

# Madhvani

GROUP MAGAZINE

## Recognising the Contribution

...OF KAKIRA CANE CUTTERS

## Madhvani Foundation

2008 / 2009 SCHOLARSHIPS

## Chobe Safari Lodge

A LANDMARK DESTINATION  
BEING CREATED

## THE FEEDBACK FOR THE MADHVANI FOUNDATION

A dedicated website was part of the launch for the 2008 / 2009 Madhvani Foundation scholarship program.

[www.madhvanifoundation.com](http://www.madhvanifoundation.com)

The site registered 137,315 hits in its first three weeks and 3,951 Application Forms were downloaded. The site also enables graduates who have been sponsored by the Madhvani Foundation to have their CV's hosted so that potential employers can have a look; underpinning the belief of the Foundation that our responsibility doesn't just end at educating less fortunate Ugandans but also to try and give them a helping hand so that they may embark on the journey of life by obtaining employment.

**Below are a selection of some of the feedback received by visitors to the site :**

### BAGABO RASHID

*I am glad that you gave us this chance as this is good for us who cannot afford all the tuition at campus and really do not want to miss this opportunity. Thank you Madhvani Foundation*

### NSUBUGA BRIAN

*Anybody who promotes education is the only person causing development from the left ventricle of the heart where the force that propels blood elsewhere in the body is generated. May the Lord God perfect you in His service you are providing to the people of Uganda. I am a Makerere University Medical Student soon to complete my first year-pursuing MBChB. Hope to enjoy your services. Thanks for your time please.*

### ALEX

*Thanks for your efforts in helping us Ugandans.*

### GRACE KITYO,REV.DR.

*We indeed so much deeply appreciate the great work you are so ably doing to help the children and the Education Sector of our Nation of Uganda!*

### DR. SSEKABUNGA NICHOLAS

*Thank you for the great work done by the Foundation of enabling poor Ugandans acquire higher education.*

### MAWANDA CASOR

*My sincere thanks go to the Madhvani Foundation for having helped so many unfortunate Ugandans who would not have made it in education without help from Madhvani. I am a second year student of Makerere University pursuing a degree in agribusiness who is also applying for the scholarship. May the Madhvani business continue to prosper in Uganda.*

### OGWANG ISAAC

*I do appreciate your wonderful and fruitful contribution towards the development of this country. Thank you.*

### NAYEBARE WINNIE

*Greetings to you. Thank you very much for the opportunity you have availed to us as Ugandan students. We are so grateful to your services and offers granted to us. Stay blessed.*

### JOSEPH OKELLO

*The Madhvani Foundation is extremely commendable in terms of its activities and the quantum of contribution to Uganda. I hope others can emulate this most noble act*

### SAM in London

*Well done Muljibhai Madhvani Foundation. I grew up and studied in Kakira, went to Madhvani Primary School, Madhvani Secondary School from where I was one of the best students; joined Kabalega Secondary School in Masindi and subsequently Makerere University. I pride myself as one of the many who enjoyed the health/education/recreational facilities the company had for its employees. My dad was like many who served the company a very dedicated Stores Manager. In today's modern world of corporate social responsibility, Madhvani is a champion. I am now a Management Consultant in the UK, a publisher and sit on various UK based NGO committees creating opportunities for disadvantaged African people in the UK and promoting the kind of values the Madhvani Foundation espouses. I would be very pleased to play a role in the Foundation. Kakira is home and will always be home. Best of wishes to all of you guys!*

### ATIM DAVID

*Thanks for the great work you are doing to the economy of our country and for the People.*

### MAWERERE RONALD

*I have read about the scholarship opportunities available at the Madhvani Foundation and I am indeed impressed!*

### ISMAEL SULEIMAN MASABA

*Many greetings from India! We Ugandan Students in India are so proud to have the Madhvani Group in Uganda. The Madhvani Group and Foundation plays a big role in improving and uplifting the standard living for the people of Busoga and Madhvani Group has contributed a lot to the economy of Uganda. We Ugandans in India believe many students can gain from the Foundation and they can always count themselves to be part of the Madhvani Family.*



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## Madhvani

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## Editor's note

**T**his issue of the Madhvani Group Magazine highlights some of the recent activities and achievements of the various companies within the Group, the achievements of some of our employees and profiles some of the individuals who contribute to the very success of the Group.

In this issue, the following persons from the various companies are acknowledged for their contributions to make the publication possible:

- Nikesh Madhvani**  
Director, Madhvani Group
- Farhan Nakhoda**  
Director (Projects), Madhvani Group
- Anita Vanessa**  
PRO and Secretary, Kakira Sugar Works
- Julius Odeke**  
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- Tharun Patnaik**  
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- Rukia Mwai**  
Asst. Sales and Marketing Manager, Marasa Holdings
- Daizy Angucia**  
Investigation Chemist, Kakira Sugar Works
- Annette Mungati**  
Receptionist, Madhvani Group

I would like to thank all the above and any others whom we may have unintentionally omitted. Please keep sending in your material for future publications as the Magazine is really based on the input given.

Enjoy!

The Editor

# Madhvani

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*There is nothing sweeter than Kakira Sugar*

# KAKIRA SUGAR

## THE PAN FLOOR STAGE AT KAKIRA SUGAR WORKS

**P**an boiling involves the simultaneous processes of removing water by evaporation until crystals appear and mass transfer until they grow. This takes place under vacuum, which helps maintain temperatures as low as possible so as to minimize colour formation and degradation of sucrose. The main objectives of the pan floor are: to crystallize as much sucrose as possible from the mother liquor (sugar solution which may be syrup or molasses), to produce sugar of the required quality and to minimize sugar losses in final molasses as much as possible. Syrup, the single input material to the pan floor, is a sugar solution from which sugar crystals have got to be created.

Crystals are created by inducing crystals in the form of either fine ground sugar or sugar (B-grade sugar) mixed with clarified cane juice that provides the surface area on which the sucrose in the syrup/sugar solution will deposit itself. Thereafter, there is growth of the crystals by concentrating the sugar solution, which is introduced to the pan at intervals. The crystallization process is carried out in a number of stages so as to reduce the sucrose in the final molasses to economic levels. Kakira employs a three-stage boiling scheme which is concurrent with the three grades of sugar; A, B and C-grades. The A-sugar is crystallized from syrup and then separated

in centrifugals to yield A-sugar and A-molasses. B-sugar is crystallized from A-molasses and then separated to yield B-Sugar and B-molasses. C-sugar is crystallized from both A and B-molasses and then later separated to yield C-sugar and final molasses. The two main outputs from the pan floor are therefore A-sugar and final molasses.

In order to achieve the pan floor stage objectives, there is dire need of well-trained staff. In light of this, the pan boilers are given training opportunities to broaden their knowledge and at the same time be able to compare our performance with that of other industries. We have been able to establish an unshakable base with Vasantdada Sugar Institute, Pune, India where our staff have been training for the past 30 years. The company, based on merit recommends pan boilers who are sent to India for a course on Pan Boiling / Sugar Technology.

In the wake of technology, our most recent development on pan floor has been the installation of continuous pans. In 2006, as part of management's plan to maximize the performance of their pan staff, the pan supervisors were sent for a course in India on the maintenance of continuous pans, and their different types and advantages.

**"With the ever increasing wave of technology that has hit the globe the sugar industry has been no exception. Needless to say, we are going towards better technologies and better end products."**

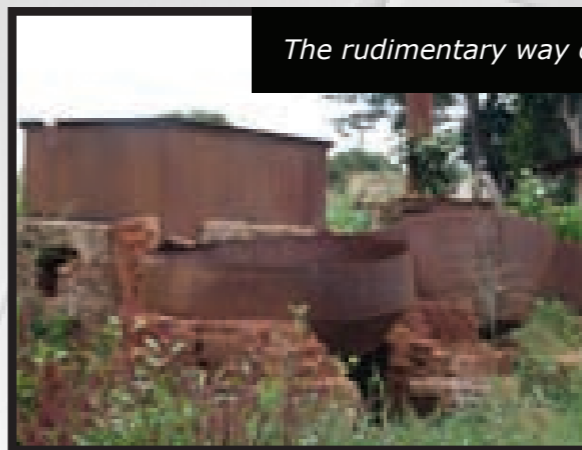


Qualified staff inspecting the pans

The evolution of the pan floor stage

The rudimentary way of boiling sugar using open pans

1



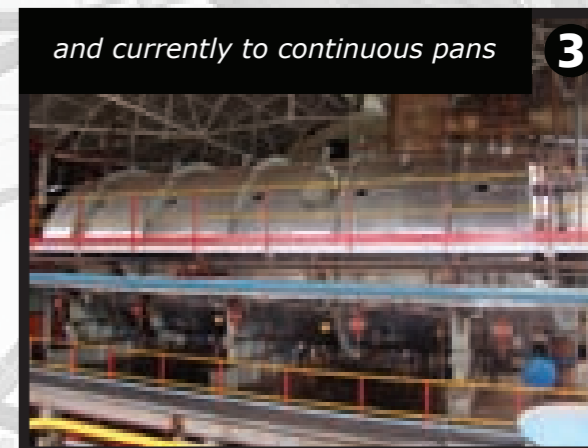
to batch pans

2



and currently to continuous pans

3



It therefore goes without saying that the pan floor stage is responsible for the white crystals at your breakfast table! And that is what makes "Nothing sweeter than Kakira Sugar".

# KAKIRA

## THE RESPONSIBLE EMPLOYER



Joshua Nalima

**K**akira Sugar Works has been praised for its role in assisting its less fortunate employees. This came as a result of the Company offering full support to one of its employees, Joshua Nalima, a machine operator in carpentry workshop after he lost his arm.

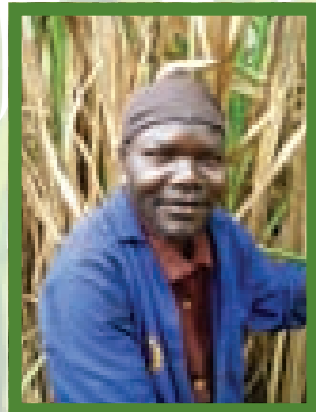
The National Union of Disabled Persons of Uganda has lauded Kakira Sugar Works for the treatment and compensation that the Company offered to Joshua Nalima and also for allowing him to continue with his normal duties.

The Organization's Deputy Executive Director, Hellen Asamo, said the Company bought Joshua an artificial limb to ensure that he could continue being employed. Asamo said although many employers discriminate against the disabled Kakira was setting a positive example in the manner in which Joshua's case was handled.

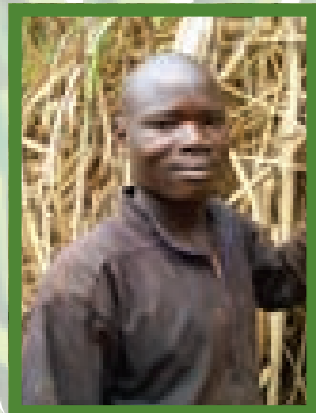
Joshua hails from Magamaga village in Baitambugwe Sub County in Bunya West constituency in Mayuge district and appreciates Kakira Sugar Works for its role in his rehabilitation.

**Cane cutters in the Sugar industry are the lifeblood of the business and at Kakira Sugar Works, the company recognizes their important contribution to the sugar manufacturing process.**

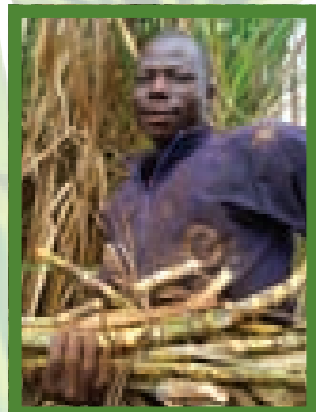
**To give an insight into some of these extremely hardworking individuals, we profile a selection of some of the cane cutters at Kakira Sugar Works.**



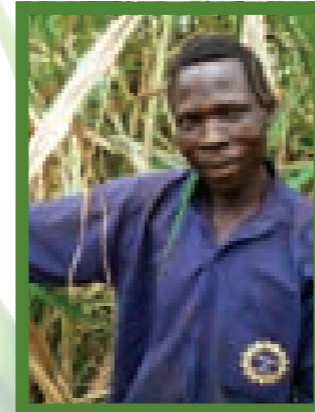
**Richard Opio**, who hails from Erute North County in Apac district, says that he came to Kakira Sugar Works in 2005, after a friend who worked in Kakira Sugar Works informed him of the employment opportunity. Opio says he has benefited a lot since and he has bought two bulls and one ox-plough that he has left at the care of his brother to do farming work back at home. "I am now planning to buy a bicycle that will help my wife and relatives in transport," he adds with a beaming smile all over his face.



**Droma Goma** was born in Maracha county, Arua district. Goma says that he came in 2006 from his home area with nothing in his house but now he is a proud man with three head of cattle he has purchased through his earnings in Kakira. "My two bulls help my relatives in farming, as I am in Kakira most of the time. I am now planning to collect money that will enable me to buy iron sheets for constructing my small permanent house in my village" says Goma. He encourages men who are in Arua to come and work in Kakira Sugar Works and benefit like he has.



**Bosco Omirambe** hails from Jongokoro County in Nebbi district is on his second year at Kakira Sugar Works. He says that he has so far bought one bull, which he was unable to buy before joining Kakira. "I am now planning to add another bull and with other cows so that when I return home I will be in position to drink milk," says Omirambe. He urges the youth who are still at home in Nebbi and other parts of the country to take up jobs with Kakira Sugar Works whilst they are still young and energetic.



**Michael Aikoyo** was born in Terego County, Arua district and says that he came to work in Kakira in 2006, after being encouraged by his father who once worked with Kakira Sugar Works in 1980s. Aikoyo says that he has so far bought a bicycle which he sent home with a friend and that it is now helping his family get around. He too expresses his positiveness to others and urges them to come to Kakira and save for their future.



**Richard Ezati**, who comes from Ayivu County in Arua district says, "I came to Kakira to take up my work as a cane cutter in 2005 and this was after seeing several of my relatives prospering in this profession. Now, I also have three goats and one bicycle and a mattress that I bought using my initial salary". Ezati too has no reservations for the people to come and work with Kakira Sugar Works.

## KAKIRA SUGAR

*There is Nothing Sweeter*



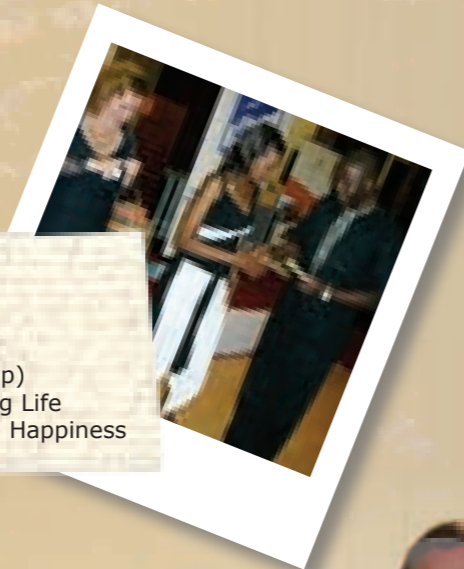
# Mweya and Paraa attend the SKÅL Gala evening

The Team from the Mweya and Paraa Reservations Office dressed in the black and white dress code and attended the Skål Club 10th Anniversary Gala evening at the Kampala Serena Hotel. Skål International is a popular professional organization that brings together all branches of the travel and tourism industry. Skålleagues meet at local, national and international levels in an environment of amicable friendship to discuss subjects of common interest and promote global tourism.

The night was filled with fine dining, dancing and raffle prize competitions. Amongst the raffle prizes awarded at the Gala was an all free two night's stay for two at Paraa Safari Lodge.

Commenting on the event, Sarah Kirabo from the Reservations Office said "It was great to interact with the travel industry fraternity on a social level and build stronger relationships with our partners".

Photograph: Sarah Kirabo Marasa's Asst Reservation Manager awarding a Paraa Safari Lodge raffle prize to Brussels Airlines Marketing manager Mr. Roger Wamara; looking on is the MC of the night Marinka of Lets Go Travel

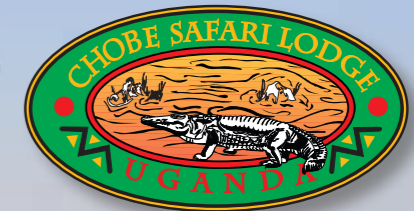


The Skål Toast translated

**S** Sundhet - Good Health  
**K** Karlek - Love (Friendship)  
**Å** Ålderdom - Long Life  
**L** Lycka - Happiness



Photograph of Reservations Team just after toasting the SKÅL way. Photo from left; Director of Operations (Tourism) Mani Khan, Rukia, Dorothy, Mariam, Grace, Sarah and General Manager Mweya Safari Lodge - Richard Hodgson



## Chobe Safari Lodge

...a landmark destination being created



- The Chobe Safari Lodge was originally constructed in 1950s and at that time was one of the jewels in Uganda's crown of tourism destinations. The panoramic views of the magnificent River Nile from the site offered a true sampling of the prime offerings of Uganda, coupled with the ample wildlife, birds, flora and fauna.

- Unfortunately, in the years of economic turmoil of the Amin regime, the long derelict Chobe Lodge underwent almost total destruction by marauding troops retreating at the end of the liberation war at the end of the 1970s. This spectacular site has been lying abandoned since then.

- The Madhvani Group, who currently own and manage Mweya Safari Lodge and Paraa Safari Lodge, were awarded the concession for Chobe Lodge in 1996. Unfortunately with the insecurity in the Region and the negative Travel Advisories issued by certain Embassies, the development of the Project could not move forward. However, with the recent positive developments in the region, the Madhvani Group has embarked on restoring Chobe Safari Lodge to its former glory.

- Plans for the development of the Lodge have been finalised to rebuild the structures and create a 5 Star Resort that will undoubtedly be in the top tier of destinations for the discerning visitor. The site on the banks of the river is ideal for fishing as well as other water-based tourism activities.

The Architects appointed by the Group for the Chobe rehabilitation are Symbion International (who were the architects for the renovation of Mweya Safari Lodge and Paraa Safari Lodge and more recently the Kampala Serena).

- After obtaining the necessary approvals from the National Environmental Management Authority and Uganda Wildlife Authority, the contractor selected has mobilised and construction has commenced at site in March 2008. The renovation of Chobe Safari Lodge will be completed by the end of April 2009. This will include renovated guest areas, 33 rooms (including 3 suites) in the main lodge building, 27 luxury tents for tourists wanting a true safari experience, a new swimming pool with bar, a viewing point on the river bank, a meeting room for seminars, a gym / health club, etc.

Located only 3 and a half hours away from Kampala by road, Chobe Safari Lodge will soon become a popular yet unique get-away in a spectacular site.

- The envisaged total project cost is over US\$ 7 million.

- Whilst augmenting tourism facilities in Uganda, this investment will also boost the economy of Northern Uganda, which has been very harshly impacted by the events of the last several years. Chobe Safari Lodge will directly offer employment for 94 persons. Further, there will be work prospects for the local population during the reconstruction programme. Moreover, there will be business opportunities for the local community to supply food produce and handcrafts as well as auxiliary services to the Lodge once it commences operations.

The rehabilitation of Chobe Safari Lodge will hence be a vital step in extending the tourism circuit in Uganda whilst making a significant contribution to the Government's poverty alleviation plans in Northern Uganda.

The Madhvani Group is proud to be able to create a landmark destination at this wonderful location.

# Madhvani Foundation Launches 2008 / 2009 Scholarship Scheme

## Key Facts on the Madhvani Foundation



### Background

The Madhvani Foundation is a Charitable Trust which was established in 1962 on the eve of Uganda's Independence to honor the vision and memory of the founder of the Madhvani group the late Muljibhai Prabhudas Madhvani.

The Current Chairman is Mr. Sam Rutega.

### The Education Trust

In 2003 The Board of Trustees for the foundation created a Scholarship Committee and instituted a scholarship programme to be awarded annually. The initial fund started with an annual grant of 350 million shillings but has since grown to 450 million in 2008. This represents the largest single annual donation from the private sector towards education in Uganda.

### Key Objectives

The promotion of scientific and technical educational for the socio-economic betterment of the people of Uganda



Trustees of the Muljibhai Madhvani Foundation at the Sheraton, Kampala, for the launch of the Scholarship scheme for academic year 2008/2009 on 6th May 2008. From left are Hon. Henry Kyemba, Sam Rutega and Hon. Gabriel Opiyo (Minister of State for Higher Education)

The Muljibhai Madhvani Education Foundation will contribute a total of 450 million shillings towards its University scholarship programme for the 2008/2009 academic year.

Making the announcement the Chairman of the Foundation Mr. Samson Rutega said the total figure represents an increment of 50 million shillings from last years contribution. "As Uganda's population grows and the number of students entering University increases the board was of the opinion that it is necessary to periodically augment the size of the fund in order to cater for the increased number of students".

He continued "75% of the Scholarships will be earmarked for Undergraduate courses and 25% for Postgraduate courses", the assistance is restricted only to official tuition fees and the selection of the candidates is based on the following criteria:-

- Merit, competence and ability of the candidates
- The financial status of the parents/guardians or the recipient
- The nature and availability of the courses desired

Commenting on the performance of the students who were due to graduate in 2008 Mr. S K. Iyengar the company secretary said he is very proud to announce that over 95% of the students who received support have successfully completed their courses and are now in position to find gainful employment and make a positive personal contribution to Uganda's socio/economic outlook.

He encouraged potential candidates for the 2008/9 academic calendar to apply for funding for courses from any part of the country as the selection process is open to any Ugandan student who meets the criteria.

In conclusion he noted that applications procedures for the Scholarship are already being advertised extensively in the national print media, on the internet at [www.madhvanifoundation.com](http://www.madhvanifoundation.com) and at the various Universities.

### ELIGIBLE DISCIPLINES

Agriculture, Biology, Business Administration, Chemistry, Commerce, Engineering, Food Science, Information Technology, Law, Hotel Management, Pharmacy, Nursing, Architecture, Veterinary Medicine, Actuarial Science, Environment studies and Human Medicine.

\* The Board however, reserves the right to revise this list periodically, on the recommendation of the Scholarship Committee, to suit the relative importance of each of the disciplines in the wider framework of national capacity building.

The Number of students that have benefited from the programme: 448 students

Total amount donated so far: Shs. 1,358,000,000 billion.

Eligibility and support coverage

The student must be a Ugandan citizen

- Pursing undergraduate or post-graduate studies at university level within Uganda.
- The scholarship programme covers only tuition fees - for undergraduates from the second year to the end of course - for post graduates, tuition fees for the entirety of the course.

### The Selection Criteria

The selection of Candidates is based on a criterion that includes:

- The Academic performance of the candidate/applicant
- The financial status of parents/guardians or the student
- Additional parameters, such as gender, regional balancing and disabilities maybe considered when a close judgement call is required.

Enquiries Information should be directed to  
[www.madhvanifoundation.com](http://www.madhvanifoundation.com)

# KAKIRA HOSPITAL

*Providing a Service to the Community...*

**F**rom offering medical services to the over 7000 individuals from the Kakira workforce and the other numerous outpatients, the story of Kakira Sugar Works Hospital is like that of an African teenager trying to widen his friendship base.

*Provision of free medical care to the workers and their families is a service which the Madhvani Group has provided over the years. This was demonstrated through the launching of a 75 bed KSW hospital.*

*Serving a population of over 25,000 people, the hospital, according to Miss Betty Titi, Secretary to the Medical Superintendent, should be elevated to the status of a referral hospital. Services offered by the hospital include food, medical care, drugs, admissions into wards, referrals to regional hospitals, over and above services to outpatients.*

*Franklin Okumu, an electrician in the factory, has been diabetic for the last three decades. He is grateful for the heaven-sent opportunity to work with Kakira Sugar Factory. 'I thank God for enabling me to work here because the Company foots my medical bills,' says the sexagenarian on his way back home after being discharged. He thinks his condition has greatly improved that he should be able to resume work the very next day.*

*Mackline Kemirembe, 23, has a different story to tell. Wife to Joseph Odongo, a Quality Controller in the in the oil mill, Kemirembe says stomach pains sent her to the hospital bed. She says the health standards in the hospital have greatly improved over the years. Every one is appreciative of the services offered and the staff keep monitoring the patients' conditions every time, she narrates.*

*The wave has not left even the one and a half year old Gloria Kizza. She, too, has come to enjoy the warm touch extended by the Kakira Hospital team. A victim of malaria, Kizza is a daughter to one of the staff working in the factory. Rose Chandia, Kizza's mother, tells of the three-meals-a-day care that they receive from the hospital and more than this, the treatment her daughter received to ensure her quick recovery.*

*Joyce Apio, an outgrower with Kakira Sugar Works attending to Ronald Omoding, her son, suffering from diarrhea and vomiting, registers her pleasant surprise with the hospital, 'I was surprised when the nurse called us to collect food for both the patients and us'- something hardly found in other Ugandan public hospitals!*

*The superlatives bestowed on to the hospital are a clear testimony of Kakira Sugar Works' commitment to improve the prospects of the local community of South Busoga and the national economy of Uganda by first ensuring the good health of the people.*

## NEW BRAND IDENTITY NEW HORIZONS

EAST AFRICAN  
DISTRIBUTORS



**T**he activities and scope of East African Distributors have increased significantly during 2008; consultation, distribution, retail and professional after-sales service mfor several leading world class brands now form the basis of the operations.

The Company has seen tremendous growth in the first 4 months of this year and has achieved record sales.

The focus for 2008 is to consolidate the market share of Union and Yale brands of Locks and Iron mongery supplied by Assa Abloy, the world's most preferred locks and iron mongery suppliers.

The international brands of Hitachi and Panasonic Air conditioners currently handled and serviced by the Company has made strong inroads into the government and corporate segment for example with Uganda Revenue Authority, Alcatel-Lucent, Aggreko, Hima Cement, Nile Basin Initiative, Bidco to name a few. The customer base in this segment is also on the rise.

"The strategy from the start was to get large projects on board so that procurement could be done back to back whilst the retail market was supplied with fast moving items. This has worked till date and the unit had quite a number of project supplies. Today it has reached a level where consultants and architects are specifying the Union brand in their Bill of Quantities and the customers from the construction industry have

come to recognise EADL as the official distributor of genuine products" says Tharun Patniak, the Senior General Manager responsible for the Company.

The company today operates on a fully computerised billing and inventory management system with the various departments networked.

A brand identity has been designed in South Africa that communicates the values of the company being the distributor of world class brands in alignment to the strategy of being the preferred supplier to the construction Industry in Uganda. The new design carries the visual identity of the company and its truly Ugandan roots whilst communicating its brand values.

Recently Assa Abloy South Africa introduced the Yale brand of Safes and Fires Extinguishers in Uganda and these are already on display in the showroom, extending the range of lines being handled by the Company.

The company successfully negotiated a deal with the manufactures of Ideal Standards (Egypt) and Armitage (UK) range of sanitary ware for direct purchases of sanitary ware from these companies for projects requirements of Uganda's leading construction companies.

East African Distributors is now one of the leading agents for well known world class brands and the new brand identity reflects the increasing presence in Uganda and beyond.

**HITACHI**  
Inspire the Next

**Panasonic**  
ideas for life

*Ideal*  
Standard

**Yale**  
The World's favourite lock

**UNION**





# MADHVANI GROUP

*Exploring Opportunities in India*

The Tourism Sector in India has witnessed dramatic growth in the last few years in terms of the demand supply gap in the hotel sector for both international and domestic tourism, aided by the reforms and liberalization of the Indian Economy.

Against this background the Madhvani Group decided to venture into the Indian Tourism Sector with the objective of setting up 3-4 star accommodation to cater to both Hindu and Buddhist religious tourism circuits.

Substantial progress has been achieved to date with the acquisition of an existing hotel in Rajkot, Gujarat, and green field sites in Rishikesh and Tirupati. Other project developments are in the pipeline.

These 100 room branded units will be developed in the next 24 months and will provide accommodation to a segment where substantial opportunities exist in terms of limited available occupancy at the selected locations, against a background of an annual inflow of over 6 million international tourists and over 100 million domestic tourists with a strong religious following.

# MADHVANI GROUP

*invests in Uganda's future*



*The Madhvani Group has always had a strong belief that children will play a major role in the future development of Uganda.*

*However many children in Uganda have either lost or simply do not have the support of their biological parents. SOS Children's villages Uganda is an independent non-government social development organisation which has been helping children since 1949 throughout 132 countries and territories globally.*

*The Madhvani Group contributes Shs. 10 Million annually to support this very worthy cause. We sponsor house number eight at the Children's village in Entebbe. The village itself caters for 340 children and also operates a Kindergarten and an SOS medical centre.*

*The youngest child in house eight is Benon who is aged 3 ½. He will be starting Kindergarten next year and is excited at the prospect. The elder children are already looking to the future – Fiona aged 8 dreams of becoming a doctor while Joachim aged 12 wants to become an accountant.*

*The future of Uganda depends upon its children; we are proud to be involved with an organisation which assists in their formative development.*

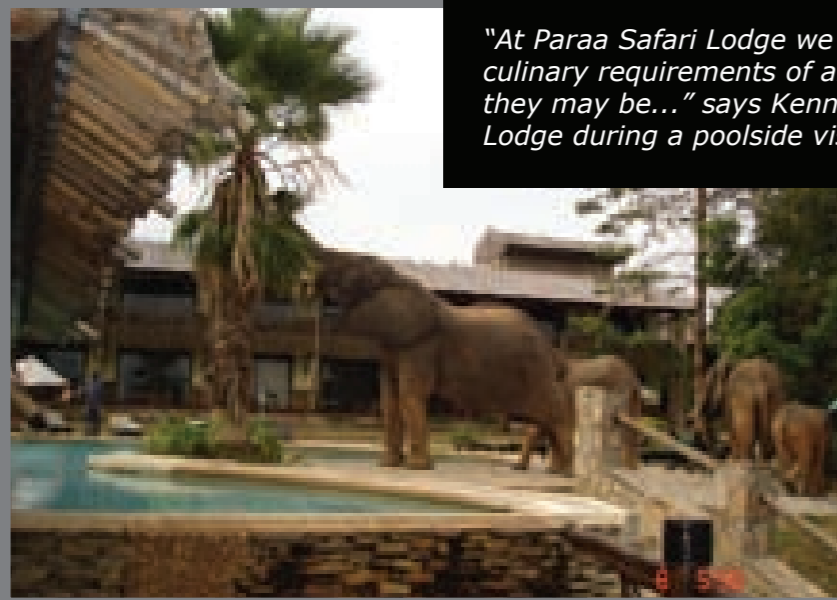


# GROUP NEWS PICTORIAL

Study tours of Kakira Sugar Works by students from throughout Uganda are regular. Below the geography class (senior four registered candidates) of Kangulumira Islamic Academy in Kayunga District paid a visit to Kakira Sugar Works on 23 April 2008. Their main purpose of touring KSW was to learn the sugar manufacturing process. On the extreme left is Peter Kivumbi, the Kakira tour guide, posing for a group photograph with the students.



"At Paraa Safari Lodge we pride ourselves on being able to cater to the culinary requirements of all our patrons, however large and demanding they may be..." says Kenneth Mugira the General Manager of Paraa Safari Lodge during a poolside visit by some very special visitors.



Group photograph taken with the President of Rwanda HE General Paul Kagame. Front row from left – Mr. Kamlesh Madhvani, Mr. Mayur Madhvani, HE General Paul Kagame, Mr. N. S. Rao and the Director of Cabinet General Frank Muganbagyi. Second row from left – Honorable Director Ephrahim Kabaija, Director General ICT and Mr. Enoch Nkuruho, Executive Director



Mr. Mayur Madhvani greeting HE General Paul Kagame at the State House in Kigali.



A six person delegation from Barclays Bank Uganda, headed by their Ms Charity Jinya – Managing Director (3rd from right) and Mr Sunil Varma – Commercial Director (2nd from left), visited Kakira Sugar Works on 22nd April 2008, when they held successful discussions with Mr Mayur Madhvani, Mr. Kamlesh Madhvani, Mr Farhan Nakhoda, Mr. Yogesh Prajapati and others from KSW. The objective of the meeting was to expand the cordial working relationship between Barclays Bank and the Madhvani Group of Companies.



The Group Executive Director Mr. Enoch Nkuruho greeting HE General Paul Kagame and looking on is Mr. N. S. Rao, General Manager, Kabuye Sugar Works

# GROUP NEWS PICTORIAL



*Madhvani Group contributes to Jinja's 100th Anniversary Celebration*

*To commemorate the 100th anniversary celebrations of Jinja town, the Madhvani Group contributed Ushs. 10 Million to the Jinja Municipal Council to design and publish a Jinja Hand Book.*

*Commenting on the contribution, the Mayor of Jinja, Kezaala Mohammed Baswari said, "I would like to pay special tribute to the Madhvani Group for making the publishing of this hand book a reality. This excellent hand book has been structured in such a way that it offers the readers a unique opportunity to learn all about Jinja".*

*Mr. Richard Orr, General Manager, Kakira Sugar Works hands over the 'Jinja Hand Book' to the Mayor of Jinja, Mr. Kezaala Mohammed Baswari. To the extreme left is Mr. S. K. Iyengar, Company Secretary and to the extreme right is Mr. Jim Kabeho, Director.*



*The East African Magistrates and Judges Association (EAMJA) visited Kakira Sugar Works on 12th April, 2008. Seen in picture, second from left back row is His Lordship D. K. Wangutusi - Judge/President EAMJA and third from left on third row is Richard Orr, General Manager, Kakira Sugar Works.*

## *Sheraton Annual Star choice Gala*

*Annually Sheraton Hotel hosts corporate administrators for a Dinner Dance Gala where by it awards prizes to corporate administrators who have given them the most business.*

*In December 2007, Paraa Safari Lodge contributed to this honor by awarding the second prize of 2 nights for two at Paraa Safari Lodge to Florence Wamala of the Royal Danish Embassy.*

*Marasa takes pride in valuing relationships between all its stake holders.*



*Photograph: Asst Marketing Manager for Mweya & Paraa Safari Lodges, Rukia Mwai awarding prize to Florence Wamala of the Royal Danish Embassy*



*Bank of Uganda / EADB - ERT Project Supervision Visit to Kakira Sugar Works (1985) Limited: 07 February 2008*

*Left to Right: Farhan Nakhoda (Projects Director - Madhvani Group / KSW), VG Modi (Executive Director - Finance - Madhvani / KSW), Silas Karuku (Manager, Risk Assessment & Control Unit - EADB), John Mukasa (Projects Officer - Madhvani Group/ KSW), V Dilip Kumar (Projects Manager - Madhvani Group/KSW), Specioza Ndagire (Principal Banking Officer / Project Officer ERT Project, Development Finance - Bank of Uganda), Sam Nyamwaya (Lead Specialist, Asset Leasing - EADB), Ramadhan Kamilagwa (Principal Project Officer - EADB), Mayur Madhvani (Joint Managing Director - KSW), Winnie Muyiisa (Banking Officer - Bank of Uganda), Kamlesh Madhvani (Joint Managing Director - KSW), Bernard Mboha (Country Manager Uganda - EADB).*

## Mweya and Paraa Safari Lodges invests in human assets – Tourist Guides



**M**weya and Paraa Safari Lodges are always positively upgrading the competency of their staff through training.

Uganda Safari Guides Association (UGASA) held a three week course for tourist driver guiding and participants were drawn from various stakeholders within the country. Mr. Herbert Byaruhanga, Chairman, Uganda Safari Guides Association, says, "UGASA was founded in 1995 and 12 years down the road, over 100 members have undergone basic training in various areas including bird, cultural and driver guiding. The feedback forms indicate that the products of these courses have proven to be of a great asset to the national tourism industry".

Four guides from Mweya and Paraa Safari Lodges, James Nono, Amon Asimwe, Tom Okello, Nelson Okello and Robert Busagwa, were given the opportunity to participate in the course and upgrade their competencies. The course imparted them with the knowledge, skills and professional standards for the tourism industry such as driving tourist concepts, road safety, National Park laws, wildlife behaviour, route planning, basic customer care skills and the importance of learning other international languages apart from English to enable effective communication with the global tourist.

Amon Asimwe, a driver guide at Mweya Safari Lodge, says, "I have gained a lot from the course especially how to handle clients and maintain the laws. I also have knowledge about wildlife that I can tell the tourists. All these will result in more satisfied customer, which will be better for my future too".

Both the General Managers at Mweya and Paraa, Richard Hodgson and Kenneth Mugira, reaffirmed their views on the benefits of such staff training and concluded that equipped with professional and more knowledgeable tour guides, Mweya and Paraa Safari Lodges will continue to offer a memorable experience for their discerning visitors.

## What our clients say about the Mweya and Paraa Reservations Office!

"The Team that provides excellent customer service hard to be matched"  
Crystal Tours

"A great team with utmost patience, courtesy and empathy"  
Volcanoes Safaris

"We are very pleased with the level of service. Our requests are handled efficiently and they always volunteer helpful information where necessary. We know our clients are happy with the product you offer and thus our continued support".  
Simba Travel Care

"We are thankful for the pleasant service rendered to us and we have no regrets dealing with the best in the business."  
Alexander Forbes Uganda Ltd

Commenting on the above Feedback, Mani Khan, The Director of Operations for Mweya and Paraa Safari Lodges, said: "I applaud you for being a diligent hardworking team and for always going that extra mile in giving our stakeholders your dedicated service. We are all extremely proud of your effort and commitment"

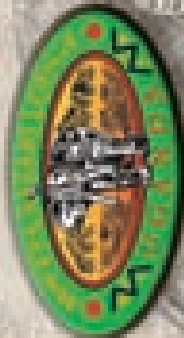
## Mweya and Paraa Safari Lodges contribute to Watoto Ministries

This year, Mweya and Paraa Safari Lodges seized recognized the contribution to our Nation of one of their biggest customers, Watoto Ministries, and contributed the sum of Ushs. 2 million to the children under the care of Watoto.

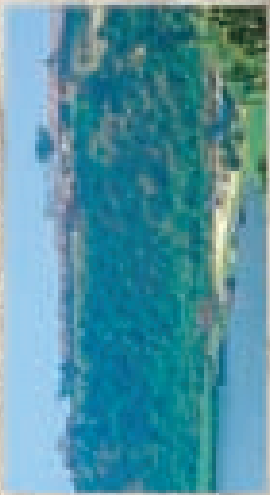
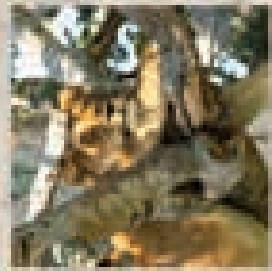
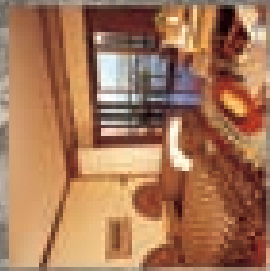
The Watoto Ministry provides less fortunate children with holistic care in their bid to give them hope for a brighter future.

Photograph of Marasa staff awarding cheques: Joy, Rukia and Sarah in centre; Watoto staff in black: from right Christian, Brenda and Andrew at the Watoto offices.



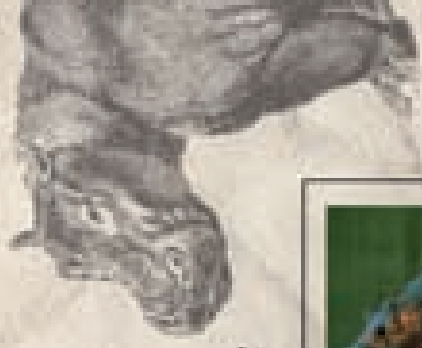


## Mweya Safari Lodge

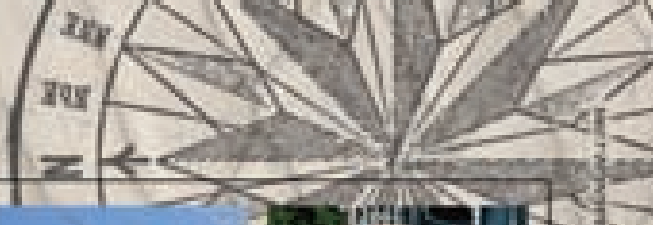
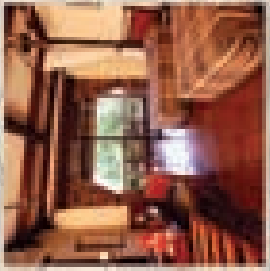
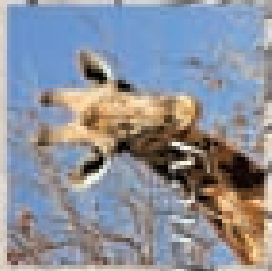
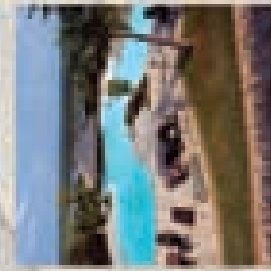


Mweya Central Reservations  
Tel: 011 277 1611 | [www.mweyasafari.com](http://www.mweyasafari.com)

Mweya Safari Lodge  
[www.mweyasafari.com](http://www.mweyasafari.com)



## Paraa Safari Lodge



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