



*Impilo*  
PRODUCTS

Supplier of  
Good Quality  
Soya  
Products

**Healthy Boost of Soy**

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# Impilo Products (Pty) Ltd

- Est. in 2004
- Soya & Maize Flour Processor
- Food Applications
- State of the Art Technology



# Mission and Vision

- **Mission**

Is to Maximize profitability and shareholder value  
by marketing protein and functional related products  
that lead in quality and value for our customers  
and where required by customers

Being the preferred third party manufacturer thus creating value for  
customers.

- **Vision**

Is to be the best in our industry which means:

Suppliers, customers and government prefer us

Employees are proud to be associate with a successful team

Communities welcomes us

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# What do Markets want?

- Affordable Products
  - Likable Products – Taste Good!!!
  - Availability of consistent quality products
  - Sustainable
  - Hygienic Products/ Facilities
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# Focus on Development

- Industrial Markets
  - Toll Manufacturing
  - Projects (WISHH, Illinois Soy Bean Association - 2011)
  - Liaise in Feeding Schemes (School and Hospital)
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# Collaborative Study with NSRL

- 73 Mine Employees
  - 6 Month Study
  - Acceptability & Anthropometrics
- 100 Farm Employees
  - 1 Month Study
  - Acceptability
- 500 Gram packs of product (Porridge (Corn Soy) blend)





*The farm staff that partnered with NSRL and IMPILO*

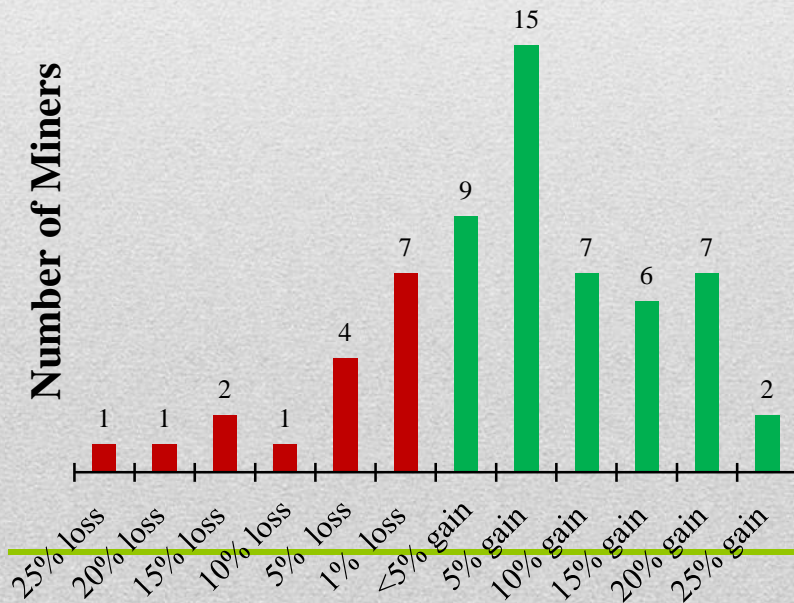


*Impala Mine Staff, NSRL, and IMPILO partner in testing this nutritious food available for purchase at the mine.*

# Anthropometric Portion of Mine Study

## Arm Muscle Area (AMA)

Miners Experiencing %  
change in Arm Muscle Area  
(AMA)



## Study Details:

- 73 Mine Staff
- Data Collected over six month period
- AMA indicator of anthropometric improvement in adults
- Large Trend in improvements in AMA



# Challenge

- Provide affordable, nutritional products to customers
  - Acceptable
  - Available
  - Sustainable
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# Acceptability

- **Characteristic**      **% Acceptability**      5 Point Hedonic Scale
  - Taste                      91.3%
  - Flavor                      94.7%
  - Appearance              89.7%
- Consumer willingness to pay av. R10.15 – R11.75 /500gr  
(RSA R2.03/ \$ 0.25 per portion (100gr))
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# Availability

- Products are available right through the year
  - Soya bean harvest is growing year on year
  - Maize is a staple feed and also available through out the year
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# Sustainability

- Currently no issues with supply chain
  - Products are more in demand, as people are introduced to it
  - Products are supplied to Hospitals through third parties and are growing in demand
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# THANK YOU!!!

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