



Tsb Sugar was founded in 1965. It is engaged in the business of sugarcane agriculture, sugar manufacture, sugar refining, marketing, sales and distribution. Tsb Sugar operates three mills in South Africa at Malalane, Komati and Pongola, which through a series of expansions produce in excess of 600,000 tonnes of sugar per annum in a normal year, some 22% of all sugar produced in South Africa. The company directly employs over 3,000 staff and supports some 1,500 commercial and small-scale farmers on 47,000 hectares of irrigated land who supply 80% of the sugarcane for its factories. Today, Tsb Sugar is the lowest cost sugar producer in South Africa. Tsb Sugar also produces citrus fruits and animal feeds from by-products from the sugar manufacturing process.

Remgro Limited is the holding company of Tsb Sugar. The Remgro Group is listed on the Johannesburg Stock Exchange. The Group has a market capitalisation of over US\$ 7 Billion and has investments in Trade Mark, Financial, Mining, Industrial and Corporate interests.

Tsb Sugar and Booker Tate

The acquisition of Booker Tate by Tsb Sugar provides significant advantages to both parties as well as for existing and prospective clients.

Under the strategic direction of the Tsb Sugar Group, Booker Tate is focussed on:

- Development, management and technical services
- Irrigation services
- Studies

The bringing together of these two leading organisations with their vast array of knowledge, experience and skills enhances and strengthens the corporate capability and the services provided to clients and customers alike.

Tsb Sugar's Background

Tsb Sugar is situated in the picturesque Onderberg/Nkomazi region of the South Eastern Lowveld of Mpumalanga Province, South Africa. The company's head office is located at Malalane, approximately 60km east of the town of Nelspruit. The company's production takes place in the area between the Kruger National Park to the north, Swaziland to the south and Mozambique to the east.



Tsb Sugar's Parent Company Profile

Tsb Sugar is part of the Remgro Group and was founded in 1965 as a new venture in opposition to the two market leaders in the South African sugar industry, Tongaat Hulett and Illovo.

Remgro's history goes back to the 1940s when the founder of the Group, Dr Anton Rupert, established the South Africa Tobacco Company, Voorbrand, forerunner of Rembrandt Group Limited (Rembrandt). Rembrandt was incorporated in 1948 and listed on the Johannesburg Stock Exchange in 1956.

Rembrandt entered the South African cigarette and tobacco industry in 1948 and in the 1950s expanded abroad through the establishment of various international partnerships. In 1972, the overseas tobacco interests of Rembrandt were consolidated into Rothmans International, which was listed on the London Stock Exchange. The further separation of local and overseas interests was effected in 1988 with the founding of Compagnie Financière Richemont AG (Richemont) – a Swiss-listed luxury goods group that also holds strategic investments in tobacco and direct retailing.

Since the 1970s Rembrandt has expanded its interests outside tobacco, wine and spirits with investments in various other economic sectors in South Africa, amongst which are banking and financial services, mining, cellular communication, printing and packaging, medical services, engineering and food interests.

In 1995, Rembrandt and Richemont consolidated their respective tobacco interests in Rothmans International, at the time the world's fourth largest cigarette manufacturer, and de-listed the company. In 1999 these interests were merged with those of British American Tobacco Plc (BAT), the world's second largest cigarette producer. The investment in BAT is held through a joint holding company, R&R Holdings (Luxembourg), in which Rembrandt (now Remgro) and Richemont hold 33⅓% and 66⅔% respectively.

In September 2000, the restructuring of Rembrandt was advanced a step further when the South African holding structure, which consisted of four listed companies, was replaced by two listed companies, namely Remgro Limited and VenFin Limited (VenFin).

Tsb Sugar's mills

The first sugar was produced at the Malalane Mill in 1967 and over the past 30 years the mill has been expanded to its current capacity of 250,000 tonnes of sugar per annum. Tsb Sugar built its second mill, the Komati Mill, with a capacity of 150,000 tonnes of sugar in 1993. The Komati Mill's first sugar production occurred in 1994 and by 2003 capacity had been increased to 265,000 tonnes of sugar per annum. Tsb acquired Pongola in 2009. **The Tsb Group's total production in South Africa stands at around 600,000 tonnes per annum.**

The company directly employs some 3,000 staff and supports some 1,500 commercial and small-scale farmers on 47,000 hectares of irrigated land who supply approximately 80% of the sugarcane for its factories.

Tsb Sugar's Komati Mill



Komati Mill produces VHP sugar, of which part is transported to the Malalane Mill for refining and the balance exported via Maputo in Mozambique

Tsb Sugar's Malalane Mill



Malalane Mill has a back-end refinery and packaging plant

Tsb Sugar's marketing, sales and distribution experience

Tsb Sugar's core business activity is the production of refined sugar that is marketed nationally under the Selati brand name through Tsb Sugar's marketing company, Quality Sugars, which is situated in Johannesburg.

The local South African market is serviced by Tsb Sugar with white (refined) and brown sugar, which is packed into various pack sizes to suit the market needs of individual and industrial customers.

The packaged sugar is dispatched directly to the customer from either Malalane or through various central distribution centres throughout South Africa, via a fleet of Tsb Sugar owned transport trucks.

Quality Sugars



The Quality Sugars management team has over 200 years of combined experience and expertise in selling, not only sugar but also household detergents, motor vehicle spares, chicken/poultry products, and toiletries as well as rice, pasta and cereals.

The Selati Brand dominates the Gauteng region of South Africa and has a market share of 70% of the Direct/Retail Market. Large wholesale and national retail chains continually promote the Selati Brand as a key product to enlarge their customer base.

Quality Sugars also has a full time Consumer Marketing Division whose primary focus is to boost sugar sales. This division has spent a great deal of time researching the various markets and consequently has at its disposal knowledge on sugar consumption, usage, and customer preferences which have translated into exciting marketing campaigns that have worked extremely well over the years.

Quality Sugars also covers the South African Industrial Market by means of a dedicated Key Accounts Manager who services and calls on all major Food Service and Industrial Customers.

Quality Sugars has continued to grow market share consistently over the years through its team of dedicated and experienced sales personnel and by excellent client relationship marketing and brand protection.



Citrus Products for the Export Market

Citrus Tsb Sugar's investment in citrus agriculture consists of 3 citrus estates and four pack houses where grapefruit and oranges are cultivated, harvested and packed for the export market under the brand name of Komati Fruits.



The high quality fruit from Tsb Sugar ensures a secure preference market with price premiums from the major markets such as Japan.

The high percentage of export grade fruit which Tsb Sugar produces is obtained by the application of best agricultural practices, sound irrigation methods and expert management. Tsb Sugar has acquired EUREPGAP certification.

Animal feed production



Tsb Sugar's animal feed plant operation, Molatek, produces various products for the needs of the livestock market. The major raw materials used in the production process are molasses and bagasse, which are by-products of the sugar manufacturing process.

Today, an extensive range of advanced concentrates, licks and energy rations are manufactured and marketed for, among others, beef cattle, dairy cattle, calves, sheep, goats, horses and ostriches. These quality products are now used with tremendous success by farmers all over South Africa, Namibia and Botswana

Meticulous quality control in **Molatek's** own laboratory ensures that products of outstanding quality, complying with prescribed specifications are produced.

Molatek endeavors to supply feed components that are not easily available on the farm as easy-mix concentrates. Other components such as grain and roughage can be mixed by the farmer himself.



Mananga Sugar Packers

Mananga Sugar Packers is a joint venture formed in 2005 between the Royal Swaziland Sugar Corporation (RSSC) and Tsb Sugar International. The company is designed to add value to the sugar produced in the Kingdom of Swaziland. This is done by packing, selling and distributing a quality product to the market at competitive prices and providing the best service to their clients. The brand name of the product is “First”.

The plant, which is situated at RSSC’s Mhlume Factory, is capable of packing in excess of 100,000 tonnes of sugar through modern high-speed packing machines. German FAWEMA packing machines and Japanese robotic palletisers form part of the equipment selection for this state-of-the-art plant.



Environmental, health, safety and social responsibility

Tsb Sugar is situated on the doorstep of the well-known Kruger National Park with its enormous bio-diversity and well-developed wildlife management systems. Tsb Sugar therefore actively promotes and participates in all activities that develop and maintain a good relationship with the Kruger National Park.

The well developed symbiotic existence between commercial agriculture, industrial development and nature conservation is nurtured and managed by the company in an extremely careful manner as the true value of an undisturbed and balanced natural macro environment is appreciated and valued by Tsb Sugar’s top management and employees alike.

Tsb Sugar is committed to doing business in a responsible manner by conforming to applicable legislative requirements and accepted business principles. It boasts a track record of 36 years of sugarcane agriculture and sugar production without a single major environment related incident.

The impact of manufacturing and agricultural activities on the physical environment, the surrounding ecology and human resources alike is managed through a formal integrated safety, health and environmental management system (SHE) which is an integral part of the company’s business activities.



South Africa – Tsb Sugar – Dawn over a resting mill