

SHERWOOD DAIRY



VISION

Botswana is currently dominated by imports, with approximately 95% of dairy products sourced from South Africa. The local market is characterized by a few small-scale dairy farms that struggle to compete with imported products due to limited production capacity and inconsistent quality. Major South African brands have established a strong presence, leveraging their extensive resources and established distribution networks.

Through a partnership with equity investors, we will raise \$10 million to create the initial dairy farm, producing high-quality milk and dairy products to meet local demand. This initiative will reduce reliance on imported milk across the nation and stimulate economic growth. Leveraging modern technology, sustainable practices, and strategic partnerships, Sherwood Dairy will deliver efficiency and profitability. Investors can expect robust returns driven by a burgeoning market need, government support for local agriculture, and a clear path to profitability within a few years.

Join us in reshaping Botswana's dairy industry and securing a lucrative investment opportunity in a high-growth sector.



SHERWOOD DAIRY

Founded in 2016, Pro Civil (Pty) Ltd trading as Sherwood Dairy is a pioneering agricultural venture based in the heart of Sherwood, Tuli Block, Botswana. Our mission is to transform Botswana's dairy industry by producing high-quality, locally sourced milk and dairy products. Recognizing the immense potential of Botswana's agricultural sector and the critical need to reduce dependence on dairy imports, we embarked on this journey to revolutionize local dairy production.

Since our inception, Sherwood Dairy has made significant strides in establishing itself as a key player in Botswana's dairy industry. What sets Sherwood Dairy apart is our unwavering commitment to quality, sustainability, and community development. Our facility is not just a production unit but a catalyst for

positive change in Botswana's agricultural landscape. We have forged alliances with local farmers, agricultural experts, and technology providers to build a robust supply chain and integrate best practices.



Sherwood Dairy is a transformative force in Botswana

Investment in modern dairy farming equipment and processing technology will enable us to maintain high production standards and efficiency i.e. full automated rotary parlors. Rigorous quality control measures ensure our products consistently meet the highest standards.

Sherwood Dairy is more than just a dairy producer; we are a transformative force in Botswana's dairy sector, delivering exceptional value to our customers and the broader community.





CHALLENGE

Botswana's dairy industry is currently underdeveloped, with the country importing 95% of its milk and dairy products from South Africa. The country's imports of dairy products, eggs, honey, edible products reached \$51.59 million USD during 2023, according to the United Nations COMTRADE database on international trade.¹

Heavy reliance on imports represents a significant economic drain, with substantial capital flowing out of the country annually. The global dairy market is growing, driven by increasing demand for milk and milk-based products due to rising population and changing dietary preferences. Demand for dairy products in Botswana is steadily increasing, fueled by a growing middle class and urbanization. Revenue in the Dairy Products & Eggs sector for 2024 is estimated at \$460.40 million USD.

SOLUTION

Beyond offering high-quality products to a balanced portfolio of customers, Sherwood Dairy is dedicated to fostering sustainable economic development in Botswana. By investing in local dairy production, we aim to reduce import dependency, create jobs, and stimulate the regional economy.

Our commitment to sustainability encompasses eco-friendly practices such as renewable energy use, waste recycling, and efficient resource management. These initiatives not only improve our environmental footprint but also ensure long-term economic resilience. Through community engagement and support for local farmers, we promote knowledge transfer and capacity building, driving inclusive growth and prosperity in the Sherwood, Tuli Block area and beyond.

COMPETITION

Botswana is currently dominated by imports, with approximately 95% of dairy products sourced from South Africa. The local market is characterized by a few small-scale dairy farms that struggle to compete with imported products due to limited production capacity and inconsistent quality. Major South African brands have established a strong presence, leveraging their extensive resources and established distribution networks.

¹ <https://tradingeconomics.com/botswana/imports/dairy-products-eggs-honey-edible-products>



PLAN

Our primary target customers will focus on B2B sectors, while also including direct-to-consumer channels.



Sherwood Dairy will offer a diverse range of dairy products. Our products are designed to meet the evolving preferences of our customers, emphasizing freshness, quality, and nutritional value. By producing locally, we ensure shorter supply chains, resulting in fresher products and reduced environmental impact.

- **Fresh Milk:** Produced and processed under stringent quality controls to ensure purity and freshness.
- **Yogurt:** Available in various flavors, catering to diverse consumer tastes.
- **Cheese:** High-quality cheese products for both retail and commercial use.
- **Butter and Cream:** Essential dairy staples produced to the highest standards.
- **Value-added Products:** Innovations such as lactose-free and fortified dairy options to meet specific dietary needs.

TEAM

Our leadership team's combined expertise in agriculture, veterinary science, finance, and marketing positions Sherwood Dairy for success. By leveraging our diverse skills and experiences, we are committed to operational excellence, financial stability, market expansion, innovation, and sustainability.





MILESTONES

Prior to 2024

Land acquisition
Farm development
Company founded
Small scale dairy

2024 - 2026

Equity fund raise
Construction
Equipment procurement
Operational launch
First production run

2027 - 2030

Product line expansion
Market penetration
Sustainability initiatives
National distribution
Innovation and R&D
Export market exploration

FINANCIALS

Sherwood Dairy aims to achieve robust financial growth by capitalizing on the high demand for locally produced dairy products in Botswana. Our financial targets are driven by strategic investments in infrastructure, technology, and market expansion. We are seeking investment of \$10 million USD which will be exchanged for equity in the company.

Operating Statements	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue						
Total no. of dairy cows	500	650	845	1,099	1,428	1,856
Cows in production	-	500	500	650	845	1,099
New heifers to be added to the herd the following year	-	150	195	254	330	428
Cows available for sale (non-heifers), birthed year before	-	-	150	195	254	330
Operational days for milking	-	305	305	305	305	305
Revenue - sale of cows	-	-	225,000	292,500	380,250	494,325
Revenue - sale of milk	-	2,440,000	2,440,000	3,172,000	4,123,600	5,360,680
Cost of Goods Sold	0	-1,265,750	-1,347,580	-1,549,756	-1,697,046	-1,851,792
Net Income	0	1,174,250	1,317,420	1,914,744	2,806,804	4,003,213
Operating Expenses						
Expenses	-	800,000	1,200,000	1,600,000	2,000,000	2,400,000
Total Operating Expenses	0	800,000	1,200,000	1,600,000	2,000,000	2,400,000
Pre-Tax Income	0	374,250	117,420	314,744	806,804	1,603,213
Source and Use of Funds						
Source of Funds						
Investment	10,000,000					
Use of Funds						
Build out and launch	-10,000,000					
Shareholder distribution (20% Pre-Tax Inc)		-74,850	-23,484	-62,949	-161,361	-320,643
<i>Remainder of Income is reinvested</i>						
	-10,000,000	-74,850	-23,484	-62,949	-161,361	-320,643
Operating Income/ (Losses)	0	374,250	117,420	314,744	806,804	1,603,213
Total Operating Expenses	-10,000,000	299,400	93,936	251,795	645,443	1,282,570
Net Change	0	299,400	93,936	251,795	645,443	1,282,570
Cash at Beginning of Period						
Net Change	0	299,400	93,936	251,795	645,443	1,282,570
Cash at End of Period	0	299,400	393,336	645,131	1,290,574	2,573,145





CONCLUSIONS

We are seeking a \$10 million equity investment to transform Botswana's dairy industry, reduce the country's dependency on imports, and stimulate local economic growth.

Sherwood Dairy is uniquely positioned to capitalize on a significant market gap, offering high-quality, locally produced dairy products. With a robust business plan, an experienced leadership team, and a clear path to profitability, we are poised for success. This investment represents not only a lucrative financial opportunity but also a chance to make a meaningful impact on Botswana's economy and community. Join us in pioneering a sustainable, profitable, and impactful venture that promises exceptional returns and lasting positive change.

Don't miss out on being part of Botswana's dairy revolution—invest in Sherwood Dairy today.



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5th Avenue Capital
Private Funding from \$10M to \$2B

