BURTON & BAMBER CO. LTD
NATURAL GOODNESS FROM KENYAN FARMERS
MAY 2022
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Kenya is a HUGE producer of mangoes BUT low quality, high pest infestation and low value addition limits diversification of use of this crop

200,000 small holder farmers rely on mango crops for a livelihood BUT earn an average of US$ 106/p.a.

RESULT: 7/10 mangoes simply rot in the field due to lack of access to markets, low quality and over supply
OUR STORY CONT.

Small holder farmer

Value addition

Bring to market

Buy mangoes (and other inputs) to:
1. Create sustainable income for farmers
2. Reduce food loss

Mango processing through dehydration

1. Local market, with relevant products and engaging brands
2. Access global market
VISION

To be the market leading Kenyan manufacturer and distributor of better-for-you fruit and vegetable-based products ensuring sustainable incomes right to the bottom of the value chain.

MISSION

To provide market access for small holder Kenyan farmers, reduce post harvest loss through local value addition, developing a sustainable industry with multi brand healthy food products for East African markets and branded, bulk or white label exports into Europe and the wider world.
PRODUCT PORTFOLIO

SHOWN: Dried fruits and rolls, granola, fruit bites
ALSO: Fruit and vegetable puree, sweet potato Crackies

ALL BURTON AND BAMBER PRODUCTS ARE PRODUCED IN AN FSSC 22000 CERTIFIED FACTORY WITH GLOBAL GAP CERTIFIED INPUTS*
FOOD PROCESSING TECHNOLOGIES

Aseptic processing

Dehydration

Packaging
1. DEHYDRATION

Electric heat pump dryer for uniform, energy saving, food safe processing
DEHYDRATION CONT.

Refraction window technology

Drying Conditions:
- Low temperature drying with no carriers
- No extreme pressures or chemicals
- Microstructure of finished product is uniform and non-porous

Film conveyor

Circulating Hot Water

Finished product flakes
2. ASEPTIC PROCESSING

Microwave Technology
ASEPTIC SWEET POTATO PUREE

Fresh Roots → Steamed and pureed → Aseptic Sweet Potato Puree
TRAINING & COMMISIONING

Training: Equipment Operations

First aseptic puree outputs
APPLICATION

R&D – sweet potato products
## Microwave Processing – Quality Attributes

<table>
<thead>
<tr>
<th>Attributes/Puree Types</th>
<th>Fresh</th>
<th>Frozen</th>
<th>Canned</th>
<th>Conventional Aseptic</th>
<th>Microwave Aseptic</th>
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<tbody>
<tr>
<td>Commercially Sterile</td>
<td>✗</td>
<td>✗</td>
<td>✗</td>
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<tr>
<td>Ambient Storage</td>
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<td>✗</td>
<td>✗</td>
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<td>Superior Natural Color</td>
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<tr>
<td>Superior Flavor</td>
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<td>✓</td>
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<td>Fresh Appearance</td>
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<td>Preferred Texture</td>
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<td>Ease of Use</td>
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<td>High Beta-Carotene Retention</td>
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<td>% Preferred [Sensory Test]</td>
<td>25%</td>
<td>1%</td>
<td>5%</td>
<td>1%</td>
<td>68%</td>
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</table>
MICROWAVE HEATING IS:

✓ Safe
✓ Fast
✓ Gentle
✓ Flexible
✓ Efficient
✓ Proven
3. PACKAGING: MODIFIED ATMOSPHERIC PACKING (MAP)

- Vacuum
- N/CO2
- Active
DATA UTILIZATION

1. **Maintain the food safety management system**

2. **Traceability**: Every process step from farm to market is strictly documented to ensure the products can be traced from source to customer. Our value chain is completely transparent, delivering ethical accountability for consumers and guaranteeing food safety.

3. **Digital media**: As a customer focused organisation, Burton & Bamber uses digital media such as social media and website to engage and understand the needs of its customers better in order deliver and surpass customer expectation.
TRENDS

Global shift towards achievement of health and wellness goals through dietary choices

• Burton and Bamber delivers better-for-you snacks and food ingredients with higher nutrition profile, supporting healthy eating and functional food objectives
• Our products are suitable for and appeal to the growing vegan, vegetarian and flexitarian demographics, supporting sustainable goals

Adoption of circular Economy to minimize waste, pollution & Climate change

• Fruit and vegetable waste from the processing plant is used to feed insects (black soldier flies) which are dried and used as protein source for animal feed or manure.
IMPACT

SDG 1: End Poverty  SDG 5: Gender Equality  SDG 8: Decent work and Economic Growth

- Over 1 Million Kgs of fruit and vegetables purchased from approx. 700 small holder farmers in 5 counties across Kenya
- Burton and Bamber provides employment to over 70 staff during peak season, majority women & youth

SDG 2: Zero Hunger  SDG 3: Good Health and Wellbeing

B&B contributes to reducing malnutrition, health & wellbeing through nutrient rich inputs, such as orange flesh sweet potato.

SDG 9: Industry, Innovation & Infrastructure

Aseptic processing using microwave technology is the first of its kind in Africa

SDG 17: Partnerships for the goals

We are in partnership with donor agencies including FCDO (CIP), USAID (RTI) farmer cooperatives, institutions and government
CHALLENGES

Supply of fruits/vegetables
  • Pest and disease infestation
  • Inadequate infrastructure at farm level
  • High transportation costs between last mile farms and factory

Access to capital
  • High cost of innovative technology
  • Limited processing capacity

Infrastructure
  • Unstable access to potable water
  • Erratic electricity supply
OUR TEAM

Jonathan Bamber  
Co-founder/Director

Ofelia Burton  
Co-founder/Director

KEY MIDDLE MANAGEMENT

Molly Abende  
Production Manager

Mercy Ng’ang’a  
Senior Accountant

Ana-Mwende Wambua  
Business Development Manager

Linet Wanjiru  
Field Team Lead

Benedict Makau  
Plant and Equipment Manager
PARTNERS
ANY QUESTIONS?

Molly Abende
Production & QA Manager
molly@burtonandbamber.com

Sweetunda
sweetunda_kenya
sweetunda.com
THANK YOU!