
Company Profile for Ilundamatwe Holdings Ltd

Ilundamatwe Holdings Limited is an independently owned and operated business under the direction of Lunyiliko Komba and Lufingo Sadiki. We aim to be a leading Agri-Tech greenhouse and drip installation company in Tanzania working with smallholder farmers, institutions and private companies to improve production and increase efficiency through the use of new modern technologies. We also specialize in the supply of raw timber and wooden electricity poles ,construction poles and machine gauged verified timbers.

Our Company specializes in constructing affordable modern greenhouses and install automated drip irrigation kits for small holder farmer, institutions and private companies by using locally available materials and solar powered sensors using high density radiata pine timber treated with CCA under high pressure to meet the very stringent timber specifications of the Tanzania Timber Industry Federation and tests.

History

Mr Lunyiliko Komba founded the business in 2008 and incorporated the company Ilundamatwe Holdings Ltd in September 2010 with headquarters in Iringa. He operated a number of small pit and trench irrigation based open farms in the southern parts of Iringa, which pioneered the horticulture farming and sawmilling industry.

Thereafter he purchased the defunct tractor and remanufactured it to suit agribusiness activities.

In 2010 Ilundamatwe holding Ltd purchased indigenous forests in Ng'ang'ange village Kilolo district cleared the land and started processing it to be a production area for horticulture and purchased raw poles from indigenous villagers for resale to the surrounding companies in the region and introduced a landmark of rural economic empowerment ownership structure into the forest owners and sawmilling industry.

Ilundamatwe Holdings LTD deals in products including affordable greenhouses ,modern farming technologies so as to improve their productivity, micro-climate parameters detection sensors and also logs, lumber and panel products selling into Tanzanian market along with running extensive forestry operations, shipping and transport agency in Iringa. Established as a sole proprietorship since 2008 and later as private company in September 2010, Ilundamatwe Holdings LTD has an extensive experience of more than five years in this line of business.

Timeline

2008 – Lunyiliko Komba and Lufingo Sadiki established as a sole proprietors horticultural farming and poles business activists

᠎ᠠ Septmber 2010 – Ilundamatwe Holdings Ltd. Incorporated as Private Limited Company.

᠎ᠠ Dec 2012 - . Started constructing affordable greenhouse and installed automated drip irrigation kits for small scale horticultural farming by using locally available materials and expertise

᠎ᠠ May 2013 - Ilundamatwe Holdings LTD starts own production of softwood timber for greenhouses constrction in Mufindi District in Iringa region and we started through our close associates, procurement of softwood products mainly pine & eucalyptus.

᠎ᠠ November 2013 – A representative being scouted helping us to drive substantial procurement of Pine logs & Lumber in Njombe and Iringa regions.

᠎ᠠ April 2014 – Started to establish a particular commitment to the challenges faced by the local smallholder farmer and works to create, develop and adapt products and services that are affordable as well as best suited to their needs..

᠎ᠠ February 2015 - Ilundamatwe Holdings LTD through a Chinese supplier started exploring about high value seeds and creating an enabling environment for small holder farmers to receive expert agronomic care with e-reports and remote monitoring of their greenhouse status

Ilundamatwe Holdings LTD meet its needs in a timely fashion by dealing with construction of various sizes of wooden and metal framed greenhouses using locally available species of wood, the company has or can source it on demand. Hardwoods, Decorative Woods, Softwoods and other stock paneled products, the company is second to none in offering an extensive range.

Management

Managing Director

Heading the management is Mr. Lunyiliko W Komba, the Managing Director of the company. In charge of the overall running of the business operations, Lunyiliko Komba has been heading the business for the past 3 years. Before establishing Ilundamatwe, he worked with banks for five years in management accounting roles. He holds CPA (T) module E and a B .Com degree (Hons) from University of Dar es salaam

Chief Operating Officer

Partnering in the management is also Mr Lufingo P. Sadiki , he manages operations and runs the company with great sense of business acumen, which has given a new vision and direction to overseas Exports. His family has been in timber trade for the past 12 years, therefore giving an edge of a broad network of contacts. Paired with this gamut of network is Mr Sadiki's

knowledge of the intricacies of agribusiness and timber trade which makes Ilundamatwe as a robust player. Before establishing Ilundamatwe , Mr Lufingo P Sadiki was handling IT with B.S.T. He holds CCNA,Adv Dip in IT (Hons) from University of Dar es salaam

Chief Finance Officer

The director of Finance of the company is Mr. Dickson Kibasa,experienced for more than 4 years in Accounting having served as accounting officer in telecom industry and later supervising/site manager will be a valuable planning and budgeting tool for the company and its going concern. He holds, Dip in Accounts (Hons) and a degree in banking and finance from Institute of finance management

Mission and vision

VISION

Our vision is to be market leading trader and distributors of Agri-Tech, greenhouse and drip irrigation kits in Tanzania working with smallholder farmers, institutions and private companies to improve production and increase efficiency through the use of new modern technologies.

MISSION

Our mission is reflected in core values and every choices we make from selecting the raw materials and trees for our wooden greenhouses construction needs, designing with respect to your budget, maintaining a rewarding work environment for our team, working with our suppliers and ultimately delivering the best possible services to our customers.We develop positive relationships by incorporating community interests and values within our business practices.

Competitors

Our competitors are Balton Tanzania, Tanzania Farmers Association and HortiOrganics which are mostly limited to either construction of greenhouses or agronomic support neither does resource utilization with technology approach. We aim to promote our products through field visits, demo farms, exhibition, e-marketing , cold customer calls e.t.c

Future Operational plans

We'll construct two sets of wooden and one metal framed greenhouse per month and at least 30 sets and we'll be increasing the trend annually. We'll utilize our skilled construction team under supervision of Chief Technical Officer and casual labors when undertaking construction projects to meet our demand in a timely fashion. Our company's start up expenses includes those of Legal, Facilities modification, Consultants, Property and Equipment Insurance, Research and development, Expensed equipment amounting to TZS 278,333 monthly and operational expenses are primarily those including salaries and Compensation for production personnel, utilities, marketing, travel, amortizations and insurance totaling to TZS 530,000 monthly .Projected Sales are TZS 1,870,000 weekly ,TZS 7480,000 TZS monthly and 89,760,000 TZs annually. Competitors prices are TZS 4,500,000 for wooden greenhouse of 15mby 8m size , and TZS 8, 000,000 for metal framed greenhouse while we are selling at TZS 3,300,000 and TZS 4,840,000 respectively. In future we plan to equip the DigiFarm sensor solution so that it can be used to track, soil temperature, leaf wetness, atmospheric pressure, solar radiation, trunk/stem/fruit diameter, wind speed and direction, rainfall and incorporate security and data features to enable small holder farmers to be informed for future planning. Challenges are based on the growing technology divide that is probably the biggest threat to Tanzanian agricultural growth and food security in the coming decades and that most urgently needs to be reverse to a reach of about 300 smallholder farmers and outgrowers in about 1,500 acres yearly of horticultural farming in open irrigation based and rain-fed areas to transform them from their traditional subsistence farming concept to sustainable agribusiness .This business model in its holistic will dwell on all round seasons mechanised revolution with an eagle eye on environmental conservation as an end to end look-up towards economic upliftment thus improving the earning standards of oneself and also of these smallholder farmers at large as the end objective of our farm mechanization is to enhance the overall productivity and production with the lowest possible cost .

Products

Drip irrigation kits

Drip irrigation kit that targets small holder farmers and private companies in Sub Saharan Africa is a complete irrigation system that comes with all the required materials needed to ensure an all year food production for these farmers. Drip lines offer the services of being efficient in water dispensation due to localized irrigation near the plant root.

Greenhouses

The greenhouse product that has been designed to favor first time small holder farmers that seek to start greenhouse farming. It is carefully re-engineered to ensure maximum utilization of the land under cover while maintaining the seed capital at an affordable limit to a majority of farmers

Sensor technology

We will construct modern greenhouses with sensor technology. Greenhouses offer a controlled and regulated environment. So, what's different with ours? We seek to create a limitless integrated modern greenhouse with sensors that monitor temperature , humidity, soil moisture and most importantly regulate the water supply which is channeled through drip lines and link them up to the farmers mobile phone. In future we plan to equip the DigiFarm solution so that it can be used to track: soil temperature, leaf wetness, atmospheric pressure, solar radiation, trunk/stem/fruit diameter, wind speed and direction, rainfall and incorporate security and data features to enable small holder farmers to be informed for future planning.

Sawn lumber and logs,

We, at Ilundamatwe Holdings Ltd , know timber- its strength its weaknesses, its qualities, and its applications. We can therefore provide our customers with all the information, guidance they need and can meet requirements for almost all the timber species from the stock which the company's small log sawmill with sawn timber output production of 6,000m³ per annum

Quality

Focused on productivity and the environment:-

We are committed to making a difference, for now and for the future .Most of the greenhouses frame materials i.e. timber is sourced from individually and state/government-owned forests. However it does not carry the TBS badge because buying the certification license adds up to 30% to the costs. Ilundamatwe Holdings LTD holds strong responsibility to protect and conserve the global environment, strictly against consumption of endemic plant species. It is the part of corporate and social responsibility to preserve the world forests and promote effective forestry management. All the Tanzanian and associates of Ilundamatwe Holdings LTD have chain of custody implemented, independently evaluated and certified, to provide the industrial as well as commercial customer base with environmental assurances. It maintains a philosophy of continual improvement of modern farming practices and manufacturing processes to optimize the use of resources and minimize or eliminate the impact of its operations on the environment