LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

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

LIFESONG FARMS – BUSINESS REPORT

Executive Summary

Berry Farm experienced declining strawberry, blueberry and gooseberry yields, with water shortages linked to high temperatures and low groundwater. Progress included replenishing raspberry substrates, expanding raspberry tunnels and planting strawberry tunnels 13 and 14. November priorities include completing raspberry irrigation, planting tunnels 11 and 12, preparing for December raspberry production and improving gooseberry practices.

Twalima Farm achieved 95% order fulfilment, with sweetcorn, baby corn and white onion orders fully supplied. Improved onion quality received positive customer feedback, while the completed frontage fence strengthened security. Early rainfall caused a 5% red onion loss, and low stream levels disrupted irrigation through pump clogging. November priorities are to sell remaining onion stock urgently and plant cover crops for the 2027 season.

Nursery Farm increased baby marrow and herb production, maintained stable irrigation despite the heat, and advanced tunnel construction to 80% completion. Inconsistent iceberg lettuce production and poor banana quality remained concerns. November efforts will focus on improving seedlings, maintaining the spraying programme and strengthening crop monitoring.

Other Products Department maintained steady produce and mushroom supplies, supporting a broader product range and customer choice. However, slow prepacked sales, supplier payment delays and pending direct imports constrained progress. November plans focus on increasing sales, exploring direct fruit importation, improving supplier payments and strengthening stock planning.

Overall, October saw progress in order fulfilment, production and infrastructure, alongside challenges with water availability, crop quality and sales.





LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG COFFEE FARM – BUSINESS REPORT

Executive Summary

October marked progress at the Coffee Farm with the return of dry-processed green coffee beans from this year's harvest and the start of small-scale roasting and packaging under the Shibuka Coffee brand. The inspected beans were clean and well sorted, with grades organised for storage, local roasting and export.

Production now includes Medium, Dark and Italian roasts, plus five holiday flavoured coffees, available as whole beans or ground coffee. Work continued on refining roast profiles, grind settings and packaging procedures to improve consistency. Local roasting adds value to the farm's harvest by introducing finished products alongside existing green coffee operations.

Nursery planting was completed, with approximately 5,000 pots prepared for next year's replanting programme. This will support the replacement of older coffee plants and improve future production. The second foliar fertilizer application was also completed across the farm. Flowering went well, and the plants entered the early stages of berry development.

Challenges included persistent mealybugs in some sections, requiring additional spraying and monitoring. Roasting and packaging remained time-intensive, with procedures being adjusted to support larger, more consistent production volumes. Export preparations continued, including finalising bagging and shipping arrangements.

November priorities are to build coffee inventory for the holiday season, improve roasting and packaging efficiency, and maintain the nursery, fertilizer, irrigation and pest control programmes as the rainy season approaches. The farm will also finalise export arrangements and prepare the remaining green coffee for shipment.





LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG OVERBURY CONSTRUCTION - BUSINESS REPORT

Executive Summary

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LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG LODGE - BUSINESS REPORT

Executive Summary

Business activity at Lifesong Lodge remained slow during October, with subdued accommodation demand and fewer booking enquiries than desired. Limited guest numbers highlighted the need to strengthen visibility, attract new customers and convert enquiries into confirmed reservations. Maintaining service quality, responding promptly to guests and controlling operating costs remain important.

The approaching festive season presents opportunities for increased travel, family visits, events and group bookings. However, improved performance will depend on early marketing, appealing offers and consistent follow-up, rather than seasonal demand alone.

Recommended actions include introducing targeted festive accommodation packages and limited-time promotions, with pricing carefully reviewed to protect profitability. Advertising should increase through social media, WhatsApp status updates and relevant local channels. Direct outreach to businesses, event organisers and potential partners could also help secure corporate, group and repeat bookings.

Customer engagement should focus on prompt responses to enquiries, regular follow-ups and encouraging satisfied guests to recommend the lodge. A consistent focus on guest experience will support these efforts.

Weekly monitoring of enquiries, confirmed bookings, occupancy and revenue will help assess promotional effectiveness and guide adjustments. These measures provide a practical approach to improving bookings and business performance during the festive period.



LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG ROAST CAFE - BUSINESS REPORT

Executive Summary

October was a slow trading month for the Café, with reduced customer traffic and subdued sales activity. The main priorities are to improve visibility, attract more customers and encourage repeat visits through consistent advertising and targeted promotions.

The approaching festive season presents opportunities for increased customer turnout, group visits and demand for meals and celebrations. Early preparation and active marketing will help position the Café as a welcoming destination for casual dining and festive gatherings.

Recommended actions include introducing affordable meal combinations, limited-time offers and selected festive specials, while carefully managing costs. Regular social media posts, WhatsApp status updates and clear promotional materials should highlight the menu, seasonal offers and the Café experience.

Customer engagement should focus on encouraging repeat visits by promoting the Café's food, service and upcoming specials. Preparations for potential group bookings and seasonal demand should begin early to support smooth service delivery.

Weekly reviews of sales and customer responses to promotions will help identify effective offers and guide adjustments. Consistent marketing, thoughtful festive planning and attentive service can support efforts to improve customer traffic and sales in the coming months.







LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG - LIFESONG OPTICIANS BUSINESS REPORT

Executive Summary

During October 2026 (World Sight Month), Lifesong Opticians focused heavily on corporate outreach expansion, strategic healthcare partnerships, and enhanced insurance processing. Corporate engagement expanded significantly, with direct contact across nine organizations and a successful vision screening delivered for Ecobank. Additionally, a new strategic healthcare partnership was established with Harmony Medical Centre.

Key Achievements & Performance

- Corporate Engagement: Engaged 9 corporate companies during World Sight Month; completed an on-site screening drive for Ecobank.
- Community screenings: Conducted 8 community screenings.
- CSR Proposals: Advanced the "A Pair for a Future" initiative with Grizzly Mining Limited.
- Harmony Medical Centre Partnership: Formally established a strategic partnership with Harmony Medical Centre to broaden local clinical networks and cross-referral pathways.
- Tinna Medical Centre (TMC) Alignment: Maintained active engagement with TMC leadership through the joint marketing committee to align strategic growth and patient acquisition efforts.
- Insurance Claims: Authorisation of insurance claims under medlink insurance has improved.

Operational Challenges

- Challenge: Below-target field sales due to low turnout at open community outreaches.

Strategic Action Plan for November 2026

- Joint Screening Campaign: Joint diabetic and vision screening campaign in partnership with Tinna Medical Centre. This will take place in the third week of November,2026.
- Private Clinic Network Expansion: Continue fostering and expanding operational partnerships with local private clinics to strengthen medical cross-referrals.
- Joint Marketing Push: Roll out the TMC-Lifesong marketing initiative to drive clinic traffic and conversion rates.






LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG AUTO SERVICES - BUSINESS REPORT

Executive Summary

Lifesong Autoservices recorded positive growth in October, with the number of vehicles serviced increasing by 10% and monthly sales revenue doubling compared with September. Improved scheduling and repair processes supported faster turnaround and higher workshop capacity despite limited spare-parts availability in Kitwe.

A local Zambian supplier was identified to help improve access to essential parts, pricing and supply reliability. Planned product lines include service kits, batteries, lubricants, filters and brake components, primarily for popular second-hand Japanese-imported vehicles. The student mentorship programme also continued, providing practical automotive training and developing potential future workers from Lifesong schools.

Key challenges remain costly and unreliable procurement through intermediaries, which reduces margins and limits competitive pricing. Potential disruptions to overseas supply routes, US dollar–Kwacha fluctuations, and rising fuel and living costs could affect procurement, operating expenses and customer demand.

November priorities include securing parts from the preferred local direct distributor while developing overseas supplier relationships. The department also plans to establish a Wheel Alignment Division to expand services and attract walk-in customers. Targeted marketing campaigns at Kitwe's major trading centres will follow the arrival of spare parts. Further improvements will focus on inventory control, productivity, customer service and continued internship training.

The department aims to sustain growth through better stock availability, direct sourcing and staff development. Alongside its commercial objectives, the workshop supports Lifesong's mission by equipping young people with practical experience and employable skills.









LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG PIXELHAVEN PRODUCTIONS - BUSINESS REPORT

Executive Summary

Growing demand has placed increasing pressure on the current team's capacity. Expanding the workforce is now a key priority to manage workloads effectively, maintain quality and meet clients' needs without overstretching the team. Additional support will also help PixelHaven accommodate new opportunities while maintaining reliable service for existing clients.

The team continues to receive enquiries and expressions of interest across a diverse range of media services. The focus is on converting this interest into confirmed projects and long-term retainers through timely follow-ups, strong creative work and consistent delivery.

To build trust and encourage referrals, PixelHaven offers selected prospective clients creative services at discounted rates. These projects allow potential clients to experience the team's quality and reliability while building relationships that can lead to ongoing partnerships and retainers.

Management remains optimistic about reaching profitability by January 2027. Priorities include expanding the team, growing corporate, wedding, event and commercial production work, exploring partnerships with other media companies and investing in equipment to support a wider range of projects.

PICTURES BY PIXELHAVEN PRODUCTIONS







LIFESONG ZAMBIA BUSINESS UPDATE FOR OCTOBER 2026

LIFESONG LIGHTCON ZAMBIA - BUSINESS REPORT

Executive Summary

Lightcon Zambia made progress across solar operations, electrical installations and mining supplies during October, alongside continued marketing and business development efforts.

Northrise Solar Project: The 16 MW plant operated reliably, with minor issues mainly linked to ZESCO. The report records 1,157.6 MWh exported in September. The university's 1 MW system supplied power with evening battery backup, although system interruptions required continued attention. Routine panel cleaning supported plant performance.

Construction advanced on stormwater drainage and the 33/66 kV substation, with the main transformer arriving in Dar es Salaam. Site distribution boards were installed and energised, while lighting masts were scheduled for installation by the end of November. All monopoles for the 66 kV line were on site, but construction awaited final ZEMA approval.

Electrical Projects: At Unity School, 11 of 12 hostels were fully wired, first-fix work was complete across all hostels, and three required final fixing. Hall lighting, library electrical works and entrance lighting progressed, while classroom data installations remained outstanding. Electrical teams were on site at Kawama School for first-fix work. Proposed solar installations across Lifesong properties were in the final approval stage.

Mining Supplies: The division recorded strong growth across September and October, with increased enquiries, quotation requests and purchase orders. Social media promotions, product showcases and short videos improved visibility and generated business opportunities.

Priorities include resolving outstanding approvals, completing electrical installations and maintaining weekly marketing activity. Plans are also underway to introduce a dedicated customer representative before year-end to conduct client visits, follow up quotations and develop new business.





