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Mr. Watson Kaunde

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Dear Mr. Kaunde,

Re : Equity Investment Opportunity in Kwacha Access Financial Services Limited

I trust this letter finds you well.

I am pleased to formally present you with an exciting investment opportunity in Kwacha Access Financial Services Limited, a dynamic, Reserve Bank of Malawi–regulated microfinance institution committed to driving financial empowerment and sustainable economic development among Malawi’s underserved communities. Through easily accessible financial products, digital financial innovation, and robust financial education, Kwacha Access empowers individuals, small businesses, and communities to build sustainable livelihoods.

As we implement our strategic growth plan, we are inviting you to partner with us by acquiring a 30% equity stake in Kwacha Access Financial Services Limited. The invested capital will be structured as a shareholder loan, offering you the dual benefit of equity ownership and loan-based returns. The term and conditions of the loan will be agreed but preferably the loan placements to be spread over 6 months. The minimum loan amount to qualify for the 30% equity share is MK500,000,000.00. However the equity agreement to include an option to sell the shareholding after 5 years.

Key Investment Highlights:

- **Equity:** 30% shareholding in a growing, impact-driven institution, giving you direct participation in our growth, dividends, and long-term value.
- **Loan Placement:** Your capital will be classified as a shareholder loan with clearly defined terms, security, and attractive returns.
- **Strategic Impact:** Your investment will directly support our expansion into innovative digital financial solutions, including the rollout of our Kwacha Credit Line and other tailored products for civil servants, MSMEs, women, and youth.

Our Strategic Direction:

- Customer-Centric Product Development: Offering microcredit for farmers and MSMEs, empowerment loans for women and youth, accessible savings, and micro-insurance products.
- Digital Transformation and Innovation: Expanding financial inclusion through mobile-enabled services, data-driven insights, and digital literacy support.
- Financial Literacy and Client Education: Delivering comprehensive programs to empower clients with knowledge and skills for sustainable financial independence.
- Operational Efficiency: Maintaining lean, scalable operations with strong governance, risk management, and performance tracking.

Use of Funds:

- Enhancements to our digital platforms and mobile services – Toll free call centre line and USSD customer onboarding platforms, a sector first. To lead and dominate.
- Diversification of our loan portfolio to serve more Malawians with tailored credit solutions.
- Continued delivery of financial literacy programs to strengthen client capacity and impact.

Why Partner With Us:

1. A trusted, client-focused brand dedicated to transparency and community empowerment
2. Well diversified and experience Board and management team, proven to deliver results.
3. Strong compliance with Reserve Bank of Malawi regulations
4. High-impact, scalable products with clear social and economic benefits
5. A clear path for growth and digital transformation – ambition to be a Microfinance Bank in 5 years and list on the stock exchange within the following years
6. Dual benefit structure: equity growth and secured loan returns and clear exit plan through share buyback option after 5 years.

I would be delighted to meet and discuss this opportunity further and share detailed financial statements, business plans, and proposed terms at your convenience.

Thank you for considering partnering with Kwacha Access Financial Services Limited. Your support will help us expand our reach and empower even more Malawians to achieve financial security and economic resilience.

We look forward to the possibility of building this impactful journey together.

Yours sincerely,

Kwacha Access Financial Services Limited