

## Overview

Dytech Limited is a highly innovative agribusiness company. Under the brand SweetHarvest™, Dytech produces, processes and packages honey made by nature, as well as bee wax and propolis and various other honey-based products. The products are sold in 150 selected shops and 3 major chain stores in Zambia as well as to international buyers. The company uses innovative extracting methodology and equipment and secures its continuous supply through two big farms populated with 2,000 beehives and a honey outgrower scheme. Dytech Limited is seeking to raise capital to expand its growth on national and international levels (Southern Africa, Europe, Asia and the US).

## The product

Dytech Limited produces honey 100% naturally made and various innovative value added products such as honey sweets in various flavours (Lollipops, Candy & Lozenges) and squeezer bottled honey (250g & 500g) branded as SweetHarvest™. The company controls the quality of the product in every step of the production chain from the beehive to the consumer. It uses an innovative extraction methodology that that lifted yields from 20kg per season to 50kg, an increase of 150% that has been introduced in four provinces. It has trained 800 beekeepers in order to increase the production capacity to meet the huge export demand.

## The market

Local demand in Zambia is estimated between 60 to 70 tons with estimated growth of 60%, export demand from the EU at 365,000 tons, from at China 65,000 tons and from South Africa at 500 tons at an equal growth.

Dytech currently has a contractual agreement with Norevo from Germany who buy 500 tones of honey every 6 months, a growing in supply to South Africa with current exports at 60 tones of honey per year. Demand for bee wax and propolis from Europe is high as well.

## The competition

There are currently three main local competitors (Forest Fruits Limited, Ubuchi Limited and Comaco). Resellers of more expensive international honey and local resellers of lower quality honey represent the competitors. Although Dytech entered the market later, it outperformed the competition along several parameters:

- More efficient production process, i.e highly productive bee hives, outgrower scheme, bee farms.
- A larger scale operations and more innovative products such as Lollipops, Candy & Lozenges.

## Key facts

<b>Name of Organization</b>	Dytech Limited
<b>Country of operations</b>	Zambia
<b>Headquarters</b>	HQ: Lusaka
<b>Website</b>	-www.dytechzambia.com (Under construction)
<b>Year operational</b>	2015
<b>Sector</b>	Agro-processing: Honey (beeswax) processing
<b>Legal structure</b>	Limited Liability Company
<b>Number of employees</b>	18
<b>Revenues</b>	USD\$ 75,000

## Proposed investment structure

<b>Proposed investment amount</b>	USD 250,000
<b>Type of investment</b>	Equity
<b>Type of investor needed</b>	Long/medium-term active investor with qualified minority ownership. It should help in international expansion
<b>Use of proceeds</b>	<ul style="list-style-type: none"> <li>• Equipment purchase</li> <li>• Producing for increased demand</li> </ul>

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- A wider variety of sources of the honey (4 provinces), which guarantees a more reliable supply.
- An integrated production, processing and packaging system.
- Low price advantage due to lower costs.

## Management & Advisors

- **Alan Chanda, Founder, CEO & Director Plant and Processing-** Alan is a Zambian entrepreneur with a BSc in Electrical and Electronic Engineering from the University of Zambia. He carries the company's vision and supervises the team to develop strategies for operations in all areas.
- **Davies Kamanda, Quality Assurance Manager** – Davies holds a diploma in Natural Resources from Mwekera Forestry College. He has 8 years of experience in the honey processing and packaging industry and runs the day to day operations of Dytech Limited.
- **Amos Sinkonde, Finance Manager** – Amos brings 10 years of industry experience in manufacturing to the team. He holds a finance and management degree and has 10 years of industry experience in the manufacturing sector.
- **Praise Munhyanga, Marketing Manager** – Praise holds a BA in Global Sales and Marketing from the University of Vienna and brings 5 years of sales and marketing. She leads marketing and distribution for Dytech Limited.
- **Daisy Kambandu, Relationship Manager** - BA Sociology, Concordia College, USA 7 years experience working with rural communities and building supplier relationships building and maintaining customer relationships to keep business linkages growing
- **Kalolo Mulenga, Field Inspections Manager** - BA Social Sciences Baptist College South Africa
- 18 years experience dealing with field community work in rural areas
- Expert in rural community mobilization on projects

## Investment Proposal

The company is raising USD 250,000 in equity to:

- Invest in production, processing and packaging equipment;
- Produce low cost beehives worth USD 50,000 to increase honey production;
- Expand production for increased local and international demand.

An equity investor's estimated return on this investment is 80% in a period of 6 months and the Chinese counterpart would possibly get 40% or according to the contractual agreement that will be set up regarding this investment. Within 7 years a share buy-back or listing on the LSE (Lusaka Stock Exchange) is expected.

## Social Impact

The company has a large social and economic impact as it creates employment for rural people. The company is also engaged currently in environmental value matching, by bringing solar panels to rural communities where the company operates and that are not connected to electricity.

## Financial details

Company's financials are available upon request.

