Entrepreneurship – Developing a Culture of Innovation in an Organization

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**Deloitte** 











Investec

Asset Management



# **SUPREME BRANDS**



# Supreme Brands at a Glance...

#### **Overview:**

- Company Name: Supreme Brands
- Year Founded:
- Products : Coral Soft and Soft Touch toilet Paper; Happy Nappy baby diapers
- Website: <u>www.supremebrands.co.zw</u>

#### **EXTRACTS OF OUR TOILET PAPER PRODUCT PORTFOLIO:**

2010



4 Pack Basic



4 Pack Premium



4 Pack Luxury

Two Roll Pack Concept is New & Relevant to Zimbabwe



10 Pack



50 Pack Basic & 50 Pack Luxury





# Forced to Start Nimble...





# Building With no Working Capital...





# Patiently Moving Out of Scarcity...





# Patiently Moving Out of Scarcity...











# Building a Professional Sales Organization...





# Then Winning Trust...



















# ... Enabling us to Dominate a Niche









# Expanding, but Staying Close to Home...



Small





Medium

0 20



Large

Extra-Large



# Less Challenging Second Time Around...



**TM Mutare** 



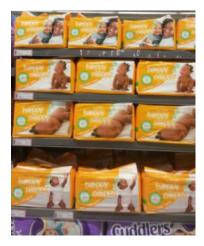
**N** Richards Checheche



Pick n Pay Bulawayo



TM Hwange



Pick n Pay Mutare





TM Chivhu



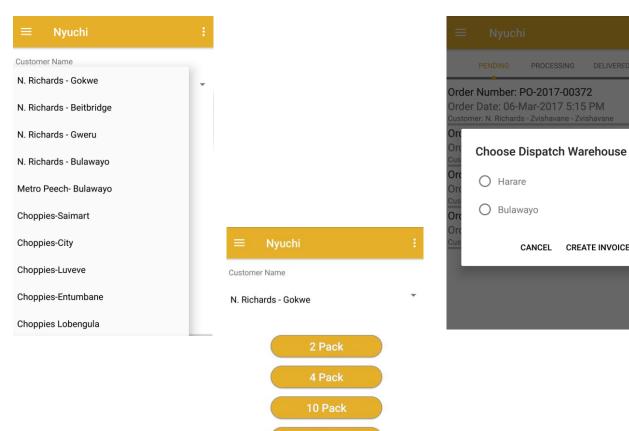
# Harnessing Technology...



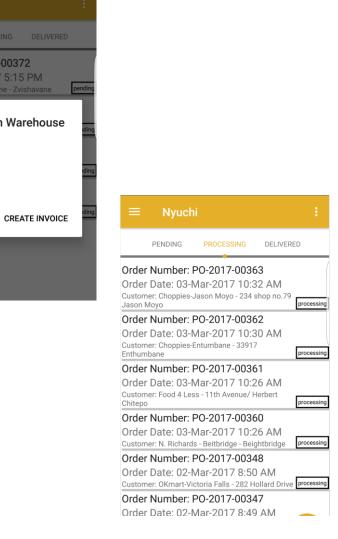




# Harnessing Technology...



50 Pack



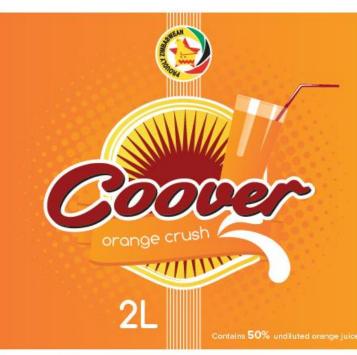


## Truly Home Grown...



Cococce rospberry 2 Byrup

first for thirst



first for thirst



first for thirst



first for thirst

When its all said and done...

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