

BUSINESS+ PLUS

— 2022 —
3RD
ISSUE

ONLINE VERSION

MALAWI THE MAGAZINE FOR BUSINESS LEADERS
AND THOSE WHO AIM FOR IT

THE RISING COST OF LIVING in Malawi

SPECIAL FEATURE
MENTAL HEALTH
OF BUSINESS
OWNERS

The CEO >>>

YASEEN GIGA

CEO of KIPS Group of companies

COMPANY TOUR >>>

LSPCA

WHO'S NEXT? >>>

SCHIZZO THOMPSON

MANAGING DIRECTOR of SKY ENERGY

THE MAGAZINE FOR BUSINESS LEADERS AND THOSE WHO AIM FOR IT

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NORTHERN REGION

Mzuzu Mbelwa Road Nuat Arcade 01 310 887 0995112001 0881841344	Mzimba Inside Mzimba Bus Depot 0882779104 0998617339	Karonga Along Chitipa Road Nachali House 0881814458 0993611306
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CENTRAL REGION

Lilongwe Head Office City Mall Shop No.2 0997 814 011 0888 348 390 0212 278 792	Salima Visco House Near Senga Bay Depot 0999 352975 0881204 814	Malangalanga Next to Kafoteka Filling Station 0212 616 263	Dedza Dedza Depot 0999 264 990 0993 993 499 0993 222 222 0918 382 064 0880 715 088 0997 814 011
Nkhotakota Inside People's Al-Kaif Supermarket 0996201201 0997814011 0993222222	Mchinji Old Atc Shop Next to BLM 0995 321 574 0889 630 547 0212 616 263	Kasungu Inside Best Supply Store Next To Standard Bank 0995 423 818	

SOUTHERN REGION

Blantyre Old Kips Building Opp. AXA Terminal 0998 941 219 0212 469 599	Limbe Chipembere Highway Opp UDF Office 0992 917 897 0212 535 535	Zomba Along Kamuzu Highway Next To Tnm 0992 030 896 0212 919 293	Mangochi Next to Banja La Mstogolo 0888247660 0885604820
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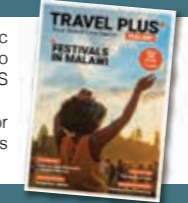
 Business PLUS Malawi

 malawiplus.com



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EDITOR'S NOTE



Thank you for grabbing the third issue of Business PLUS Malawi 2022.

We can all agree that the economic climate is challenging right now. The consequences of the Russia-Ukraine war are being felt on a global scale and in Malawi, we are still trying to recover from the devaluation of the Kwacha. Despite this, we continue to bring you interesting business news and interviews.

In this third issue of Business PLUS magazine, we conducted a survey on the rising cost of living to gauge just how much Malawians have been affected by the rising costs. We also interviewed the CEO of KIPS Yaseen Giga who gave us some insight on the success of the KIPS franchise and how they have managed to remain consistent for over a decade. You will also get to find out everything you need to know about Malawian online shops. Lastly, we took a tour of the LSPCA facilities in Lilongwe which specializes in animal care.

It is my pleasure to announce that we are now transitioning into providing this magazine online at <https://malawiplus.com/>.

The aim of this magazine has always been to highlight business content within the country and by making it available online, we hope to reach a wider audience.

In the meantime, you can still access physical copies of the magazine as well as previous issues at our Design and Printing PLUS offices in area 4, Corporate Mall. Be on the lookout for the upcoming issue of Business PLUS Malawi magazine so that we can continue to inspire you. Happy reading!

Mwayi Louise Gowelo

Editors Team

Mwayi Gowelo-----Chief Editor
 Sydney Mandala-----Graphic Designer
 Dennis Mulera-----Graphic Designer/Photographer
 Douglas Katopola-----Photographer
 Chimango Malizani-----Sales & Digital Marketing
 Kiyomi Ito-----Art Director
 Ryosuke Shimizu-----Executive Director

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OPINION SURVEY

THE RISING COST OF LIVING In Malawi

Business PLUS team conducted a survey to find out how Malawians have been affected by the rising cost of living. After more than 100 people answered, we compiled the following results. Our findings will illustrate the lifestyle adjustments that people have made in order to adapt, which product's increase in price has affected them the most and what solutions they believe can remedy the situation.

Period of Survey: 13 June - 5 August 2022.




Number of Valid Responses: 102

In February 2022, Russia invaded Ukraine which escalated tensions between the two countries. As a result, the conflict has trickled down and affected other countries including Malawi. This is due to the fact that Malawi is a country that relies on imported goods such as oil and fertilizer which come from Russia. Hence, over the past year, prices of goods such as bread, fuel and cooking oil have skyrocketed.

To make matters worse, on the 27th of May 2022, the Malawi Kwacha was devalued by 25% further increasing the cost of living. As compared to 2021 prices, the price of goods significantly increased.

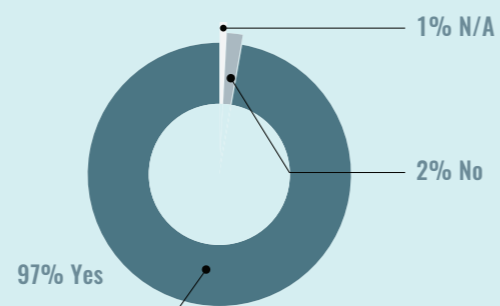
The effects of these rising costs have been felt throughout society and Malawians have even taken to the streets in the form of demonstrations to express their anger.

TABLE SHOWING INCREASE OF PRICES ON SOME IMPORTANT COMMODITIES

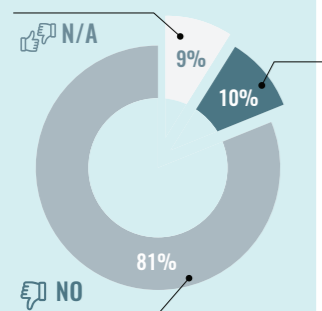
	SEPT 2021	SEPT 2022	INCREASE RATE %
 Cooking oil 2L	MK3672	MK7500	204%
 Petrol / litre	MK1380	MK1746	126%
 Bread	MK700	MK1200	171%

HAVE YOU BEEN AFFECTED BY THE RISING COST OF LIVING?

97% of the people indicated that they were affected by the rising cost of living which means that almost all of the people that took part in this survey have been affected by the rising cost of living.



HAS YOUR SALARY BEEN INCREASED AS A RESULT OF THE RISING COST OF LIVING?



YES

For those whose salary was increased, it was from 1-10% for 7 people, 11-20% for 5 people and 21-30% for 2 people. This depicts that even for those whose salary was increased it was done so with a small percentage. We also spoke to a director of a company who stated that although he would like to increase the salaries of his employees, this will be dependent on the sales that the company makes. Thus, if there is an increase in sales then he can increase their salary but if not, an increase will not be possible.

PRODUCT'S PRICE INCREASE THAT HAS AFFECTED PEOPLE THE MOST.

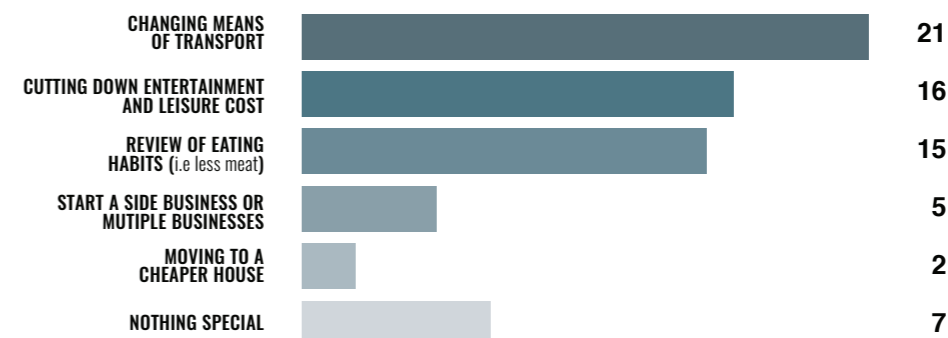
According to the survey, this is the distribution of how individuals have been affected by products price increase.



We can see that the top 2 products increase in price which have affected people the most are food and fuel. In a country where the majority of the population survives on a hand-to-mouth basis, this is very significant. It means that

people are struggling now more than ever to buy food. With maize at K700/kg, not every household can manage to buy it despite the fact that it is the main ingredient for nsima which is the staple food in Malawi.

LIFESTYLE ADJUSTMENTS MADE TO COPE WITH THE RISING COSTS



Out of 102 people, more than half of the people indicated that they have made lifestyle adjustments to cope with the rising cost of living. We can summarize these results into three top lifestyle adjustments.

Firstly, 21 people indicated that they changed their means of transport such as switching from using a personal car to using public transport, using a bicycle and walking. This is a very practical adjustment because of the increase in fuel prices.

Secondly, 16 people indicated that they have cut down on leisure costs. This includes reducing how much they spend on partying,

alcohol and socializing. Many Malawians have adjusted to staying indoors during the weekend so that they don't go out and spend money.

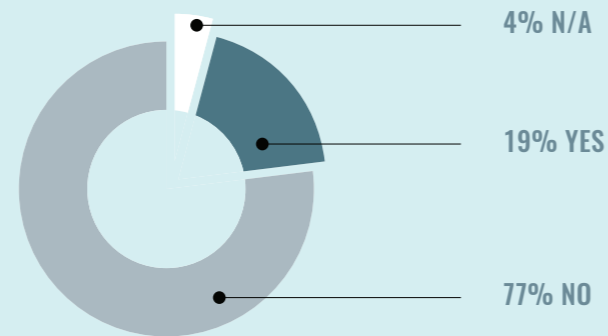
Thirdly, 15 people stated that they have had to change their eating habits like eating soya pieces instead of beef. Meat and other foodstuffs are now considered as a luxury so people have had to modify their diets just to adjust to the rising costs.

We can conclude from these top 3 factors that many people have had to change their lifestyles in order to cope with the rising cost of living.



DO YOU THINK THE GOVT IS DOING ENOUGH TO ADDRESS THE RISING COST OF LIVING?

77% of the people that took this survey indicated that they believe the government is not doing enough to address the rising cost of living.



Those that indicated that they believe the government is not doing enough indicated the following suggestions in order to remedy or minimise the effects of the cost of living:

- SUGGESTION 1**

Control the price of commodities
- SUGGESTION 2**

Control the fuel price
- SUGGESTION 3**

Reduce taxes such as PAYE and VAT
- SUGGESTION 4**

Increase the salary
- SUGGESTION 5**

Minimum salary increase
- SUGGESTION 6**

Create jobs
- SUGGESTION 7**

Invest in tech industries for the youth
- SUGGESTION 8**

Cutting off the expenses
- SUGGESTION 9**

Do not devalue the Kwacha
- SUGGESTION 10**

No corruption

Since the Kwacha was devalued, salaries also need to be increased so that people do not experience the severity of the rising costs. Other countries that have implemented this approach include Turkey which raised its minimum wage by 30%. Alternatively, government can also create jobs to ensure that many people are employed. If the unemployment rate is reduced, then more people will be earning money which will soften the rising cost of living. Unlike other countries like the Netherlands that have reduced VAT on energy, Malawians feel that the government has failed them by not reducing VAT on essential items.

CONCLUSION

In summary, the results of this survey indicated how the cost of food has affected people the most while fuel has been the second cost that has affected people. As for the solutions, some people believe that the government should control the prices of commodities such as fuel and that they should reduce expenses.

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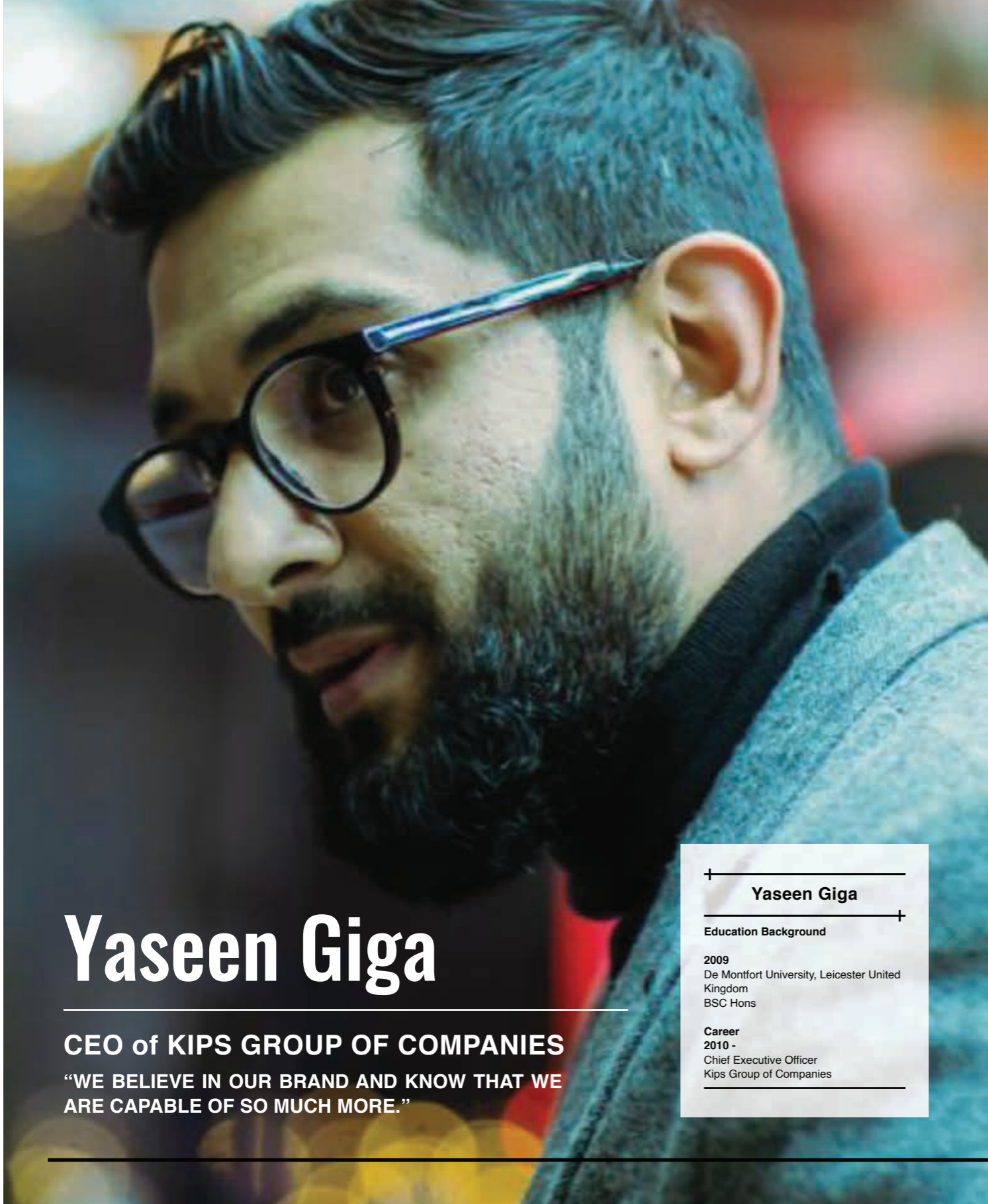
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The CEO

Interview with Business Leaders



Yaseen Giga

CEO of KIPS GROUP OF COMPANIES

“WE BELIEVE IN OUR BRAND AND KNOW THAT WE ARE CAPABLE OF SO MUCH MORE.”

Yaseen Giga

Education Background

2009
De Montfort University, Leicester United Kingdom
BSC Hons

Career

2010 -
Chief Executive Officer
Kips Group of Companies

“ KIPS IS PART OF EVERY MALAWIAN’S STORY ”



Please tell us about yourself.

My name is Yaseen Giga. I am the CEO of Kips restaurant. My role in the business is to ensure that all the branches of Kips Restaurant are running smoothly.

What was the motivation for establishing Kips?

Kips was established in order to provide affordable quality food for Malawians. Our motivation has always been to make sure that Malawians of all backgrounds experience what it's like to dine in a fine restaurant. We also try to make sure that the Kips menu is diverse and suited to the needs of all Malawians. This is why at the new Lilongwe branch we have pool tables, play area for kids and a prayer room. Most of our restaurants have these facilities as well as free

internet. Lastly, all the food that is used in Kips restaurant comes from Malawi. We make sure that we support local farmers and it is important for us to use organic foods. For example, our potatoes and other vegetables come from Ntcheu.

Tell us about the history of Kips restaurant and services provided

The name 'KIPS' originated from Kool Ice Products which was opened in 1991. We used to sell ice-cream products like ice lollies, choc-sticks etc. Eventually, the restaurant expanded and started selling full meals. We only had one branch in Blantyre and were selling three chickens per day with only 8 tables available for seating. From there, we began to expand and

transform Kips and that is how we started expanding and opening other branches until we became a brand and household name. In 2011, the original Kips building in Blantyre collapsed and we lost my father who was the head of the Giga family. Despite this tragedy, we opened branches in Ntcheu, Salima Mangochi and Zomba where people don't have access to good food. All our branches have been regulated by the Malawi Bureau of Standards and the respective city councils. One of our priorities is to make sure that all hygiene requirements are met. In terms of services, our food is available in varieties such as pizza, burgers, wraps, chips and chicken and we also have a local traditional menu which includes beef, chambo, nsima and some restaurants even have *nkhwani* and beans available.



“MY PROUDEST ACHIEVEMENT IS THE OPENING OF 10 BRANCHES”

Having been in the culinary industry for more than three decades and being one of the pioneers of Malawian restaurants, who would you say your competitors are?

Our competitors are the big brands like KFC. Apart from that, we don't really have competition. All our restaurants are always busy. One thing that makes us unique is that we are a local Malawian restaurant franchise.

With 10 chains across the country, how do you manage to maintain your standards and manage the staff throughout the various locations?

Firstly, we have very strict policies when it comes to employing staff. We provide in-house training to new staff so there is a team that is responsible for that. Before we can employ someone, we provide training for them so that they can become qualified, then after that they can start working at Kips. Some of our restaurants like the Blantyre branches are very well organized

and can even operate without a manager. We don't turn people away just because they don't have qualifications. We employ them and they can start with small tasks such as wiping tables then after training they can become a waiter then a cashier or even a chef. Our staff is capable and efficient which is why they are able to provide your meal in no time at all as compared to other places where you have to wait a while. This is the type of mentality we try to enforce among our staff so that even when they leave Kips, they are more likely to have a high chance of finding employment elsewhere.

What is your proudest achievement?

My proudest achievement is the opening of 10 branches in 10 years. The newest Kips branch is the Lilongwe Corporate Mall branch which we opened on 17 July 2021. We have grown so much from 2011 where we only had 2 branches to present day where we have 10 branches. The food quality and interior design of this latest branch

is also something I'm proud of.

How is the business growing?

In terms of growth, right now we are just stable because of the current situation in the country. However, we employ between 800-1000 people across Malawi. We also have another business which is Crown Lodge in Lilongwe, Malangalanga. Over the years you can see how steady our growth has been. We have managed to open a new branch each year. We also provide a student menu because we believe that students are the future so it's important to support them.

What is the most popular dish among customers?

Some of the popular dishes among customers are chicken and chips, rice with chicken and beef with nsima.

What is your favourite dish?

My personal favourite dish is masala chips and chicken which I have maybe twice a week.

What is the vision for Kips?

The vision for Kips is to be available in every city in Malawi and to make sure that our customers have access to good food at a local price. We are planning to open branches in Balaka, Kasungu, Karonga, Mwanza and Dedza. We've been around for so long that many of our customers have actually grown up with Kips. They used to come into the restaurant as children and now they are professional adults who continue to visit Kips Restaurant. Back then, restaurants were not very popular among Malawians but these days, eating out has become a norm because of how easy and affordable it is. Kips is part of every Malawian's story. We want to make customers feel at home by providing facilities such as accessible toilets that can accommodate people with physical disabilities, prayer rooms, pool area and play area for children. We have managed to grow this much because of the support of our customers and one day, we hope to become international. We believe in our brand and know that are capable of so much more.

CEO'S PRINCIPLE'S

The customer is king

Customers should be treated like royalty.

Customer is never wrong

If customers complain, staff should listen and improve their service.

Under-promise and over deliver

This means faster service than the promised duration.

Value for money

We ensure that customers get value for their money.

Treat your customer well



CEO's favourite dish
Masala chips & chicken

LOCATION OF BRANCHES

NORTHERN REGION

Mzuzu 1

CENTRAL REGION

Salima 1

Lilongwe 2

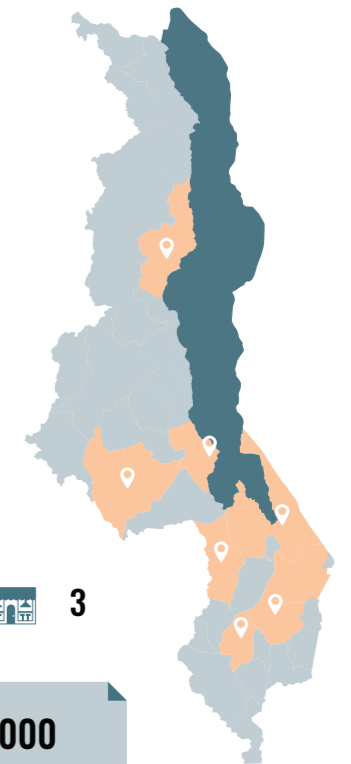
Ntcheu 1

SOUTHERN REGION

Mangochi 1

Zomba 1

Blantyre 3



NUMBER OF EMPLOYEES 1000





COMPANY TOUR

LSPCA Lilongwe Society for the Protection and Care of Animals

“ ANIMALS ENRICH OUR LIVES, LSPCA FOR KINDNESS AND RESPONSIBLE PET OWNERSHIP. ”

About LSPCA

The Lilongwe Society for the Protection and Care of Animals (LSPCA) which was established in 2008 is the largest animal welfare organisation in Malawi that focuses on domestic livestock and working animals.

The LSPCA works with the government and other partners to deliver programmes of veterinary care, animal welfare education and training to advocate for the implementation and enforcement of policies, legislation and regulations to promote good animal welfare.

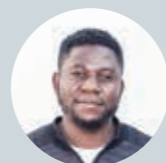
LSPCA is open to the public and all funds raised through the clinic support the on-going community veterinary projects as well as the rescue, confiscation and rehoming programme.

TOUR GUIDE



Eveline Sibindi Van Dam
CEO

LSPCA has taught me how to transform the frustration and pain we see daily in cruelty cases into an energy that I use to make a lasting and constructive impact on improving the lives of many animals in Malawi.



Gracious Chimbalanga
Communications Officer

LSPCA has made me understand animals better. I now realize that animals are sentient beings and feel pain just as we do.



LSPCA
 [Established] 2008
 [Total Number of Staff] 22
 [Address] Kanengo, past Area 30 police, Lilongwe, Malawi
 [Phone] +265 (0) 995 027 815
 [Email] info@lilongwespc.org
 [Website] https://www.lilongwespc.org
 [Opening Hours] Monday - Friday 07:30am - 04:30pm.
 Saturday 8:00am - 12:00 noon.
 Operates 24/7 for emergencies only

1 THE VET HOSPITAL



When a patient is taken to the vet hospital, they are first examined in one of the consultation rooms. The state-of-the-art surgery room is where the vets perform sterile surgical procedures. This room is equipped with anaesthetic machines and monitoring systems to easily track the blood pressure, heart rate, respiratory rate, body temperatures and oxygen levels of pets being operated on. The hospital also has a laboratory and

an X-ray room where diagnostic tests are done. The LSPCA Veterinary Hospital is the only certified veterinary hospital in Malawi and is a referral centre for the whole country. There is a team of 3 vets and 4 nurses which provide; a 24-hour emergency response, 24-hour hospitalization care, surgeries, spays and neuters, pet travel document processing, routine vaccination, dental care, pet food and accessories.

2 ANIMAL RESCUE AND SHELTER

The LSPCA cares for hundreds of rescued, surrendered and confiscated animals from the roadside trade. Animals sold along the roads suffer cruelty and abuse. They are suffocated, exposed to heat, hunger and have burns from glued ears and dyed skin. The LSPCA assists the police to stop this cruel trade. The LSPCA has developed a 12-month action plan and is working with the Malawi Police Services, Department for Animal Health and Livestock Development and Lilongwe City Council to find a long term solution to this problem. Additionally, LSPCA is conducting an awareness campaign to sensitize the public about the cruelty the animals suffer.



Rehoming Facilities

Every year, the LSPCA cares for hundreds of animals which are rescued or surrendered when owners can no longer care for them and animals that are confiscated by the police. The rehoming facilities include a purpose-built cattery and dog shelter which has a team of 5 dedicated animal carers who keep the pets happy and healthy while they wait for a new home.

Following a 30-day quarantine period to rule out any illness, each animal is assessed to determine the ideal type of home for them. Basic training is provided for all the dogs and between 2020-2021, 150 animals found new homes through this program.

ADOPTION FEE **Mw6,000**

The fee covers procedures and vaccines prior to rehoming.



Pet Hotels

There are pet hotels which host pets while their owners are away for holidays. The pets are provided with food and a play area and they also have a schedule where a caregiver takes them for walks.



3 DONKEY WELFARE

LSPCA improves the lives of donkeys and their owners by providing veterinary care, training for donkey owners and cart drivers in improving housing and nutrition and dental and hoof care and donkey-friendly harness making. The LSPCA also works with over 2000 donkeys in 6 areas around Lilongwe. Donkeys are a vital asset to many families in Malawi. The donkey welfare programme helps to ensure that the health and welfare of donkeys is improved which means they can continue to work productively to support the livelihoods of their owners.

6 LEGISLATION AND ENFORCEMENT

Improved animal welfare contributes to the well-being of people, animals and the environment. The LSPCA works with the government on updating the Animal Welfare Act, which provides greater protection for animals to prevent suffering.



7 WORKING DOG ACCREDITATION

The Animal Welfare Guidelines are the foundation in assessments of working dogs for security companies and other organisations. The close cooperation with the DHALD and MPS has improved the lives of countless working dogs in Lilongwe to date.

4 RABIES SURVEILLANCE AND CONTINUOUS VACCINATION

LSPCA follows the global zero by 30 approach to have zero human death due to rabies by 2030. So far, the LSPCA has vaccinated over 200,000 dogs with the focus on 10 hotspots in Lilongwe. The rabies surveillance and continuous vaccination programmes are aligned with the global drive to end dog transmitted rabies in humans by 2030.



8 MOBILE VET CLINIC

The LSPCA has started a new project delivering mobile veterinary services. The mobile vet clinic runs commercially 2 days a week and generates income to deliver 3 days of subsidised clinics currently reaching 50% of Lilongwe's high density areas. The mobile clinic travels to all farming areas around Lilongwe. Services offered include check-ups, vaccinations, deworming, wound treatment and veterinary treatment. The LSPCA also supports rural communities around Lilongwe to improve the welfare of farm animals, boosting health and production to secure income and better livelihoods and food security for small-holder farmers.



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To report suspect cases

5 VETERINARY TRAINING

The LSPCA has been offering practical training to all veterinary and para-veterinary students in Malawi since 2015 with a unique practical skills platform to students of veterinary medicine, animal health and livestock production at LUANAR. The LSPCA also hosts 2 vet interns per year who gain practical experience working in the veterinary hospital



9 CHICKEN TRANSPORT

LSPCA is conducting a trial with vendors in Lilongwe to assess if both the vendors and chickens can benefit from a new transportation method where the chickens are carried in baskets as opposed to the cruel practice of carrying chickens upside down.





Songwe Border - Karonga

Things Only Found in Karonga DISTRICT

Land Area (Km²) / Rank 3355 km² / 14th in 28 districts
 Population (2018) / Rank 365,028 / 19th in 28 districts
 Population Density / Rank 109/km² persons/km² / 22nd in 28 districts

About Karonga



Karonga is the gateway for overland crossings into Tanzania. It is the oldest town in the far north of Malawi, around 40km south of the Songwe border post. Karonga was established in 1883, and remained somewhat isolated until 1981, when the surfaced M1 was extended far north, and it enjoyed significant economic benefits when the first bridge across the Songwe River on the Tanzanian border was constructed in 1988. The town

received another economic boost in 2008 with the opening of the Kayelekera Uranium Mine 40km to the west. Today, Karonga ranks as the largest port town on the shore of Lake Malawi. Karonga lies on the M1 about 225km north of Mzuzu and 590km from Lilongwe. The road from Lilongwe to Mzuzu is surfaced in its entirety and covered by a steady stream of buses and minibuses, including a daily AXA Coach to/from Mzuzu.

What can we find?

Boiled beef soup with plantains

This traditional local cuisine is a favourite among locals in Karonga. Typically eaten as breakfast, the meal consists of boiled beef soup mixed with boiled plantains. You can also squeeze in a bit of lemon to enhance the taste of the soup. This meal originates from Tanzania and because of the Songwe border in Karonga, this is the only place in Malawi where you can have this dish. Every morning, people line up at local restaurants to buy this delicious dish. Surprise your taste buds by trying out this interesting dish the next time you are in Karonga.



The Cultural & Museum Centre Karonga (CMCK)

Commonly called Karonga Museum, this museum was constructed through EU funding and officially opened by then President Bingu wa Mutharika in November 2004. It is Karonga's newest and most worthwhile attraction, this thoroughly modern and commendably informative installation deserves an hour or two of your time. The central exhibition entitled 'Malawi from Dinosaurs to Democracy' focuses on 240 million years of Karonga via milestones such as prehistoric landscapes, animals and early humans and their way of life, archaeological records, history of slave trade and colonial era, Malawi under Dr. Banda, culture and traditions of Karonga people.



Suits of The Month



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Gilbert Kamaliza

Founder of Mr Dash & Auditor

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[Shirt]	Mario Sanzoni	MK35,000
[Shoes]	Brand Plus	MK80,000
[Tie]	Pierre Cardin	MK18,000



Charles Martin Mhone

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Dr. Rowland Kamanga

Plant Physiologist, LUANAR

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FOCUS!

ONLINE SHOPPING In Malawi

In recent years, Malawi has seen a growing number of people particularly in the urban areas accessing the internet. Additionally, the COVID-19 pandemic also necessitated working from home which gave Malawians the opportunity to further expand their online presence. One way of doing this is through online shopping. As compared to other countries, Malawi is behind when it comes to online stores. This is because of various challenges such as lack of internet access, negative perception of online stores and lack of trust. Hence, we had an interview with the Managing Director of an online store in Malawi 'Cool Enterprises Limited' to find out more about online stores made in Malawi.



Cool Enterprise Limited Catalog



Lumuli Mwakasungula

[Occupation] Managing Director of Cool Enterprises Limited

Lilongwe EBC House, 2nd Floor, Office No 11
 Phone: +265 999 36 26 33
 Email: info@coolenterprisesmw.com
 website: www.coolenterprisesmw.com/

Cool Enterprises Limited

INTERVIEW Lumuli Mwakasungula Managing Director of Cool Enterprises Limited

When did you set up Cool Enterprises Limited?

Cool Enterprises Limited was officially established in 2016. The main objective was to sell electronics. When I established this online store there were very few online stores in Malawi so I was motivated by the growing population of Malawians using the internet, and we saw the existing gaps in the country. A number of individuals and companies needed electronic devices and accessories to be delivered right to their homes and offices.

How much access does the Cool Enterprises Limited online store have?

Currently, we get an average of 250 visitors on our website per month and we make 80% of sales from the online store.

What payment methods are available for customers?

At the moment, we allow both cash and electronic payments in the form of mobile money transfer and bank transfers depending on the agreement with the customer.

“ PEOPLE HAVE HAD NEGATIVE EXPERIENCES WITH ONLINE STORES ”

Unfortunately, we do not have the option for VISA payments currently. However, there is a need for financial service providers to look at how best they can cater to Malawians so that making payments online should become normalized.

Describe the shopping process

First, the customer has to visit our website, then they browse through the catalogues and add to cart the item(s) which they want to purchase. Once an order has been confirmed, we get notified, and from there, the customer sends us the money and we agree whether we should send the package through courier services or have someone from our team deliver it. Generally, we strive to deliver our products as soon as the order is confirmed.

For areas within Lilongwe, orders are delivered within 1 to 5 hours while for those outside Lilongwe, it's within 48 hours.

What challenges have you encountered since setting up this online store?

The main challenge is that people have had negative experiences with online stores by not receiving the products they ordered so it is difficult for them to fully trust an online store. Another challenge is that many people do not understand how online stores work. For example, instead of making direct transactions online through the website, people will call us or send messages through WhatsApp. It is also challenging to convince Malawians to use online stores because data is expensive. Most Malawians use social bundles so they are not

always able to visit our website let alone make an online purchase. Another problem is that it is costly to maintain an online store because we have to pay hosting fees. Lastly, there is a lack of players so there are very few Malawian online stores which makes it difficult for people to adjust to the idea of them.

What would you say is the future of online stores in Malawi?

There is a need for more players in this industry so that people can compare prices and services. Since we have been around since 2016, people have become familiar with our services which makes me feel optimistic about the future. I would like to believe that we are the next Amazon for Malawi.

CONCLUSION

Through this interview, we can see the reasons why there are few online stores in Malawi. Firstly, many Malawians are not familiar with the concept of online stores. As a result, it is challenging to make people trust the online process of buying items. Secondly, in Malawi, there is no difference between online shops and physical shops because people still have to communicate through phone calls. Moreover, there are difficulties when it comes to the delivery process because it's impossible to have a package delivered directly to

your doorstep especially in rural areas due to the fact that our addresses are not available online. Third, internet rates are expensive so even the few people that have access to the internet usually focus on social media only. Lastly, many Malawians do not have VISA cards which are necessary for making payments in an online shop. As for the future of Malawian online stores, there is a need for collaboration among

players because at the moment there are no forums where people in the online shopping industry can communicate or share ideas and show their presence to Malawians.



WHO'S NEXT?
NEXT GENERATION OF BUSINESS PERSON UNDER 35



Schizzo Thompson

[Position] Founder & Managing Director of Sky Energy Africa
 [Company Name] Sky Energy Africa
 [Business Start] 2015
 [Number of Staff] 30

Academics
 2021 Masters in Energy and Sustainability from the University of Cumbria UK,
 2013 Bachelor of Science in Renewable Energy at AI University USA.
 2011 Diploma in Electrical and Electronics Engineering from the Malawi University of Business and Applied Science under City and Guilds of London

Notable Clients
 KFW, JGH, UNDP, Save The Children, African Parks, Total Energies, Malamulo Adventist Hospital

Schizzo Thompson (32)

MANAGING DIRECTOR of SKY ENERGY AFRICA
ENERGY TECHNOLOGIES CAN HELP TO OFFSET GRID-SUPPLIED ELECTRICITY...

Can you briefly describe yourself?

Schizzo Thomson is a purpose driven leader who is passionate about making a difference in the world. A Malawian self-made entrepreneur, engineer, philanthropist, founder and Managing Director of Sky Energy Africa. I was listed on Forbes Africa 30 under 30 class of 2019 on technology category. Before establishing Sky Energy Africa, I worked for Dewji which is an International, multinational company with existence in Africa, Asia Europe and Canada with focus in manufacturing, Energy technologies, E-bikes, ICT, Construction and more. I rose to Group Deputy Manufacturing Manager and Head of Clean Energy technologies.

In Malawi, I have worked for Blue Zone limited as New Technology Manager and as Electrical Engineer for both Nyasa Manufacturing and OG group.

Can you tell us about Sky Energy Africa?

Sky Energy Africa is a tech driven innovative clean energy Engineering Procurement and Construction (EPC) Company based in Blantyre, Malawi. We offer unique and customized Energy solutions to a wide range of customers and businesses across SADC. Our Energy practice provides services across all major and emerging Energy technologies, such as Solar, wind, Energy Storage Systems, Energy Monitoring Systems and many other Energy technologies.

Energy technologies can help to offset grid-supplied electricity, reducing the demand on local utilities and decreasing the utility bills for clients. Sky Energy was established in 2015 and employs more than 30 full time employees.

What motivated you to found Sky Energy?

In 2015, while I was working abroad I watched the news on BBC and saw that Malawi was experiencing the worst power crisis with 12 hours of blackouts. I decided to quit my well-paying job and come back home. I started from scratch offering energy solutions from the knowledge and experience that I had acquired. But mostly, I saw the challenge as an opportunity.

“ WE NEED TO RAISE OUR STANDARDS TO REACH SUCCESS ”



What makes Sky Energy Africa unique?

We bring world class expertise in the latest Energy technologies to identify, develop, implement, assist agencies and provide advice to companies and individuals seeking to expand their energy portfolio or acquire Energy assets.

What challenges did you face while setting up Sky Energy and how did you overcome them?

One of the challenges is that I started Sky Energy without any capital. However, the power of the concept and my skill helped me break through all financial barriers.

What has been your proudest moment since the establishment of Sky Energy?

I have managed to start Sky Energy from scratch and build it up to become the leading Malawian owned Clean Energy EPC, winning both local and international awards and now serving beyond Malawi. I have earned global stage in technology where I'm regularly invited to high-level global events as a speaker in tech related topics. These are some of things that make me proud. We have been involved in several

projects, powering of 120 primary school teachers houses for KFW funded project on improving primary schools in Malawi, Powering of the Main weather station nerves system data center at Department of climate change and meteorological services a project funded by UNDP..

How did it feel to be listed on Forbes Africa 30 under 30 in 2019?

It feels great as the only Malawian listed on Forbes Africa on Technology category. We live in an era that is becoming more defined by technology and we can't discuss the future without mentioning technology and that's why at Sky Energy Africa we are powering the future.

What projects are you working on now or that you intend to work on in the near future?

Our technical know-how in Energy technologies solidifies our reputation as the leading EPC company for clean Energy systems in Malawi. This is affirmed by the fact that we have over 1000 projects which we commissioned and are currently running for a variety of clients ranging from organizations, companies and individual entities. We designed, supplied, installed and

commissioned 36 Solar systems for a project dubbed 'Solarisation of Total Malawi service stations' which saw reliance of Total Energies on Solar as an efficient energy source for its service stations across the country to curb the hurdles of electricity utility bills.

What has the response towards Sky Energy been among Malawians?

In the beginning, people thought solar is only used in rural areas but now it's become accepted everywhere. The smarter you are, the more you relate to clean energy technologies and such has been the case. People are now going green and the introduction of self consumption PV technologies where big power consumers are finding solar as the major cost saving tool in maximizing annual profits with its ability to power utilities and cut off bills with not less than 50%.

What advice would you give young Malawian entrepreneurs?

The youth must move outside of their comfort zones if they want to succeed. Success will never lower its standards so we need to raise our standards to reach success. There is food for every flying bird, but no one brings it to its nest.

MENTAL HEALTH of BUSINESS OWNERS

With Malawi's high unemployment rates, graduates are often encouraged to start their own businesses because it can take years for someone to find a stable job. Although running a business seems like an easy way to make money, what many people don't realize is that it also takes a toll on one's mental health. As a

result, many people venture into entrepreneurship with a lot of passion without realizing that they are also signing up for mental stress. Therefore, we conducted a survey among a group of 50 business owners in Lilongwe to find out how running a business has had an impact on their mental health.

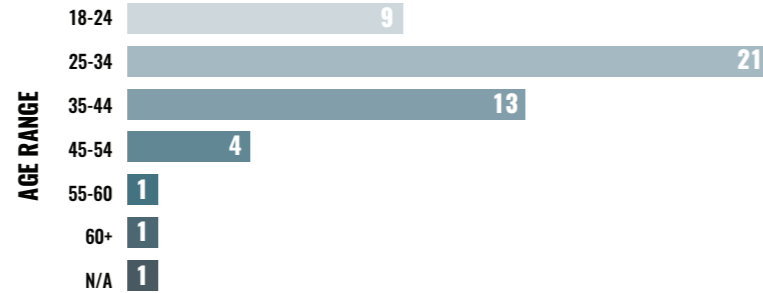
Period of survey : 11 July - 8 August 2022
Valid responses : 50



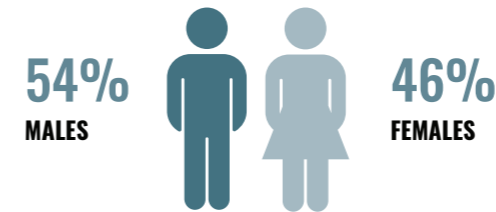
SURVEY RESPONDENTS INFORMATION

AGE OF BUSINESS OWNERS

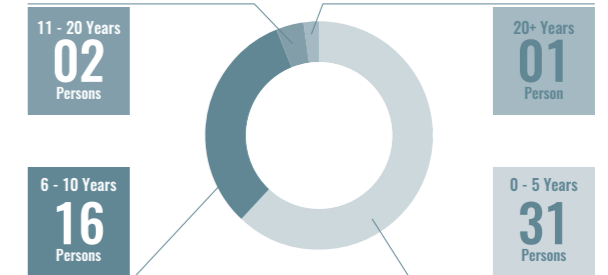
The majority of the respondents were between 25 - 44 years old. This age group is usually comprised of graduates and innovators that are motivated to make a difference in the world / nation.



GENDER



YEARS RUNNING BUSINESS



CAUSES OF STRESS

The causes of stress among business owners vary but we summarized the top 6 reasons as follows:

- Lack of finances**
- Low sales**
- Deadlines**
- Delayed payments from clients**
- Rising costs of expenditure due to inflation**
- Customer relations and finding new customers**

Therefore, we can conclude that out of the 6 reasons provided as causes of stress among business owners, 4 of them are related to finances.

SOLUTIONS OF STRESS

If you are a business owner who experiences stress, do not lose hope because there are different ways of relieving stress. Here are some of the ways in which business owners deal with stress:

- Talk to partners, mentors and friends**
- Do my best and find solutions**
- Doing exercises or working out**
- Participate in hobbies**
(listening to music, watching movies and playing video games)
- Praying**

Based on these reasons, we can summarize that if you are a business owner who is stressed you should always ask for advice from others because keeping your problems to yourself can make you become more stressed.

You should also have ways to refresh your mind such as hobbies which will put your mind

off the business. Exercising also helps because when you sweat, you release the pent up tension that has been building up due to stress. Lastly, prayer and finding refuge in God also helps in relieving stress.

Let us continue to pursue business ventures while taking care of our mental health as well so that we don't experience burnout.

Q How can I Raise money through Charity Golf?

A 5 Best Ways to Raise Money with a Charity Golf Fundraiser



INSTRUCTOR
Chris Kachiguma
Malawi National Golf Coach
[Phone] +265 (0) 999 304 708



OPTION 1

Sponsorships

Organizers can find sponsorships to fund the entire event in exchange for the company name attached to the event. Sponsors may also choose to pay for food and alcohol. Drinks are a big part of golf tournaments, so finding a sponsor to fund this cost greatly benefits smaller organization.

Hole sponsorships can be available on every hole. If a course has 18 holes, at MK200,000 each hole, the organization could raise MK3,600,000.

You can also offer hole sponsorships at the practice green and have one or two prize holes. Some of the more popular prize hole options include:

- Long drive
- Hole-in-one
- Closest to the pin
- Putting contest

OPTION 2

Registration and ticket sales

Player registration is another primary way to raise money with a golf tournament. Golf tournament tickets can be for the game alone or the game and lunch or dinner. A golf fundraiser that includes a meal will bring in more revenue.

Golf fundraisers are an excellent way for donors to spend time with friends and support their favorite charity. Organizers must choose between single-player or foursomes for course tickets. Foursomes are often more expensive and a better fit for players who love golf. This decision should be based on your donor/sponsor base and why they're interested in joining the golf tournament.

A mixed play is another option for organizers that may bring in a larger audience. You can offer the entire game to foursomes and another competition on a few prize holes and the putting green for players who'd like to support the organization but don't have much interest in golf.

OPTION 3

Live or silent auctions

Most charity golf tournaments that include a meal will have a live or silent auction. Players expect this, so make sure your auction items fit the golf crowd. Some of the most successful items for a golf outing auction are:

- Golf clubs
- Golf lessons

Most silent and live auctions offer the same prizes, so your organization can stand out if you have a little fun. If you have a theme, find a way to match your auction to the theme. Another creative idea is to auction caddies.

OPTION 4

Drink tickets / Cash Bar

Golf tournaments can take the whole day. In the summer, that means a lot of thirsty players. You can raise work with the golf course on ways to raise more funds by selling drinks on the course.

That will come in handy for selling your drink tickets. Add multiple ticket levels as per your pricing strategy. If you want any additional information from them regarding their preferences, etc., you have the option to do that. You can also encourage your purchasers to make donations right from the event ticketing form to help your charity raise more money for a good cause.

OPTION 5

Raffles

Raffles are another easy way to raise money during a golf tournament. If you're expecting a large crowd for the event, you can raise a significant amount with a 50/50 or reverse raffle.

BUSINESS PLUS+ TRIP

Is your family looking for a fun and refreshing 1-day getaway? Look no further, visit the Kamuzu Dam which is also known as Malingunde Dam in Lilongwe. Managed by Lilongwe Waterboard, Kamuzu Dam was officially opened in 1992. The dam is a reservoir which has an elevation of 1083 metres.



FAMILY 1 DAY TRIP to KAMUZU DAM

DAY TRIP PLAN

START

8:00 Lilongwe

Begin your journey from Lilongwe to Kamuzu Dam. The dam is accessible by either Bunda road or Likuni road but we recommend the Likuni road which is faster and easier to navigate.

1 hour and 30 minutes by Vehicle

9:30 Arrive at Kamuzu Dam



Entry Fee

K1000 per person
Free parking




Opening Hours

6 am-6 pm




9:40 Explore the waterfalls

The massive waterfalls will take your breath away as they cascade down the slopes of the reservoir. You can take pictures here and unwind with your family.


12:00 Lunch Time

Set up a braai and relax around the picnic area provided. Although braai stands are available, you have to bring your own charcoal and meat. There are also bins around the area to ensure that you don't litter.



14:00 Trekking

Enjoy trekking with your family and explore the surrounding area which has a guided path covered in wilderness. You can also spot some birds as you are trekking.



17:00 Back to Lilongwe



SUITS OF THE MONTH

Stand a chance to be featured in our next issue of Business PLUS Malawi magazine by posting pictures of yourself in your best business attire.

WHAT TO DO

1. Follow our Instagram page [@businessplus_mw](#)
2. Tag us in your picture with the hashtag [#suitsmw](#)

For more enquiries contact: +265 998 311 666

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Strips
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FOR MORE INFO

Design and Printing PLUS

Corporate Mall, Area 4
 P.O Box 502, Lilongwe
 +265 (0) 998 311 666
info@designandprintingplus.com

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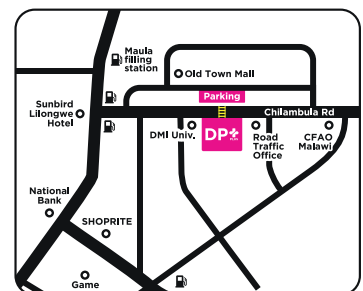
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CONTACT INFORMATION

Corporate Mall, Area 4
P.O. Box 502, Lilongwe
+265 (0) 998 311 666
info@designandprintingplus.com

WORKING HOURS

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