

# SEPTEMBER ZUWA NEWSLETTER



## HIGHLIGHTS

The sales team hit the ground running, making sure that everyone had access to the solar home systems. The systems being rolled out were Tiche 3 and 4.



## Cooling Malawi

The fridge sales team also visited Dowa, Kasungu, and Lilongwe to sensitize the customers about the Zuwa chill solar fridge.



# HIGHLIGHT ON OUR VALUES

## EMPOWERMENT

We will strive to ensure that our product range empowers our customers to live better while at the same time empowering and having fun with our people.

We allow employees to make decisions that can help them serve their customers better.

We give employees a chance to lead and be able to come up with their strategies.

We will recognize and celebrate our staff's achievements and hard work

### **What does Contribution, not competition mean to our employees?**

“Empowerment means giving the employees a chance to participate and coordinate in other activities, as it helps them grow in their field. Not only that, but it also strengthens the relationship between the customer and the employee as there are more interactions, hence knowing the customer's needs”. - Memory Banda(Social Media Officer)

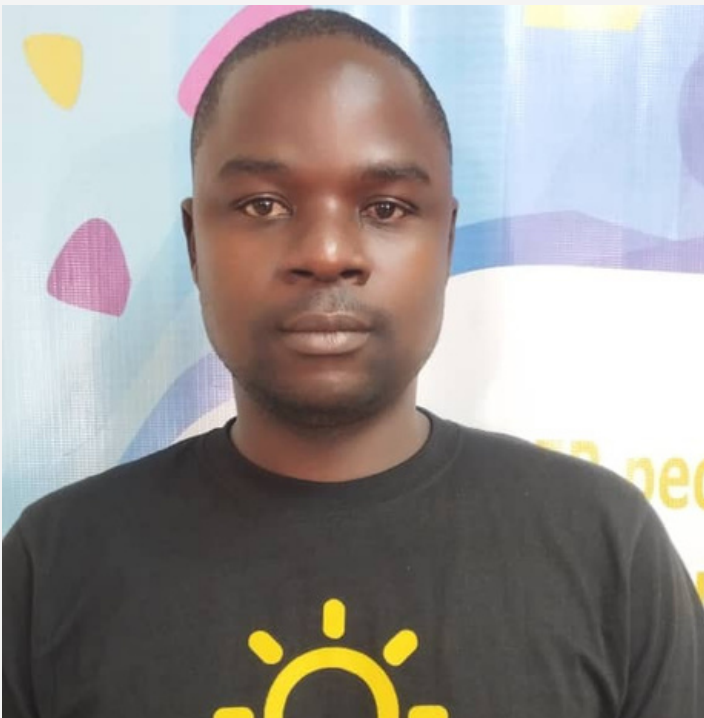


# AGENT OF THE MONTH

Congratulations to Lyson Kayange for being agent of the month. His exceptional performance in September could not go unnoticed. Zuwa is happy to have him as one of the champions.



# WELCOME TO THE TEAM



Zuwa would like to welcome Mr. Francis Nkozoma as the new customer service officer in the southern region. Zuwa is happy to have you on the team.

# NEW DEVELOPMENT

On Thursday, September 21, 2023, Zuwa Energy signed an agreement with the Malawi Government through the Ministry of Energy and the Malawi Off-Grid Market Development Fund for a \$2.6 million inventory financing facility (debt) to enable over 42,000 low-income and rural households in Malawi to access clean energy for the first time through our affordable solar home systems.

