



## **Salama Coffee Estates Limited**

### **Who we are?**

Salama Coffee Estates Ltd (SCEL) is set to become a leading Coffee producer and exporter in Uganda over the coming years. Salama Coffee's development is part of the larger Ugandan coffee story – a legacy with which we are proud to be associated. Uganda is known as the origin of Robusta coffee and our farms and processing facilities, from history, are located on the very first commercially established large scale coffee farms that earned Uganda its prized position on the global coffee platform, prior to the political upheavals of the 1970's and the fatal coffee wilt disease.

### **Our Farms**

Uganda Tea Corporation being a specialist in agriculture over the years has concentrated on rehabilitating its core tea areas, and more recently, an area of 400 Ha rehabilitated and planted with coffee, the field operations span over three historically renowned coffee farms at Kijudde, Luga and Terere, with coffee in Mukono district, all within a radius of 20km. Benefitting from the natural tropical climate and fertile soils, these farms are naturally rain-fed and have for long been home to the rich legendary Ugandan coffee taste and aroma that has stood the test of time.

From the desolate and untamed coffee farms that had turned to forest in the 1980's due to political disruption and the coffee wilt disease, we are re-establishing and modernizing these great coffee farms with our committed workforce and sound industry practices. By close of 2019, we had rehabilitated and planted 400 Ha of coffee, with plans to further increase hectareage.

Close to Lake Victoria, stretching over the slightly elevated, scenic and undulating hills, approaching an altitude of 13000m above sea level, the company's coffee farms enjoy remarkable soil and atmospheric conditions. These features, combined with our passion and relentless commitment to offer high quality Coffee to our customers, will earn the company a high reputation for its coffee.

As champions of environmental sustainability, we have deliberately preserved areas of natural forest vegetation, swamps and streams. Thick stems of the wildly growing coffee plants are visible when touring our farms are a stimulating reminder that you are truly in the midst of the native home of Robusta coffee.

The company estates are located near Kibanga port on the shores of Lake Victoria, right from the early 1900's, Kibanga port was the nucleus of export for all of Uganda's coffee. Interestingly, seated on the Kibanga port rock face are the well-preserved wet coffee processing structures from the 1970's.

In addition to our own farms, we are establishing a reliable out grower base for the supply of fresh high-quality red coffee cherries to our factory. We have embarked on establishing producer organizations and to provide services and infrastructure that shall help improve both the agronomic practices and the quality of the raw material supplied to the factory. These producer organizations are led by farmers, the company role is to support their formation and to continuously educate and develop these key producers.

### **Coffee Growing.**

Salama Coffee Estates Limited has taken a unique route in coffee processing by ensuring that it controls coffee quality right from the garden to processed dried coffee green beans. This the company has done through establishing her own coffee gardens in Central Uganda on the shores of Lake Victoria. Central Uganda has a very long history where robusta coffee used to grow in wild forests before being grown in gardens. Fertile loamy soils, temperature range of 18 to 28 degrees Celsius, with rains up to 1,700 mm a year and at altitude of 1,300m above sea level. Uganda as a country is blessed with a bimodal rain fall pattern that provides two seasons of crop. This shall ensure there is consistency in supply. The Company enjoys the

freshness of being near the biggest freshwater lake in Africa, Lake Victoria which has a positive impact on rain received in the area.

### **Processing;**

For the Company to best position herself in the market, it set up a unique processing plant with fully washed coffee to dry fermentation. The Company is ready to work with partners in furthering the flavour requirements through fine tuning of fermentation of the pulped coffee. We are ready as a company to enter into a partnership that shall ensure that the special requirements of our clients are met. The uniqueness of the company is the flexibility and ability to control and monitor fermentation to enhance flavours of the final product.

The subsequent processing and drying facilities are located at Luwala, near Jinja. The Luwala junction is about 15 km from Jinja town and 70 km from Kampala. Coincidentally, Luwala is home to another historical innovative wet processing facility which we have conserved to date. This beautiful facility was functional until the 1980's before the coffee wilt disease brought the Ugandan coffee industry to its knees. Next to this old processing facility the Company has set up a modern processing plant near this legendary location. This confirms the history, commitment, and involvement of the company in the coffee industry.

### **Our People**

We recognize that our success relies on the caliber and capabilities of our people and we aim to attract motivate and retain the best talent by being a supportive and rewarding employer. Proud of our contribution to the employment of hundreds of Ugandans, especially women and youth, skilled and unskilled, directly and indirectly, we believe in the highest occupational safety and health standards and we self-assuredly adhere to all the Ugandan labour laws.

We denounce corruption and espouse Quality, Integrity and Commitment as our core values which are shared by everyone who works in our company. Our employees' pride themselves in exceeding stakeholders' expectation while in the pursuit of our company and business objectives.

### **Our Products**

Our coffee is marketed under the Salama Coffee trademark. The majority of our coffee production is to be exported, earning valuable foreign exchange for the country.

### **Our Markets**

Our target is to penetrate the unique speciality market and provide a product that meets and exceeds client requirements. The company is targeting the biggest consumer of Ugandan coffee the "European Union" and has put in place systems to meet market requirements.

Throughout our value chain, Salam Coffee Estate Limited strives to give the best of coffees to its clientele, courtesy of our highly motivated workforce.

### **Environment;**

The company is environment conscious, it knows her continuity in business depends on how best it looks after the environs where it operates. The reason the company has undertaken certification under UTZ of sustainable agriculture network. It has put in place means to ensure that the environment is kept for sustaining of flora and fauna.



TERERE COFFEE GARDEN AT SALAMA ESTATES



COFFEE BUSH AT KIJJUDDE DIVISION



SALAMA COFFEE FACTORY.



WET MILL SECTION OF THE FACTORY



ROTARY DRIERS



DRY MILL SECTION OF THE FACTORY



SORTED GREEN BEANS