



Varivao Holdings
Limited
P.O box 146
Honiara
Solomon Islands



1.0 INTRODUCTION

- ▶ Varivao Holdings limited - The only community based and 100% locally owned company in Isabel Province.

The term Varivao was established a word of great meaning from our Forefathers and Elders in the past and they were refer to how struggle the life facing during leading the community people to work together and support each other within the community.

Continue.....

- ▶ In 1930 to 1960s the five great leaders of the different villages from the highland have agreed to start a new home close to the access of infrastructure and easy access to market to support the community members. The source of income and to start a community business was very difficult during the earlier times. Our great leader appointed to look after our various tribal people in the community also utilized what he had learned and observed in Honiara and demonstrated to the community people, examples – Making jam from pineapple & orange, flour from Taro, Making vine from tree fruits. Locally improvised etc..



- ▶ In fact all efforts applied were not succeeded at all, because of not well educated person and unavailability of resources in the past.
- ▶ Our other members of the community also find labor from the coastal side, When he found the job, he quickly organized with the strong community members to travel a distance either by home made canoe or by track to reach the owner of the job. They usually completed the brushing of the coconut plantation for 3days and get paid for the group at \$30SBD equivalent to \$5.30AUD for the work

- ▶ After the group got paid and said farewell to the Plantation owner, they both travel back home and also enjoyed to the job they did.
- ▶ Most community members have been struggled enough and depend entirely on labor to earn income and later realized to start a community business in order to create employment for the people in the community.
- ▶ First they start a community livestock in 1936
- ▶ Second they plant and also process rice in 1938
- ▶ Third they start a community store at home in 1940
- ▶ Fourth they set up a community cattle in 1944
- ▶ Fifth they bought properties in Honiara(Process Factory)

- ▶ Sixth they buy and process cocoa for export (CEMA)
- ▶ Seventh they Buy and process Arabica Coffee for domestic market and export.
- ▶ Eighth they buy and process kava for Domestic and International Market.
- ❑ The Community Leaders don't want the community members to find labor again, but to work on the farm and community projects.
- ❑ Community people to settle down at home and not to travel to Honiara to find job.
- ❑ Community peoples to stay home and plant coffee, kava, cocoa and coconuts and Varivao Holdings will find Market them.

❑ Company Motto:-

▶ TOGETHER WE WORK BETTER

- ❑ Community Based Company was Governed by the Board of Directors
- ❑ Community Based Company was operated under 16 subdivisions in business.
 - ✓ Trading
 - ✓ Logistic
 - ✓ Accommodation
 - ✓ Buying, processing, sales and exporting of Agro products
 - ✓ Farming/Livestock
 - ✓ Construction & Maintenance

❑ Company employed total of 40 staff members

- 4 staffs on Logistic
- 14 staffs on Trading/Accommodation
- 7 staffs on Production
- 5 staffs on farm/livestocks
- 4 staffs on construction & Maintenance
- 6 staffs on Management

✓ 6 females

✓ 34 males

- ❑ Community Members consist of 182 Shareholders share at the Kolomola Association store at home, at the end of every financial year on 30Septembers, the members would receive their share membership, during AGM and beginning of the year on 8January etc....

❑ REGISTERED COMPANY

- ▶ Varivao Holdings Limited is registered under the company Haus since 1988
- ▶ The Manufacturing and Production was registered under Food Safety & Health under Honiara City Council.

❑ VARIVAO HOLDINGS PRODUCTION

- ▶ Buying, Processing, Sales and Exporter of
- ✓ Coffee - Highland Arabica Coffee
- ✓ Cassava(Manioc) - Manihot Esculenta
- ✓ Thavakua (Noble) - Piper Methysticum

❑ Exporting Products

▶ Cassava -Frozen products(Yellow)

■ Melbourne Australia



10kg Yellow Cassava bag



10kg Cassava Grated bags Filled with bags of Frozen cassava



10kg Cassava bags



10kg Cassava Grated



Reefer Container left to Port

❑ Exporting Products

▶ Cassava -Frozen products(Yellow & White)

■ Melbourne Australia



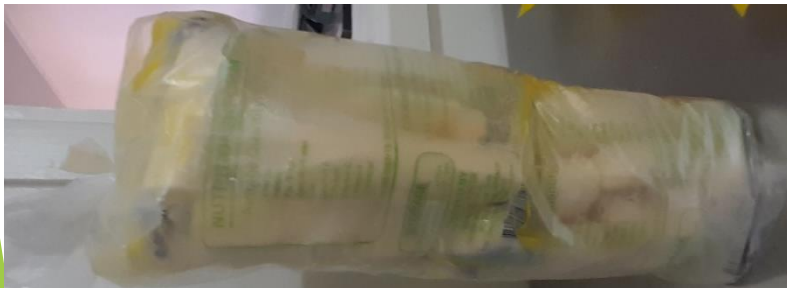
1kg Yellow Cassava Packets



10kg Yellow Cassava bag



10kg Yellow Cassava bag



10kg White Cassava bag

❑ Exporting Products

- ▶ Cassava -Frozen products(Yellow)
- **Lyttleton Christchurch New Zealand**



10kg Yellow Cassava bags



Frozen Cassava bags on staking



15.6MT of yellow Manioc

❑ Exporting & Domestic Marketing

- ▶ Arabica Highland coffee (600m -800m -above sea level)
- ▶ Most selling in the Honiara & Around the Region



Arabica Coffee Ripe Cherries



Dry Coffee with Patchment & Beans



1.5kg Arabica Roast Coffee



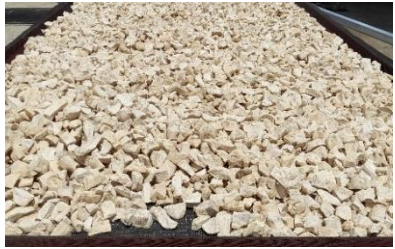
250gm Dark Roast Coffee



250gm Dark Roast Grind Coffee

EXPORTING PRODUCTS & LOCAL SALES

- ▶ ThAVAKUA (NOBLE) -FEO, TEMO & TAHU
- USA , KIRIBATI, MARSHALL IS, Nauru & LOCAL SALES



Peel Basals



Lateral Roots



500g packages



100g packages



500gm packages



100g packages (Local Sales)



1kg packages



25pkts x 25kg bags of Thavakua powder



1kg & 500gms packages (Kiribati)



500g packages (Kiribati)

❑ VARIVAO HOLDINGS SUPPORT RURAL FARMERS

- ✓ BUYING, PROCESSING, SALES AND EXPORTING THEIR LOCAL PRODUCTS
- ✓ A. THAVAKUA NOBLE- FEO, TEMO & TAHU



Farmers waiting Area



Staff Grading the Thavakua



Sun-drying of Thavakua



Staffs checking Moisture content



Re-sun drying to meet required Moisture Content



► Thavakua Farmers



Grading of Dried Thavakua to quality control

Resundrying to meet require moisture content



Scaling of farmers well dried Thavakua



Thavakua farmer receive his payment



Thavakua farmers received their payment from VHL Accounts Office



Most Thavakua farmers waiting for their payment as VHL Accounts sort out their payment the same day.

Varivao Holdings Purchasing Thavakua from farmers

► Varivao Holdings Purchase Quality Noble Thavakua from 9 Provinces,
Such as:-

- 1.Santa Cruz/Temotu Province
- 2.Malaita Province
- 3.Isabel Province
- 4.Makira Province
- 5.Guadalcanal Province
- 6.Central Province
- 7.Western Province
- 8.Choisuel Province
- 9.Rennel Bellona Province(Still start Planting 2022)

KAVA EXPORT CHALLENGES

- ▶ LCL -Low Cost Loading very difficult to export small consignments.
- ▶ Consistency supply of Temo Purple and Feo to USA Market and other Regional countries.
- ▶ Farmers need to fully understand of Quality Assurance control.
- ▶ Airfreighting very expensive than seafreighting.
- ▶ Kava lactone & nutritional testing done oversea.
- ▶ Require certification of all products - organic,PGS.Poet,NASA etc..
- ▶ Proper labelling required,
- ▶ Collaboration of Industries are so important.eg Sol Pacific timber whilst prior to dust.
- ▶ Main Air shipping to Domestic Air shipping are quite very Expensive,eg Los Angelles to San Francisco, etc..
- ▶ Assistance of Extension Agriculture to work closely with the farmers.
- ▶ Need proper upgrading of the Varivao Processing factory to wider area.

Thank You