

BUSINESS PLAN

OWNER : JANE PHER SHAUSHEN CHAN



BUSINESS NAME : MNTHUNZI INVESTMENTS

LOCATION : CHISEMPHERE VILLAGE
T/A NJEWA
LILONGWE
Malawi

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2 NOVEMBER, 2025

1. DESCRIPTION OF BUSINESS

The name of My business is Mnthunzi Investments, I sale pork live pigs and piglets. At the moment I have about 20 plus customers which include Pig farmers, pig butchers, Individuals family and friends.

If I am given the IntraPov loan I plan to finish renovations of my pig house, buy more feed and vaccines for my pigs. In short the loan will boost my capital and I will be able to keep more pigs thereby helping my business to grow.

2. PROBLEM

The problem is that many people supply polk, pigs and piglets that are not of good quality, and there is lack of employment in the surrounding communities.

3. SOLUTION

My business will provide good quality polk thereby supplying proteins to the customers, live pigs and piglets to support other fellow smallscale farmers. My business will provide employment to individuals in the surrounding communities and it will help me to support my family financially.

4. BUSINESS MISSION STATEMENT

To become one of the biggest pig farmers in malawi by practising good pig farming methods and be able to supply polk, pigs and piglets in large quantities.

5. TARGET CUSTOMERS

Pig farmers, pig butchers, Individuals family and friends.

6. PERIOD

My business has been into existence for 1 year and 6 months.

7. NET INCOME

$$\$310 - \$141 = \$169$$

8. PRODUCT DELIVERABLES

Polk meat
Piglets
Live pigs

9. BEST CUSTOMERS

Our best customers are people from surrounding communities, butchers family and friends they will help us to grow through referrals and repeat business

10. WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS:

- a. Good quality polk, pigs and piglets
- b. Timely delivery
- c. Affordable prices
- d. Strong community reputation

11. WHAT IS THE MOST COMMON CAUSE FOR A BUSINESS LIKE THIS TO FAIL?

Pig farming businesses often fail due to

- a. poor financial and business management.
- b. Other common causes are inadequate piggery management, such as poor housing, unbalanced or inconsistent feed.
- c. failure to control diseases and pests.
- d. Environmental factors.
- e. lack of a clear marketing strategy, and not addressing labor requirements also contribute to failure.

12. HOW CAN YOU AVOID THIS PROBLEM?

To the problems in my piggery farm, I do focus on housing and environmental control, nutrition and feeding schedules, proper breeding and healthcare practices. I also ensure clean, well-ventilated, and dry housing, provide a consistent diet with appropriate protein and carbohydrate levels and manage breeding and weaning carefully, including pre- and post-farrowing care for sows.

13. LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:

- a. Polk meat - \$5.7/kg
- b. 3 months Piglets - \$57.6 each
- c. fully grown live pigs - \$432 each

14. HOW DO CUSTOMERS KNOW THAT YOU EXIST?

- a. Face to face interaction with my would be customers
- b. Facebook marketing
- c. WhatsApp business updates
- d. Local farmers' markets and community events

15. WHY DID YOU CHOOSE THIS BUSINESS?

(a). Business and market advantages

- (i) High market demand:** Pork is one of the most consumed meats in Malawi, ensuring a steady market for the products.

- (ii) **Fast growth and high reproduction:** Pigs have a fast growth rate and can be ready for market in 6–8 months. A sow can have multiple litters per year, quickly increasing the herd size.

2. Operational advantages

- (i) **Lower initial investment:** Piggery generally requires a lower initial investment in land, equipment, and infrastructure compared to other livestock like cattle or poultry.
- (ii) **Feed flexibility:** Pigs can efficiently convert a wide range of materials, including kitchen scraps and other food waste, into meat, which helps in reducing feeding costs.
- (iii) **Manure as a valuable byproduct:** Pig manure is rich in nutrients and can be used as organic fertilizer for crops, which can improve farm sustainability and reduce the need for chemical fertilizers.

16. Insert pictures of your business activities here and give a brief explanation of each



The Pig House



Pigs and Piglets at 3 weeks old



Extension of the Pig House



HOW WILL YOU USE THE MONEY?

I will use the money to buy more feed, vaccines extension and renovation of my pighous



Renovation and extension of pig house



Deworming vaccine



Pig feed



Iron vaccine for piglets

17. PROJECT COST

USD900.00

Income Statement

Instructions: Type your information into the white cells

Your name is: JANE SHAUSHEN CHAN

Business name: MNTHUNZI INVESTMENTS

Current Date: 30 Oct 2025

Month	9 Months Ago	8 Months Ago	7 Months Ago	6 Months Ago	5 Months Ago	4 Months Ago	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total
Sales revenue	135	145	153	157	170	180	190	195	200	198	300	450	2,473
Total transactions or units sold	3	4	3.5	3.5	3	3	3.5	3	3	4	3	3	40
Revenue per transaction or unit	45	36	44	45	48	60	54	65	67	50	100	150	63
Expenses													
Self salary	50	50	50	50	50	50	50	50	50	50	50	50	600
Employee salaries	33	33	33	33	33	33	33	33	33	33	33	33	391
Raw Materials	20	20	20	20	20	20	20	20	20	20	20	20	240
Store Rent	0	0	0	0	0	0	0	0	0	0	0	0	0
Technology	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising	4	4	4	4	4	4	4	4	4	4	4	4	48
Transportation	2	2	2	2	2	2	2	2	2	2	2	2	24
Loan repayment	0	0	0	0	0	0	0	0	0	0	30	30	60
Taxes/Fees	0	0	0	0	0	0	0	0	0	1	1	1	3
Other	1	1	1	1	1	1	1	1	0	1	1	1	10
Total Expenses	110	110	110	110	110	110	110	109	109	111	141	141	1,376
Expense per transaction or unit	37	27	31	31	37	37	31	36	36	28	47	47	0
Net Income to reinvest	25	36	44	48	61	71	81	87	92	88	160	310	1,098
Net Profit Margin	19%	24%	28%	30%	36%	39%	42%	44%	46%	44%	53%	69%	

Cash flow statement:

	2 Months ago	Last Month	this Month	Month 1 forecast	Month 2 forecast	Month3 forecast	Month 4 forecast
Income							
Fixed	95	105	96	350	250	250	350
Expenses	-107	-107	-120	-120	-130	-140	-150
Loan Payment	0	0	0	0	0	-35	-35
Variable expenses	-2	-4	-5	-5	-10	-10	-10
Profit (Or loss)	-14	-6	-29	225	110	75	155
Starting cash	45	90	105	125	150	200	350
Available cash	85	150	125	250	350	365	450

WHAT I PLAN TO DO WHEN I GET THE \$900 LOAN

When I get the loan I want to build extra ten pens to house my pigs and it will also help me to cater for the expenses listed below

S/N	List of all expenses into cash flow projection/ 6 Months	Cost (\$) (USD)
1	Pig Feed	168.54
2	Salaries	117.98
3	Treatment and Drugs	103.93
4	Water bole hole treatment	5.62
5	legal Company registration	5.62
6	Building Extra Ten Pens	236.52
7	Administrative cost	33.71
8	Advertising	25.28
9	Telephone	16.85
10	Communication	50.56
11	Land	Available
12	Building Extension	16.85
13	Farm Implements	35.39
14	Pigs and piglets	Available
15	Furniture and Fixtures	24.72
16	Insurance	16.29
17	Utilities	14.04
18	E-Commerce	28.09
	TOTAL	900.00

ESTIMATE COST OF BUILDING TEN PENS (FIXED COST)

1. To build Eight pens, one can use about 3 tonnes of brick stones which is already available
2. For 2m by 2m size of pen, it will take 4 bags of cement at **\$28.75**. Total cost for buying cement is **\$115.00**
3. For eight pens to be built, each and for workmanship of the eight pens it would cost **\$43.00**
7. To lay the bricks by the bricklayers will be 4 days job of a bricklayer with a serving job man, For the 4 days cost of bricklayer is **\$23.00**
8. The roofing of the ten pens. The roof will use 20 bundles of glass which cost **\$23.00**
9. Bamboo for roofing of the ten pens. Total cost of the roofing cost **\$32.00**
10. Total overhead cost of ten pens is **\$236.00**

FEEDING COST OF 17 PIGS

1. Total cost of January is **\$28.90**
2. February feeding cost the same as **\$28.90**
3. March cost is same as **\$28.90**
4. April cost is **\$28.90**
5. May cost is **\$28.90**
6. July feeding cost the same as the months starting from January to May **\$28.90**

WHAT I LEARNT FROM THE PRACTICE PITCH THAT I GAVE TO MY AREA SUPERVISOR'S

I learnt that I need to practice good farming methods and to register my company and the need to pay my taxes. And it was held on 21/11/2025.

ABOUT MY FAMILY

This is the picture of me with my family (my husband and our 3 children Hughbert, Harry and Mthunzi). We love them so much and we teach our children to work hard as this will enable them to be self reliant in the future, so I work with my family in my business.



CONTACT DETAILS:

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