



Celebrating progress in fostering Entrepreneurship, Technology and Innovation.

Annual Report 2023/24





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Remarks from our Founder



Dear Friends

Navigating the past year has been quite challenging for most. Malawi and Southern Africa in general has encountered climate shocks leading to households being unable to cope due to inadequate income derived from impacts of climate shocks. In addition, the economic landscape has been a roller coaster ride with a devaluation of the kwacha by 44% against the dollar leading to inflation reaching 27% and food inflation at 35% as of December 2023.

As we engage diverse communities especially young people and enterprising communities, a key highlight is "ndalama ikuvuta" which means "money is not easy to find" leading to a huge decline in livelihoods. With the growing trends in unemployment, there is a skyrocket in interest in entrepreneurship-contributing to a growth in creativity and innovation amongst individuals especially young men and women in Malawi.

7 years ago, Mzuzu E-Hub was established and has been operational to date demonstrating the potential locally led organisations have when accorded the right support structures including investment and capacity strengthening. One of the key lessons learnt has been the power of COLLABORATION with diverse individuals and communities towards a common goal- "Youth at the center of private enterprising for socio-economic development in Malawi"

I am everyday inspired with how passionate emerging entrepreneurs -our HUBSTARS- are in developing solutions for diverse challenges across our communities, the resilience in navigating a difficult business environment whilst maximizing the impact even with the minimal available resources. Micro, Small and Medium Enterprises play a crucial role in an economy and to see growth in the number of enterprises established, products and services launched on the market, employment opportunities created and increase in revenues/income earned.

By providing capacity building, linkages and networks to amplify these enterprises to grow and become successful, Mzuzu E-Hub contributes to enhanced productivity and addressing diverse challenges faced by individuals and communities. Beyond ordinary businesses, our community serves as a platform for community engagement, networking and opportunity linkages. In partnering with the Zantchito Entrepreneurship and access to finance program, we anticipated increase in emerging enterprises, investment and network linkages across the ecosystem. In addition, our partnership with GIZ under the More Income and Employment in Rural Areas (MIERA) project, accelerates enterprises through REAR Malawi Innovative Business Challenge and the Kukolola project under the Muzi Ecosystem Initiative implemented by GOPA-AFC.

In this report, we highlight how emerging entrepreneurs like Joyce who founded Shalom Fashion Designs providing valuable skills for young people and women within her community, creating employment for 2 trainers and with a grant from the Women in Biz Challenge, she has increased her productivity leading to a revenue increase of up to 45% of her initial revenue pre-program participation.

At the center of our core business is the rise in emerging technologies that amplify businesses and individuals' productivity and efficiency on a day to day. Through our Media and ICT Literacy Education program, we have established 4 community

hubs in collaboration with local based organisations to scale our digital literacy interventions. With new partnerships at the center of this, we welcome Lenovo Foundation under the Digital Skills For All scale up project aimed towards empowering 300 young men and women with skills in emerging technologies including Computer Programming, Graphic Design, Photography and Videography with AI and Cybersecurity as crosscutting, and the Digital Opportunity Trust under the Going Beyond Project which will amplify digital business skills transfer to 1,500 young men and women running micro, small and medium enterprises in Malawi.

One of the most exciting moments of the year were the team bonding and engagement sessions, quite a first to have had these happen every fortnight of every month, well-deserved moments for the dynamic team that invests so much into doing the hard work. For the BEST MOMENTS!

And to the most amazing part... Celebrating 7 years of investing in sustainable entrepreneurship, technology and innovation to better livelihoods of individuals and communities. We are rebranding!

Could never thank you enough for joining us on this mission throughout the years and excited to COLLABORATE more in the years to come.

Thank You! Zikomo. Tawonga.

Wangiwe Joanna Kambuzi
Founder & Managing Director



About Us...

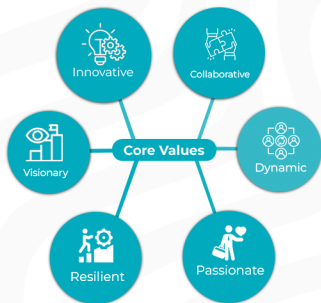
7 years of driving transformative change across communities through our mission.

Our Mission

Providing capacity building, linkages and networks to amplify youth led start up and emerging enterprises for growth and success.

Our Vision

Young people at the center of private enterprise driving social and economic development in Malawi.



Notable Events



Joining Miller Center for Social Entrepreneurship Accelerator



Earth Day highlights and celebration with alumni community



1st MSCE Students graduation ceremony at Chipunga TX CDSS



Welcome Curriculum and E-Learning Advisor and ICT Advisor Volunteers from WUSC



160 youths complete digital skills trainings in Rumphu at Life Concern Organization



The Biz Market Expo



Selected as one of the innovation hubs to implement the Muzi Ecosystem Initiative under GIZ



Tech Talk Partner Forum Event



Videography, Photography and Impact Storytelling - Lenovo Foundation



Commencement of 2018-2023 strategic plan



Commencement of Kukulola Project in Rumphu District



Impact Overview

2 flagship programs delivered



Media Information and Literacy Education

- 1477** Applications received under MILE
- 591** Youth and women trained
- 714** Elderlies and Women reached with Mass ICT awareness campaigns in Rumphu and Karonga
- 6** Graduations conducted in ICT Skills Transfer
- 4** Ecosystem events conducted



Business Incubation - Bizcubation

- 1282** Applications received under Bizcubation
- 3833** Reached with information sessions.
- 238** Entrepreneurs trained
- 45** Coaches and mentors involved
- 101** Market linkages facilitated
- 19** Entrepreneurs financed with seed capital
- \$42,900** Disbursed in seed capital grants
- 6** Ecosystem events conducted

Sectors engaged

- Agriculture
- Fashion and Design
- ICT
- Energy
- Environment
- Health
- Arts and Craft
- Manufacturing and Production
- Cosmetology
- Media Production



Digital Skills for All Project – Final Year!

In 2021, Mzuzu E-Hub collaborated with the Digital Malawi project implemented by the Malawi Government through the Public Private Partnership Commission - PPPC with financing from the World Bank under the Digital Skills for All initiative.

The project has transitioned after equipping youths, women and the elderly with Digital Skills for All trainings, Enterprise Development Support and Mass ICT Awareness campaigns across the Northern Region. The areas impacted include Mzimba, Mzuzu City, Nkhata-Bay, Rumphi, Karonga, Chitipa, Likoma and Chizumulu Islands.

The project phased out in 2024 having impacted youths between 18 and 35 years with technology employability skills for youth to thrive in the digital world and capacity building support for emerging business, start ups and dynamic entrepreneurs.

Under the digital skills training, the project transferred skills in various modules that resulted in youths acquiring foundational and reliable content and skills to navigate tech related challenges and create appealing content and graphics.

Yilinaise Chawinga is a 26 year old young lady based in Mzuzu and underwent a computer programming training focusing on Python language and she describes her involvement in the training as beneficial and utilizes skills acquired building her tech knowledge.



"Computer programming helped make technology part of my life. It led me to my purpose, to discover the areas that I can specialize in and deliver with confidence. My digital agency was birthed as a result of the experience I had at Mzuzu E-Hub in 2021 and 2023 and has contributed to my economic empowerment. I am now growing as a tech enthusiast",

- Yilinaise

The organization's commitment towards enterprise development support for entrepreneurs across the northern Region has necessitated growth, mindset change, revenue increase and financial support for livelihood sustaining and dynamic entrepreneurs. Idea stage entrepreneurs launched businesses and existing entrepreneurs thrived from the Bizcubator program from various sectors including the Technical, Vocational, Entrepreneurship and Training - TVET.

Mathews Zinyengo Kumwenda, Founder of Green for Africa and recipient of the seed capital funding under the Youth Innovation Challenge in 2023 attests to business improvement, market linkages and access to new partnership through his involvement in the Bizcubator Program.



"We benefited a lot of things from Mzuzu E-Hub such as knowledge on how we can improve our Business, Business Management, and Business Growth. We were awarded seed capital of K1,000,000.00 which we injected into our business growth plan. Before this funding, we were producing 5-10 bags of Organic fertilizer but now we are producing 50-100 bags of Organic fertilizer per month"

- Mathews

The other component of the Digital Malawi Project was the Mass ICT awareness campaigns that were launched to provide information on emerging issues around ICT and its usage.

The campaigns reached a wider audience in the Northern Region including women, youth and the elderly with information on financial literacy, cyber security and internet safety.



Scaling up digital skills under Lenovo Foundation

Mzuzu E-Hub has formed a strategic partnership with Lenovo Foundation to advance digital literacy and create sustainable livelihoods for young people aged 18-35 across Malawi.

As a continuation of its "Digital Skills for All" project, Mzuzu E-Hub has also partnered with iQuest Multi-Media Center, Computer for Enhanced Education and Life Concern in Rumphi to reach a targeted audience of 280 youths with employable and practical skills.

Launched in 2023, the Lenovo Foundation project has successfully trained and graduated 22 youths in Mzuzu who underwent a 3-month training in photography, videography and storytelling and documentary production. Participants acquired

photography and videography skills, enabling them to create compelling content and leverage digital marketing strategies for stories produced.

The training program equips young people with the tools and knowledge necessary to thrive in an evolving digital landscape. By integrating practical session and real life stories into the curriculum, the organization is preparing participants to meet the demands of the modern marketplace.

The three-month program combines theoretical instruction, hands-on experience, and mentorship from industry professionals.



"Some of the most valuable skills I gained were storytelling techniques, visual composition and editing. I've applied these skills everytime I do photography, and it has helped me communicate more effectively."

- Grace Kaonga



going
beyond

New partnership with Digital Opportunity Trust

Mzuzu E-Hub is thrilled to announce a new partnership with Digital Opportunity Trust under the Going Beyond Project with an objective of increasing quality of life, resilience, agency and voice of African Youth in Malawi, Zambia, Tanzania and Cote D'Ivoire.

The project supports three pillars of implementation: scaling a youth led model through local partnership, youth leadership and digital inclusion & enterprise growth by enhancing gender equality, digital livelihoods and leadership capacities.

A total of 21 youth leaders from Nkhatabay, Rumphi, Lilongwe and Mzuzu are currently in the first cohort and are expected to support a total of 1575 young people with digital business trainings, entrepreneurial support and market linkages by February 2025.

The organization has also partnered with Life Concern in Rumphi, Computer for Enhanced Education and Computer Clinic in Lilongwe and My Hub in Nkhatabay as Host Organizations to support in project implementation.

The project has achieved a 70-30 female:male ratio representation for the youth leaders, re-iterating the project's commitment in engaging more females to support with leadership and business facilitation skills. The 1575 youth peers will leverage the use of technology in advancing businesses in their respective communities.



"I am thrilled to be part of the Youth Leadership Program, a dynamic initiative organized by Mzuzu E-Hub in collaboration with Digital Opportunity Trust. I am equipped with essential skills, knowledge, and resources that have honed my leadership abilities, digital literacy, and entrepreneurial mindset. Now, armed with newfound knowledge, I have already started making a difference in my community by training and supporting local micro, small, and medium enterprises (MSMEs) owners with essential business skills and practical digital tools."

- Peace Mtonga
Youth Leader (Rumphi)



"My association with the Going Beyond Project as a Youth Leader has improved my facilitations skills and it has equipped me with more knowledge on digital business and how this can trickle down to the youth peers that I am training."

-Deusederatta Malele
Youth Leader (Lilongwe)





Connecting the ecosystem: Afrilabs - Malawi City Meetup

Limitations on achieving growth in the tech, innovation and entrepreneurship sectors include lack of mentorship and coaching for emerging entrepreneurs, limited access to land, intermittent internet connectivity, heavy regulatory processes in testing innovative ideas leading to idea stagnation.

This and more discussions emerged at the first-ever Malawi City Technology and Innovation Meet Up hosted by Mzuzu E-Hub in collaboration with mHub bringing together 47 industry enablers, academicians, entrepreneurs, tech savvy organizations, innovators

and individuals across Mzuzu and Lilongwe City to a high level discussion on the current state of Entrepreneurship, Technology and Innovation in Malawi.

Key discussions centered around ideas and exploration of opportunities on policy, funding, infrastructure, skills development, research and development. One important element of the discussion was the potential for Malawi to become an entrepreneurial, innovation and technological hub and has the potential to leverage on the current digital space to enhance

creativity and innovation by creating a regulatory environment for digital development, growth and adaptation.

The Meet Up presented opportunities for participants to create solutions to the limitations presented during the event with majority concurring that Malawi has the potential to grow and compete globally with the right policies, infrastructure and positive attitude.

Green jobs for adolescent and youth – GJAY



Mzuzu E-Hub, in partnership with CRECCOM, Mzuzu University, ADRA, and TEVETA, leveraged the success of the 'Youth Transition from Poverty to TVET Employment – Pilot Project' (2021-2022) to implement the Green Jobs for Adolescents and Youth project in Ntcheu and Mzimba districts. This program, funded by Save the Children International is designed to support 200 adolescents and youths through processes of pre-incubation, incubation and post-incubation support.

The initial cohort of 50 youths and adolescents in Mzimba successfully completed the program, achieving a 100% graduation rate. Of these, 11 individuals were supported with business registration, marking a significant milestone in their entrepreneurial journey. The project's reach extended to over 234

youths across Mzimba and Ntcheu during the pre-incubation phase, providing them with access to knowledge sharing platforms, including the Biz-Learn application, which offers a self-paced learning in entrepreneurship.

50 youths in Ntcheu are expected to undergo the incubation phase with participants reporting in business knowledge, linkages to business and tax registration opportunities and mentorship resulting in business stability. The project is not only fostering entrepreneurship but also creating sustainable employment opportunities in the green sector.

The Green Jobs for Adolescents and Youth project has demonstrated tangible results in its early stages, with a successful graduation, business registrations and knowledge dissemination.



What our partners say about us ...



Lenovo Foundation

Santiago Mendez Galvis
– Lenovo Foundation.

“Thanks to the Digital Skills for All project, Lenovo is able to expand its mission of Smart Technology for All and transform the lives of young people in Malawi”



dot. DIGITAL OPPORTUNITY TRUST

Violetta Uwamutara,
Vice President Sub-Saharan Africa,
Digital Opportunity Trust (DOT)

“Our partnership with Mzuzu E-Hub aligns our shared mission of empowering youth through digital and entrepreneurial skills, and it amplifies our impact by fostering innovation and leadership within the community. Together, we are creating transformative pathways for young leaders, driving sustainable development and economic growth, and shaping a brighter future for Africa.”

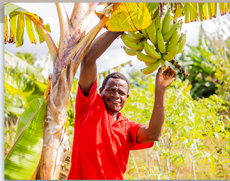


Innocent K. Banda
– Mayoka Hub

“As an emerging organization, our partnership with Mzuzu E-Hub has provided mutual benefits especially in the area of collaboration and visibility. Youths in Nkhata-bay are taking up various digital trainings with this partnership.”

Looking to amplify
communities, work with us!

Say- hello@Mzuzuehub.org



Rural Enterprise Advancement and Resilience (REAR) Malawi Project

Mzuzu E-Hub with support from GIZ implemented a Rural Enterprise Advancement and Resilience (REAR) Malawi - Innovative Business Challenge aimed at building the capacity of Agri-enterprises in the Northern Region to help them grow into profitable and self-sustaining ventures.

REAR project has supported 9 emerging enterprises by providing business development support services through capacity building interventions including training

workshops, coaching and mentoring, investment readiness and network linkages with industry players across the ecosystem with the Innovation pitch event as the final engagement under the project.

The Project has created impact for emerging enterprises in the Northern Region both at Start Up and Cooperatives Level. The enterprises engaged in the project range from wine production, fish farming, banana production, rain-fed agriculture, liquid organic

fertilizer production, beekeeping and honey production to sunflower crude cooking oil production.

Through the coaching, mentorship and capacity business trainings, these emerging enterprises were supported with development of actionable business strategies, business model reengineering, strategic decision making, operational efficiency, financial management, branding and product certification.

KUKOLOLA PROJECT



"The Kukolola Project has amplified my business. The incubation support has helped me streamline my operations, especially in tracking inputs and cash flow and I no longer use business funds for personal expenses. I have built a solid budgeting system through support from the facilitators and I have been linked to financial services for possible loans. I can notice a huge difference in how I manage my finances and this has set my business up for success."

Wongani Cholongo
– WC Investments

Mzuzu E-Hub delivered enhanced access to information and business support services through digital technology platforms, awareness and sensitization campaigns, and a bespoke incubation program for young men and women in Rumpfi District under a program dubbed Kukolola, which in our local context means *Harvesting*.

Kukolola project capacitated 50 enterprises with the Bizcubation business support services, engaged 504 youths and women with access to information in agriculture entrepreneurship, farm technology and innovation trends in agriculture.

22 of the enterprises participated in the 2024 Rumpfi District Agriculture Fair for market linkages.

The project has advanced the entrepreneurial journey of these enterprises with evident success stories of market linkages, business registration, business knowledge and networking opportunities for entrepreneurs in the Northern Region.

The project is under the Muzi Ecosystem initiative financed by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH [GIZ] and Agriculture and Finance Consultants(AFC).



ZANTCHITO – Entrepreneurship and Access to Finance launch



Mzuzu E-Hub launched provision of incubation services in collaboration with the Zantchito Entrepreneurship and Access to Finance Program implemented by the United Nations Development Programme - UNDP with financing from the European Union.

During the launch event, the organization hosted young people, emerging entrepreneurs, the District Youth Office, representatives

from the Malawi government and from UNDP, Cadmus and including the Mzuzu E-Hub's community, who anticipate positive transformation for young and emerging entrepreneurs contributing to employment creation and economic growth.

Through this partnership, Mzuzu E-Hub aims to support 50 enterprises in the first year, and up to 500 ideas to early stage entrepreneurs over a period of 5 years across Malawi.

"For the course of the next 5 years, we would like to create an ecosystem for job creators: business incubators like Mzuzu E-Hub who can onboard a large number of entrepreneurs and graduates providing them with relevant support and in the end, these entrepreneurs should create jobs for others."

Navin Kumar
- Team Leader, Zantchito Entrepreneurship and Access to Finance.

Alumni Spotlight

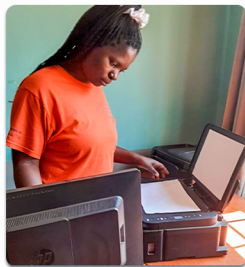


Shalom Tailoring and Designing

Joyce Mpuweni Thindwa founded Shalom Fashion Designs in 2020 to cater for fashion trends and also provide vocational skills training in fashion and tailoring for youths and women within her community.

Through the seed grant under the 2023 Women in Biz program, Joyce invested in the growth of her business. Her participation in the program yielded results with an increase of 45% per annum in revenue and has employed two more

trainers and established two temporary vocational training centers in her area. Mzuzu E-Hub also connected her with the Acafe Foundation, leading to the development of a website for her business.



TK Designing

TK Designing, founded by Thokozani Alick, started with her participating in the Digital Skills for All programme training in graphic design module at our partner organisation in Rumphu District. Thokozani now opened a shop where she offers services of printing, photocopying, scanning and designing cards for occasions such as birthdays and weddings.

Thokozani currently has invested \$300, revenue generated from the designing business to agriculture and leased an acre of land for maize farming and purchasing of farm inputs.

“Because of a graphic design module that I took, I have managed not just to develop my technical skills but also to know how to leverage customer behavior which has been a bonus to my business. Gradually I was able to grow the business and take on another employee in response to the demand”

- Thokozani Alick

Financials 2023/24

Description	Amount (MK)	USD
Opening Balance	88,243,514.28	52,148.14
Income		
Donations	411,264,906.24	243,039.95
Income Generating Activities	5,380,434.60	3,179.61
Total	411,795,340.84	243,353.41
Expenses		
Project Implementation Cost	270,008,641.11	159,563.54
Administration Cost	139,935,735.39	82,696.03
Total	409,944,376.50	242,259.57
Closing Balance	90,094,478.62	53,241.98

Fundraising and New Partnerships

Profound acknowledgement and gratitude to our partners and funders:

Zantchito – UNDP (**Zantchito Project**) = \$30,000

Digital Opportunity Trust (**Going Beyond Project**) = \$132,289

GIZ – Muzi Ecosystem Initiative (**Kukolola Project**) = \$25,000

GIZ – (**REAR Malawi – IBC Project**) = \$15,550

SCI International – (**Green Jobs for Adolescents and Youth Project**) = \$358,588



Team Building and Collaboration

Our organizational culture fosters team collaboration and engagement for our team to remain dynamic and vibrant towards delivering meaningful impact to our community.



From the 2023 Staff excellence awards



Friday Hangouts- Card Games



Storytelling sessions



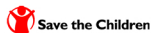
therapeutic sip and paint sessions



team building at Umunthu Space

Our Partners

Our investment partners



Our Technical partners



Thank You for investing in our communities, transformative change can only be attained if we collaborate and commit towards a strengthened ecosystem.



Something
Exciting
is coming



We are rebranding!

Mzuzu E-Hub has seen significant growth over the past 7 years and as we reflect on the progress and impact, we are happy to announce an exciting journey for the organization.

We believe the upcoming brand will continue to support the pillars elected 7 years ago and will serve as a symbol for our continued commitment in empowering communities, changing livelihoods, incorporating innovation

and technology for youths and women across Malawi and beyond. We are excited to unveil this new brand in November 2024 and the positive impact it will present for the communities that we serve.



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Contact Us



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