



Tiger Brands CEO on the cover of Finweek

**Tiger Brands CEO Peter Matlare discussed the strategy behind Tiger Brands' expansion into Africa with Finweek.**

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In an article written by Andile Makholwa, Tiger Brands CEO Peter Matlare says he'd like to see the percentage of the company's income from international investments increase from 13.7% to 20% in the next five years. This has been done largely through acquisitions, some of which have been expensive for the company.

“If you look at the businesses we acquire, invariably they have lower operating margins than we do,” said Matlare. “We are not targeting them because they are high-margin businesses – though there are high-margin businesses, for example Davita. But we do so because they are in underserved categories that portend great growth in the long term. So we're quite comfortable with the returns.”

He does acknowledge that this will have an impact on the overall financials of the group in the short term, but that this is to be expected in the investment stages. The various analysts quoted in the article agree with his outlook, saying that acquisitions will be expensive for now, but that our shareholders will one day reward Peter for taking a strategic approach into Africa.

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