Entrepreneurship – Developing a Culture of Innovation in an Organization

Faraimose Kutadzaushe CA(SA), CFA, MBA (Stanford)









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



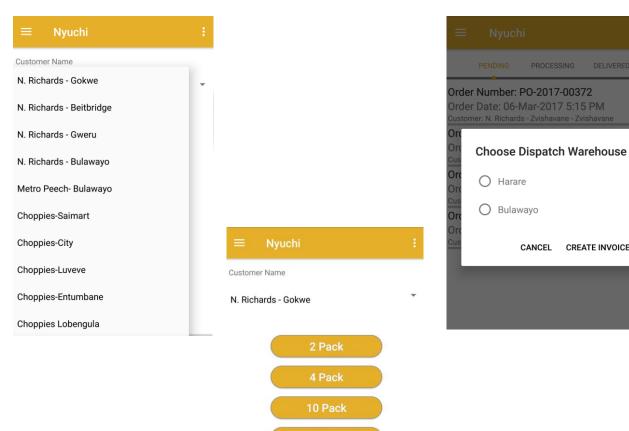
Harnessing Technology...



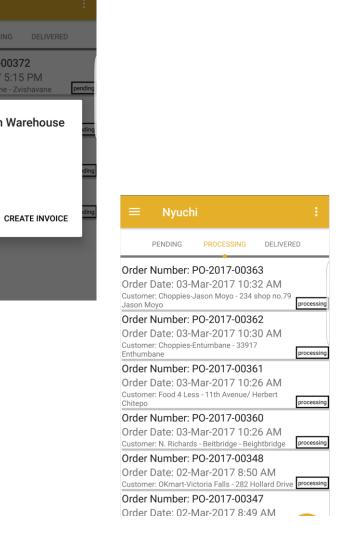




Harnessing Technology...



50 Pack



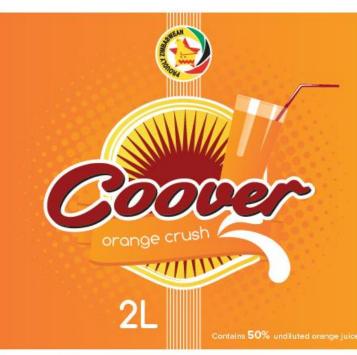


Truly Home Grown...



Cococce rospberry 2 Byrup

first for thirst



first for thirst



first for thirst



first for thirst

When its all said and done...

Faraimose Kutadzaushe CA(SA), CFA, MBA (Stanford)









Deloitte







Goldman Sachs





Asset Management