacturers and individual consumers looking for a premium mango flavor.



## Future Product: Mango Seed Oil

**Description:** A versatile oil extracted from mango seeds, suitable for cosmetic and culinary uses. It is rich in nutrients and aligns with our commitment to waste reduction and sustainability.



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# Production Process

Nilezilla uses advanced technology from Shanghai Go Fun Machinery Ltd., China, to process "Kagogwa" mangoes into high-quality pulp. The thin skin of this mango variety simplifies the process, as no peeling is required. The pulp is extracted using rotating brushes, refined, and heat-treated for commercial sterility, which is maintained through aseptic packaging. This process eliminates spoilage microorganisms and enzymes, effectively extending the pulp's shelf life while preserving its freshness.



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# Sustainability and Environmental Protection

At Nilezilla Limited, we prioritize sustainability through eco-friendly practices, waste reduction, and energy efficiency:

## Waste Reduction:

Maximizing resource use by exploring value-added products like mango seed oil.

Minimizing waste with efficient processing methods.

## Energy Efficiency:

Utilizing energy-efficient machinery to reduce energy consumption.

Planning to incorporate renewable energy sources.

## Eco-Friendly Practices:

Sourcing mangoes locally to support fair trade and reduce transportation impact.

Implementing water-saving technologies to reduce consumption.

*Nilezilla Limited is dedicated to making a positive environmental impact while supporting local communities.*



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# Leadership Team

Nilezilla Limited is fortunate to have a distinguished Board of Directors who provide strategic guidance and ensure the company's success. Each member brings a wealth of experience and diverse expertise to the table, representing key stakeholders:

**i.Dr. Ruth Biyinzika Kasolo (Chairperson, FONUS):** Dr. Ruth Biyinzika Kasolo leverages her leadership within FONUS, a major shareholder in Nilezilla, to offer valuable insights and contribute to the company's strategic direction.

**ii.Mr. William Gay Ezama (Member, UDC):** Representing the Uganda Development Corporation (UDC), Mr. Ezama brings a governmental perspective and expertise in fostering economic development, crucial for aligning Nilezilla with national growth goals.

**iii.Mr. Gilbert Ringtho (Member, UDC):** Mr. Ringtho, another member representing the UDC, adds his expertise to the Board, further strengthening the government's involvement and ensuring Nilezilla operates in a way that benefits both the company and the nation's economic well-being.

**iv.Dr. Abel Atukwase (Member, FONUS):** Dr. Atukwase contributes his expertise from FONUS, another key shareholder, further solidifying Nilezilla's foundation and ensuring alignment with the organization's goals.

**v.Mr. Taban Yassin (Member, AFFCS):** Mr. Yassin represents the Aringa Fruit Farmers' Cooperative Society (AFFCS), the primary source of mangoes for Nilezilla. His presence on the Board ensures the voice of the farmers is heard and their interests are considered in the company's decision-making.

**vi.Ms. Brenda Asiimwe (Company Secretary):** Ms. Asiimwe's role as Company Secretary is crucial for ensuring Nilezilla adheres to best practices in corporate governance, maintaining transparency and accountability.

**vii.Prof. William Kyamuhangire (CEO, Ex-officio):** Professor Kyamuhangire, a founding member of Nilezilla, leads the executive team. He was the Project Manager before Nilezilla became a commercial enterprise. His extensive experience in the food processing industry provides invaluable guidance and direction for the company's operations.

# Future Plans and Expansion



**Nilezilla plans to broaden its product line to include retail-friendly packaging and value-added products such as mango juice concentrate and mango seed oil.**

***This expansion aims to cater to a wider market, from large-scale manufacturers to individual consumers, while maximizing resource utilization and reducing waste.***



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# Why Nilezilla?

**Our commitment to quality, innovation, and sustainability positions Nilezilla Ltd as a leading provider of mango pulp in the East African market, offering significant cost savings compared to imported alternatives and contributing to the economic empowerment of rural communities.**

**Nilezilla Ltd is not just a factory, it is a transformative force in Uganda's agro-industrial landscape, pioneering rural agro-industrial establishment, driving innovation, creating jobs, and contributing to the nations's economic resilience.**



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COMMUNITY TRANSFORMATION IN UGANDA**

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