

***Olam –Fastest growing Company
in Agri - Commodity Complex***

ACIS – Procurement Workshop Tete
September 2012



Who Are We?

Olam is a leading global supply chain manager and processor of agricultural products and food ingredients.

We operate an integrated supply chain of 20 products in 65 countries and 70 end markets, employing 17,000 people, delivering these products to over 11,000 customers worldwide.

We have a strong leadership structure with 632 Global Assignee Management team members.



Olam's Geographical Growth

1994

- 7 Products
- 4 Countries

2001

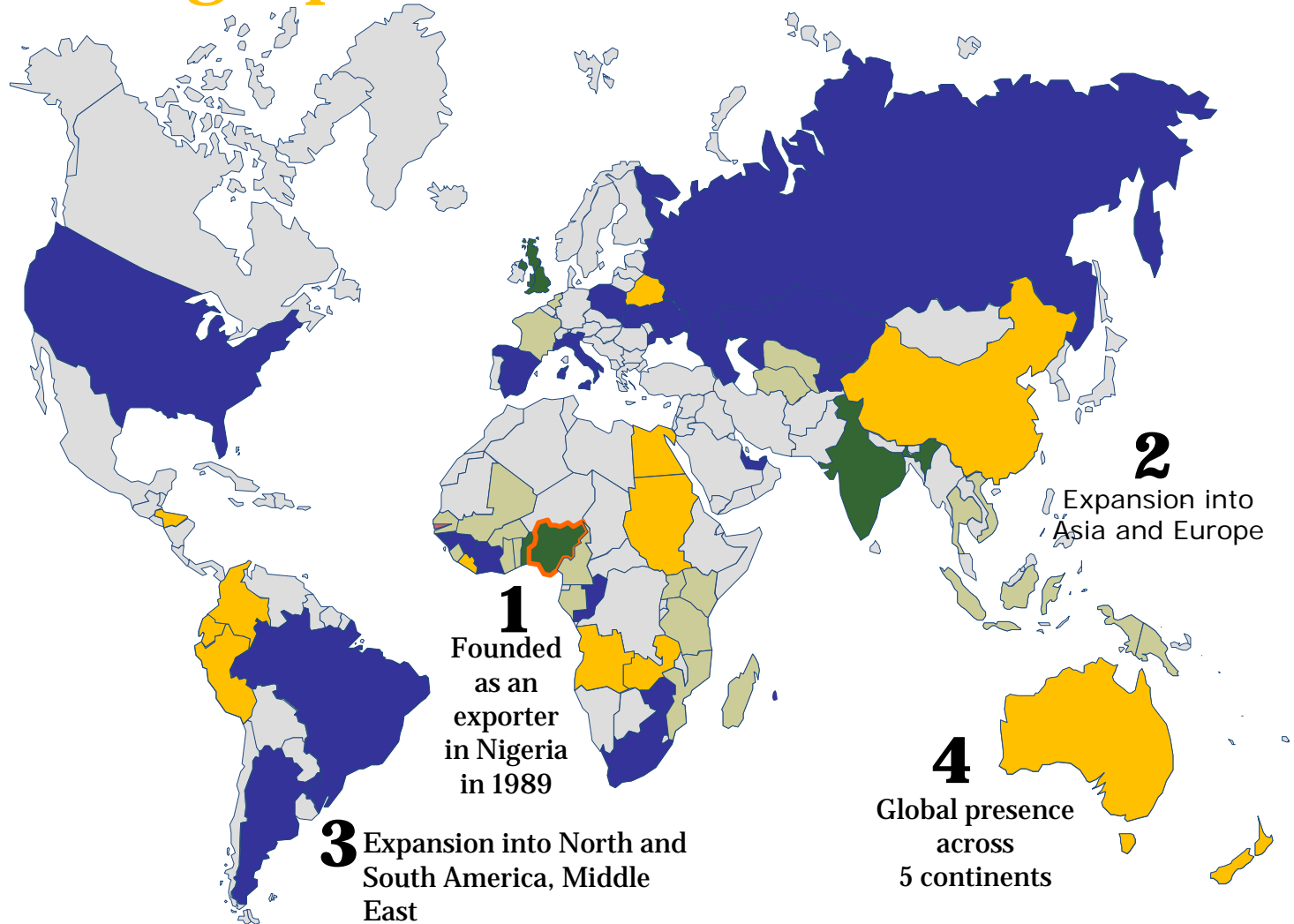
- 10 Products
- ~20 Countries

2005

- 14 Products
- ~40 Countries

Today

- 20 Products
- ~65 Countries



Our Products



Edible Nuts,
Spices & Beans

Cashews, Peanuts, Almonds, Spices &
Dehydrates, Sesame, Beans



Food Staples &
Packaged Foods

Cocoa, Coffee, Sheanuts, Tomato paste



Confectionery &
Beverage
Ingredients

Rice, Sugar, Grains, Palm Products,
Dairy Products, Packaged Foods



Industrial Raw
Materials

Cotton, Wool, Wood Products, Rubber

Commodity
Financial Services

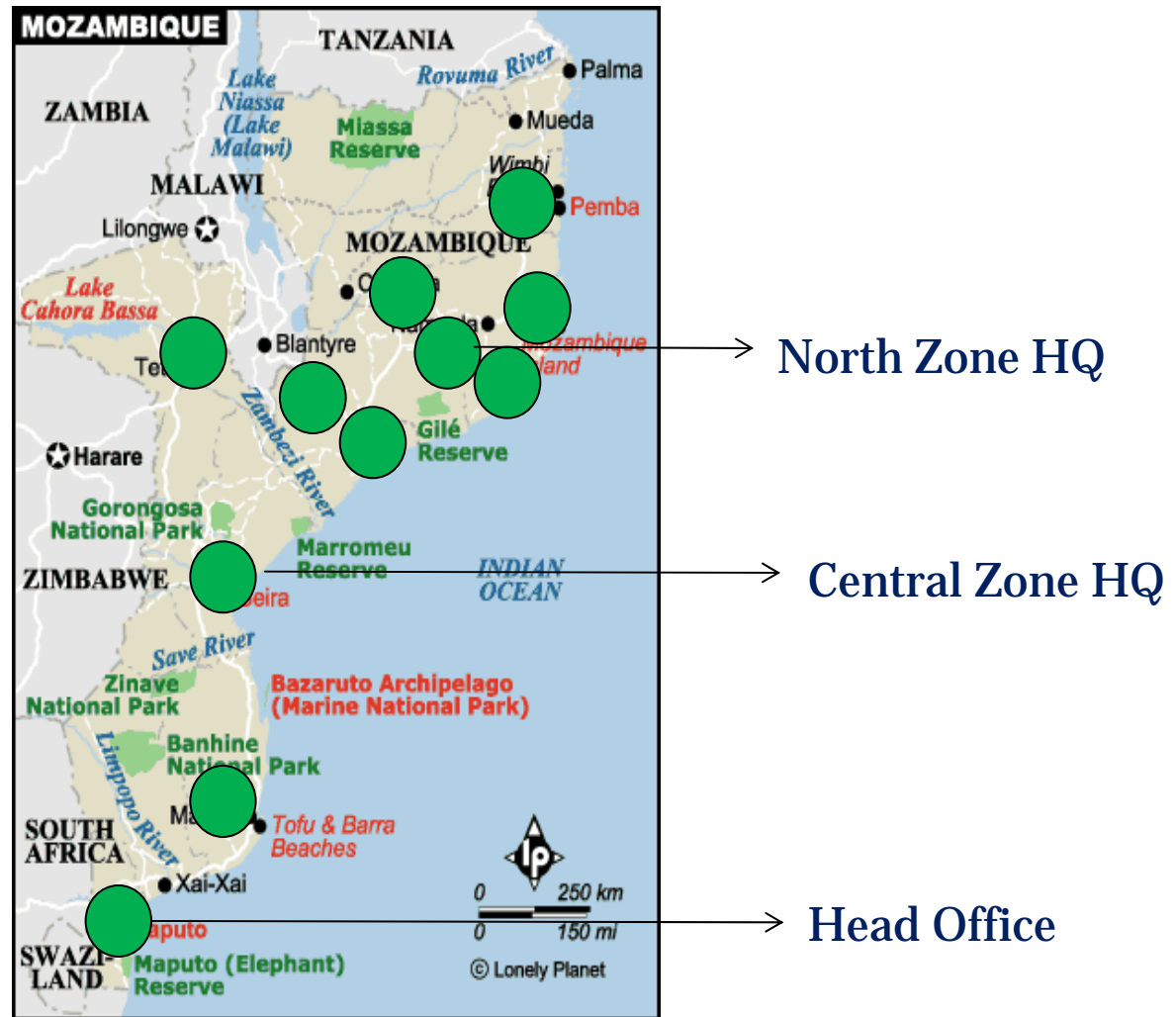
**Market Making, Risk Management
Solutions, Commodity Funds
Management**

Our Customers



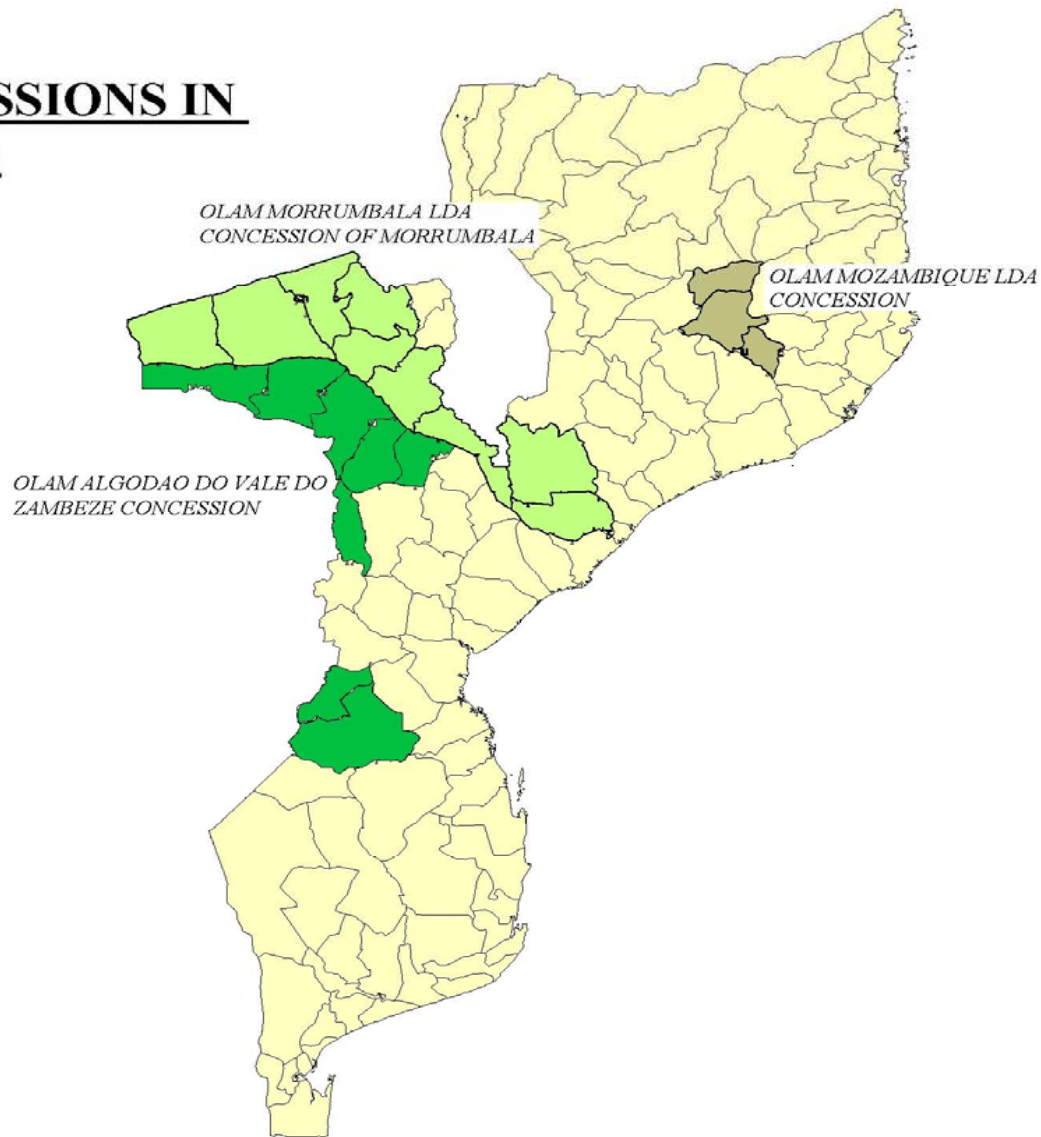
Over 6,500 customers, 60 end-markets
Growing our customer base by 8-10% each year

Olam Mozambique : Operating Canvas



Olam Moz : Cotton Farming Areas

OLAM CONCESSIONS IN MOZAMBIQUE



Massive In-Field Training for Cotton Farmers

IN FIELD TRAINING - CHANGARA



Happy Mozambican Cotton Farmers



World Class Cotton Processing Facility : Best in its Class in Africa : Olam Murumbala



Varietal Trial Commercial Paddy Farming at Mopeia : Zambezia



Land Leveling for Commercial Paddy Farming at Mopeia : Zambezia



Seeding & Fertilizer Application : Commercial Paddy Farming at Mopeia : Zambezia



Cashew: Bringing Smile to 4000 Households



Rice Retail Outlet



PROCUREMENT DETAILS

Procurement Process

- Each manager responsible as an entrepreneur
- All procurement related information maybe sent to
 - moz.procurement@olamnet.com
- All cotton division procurement handled by
 - vignesh.vj@olamnet.com (me)
 - 823044176/ 843309711
- Process involves
 - Requirement specification and scoping of market
 - Invitation for quotes
 - Finalization of order

Procurement Items

ITEM	FREQUENCY	APPROX. QUANTITY
Chemicals (pesticides for cotton)	Every Aug	for 80,000 hectares
Agricultural implements - small holder+D4	Every Oct	for 5000 farmers
Agricultural implements - corporate (rice and cotton)	As necessary	for 10,000 hec
Packing material (seed cotton)	Every January	for 40,000 tons
Packing material (lint and seed)	Every March	for 16,000 tons
Cotton gin spare parts	As necessary	3 factories
Transportation	April - October	40,000 tons of seed cotton and 16,000tons of lint
Motorbikes	Every September	50
Fuel and oils	All year round; High during April - October	250,000
Spare parts for motorbikes, cars and gin machines	All year round	n/a
Tarpaulins, Twine, Ropes	As necessary	n/a
Safety clothing	As necessary	n/a
Mobile phones for gps based farm monitoring	As necessary	n/a
Stationery printing	Every Oct and Feb	3000 books



THANK YOU