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News Insight FMCG

Middle East and Africa

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The "News Insight FMCG" newsletter aims at collecting news and developing insights on Fast Moving Consumer Goods market in the Middle East and Africa.

Infomineo gathers insights covering MEA region market trends and FMCG players' strategic plans: expansion projects, M&A, partnerships and projects, latest nominations, publications and events across countries of the region.

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Agenda

- [Latest news on FMCG players](#)
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Latest news on FMCG players

Unilever Nigeria's sales grew by 12.6% in first quarter 2016

- The company's Q1 revenue stood at N16.7 billion from N14.9 in Q1 2015. Its gross profit also recorded a 19.2 percent increase standing at N6.03 billion.
- Consistency in performance over the last two quarters demonstrates strong resilience despite the various economic challenges in the operating environment.

[Read more - Vanguard](#)

Heineken willing to increase its local investments in Sierra Leone

- The international beverage firm is the first producer of alcoholic beverages in the country. It is also planning to increase the share of locally-sourced materials, mainly the sorghum.
- Following an official visit in Sierra Leone, the president of Heineken's Asia Pacific and Africa offices announced that the firm will provide more support to the local farmers and buy more sorghum from them in order to produce its beverages.

[Read more - Makoni Times](#)

Nestlé starts operating its Pure Life mineral water factory in Nigeria

- The Swiss company just started operations at its Nestlé Pure Life mineral water factory in Abaji, Nigeria. The development of this plant required a N5.6 billion investment generating 111 jobs.
- This site will help the company reinforce its positioning in the Northern and Western areas of the country.
- To contribute to the development of technical skills locally, the plant will also have a training center to boost the skills of the company's young technicians.

[Read more – Premium Times Nigeria](#)

AB InBev agrees concessions with South Africa over SABMiller deal

- The company has committed to maintain its total permanent employment levels in South Africa for a five-year period at the date of closing its takeover of SABMiller. AB InBev has also pledged that no jobs will be lost as a result of the merger.
- The brewery company has also agreed to invest R1 billion to support small-holder farmers, and promote enterprise development, local manufacturing, exports and jobs. This investment will also finance 800 new emerging farmers and 20 new

commercial farmers to produce barley, hops, maize and malt for the company.

[Read more – Reuters Africa](#)

Henkel to acquire hair care brands from Procter & Gamble

- The German-based company reported that it agreed to buy a range of hair care brands from its U.S competitor P&G. In 2015, sales of the brands to be acquired (Pert, Shantou, Blendax, etc.) amounted close to USD100 million.
- The targeted brands have a focus on the Africa and Middle East markets. This deal will help Henkel expand its footprint in emerging markets.
- The transaction includes a portfolio of brands with leading positions in entry-level price segment.

[Read more – Reuters](#)

British American Tobacco signed a deal to invest in Mali

- British American Tobacco has signed an USD11.9 million deal with Malian state-owned tobacco company, SONATAM for the production and distribution of the Dunhill cigarettes in West Africa.
- This investment will permit to upgrade the production facilities. SONATAM's production will be brought to 3.2 billion cigarettes compared to 1.7 billion currently.

[Read more – Business Daily Africa](#)

Henkel's sales in the MEA region rise in 2015

- The company recorded a 17.3% increase in sales in the Middle East and Africa region to 1.3 million euros.
- All business units (Laundry and Home Care, Beauty Care and Adhesive Technologies) reported solid organic sales growth.

[Read more – Saudi Gazette](#)

Unilever partnered with UNICEF to improve water access in Kenya

- Through this partnership, Unilever and UNICEF are aiming to provide water management models that deliver results and attract more investment through the implementation of an innovative community and school-based programs promoting sustainable use of safe water.
- Ghana, Nigeria and Côte d'Ivoire have also been selected by UNICEF and Unilever to benefit from their partnership for improving access to safe water.

[Read more – Star Africa](#)

Almarai seeking to acquire controlling stake in UAE's National Food Products Co.

- The Saudi dairy company has confirmed its interest to acquire a controlling stake in the Emirati firm, National Food Products Co (NFPC).
- According to analysts, a stake in NFPC would help Almarai expand its product offering, geographical reach and chain integration.

[Read more – The National UAE](#)

Henkel is planning robust investment in Saudi Arabia

- The company's President of GCC and Regional Head of Finance for IMEA revealed that the company is planning to heavily invest in its Riyadh plant in 2016. This will increase Henkel's manufacturing capacity and production in the coming years.
- The Riyadh plant alone produces the majority of Henkel's Laundry & Home Care products for the other GCC markets where the company is present.

[Read more – Gulf Digital News](#)

Updates on retail industry

Pick and Pay plans expansion in Nigeria through a JV agreement

- The South African supermarket chain, Pick and Pay is planning to enter the Nigerian market through a joint venture with AG Levintis, a NSE-listed company with nearly 90 years of trading experience.
- This expansion is part of Pick and Pay's strategy for long-term sustainable growth. Pick and Pay will hold 51% of the joint venture.

[Read more – This Day Live](#)

Spar South Africa raises R2.2 billion in block trade

- The South African grocery, Spar Group raised R2.2 billion of new capital. This operation will help the company to finance its growth through the acquisition of Spar Switzerland and reduce debt which has increased following the purchase of Spar Ireland in 2014.

[Read more – IOL South Africa](#)

Uchumi Supermarkets closes five outlets in Kenya

- Following a deeper loss before taxation of Ksh 1.02 billion during the six months that ended December 2015, Uchumi has closed five of its outlets in Kenya. This closure is part of its reorganization process.
- The company's CEO stated that Uchumi is well on track to recovery. The closures will enable the firm to channel its resources to fewer branches and optimize operations.

[Read more – Tuko Kenya](#)

Carrefour opened a new hypermarket in Oman

- Carrefour has announced that its franchised partner, the Majid Al Futtaim Group opened a seventh Carrefour Hypermarket in Oman.
- Majid Al Futtaim owns a 165-store network, including 72 Carrefour hypermarket, 86 Carrefour Market and 7 Carrefour City in 15 countries.

[Read more – EPR Retail News](#)

Al Meera acquires 100% stake in Spinneys Qatar

- The Qatari retailer, Al Meera Consumer Goods Company has agreed to buy 100% of the local business of Egyptian premium supermarket chain Spinneys. This transaction was made through its subsidiary Al Meera Holding Company for a purchase price of USD 30 million.
- With this deal, Al Meera aims to secure and consolidate its market share.

[Read more – Nooz](#)

Choithram opened Sierra Leone's biggest supermarket

- UAE-based Choithram has opened its fourth supermarket in Sierra Leone. The 6,000 sq. metre store is located in Wellington (East of Freetown).
- Established in the country since 1944, Choithram also operates a Memorial Hospital in the country.

[Read more – Awoko](#)

Lulu Group opened its sixth hypermarket in Bahrain

- As part of its expansion plan in Bahrain for which the company has committed a BD100 million (USD54 million) investment, Lulu Group has opened a new hypermarket in the country.
- The group will also open two more hypermarkets by the end of 2017 at Saar and Busaidi in Bahrain.

[Read more – The Peninsula](#)

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