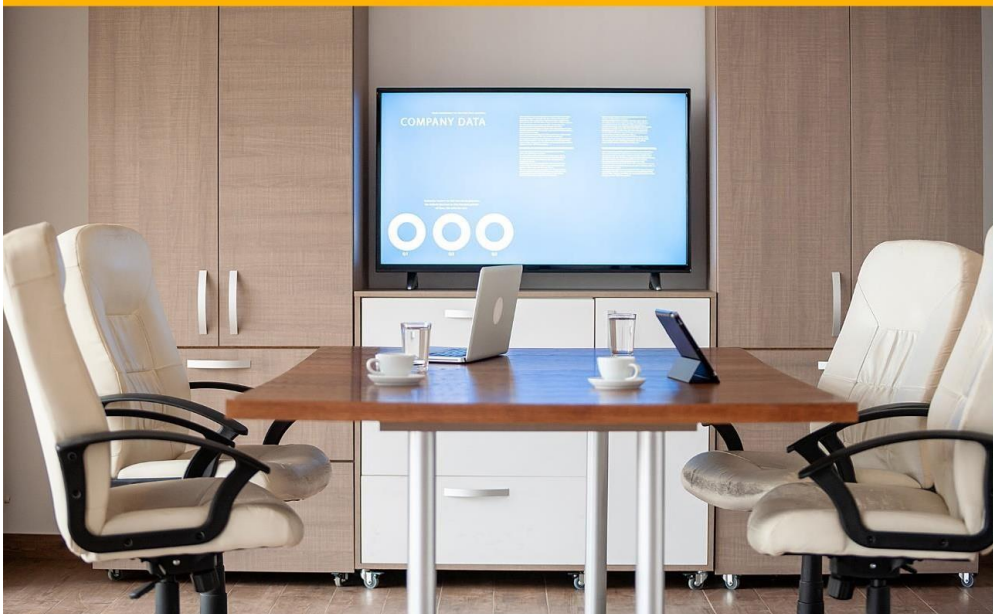




COMPANY PROFILE

2025

"Life from the earth, Growth
for Generations"



About Us

TerrieVie Limited is a registered Malawian agri-business with three years of active agricultural trading experience, now focused on cassava value addition. Our mission is to cultivate cassava on our own farm in Chikwawa District and work with smallholder out-grower farmers across Southern Malawi to produce and supply High Quality Cassava Flour (HQCF) to food manufacturers and institutional buyers.

From farm to flour, our vision is to manage the full value chain from planting and harvesting through to processing, packaging, and delivery. Our hybrid model combines own-farm production with contracted out-grower supply, offering consistent, MBS-compliant HQCF that gives food manufacturers a reliable local alternative to expensive wheat flour imports.

Our Mission & Vision

MISSION

To build a sustainable, commercially viable cassava processing operation that generates real income for smallholder farmers, creates local employment, and strengthens Malawi's food manufacturing sector.

VISION

To become Malawi's leading cassava value addition business transforming a widely grown but under processed crop into a premium ingredient that powers local food manufacturing and creates lasting economic opportunity.

The Market Opportunity

Malawi's cassava sector has a structural mismatch: production is reasonably strong across the country, but formal processing is critically underdeveloped. The result: farmers sell fresh roots at low prices before the 48-hour spoilage window closes, while food manufacturers pay premium prices for imported wheat flour because reliable local HQCF is unavailable.

Farmer Gap	Manufacturer Gap	TerrieVie's Role
Surplus cassava roots lost to spoilage; no processing access; low farm-gate prices cap expansion potential.	Cannot source consistent MBS-compliant HQCF locally; reliant on costly wheat imports.	Hybrid model — own 20-acre farm + out-grower network — closes both gaps simultaneously.

Our Products

Product	Target Market	Price Range
Premium HQCF	MBS-compliant; sold to food manufacturers & commercial bakers	MWK 2,200 – 2,500/kg

Standard HQCF			Local retailers, traders, composite millers	MWK 1,700 – 2,000/kg
Cassava product	Peel	By-product	Dried peels sold as animal feed — zero-waste model	MWK 700 – 900/kg

Our Operating Model

TerrieVie operates a lean, capital-efficient hybrid model across two supply streams:

Own Farm 20 acres rented in Chikwawa District Improved IITA disease-resistant variety Conservative yield: 300t fresh roots Expected HQCF output: ~66 tonnes	Out-grower Network (Year 2+) Contracted smallholder farmers in Chikwawa and surrounding areas Guaranteed offtake at agreed prices Scales processing volume without proportional capital increase
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Leadership & Advisory Team

Innocent Sandifolo	Co-Founder — Commercial lead. Responsible for buyer engagement, financial management, and strategic direction. Three years agricultural commerce experience across Zomba and surrounding districts.
Timothy Naluso	Co-Founder — Operations lead. Manages field operations, logistics coordination, and supplier relations. Joint lead on market research, site identification, and community engagement.
Vito Sandifolo	Technical Advisor — Cassava & tubers expert. Provides sustained advisory on variety selection, agronomic management, post-harvest handling, and HQCF processing quality standards.

Development Impact

TerrieVie directly advances Malawi's national agricultural development priorities — agro-processing promotion, wheat import substitution, rural income generation, and food security.

8–12	30–80	50%+
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Seasonal jobs created in Season 1	Smallholder households reached by Year 2	Target women employed in processing & harvest
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TerrieVie Limited | Cassava Value Addition

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