



**BUILD**MART  
LIMITED

**FOOD & BEVERAGE**

HORECA | IMPORTERS | DISTRIBUTORS

[www.buildmart.co.tz](http://www.buildmart.co.tz)



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Thank You!



## — INTRODUCTION

**Buildmart** Limited is Tanzania's premier imports and distribution company, specializing in high-quality consumable and non-consumable products from leading global brands. Established in July 2013, we have grown to become the trusted partner for Tanzania's hospitality industry, serving high-end hotels, lodges, restaurants, cafes, and catering services nationwide.

Our expertise lies in understanding the unique demands of the Hotels, Restaurants, and Catering (HoReCa) sector. We don't just deliver products – we deliver reliability, quality, and service excellence that keeps your operations running smoothly.

### **Why HoReCa Professionals Choose Buildmart:**

**Specialized HoReCa Expertise:** Deep understanding of hospitality industry requirements and timing demands

**Advanced Online Ordering System:** Streamlined procurement with real-time inventory and order tracking

**Comprehensive Reporting:** Detailed analytics and reports to help you manage costs and optimize operations

**Unmatched Service Excellence:** Dedicated account management and responsive customer support

**Operational Efficiency:** Reliable delivery schedules that align with your business needs

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**At Buildmart Limited, we're not just in the business of procurement & distribution – we're in the business of powering your success.**

# — OUR COMPANY STRUCTURE



**HORECA**  
(HOTELS, RESTAURANTS, CATERERS)

To Hospitality  
Industry & Bulk  
Consumers



**IMPORTS &  
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, and Café/Caterers)

## **BuildMart: Your One-Stop Shop for Streamlined HORECA Procurement**

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 dairy, 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, eco-friendly packaging, and much more..

### **Beyond Products: Building Your Success**

We go beyond simply supplying products. We offer additional services to help you monitor and control your purchases and cut costs to achieve operational excellence.



**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



DRY FOOD



DAIRY & CHEESE



DISPOSABLE PRODUCTS



ECO-FRIENDLY PACKAGING



HOSPITALITY SUPPLIES



HEALTH & ORGANIC



MEAT AND POULTRY



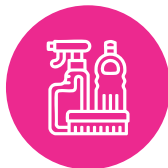
PASTRY & BAKERY



SEAFOOD



BEVERAGES



CLEANING MATERIAL



COMMODITIES



## OTHER SPECIAL CATEGORIES



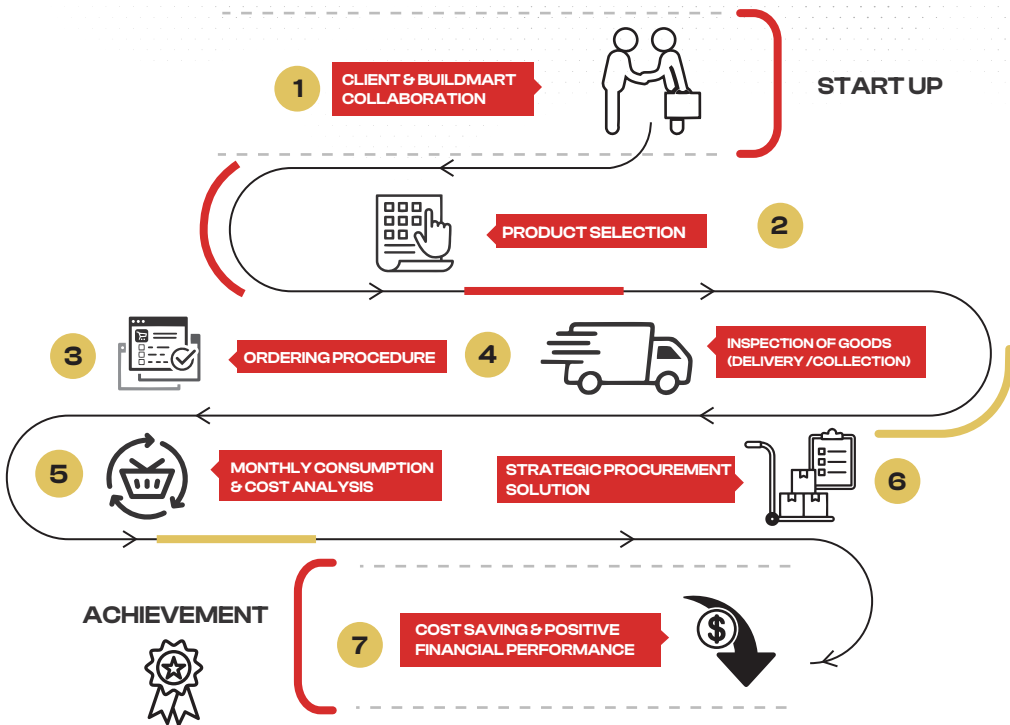
## BENEFITS OF OUT-SOURCE PROCUREMENT SERVICES

- Reduce Costs & Increase Profitability
- Streamline Operations & Save Time
- Simplified Administration & Peace of Mind
- Expert Sourcing & Competitive Pricing
- Improve Efficiency & Inventory Management
- Enhance Financial Performance



# WORKFLOW (Success Route)

## Structure



# WORKFLOW

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## **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 operations.

## **3. Ordering Procedure**

Enjoy a simplified ordering process with our user-friendly online system 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.

With our long-established Import and distribution channel, we distribute our products to local distributors, wholesalers, retailers (e.g. hypermarkets, supermarkets, traditional markets, etc.) throughout Tanzania.

FMCGRANGE



AQUELLE



Bloom



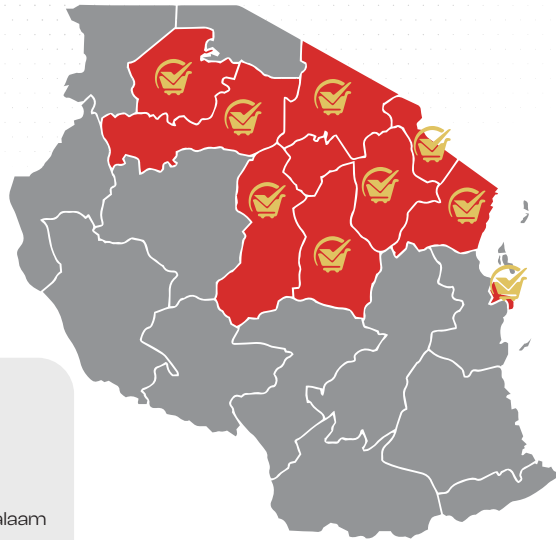
# OUR DIRECT REACH



# 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
- Tanga
- Dar-es-salaam

## OUR NUMBERS UPTO DATE

### KMs<sup>2</sup>

426,331 (45%)

### SHOPS

700+

### SUPER MARKETS

250+

### AGENTS

12+









# OUR COMPANY VALUES

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## **ACCOUNTABILITY**

for effective stewardship  
of all of our business practices



## **PASSION**

We believe in what we do and we  
take satisfaction from providing an  
excellent customer experience



## **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 be the most reliable partner for Tanzania's hospitality industry by delivering premium food and beverage products with unmatched service excellence, operational efficiency, and industry expertise



## OUR VISION

To set the standard for HoReCa supply management in Tanzania, recognized as the leading distribution partner that elevates the hospitality experience through superior products and services.

## — OUR SUCCESS TEAM



**KARUN GUPTA**  
MANAGING DIRECTOR



**NEHA GUPTA**  
HORECA-DIRECTOR



**ISLAM ALI**  
GENERAL MANAGER



**ASHISH MINOCHER**  
SALES & MARKETING MANAGER  
(DISTRIBUTION)



**Su Baocheng** 苏保成  
BUSINESS CONSULTANT  
(CHINA)

## OUR CUSTOMERS SAID IT BETTER



*A wide range of products are there on the site that makes shopping much easier and hassle-free.*

*Arviii Bhogal*



*Best Shopping Mall Around Karatu, Lots of stuffs with cheap/affordable prices compare to in Retail Shops around the town.Very kind and helpful staff.Worth visiting and doing shopping.*

*Joram Sumawe*



*Very responsive and professional team.*

*Ulrich Kuerzinger*



*Variety of different Indian and African stuff.*

*Ràhùl Yădáv*

# OUR CUSTOMERS SAID IT BETTER



*We have been working with you on procurement, and you are doing very well and are well committed. It is very rare to have a challenge with you. You're doing great.*

**Manase W. Mbise**

*Account Mount Kilimanjaro Safari Club*



*I've been a satisfied Buildmart customer for over 10 years; they have been providing us with great customer service and really reasonable pricing. I've always felt that I am dealing with a family business with Buildmart...*

**Erick Mmari**

*Logistics & Procurement ass.*



*Having met proprietors of Foodplumore and been to their premises I found them very professional, friendly and have a huge variety of amazing products. Highly recommended.*

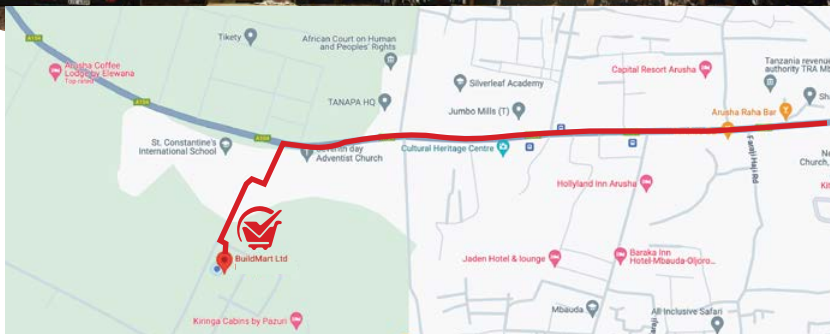
**Simal Raicha**

and many  
more...



# WHERE WE ARE

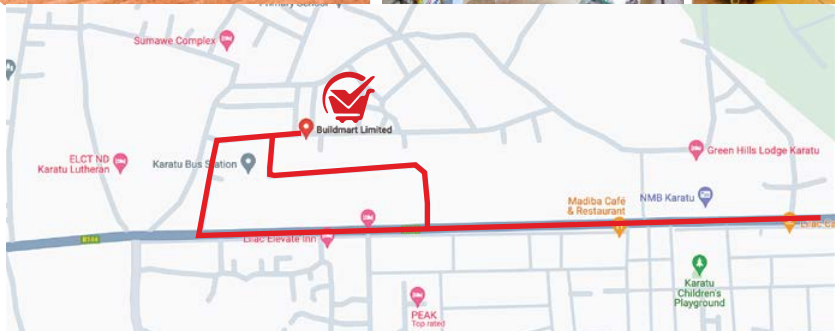
## ARUSHA HQ



Inside TGI Logistics near St. Constantine International school



# KARATU BRANCH



Near Karatu Bus Stand



## CONTACTS

### ARUSHA HQ

CALL: +255 784 326 325

+255 684 141 300

EMAIL: [info@buildmart.co.tz](mailto:info@buildmart.co.tz)

[gm@buildmart.co.tz](mailto:gm@buildmart.co.tz)

### KARATU BRANCH

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