

# Market System Development & Investment Facilitation Capabilities Statement

Prospero Limited is a Zambian registered, independent, not-for-profit company limited by guarantee that supports private sector development and facilitates impact investment, transitioning growth-stage businesses across Zambia into viable recipients for impact capital. We focus on companies that will have an impact on the development of Zambia and the Southern African region. We work across several key economic sectors including, but not limited to, food and agriculture, sustainable industries, renewable energy and climate finance and investment services, with a specific focus on integrating climate-smart solutions and gender into our work.



## OUR VALUE ADD

### Inclusive Economic Development

We partner with SMEs and key stakeholders to develop sustainable business models that benefit marginalised populations. We develop a strategic mix of innovation, social and economic impact. We apply a market systems development approach to support these SMEs and develop an enabling business environment for private sector growth and investment.



### Private Sector Growth

We provide technical assistance to SMEs to help support them to grow their businesses sustainably. Prospero has supported in excess of 400 SMEs between 2014 and 2022. We have expertise in agriculture, sustainable industries, renewable energy, climate finance, investment services amongst others.

### Investment

We have the expertise to facilitate investment. We have strong networks within the SME ecosystem, angel investments and impact investment. Our footprint includes the support we rendered to the establishment of Zambia's first Business Angels network. We also supported the creation of the Network NABII. Over the years we have witnessed a proliferation of investment via the strong ties that these networks belong, with other initiatives such as an annual impact Investment Summit. We develop innovative financial mechanisms to support financial institutions to provide SMEs with easier and more affordable access to finance.



### Project Management

Prospero's team is highly qualified with substantial depth and breadth of local knowledge and expertise across the main sectors of the Zambian economy. We have demonstrated our ability to successfully manage and deliver large and complex donor-funded programs that have had a lasting impact on businesses we've worked with.



# Track Record

## Private Enterprise Program Zambia 1 (2014-2020)

Funder: DFID Budget: £20 million

Prospero was a strategic consortium partner in the DFID-funded PEPZ1 program, which aimed to strengthen SME growth in Zambia through a market systems development approach. The program provided access to technical expertise, (networking and facilitation to support businesses to develop scalable innovations, address key market constraints, and create business linkages. PEPZ1 also provided financial support to incentivise further investment into innovation and implemented a business plan competition called Nyamuka to promote awareness and entrepreneurship amongst start-up enterprises and other entrepreneurs.



## Private Enterprise Program Zambia II (2020-2027)

Funder: FCDO Budget: £85 million

Prospero is the sole implementer of PEPZ2, which builds on the successes of PEPZ1 with the goal to incentivise and facilitate investment in innovation, driving profitable growth for businesses and inclusive growth for poverty reduction in Zambia. PEPZ2 addresses critical gaps in Zambia’s MSME development and impact investment ecosystem. Prospero crafted an approach to operate at the intersection of market systems development and MSME investment facilitation, which enables MSMEs to become viable candidates for co-financed innovation grants and commercial and impact-oriented investment capital. We focus on the food and agriculture, manufacturing and mining services, tourism and biotrade, business services and investment services sectors.



## Alternatives to Charcoal Growth Technical Assistance Program (March 2023 - February 2024)

Funder: Tetra Tech (USAID-funded) Budget: ZMW 2,718,133 (around \$134,000)

Prospero is providing business advisory support to help Alternative to Fuel (ATF) companies and entrepreneurs grow their business in Zambia, with the broader program objective to reduce deforestation through increased adoption and use of ATFs and decreased consumer demand for charcoal. Prospero has designed a technical assistance program that will provide technical, business advisory and investment readiness and facilitation services. The aim is to support 10 ATF businesses to grow and access finance and investment in the 12-month period.

## REDD+ Readiness Assignment for Barrick Gold - Zambia (2022 - 2024)

Funder: Barrick Lumwana Mine Budget: \$299,000

Prospero is currently providing Technical Assistance to Barrick Lumwana Mine for the development, registration and certification of a REDD+ project around its site in Kalumbila District of Northwestern Province in Zambia.; overs 3 chiefdoms over an area spanning over 450,000 hectares and will benefit over 40,000 people. The Project aim to tackle deforestation and its effects on climate change and biodiversity while providing local communities with an alternative, long-term source of revenue through the sale of carbon credits.



## SOME PARTNER BUSINESSES



**Status Hi-tech** is a Zambia owned company that supplies and delivers personal protective equipment (PPE) to the Zambian mines.

status hi-tech

Status Hitech become one of the first local businesses to become an Original Equipment Manufacturer, passing value directly to the user market and widening their market opportunities.

Prospero partnered with Status Hitech to procure and install a plant for local refiling of fire extinguishant FM 200.



**Bellview** is a 100% locally owned and woman-led Zambian company specializing in the distribution, critical repair, maintenance and refurbishment of original equipment manufacturers (OEM) for the mining sector. Bellview also offer skills development training that has led to an increased, high- skilled workforce for the mining and heavy industrial sectors.

bellviewgrou  
equipping the industry



**Alpha Polyplast Limited** is an Ndola-based plastic waste recycling company converting plastic bottles into PET flakes and strapping used in the packaging of several industrial goods.

Currently Alpha engages over 500 bottle collectors across Lusaka and Copperbelt Provinces who earn money from supplying waste bottles from landfills, streets, compounds.

ALPHA POLYPLAST LIMITED  
The largest Polypropylene extruded Straps producer in Central and Southern Africa



**KALEF Zambia Limited**, an indigenous Zambian-youth-led company, manufacturing Qwik fix tile adhesive at an average of 6,000 bags a month, Qwik skim gypsum plaster on an order basis, and Qwik grout on demand since 2017. Based in Kitwe, KALEF is challenging the status quo by competing with international companies producing Qwik fix tile adhesive products yet setting the bar high for quality products. Currently, KALEF is supplying a blend of small and large- and large-sized retail/hardware stores in Kitwe, Ndola, Chingola, Chambeshi and Kasumba-Lesa. Their consistent market has been with Builders Warehouse, Micmar Investments Limited, National Building Supplies, and Sunbelt.



**Wana Cleaning Services Limited** collects and manages dumpsites in Solwezi, this has provided access to huge amounts of feedstock (solid waste) that can be recycled. Wana sorts the materials they collect at the dumpsites, with cardboard and plastic waste being the most valuable materials sourced that can be recycled into various products.

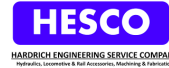
To their current waste management business, Wana has identified an opportunity to turn some of the waste they collect to produce egg trays.

## SOME PARTNER BUSINESSES



**Bukomo Business Initiative**, a local enterprise located in Solwezi, specializes in recycling OTR (Off-the-Road) tires as its primary raw material. The process involves extracting wires from these tires, which are then utilized in the production of high-quality fence wires.

By capitalizing on the abundance of waste tires sourced from nearby mines, Bukomo contributes to the local community by supplying essential products such as fence wires to farmers for securing their animal enclosures. In addition, the company is actively engaged in repurposing rubber residues from the tires into footwear, thus furthering its commitment to sustainable practices and innovative solutions.



**Hardrich Engineering Services Company Limited** is a dynamic engineering firm dedicated to providing comprehensive engineering solutions across various sectors, including mining, agriculture, manufacturing, and transportation. With a strong focus on quality and innovation, HESCO has been at the forefront of delivering exceptional engineering services.

Their serve range encompasses hydraulic hoses and fittings, mechanical repairs, machining, and the supply of hydraulic components, among others. This strategic vision underscores our commitment to excellence and positions HESCO as a leading player in the engineering industry.

**Ndimi Vegetable Centre**, a response to market gap by Prospero (PEPZ) and Trident Foundation Limited's (TFL) partnership on a vegetable aggregation and supply programme aimed at strengthening the local horticultural value chain as well as off-take linkages in order to economically empower resettled communities surrounding the mine to participate in income generating activities. This partnership has enhanced input supply, production, aggregation, value addition, distribution and supply of vegetables to markets within and outside of Kalumbila District.

The Ndimi Vegetable Centre, serving as an aggregation and cold storage centre, offering a centralized location for horticulture produce to be retailed, is a huge step in helping improve market access for farmers.

