

# FDH PROFILE



*MISSION* – *To be the leading provider of first class financial services in Malawi*

*AIM* – *To offer the investment fraternity an avenue for flexible, negotiable and profitable investment opportunities*

*Grow with us*



## INTRODUCTION

FDH Financial Holdings Limited was established in November 2007 as part of the group restructuring to replace First Discount House as the holding company of the group.

First Discount House was incorporated in accordance with the Companies Act on 8 March 2000. It obtained its Discount House license under the Banking Act on 20 July 2001 commencing operations on 8 April 2002. The company was established by a partnership that included Mr. Thomson Mpinganjira (24.9%), a respected local businessman and the first Managing Director of the Company, Press Corporation Limited (30%), Old Mutual (Malawi) Limited (20%) and Kingdom Financial Holdings Limited (25.1%). On 4 August 2006 Press Corporation was bought out as part of the strategic repositioning that has seen the current structure and expansion of the group.

FDH Financial Holdings wholly owns the following subsidiaries:

- First Discount House Limited – commenced operations April 2002
- FDH Stockbrokers Limited – commenced operations January 2007
- FDH Bank Limited – licensed 27 November 2007, operations commenced on 15 July 2008
- FDH Money Bureau Limited – Acquired 100% effective 1 February 2009

FDH Financial Holdings current Shareholder structure is as follows:

○ Kingdom Financial Holdings Limited (Zimbabwe)	:	40.16%
○ Thomson Frank Mpinganjira Trust	:	39.84%
○ Old Mutual Life Assurance Company (Malawi) Limited	:	<u>20.00%</u>
<b>TOTAL</b>	:	<b><u>100%</u></b>



# FDH FINANCIAL HOLDINGS SHAREHOLDERS PROFILE

## 1. KINGDOM FINANCIAL HOLDINGS (ZIMBABWE) LTD – 40.16% OWNERSHIP

- Kingdom Financial Holdings is wholly owned by Kingdom Meikles Africa Group – this comprises the businesses previously known as Meikles Africa Limited, Kingdom Financial Holdings Limited, Tanganda Tea Company Limited and Cotton Printers
- Kingdom Meikels Africa Group is currently registered on the London Stock Exchange and Zimbabwe Stock Exchange
- Kingdom Financial Holdings Limited (KFHL) is a Zimbabwe based holding company for a group of financial services companies dedicated to serving clients in the areas of money, capital, equity and foreign exchange markets, commercial and investment banking, portfolio management, economic research and advisory services
- The group is made up of the following subsidiaries: Kingdom Bank Limited, Kingdom Stockbrokers, Kingdom Asset Management, MicroKing Finance, Discount Company of Zimbabwe, Kingdom Bank Africa Botswana Ltd
- The diversity of KFHL has not only made KFHL a unique “one stop shop” financial institution, but has allowed the group to effectively maximise group synergies and cross selling of products for the benefit of both clients and shareholders

## 2. THOMSON FRANK MPINGANJIRA TRUST – 39.84% OWNERSHIP

- The settler and founder trustee of the Thomson Frank Mpinganjira Trust is Mr. Thomson Frank Mpinganjira
- This is a Private Trust with interests in real property holdings, on the Malawi Stock Exchange and money market investments in addition to equity in FDH Financial Holdings.
- A Trust Deed dated 28 January 2000 established the Trust under the Laws of Malawi
- Mr. Thomson Frank Mpinganjira is the founder of the FDH Group

### 3. OLD MUTUAL LIFE ASSURANCE COMPANY (MALAWI) LIMITED – 20% OWNERSHIP

- Old Mutual Plc, together with its subsidiaries Nedcor, Mutual & Federal and Skandia is an international financial services group, whose activities are focussed on asset gathering and asset management
- Its operations in Africa are only part of a global presence. While the bulk of its business is in South Africa in the rest of Africa the group has operations in Malawi, Zimbabwe, Namibia, Kenya, Botswana, Swaziland and Mauritius. The group's operations outside Africa cover UK, Bermuda, Hong Kong, Ireland the United States and Sweden
- Old Mutual is listed on the London, Stockholm, Johannesburg, Malawi, Zimbabwe and Namibian stock exchanges
- The Old Mutual group's businesses comprise life assurance (including retirement savings), asset management (including unit trusts, portfolio management and stockbroking), banking and general insurance
- Old Mutual Life Assurance Company (Malawi) Limited is a local company fully owned by Old Mutual Malawi Limited and whose ultimate shareholder is Old Mutual Plc

## FDH FINANCIAL HOLDINGS BOARD OF DIRECTORS

<u>NAME</u>	<u>MEMBERSHIP STATUS</u>	<u>NATIONALITY</u>
Mr. Nigel M K Chanakira	: Chairman	(Zimbabwean)
Mr. Samuel B Tembenu	: Non-executive Member	(Malawian)
Mr. James A Regout	: Non-Executive Member	(Dutch)
Mr. Onias Makamba	: Non-Executive Member	(Zimbabwean)
Mr. Thomson F Mpinganjira	: Executive Member	(Malawian)
Dr Eric Sankhulani	: Non-Executive Member	(Malawian)
Mr. Masauko N Katsala	: Executive Member	(Malawian)

## FDH FINANCIAL HOLDINGS LIMITED CONTACT INFORMATION

**Company Registration No. 6514**

### **FDH FINANCIAL HOLDINGS LIMITED**

First Floor  
Umoyo House  
No. 8 Victoria Avenue North  
P O Box 512  
Blantyre  
MALAWI

TELEPHONE : 265 1820 219  
                  : 265 1 820 397  
FAX : 265 1 823 044  
EMAIL : [fdh@fdh.co.mw](mailto:fdh@fdh.co.mw)  
WEBSITE : <http://www.fdh.co.mw>

### **CONTACT PERSONS**

Chief Executive Officer : Mr. Thomson F Mpinganjira  
Finance Director : Mr. Masauko N Katsala  
Chief Operating Officer : Mr. Clement C Kahiya



## FDH BANK LIMITED PRODUCTS AND SERVICES

A variety of financial services offered will be as follows:

### PRODUCTS

- Retail Banking
- Corporate Banking
- International Banking
- Structured Trade Finance
- Treasury Management
- Corporate Advisory Services



## FDH BANK LIMITED BOARD OF DIRECTORS

<u>NAME</u>	<u>MEMBERSHIP STATUS</u>	<u>NATIONALITY</u>
Mr. Mark Wood	Chairman	(British)
Mr. Nathan F Mpinganjira	Non-Executive Member	(Malawian)
Mr. Nigel M K Chanakira	Non-Executive Member	(Zimbabwean)
Mr. Edgar Nyamupingidza	Non-Executive Member	(Zimbabwean)
Dr. Eric Sankhulani	Non-Executive Member	(Malawian)
Mr. Osman Karim	Non-Executive Member	(Malawian)
Mrs. Judith Chirwa	Non-Executive Member	(Malawian)
Mr. Thomson F Mpinganjira	Executive Member	(Malawian)
Mr. Masauko N Katsala	Company Secretary	(Malawian)



## FDH BANK LIMITED CONTACT INFORMATION

**Company Registration No. 8328**

**Banking Licence No. BL 0025**

### **FDH BANK LIMITED**

First Floor  
Umoyo House  
No. 8 Victoria Avenue North  
P O Box 512  
Blantyre

TELEPHONE : 265 1820 219  
265 1 820 397  
FAX : 265 1 823 044  
EMAIL : [fdh@fdh.co.mw](mailto:fdh@fdh.co.mw)  
WEBSITE : <http://www.fdh.co.mw>

<b>Managing Director</b>	: Mr. T Mpinganjira	265 999960219	<a href="mailto:tmpinganjira@fdh.co.mw">tmpinganjira@fdh.co.mw</a>
<b>Company Secretary</b>	: Mr. M Katsala	265 999826421	<a href="mailto:mkatsala@fdh.co.mw">mkatsala@fdh.co.mw</a>
<b>Treasury Manager</b>	: Mr. Alfred Nhlema	265 8 88846159	<a href="mailto:alfred@fdh.co.mw">alfred@fdh.co.mw</a>
<b>Account Relationship Manager</b>	: Mr. Weluzani Chingota	265 888335177	<a href="mailto:weluzani@fdh.co.mw">weluzani@fdh.co.mw</a>
<b>Account Relationship Officer</b>	: Mr. Hamson Tchongwe	265 999360310	<a href="mailto:hamson@fdh.co.mw">hamson@fdh.co.mw</a>
<b>Marketing Officer</b>	: Mrs. Roselyn Coroa	265 999853228	<a href="mailto:roselyn@fdh.co.mw">roselyn@fdh.co.mw</a>

### **BRANCHES**

Umoyo Branch – Corner Victoria Avenue/Chilembwe Road, Blantyre

**Branch Manager** Mr. Laston Nazitwere 265 8 88829275 [laston@fdh.co.mw](mailto:laston@fdh.co.mw)



## FDH BANK LIMITED REMITTANCE ACCOUNT DETAILS

### MK REMITTANCES:

- Reserve Bank of Malawi – Account No. 100107220101

### ZAR REMITTANCES

TO : **Absa Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 028621ZAR671201  
SWIFT CODE: ABSAZAJJ

TO : **First Rand Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 9020578  
SWIFT CODE: FIRNZAJJ

### GBP REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank  
ACC# : 03810003  
SWIFT CODE: BARCGB22

### USD REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 77231488  
SWIFT CODE: BARCGB22

### EURO REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 55049399  
SWIFT CODE : BARCGB22



## FIRST DISCOUNT HOUSE LIMITED PRODUCTS AND SERVICES

- Malawi Government Treasury Bills
  - Repurchase and reverse repurchase agreements REPO's
  - Negotiable Certificates of Deposits
  - Commercial Paper
- Reserve Bank of Malawi Treasury Bills
  - Bankers Acceptances
  - Call Money deposits with banks

### WHY INVEST WITH US?

- **Competitive rates**  
We offer very competitive and negotiable rates on the money markets
- **Flexibility**  
You can invest in any number of days that suit your cash flow
- **Security**  
We issue Treasury and Reserve Bank bills to secure each investment
- **Shareholding**  
We have strong affluent shareholders with proven track records
- **Settlement**  
Secure modes of payments using RTGS (bank to bank transfers) and Cheques. Immediate value given, no clearing delays



## FIRST DISCOUNT HOUSE LIMITED BOARD OF DIRECTORS

<u>NAME</u>	<u>MEMBERSHIP STATUS</u>	<u>NATIONALITY</u>
Mr. Onias Makamba	Chairman	(Zimbabwean)
Mr. Samuel B Tembenu	Non-Executive Member	(Malawian)
Mr. Peter Mukunga	Non-Executive Member	(Zimbabwean)
Mr. Thomson F Mpinganjira	Executive Member	(Malawian)
Mr. Edward Chilima	Executive Member	(Malawian)
Mr. Masauko N Katsala	Company Secretary	(Malawian)

## FIRST DISCOUNT HOUSE LIMITED REMITTANCE ACCOUNT DETAILS

### MK REMITTANCES:

- FDH Bank – Account # 8500000002331
- Reserve Bank of Malawi – Account # 100107220101

### ZAR REMITTANCES

TO : **Absa Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 028621ZAR671201  
SWIFT CODE: ABSAZAJJ

**Credit of First Discount House Limited**

### GBP REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank  
ACC# : 03810003  
SWIFT CODE: BARCGB22

### EURO REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 55049399  
SWIFT CODE : BARCGB22

TO : **First Rand Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 9020578  
SWIFT CODE: FIRNZAJJ

**Credit of First Discount House Limited**

### USD REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 77231488  
SWIFT CODE: BARCGB22



## FIRST DISCOUNT HOUSE CONTACT INFORMATION

Company Registration No. 5533

Banking Licence No. BL 0017

### FIRST DISCOUNT HOUSE LIMITED

Upper Ground Floor  
Umoyo House  
8 Victoria Avenue North  
P O Box 512  
Blantyre

TELEPHONE : 265 1 820 219  
265 1 820 397  
FAX : 265 1 823 044  
EMAIL : [fdh@fdh.co.mw](mailto:fdh@fdh.co.mw)  
WEBSITE : [www.fdh.co.mw](http://www.fdh.co.mw)

### Managing Director

Mr. Edward Chilima 265 8 88844974

[edward@fdh.co.mw](mailto:edward@fdh.co.mw)

### Dealer

Mrs. Hombakazi Kubwalo 265 8 88361964

[hombakazi@fdh.co.mw](mailto:hombakazi@fdh.co.mw)

### Dealer

Mr. Jacob Phiri 265 9 99177814

[jacob@fdh.co.mw](mailto:jacob@fdh.co.mw)

### Marketing Officer

Mrs. Roselyn Coroa 265 9 99953228

[roselyn@fdh.co.mw](mailto:roselyn@fdh.co.mw)

### Company Secretary

Mr. M N Katsala 265 9 88826421

[mkatsala@fdh.co.mw](mailto:mkatsala@fdh.co.mw)



## FDH STOCKBROKERS LIMITED PRODUCTS AND SERVICES

FDH Stockbrokers are striving to be the premier provider of stock brokering services for both retail (individual) and corporate investors

- Trading shares on the Malawi Stock Exchange
- Trading in money markets
- Free Custodial Services
- Free Advisory Services
- Research analysis on the Listed Companies on the Malawi Stock Exchange

### FDH STOCKBROKERS FEE STRUCTURE

<b>VALUES (MWK)</b>				
0 – 50,000	-	2%	Basic Charge	- MWK 50
50,000 – 100,000	-	1.5%	Surtax	- 17.5% of brokerage
			Money Market	- 2% margin plus bank charges
100,000 and above	-	1%	Money Market Minimum investment	- MWK50,000
Handling Fees	-	MWK 400	Minimum investment in Shares	- 100 Shares
Listing Fees	-	MWK 200,000		





## FDH STOCKBROKERS LIMITED BOARD OF DIRECTORS

<u>NAME</u>	<u>MEMBERSHIP STATUS</u>	<u>NATIONALITY</u>
Mr. Itayi Munyeza	Chairman	(Zimbabwean)
Mr. Samuel B Tembenu	Non-Executive Member	(Malawian)
Mr. Thomson F Mpinganjira	Executive Member	(Malawian)
Mr. Masauko N Katsala	Executive Member	(Malawian)

## FDH STOCKBROKERS LIMITED REMITTANCE ACCOUNT DETAILS

### MK REMITTANCES:

- FDH Bank - Account # 8500000002374

### ZAR REMITTANCES

TO : **Absa Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 028621ZAR671201  
SWIFT CODE: ABSAZAJJ

**Credit of FDH Stockbrokers Limited**

### GBP REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank  
ACC# : 03810003  
SWIFT CODE: BARCGB22

### EURO REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 55049399  
SWIFT CODE : BARCGB22

TO : **First Rand Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 9020578  
SWIFT CODE: FIRNZAJJ

**Credit of FDH Stockbrokers Limited**

### USD REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 77231488  
SWIFT CODE: BARCGB22



## FDH STOCKBROKERS LIMITED CONTACT INFORMATION

Company Registration No. 7983

### FDH STOCKBROKERS LIMITED

Upper Ground Floor  
Umoyo House  
8 Victoria Avenue North  
P O Box 512  
Blantyre

TELEPHONE : 265 1 820 219  
                  : 265 1 820 397  
FAX : 265 1 823 044  
EMAIL : [fdhsl@fdh.co.mw](mailto:fdhsl@fdh.co.mw)  
WEBSITE : <http://www.fdh.co.mw>

**Managing Director**  
**Senior Dealer**  
**Dealer**  
**Marketing Officer**  
**Company Secretary**

Mr. Morton Gunsalu (Acting) 265 888846162 [morton@fdh.co.mw](mailto:morton@fdh.co.mw)  
Mr. Morton Gunsalu 265 888534212 [morton@fdh.co.mw](mailto:morton@fdh.co.mw)  
Miss. Jane Namakhuwa 265 888789248 [jane@fdh.co.mw](mailto:jane@fdh.co.mw)  
Mrs. Roselyn Coroa 265 999953228 [roselyn@fdh.co.mw](mailto:roselyn@fdh.co.mw)  
Mr. M N Katsala 265 999826421 [mkatsala@fdh.co.mw](mailto:mkatsala@fdh.co.mw)



## FDH MONEY BUREAU LIMITED PRODUCTS AND SERVICES

The bureau de change offers the following services:

- Sales/purchases of major/regional currencies (USD, GBP, ZAR, EUR, CAD, AUD, INR, PKR, BWP, ZMK,KES,MZM,TZS,AED)
- Encashment of travellers cheques (USD, GBP, ZAR, EUR)
- Encashment of personal cheques (USD, GBP) – An organization must register for its employees to use this facility.

### REMITTANCE ACCOUNT DETAILS

#### MK REMITTANCES:

- FDH Bank - Account # 8500000002358

#### ZAR REMITTANCES

TO : **Absa Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 028621ZAR671201  
SWIFT CODE: ABSAZAJJ

**Credit of FDH Money Bureau Limited**

#### GBP REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank  
ACC# : 03810003  
SWIFT CODE: BARCGB22

#### EURO REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 55049399  
SWIFT CODE : BARCGB22

TO : **First Rand Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 9020578  
SWIFT CODE: FIRNZAJJ

#### USD REMITTANCES

TO : **Barclays Bank**  
CREDIT ACC : FDH Bank Ltd  
ACC # : 77231488  
SWIFT CODE: BARCGB22

**Credit of FDH Money Bureau Limited**



## FDH MONEY BUREAU LIMITED CONTACT INFORMATION

**Company Registration No. 3683**

### **Bureau De Change Offices**

Blantyre: Chichiri Shopping Centre

Telephone Nos. 2651874400

Lilongwe: Nico Centre, Old Town

Telephone Nos. 2651750659

Crossroads Shopping Complex

Telephone Nos. 2651750872/2651750879

Centre House Arcade - City Centre

Telephone Nos. 2651770528/2651772239

**Dealer/Manager**

Mr. Nazir Nathvani

265999916108

[nazir@malawi.net](mailto:nazir@malawi.net)

**Company Secretary**

Mr. Masauko N Katsala

265 999826421

[mkatsala@fdh.co.mw](mailto:mkatsala@fdh.co.mw)

