



Massive Untapped Value in the Tigernut Value Chain



THE PROBLEM

A high-demand superfood exists—but the value chain is broken. Over 70% of tiger nuts in Africa are sold raw with little to no value addition, leaving enormous economic potential unrealized.

70%+ Sold Raw

Smallholder farmers lose significant income potential due to lack of processing and structured markets

Unmet Global Demand

Rising global demand for organic, plant-based, gluten-free foods is unmet by current supply

Limited Certified Supply

Certified organic tiger nut products are scarce globally despite surging consumer interest

Post-Harvest Waste

Inefficiencies and waste reduce profitability across the entire value chain



Building Africa's Leading Organic Tigernut Value Chain

THE SOLUTION

We transform tigernuts from a low-value crop into high-value, export-ready organic products — certified to EU, USCOEA & USDA organic standards.

Our Product Range

KOVI Organic Tigernut Powder

Premium certified organic powder for food & beverage manufacturers and health-conscious consumers

Tigernut Oil

Cold-pressed oil for food, cosmetics, and personal care applications

Animal Feed from By-Products

Zero-waste model — every part of the tigernut is monetized

Sourcing

Procure from certified outgrowers

Processing

Convert to EU & USDA organic products

Distribution

Supply local and regional markets

Export

Ship certified products to global markets

A Rapidly Growing Global Market

MARKET OPPORTUNITY

\$200B+

Global Organic Food Market

Growing at 10%+ annually with no signs of slowing

\$160B

Plant-Based Market by 2030

Projected size of the global plant-based food market

10%+

Annual Growth Rate

Organic food sector compound annual growth rate

Demand is surging for gluten-free products, dairy alternatives, natural oils, and superfoods — all categories where tigernut excels.



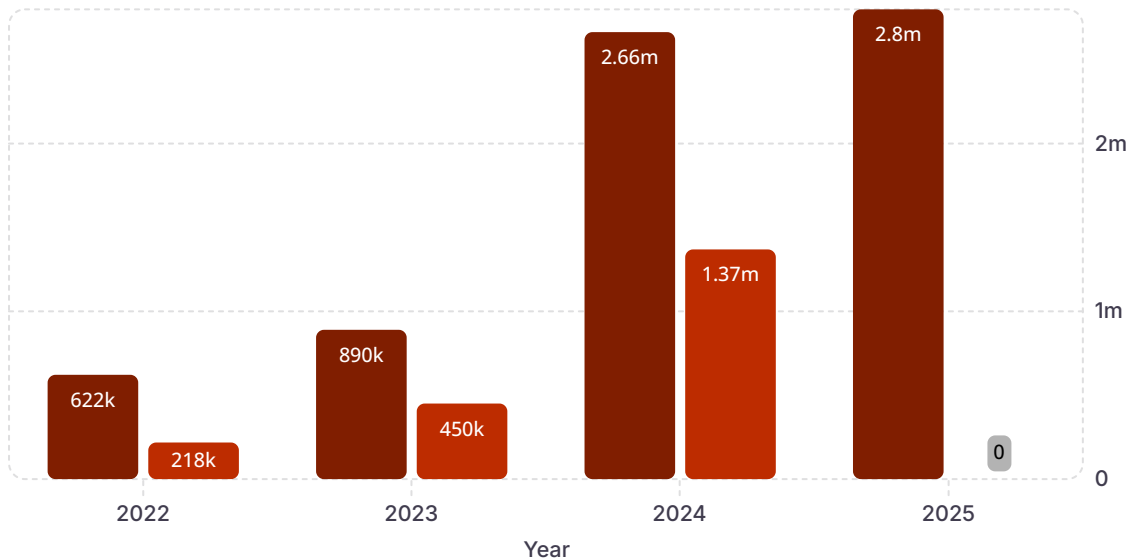
📍 Expansion Markets: Ghana → USA, Canada, Europe → Next: Japan & broader Africa



Proven Growth & Market Validation

TRACTION

■ Revenue (GHS) ■ Profit (GHS)



Revenue surged **+199% in 2024**, with 2025 on track to exceed GHS 2.8M. Profit growth mirrors revenue, validating the high-margin value-addition model.

Key Highlights

→ Global Customers

Ghana, USA, Europe & Australia

→ 200+ Outgrowers

Predominantly rural women empowered through our outgrower scheme

→ 3,000+ Jobs Created

Direct and indirect employment impact

→ Major B2B Clients

FanMilk, Twellium, Cocoa Processing Co., Fairafric Ltd

Scalable, Multi-Revenue Model

BUSINESS MODEL

A zero-waste, vertically integrated model that generates revenue at every stage of the value chain — from raw sourcing to premium export.



Tigernut Powder

B2B supply to manufacturers and direct retail — the flagship product driving the majority of revenue



Tigernut Oil

Premium cold-pressed oil for food applications and the fast-growing cosmetics & personal care sector



Animal Feed

By-products converted into animal feed — zero waste means every input generates revenue



Bulk Supply Contracts

Long-term B2B agreements with major food manufacturers provide stable, recurring revenue

✔ **Why It Works:** High margins from value addition + zero-waste multiple revenue streams + export pricing advantage = a highly profitable, scalable model.

📄 **The Flow:** Source from outgrowers → Process into certified organic products → Sell locally & export globally

Strong Positioning in an Underserved Market

COMPETITION & ADVANTAGE

The Competitive Landscape

Raw Tignut Traders

No to little value addition, no certification, price-sensitive commodity market

Small-Scale Processors

Limited capacity, no organic certification, little export capability, inconsistency in quality

KVCL's Winning Advantages

- **Certified Organic** — EU ,USCOEA & USDA compliant, the key differentiator in premium markets
- **End-to-End Control** — full value chain from farm to export
- **Zero-Waste Model** — maximizes margin at every stage
- **Strong B2B Relationships** — established contracts with major companies
- **Premium Quality** — superior smoothness, packaging, and consistency
- **Established Export Presence** — already shipping to USA, Europe, Australia

Positioning: **Premium, certified, scalable** — not just a local processor. KVCL is building a global brand from Africa.

Multi-Channel Growth Strategy

GO-TO-MARKET

Distribution Channels



B2B Supply to Manufacturers

Direct supply agreements with food & beverage companies — high volume, stable revenue



Distributors & Wholesalers

Leverage established networks for rapid market penetration across regions



Retail & Supermarkets

Premium shelf placement in health food stores and major supermarket chains



Export Partnerships

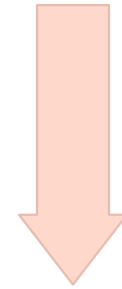
Strategic partnerships with importers in USA, Canada, Europe, and Japan



Digital & Brand Marketing

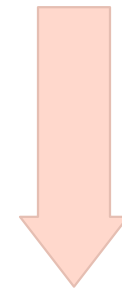
Build global brand awareness and drive direct-to-consumer sales online

Growth Plan



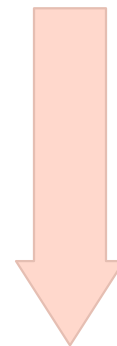
Regional Supplier

Dominant position in Ghana with established B2B contracts



Export Leader

Expand footprint in USA, Canada, Europe — leverage certifications for premium pricing



Global Brand

Enter Japan & broader African markets — KVCL as the world's go-to organic tigernut brand

Experienced & Mission-Driven Team

THE TEAM

A powerful blend of agriculture, production, finance, and food science expertise — united by a mission to unlock Africa's tigernut potential.

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Kofi Vinyo

CEO & Founder

Award-winning farmer and agribusiness leader driving the vision and strategy of KVCL



Paemka Juliet

Administration & Operations

Ensures smooth day-to-day operations and organizational efficiency across all departments



John Allotey

Financial Management

Oversees financial planning, reporting, and controls to support sustainable growth



Peace Amponi

Production Operations

Manages processing quality, output targets, and production efficiency on the ground



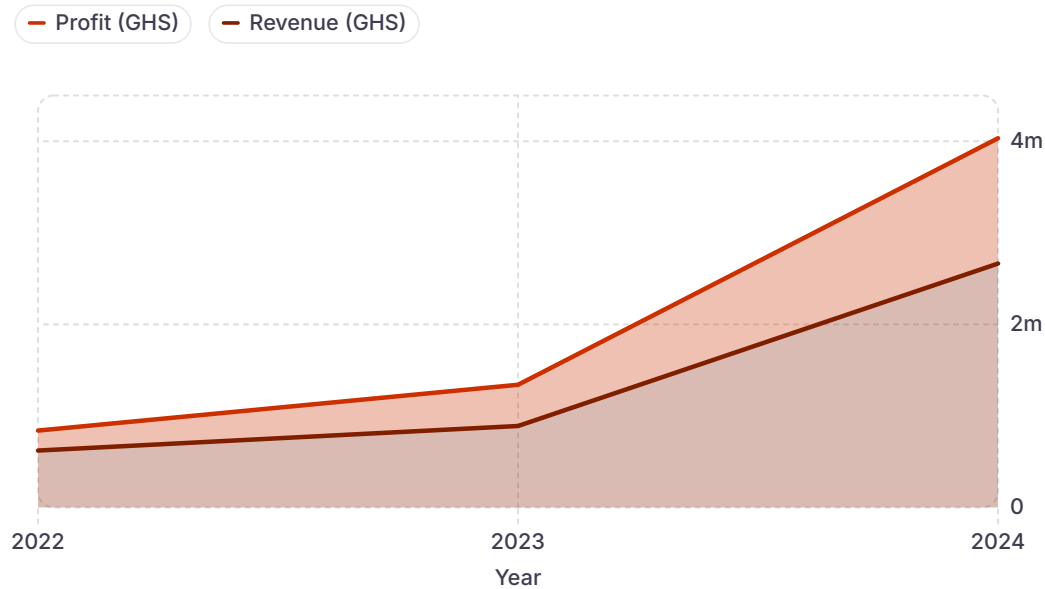
Dr. Herman Lutterodt

Food Quality Expert

Brings deep food science expertise ensuring product quality, safety, and certification compliance

Strong Growth, Clear Path to Scale

FINANCIALS



Four consecutive years of revenue and profit growth demonstrate a high-margin, scalable business model. Value addition is the engine of profitability.

Path to Scale — Next 3 Years

Increased Production Capacity

New machinery investment enables significantly higher output to meet growing demand from B2B and export clients

Export Expansion

Deepen presence in USA, Canada, and Europe while entering Japan and new African markets

New Contracts

Ongoing supply agreement discussions with major manufacturers will drive step-change revenue growth

Margin Strengthening

Operational efficiency gains and scale economics will improve margins further as volume grows

Scaling a High-Growth Agribusiness

THE ASK

GHS 20,000,000

Investment required to unlock the next phase of KVCL's growth

50% — Raw Materials

GHS 10,000,000

Expand outgrower sourcing network and strengthen the supply chain to meet growing demand

30% — Machinery

GHS 6,000,000

Increase processing capacity and efficiency to scale production and reduce unit costs

20% — Marketing

GHS 4,000,000

Drive export growth, build global brand presence, and penetrate premium international markets



Increased Production

Capacity to meet surging global demand for certified organic tigernut products



New Global Markets

Entry into Japan and expansion across North America and Europe



Stronger Supply Chain

Greater control, reliability, and traceability from farm to export



Revenue Scale-Up

Accelerated top-line growth driven by capacity, exports, and new contracts

KOFI VINYO AND COMPANY LIMITED (KVCL) is positioned to become a **leading global supplier of certified organic tigernut products**, combining strong financial growth, proven export demand, and scalable impact across Africa and beyond.