



BUILDMART
LIMITED

FOOD & BEVERAGE

HORECA | IMPORTERS | DISTRIBUTORS

www.buildmart.co.tz



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Thank You!



— INTRODUCTION

Buildmart is a leading Tanzanian Imports and Distribution Company for consumables and non-consumable products from around the world, it was established in July 2013 with a vision of being one of the leading Importers, Distributors and HORECA in the country.

We pride ourselves in being a Brand Builder, working hard with leading local and global brands to elevate their market

positions in Tanzania for the long-run.

With our long-established Import and distribution channel, we distribute our products to local distributors, wholesalers, retailers (e.g. hypermarkets, supermarkets, traditional markets, etc.) and the food service industry (e.g. restaurants, cafes, hotels, lodges, catering services, etc.) throughout Tanzania.

At Buildmart Limited, we're not just in the business of FMCG; we're in the business of exceeding expectations.

— OUR COMPANY STRUCTURE



HORECA (HOTEL, RESTAURANT, CAFE)

To Hospitality
Industry & Bulk
Consumers



IMPORT & DISTRIBUTION

IMPORTATION &
DISTRIBUTION OF FAST
MOVING CONSUMABLE
GOODS (FMCG)



OUR BRANDS



Healthy Mee, offers a delicious variety of health-conscious foods. We cater to dietary needs with **ORGANIC OPTIONS, VEGAN MEALS, LACTOSE AND GLUTEN-FREE SELECTIONS**, all designed to fuel your well-being



KIFARU

KIFARU, a cleaning brand from Buildmart Limited, tackles your toughest messes with effective and eco-friendly products.



Whether you're seeking for FMCG products or nutritious organic and vegan foods from Healthy Mee or spotless homes with our trusted cleaning products, all our brands are dedicated to providing you with the highest quality options. We believe in offering the best for your well-being, inside and out.



1. HORECA

(HOTELS, RESTAURANTS, CAFE)

BuildMart: Your One-Stop Shop for Streamlined HORECA Operations

At BuildMart, we understand the demanding nature of the HORECA industry. That's why we offer a comprehensive selection of high-quality products and solutions designed to simplify your procurement process and elevate your guest experience.

Everything You Need, All in One Place:

Packed & Dry Food Products: From seasonal ingredients to pantry staples, we offer a wide variety of food

products to keep your kitchen well-stocked.

Hospitality & Catering Supplies:

Enhance your operations with essential supplies like tableware, disposables, cleaning products, and more.

Non-Consumables: Ensure smooth operation with housekeeping supplies, pool chemicals, office stationery, and maintenance tools.

Beyond Products: Building Your Success

We go beyond simply supplying products. We offer additional services



Custom Blending & Substitutions: Looking for a specific ingredient or need a cost-effective alternative? We can help you find the perfect solution.

Innovative Products & Ideas: Discover the latest trends and explore innovative products that can enhance your offerings and streamline your operations.

Cost-Saving Strategies: Our team can help you identify areas for savings and optimize your procurement process, maximizing your profitability.

Benefits for Your HORECA Business:

Simplify Procurement: Save time and resources by managing all your needs through one trusted supplier.

Focus on What Matters Most: With a reliable supply chain, you can dedicate your time to delivering exceptional guest experiences.

Enhanced Efficiency: Optimize your operations with innovative products and cost-saving solutions.

Partner with BuildMart and experience the difference.



SUPPLIES CATEGORIES



MEAT & POULTRY



SEAFOOD



DAIRY & CHEESE



PASTRY & BAKERY



GROCERIES



BEVERAGES



GOURMET PRODUCTS



HEALTH & ORGANIC



MINIBAR SNACKS



DISPOSABLE
PRODUCTS



NON-FOOD



HOSPITALITY SUPPLIES

OTHER SPECIAL CATEGORIES



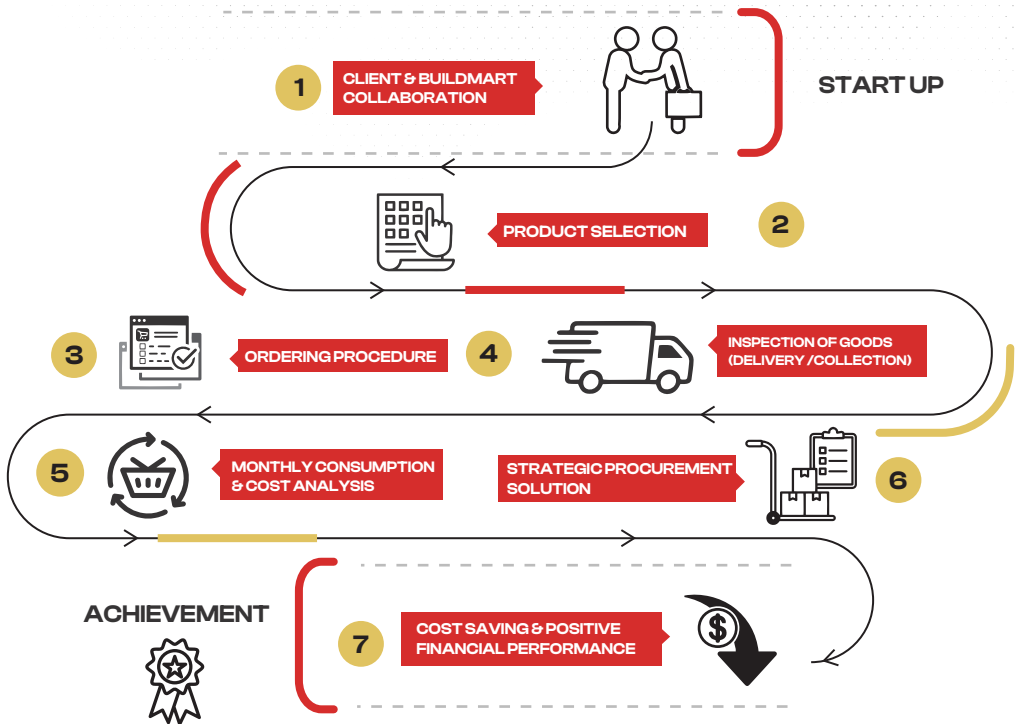
BENEFITS OF OUT-SOURCE PROCUREMENT SERVICES

- Reduced Costs & Increased Profitability
- Streamlined Operations & Saved Time
- Simplified Administration & Peace of Mind
- Expert Sourcing & Competitive Pricing
- Improved Efficiency & Inventory Management
- Enhanced Financial Performance



WORKFLOW (Success Route)

Structure



WORKFLOW

1. Client & BuildMart Collaboration

We work closely with you to understand your unique needs and develop a customized procurement strategy tailored to your HORECA business.

2. Product Selection

Explore our extensive product catalog featuring a variety of high-quality supplies to meet all your hospitality requirements. Our team is here to assist you in selecting the perfect products for your operation.

3. Ordering Procedure

Enjoy a simplified ordering process with our user-friendly online platform (coming soon) or leverage the support of your dedicated account manager to place your orders effortlessly.

4. Inspection of Goods (Delivery/Collection)

Our commitment to quality starts with thorough inspections at origin and upon delivery, ensuring you receive only the best products to meet your HORECA standards.

5. Monthly Consumption & Cost Analysis

Gain valuable insights into your procurement trends with detailed monthly reports analyzing consumption and cost patterns. This data empowers you to make informed decisions for future optimization.

6. Strategic Procurement Solution

We go beyond basic supply. Our team of experts analyzes your procurement data and identifies potential cost savings. We recommend innovative solutions to optimize your HORECA procurement process and streamline your operations.

7. Cost Saving & Positive Financial Performance

Partnering with BuildMart leads to significant cost reductions through efficient procurement solutions. Experience improved bottom lines and achieve positive financial performance for your HORECA business.



2. IMPORTATION & DISTRIBUTION

We pride ourselves in being a Brand Builder, working hard with leading local and global brands to elevate their market positions in Tanzania for the long-run.

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we distribute our products to local distributors, wholesalers, retailers (e.g. hypermarkets, supermarkets, traditional markets, etc.) and the food service industry (e.g. restaurants, cafes, hotels, lodges, catering services, etc.) throughout Tanzania.

FMCG RANGE

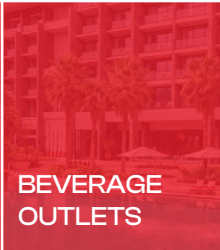
Bloom



AQUELLE



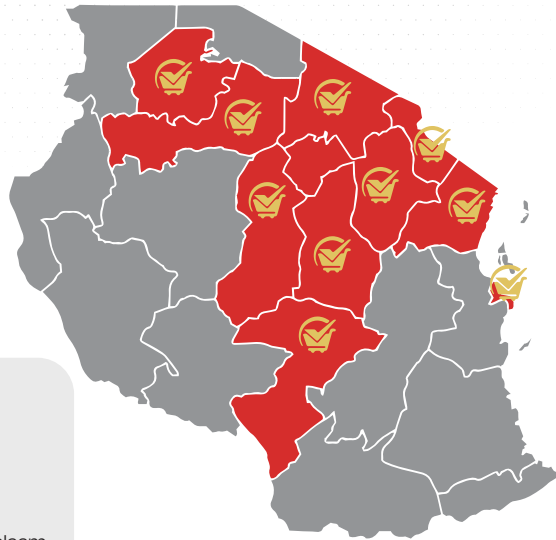
OUR DIRECT REACH



OUR DIRECT REACH

Buildmart Limited proudly boasts an expansive reach that spans across the varied landscapes of Tanzania's regions. From the bustling urban centers to the remote rural areas, our company's footprint is felt far and wide.

With a commitment to excellence in FMCG and customer service, we strive to bring our expertise and quality products to every corner of the nation.



COVERED REGIONS

- Arusha
- Moshi
- Karatu
- Babati
- Singida
- Mwanza
- Kondo
- Dodoma
- Ininga
- Tanga
- Dar-es-salaam

OUR NUMBERS UPTO DATE

KMs²

426,331 (45%)

SHOPS

700+

**SUPER
MARKETS**

250+

AGENTS

12+





OUR COMPANY VALUES



ACCOUNTABILITY

for effective stewardship
of all of our business practices



PASSION

We believe in what we do
and take satisfaction in
providing safe, efficient energy



WORKPLACE DIVERSITY

to embrace various backgrounds
and perspectives in our workforce
so we can best serve our
broad customer base



CUSTOMER RESPONSIVENESS

resulting from engaging with our customers
and incorporating their feedback to
improve our services



ADAPTABILITY

of effectively changing
course when the situation or
environment calls for it



DEVELOPMENT

to build the knowledge we need
to grow and excel in our
individual and divisional roles



OUR MISSION

To deliver high-quality food and beverage products from well-established local and global brands to consumers in Tanzania.

We are also committed to delivering services of the highest quality to both our customers and business partners.



OUR VISION

To set the standards for supply management to achieve recognition as the leading supply management organization in Tanzania

To be Tanzania's most trusted imports and distribution company for food and beverages products and other consumer and non-consumer goods.

— OUR SUCCESS TEAM



KARUN GUPTA
MANAGING DIRECTOR



NEHA GUPTA
SALES & MARKETING DIRECTOR



ASHISH MINOCHER
SALES & MARKETING MANAGER
(DISTRIBUTION)



ISLAM ALI
GENERAL MANAGER



Su Baocheng 苏保成
BUSINESS CONSULTANT
(CHINA)

OUR SUCCESS PARTNERS

HORECA



GRAN MELIÁ
HOTELS & RESORTS

Asilia
GENUINE SAFARIS | GENUINE DIFFERENCE



ONE NATURE[™]
HOTELS & RESORTS



FOUR SEASONS

NIMALI

FOUR POINTS
BY SHERATON



entara



elewana
COLLECTION



and many
more...

OUR SUCCESS PARTNERS

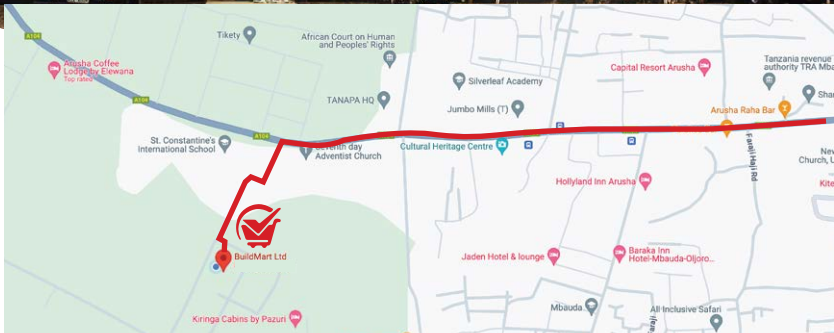
IMPORTATION & DISTRIBUTION



and many
more...

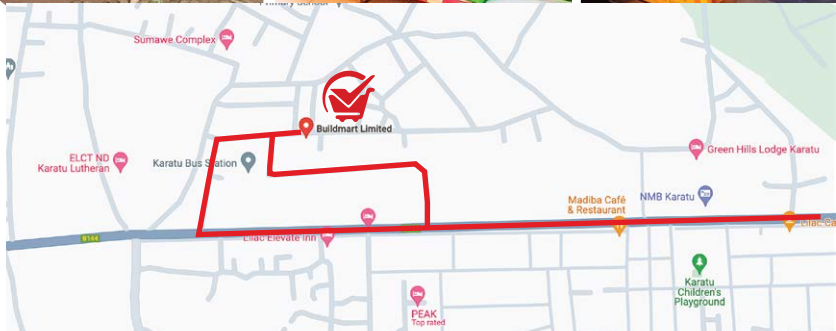
WHERE WE ARE

ARUSHA HQ



Inside TGI Logistics near St. Constantine International school

KARATU BRANCH



Near Karatu Bus Stand



CONTACTS

ARUSHA HQ

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