**1. Executive Summary**

Agri-Catalyst Hub is a dynamic consultancy firm dedicated to advancing agricultural innovation and sustainable development in Malawi. We provide comprehensive support to Agri-enterprises and agricultural producers through specialized services in business development, capacity building, and customized advisory support. Our offerings include business incubation and acceleration programs designed to foster growth, resilience, and competitiveness within the agriculture sector.

With a practical and integrated approach, Agri-Catalyst Hub also delivers end-to-end technical solutions such as the design and construction of modern greenhouses, installation of efficient irrigation systems, and the delivery of targeted management training sessions. These services ensure the effective adoption and scaling of climate-smart technologies across the agricultural value chain.

Driven by our mission to transform the agriculture sector, we focus on delivering scalable solutions that enhance productivity, build resilience, and foster inclusive rural and enterprise development. Our vision is to become Malawi’s leading Agri-solutions service provider, empowering agricultural producers and Agri-enterprises through sustainable technologies and robust agribusiness development strategies.

Agri-Catalyst Hub stands as a trusted partner for stakeholders seeking to thrive in a rapidly evolving agricultural landscape, combining innovation, expertise, and impact-driven support to unlock the full potential of agriculture in Malawi and beyond.

**2. Company Description**

Agri-Catalyst Hub is duly registered in accordance with the provision of the Business Registration Act (No. 12 of 2012) in Malawi as sole proprietorship consultancy firm based in Area 49 Bhagdad, Lilongwe, Malawi and is fully committed to advancing agricultural innovation and sustainable development. The firm was founded by Mr. Sangwani Watipaso Sakala, an accomplished agribusiness strategist, PSE professional and innovator, who holds an MBA specializing in Innovations, Entrepreneurship, and Startups and a BSc degree in Agricultural Enterprise Development and Microfinance. He possesses vast experience working with International Non-Governmental Organizations, Business Development Service Providers and Microfinance Institutions. His academic and practical expertise form the foundation of the firm’s innovative, impact-driven approach to agricultural transformation. Again, at the heart of Agri-Catalyst Hub’s impact and effectiveness is our multidisciplinary team. A diverse group of youthful professionals with deep expertise and practical experience across Enterprise Development and Management, Irrigation Engineering, Agronomy, Monitoring, Evaluation, Accountability and Learning (MEAL), Marketing and Communications, and Agribusiness Management. This unique blend of competencies allows us to deliver integrated, end-to-end solutions that respond to the complex and evolving needs of the agriculture sector in Malawi.

**Mission Statement**

To transform agriculture by delivering practical, scalable solutions in irrigation, greenhouse technologies, business development and advisory services provision that build resilience, boost productivity, enhance market engagement and foster inclusive rural and enterprise development.

**Vision Statement**

To be a leading Agri-solutions service provider that empowers agricultural producers and Agri-enterprises across Malawi through sustainable, climate-smart technologies and agribusiness development.

**Core Values**

1. ***Innovation***  
   We champion forward-thinking solutions that drive agricultural transformation. Through the promotion and integration of modern technologies, we enable Agri-enterprises and producers to adapt and thrive in an evolving industry.
2. ***Sustainability***We are committed to promoting environmentally responsible and climate-smart practices that ensure long-term agricultural productivity and ecosystem preservation.
3. ***Integrity***  
   We conduct our business with transparency, accountability, and professionalism, building trust with partners, clients, and communities.
4. ***Empowerment***  
   We build the capacity of agricultural stakeholders through training, advisory, and mentorship, equipping them with the tools and knowledge to lead and grow in a competitive market.
5. ***Collaboration***  
   We believe in the power of partnerships and stakeholder engagement to co-create solutions that address complex agricultural challenges and opportunities.
6. ***Excellence***  
   We pursue the highest standards in every aspect of our work from service delivery to project implementation ensuring quality outcomes that exceed expectations.

**3. Market Analysis**

* Industry overview and outlook.
* Market needs the business aims to meet.
* Target market description (size, demographics, trends).
* Competitive analysis (strengths/weaknesses of competitors).

**4. Organization and Management**

1. **Agri-Catalyst Hub’s Organogram**

A diagram of a company

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1. **Backgrounds of the founder and key staff members**

**General Managing Director,** Mr. Sangwani Watipaso Sakala – Bsc, MBA

Mr. Sangwani Watipaso Sakala, is an accomplished agribusiness strategist, PSE professional and innovator, who holds an MBA specializing in Innovations, Entrepreneurship, and Startups and a BSc in Agricultural Enterprise Development and Microfinance. He possesses vast experience working with International Non-Governmental Organizations, Business Development Service Provider Firms and Microfinance Institutions. His academic, practical expertise and experience in managing business acceleration and incubation programs, agribusiness programs and climate smart agriculture programs among others forms the foundation of the firm’s innovative, impact-driven approach to agricultural transformation.

A person wearing glasses and a yellow shirt

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**Head of Programs**, Mr. Cosin Kapanga – Dip, Bsc

**Mr. Cosin Kapanga** is a dedicated Irrigation Engineer with a Bachelor of Science degree in Irrigation Engineering and a Diploma in Irrigation Technology. He has gained valuable experience working with several reputable institutions, where he was actively involved in the design of irrigation systems, management of irrigation and water supply projects, and greenhouse construction. With a strong technical background and hands-on expertise, Mr. Kapanga brings practical and innovative solutions to the agricultural sector. His education has equipped him with in-depth knowledge of modern irrigation technologies and sustainable water management practices, while his field experience has strengthened his ability to implement cost-effective and efficient systems tailored to different agricultural needs.



**Irrigation and Greenhouse Technical Advisor,** Mr. Lenard Kumwenda – Bsc, Msc

Mr. Lenard Kumwenda is a highly skilled Irrigation Engineer with a Master’s degree in Irrigation Engineering (Distinction). With a strong academic and practical background, Mr. Kumwenda brings a wealth of expertise in the design, implementation, and evaluation of sustainable water and irrigation systems. He currently serves as a Drainage Engineer and Researcher, contributing to innovative solutions in water management and agricultural infrastructure development. In addition to his engineering work, Mr. Kumwenda is a part-time lecturer at the Malawi University of Business and Applied Sciences (MUBAS), where he teaches Water Engineering courses, nurturing the next generation of engineers with practical knowledge and research-driven insights. His blend of academic excellence, field experience, and dedication to advancing water and irrigation systems makes him an asset in both the academic and professional spheres of agricultural and environmental engineering.



**MEAL Technical Advisor,** Mr. Jones Kanjira –BSc, Msc, Msc

Mr. Jones Kanjira is a Monitoring, Evaluation, and Learning (MEAL) specialist with over a decade of experience in research, data analytics, and program evaluation. He holds a Master’s degree in Rural Development and Extension, as well as a Master’s degree in International Relations. He has led and supported diverse projects in livelihoods, nutrition, resilience, youth development, and climate change. His passion in driving evidence-based decision-making and strengthening the effectiveness of development programs through strategic learning, adaptive management, and robust M&E systems contributes significantly to the mission of Agri-Catalyst Hub.



**Marketing and Communications Officer,** Yankho Chikosi – Bsc

Ms. Yankho Chikosi is a passionate media professional with a Bachelor of Arts in Mass Communication. She has built a successful career as both a radio and television presenter and producer, bringing creativity, clarity, and professionalism to every project she undertakes. Her work in the broadcasting industry has been marked by a strong dedication to impactful storytelling, audience engagement, and high-quality content production. Ms. Chikosi brings significant value to Agri-Catalyst Hub promoting its visibility and market penetration initiatives.

A person wearing a denim jacket and sunglasses

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**5. Products / Services and Unique Selling Proposition**

Agri-Catalyst Hub is driven by a core mission to deliver innovative agricultural solutions and accelerate agribusiness transformation across value chains. Through a strategic blend of technical innovation, business development, and capacity building, we offer a comprehensive suite of services designed to equip farmers, agripreneurs, and cooperatives with the tools, expertise, and support necessary to succeed in a climate-resilient and market-oriented agricultural landscape.

What sets Agri-Catalyst Hub apart is its holistic, end-to-end approach that bridges the gap between on-farm innovation and commercial viability. Unlike conventional service providers that offer siloed support, Agri-Catalyst Hub delivers a seamlessly integrated package of solutions across three core pillars / services.

**I. Technical Expertise & Infrastructure Development**

Agri-Catalyst Hub delivers end-to-end technical solutions that enhance productivity, efficiency, and sustainability in agricultural practices. Our offerings include:

* **Site Assessments and Infrastructure Design:** Comprehensive evaluation of farm sites for optimal layout planning and water management strategies.
* **Customized Irrigation Systems:** Design, installation, and maintenance of context-specific irrigation solutions tailored to environmental and crop requirements.
* **Greenhouse Farming Solutions:** Construction and configuration of greenhouse units adapted to local agro-climatic conditions, promoting year-round cultivation.
* **Technical Capacity Building:** On-site and off-site training on irrigation maintenance, greenhouse operations, crop rotation strategies, integrated pest management (IPM), and soil fertility enhancement.

**II. Business Development Services**

Our business development arm supports farmers and agripreneurs across various stages of enterprise growth from idea conception to investment readiness and market penetration. Our offers include:

* **Incubation & Acceleration Programs:** Structured support for ideation, startup, and early-stage agribusinesses.
* **Financial Inclusion & Investment Preparedness:** Training and advisory support aimed at enhancing financial access, developing investment-ready business plans, strategic plans and facilitating strategic linkages with financial institutions.
* **Market Access & Value Chain Development:** Facilitation of strategic market linkages and in-depth value chain analysis to unlock growth opportunities.
* **Business Management Support:** Advisory services covering strategic planning, operations, and performance management.
* **Financial Modeling:** Development of tailored financial models to support informed decision-making and attract potential investors.

**III. Capacity Building & Advisory Services**

Agri-Catalyst Hub is dedicated to strengthening the capabilities of farmers, producer organizations, and development stakeholders through the following:

* **Climate-Resilient Agricultural Training:** Practical and theoretical training on innovative, sustainable farming techniques to mitigate climate risks.
* **Post-Installation Support:** Ongoing technical assistance and troubleshooting to ensure optimal functionality of deployed infrastructure.
* **Monitoring, Evaluation, Accountability, and Learning (MEAL):** Comprehensive support for tracking progress, assessing impact, fostering adaptive learning and research in agricultural projects.

**Why Agri-Catalyst Hub?**

At Agri-Catalyst Hub, we deliver more than services, we catalyze sustainable agricultural transformation. Our unique value lies in our ability to align technical innovation with enterprise growth and community empowerment, resulting in resilient, profitable, and inclusive agricultural ecosystems.

**6. Marketing and Sales Strategy**

* Marketing plan (pricing, promotion, distribution).
* Sales strategy and sales funnel.
* Customer acquisition and retention methods.

**7. Operational Plan**

* Day-to-day operations.
* Location, facilities, equipment.
* Supply chain and logistics.

**8. Financial Plan**

* Financial statements (income statement, balance sheet, cash flow statement).
* Financial projections (typically 3–5 years).
* Break-even analysis and funding requirements.

**9. Funding Request (if applicable)**

* Amount of funding needed.
* Purpose and usage of funds.
* Desired terms and potential return for investors.

**10. Appendices and Supporting Documents**

* Resumes of key team members.
* Product photos or prototypes.
* Legal documents, permits, market research, etc.