

MALEMBO FARM

Total Agribusiness Solutions

Who We Are

Malembo Farm is emerging agribusiness development and consulting firm that supports clients to bring new agricultural projects to realization, and helps clients achieve performance improvements within existing projects in an environmentally, socially and economically sustainable manner.

Mission

Our mission is to build long-term relationships with our customers and clients and provide exceptional customer services by pursuing business through innovation and advanced technology.

Our Goal

Our goal is to streamline, revolutionize, modernize, commercialize and internationalize agro-business projects, enterprises and initiatives in partnership with domestic and international partners.

Vision

Our vision is to become the leading agribusiness development consulting firm that provides exceptional services to meet our customer satisfaction as well as organizational business.

Our Core Values

- o We believe in treating our customers and clients with respect and trust.
- o We grow through creativity, invention and innovation.
- o We integrate honest, integrity and business ethics into all aspects of our business functioning.

What We Do

Starting New Project?

- We can support you by fulfilling the role of technical expert and provide you with the market intelligence, technical expertise and product and financial information you need.
- We can assist you throughout the planning and finance raising process, including the preparation of bankable documents.

- We can then plan, implement and manage your operations depending on your requirements.
- We've done this successfully before for other clients. We can help you get it right first time.

Expand the Existing Project?

- We can enhance your existing expertise, processes and methodologies through technical audits and performance improvement programmes.
- We can work alongside you to improve productivity and efficiencies, reduce costs and maximize profitability.
- We can plan and implement rehabilitation, expansion and new product line projects.
- We can help with the adoption of new technology and new practices and augment your culture of safety, quality and sustainability.
- In essence, we can help you improve your competitiveness and your bottom line!

Malembo Farm Services and Products

Malembo Farm team of in-house professionals can adapt to your requirements and offer you tailor-made services. Our service includes but not limited to:-

Agro-Technical Support

- o Providing technical assistance on agro-feasibility studies, project designing, project planning, project development, project financing, project implementation and project management.

Climate Smart Agriculture

- o Advising, designing, planning, developing, implementing, managing and monitoring climate smart agriculture initiative, projects and programs.

Agro-project Development

- o Investing, studying, designing, planning, establishing, developing, implementing, managing and monitoring agro-business parks, industrial scale plantations, factory farms and large estates in Tanzania and beyond.

Training

- Arranging, organizing, convening and facilitating agro-business investment and development seminars, workshops, meeting and conference in order to raise and invest funds in agro-business.

Agro-Venture

- Mobilizing technical, material, managerial, financial and leadership resources both domestically and internationally to facilitate investment in agro-business.

Capacity Building

- Providing agro-business training, capacity building, organizational development and institutional strengthening to governments, corporations, organizations and individuals.

Agro-Processing

- Production, processing, packaging, branding, marketing and distribution of agro-products, dairy products, fishery products, forest products and natural resources products.

Streamlining Agriculture

- o Streamlining, revolutionizing, modernizing, commercializing and internationalizing agro-business projects, enterprises and initiatives in partnership with domestic and international partners.

Malembo Farm Clients

We work in partnership with clients, not in isolation, and deliver our services in accordance with a well-defined brief. We are independent of equipment suppliers and are free to offer truly independent commercial agro-business advice in the best interests of the client/investor.

Our clients include governments, agro-corporations, companies, firms, industries, foundations, institutions, associations, organizations, traders, suppliers, entrepreneurs and individuals.

Upcoming Services in Malembo Farm

Our team of in-house professionals can adapt to your requirements and offer you tailor-made services. Our service includes but not limited to:-

- o Acquisition, designing, development, installation and management of commercial greenhouse farms, tunnel farms, and hydroponic farms.

- Acquisition, designing, development and management of commercial poultry farms, dairy farms, fish farms, forest farms, and honey-bee farms.
- Acquisition, designing, development and management of commercial grain farms, horticultural farms and seeds farms.
- Acquisition, designing, development and management of commercial crop farms including tea, coffee, Cashewnut, sunflower, cotton, sisal, barley, sugarcane, sugar beets and cut flowers.
- Acquisition, designing, development and management of food crop farms including soya beans, wheat, rice, spice, banana, grain, cassava, potato and other roots and tuber crops.
- Acquisition, designing, development and management of commercial fruit farms including mango, pineapple, apple, orange, passion, olive and winery.
- Acquisition, undertaking on-demand contract farming of commercial and food crops for domestic and international markets.

- Trading and supplying agro- inputs, implement, commodity, machinery, chemical and industrial raw materials.
- Acquisition, designing, developing, management, commissioning of agro-processing industries.
- Providing hand-on expert advice on acquisition, designing, development and management of commercial agro-business projects.
- Researching, sourcing, processing, producing and distributing livestock fodder.
- Acquisition, designing, development and management of large scale commercial irrigation schemes for both commercial and food crops.

Malembo Farm Team

Malembo Farms team has extensive experience of analyzing, planning, developing, managing and operating successful agro-business projects in east Africa. Building on this solid foundation, we offer world-class products and services to our clients.

Malembo Farm has specialists in the disciplines of agro-business, horticulture, agronomy, project management, animals science, crop production and engineering and can undertake a wide range of design services for agro-business projects.

Lucas Elias Malembo - Founder & Managing Director

Malembo possesses eight years combined experience in agribusiness projects. His experience includes working with entrepreneurs, small and medium sized companies, non-government organization and faith-based organization in areas of farming, forest, fishery and livestock using modern climate smart agricultural technologies such as tunnel farming, greenhouse, hydroponic, zero-grazing, cage farming and drip/precision irrigation. As a managing Director, he is responsible for corporate strategy and direction; developing and implementing an innovative and ambitious agribusiness strategy with a clear focus on evidence-based advocacy, advisory work, and scaling up of operations; overseeing quality of implementation (time, budget and deliverables) of agribusiness projects; resource mobilization and relationship management with main customers and partners, including securing funding; positioning Malembo Farm as a global player in the agriculture sector in the international development arena; ensuring outstanding results and a high level of quality in our agribusiness projects, overseeing the performance and composition of our global experts and

the development of their potential; monitoring and steering the financial performance of the firm. Malembo holds Diploma in General Agriculture.

Dr. Bravious Kahyoza - Policy and Research Director

Dr Kahyoza posses five years combined experience in Economic Policy, Development Management, Econometric Analysis and Project Management. His experience includes working as Lecturer in higher learning institutes. Dr. Kahyoza is also a Strategic Analyst at leading media houses in areas of Economic Policy and Development, Econometric Analysis and Project Management.

Working with Malembo Farm as Policy and Research Expert, he leads the execution of research projects; drafting research proposals; select research methods; supervise the research team; managing budgets and present research findings.

Dr. Kahyoza holds Bachelor of Arts in Economics, Masters of Science in Economics Policy and Project Management and PhD in Econometrics. Dr. Kahyoza is qualified analyst, with strong analytical skills, confident and dynamic personality.

David Warioba - Business Development Expert

David possesses ten years combined experience in business and development issues. His experience includes working with private companies and non-government organizations and civil societies in areas of project planning and management, enterprise development, business incubation, startup acceleration, training and capacity building. Working with Malembo Farm as Business Development Expert, he is responsible for seeking out new business opportunities for organizations; developing, coordinating and implementing plans designed to increase existing business and capture new opportunities; involving in strategic marketing and operations planning with top executives, setting objectives and identifying methods to reach those goals; being keenly aware of organizational growth initiatives related to regional markets and target customer segments, as well as the company's potential to meet customer needs with a product or service; developing proposals in response to requests for proposals (RFPs) securing new business and works with other department heads and staff to coordinate account startup and transition service or product delivery; delivering presentations, conducting seminars, and participating in meetings with clients, external vendors or advisors.

David holds Bachelor of Science Degree in Project Planning and Management. He is experienced, highly motivated, tenacious and goal oriented business development professionals.

Joseph Masona

Joseph possesses five years combined experience in operational management. Working with Malembo Farm as Operational Manager, he is responsible for overseeing the production of goods and/or provision of services; make sure an organization is running as well as it possibly can, with a smooth efficient service that meets the expectations and needs of customers and clients; monitoring and analyzing the current system of production or provision to check it's effective, and working out a strategy for improving if necessary; play a vital role in any company managing day-to-day activities, analyzing statistics and reading and writing reports; liaising with other team members including interacting with managers and experts of different areas of the organization; presenting findings to stakeholders and higher management as well as training and supervising new employees and tracking and measuring staff performance; planning and controlling change as well as managing quality assurance programmes; setting and reviewing budgets and managing cost; overseeing inventory,

distribution of goods and facility layout. Joseph holds Bachelor of Science Degree in Social Protection.

Maríam Rashíd, Financial Manager

Maríam posses five years combined experience in financial management. Her experience includes working with private companies in area of financial management. Working with Malembo farm as Financial Manager, she is responsible for reviewing financial reports, monitoring accounts and preparing activity reports and financial forecasts. As a Financial manager she also investigates ways to improve profitability, conducts data analysis, planning and strategizing, and advising senior managers and top executives; Overseeing the flow of cash and financial instruments; Preparing reports as required by law, regulations or company policies, and Ensuring compliance with applicable laws and procedures. Maríam holds Bachelor of Science Degree in Financial management.

Zaituni Kímu – Office Manager

Zaituni posses three years combined experience in total office management. His experience includes working with private companies and civil societies in areas of office supervision and modern office

management. Working with Malembo Farm as Office Manger, she is responsible for organizing meetings and managing databases, organizing company events or conferences, dealing with correspondence, complaints and queries, preparing letters, presentations and reports, supervising and monitoring the work of administrative staff, liaising with staff, clients, implementing and maintaining procedures/office administrative systems. Zaituni holds Bachelor of Arts Degree in education and management.

Tegemeo Enos Ndinadyo, Research Expert

Tegemeo posses five years combined experience in agribusiness projects. Working with Malembo Farm as Research Manager, his area of competence are to hold meetings with clients to discuss project objectives and agree on the budget; initiate research projects; identifying potential research ideas and pitch them to directors of research and policy or submit research proposals for approval; Selecting appropriate research methodologies and techniques for assigned projects; putting together an effective research team; and ensure completion of the project on time and on budget. Tegemeo holds Bachelor of Science Degree in Agricultural Economics and Agribusiness.

Anastazia Jumanne - Horticultural Expert

Anna possesses three years combined experience in horticultural projects. Working with Malembo Farm as Horticultural Expert, she is responsible for identifying and assessing horticultural problems and providing appropriate technical or business advice to commercial and public sector clients; maintaining a careful balance of flora and fauna under constantly changing conditions. Collects, compiles and analyzes data on experiments; writes evaluation of findings; Maintaining and cares for desert plants including the cactus and succulent plant collection or woody ornamentals such as trees and shrubs; Weeding, prunes and irrigates plants. Anna holds Bachelor of Science Degree in Horticulture.

Abbas Biseko, General Agriculture Expert

Abbas possesses three years combined experience in agribusiness projects. Working with Malembo Farm as Agriculture Scientist, he is responsible for the daily planning, organization, supervision and administration of activities on farm estates. Typical responsibilities include forward planning; training/instructing and supervising farm workers; ensuring compliance with government regulations and health and safety standards; keeping an up-to-date knowledge of pests and diseases; organizing maintenance/repair of farm property, equipment and machinery. Abbasi holds Bachelor of Science Degree in General Agricultural.

Sanifu Moses, Animal Science Expert

Sanifu possesses three years combined experience in Livestock farming projects. Working with Malembo Farm as Animal Science Expert, he is responsible for planning, directing, or coordinating the management or operation of farms, ranches, greenhouses, aquaculture operations, nurseries, timber tracts, or other agricultural establishments; train, or supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation; engage in or supervise planting, cultivating, harvesting; directing the breeding or raising of stock, such as cattle, poultry, or honeybees, using recognized breeding practices to ensure stock improvement; train, or supervise workers engaged in planting, cultivating, irrigating, harvesting, or marketing crops, or in raising livestock; inspecting farm or ranch structures, such as buildings, fences, or roads, ordering repair or maintenance activities, as needed; Maintaining financial, operational, production, or employment. Sanifu holds Bachelor of Science Degree in Animal Science.

Mosses Athumani, Civil & Irrigation Expert Mosses possesses three years combined experience in Civil and Irrigation Engineering. Working with Malembo Farm as Civil and Irrigation Expert, he is responsible for designing, planning and overseeing irrigation projects; create, improve and protect the environment in which we live; plan, design and oversee construction and maintenance of irrigation and dams; undertaking technical and feasibility studies including site investigations; liaising with clients and a variety of professionals

including architects and subcontractors; compiling job specs and supervising tendering procedures; resolving design and development problems; scheduling material and equipment purchases and deliveries; making sure the project complies with legal requirements, especially health and safety; assessing the sustainability and environmental impact of projects; ensuring projects run smoothly and structures are completed within budget and on time. Mosses holds Bachelor of Science Degree in Civil and Irrigation Engineering.

Leonard Mloe, Irrigation Expert

Mloe possesses five years combined experience in Irrigation works. Working with Malembo Farm as Irrigation Expert, he is responsible for planning, designs, and overseeing construction of irrigation projects for transporting and distributing water to agricultural lands; plans and designs irrigation fixtures and installation of fixtures to requirements and specifications; directs, through subordinate supervisors, construction of such irrigation systems as dams, canals, and ditches, according to type of soil, climatic characteristics, water supply, return flow, and other factors affecting irrigation requirements; conducts research on problems of soil drainage and conservation, applying knowledge of civil engineering; analyze, plan and design an irrigation system that is used for distributing water to land that is used

for agriculture including canals, barrage, drain, dams and other supporting system; teach the consumers regarding the various types of irrigation system that are available and this would include sprinklers and drip systems by reading topographical maps and looking at aerial pictures; devises and creates analyzed information for their clients that would refer to the different systems. They also troubleshoot problems that may come up during installation of irrigation system and during usage; keep all the designs they made for the farmers in their specific places in a record. Mloe holds Diploma in Irrigation Engineering.

Isdory Ngoloka, Marketing Expert

Isdory possesses three years combined experience in Public Relation and Affairs. Working with Malembo Farm as Marketing Expert, he is responsible for using a wide range of media to build and sustain a good image for a company through planned publicity campaigns and PR activity; handling all aspects of planned publicity campaigns and PR activities; planning publicity strategies and campaigns; writing and producing presentations and press releases; dealing with enquiries from the public, the press, and related organizations; organizing and attending promotional events such as press conferences, open days, exhibitions, tours and visits; speaking publicly at interviews, press conferences and presentations; analyzing media coverage; liaising with clients, managerial and journalistic staff about budgets, timescales and

objectives. Isdory Ngoroka holds Bachelor of Arts Degree in Mass Communication and Journalism.

Edrick Dawson, Marketing Expert

Hedrick possesses three years combined experience in public relation and journalism. Working with Malembo Farm as marketing Expert, he is responsible for managing the day to day marketing activities of the organization and long term marketing strategy for the company; managing all marketing for the company and activities within the marketing department; developing the marketing strategy for the company in line with company objectives; coordinating marketing campaigns with sales activities; creation and publication of all marketing material in line with marketing plans; planning and implementing promotional campaigns; overall responsibility for brand management and corporate identity; preparing online and print marketing campaigns, monitor and report on effectiveness of marketing communications; working closely with design agencies and assisting with new product launches; maintain effective internal communications to ensure that all relevant company functions are kept informed of marketing objectives; analyzing potential strategic partner

relationships for company marketing. Hedrick holds diploma in Journalism.

Peter Mathias- Agriculture Engineer

Peter possesses three years combined experience in design and construction solutions for greenhouses. Working with Malembo Farm as Greenhouse Technician, he is responsible for designing and construction of structures for a wide range of wind, seismic, and snow loading conditions; designing and selecting the proper greenhouse equipment to meet the growing environment required for project needs; ensuring that high quality greenhouse has an equally high quality set of greenhouse bid documents; conceptual drawings, renderings / AutoCAD drawings, specifications, cost estimating, scheduling, MEP drawings (heating/cooling); structural drawings and environmental control drawings; maintain greenhouse plant materials, including watering, feeding, pruning, propagation, testing, and pest management; operate environmental control equipment, maintain greenhouse facility, including installation, maintenance, and repair of special equipment; and assist in research projects. Peter holds Bachelor of Science Degree in Agricultural Engineering.

Marley Mathias, Field Expert

Marley Mathias possesses three years combined experience in operational management. Working with Malembo Farm as Field Expert, he is responsible for inspecting orchards or fields to determine crop maturity or condition or to detect disease or insect infestation; monitor and adjust irrigation systems to distribute water according to crop needs and to avoid wasting water; determine types or quantities of crops or livestock to be raised, according to factors such as market conditions, federal programs or incentives, or soil conditions; direct crop production operations, such as planning, tilling, planting, fertilizing, cultivating, spraying, or harvesting. Marley holds Certificate in General Agriculture.

Malembo Farm Contact

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