



INVEST IN **BLACK MAMBA**

**BORN IN AFRICA. MADE FOR THE
WORLD. POWERED BY PURPOSE.**

blackmambachilli.com

Delaware City, DE

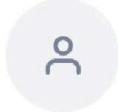


Highlights

- 1 Exporting to 8+ countries, including the US, UK, Norway, UAE, and South Africa
- 2 Double-digit YoY growth since inception – projected 60% growth in 2025 (not guaranteed)
- 3 Raised seed capital from Enygma Ventures, a US VC fueling high-impact African women entrepreneurs

- 4 Selected by Fast Company as one of the Brands that Matter 2023
- 5 Supporting over 1000 individuals in rural Eswatini communities
- 6 90+ smallholder farmers trained in regenerative agriculture, as part of the value chain
- 7 90% women across our team and farming network
- 8 CEO recognized by Women in Africa, Vital Voices, and EY Winning Women

Featured Investors



Enygma Ventures

Follow

Invested \$518,000

Enygma Ventures is a unique purpose driven investment fund, led by award winning entrepreneurs with 40 years of combined experience growing and scaling businesses in Africa, US & Europe.
enygmaventures.com

Sarah Dusek, Co-founder and general partner

"<https://www.youtube.com/watch?v=9H6kk2A9tBQ>"



Carolina Granados
Syndicate Lead

Follow

Invested \$5,000

"I first met Claudia, the founder of Black Mamba, at a music festival in Eswatini. Because of our shared heritage and love for Africa's vibrant culture and investment opportunities, we connected instantly. Over the past few years, I've not only been an avid consumer of Black Mamba's products, but also an admirer of Claudia's vision, leadership, and the brand's remarkable journey. I have long been looking for the right opportunity to invest—and now I am thrilled to see Black Mamba poised to continue its inspiring growth story. Black Mamba is much more than an award-winning hot sauce brand from Eswatini. It is a social enterprise with deep purpose and measurable

impact - empowering women and supporting over 1,000 people in rural communities through regenerative farming partnerships. Every bottle represents opportunity, sustainability, and pride in what Africa can offer the world. Claudia and her team have built something truly meaningful for Eswatini and the world showcasing a movement proving that good food should be good for you, good for the planet, and good for the people who make it. I'm proud to join the Black Mamba journey—to invest in purpose, people, and the power of African excellence. Carolina Granados through Baobab Catalyst Fund"

Our Team



Claudia Castellanos Co-founder and CEO (Chilli Enthusiast Officer)

Colombian impact entrepreneur, ESADE MBA, ex-Danone, winner of KPMG's 2025 African Female Founders award and EY Winning Women fellow. Under her leadership, Black Mamba now exports to 8+ countries and supports 1,000+ people in rural communities.



Sarah Dusek Director

Managing Partner of Enygma Ventures, a private fund that invests in women-led businesses in Southern Africa. She is also a successful entrepreneur who sold her business Under Canvas for over US\$100 million, a best-selling author, and an EY Winning Woman.



Louisa Venter COO

16+ years in logistics and ops. Led Black Mamba's factory move, streamlined operations, and is driving growth—tripling revenue and improving gross profit from 18% to 45% through cost rationalization and smart scaling.



Sandisiwe Dlamini Production Manager

At just 29, Sandisiwe rose from Food Safety Officer to Production Manager, boosting on-time order completion to 95% with <5% quality issues. She has improved forecasting, streamlined planning, and boosted team morale with strong, disciplined leadership.

BLACK MAMBA: BORN IN AFRICA. MADE FOR THE WORLD. POWERED BY PURPOSE.

Hi, my name is Claudia Castellanos, co-founder and CEO of Black Mamba.

I came to Eswatini from Colombia looking for purpose — and I found it... in hot sauce! What began as a single pot cooked in my kitchen has grown into an award-winning African brand, sold internationally and supporting over 1,000 people in rural communities.

At Black Mamba, we make **bold condiments with a conscience** — crafted from organically grown hot peppers and herbs, farmed regeneratively, and produced by a 90% women-led team.

But we're not just building a brand. We're **leading a movement**: proving that food can only be truly good if it's good for you, good for the planet, and good for the people who grow it.

Now, we're seizing a \$6B opportunity at the intersection of the world's growing love for spice and the unstoppable rise of sustainable consumption — and we're inviting YOU to join us.

We're raising funds on Wefunder not just to fuel growth, but to give our biggest fans, foodies, and impact believers the chance to own a slice of our future.

Your investment will help us:

- 🔥 Launch our global rebrand
- 🔥 Expand into the US, UK, and Middle East
- 🔥 Bring more regenerative farmers into our value chain

Together, we can prove that food can change lives, heal the planet, and still taste incredible!

*Black Mamba featured around the globe:

<https://www.howwemadeitinafrica.com/from-eswatini-to-europe-chilli-sauce-company-finds-global-traction/156979/>

<https://www.fastcompany.com/90953746/international-brands-that-matter-2023>

<https://www.news24.com/brandstory/partner-content/burger-king->

introduces-a-sizzling-new-addition-black-mamba-peri-peri-sauce-
20231004



Born in Africa. Made for the World. Powered by Purpose.

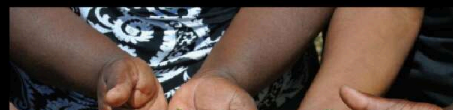


BORN IN AFRICA. MADE FOR THE WORLD



Hot pepper-based,
award-winning condiments,
made in Eswatini with organically
grown, fresh ingredients and
no added nonsense

THE FLAVOUR + ETHICS GAP: DEMAND IS RAISING. FARMERS ARE STRUGGLING





Shoppers crave bold, clean-label condiments but must often choose between taste, ethics, or accessibility.



At the same time, African smallholder farmers face poor market access and low incomes.

HOT PEPPER PRODUCTS ARE HEATING UP A \$6B MARKET

Eco-conscious consumers represent another \$29B opportunity

200%

Sales growth from 2000
Expected to grow 7.7%
annually from 2023-2030

Growth of Hot
Sauce market

**\$6
billion**

Size of the spicy
condiments
market expected
in 2030

Hot & Spicy Everything



Trends to watch 2025



NielsenIQ

As sustainability
reaches a critical
moment, there are
signs that 2025 may
see the green spark
that the world has been
waiting for to ignite a
revolution.

Trends to watch 2025

**\$29
billion**

Worth of
eco-active
consumers for
FMCG by 2025

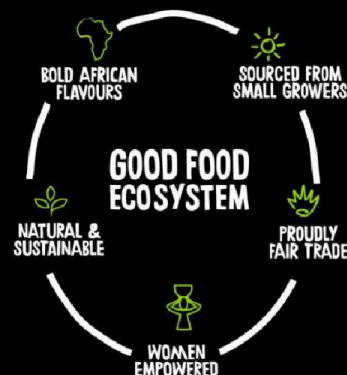
81%

People are more
likely to buy from
a sustainable brand

BOLD FLAVOURS POWERED BY PURPOSE

Black Mamba
manufactures spicy
condiments that are good
for you, good for the
planet, and good for rural
communities.

We want to inspire
foodies to share our
passion for Africa, for
spicy flavours, and our
quest for a greener and
fairer world.



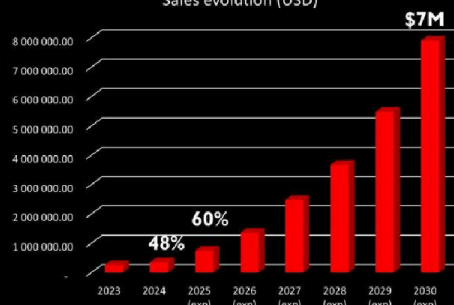
FROM A KITCHEN POT ON THE WAY TO SPICY WORLD DOMINATION

Global warming (the good kind!)



Currently Black Mamba exports its products to South Africa, UAE, UK, Germany, Czech Republic, Norway, and the US

Sales evolution (USD)



YoY growth since inception. Sales have doubled every 2 years. Growth of 48% for 2024. Sales expected to grow 60% in 2025 and reach US\$7M by 2030



FLAVOUR WITH IMPACT: FROM SOIL TO SHELF



Small holder farmers who grow fresh organic herbs & chillies for Black Mamba's products, following regenerative farming methods



Buys organically grown fresh produce from farmers, providing market access and fair income. Returns fresh waste to permaculture organisations and farmers for animal feed or compost



Black Mamba sells to fair trade distributors, specialty food distributors, gifting outlets, and has started expanding to larger supermarkets in Southern Africa,

the UK, and Norway (directly and via specialty food importers). Recently the company closed a deal with Burger King South Africa to supply the peri-peri sauce for their new Peri-Peri range

GREENER THAN JALAPENOS



Social Impact

26 full-time employees – 24 of which are women and the main breadwinners of their households – in average 5 dependents



Environmental Impact

Regenerative farming practices:
Improved soil structure
Diversity of ground cover crops
Reduced erosion
Improved use of water resources

90 farmers -of which 70 are women-
in average 6 dependents and sharing
knowledge with 11 members of their
communities



Over 1000 people in Eswatini
have benefited from Black
Mamba's business model

Improved use of water resources
Improved biodiversity
Packaging material: glass and cardboard
90% of our waste gets recycled or
composted



OUR NEXT STEP: HEATING UP OUR BRAND FOR GLOBAL DOMINATION

Our current look...



Bold & Vibrant

Rich colours and big,
eye-catching fonts

Rooted in Africa

Playful prints, Eswatini's
landscapes, and acacia trees.

Purpose-Driven (Black Mamba style)

Sustainably Sourced.
No Added Nonsense.

OUR FUTURE



OUR BOLD GOAL: TO BECOME THE SRIRACHA OF AFRICA but cleaner, better, and more meaningful

Scale retail presence: from niche to mass, from SA & UK to the US → \$7M
revenue by 2030

Empower 300 farmers: impacting 5,000+ people &
farming 5% of Eswatini regeneratively

Sustainable leadership: carbon-negative factory by 2027,
net zero by 2030

Brand ambition: the table sauce of choice (move over, Sriracha!)

Global influence: inspire food rebels & replicate our model worldwide

"Dangerously tasty
African chilli sauces that look
good, taste good, and do good."

More Than Food Magazine
South Africa



Future projections are not guaranteed.

RAISING UP FUNDS TO POWER OUR GROWTH

Bridge seed capital to support our growth from niche to mass: USD\$124k via SAFE notes to be invested as follows:

- 🌶️ Marketing activities to further increase sales, including rebranding
- 🌶️ Strengthen strategic markets
- 🌶️ Product Development for innovative products in a growing yet very competitive category



BLACK MAMBA: BOLD FLAVOURS FROM AFRICA



@blackmambafood



@blackmambachilli

www.blackmambachilli.com



@blackmambafood