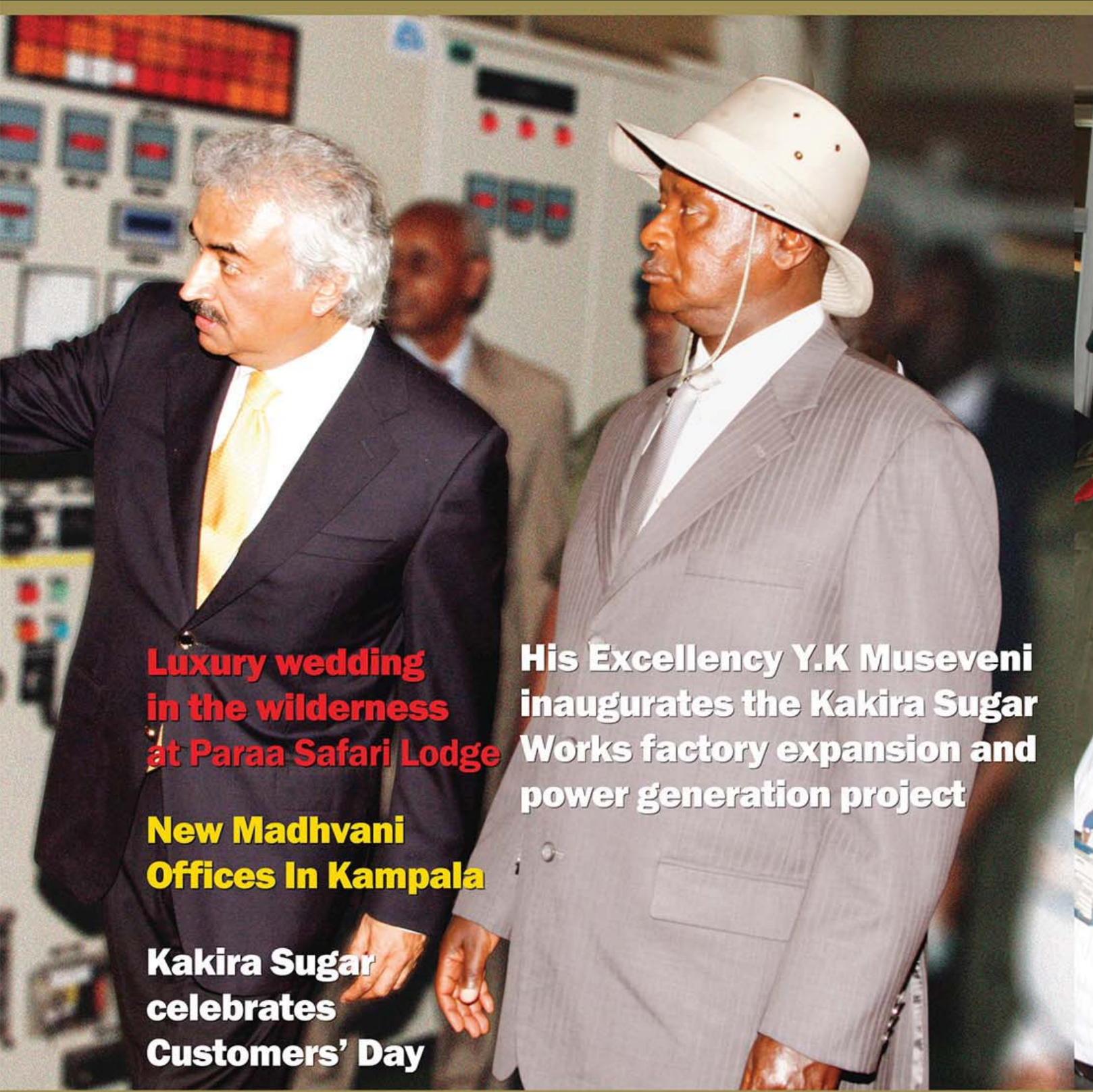




Madhvani

GROUP MAGAZINE



**Luxury wedding
in the wilderness
at Paraa Safari Lodge**

**New Madhvani
Offices In Kampala**

**Kakira Sugar
celebrates
Customers' Day**

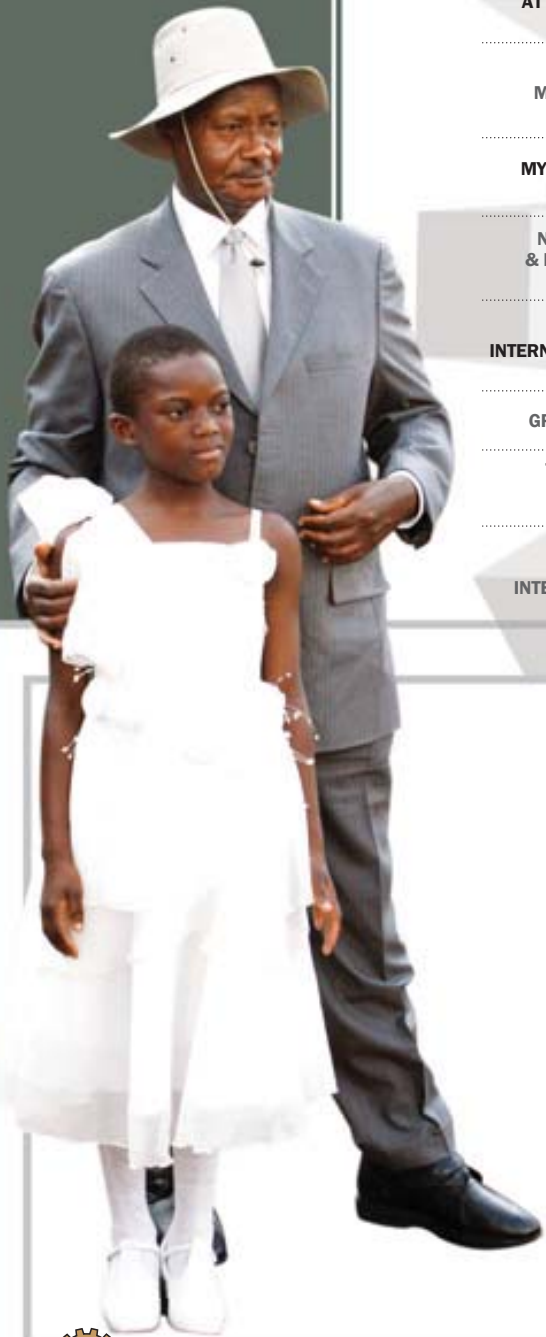
**His Excellency Y.K Museveni
inaugurates the Kakira Sugar
Works factory expansion and
power generation project**



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Madhvani

GROUP

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New Madhvani Corporate Offices in Kampala

The latest Madhvani Group facility is in the heart of Kampala. Recently the Group set up new offices on 5th Street, Industrial Area. These offices accommodate most of the Kampala activities such as the Projects Department, Marketing and Reservations, the Kakira Sugar and Sweets sales and other departments.

The development of the offices was managed by the Madhvani Property Division and involved renovation of the existing single storey structure and the addition of a new second floor. The offices reflect a theme of modernity. They are centrally located in the Bugolobi area of Kampala and offer visitors ample parking.





Editor's note

In this first issue of the Madhvani Group Magazine for 2009, we provide insights to some of the activities taking place within our Group. This edition of the Group Magazine has been made possible with input from the following persons whom I would like to acknowledge:

Nikesh Madhvani

Director Madhvani Group,

Farhan Nakhooda

Projects Director Madhvani Group

Raju Sareen

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General Manager East African Distributors

Tom Alwala

Sales Manager East African Distributors

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General Manager Kakira Sugar Works

I would like to thank all the above and any others whom we may have missed out and please keep sending your input for future publications.

Enjoy reading!

Madhvani

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The President Gives Support To The Madhvani Group

President Museveni enjoys a ride around the Kakira Sugar factory with Director Mayur Madhvani



President Yoweri Museveni assured the Madhvani Group that he would give his support to exploit all potential power sources so that there is adequate and affordable electricity for every Ugandan. He made these remarks on 8th December 2008 while inaugurating the Kakira Sugar Works (KSW) factory expansion and power generation project. The Company converts sugarcane waste (bagasse) into 21MW of electricity of which 12MW is supplied to the national grid.

Under the guidance of the Joint Managing Director, Mr. Mayur Madhvani, the President was taken on a tour of the factory where he was impressed by the steps taken by the company to produce electricity.

Addressing the public, Mr. Mayur Madhvani said that the sugar factory's crushing capacity has increased to 6,000 tonnes of cane per day from 3,500, after a \$52m investment. Uganda consumes 240,000 tonnes of sugar per annum and only 191,000 tonnes are produced in Uganda by the 3 factories. Under the expansion program, Kakira will deliver 151,000 tonnes of sugar. This amount is however inadequate to meet both the local demand and exports to other neighbouring countries. Mr. Mayur requested the government to encourage sugar factories to generate power by offering more reasonable tariffs and removing undue penalties as the input into its production is costly. He said that the company is usually penalized by Uganda Electricity Transmission Company

whenever they are unable to export 12MW.

The President praised the Madhvani Group as one of the largest tax payers in the country, contributing about Shs65bn annually. He said that the taxes paid by KSW alone to the government are enough to run the two districts of Wakiso and Mityana annually. He further encouraged the people to support the investors. "Whoever is against investors is against the poor people who get employment, education, medical care, among other things from investors," said the President who took time off to address the crowd in Kiswahili.

Mr. Museveni pledged to provide one tractor to the KSW sugarcane out-growers. He also promised to assist to improve on the feeder roads together with Jinja District authorities and the Ministry of Works. The President and the Energy Minister, Mr. Daudi Migereko, assured the Madhvani Group of whatever support they needed to improve their business. "You deserve support from the Government. We shall give you all the support you want," Mr. Museveni assured Mr. Mayur. The President and all guests were entertained by Njeru Band and the choir of Madhvani Primary School during the occasion.



President Museveni greets Mr. Pratap Madhvani



Mr. Mayur Madhvani explains some details to the President while touring the factory



President Museveni signs on one of the sugar bags in the factory. On the right is Process Manager, Mr. Wilfred Pacoto, Process Manager and on the left is Director Mayur Madhvani



Children from the Kakira Primary School welcome the President



Mr. Jim Kabeho, Master of Ceremonies, introduces the President to the local dignitaries and Kakira staff



President Museveni speaks to Maureen Achola, a pupil of the Kakira Primary School



Luxury Wedding In The Wilderness At Paraa Safari Lodge



On 5th December 2008 Mr. Charles Kansiime Adrole and Miss Kirungi Katangaza Mbabazize were married at Paraa Safari Lodge. About 100 invited guests attended the wedding ceremony. The church ceremony which took place from 4:00pm to 5:00pm was presided over by the Priest, Venerable Canon Sam Tumwesigye who in his sermon emphasized that the couple should support each other at all times since they had become 'one'.

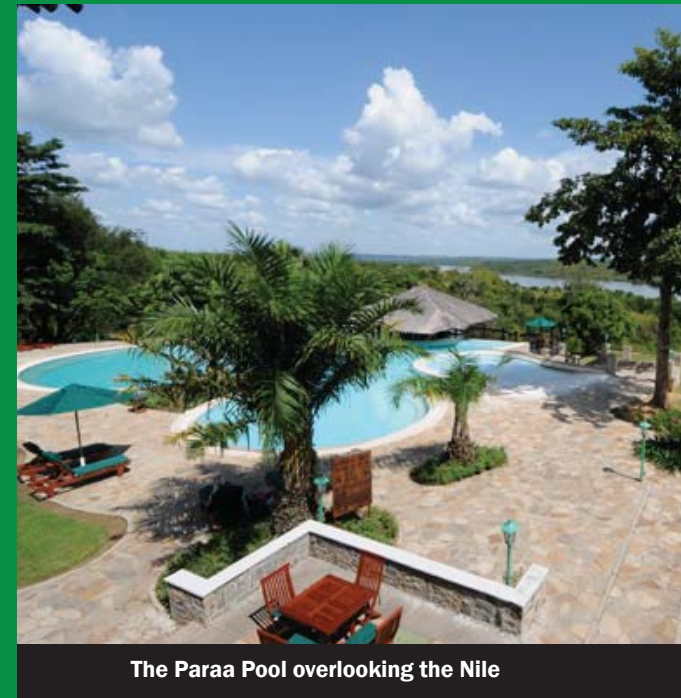
"Marriage is given that husband and wife may comfort and help one another living faithfully together in need and in plenty, in sorrow and in joy. It is given that with delight and tenderness, they may know each other in love and through the joy of their bodily union may strengthen the union of their hearts and lives", said the Priest.



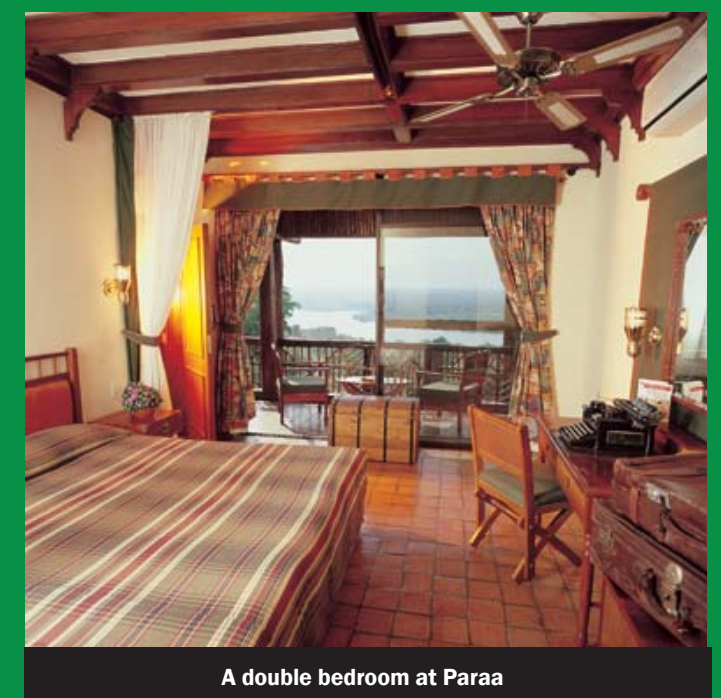
The wedding ceremony on the Paraa lawns near the pool



Guests enjoying their cocktail upstairs while the reception is being set down



The Paraa Pool overlooking the Nile



A double bedroom at Paraa

A cocktail was prearranged around the main bar subsequent to the church ceremony, after which the guests proceeded to the reception which was organized near the swimming pool. The entire evening was a great success.

In his speech, Mr. Charles Kansiime Adrole, the Groom, thanked the guests for traveling a long distance to attend his wedding. He said that the reason why they chose the Lodge was because they wanted something unique and out of Kampala. "Paraa Safari Lodge is the only place that met our specifications and standards, we have no regrets that we chose this place", Mr. Charles Adrole assured the guests who applauded in agreement.

The sounds of revelry continued well into the early hours. The following day everyone agreed that it was one of the most unique weddings they had ever witnessed.



Chobe Safari Lodge Update



Chobe Safari Lodge is situated in the Murchison Falls National Park, North of the crossing of the River Nile near Karuma Falls.

The lodge was initially known as a fishing lodge where record breaking catches of Nile Perch and other fish could be made.

Unfortunately during the troubles that developed in the area, the Lodge became a rebel base and subsequently a military centre. Three years ago the Lodge area was declared safe and the Group's Projects Department was requested to visit the site with Marasa Holdings



with a view to refurbishment and up grading the existing property.

Designs and various proposals were discussed and an internationally renowned architectural practice, Symbion International, were contracted to produce the concept, ideas and plans for the work, prior to bids from Civil Contractors.

The original buildings have been utilised as far as possible and new extensions and modern equipment are being installed to make this lodge a prestigious part of the Marasa Lodge circuit in Uganda.

The concept is the "River Nile". On arrival, at the entrance there are water features either side, with cascades and mini waterfalls leading to the main reception area that has wondrous views of the river beneath. The new swimming pool lies below with cascading water from the top to the bottom pool and a waterslide connects the middle pool to the lower one. The accommodation ranges from excellent to luxury with a choice of rooms and suites. To cater for the

more adventurous, we have designed and are building a series of "tented" accommodation, from standard to luxury, to give the feeling of a true Safari along the banks of the Nile.

All units have a view of the River. At night, the sounds of the wild animals can be heard.

Service will be top class with the new kitchen and service areas behind the Lodge. Staff facilities have also been upgraded with rooms for all staff on site, canteens, a TV room and general sports and recreational areas. Power and potable water is also available.

Construction commenced in April 2008 and is now due for completion late 2009 together with staff training and services. As the lodge is on the new upgraded road system, it is now only four hours away from Kampala and six hours from Kakira.





Celebrates Customers' Day

Customers' Day, commemorated each year, is one of the principal vehicles through which the Madhvani Group interacts and rewards its faithful and most prominent customers for purchasing sugar. On 1st November 2008 the meeting was attended by traders from Kampala, Jinja, Mbale, Iganga and Soroti districts at Kakira. Mr. R. Sareen, Marketing Manager invited all the guests and Joint Managing Directors (JMD's) for the inauguration of the programme.

Representing the JMD's, Mr. Mayur Madhvani welcomed everyone and introduced the team that represent the board in various departments; the Human Resources Department, Agriculture, Outgrowers and Works, among others.

"Kakira is a national asset, it belongs to all of you", said Mr. Mayur who also added that the company was soon going public, probably in about two years. He further informed the customers who are stakeholders

in the company that about 140,000 to 150,000 tonnes of sugar would be produced this year which he said would be the highest production level since the company was started.

"The company pays shs3 billion every month as taxes, therefore, we are a great source of revenue to the nation. There are over 6,000 farmers who are paid shs3.2 to 3.5 billion every month. We are going to assist you in your businesses and also help deliver sugar in every corner of the country to reduce on

transport costs," said Mr. Mayur.

"Remember you are a trader, my father was a trader, so we should work together as one to achieve our different goals. As Kakira Sugar Management, we salute you", Mr. Mayur concluded.

The General Manager, Mr. Richard Orr gave a presentation on the different activities that take place in KSW and other Madhvani companies. The visitors were taken for a tour of the factory which they found thrilling as some of them were seeing the sugar manufacturing process for the first time.

The esteemed customers had lunch on Linya Hill, one of the geographical landmarks of KSW. It is here that the Madhvani Directors, Mr. Mayur Madhvani, Mr. Pratap Madhvani and Mr. Kamlesh Madhvani interacted with the customers, listening to their problems and trying to solve them. The customers were later rewarded with various gifts of Madhvani products. Mr. Ben Byakagaba, Chief Accountant, thanked the customers for their co-operation and added that in future the company will have an automated system for the invoices.



Joint Managing Director, Mr. Mayur Madhvani (centre) addresses the customers



Kakira's leading customers pose for a group photograph at the factory

Co-generation At Kakira Sugar Works

KAKIRA SUGAR

Cogeneration is the use of a heat engine or a power plant to simultaneously generate both electricity and useful heat. The sugar industry is highly energy intensive. In order to create the much-needed power supply with an environmentally-friendly process, bagasse (the fibrous residue from the cane crushing process) is used to generate electric power – for own use as well as for supply to the national grid. For the latter purpose, KSW has power purchase contracts with Uganda Electricity Transmission Company to supply the country 12 MW around the clock.

Bagasse is burnt in the boilers to produce high pressure steam, that is used for driving mill turbines as well as power turbo-alternators.

Currently KSW generates enough electricity to meet its own power needs and to supply over 12MW from bagasse using its cogeneration plant. This is our contribution to partly alleviate the power supply crisis in the country.

We plan to continue increasing sugar production by encouraging farmers to cultivate more cane. With a further increase in sugar production, producing more electricity for supply to the national grid will remain a major priority for the Company.



Entrance to the Kakira Power House



Control panels



Kakira Sweets More Sweet Success



The days when success was only a dream are long gone for Kakira Sweet Factory. In the last few years the factory has witnessed tremendous growth.

In 2004, the company produced only 40 metric tonnes per month. However, since then the unit has seen an enormous increase in production to 165 metric tonnes per month, registering growth of 300%. Under the stewardship of Mr. Rickin Madhvani, the unit has scaled new heights and will be a prominent player in the Confectionery Industry in Uganda. "By January 2009, we will hit 300 metric tonnes per month," says Mr. Prasad V.D.S.R, Manager Sweet Factory. The net revenue earnings have also increased from Shs75 million in 2004 to Shs350 million per month. The company anticipates that this financial year, the projected turnover will touch Shs5.3 billion.

The key factors for success are:

- The upgrade and installation of the latest machinery in confectionery like the Hard Candy Depositor, Ball-lollipop depositor and the FFS machines.
- The dedicated and committed workforce, that consists of a hardworking team with first class capability to generate the best products.
- The untiring efforts of the marketing team, which is headed by Raju Sareen, the Marketing Manager. The steady increase in sales volume at fair prices for all the products has immensely contributed to the bottom line.
- The world class packaging that stands out from the competition.

The confectionery industry involves selling, taste, texture and appearance for presentation. Quality efforts must be aimed at ensuring that these three parameters are up to standard. Launched in 2005, Ice Green has clearly carved itself in the cough drop segment. The recently launched Fun Pop has received a great response from the public. "We have



Candy Depositor machine



FFS machine



Lollipop depositor machine



now penetrated the market by emphasizing the quality aspect. The single most important criterion in ensuring that products meet the required standards is therefore attitude, and quality is everyone's responsibility' says Mr. Prasad V.D.S.R, Manager Sweet Factory.

Kakira Sweet Factory is aiming to ensure the correct quality standard throughout the entire manufacturing operation, from acquisition of raw materials, production and packing to maintaining the correct condition of storage and distribution.

The Sweet Factory now produces eight types of sweets namely;

- . Ice Green (3 pc and 6 pc)
- . Fruit Drop
- . Fun Pop
- . Honey 'n' Butter
- . Crazy Dip
- . Cough Drop
- . Compressed Tablets
- . Tam-Tam Lollipop

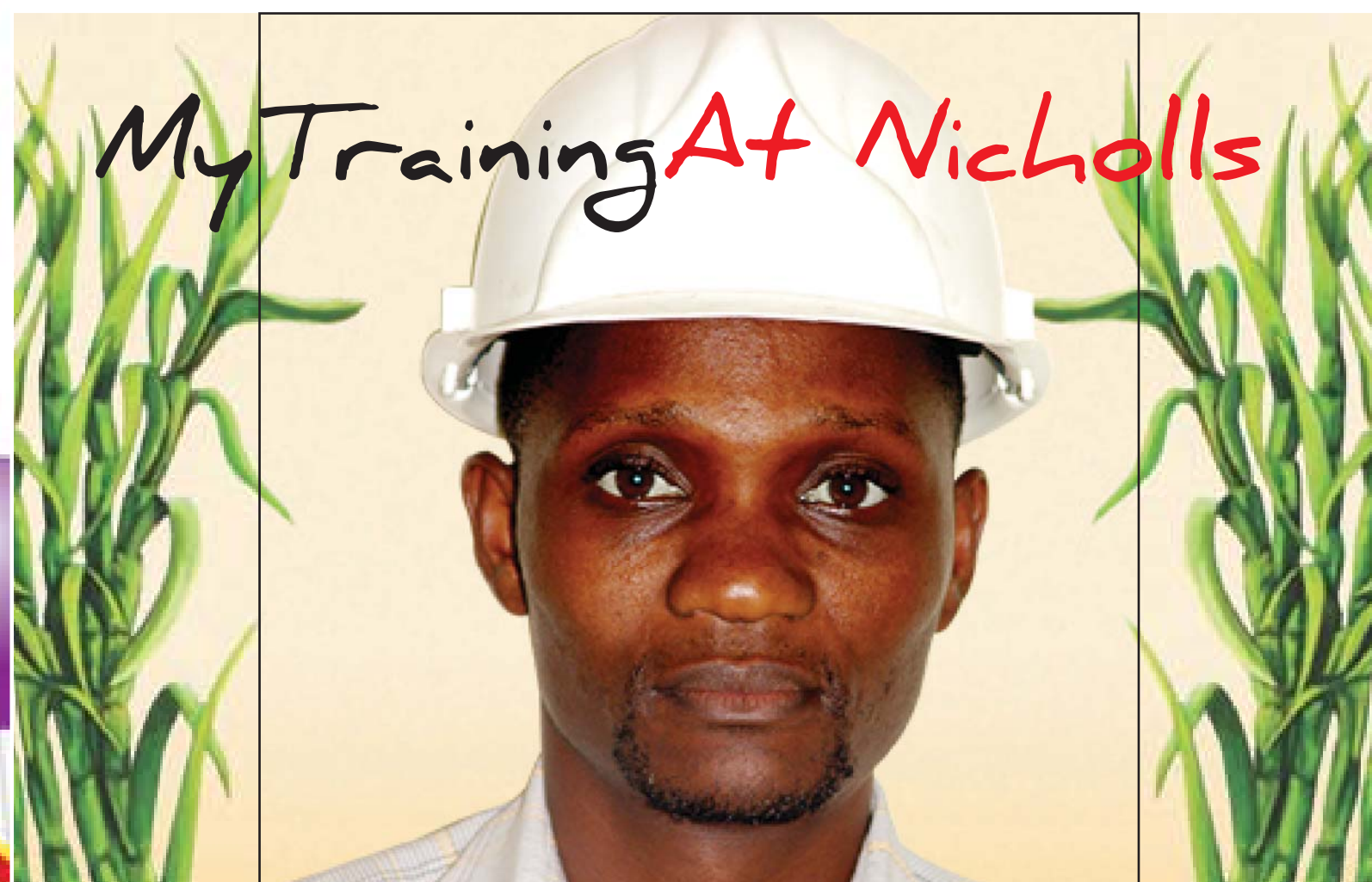
A number of changes are being enforced around

the factory premises to create a better working environment like air-conditioning the entire manufacturing area. The budget was approved for expansion of the wrapping and packing areas. To meet the quality standards of the Food Industry, maintaining hygiene is very crucial. To achieve these objectives, plans are underway to tile the entire manufacturing area.

Watch out for the best!



My Training At Nicholls



Being nominated for an international training period on sugar manufacture at Nicholls State University Louisiana was the best thing that ever happened to me. I was excited to be travelling to a place considered the father/mother of the sugar industry and also going to one of the most powerful countries in the world. USA has the biggest and most efficient sugar industry in the world yet it is also the biggest sugar importer.

The Institute was well organized and various topics were discussed like sugar production and selling/marketing, the world sugar context, challenges and opportunities. The Institute covered sugar cane agriculture in detail from research to product (cane stalk), processing from cane handling to crystal sugar and environmental aspects of the industry. I was exposed to high technology that is currently in the industry and the emerging technology of value addition to sugarcane by-products like bio-fuel. At the United States Department of Agriculture (USDA) Houma, research is being done in agricultural breeding and development of cane varieties that are early maturing (9 month), have low fibre, high sugar content and are resistant to diseases.

At Honiron's facility we were able to see process equipment manufacture from conception through drawings, simulations, to commercial production of equipment.

The visit to the Enterprise was fascinating. Whatever we saw at the Research Station was being practiced commercially. Automation on the modern equipment facilitates the economical and efficient running of the sugar plants. The enterprise has a diffuser and mill tandem crushing 20,000 tonnes of cane per day. I got exposed to continuous pans, continuous A-Grade machines and better technology just in time as KSW had started installing some of these equipments.

The Institute was handled by very able professionals who participated in inventing many of the equipments/processes that are being used in the sugar industry today.

The University is worth another visit. The facilities were up to date with good lecture rooms, leisure and cafeteria. It is a place to go when you want to expand your knowledge of the sugar industry. ”

David Kafuko
Chief Chemist
Kakira Sugar Works

The 11th Rwanda International Trade Fair 2008

Taking place at Gikondo Expo Grounds, Kigali, the Trade Fair ran from the 28th August, 2008 to 8th September, 2008. The opening ceremony was presided over by the President of Rwanda, H.E. Paul Kagame. In attendance were a number of cabinet ministers, government dignitaries and members of the senate. The Madhvani Group of Companies was represented by a delegation from Uganda and our participation was very worthwhile.

The total number of exhibitors was 312 with 219 local companies and 93 foreign companies. Uganda had the highest number of foreign exhibitors totalling 40 followed by Kenya with 38 and Tanzania came third with 6 exhibitors. Other countries

that participated were India, Burundi, Ghana, Egypt and South Africa.

The Kakira 1kg sugar was highly appreciated by the vivacious Rwandese, despite the fact that the product was not yet in their market. The turn up for both the exhibitors and show attendants was very good with 312 and 126,287 people respectively, which was way above the expectations of the organisers.

After sampling Fun Pop, it was exceptionally well received by the thrilled locals. The business people in Rwanda were interested in having this confectionery product in Kigali as soon as possible.

The foreigners in Rwanda were impressed by Madhvani's Tourism Sector. They were offered some booklets containing information on Mweya and Paraa Safari Lodges which had them promising to pay visits to the sites. Some of the foreigners who had visited these lodges were full of praise for the services

offered.

Uganda's Second Undersecretary to Rwanda, Ms. Ninsiima Asiimwe was one of the visitors at the Madhvani stall. She was impressed by the display and commended the Madhvani Group of Companies for attending the 11th Rwanda International Trade Fair. She further urged the Madhvani Group to always attend this trade fair since it is growing yearly.

However, the packaging of the 1kg Kakira sugar and sweets was a challenge due to the fact that polythene bags were prohibited by the Rwandan government. Nonetheless, the products were well received by the locals and

consequently, the event was a success. The closing ceremony was presided over by the Prime Minister of the Republic of Rwanda.



NEW BOATS IN MWEYA & PARAA SAFARI LODGES

The Madhvani Group has recently been awarded concessions by the Uganda Wildlife Authority to operate launches and motor-boats on the River Nile in Murchison Falls National Park and on the Kazinga Channel in Queen Elizabeth National Park for game viewing as well as fishing.

Two new boats have been launched at Mweya Safari Lodge. One is the Sunbird Boat, an 11 seater that is charged at \$18 per person. Inclusive in the price is mineral water for the guests to quench their thirst. It carries a minimum of 6 people.

The second boat is the Kingfisher Boat which is a super luxury 14 seater, charging \$28 per person. This price also includes beverages and canapés. The boat carries a minimum of 7 people.

The boats are scheduled to travel from 11:00 am – 1:00 pm and from 4:00 pm- 6:30 pm. This can be rescheduled to meet the guests' itinerary on request.

The Group's boats will augment the already excellent facilities at Paraa and Mweya Safari Lodges.



The Sunbird boat



The Kingfisher boat





Group News Pictorial



President Museveni signs on one of the sugar bags in the factory. On the right is Process Manager, Mr. Wilfred Pacoto and on the left is Director Mayur Madhvani



Director Mayur Madhvani (L), Hon. Daudi Migereko (C) and the Group Projects Director, Farhan Nakoodha (R) at the Kakira Co-Generation Plant inauguration



Joint Managing Directors, Mayur Madhvani (left, 2nd line) and Kamlesh Madhvani (2nd right, 2nd line) pose for a photo with directors of East African Underwriters



President Museveni (front, right) and Director Mayur Madhvani (front left) touring the factory during the inauguration of the Co-Generation Plant at KSW



UPDF army officers on their study tour to Kakira Sugar Works pose for a group photograph with KSW Management and Ugandan Ambassador Nimisha Madhvani



Marketing and CRO staff attended the Skal annual Gala Dinner Dance along with the Director of Operations.

Marasa Contributed Both Mweya and Paraa Safari Lodge 2 nights for 2 raffle prize. The theme of the night was Bollywood. From left to right is Grace, Mani Khan, Rukia, Dorothy, Sarah, Justine and Victoria



Students observe the tractor implements that Kakira Sugar Works had showcased during the Jinja Agricultural Trade Fair



Directors, Roni Madhvani, Nikesh Madhvani, Maanan Madhvani and Rickin Madhvani engaged in a conversation at the Kakira Co-Generation Plant inauguration



Mama Jane, baby care institution in Jinja town supported by the Madhvani Group



General Manager, Mr. Richard Orr on behalf of Kakira Sugar Works hands over a cheque to the Jinja Mayor, Mr. Kezaala M. Baswari, for the support of unprivileged children



Minister for Commerce & Industry for South Sudan, Mr. Anthony Makana with his family (front row) with Kakira officials during their visit on 30, December 2008



President Yoweri Museveni (R) having a private meeting with the Managing Director, Mr. Mayur Madhvani (C) and the Energy Minister, Hon. Daudi Migereko



Uganda Revenue Authority officials who visited Kakira Sugar Works with Kakira officials



On 16th January 2009, Kakira Sugar Works was awarded the Best Investor of the Year 2008 (Medium Scale Category) by the Uganda Investment Authority. Left to right are : Moses Thenge - Human Resources Manager KSW, Hon. Sam Kuteesa - Minister for Foreign Affairs, James Kahooza – Director KSW, Dr. Jack Luyombya – Chairman KSW, Mr K. P. Eswar – Director Corporate Affairs KSW.

Trainees in Kakira Sugar Works

In keeping with Muljibhai Madhvani's principle of supporting clever and dedicated individuals obtain a better education, the management of Kakira Sugar Works (KSW) regularly admits students from universities and tertiary institutions for an industrial training period of at least three months.

In this period, KSW admitted at least 90 students from various institutions in the country. The students

are assigned to various departments and sections so as to get pertinent practical skills that would magnify their knowledge and better prepare them for the competitive world.

Eight of the trainees were interviewed on what they think of KSW as a company operating in the country and this is what they had to say:



Johnson Kirya, 22, a second year student in Makerere University pursuing a course in Industrial and Organization Psychology says that the practical work offered by KSW to its industrial trainees prompted him to join the company for his training. "KSW is the biggest sugar company that employs a huge workforce who I have always related with. I have liked this company, the workers are so friendly and I have learnt a lot about their different cultures," says Kirya.



Lameck Owori, 23, a computer science student in Makerere University, says "I do appreciate the platform KSW offers to its workers and mostly us the trainees. For the three months' training that I have acquired here, I have attained a lot of practical skills that I wouldn't have if I had chosen some other company." "KSW has enough technology and the information technology staff is willing to impart their knowledge to the trainees, which is rare with other companies," he adds. "I urge students who wish to be experts in their fields of studies to come and do their industrial training with KSW," Owori advises.



Annet Awori, 27, a second year-student from Young Men's Christian Association (YMCA) is pursuing a course in Purchasing and Supplies Management. Awori says that KSW is a renowned company in many aspects. It employs a bigger manpower than any other company in the country. "I chose this company because it offers better facilities to its employees, providing services like free medical care, housing, scholarships and also giving remuneration even to us the industrial trainees. This does not happen in any other company so simply like it does in KSW," Awori says. "I advise students out there to come to KSW and witness for themselves," she urges.



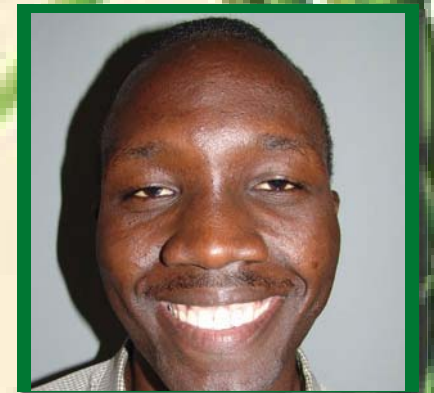
Sam Ojiambo, 19, a student of Nile Vocational Institute is training on how to manage wheels and tractors in KSW. "I was shocked to learn that in KSW tractors are used round the clock, so this gave me a platform to learn what I had come to do. I will now go back with a lot of experience," says Ojiambo. "I chose KSW because I knew that this company would sustain me in future when I need a job. Ojiambo advises other students to come for their industrial training in KSW and also take up jobs for a better future."



Gilbert Kavuma, 20, born in Bushenyi District in Western Uganda is in his second year offering a Mechanical Engineering course at Makerere University. "I came to KSW because I had heard from friends that it is a big company with every facility and a variety of sections," says Kavuma. He adds that KSW is an interesting place that one should never miss in his/her life-time. "I am a happy student now because among other things, I have managed to earn some money in Kakira Sugar Works as payment after my three months' training," says Kavuma.



Samuel Acidri, 23, hails from Arua District. He is a second year student in Kyambogo University pursuing a Bachelor's degree in Civil Engineering and Building. Acidri says that the prominence of Madhvani Group of Companies attracted him to take up his industrial training in KSW. "Here, I am getting hands on skills that are not easily acquired anywhere. The hospitality of the community in and around KSW is one of the factors that attracted me to join the company for training. KSW being the biggest company in the country, chances are that a student can be retained, better yet sponsored abroad for further studies after good performance," says Acidri.



Fiona Wairimu Kabande, 22, who is in her third year at Makerere University of Business Studies, offering a Bachelor's degree in Procurement and Supply Chain Management says that she came to do her industrial training in KSW because it's a big company with a good reputation and that they help impart some practical skills and knowledge to students so that one can blend it to the theory part he/she acquired from the institution.

"KSW has very many people from different walks of life, so one can stand a chance of making friends who will make them viable in the job market after their courses," she says. Wairimu says that she does not regret coming to KSW for her industrial training because the workers share their working experiences without difficulty.



Trainees in Kakira Sugar Works

Irene Adong, 21, hails from Gulu District. She is in her last year at Makerere University doing Industrial Chemistry.

Adong says she was mesmerized when the students were unexpectedly provided with accommodation. That alone is a big motivation to students who mostly come from poor financial backgrounds. Besides that, she adds, "KSW is a good training place for students since it has all the facilities available unlike other companies where the equipment is hardly seen by trainees."

"Yes, I am also proud that I have been part of the workers who participate in the manufacture of the sugar that is consumed by many. Now I know what takes place in the manufacture of sugar," Adong says.



of Kakira Sugar Works for coming up with such an innovative project. The show goes also took a lot of interest in the cogeneration project and the students were enthralled with the mechanism of generating power from bagasse.

Among those who visited our stall was the new UMA Executive Director, Mr. Gideon Badagawa and the Chairman of UMA, Mr. James Kalibala. Both were impressed by our display and commended the Madhvani Group of Companies and Kakira Sugar Works in particular for the cogeneration, which they

said was the reason that motivated them to bring the president to our stall. They added that the generation of power was very much in line with the theme of the show.

With facilitation from the Private Sector Foundation, a business forum was organized at the UMA Conference Hall from 6th – 8th October where business executives and entrepreneurs had the opportunity to share information and do some networking.



The 16th Uganda International Trade Fair



The Trade Fair commenced on 6th October, 2008 and ended on 13th October, 2008 at the Lugogo Show Grounds, Kampala. The trade fair is an annual event organized by the Uganda Manufacturers Association (UMA) to commemorate Uganda's Independence. As a prominent member of the UMA, the Madhvani Group of Companies had a lot to exhibit.

The theme for this year's trade fair was 'Linking Production to Prospective Markets Through Value Addition. On Friday 10th October 2008, His Excellency Yoweri Kaguta Museveni, the President of the Republic of Uganda, presided over the opening ceremony while the Prime Minister, Prof. Apollo Nsubambi, presided over the closing ceremony.

The turn up of exhibitors increased from 817 last year to 850 which is the highest number recorded ever by UMA. Of these, 256 were foreign exhibitors from 32 countries. The number of show goers was 145,000 people, which was even higher than last year's attendance.

His Excellency, the President of the Republic of Uganda, Yoweri Kaguta Museveni, visited the Madhvani stall and was overwhelmed by the co-generation project, which he hailed as one way of fighting the power problem faced by Uganda today. He thanked the management



H.E. President Yoweri Kaguta Museveni (C) observes as the Madhvani show co-ordinator, Andrew Lubaale (L) explains the cogeneration process



Andrew Lubaale (L) attends to some of the visitors at the Madhvani stall



Madhvani stall



Students taking notes as one of the show co-ordinators explains the cogeneration processes



Pupils receive Crazy Dip sweets from the show co-ordinator



East African Distributors Ltd (EADL), part of the Madhvani Group, is the leading official distributor of world class ironmongery in Uganda and the newly designed showroom reflects our position as the preferred supplier to the construction industry and our growing presence in Uganda and beyond.

The activities and scope of East African Distributors have increased significantly during 2008; consultation, distribution, retail, project supplies and professional after sales service for several leading world class brands now form the basis of our operations.

The company is the sole representative of the world's most trusted and reliable lock and ironmongery brands: UNION, YALE, TESA, BESSAM, INHOVA etc from Assa Abloy South Africa. Fire Extinguishers, safes, access controls, security doors and fire doors are some of the new products from this world class supplier now available with EADL.

The company is the only authorized distributor for the world leading air-conditioning brand TRANE in Uganda and offers air-conditioning solutions for large offices, malls, retail space, residential apartments etc. and also represents the international brands HITACHI and PANASONIC air conditioners. All East African Distributors air-conditioners are currently serviced by the company with a dedicated team of specialized Air-conditioning technicians. The company has made strong inroads into the government and corporate segment with Uganda Revenue Authority, Alcatel Lucent, Aggreko, Hima Cement, Nile Basin Initiative, Bidco and Steel Works to name a few.

In addition LEDS-C4 lights and lighting systems from Spain, a company that has a presence in over 100 countries, has appointed East African Distributors Ltd as its sole distributor in Uganda and the neighboring countries. Some of the most modern and innovative lighting is produced by LEDS-C4 and this is now available on the Ugandan market. Ideal Standard - Egypt and Hindware - India are two world class sanitary ware and sanitary fitting suppliers who have also appointed EADL as their official distributors. Purchasing from East African Distributors ensures that the construction industry or any individual buyer is guaranteed an original branded product at the right price with courteous and professional after sales service.

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In March 2009 EADL celebrated the opening of its newly refurbished world class showroom. During the function where members of his Team were recognized for their effort, Tharun Patnaik, the General Manager of the Company, commented "This is yet another milestone for EADL as we continue to move from strength to strength and deliver results due to the effort and hard work of the entire Team EADL".

Looking at the images of the new showroom Fred Wamwaki the Managing Director of Assa Abloy East Africa said " Congratulations to the entire EADL Team and this will go a long way in giving EADL and Assa Abloy a lead in the market".



THE EADL TEAM

- | | |
|----------------------------|----------------------------------|
| Tharun Patnaik | General Manger |
| Shriram Gurjar | Financial Controller |
| Tom Alwala Adilo | Sales Manager |
| Herbert Mulawa | Sales Executive |
| Richard Okwii | Senior AC Technician |
| Godfrey Ojamboh | Senior AC Technician |
| Hassan Okello | Assistant AC Technician |
| Beatrice Apoto | Senior Accountant |
| Alice Nangosha Ntibalikure | Accounts Assistant |
| Emmanuel Kikonkolo | Stores Assistant |
| Christiano Peter Otieng | Office Assistant |
| Ason Ssembuya | Driver |
| Mathias Googwa | Driver |
| Annette Nakigudde | Receptionist cum Sales Attendant |





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