

LIFESONG ZAMBIA BUSINESS UPDATE FOR MARCH 2026

Steady progress continues across all sustainable businesses, with a strong focus on improvement and readiness for the months ahead.

LIFESONG NURSERY UPDATE

- 1. Broccoli Production;** With lower temperatures and better rainfall pattern recorded in the month of March, Broccoli performed well with less disease pressure.
- 2. Lettuce Production;** It remained stable as we managed to meet 95% of our orders.
- 3. Trial for Table Vegetables;** Growing of lettuce through hydroponics showed good results it remains under study as we try to find Means of maximizing our available space.



COFFEE FARM UPDATE

1. Fertilizer applications have been completed across the farm, supporting strong berry development and overall plant health.
2. The crop is progressing well, with good berry filling as we prepare for the start of harvest.
3. Rainfall this season has been consistent and beneficial, contributing to improved field conditions.
4. The fungicide program has performed very well, with minimal to no fungus observed on the berries this year.
5. Field maintenance, including slashing and general upkeep, continues as we transition into the harvest period.

Challenges:

- Late-season rains may impact drying conditions once harvest begins.

COFFEE FARM UPDATE



BERRY FARM UPDATE

1. Strawberry Section

The transplanted strawberry seedlings began flowering and producing fruit in the third week of March. Currently, most of the strawberry harvest is coming from these transplanted seedlings.

At the moment, only 21 strawberry tunnels are actively producing fruit out of the total 42 tunnels, which has resulted in lower overall harvest volumes. The remaining tunnels are not in production because the previous plants have reached the end of their production cycle. New strawberry planting is scheduled for the first or second week of April in order to restore full production capacity and improve harvest volumes in the coming months.

Routine maintenance activities such as irrigation monitoring, plant inspection, and general tunnel maintenance were also carried out.

2. Raspberry Section

Raspberry harvesting is currently taking place in the second section of the field, while the first section has completed its harvest cycle for this season.

The plants in the first section will undergo pruning by cutting all stems that have completed fruiting. After pruning, the plants will be placed in the chiller to accumulate the required chilling hours, which are necessary to promote proper growth and fruiting in the next production cycle.

Routine field maintenance activities were conducted, including weed control, irrigation checks, and general plant health monitoring.

3. Gooseberry Section

Both gooseberry fields have completed harvesting for this season. During the first week of March, five new lines of gooseberries were planted, and the expected harvest is scheduled for the second to third week of April.

A larger irrigation pump was installed to improve irrigation efficiency and ensure adequate water supply across the fields.

Routine maintenance activities were also conducted, including weeding the fields, inspecting trellising structures, checking and tightening support wires, and general field maintenance and inspections.

LIFESONG ZAMBIA BUSINESS UPDATE FOR MARCH 2026

BERRY FARM UPDATE

4. Gooseberry Section

Blueberry harvest volumes have started to decline, as the fields produced good harvests during February and March, and the plants are now moving towards the end of the main harvest period.

Installation of bird netting on the right side of Section 3 (open field) is currently ongoing to prevent bird damage and reduce fruit losses.

Trial blueberry plants were also replanted into bigger pots to allow for better root development. This work is still ongoing, and the trial plants have already started producing good flower sets, which is a positive sign for future production.

Challenges

- Low strawberry production due to only 21 tunnels being in production.
- End of harvest cycle in some raspberry and gooseberry sections.
- Need for improved irrigation efficiency, which led to installation of a bigger pump.



BERRY FARM OTHER PRODUCTS DEPARTMENT

Challenges:

1. Low supply of some products due to unavailability and quality issues
2. Delayed payments to suppliers led to supply disruptions and strained relationships
3. Delivery challenges: customers not receiving goods on time, impacting our ability to source products for subsequent orders.

Steps Taken

1. Met with main outgrowers in Lusaka to re-establish relationships and are exploring alternative potential local suppliers to mitigate future shortages
2. Implementing payment schedule to avoid delays.
3. Monitoring delivery process closely to meet customer expectations and timely deliveries.

LIFESONG ZAMBIA BUSINESS UPDATE FOR MARCH 2026

ROAST CAFE & LODGE UPDATE

1. Executive Summary

This report outlines the performance of both the lodge and café for the months of February and March 2026. The period was characterized by a generally slower pace of business activity, largely influenced by prevailing economic conditions affecting consumer spending. Despite this, both operations remained functional and continued to serve a diverse customer base.

2. Performance Overview

Lodge

- The lodge experienced moderate occupancy levels during the period under review.
- It successfully hosted organized group bookings, including visitors from Lifesong and other organizations, which contributed positively to overall activity levels.
- There was a slight reduction in individual and corporate bookings, with fewer advance reservations compared to peak periods.

Café

- The café maintained steady operations, continuing to serve both walk-in customers and lodge guests.
- While customer traffic varied throughout the period, the café remained consistent in service delivery and product quality.
- The business demonstrated resilience, adapting to changing customer spending patterns while maintaining a welcoming environment.

3. Key Contributing Factors

- **Economic Pressure:** The current economic climate has impacted disposable income levels, influencing customer spending behavior. Customers are generally more cautious with non-essential expenditure.
- **Reduced Corporate Activity:** A decline in corporate travel, meetings, and events contributed to reduced demand in both accommodation and dining services.
- **Seasonal Trends:** February and March are traditionally slower months within the hospitality industry, following the high-activity holiday season.
- **Market Dynamics:** Increased competition within the hospitality sector has influenced customer choices and pricing sensitivity.

4. Observations

- Customers are becoming more value-conscious, seeking quality services at competitive prices.
- Group bookings and organized visits continue to provide valuable support to overall operations.
- Consistency in service delivery remains a key strength for both the lodge and café.

5. Conclusion

Although February and March presented a slower business environment due to economic and seasonal factors, both the lodge and café demonstrated stability and resilience. With continued focus on maintaining service quality and adapting to market conditions, the business is well-positioned for improved performance in the coming months.

LIFESONG ZAMBIA BUSINESS UPDATE FOR MARCH 2026

LIFESONG OPTICIANS UPDATE

- Lifesong Vision will now officially operate under the name, Lifesong Opticians.
- Between the months of January- February, we successfully concluded the negotiations for a proposed partnership with Tinna medical centre (TMC) for Lifesong Opticians to set up an optical centre within TMC with both parties agreeing to mutually benefiting terms and conditions.
- Renovations of the designated optical space is complete and awaiting inspection by the Health professions council of Zambia
- Mobile community eye screenings are still ongoing. However, sales are low due to the rainy season.

AUTOSHOP UPDATE

It has been a busy month at Lifesong AutoServices. We are thrilled to add Diesel Pump and Diesel Injector repair and services to our existing repertoire of services that we provide.

We are also excited about the impending completion of our Spare-part Shop. We also welcomed Mr. David Chama who has joined us to manage the Spare Part Shop and the sales and marketing team. We will soon be expanding our team here at Lifesong Autoservices, mainly with customer service, sales and marketing.

LIGHTCON UPDATE

1. Executive Summary

Progress during March remained steady across both Unity School and Northrise Solar projects, despite ongoing rainfall and emerging site challenges. Key infrastructure works, system commissioning activities, and forward planning initiatives continue to position both projects for successful completion phases.

2. Unity School

- Construction activities at Unity School continued, although impacted by environmental conditions.
- A rising water table has affected sections of the works, resulting in localized delays.
- Priority has been given to intervention measures, including the installation of eco drains to manage groundwater and improve site conditions.
- Despite these challenges, overall progress remains steady.
- Rainfall persisted throughout the month, continuing to affect productivity and ground conditions.
- Preparation works for additional hostel buildings are ongoing, supporting future expansion phases.
- Setting out of classroom blocks has commenced, marking progress into new construction areas.

3. Northrise Solar

The Northrise Solar project has shown strong advancement, particularly in commissioning and system readiness.

- The solar installation at Northrise University has been operational during testing phases and has already produced a measurable amount of MWh, successfully recorded through metering systems.
- System settings, testing, and commissioning activities have been conducted throughout March. The plant is expected to become fully productive, enabling total off-grid energy supply to Northrise University.
- The main plant substation construction is progressing well, with the final footprint and layout confirmed and construction gaining momentum.
- Final electrical connections to fuse boxes and inverters are currently underway.
- Medium Voltage (MV) connections to the energy centres have been completed.
- The main solar plant is nearing completion, with only final integration and finishing works remaining.

LIFESONG ZAMBIA BUSINESS UPDATE FOR MARCH 2026

LIGHTCON UPDATE - UNITY SCHOOL

Upcoming Works (April):

- Road finishing
- Fencing installation
- Security infrastructure implementation

4. Key Challenges

- Continued rainfall impacting productivity and site conditions
- Rising groundwater levels affecting construction sequencing at Unity School
- Ongoing need for drainage and erosion control measures

5. Summary

March delivered solid and meaningful progress across both projects. While Unity School experienced delays due to groundwater challenges, proactive mitigation measures—particularly eco drainage systems—have ensured continued forward movement.

The Northrise Solar project is transitioning into its final phase, with successful testing, energy generation, and near-complete infrastructure positioning it for full operational capacity.

Overall, both projects remain on a positive trajectory, with April expected to focus on completion activities and improved productivity.

