



**A Meridian Group Company**

**Company Profile**  
Grain Securities Limited  
2017



## **Grain Securities Limited**

Phone: +265 (0) 1710 437  
Email: info@gsl.mw  
Address: GSL Silo Complex, off Salima Road. Kanengo, Lilongwe, Malawi.

### **MISSION**

Through our national footprint and accredited storage facilities, Grain Securities Limited (GSL) is dedicated to providing reliable storage to smallholder farmers, as well as competitive and direct markets for their produce. Simultaneously, we are committed to building our manufacturing capacity to add value to the produce we procure.

### **VISION**

GSL to be the preferred partner in the procurement, storage, supply and general trade of agricultural commodities and value-added food stuffs to the commercial, NGO and Governmental client base nationally and regionally.

### **OVERVIEW**

GSL was established in 2008. Our silo facilities provide an opportunity for food security to smallholder farmers by safely fumigating and storing and then issuing the farmer with a warehouse receipt for his harvested maize, as well as other major agricultural commodities such as soya beans, sugar beans, groundnuts and more. This process is facilitated through the extensive Farmers World and Agora store network.

Bearing in mind that the farmer himself has no means of storing his own harvest, and weevil infestation can often lead to post-harvest losses in excess of 25%, this system enables him to “bank” any crop which is surplus to his immediate needs. The farmer’s crop is delivered to GSL’s silo complex where it is cleaned, fumigated and stored either to be returned to the farmer if he chooses to redeem his warehouse receipt or, alternatively, the maize is purchased by GSL at the ruling price of the day linked to regional market prices.

In further creating a value-added chain, GSL has invested in extensive silo capacity in Lilongwe to facilitate its growing bulk agricultural commodity business. With our new investment in a large-scale maize mill, we can complete the input cycle from the provision of fertilizer and seed to the farmer to purchasing his crop at the farm gate, collecting, storing and, finally, processing to complete the food-chain.

On the milling side we have grown our capacity to mill maize flour which we distribute through our retail stores under the brand name Power Flour. We are now looking to expand into producing grits and an extrusion plant giving us access to the snack foods and soya chunks market.

Power Flour: The GSL maize flour brand Power Flour is distributed countrywide through the Meridian retail stores and other third-party retailers

### **ACHIEVEMENTS**

- Certified, grain Silo storage of over 12,000 MT
- Completely MBS (Malawi Bureau of Standards) compliant
- Laboratory testing facilities

### **KEY PROJECTS**

Increased milling capacity to ensure adequate supply of Power Flour to the Malawian market as the newly introduced brand begins to increase its market share. Current capacity allows us to produce and pack up to 30 MT of flour per day. GSL also runs a toll milling scheme which allows farmers to exchange maize for flour.

### **KEY CLIENTS**

The Farmers World, Agora and Savemart network of stores, Shoprite, Chipiku as well as all leading supermarkets and retail chains across Malawi.

### **EXPANSION PLANS**

Growing the Power Flour brand across Malawi to become a trusted household name and moving into extruded snacks and soya chunks.

### **GSL MANAGEMENT**

Directors

Dimitri Giannakis  
Chris Giannakis  
Maria Giannakis Kritzas  
Cornelius Bezuidenhout

General Manager  
Financial Controller  
Operations Manager  
Warehouse Manager

Andrew Monro  
Andre Van de Ende  
Nick Giannakis  
Jinesh Patel

