

TROPIAVO LIMITED

2025

Njombe Avocado Processor (NAP)

Our Future is Bright





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TropiAvo Ltd is an agro-processing company established to unlock the full potential of Tanzania's avocado sector by developing a state-of-the-art processing facility in Njombe. Unlike traditional agribusinesses that rely on owning farms, TropiAvo operates a farm-free model, focusing instead on strengthening and streamlining the avocado supply chain. By sourcing directly from local smallholder farmers, the company ensures a reliable and high-quality supply of avocados while empowering farmers with stable market access, fair pricing, and technical support to enhance productivity and post-harvest handling.

Through its processing facility, TropiAvo transforms avocados into high-value cold-pressed avocado oil for export, alongside supplying premium-grade fresh avocados to international markets. This model not only maximizes value addition but also addresses key challenges in Tanzania's avocado industry, such as post-harvest losses, limited processing capacity, and market fragmentation. By eliminating the need for its own farms, TropiAvo remains agile, scalable, and focused on driving industry-wide growth, ensuring that smallholder farmers become key stakeholders in Tanzania's emergence as a competitive player in the global avocado market.

With an initial investment of more TZS 9,000,000,000/ , the project will fund land acquisition, factory construction, advanced processing machinery, and working capital for initial operations . TropiAvo's primary markets are Europe and the Middle East, where demand for organic, cold-pressed avocado oil and premium fresh avocados continues to rise. By eliminating intermediaries and establishing direct export channels, the company will maximize profitability for both farmers and the business while positioning Tanzanian avocados as a competitive player in the global market.

Mission

To become Tanzania's leading sustainable avocado processor, empowering local farmers while delivering premium-quality avocado products to global markets."

Vision

To drive rural economic growth through agro-processing, reducing post-harvest losses, and positioning Tanzania as a key avocado exporter

About Tropiavo Ltd

TropiAvo Ltd is a newly established agro-processing company focused on exporting high-quality Tanzanian avocados and avocado-derived products to international markets. The company is strategically located in Njombe, a prime avocado-growing region, where it will operate a modern processing facility for cold-pressed avocado oil and fresh packaged avocado exports.

By leveraging Tanzania's fertile highlands and improving smallholder farming practices, TropiAvo aims to become a key player in the global avocado trade, supplying premium products to Europe and the Middle East.

Ownership Structure

| Name | Nationality | Shares | % of Ownership |
|------------------------|-------------|--------|----------------|
| • Wondalem Tesfaye Abo | Ethiopian | 4125 | 33% |
| • Yayehirad Assefa | American | 1125 | 9% |
| • Adoniyas Abayneh | Ethiopian | 4125 | 33% |
| • Helina Abayneh | Ethiopian | 3125 | 25% |

Legal Structure and Compliance

TropiAvo Ltd is a limited liability company incorporated under the laws of Tanzania. It is fully registered and compliant with the regulatory requirements set by Tanzanian authorities, ensuring adherence to business, tax, and export regulations. The company operates within the legal framework governing agro-processing and export businesses, maintaining high standards of transparency, corporate governance, and environmental responsibility.

Project Background

TropiAvo Ltd was established in response to the growing global demand for high-quality avocados and avocado-derived products. Recognizing Tanzania's potential as a major avocado exporter, the company was founded to bridge the gap between smallholder farmers and international markets by providing high-value processing and export solutions.

Located in Njombe, one of Tanzania's most fertile avocado-growing regions, TropiAvo Ltd aims to enhance the local avocado value chain by investing in modern processing infrastructure. By sourcing directly from smallholder farmers and implementing sustainable farming practices, the company will not only increase farmers' incomes but also ensure consistent quality for international buyers. With a state-of-the-art facility for cold-pressed avocado oil production and fresh avocado packaging, TropiAvo Ltd is positioned to compete in premium export markets.

Industry & Market Positioning

TropiAvo Ltd operates in the agro-processing and export sector, specializing in avocado products. The company targets premium markets in Europe and the Middle East, where demand for healthy, organic, and sustainably sourced food products is on the rise.

Competitive Advantage:

- **Strategic Location:** Proximity to Njombe's avocado farms ensures a steady supply of high-quality raw materials.
 - **Value Addition:** The company processes avocados into cold-pressed oil, increasing profitability beyond raw fruit exports.
 - **Sustainability Focus:** By supporting smallholder farmers with better farming practices, TropiAvo ensures consistent supply and quality.
 - **Compliance & Quality Assurance:** The company adheres to international food safety standards, giving it a competitive edge in global markets.
-

Products and Services

TropiAvo Ltd is committed to year-round operations, running 24/7 during all seasons to ensure maximum efficiency and supply consistency. We recognize that Njombe's primary avocado seasons occur from March to June and October to December, providing peak harvest periods. However, to enhance production and reduce seasonal dependency, we are investing in our own avocado farms.

These farms will serve two main purposes:

Ensuring Continuous Supply

By cultivating our own avocado trees, we aim to supplement local farmers' supply and maintain stable production throughout the year.

Farmer Training & Research

The farms will act as learning centers for smallholder farmers across Tanzania, offering hands-on training on best farming practices, sustainability, and improved harvesting techniques to boost quality and yield.

Our approach

Our approach prioritizes sourcing from local farmers while using our own production to fill supply gaps, ensuring long-term sustainability and mutual growth with the farming community.

TropiAvo Ltd focuses on three core areas:

| Category | Description |
|----------------------------|--|
| Packaged Premium Avocados | Carefully selected, sorted, and packaged fresh avocados for export markets. We ensure strict quality control to meet international standards. |
| Cold-Pressed Avocado Oil | Premium-quality oil extracted using advanced cold-pressing techniques to retain nutrients and flavor. Targeting health-conscious consumers and cosmetic industries in Europe and the Middle East. |
| Avocado Farming & Training | Dedicated avocado farms for studying and training smallholder farmers, promoting better yield and sustainable farming. This ensures long-term supply stability for TropiAvo and economic growth for local communities. |

Site & Facility Overview

TropiAvo Ltd's state-of-the-art processing facility is strategically located in Njombe, Tanzania, a region known for its favorable climate and soil conditions for avocado cultivation. The facility is designed to efficiently handle both fresh avocado exports and the production of premium cold-pressed avocado oil, ensuring minimal post-harvest losses and optimal value addition.

Facility Features

| Avocado Oil Processing Unit | Fresh Avocado Grading & Packing Unit |
|--|---|
| <ul style="list-style-type: none"> • Equipped with advanced cold-press extraction technology to retain the highest nutritional value and purity. • Strict quality control measures ensure international standards for food safety and oil purity. • Sustainable by-product management, utilizing avocado waste for animal feed and organic fertilizers. | <ul style="list-style-type: none"> • Sorting and grading lines to classify avocados based on size, ripeness, and export quality. • Cold storage infrastructure to maintain freshness and extend shelf life before export. • Automated packing systems to meet international market standards and efficiency. |
| Supply Chain and Logistics Hub | |
| <ul style="list-style-type: none"> • Centralized collection and aggregation points to efficiently source avocados from smallholder farmers. • Fleet and logistics coordination to optimize transportation from farms to the facility. • Strong partnerships with export and distribution networks to ensure seamless global market access. | |

Sustainability Matters

TropiAvo's facility is designed with sustainability in mind, featuring:

- Energy-efficient processing systems to reduce carbon footprint.
- Water recycling and waste management initiatives to minimize environmental impact.
- Farmer training and support programs to improve avocado farming practices and income levels.

Primary Goal

TropiAvo Ltd's primary goal is to build a profitable and scalable agro-processing business by unlocking the full potential of Tanzania's avocado sector. The company aims to achieve this by developing a sustainable, farm-free, and vertically integrated supply chain that sources avocados directly from smallholder farmers, processes them into high-value cold-pressed avocado oil, and exports premium fresh avocados to global markets.

By focusing on value addition, efficiency, and market access, TropiAvo seeks to:

- Maximize profitability through high-margin processed products and premium export markets.
- Ensure consistent, high-quality supply by working closely with farmers without the overhead costs of owning farms.
- Scale operations efficiently by leveraging advanced processing technology, streamlined logistics, and strong global trade partnerships.
- Reduce post-harvest losses by transforming lower-grade avocados into valuable products, increasing revenue potential.
- Strengthen Tanzania's avocado industry by improving farming practices, stabilizing supply chains, and creating long-term economic opportunities.

Social Goal

TropiAvo Ltd is committed to creating a positive social impact by empowering smallholder farmers, promoting sustainable livelihoods, and fostering economic growth in Tanzania's avocado sector.

Key Social Objectives:

- Empowering Smallholder Farmers
- Job Creation and Local Economic Growth
- Reducing Post-Harvest Losses
- Environmental and Community Sustainability

Economic Impact

TropiAvo Ltd will drive economic growth by:

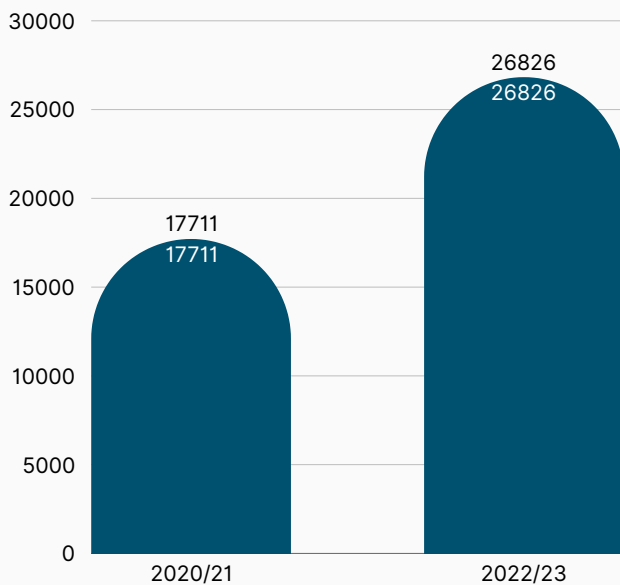
- Boosting Tanzania's Export Market – Supplying high-value avocado oil and fresh avocados to premium global markets.
- Local Value Addition – Processing avocados locally instead of exporting raw fruit, ensuring higher earnings for Tanzanian producers.
- Increased Farmer Incomes – Providing fair prices and a stable market for smallholder avocado farmers.

Industry Background

Give a brief explanation for the page

Tanzania's Avocado Industry Overview

Tanzania's avocado sector has experienced rapid growth over the past decade, positioning the country as a rising player in the global avocado market. The industry benefits from the country's favorable climate, fertile soils, and growing international demand for high-quality avocados and avocado-derived products.



This represents a 51% increase in export volume and a 51% rise in export revenue over the two-year period.

Production Growth

Avocado production in Tanzania has grown significantly, reaching an estimated 40,000+ metric tons annually, with Njombe, Kilimanjaro, and Mbeya being the primary growing regions.

Export Expansion

Tanzania exported over 11,237 metric tons of avocados in 2023, primarily to Europe and the Middle East. This figure has been increasing annually as more farmers adopt commercial avocado farming.

Revenue Generation

The sector contributes to foreign exchange earnings, with avocado exports generating over \$30 million per year for the Tanzanian economy.

Challenges & Opportunities

Challenges

- Limited cold storage facilities, leading to post-harvest losses.
- High logistics and export costs due to inefficient supply chains.
- Limited farmer training on best avocado farming practices.

Opportunities

- Value addition: The demand for cold-pressed avocado oil and packaged avocados is rising, presenting an opportunity for Tanzanian processors.
- Government support: The Tanzanian government is encouraging agribusiness investments through incentives, tax breaks, and infrastructure improvements.
- Sustainable farming: Organic and fair-trade certifications can increase export value and market access.

Industry Overview

The global avocado market is experiencing rapid growth due to increasing consumer awareness of its health benefits and diverse culinary applications. The intended market for this business is Europe and the Middle East, where demand for fresh, high-quality avocados continues to rise. These regions are driven by growing health consciousness, a preference for natural and organic foods, and the increasing popularity of avocados in both home and restaurant settings.

Market Size & Growth Trends

Europe

The European avocado market was valued at approximately \$8.34 billion in 2023, with imports reaching 3.2 million tons. The market is expected to grow at a CAGR of 5.6% in the coming years.

Middle East

The Gulf Cooperation Council (GCC) countries, including the UAE, Saudi Arabia, and Qatar, are experiencing a CAGR of over 9% in avocado demand, driven by urbanization, Westernized diets, and rising disposable incomes.

Market Size & Growth Trends

Europe

Major avocado-consuming countries include France, Germany, and the UK, where demand is fueled by the retail and food service industries. Spain and the Netherlands act as primary import hubs.

Middle East

The UAE, Saudi Arabia, and Qatar are key markets, where avocados are increasingly featured in supermarkets, premium grocery stores, and restaurant menus.

The avocado supply chain in Europe and the Middle East is dominated by international suppliers, including:

Kenya & South Africa

Emerging exporters with growing shipments to Europe and the Gulf region.

Peru (40% of European imports)

A dominant exporter, supplying the market from April to September

Mexico

A major supplier to the Middle East, benefiting from established trade agreements

Projected Market Size & Revenue Growth (2025–2030)

The global avocado market is expanding due to increasing health consciousness, demand for natural oils, and the rise of plant-based diets.

| Year | Cold-Pressed Avocado Oil Demand (Liters) | Premium Packaged Avocado Demand (Tons) |
|------|--|--|
| 1 | 300,000 | 500 |
| 2 | 350,000 | 578 |
| 3 | 500,000 | 630 |
| 4 | 750,000 | 700 |
| 5 | 1,000,000 | 1000 |

Operational Plan

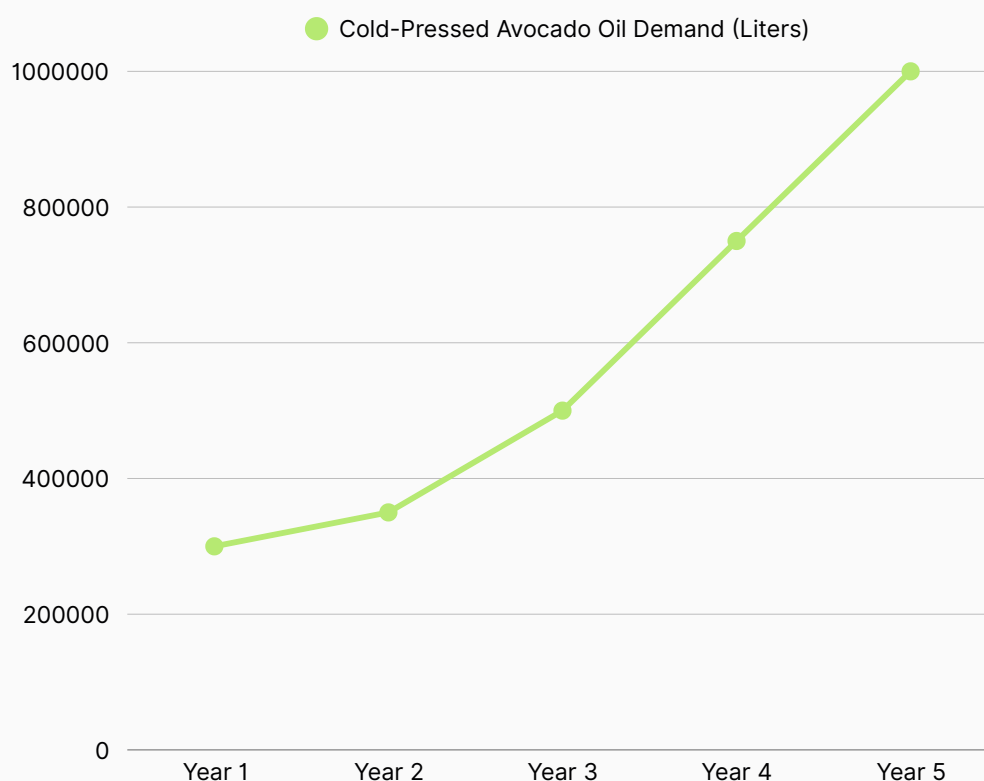
Production Capacity & Scalability

Tropiavo Ltd operates a mid-range avocado oil processing facility with cutting-edge cold-press and centrifuge machinery worth more than TZS 800 mil . This investment enables the company to efficiently extract premium-quality avocado oil while maintaining operational sustainability.

Avocado Oil Production Capacity

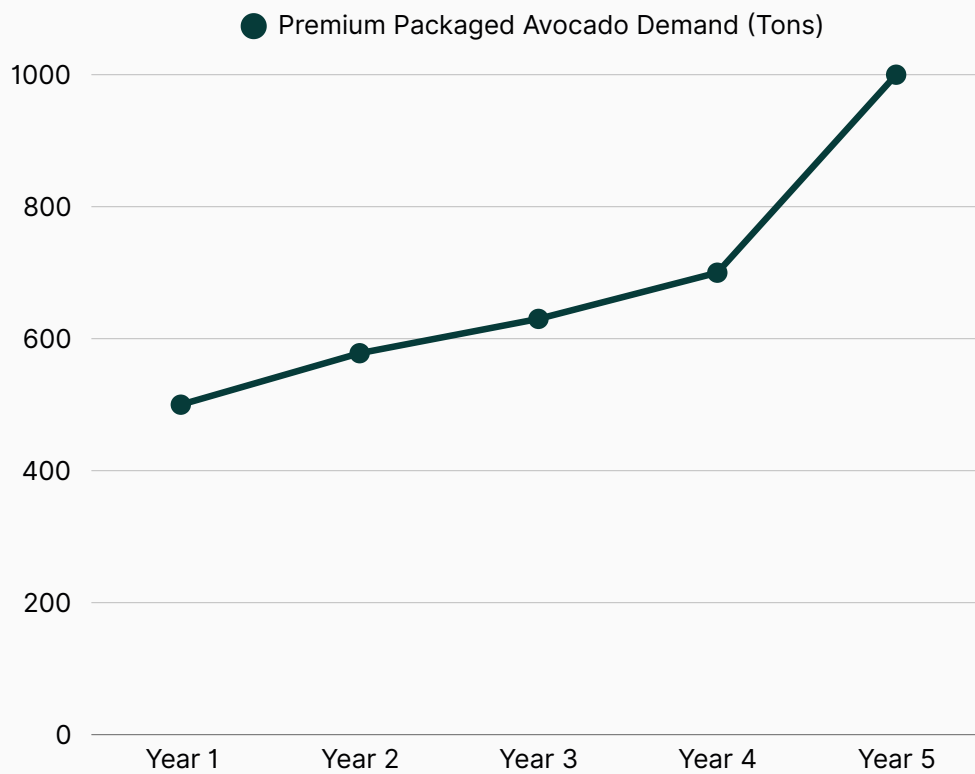
- Peak Season (March – September): Processing 1,200 tons of avocados per month, yielding 180 tons of avocado oil.
- Low Season (October – February): Processing 500 tons per month, yielding 75 tons of oil.
- Annual Oil Output: 1,635 tons of avocado oil at minimum production levels.

Our Facility estimated output in the next 5 years



Avocado Fruit Packaging Capacity

- Peak Season (March – September): Sorting and packaging 300 tons of fresh avocados per month.
- Low Season (October – February): Sorting and packaging 125 tons per month.
- Annual Packaged Avocado Output: 525 – 2,100 tons of fresh avocados for export or local markets.



Technology & Equipment

TropiAvo will invest in modern agro-processing technology to ensure efficiency, quality, and compliance with export standards.

| | |
|---|---|
| Cold-Press Extraction Machines | High-efficiency oil extraction with low heat processing to preserve nutrients. |
| Sorting & Packaging Units | Automated grading and packaging for export-quality avocados. |
| Storage & Cooling Systems | Advanced cold storage facilities to maintain product freshness and extend shelf life. |
| Waste Management & By-Products | Processing avocado waste into animal feed & organic fertilizer for sustainability. |

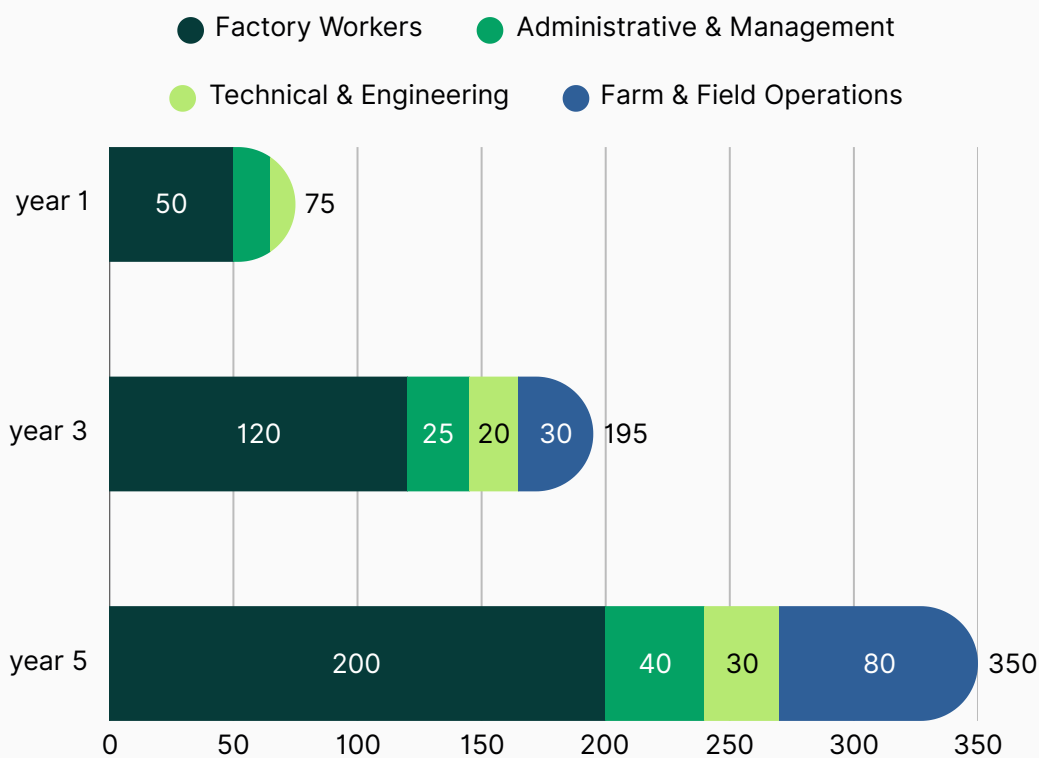
Technology & Equipment

TropiAvo will invest in modern agro-processing technology to ensure efficiency, quality, and compliance with export standards.

| Supply Chain Stage | Details |
|-----------------------|---|
| Raw Material Sourcing | 100% from local smallholder farmers, until year 5+, where will come 20% from company farm |
| Logistics & Transport | Dedicated collection centers and partnerships with logistics providers for efficient supply chain management |
| Storage & Handling | On-site cold storage and warehouses to maintain product integrity |
| Export Distribution | Strategic partnerships with shipping and air freight companies to ensure fast delivery to international markets |

Employment Plan

TropiAvo is committed to creating sustainable job opportunities for both skilled and unskilled workers.



- 95% local employees (factory workers, farm operators, logistics, and administration).
- 5% foreign experts (specialized roles in technology, quality control, and export compliance).

Source of Funds

Tropiavo Limited will finance its operations through a combination of equity investment and debt financing.

Equity Investment USD 500,000 (TZS 1.25 BIL)

Debt Financing USD 3,100,000 (TZS 7.75 BIL)

Total Investment USD 3,600,000 (TZS 9 BIL)

Investment Allocation & Budget Breakdown

With an investment of 9 billion TZS, the plan covers land, construction, equipment, certifications, and logistics. This initiative will reduce post-harvest losses, increase value-added products, and boost market access, driving profitability and growth in Tanzania's agro-processing sector.

| | Value |
|--------------------------------|--------------|
| Land Acquisition (20 acres) | 80M |
| Equipment & Machinery | 4,800M |
| Facility Construction | 960M |
| Vehicle for Administration | 250M |
| I-Rolly for Logistics | 180M |
| Operations & Staffing | 600M |
| Warehouse Construction & Setup | 1,200M |
| Working Capital & Contingency | 500M |
| Marketing & Market Expansion | 100M |
| Supply Chain & Farmer Support | 330M |
| TOTAL | 9000M |

Investment Allocation & Budget Breakdown

Income Statement

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---------------------|--------------|--------------|---------------|-------------|--------|
| Revenue | | | | | |
| Avocado Oil | 2400 | 2640 | 2904 | 3171 | 3514 |
| Fresh Avocado | 960 | 1056 | 1162 | 1277 | 1407 |
| Cost of Sales (40%) | (1344) | (1478) | (1626) | (1779) | (1968) |
| Gross Profit | 2016 | 2217 | 2439 | 2669 | 2953 |
| Operating Expenses | (840) | (924) | (1016) | (1112) | (1230) |
| EBIT | 1176 | 1294 | 1423 | 1557 | 1722 |
| Interest | 0 | 0 | 0 | 0 | 0 |
| Net Profit | 1174 | 1294 | 1423 | 1557 | 1722 |

Cash Flow Statement

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|
| Net Profit | 1174 | 1294 | 1423 | 1557 | 1722 |
| Add: Depreciation | 125 | 125 | 125 | 125 | 125 |
| Operating Cash Flow | 1049 | 1169 | 1298 | 1432 | 1597 |
| Less: Loan Repayment | (750) | (1000) | (1000) | (1000) | (1000) |
| Net Cash Flow from Operations | 299 | 169 | 298 | 432 | 597 |

Balance Sheet

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--------------------------|-------------|-------------|-------------|-------------|-------------|
| Assets | | | | | |
| Current Assets | 2299 | 1618 | 1066 | 1646 | 1395 |
| Non-Current Assets | 6500 | 6350 | 6200 | 6050 | 5900 |
| Total Assets | 8799 | 7969 | 7266 | 7696 | 7295 |
| Liabilities | | | | | |
| Current Liabilities | 1000 | 1000 | 1000 | 1000 | 1000 |
| Non-Current Liabilities | 6000 | 5000 | 4000 | 3000 | 2000 |
| Total Liabilities | 7000 | 6000 | 5000 | 4000 | 3000 |
| Equity | 1799 | 1969 | 2266 | 3696 | 4295 |

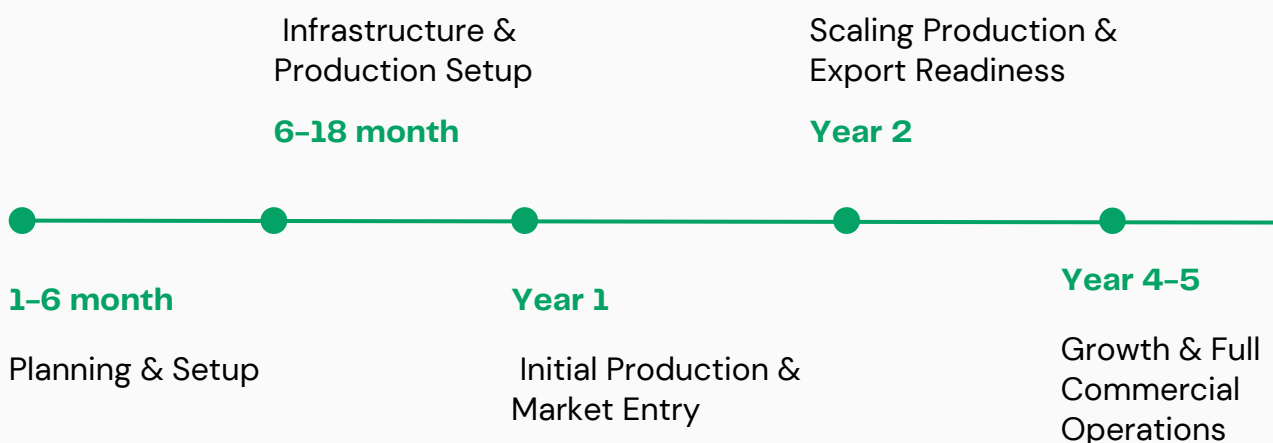
Loan Repayment Schedule

| Years | Loan Repayment (TZS) | Interest (0%) | Principal Repayment | Outstanding Loan |
|-------|----------------------|---------------|---------------------|------------------|
| 1 | 7750 | 0 | 750 | 7000 |
| 2 | 7000 | 0 | 1000 | 6000 |
| 3 | 6000 | 0 | 1000 | 5000 |
| 4 | 5000 | 0 | 1000 | 4000 |
| 5 | 4000 | 0 | 1000 | 3000 |
| 6 | 3000 | 0 | 1000 | 2000 |
| | 2000 | 0 | 1000 | 1000 |
| | 1000 | 0 | 1000 | 0 |

Future Plans & Milestones

Project Implementation Schedule

TropiAvo Ltd is committed to establishing a world-class avocado processing and export business in Tanzania. The implementation of this project will be carried out in carefully planned phases to ensure efficiency, sustainability, and profitability. Below is the structured roadmap outlining key activities and milestones from inception to full commercial operations.



| | |
|---|---|
| Phase 1: Planning & Setup | <ul style="list-style-type: none">- Business registration & licensing- Land acquisition & site preparation- Feasibility study & detailed business plan finalization- Sourcing funding & investor engagement |
| Phase 2: Infrastructure & Production Setup | <ul style="list-style-type: none">- Constructing necessary infrastructure (packhouses, irrigation, etc.)- Procuring & installing equipment- Hiring & training initial staff |
| Phase 3: Initial Production & Market Entry | <ul style="list-style-type: none">- Sourcing quality avocado seedlings & planting- Implementing farm management practices (irrigation, pest control, etc.)- Developing supply chain & logistics partnerships |
| Phase 4: Scaling Production & Export Readiness | <ul style="list-style-type: none">- Expanding production & improving yield efficiency- Strengthening market presence locally & internationally- Attaining certifications for export (Global GAP, organic certification, etc.) |
| Phase 5: Growth & Full Commercial Operations | <ul style="list-style-type: none">- Increasing avocado output & exploring value-added products- Expanding distribution networks & securing long-term buyers- Continuous improvement & cost efficiency strategies |



**Contact us
for further
inquiries**

TROPIAVO LIMITED
