

A woman with a red headband and a black dress with white patterns is sitting at a wooden table, operating a vintage black sewing machine. She is looking directly at the camera. The background shows a wall with abstract art and various colorful fabrics hanging. The scene is brightly lit, suggesting an indoor workshop or studio.

EMPOWERED  
COMMUNITIES

# 2023 ANNUAL REPORT

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### Picture and Infographics: VisionFund Malawi



## CEOs Speech for FY23 Annual Report



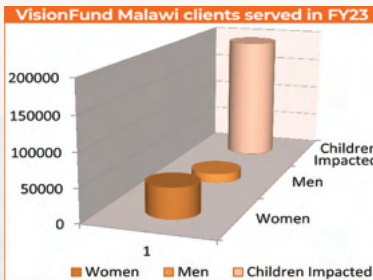
It is with great pleasure and gratitude that I address you today on behalf of VisionFund Malawi, as we reflect on another year of impactful microfinance initiatives and transformative change in the lives of the communities we serve. First and foremost, I extend my heartfelt appreciation to our dedicated staff, whose unwavering commitment to our mission has been the driving force behind our achievements. Your passion, resilience, and dedication to empowering the underserved and marginalized have been truly inspiring.

When I see the VisionFund Malawi brand at all our branches and Head Office, for me it instills a sense of pride. Pride in an organization that has provided small loans and other services to hard working Malawians who just need someone to believe in them. An organization that over the past 10 years has leant over a billion Kwachas to thousands of people with clearly stated goals of using finance as a way to improve the lives of children across the country.

However as we navigate the challenges in the industry, VisionFund Malawi remains steadfast in its commitment to financial inclusion and poverty alleviation. Despite the uncertainties, we have continued to innovate, adapt, and expand our reach to ensure that the most vulnerable have access to essential financial services and opportunities for economic empowerment.

In the past year, VisionFund Malawi has made significant strides in advancing our mission-driven initiatives such as expanding Outreach, through strategic partnerships and outreach

programs, we have extended our reach to underserved populations, including women, rural communities, and marginalized groups. We have embraced the power of technology through digital transformation: to improve convenience and reduce barriers to financial inclusion. VisionFund Malawi has further strengthened its impact and sustainability with partners. From microenterprise development programs to agricultural financing initiatives, our partnerships have enabled us to leverage resources, expertise, and networks to amplify our reach and deepen our impact. At the heart of our operations as VisionFund Malawi is a client-centric approach focused on understanding and addressing the unique needs and aspirations of our clients. Through tailored financial solutions, financial literacy programs, and capacity-building initiatives, we have empowered individuals and communities to build resilience, create livelihoods, and helped them achieve their goals.



In FY23, VisionFund Malawi, served 60,073 clients of which 45,712 of them were women representing 76% of the clients served. In FY23, we impacted 192,178 children in our quest to make the lives of children better.

Looking ahead, VisionFund Malawi remains committed to driving positive change and creating sustainable impact in the communities we serve. We will continue to innovate, collaborate, and advocate for inclusive finance, social justice, and economic empowerment.

In closing, I extend my gratitude to our shareholders, partners, regulators, and stakeholders for their unwavering support and commitment to our mission. Together, we can build a more inclusive and prosperous future for all for the betterment of all children.

**Theodora Ntaba – Chief Executive Officer**

A sunset over a body of water with reeds in the foreground. The sun is low on the horizon, creating a bright, shimmering reflection on the water. The sky is a warm, golden yellow. In the foreground, the dark silhouettes of reeds or grasses are visible, some pointing upwards and others downwards, creating a sense of depth and texture.

## Our Vision

Our Vision for every child, life in all its fullness.  
Our prayers for every heart, the will to make it so.

## Our Mission

We believe in brighter futures for children.  
Empowering families to create income and jobs.  
Unlocking economic potential for communities to thrive

## We are VisionFund

VisionFund Malawi is a leading microfinance institution established as a subsidiary of VisionFund International, a global microfinance institution operating in Africa, Asia, Latin America, and Eastern Europe. VisionFund International is a wholly owned subsidiary of World Vision International, a Christian relief development and advocacy organisation. Working together, we provide the foundations for local economies to flourish in healthy and safe communities.

We were established in 2013 to provide microfinance services to people in Malawi who would otherwise have little or no access to credit. Our financial products are aimed at empowering communities by providing access to credit as well as training in business related areas. We focus on helping the economically poor and active members of communities, with a special focus on women. The well-being of children, families and communities in Malawi is our main focus. We serve the

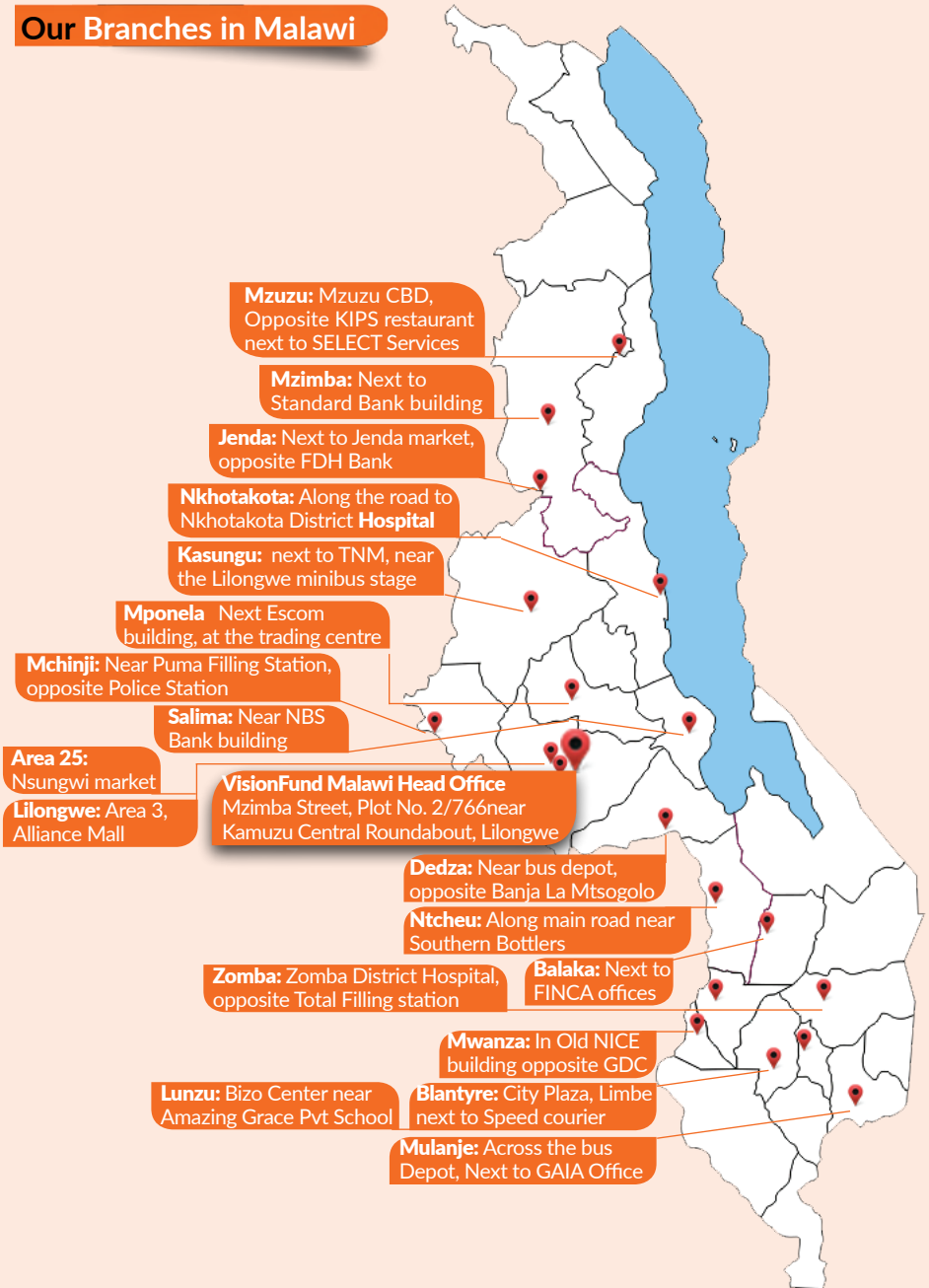
country's poorest people by helping them start or grow their own businesses through loans of as low as \$25.

We operate across the country through 19 branches mainly located in and around World Vision Malawi (WVM) Area Programs (AP). This allows us to integrate our financial services with World Vision's development interventions and goals. Working with World Vision Malawi brings synergies that result in lasting changes economically, spiritually and socially to people's lives and their communities.

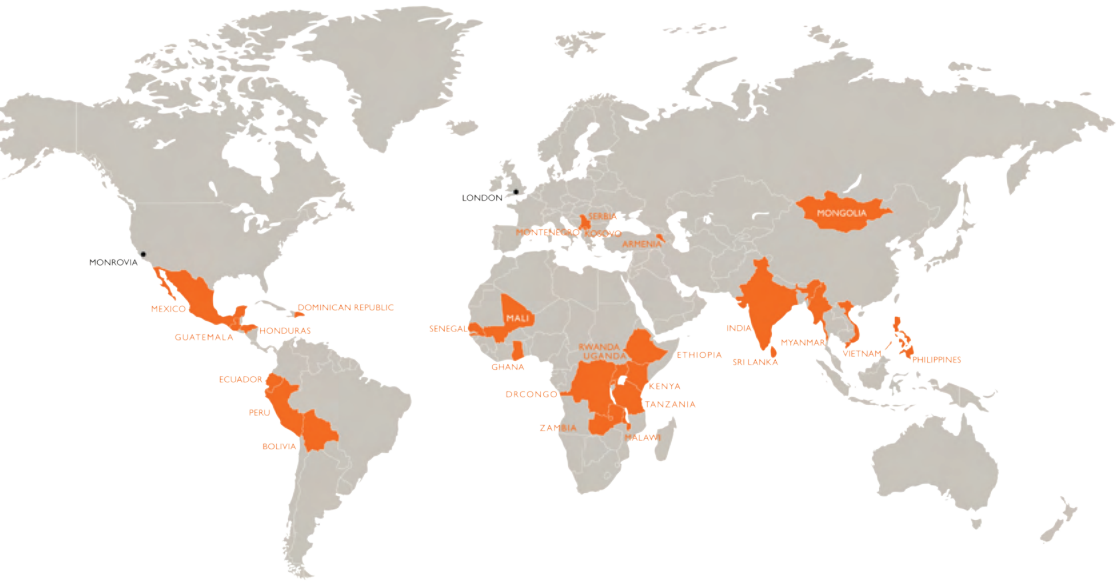
We serve over 60,000 clients of which 45,712 are women. Our loans make a significant improvement to the lives of many, including 192,178 children. When our clients use their loans to build their businesses, the effects are felt throughout the community. They use the additional income earned to buy food, clothes and medicine, and to educate their children so they too can have a brighter future.



## Our Branches in Malawi



## Our location around the world



VisionFund International headquarters is located and registered in California, USA. Our microfinance institutions are located in the following countries.

### Africa

Dr Congo  
Ethiopia  
Ghana  
Kenya  
Malawi  
Mali  
Rwanda  
Senegal  
Tanzania  
Uganda  
Zambia

### Asia

India  
Mongolia  
Myanmar  
Phillipines  
Sri Lanka  
Vietnam

### Eastern Europe

Armenia  
Kosovo  
Montenegro  
Serbia

### Latin America







Bolivia  
Dominican Republic  
Ecuador  
Guatemala  
Honduraa  
Mexico  
Peru

# Our Livelihoods Promise

Impact 30 million children by 2030 especially in low income, vulnerable or rural communities. Offer financial and livelihoods solutions to enable households and communities to thrive, providing access to suitable offerings focused on client needs. Deliver our offerings through our MFI network, through World Vision and through other partners.



## Strategic Initiatives and Metrics

Empowered Worldview	Channels	Client Mix	Digital	Impact	Reach
 <p>The Empowered Worldview training seeks to shift mindsets of both VisionFund staff and clients from scarcity and limitation towards abundance and a vision for a better future as God intended.</p>	 <p>We expand our delivery channels beyond our MFIs by partnering with our World Vision Field Offices and other external partners to empower more vulnerable women and men and their communities with financial services.</p>	 <p>Serving the most vulnerable with the full suite of microfinance services, we increase our client base by providing microloans and increasing FAST, insurance and savings offerings.</p>	 <p>Our digital solutions provide sustainable financial services to the rural poor through adoption of technology platforms that improve client engagement, create efficiency, empower VisionFund staff with the right tools and enable us to gather evidence of change.</p>	 <p>Throughout the network, VisionFund uses evidence of change in the lives of our clients to drive local and global decisions that maximise the impact we have on our clients, children and communities.</p>	 <p>Serving 10 million clients and their children requires the full commitment of VisionFund and World Vision to maximize all opportunities to engage and enable clients to move out of poverty.</p>
100% staff trained 100% clients trained	70% VF MFIs 20% World Vision 10% Partners	30% Credit 20% FAST 25% Insurance-only 25% Savings-only	90% Cashless 90% Paperless 25% Branchless	100% MFIs produce evidence of impact	10 million clients

## Priorities for Phase I: Paths From Poverty (2021-2024)

Live our Christian Faith	Empower our People	Broaden and Deepen Impact	Strengthen Operations	Build our Future
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## Our Mission

We believe in brighter futures for children	Empowering families to create incomes and jobs	Unlocking economic potential for communities to thrive
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## Our World Vision Foundation

## Our Shared Values

We are Christian	We are Committed to the Poor	We value People	We are Stewards	We are Partners	We are Responsive
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## Mindsets and Behaviours

Unity and Trust	Wise Stewardship	Looking Outward	Timely Truth-Telling with Love
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For we are God's handiwork, created in Christ Jesus to do good works, which God prepared in advance for us to do. ~ Ephesians 2:10



## Our focus: Impact

VisionFund Malawi impact goals responds to Our Livelihood Promise to insure that the institution use impact data and evidence to drive business decisions that maximise impact and enable clients to achieve their personal goals.

So far studies done in Malawi have recorded the experiences and changes to clients' lives as a result of their relationship with VisionFund. This has been more evident with FAST loan products which is a predominantly rural product enhanced with Financial Education and being offered to mature Savings Groups in need of additional liquidity in the box

From the follow-up survey on FAST clients conducted by an external consultant 60 Decibels in February 2020 through in-depth interviews with 242 respondents, the following results were noted.

VisionFund Malawi improved quality of life for them: In total 92% of the clients said their quality of life had improved (56% slightly and 36% very much improved.

"I now own a business and I am able to earn more money than I previously did" - quote from a female aged 42 who said her life has very much improved.

Achieving goals, supporting children, savings and share values: In Malawi nearly every member had a goal when taking the cashbox loan and 3 in 4 (75% report achievement of that goal' And 9 in 10 respondents report an increase in their ability to support children under their care because of the cashbox loan. 7 in 10 use the revenue from their business to do so.

Top self-reported outcomes for 91% of members who say their ability to support children under their care has improved were:

- Can better afford education expenses
- Are able to provide food
- Can provide basic needs

In conclusion, 4 in 5 members indicate their savings have increased through the course of loan, driven by business revenues. Members saw on average, their shares increase by 32% through the course of loan cycle.



## Our Projects

### EMPOWERED WORLD VIEW

#### BRIEF DESCRIPTION

Empowered World View is a program that helps people to look at their mindsets in light of what God wants for people so that every person can become empowered. Mindsets shift from a mentality of poverty and scarcity to abundance and plenty.

Participants gain an awareness of their identity in Christ as made in the image of God – that they are loved and valued and are co-creators of His earth. They become free from fear and superstitions so they can live full and abundant lives.

Participants have an awareness and understanding of God's vision for individuals, families and communities to live in harmony. They are encouraged to benefit from the fruits of their labors, and to be free of greed, exploitation and oppression.

Participants come away with a heart for the poor and fully appreciate the central place of compassion by studying Jesus example.

Participants see the importance of relationship building, even with people who are very different in values and lifestyle.

Participants are challenged to be more courageous and take risks in coming alongside their community, trusting God and working together to improve and change the lives of individuals, families and communities.

Participants are also encouraged to trust God to make use of the few resources they have to benefit the community.

VisionFund Malawi embraced this World Vision way in 2022 and implemented it for 100% of its staff to receive the training and later 100% of its clients to also receive the training. In 2023, VisionFund was able to train 343 of its 358 members of staff, representing 96% of penetration. It has since then embarked on a pilot for its clients and 600 clients were introduced to this initiative as a pilot. Going forward, 3000 clients shall be targeted in 2025.



## Our Projects

### Finance Accelerating Savings for Transformation (FAST)

It is a loan product offered to savings groups in need of liquidity in their group to increase members' access to loans. In the process it strengthens savings groups comprising community members living below the poverty line who have little or no access to financial services. These members work together to save and access credit to smooth cash flow and/or establish micro-enterprises to support their families.

By the end of FY23 VisionFund Malawi serviced a total of 41,858 FAST clients impacting 106 599 children. To achieve this, VisionFund Malawi works with like-minded organisations and government institutions mobilising savings groups which are linked to access the FAST loan from VisionFund as part of financial inclusion drive; loans, savings, insurance and financial education.

### FInES project

The aim of FInES project is aimed at increasing access to financial service, promote entrepreneurship and capabilities of MSMEs in Malawi including addressing covid-19 implications. VisionFund Malawi through RBM using FInES (Financial Inclusion and Entrepreneurship Scaling) VisionFund Malawi has developed an affordable loan product called Tafika II for MSME clients with Loan interest reduced from 5.8% to 4% and Increased maximum loan amount from 10Million to 15Million.

The product is offered across all VisionFund Malawi branches and has improved Rural MSMEs access to bigger loan sizes, Graduating clients access to bigger loans (with limited collaterals).

#### Branch Network

**North:** Mzuzu, Mzimba, Jenda; **Central:** Kasungu, Nkhotakota, Salima, Mponela, Mchinji, Lilongwe, Area 25, Dedza, Ntcheu, **South:** Balaka, Mwanza, Lunzu, Blantyre, Mulanje, Zomba.

#### Innovations with FInES Project

- 1) Recruited 2 Credit Analyst to support the quality of the loan book
- 2) Streamlined Environmental and Social Impact Assessments in all VisionFund Malawi product offerings

#### Compliance

- i. FInES project designated bank account for disbursements
- ii. On time submission of monthly and quarterly reports to PIU
- iii. Monitoring and giving advice to business with negative impact on environment
- iv. Filing client's complaints under FInES project with RBM for accountability

Cumulative disbursement from January to December 2023 amounting to 6,371,889,434 against allocated funds of 4,200,000,000.

Dusudusu serving his customers at his shop

## TRADER FINDS GOLD IN BUSINESS



Some of his vehicles

At Kabudula Trading Centre, in Lilongwe, Archaleangel Madalasi, also known as Dusudusu in his business, has found gold agribusiness, courtesy of VisionFund Malawi’s Tafika II Loans.

Born in 1978, Dusudusu exemplifies the transformative power of financial inclusion initiatives.

During a visit to his shop, Dusudusu was seen attending to a stream of customers, a testament to the vibrant business he has cultivated.

“Just keep asking questions,” he instructed as he continued to serve his customers.

Madalasi’s journey with VisionFund Malawi began through a village group introduced by a Mr. Buliani, the local market chairperson. Since then, he has benefitted from four loan cycles and is currently servicing a Tafika II loan of K15 million (approximately \$8 824), the maximum amount available.

This financial lifeline has enabled him to employ 21 people, including six drivers for his vehicles and has significantly boosted his agro business.

Beyond the growth of his business, the loans have facilitated personal milestones for Madalasi.

He can now afford private school fees for his two children— a son in primary school and

a daughter in secondary school.

With pride, he shares in deep Chichewa, “Kwathuku timadya zimene timafuna,” (My family can afford to eat what we want, thanks to the improved business).

One standout product from his business is groundnut flour, known locally as nsinjiro, which flies off the shelves like hot cakes. With a milling machine in place, Madalasi generates a minimum of K75 000 (about \$45) daily from this product alone.

Dusudusu is also deeply committed to environmental conservation, having planted 2 500 bluegum trees, now in their third year.

Despite his successes, he expresses a desire for more substantial loans, noting that the current K15 million ceiling is insufficient given rising commodity prices.

Challenges remain, including inadequate capital and seasonal price fluctuations that can erode profits.

In addition, he operates a car hire service and a minibus business.

Looking ahead, Madalasi envisions expanding his business into a chain store, opening a supermarket, acquiring a 10-tonne lorry and building rental houses to secure his future.

A farmer at heart, he also dreams of expanding his agricultural ventures.

# ISHMAEL'S BUSINESS VISION

Fiddes Agrodealer Shop stands majestically at Nsaru Trading Centre in Lilongwe, a symbol of the community's commerce.

The shop owner, Ishmael Fiddes, 32, balances entrepreneurship and family life with three children—two girls and a boy.

The business, a legacy from his father Saidi Fiddes, has thrived for nearly two decades, with Saidi occasionally lending a hand to it.

Ishmael is currently navigating his third year with the Tafika II loan cycle from VisionFund Malawi. His journey with the loans has seen remarkable growth: starting with K1.5 million (\$882), then K4 million (\$2 353) and now managing K8 million (\$4 706).

Despite this progression, Ishmael finds the current loan inadequate for his expanding agro business. "I want at least K15 million in the next cycle," he passionately appeals to VisionFund Malawi personnel.

His monthly gross revenue hovers around K7 million (\$4118).

When asked about the FInES project, Ishmael appears unaware, knowing only about the Tafika II loans from VisionFund Malawi. Yet, his business acumen is unbelievable.

Beyond agro business, Ishmael cultivates on 36 hectares and planted over 2 500 bluegum trees as part of his environmental sustainability plans.

His farm also boasts of mangoes, bananas,



Fiddes standing outside his shop

sweet potatoes, Irish potatoes, vegetables and maize. He also sells manure and is a seed subsidy supplier.

Modern in his marketing approach, Ishmael leverages on Facebook and WhatsApp to attract customers from distant areas.

The Tafika II loans have significantly boosted his capital, enabling him to own an Isuzu two-tonne truck, which he uses for both personal logistics and hire.

During the interview, the truck was hired out to Atsikana Paulendo Girls Secondary School.

Although he acknowledges that insufficient capital remains a major challenge, he remains grateful for the support from Tafika II loans.

Ishmael aspires to expand his business, which requires substantial capital to offer competitive prices for bulk buyers.

Looking ahead, Ishmael envisions becoming a billionaire. True to his faith as a devout Muslim, he is constructing a mosque for the local community.



His Shop



The 2500 trees planted by Fiddes

## Summary audited financial statements of VisionFund Malawi Limited

For the Year ended 31 December 2023 (Continued)

### Summary Statement of financial position as at 31 December 2023

	2023 K'000	2022 K'000
<b>Assets</b>		
Loans and advances	12,204,594	6,404,550
Other assets	2,143,753	2,502,191
<b>Total assets</b>	<b>14,348,347</b>	<b>8,906,741</b>
<b>Equity and liabilities</b>		
Capital and reserves	4,656,968	3,153,649
<b>Liabilities</b>		
Amounts owing to related parties	3,662,889	3,662,889
Other liabilities	6,028,490	2,090,203
<b>Total liabilities</b>	<b>9,691,379</b>	<b>5,753,092</b>
<b>Total equity and liabilities</b>	<b>14,348,347</b>	<b>8,906,741</b>

### Summary Statement of profit or loss and other comprehensive income for the year ended 31 December 2023

<b>Revenue</b>	4,423,807	3,358,569
Profit before Income expense	921,247	604,680
Taxation	(286,540)	(185,214)
Profit for the year.	634,707	419,466
Other comprehensive income	-	-
<b>Total comprehensive income</b>	<b>634,707</b>	<b>419,466</b>

### Summary Statement of cash flows for the year ended 31 December 2023

<b>Cash flows from operating activities</b>		
Cash generated from operations	3,421,474	1,136,370
Changes in inventory	1,525	(6,439)
Changes in trade and other receivables	(929,439)	(502,038)
Changes in other payables	4,140,584	493,058
Changes in loans and advances to customers	(5,847,605)	(1,281,905)
Changes in other investments	-	46,307
Changes in customer deposits	(71,762)	(17,008)
<b>Net cash generated from / (utilized in) operating activities</b>	<b>714,777</b>	<b>(131,655)</b>
<b>Net cash used in investing activities</b>	<b>(371,166)</b>	<b>(151,646)</b>
<b>Net cash generated from/ (used in) financing activities</b>	<b>149,055</b>	<b>(299,661)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>492,666</b>	<b>(582,962)</b>
Cash at the beginning of the year	312,270	895,232
<b>Total cash at end of the year</b>	<b>804,936</b>	<b>312,270</b>

Full set of financial statements and the related audit report is available for inspection on request.

# Summary audited financial statements of VisionFund Malawi Limited

For the Year ended 31 December 2023 (Continued)

## BASIS OF PREPARATION

The Directors have prepared the summary financial statements to meet the requirements of the Financial Services (External Audit and Related Matters for Microfinance Institutions) Directive 2019. The Directors have considered the requirement of the financial services and believe that the summary statements of financial position, profit or loss and other comprehensive income and cash flows are sufficient to meet the requirement of the users of the summary financial statements. The amounts in the financial statements are prepared in accordance with the framework concepts and the measurement and recognition requirements of International Financial Reporting Standards (IFRS). The accounting policies applied in the preparation of the financial statements, from which the summary financial statements were derived, are in terms of International Financial Reporting Standards and are consistent with the accounting policies applied in the preparation of the previous financial statements.

The summary financial statements have been derived from the financial statements which were approved by the Board of Directors on 30th April 2024.

## OVERVIEW

The board of Vision Fund Malawi Limited is pleased to announce the financial results of the Company for the year ended 31st December 2023.

## INCORPORATION

VisionFund Malawi Limited is registered as a limited liability company under the Companies Act, 2013 of Malawi and is licensed by the Reserve Bank of Malawi as a Deposit taking microfinance institution. The Company was registered on 14th January 2013 as a new company and was subsequently licensed on 14th June 2013.

## NATURE OF BUSINESS

VisionFund Malawi Limited is a private limited liability Company incorporated in Malawi under the Companies Act, 2013 of Malawi and is domiciled in Malawi. The ultimate parent company is VisionFund International.

The principal activity of the Company is to provide commercially oriented microfinance services aiming to alleviate poverty and stimulate the creation of employment opportunities for the poor particularly in areas of World Vision Malawi operation where VisionFund Malawi Limited is committed to strict business principles and microfinance best practices for positive impact on the lives of the poor, especially women and children.

## PERFORMANCE OVERVIEW.

VisionFund profit after tax of MK634 Million was 51% above prior year's profit of MK419 Million. The Increase in profit was driven by the growth in loans and advances to customers which resulted in the increase in the net interest income by 39% when compared to prior year.

Impairment losses registered an increase compared to prior year as a result of effect of adverse factors in the economic operating environment due to increase in headline inflation, VFM continues to invest in innovations to improve portfolio quality while also investing in staff capital development, hence improving operational efficiency.

## Summary audited financial statements of VisionFund Malawi Limited

For the Year ended 31 December 2023 (Continued)

VFM operating expenses grew by 46% year on year, this was driven by the inflationary increase in goods and services, as well as the impact of the devaluation of the Malawi kwacha by 44%. VisionFund will continue to focus on diversifying and growing its revenue base while also focusing on cost management, hence, to maintaining its sustainability that will drive growth of its outreach to the vulnerable women and children.

### ECONOMIC ENVIRONMENT.

The Malawi economy grew by 1.6% in 2023 (2022: 0.8%), the adverse growth in the economy was attributed by weather related shocks in some parts of the country (cyclone Freddy), Russia-Ukraine war and prolonged electricity power cuts, which caused supply chain disruption and impacted on commodity prices in addition to shortage of fuel in the country. Headline inflation averaged 34.5% in 2023 from an average of 22% in 2022. The Malawi Kwacha was devalued by 44% in November 2023, and the Kwacha traded at MK1700/US\$ at the end of 2023 from MK1034.19/US\$ in 2022. The policy rate closed at 24% in the last quarter of the year.

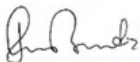
Regardless of the Economic challenges alluded above VFM was resilient and reported an improvement in its overall results for the year 2023. VFM will continue intensifying staff trainings and accelerating digital solution improvements to create more convenient solutions to our clients while creating products that are aligned to customer's needs.

### OUTLOOK

In 2024 and beyond we will continue to grow both outreach and portfolio while also rolling out new products and innovations by also growing our deposit taking portfolio in line with our strategic plan, we will continue to drive and improve customer experience through effective service delivery. VFM is currently working on 3 major projects; Mobile Banking project to integrate with the core banking system T24, Tablet solution phase 2(Digital Field application) and a paperless model to improve turnaround time.

We are committed to our principal activity of the company to provide commercially oriented microfinance services aiming to alleviate poverty and stimulate the creation of employment opportunities for the poor.

By order of the board.



**Jeremy Banda**  
Chairman of the Board



**Theodora Ntaba**  
Chief Executive Officer



**Precious Nyondo**  
Chief Finance Officer

## Independent Auditor's Report on the Summary Financial Statements to the Shareholders of Visionfund Malawi Limited

### OPINION

The summary financial statements of Vision Fund Malawi, which comprise the summary statement of financial position as at 31 December 2023, the summary statement of profit or loss and other comprehensive income and cash flow for the year then ended, and the basis of preparation are derived from audited financial statements of VisionFund Malawi Limited for the year ended 31 December 2023.

In our opinion, the accompanying summary of financial statements are consistent, in all material respects, with the audited financial statements, in accordance with the Basis of Preparation paragraph.

### OTHER MATTER

We have not audited the overall performance and outlook included in the summary financial statements and accordingly do not express any opinion thereon.

### SUMMARY FINANCIAL STATEMENTS

The summary financial statements do not contain all the disclosures required by the International Financial Reporting Standards. Reading the summary financial statements, and our report thereon, therefore, is not a substitute for reading the audited financial statements and our report thereon. The summary financial statements and the audited financial statements do not reflect the effects of events that occurred subsequent to that date of our report on the audited financial statements.

### THE AUDITED FINANCIAL STATEMENTS AND OUR REPORT THEREON

We expressed an unmodified audit opinion on the audited financial statements in our report dated 30th April 2024. That report also includes the communication of key audit matters. Key audit matters are those matters that in our professional judgement, were of most significance in our audit of the financial statements for the current period.

### DIRECTOR'S RESPONSIBILITY FOR THE SUMMARY FINANCIAL STATEMENTS


Directors are responsible for the preparation of the summary financial statements in accordance with the Basis of Preparation paragraph.

### AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on whether the summary financial statements are consistent, in all material respects, with the audited financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (ISA) 810 (Revised), Engagements to Report on Summary Financial Statements.

**Alexander Chimimba**  
**Chartered Accountant (Malawi)**  
**Partner**  
**Lilongwe, Malawi**

**30th April 2024**

 **Grant Thornton**  
An instinct for growth™

## Annual Report Data Collection

The FY23 achievements against the business plan were as below:

KPI	DEC' 23 TARGET	DEC' 23 ACTUAL	VARIANCE
Number of clients	52,278	60,073	7,795
Loan Portfolio	9,105,529,596	10,604,483,017	1,498,953,421
PAR 1day	5.0%	2.0%	3.0%
PAR 30 days	3.2%	1.1%	2.2%
Loan Loss	1.9%	0.9%	1.0%
OSS	108 %	127.0%	19.0%
30 Days+LLR	5.2%	2.1%	3.1%
Children impacted	165,706	192,178	26,472

Grew FAST clients to 41,858 from 12,006.

Achievements in FY23 not on Business Plan were:

1. Capacity building to our members of staff (compliance Training, Credit Policy Training and Sales Training).
2. Team work, "Together we can "mindset
3. Frequent Interactions with team members
4. Execution- Held each other accountable to ensure things are done
5. VFM was granted approval to join the National Switch. This will facilitate seamless transactions between VFM customers and customers belonging to commercial banks and mobile money service providers.

## VisionFund Malawi's Safeguarding Statement

### Safeguarding: It's Who We Are

At VisionFund Malawi, our unwavering commitment to "do no harm" defines who we are and guides everything we do. Every child and adult we serve is regarded as a trusted member of the VisionFund Malawi community. This trust is why we encourage all stakeholders to report any concerns to our Safeguarding Focal Points.

Our vision statement declares, "We look forward to a world where every child experiences Jesus' promise of life in all its fullness." To this end, VisionFund Malawi is dedicated to creating an environment where children are protected, cared for, and given opportunities to reach their God-given potential. Our commitment to this vision means we have zero tolerance for inaction on the exploitation or abuse of children and adults in the communities we serve, whether committed by our staff or others associated with our work. We also have zero tolerance for inaction on incidents of racism, gender inequality, or discrimination, whether it targets children, community members, staff, or our partners.

At VisionFund Malawi, we understand that values cannot be legislated; they must be lived. We are committed to upholding our Core Values individually and collectively within the VisionFund Malawi Partnership and before God. These values guide our decisions, shape our relationships, and drive our actions wherever we work.

In conclusion, VisionFund Malawi regards all people as created and loved by God. We prioritize people above money, structures, systems, and institutional machinery. We act in ways that respect the dignity, uniqueness, and intrinsic worth of every person - those we serve, our donors, staff and their families, boards, and volunteers. Our safeguarding efforts are rooted in and sustained by this deep reverence for all people as God's creation.

## Our governance

The VisionFund Malawi Board is the ultimate governing body of the Vision Fund operations. At the country level, each microfinance institution has a board of directors who are appointed by the VisionFund International Board. The microfinance institutions' board adopt all the governance policies developed by VisionFund International. Such policies are adapted to the local context to comply with local laws and regulations under the directives of Reserve Bank of Malawi.

**Jeremy Banda,**  
Malawi

Board Chairperson  
Independent



**Francis Dube,**  
Zimbabwe

National Director  
World Vision Malawi

**Phillip Ochola**  
Kenya

Regional Operations  
Director  
VisionFund  
International



**Charles Chimombo**  
Malawi

Operations Director  
World Vision Malawi

**Loyce Gadama,**  
Malawi

Vice Board Chairperson  
Human Resource  
Manager  
SOS Children's Village  
of Malawi Trust



**Victoria Munkhondya  
Chimaliro**  
Malawi

Board Audit  
Committee

**MacDonald Chamba,**  
Malawi

Head of Infrastructure  
and Cloud Services  
Telekom Networks  
Malawi





# EMPOWERING FAMILIES TO CREATE INCOME



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