

LiNC Advisory

Company Profile

Date: 2026





EXPERIENCE



We have over **15 years** of combined experience in sustainable development, agribusiness, entrepreneurship, and private-sector collaboration,

BUSINESS SUPPORT



We connect SMEs to **formal markets and diverse funding sources**, providing investment readiness programs.

DONOR SUPPORT



Our services include top-quality **project delivery**, robust **value chain development and systems thinking**, and tailored technical assistance.

INVESTMENT FACILITATION



We have **facilitated over \$150 million in investments** for Zambian businesses—and managed over 100 catalytic grants co-financed by SMEs.

What Sets Us Apart

PARTNERS IN PROGRESS FOR GROWING SMEs

A local team built for delivery and deal-making

- Investment readiness + fundraising support for SMEs and programmes
- Value-chain and systems thinking to unlock market linkages
- Gender and inclusive business expertise embedded throughout
- Strong project management and donor-compliant reporting



CATALYST

We catalyse progress through market studies, feasibility studies, business advisory services, trainings, fundraising and forging crucial investor linkages.



PASSIONATE

Our passion lies in igniting growth and transformation in the private sector.



INNOVATION & SUSTAINABILITY

We thrive on strengthening innovative, inclusive, and environmentally sustainable business models across diverse sectors.

Our value proposition and challenges we are solutioning for

Value Proposition

We address critical business and development challenges with unparalleled expertise. We cater to clients that have a strong commercial focus and commitment to social and environmental impact.

Our experts drive positive change and foster long-term success with insights from finance, agri-business, market linkages, value chain development and systems thinking, project management, gender, and inclusive business practices.

We have a proven track record of delivering measurable results for businesses and support organizations. We help scale operations and innovations, access funding, curate financing mechanisms, and manage complex projects.

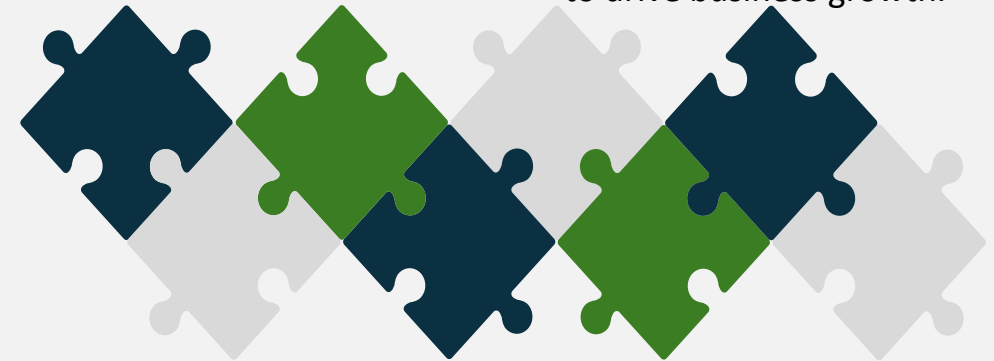
Challenges

Financing

Knowledge gap in appropriate financing mechanisms

Feasibility & Research

There is a need to conduct more feasibility studies and market research to drive business growth.



Business Models

An opportunity exists to enhance the resilience and scalability of many business models.

Sustainable CSR Initiatives

There is an opportunity to develop more sustainable CSR models that support long-term economic growth

We support businesses by providing financial advisory, training in business management skills, conducting company diagnostics, and developing growth strategies. Our goal is to build sustainable and scalable models that empower entrepreneurs to succeed in competitive markets.

Partner Overview – Namaya Morero Mbikusita Lewanika



Namaya-Morero Mbikusita-Lewanika, Partner

Namaya brings a wealth of experience to the table, with over 15 years in project management, SME development, impact investment, corporate governance, and human resource management across various sectors. Her work with communities and organisations has consistently strengthened systems and successfully implemented projects.

Before her tenure at LiNC Advisory, Namaya played pivotal roles in the Private Enterprise Programme 1 and later Prospero. As the Manager of Nyamuka Zambia Business Plan Competition, Manager of the Tourism Sector, and Head of Investments & Human Resource Management, she led the team that facilitated over \$150 million in investments, established key ecosystem players, and implemented essential HR systems and processes. She also previously served as Senior Business Advisor with Technoserve, SBN Manager with the World Food Programme and Manager and Investment Analyst at ZATAC.

She holds a Bachelor's in Management Information Systems, an MBA, an MPhil, and an advanced diploma in Human Resource Management. She is a certified trainer of trainers with the Institute of Directors in Zambia.



Claire van der Kleij, Partner

Claire is a seasoned professional with a dynamic background in agri-business, sustainable industries, gender and inclusive business practices across East and Southern Africa. Her extensive experience brings a wealth of skills, including strategic vision and planning, value chain development and systems thinking, resource mobilization, gender engagement, stakeholder engagement, training and mentorship and project management.

Before joining LiNC, Claire held significant roles at Prospero, where she led the Food and Agriculture and Sustainable Industries sector (including mining services) for the PEPZII and served as Director of Programmes overseeing implementation of projects for clients including Tetrattech's Alternative to Charcoal Project; Barrick REDD+ Project, NIRAS Markets and Seeds Access Project, Kansanshi Foundation Citrus Fruits Project, DAI Africa Trade and Investment Activity.

Claire developed four inclusive private sector led consortia over a period of 3 years with value chain actors in the horticulture, small livestock and legumes sector that led to more than 20 companies gaining access to formal markets, access to finance to scale up their business and additional value chain services including equipment, seed and fertilizers and integrating smallholder farmers into these formal linkages.

She holds a Master of Business Administration and a Master of International Organization and International Relations.

Partner Overview – Lombe Muzala Batunda



Lombe Muzala Batunda, Partner

Lombe brings extensive experience in financial services and sustainability. She excels in developing resilient business models for SMEs, focusing on sustainable growth and access to finance. With expertise in credit risk, portfolio management, and crafting financing mechanisms for funders, Lombe aligns perfectly with LiNC's mission. Her strategic acumen and dedication to social impact drive positive change within the organisations LiNC supports.

Prior to joining LiNC Advisory, she was the Head of Credit and Sustainability at Lupiya where she crafted digital lending products and supported the commencement of Tanzania operations. She previously served as Investment Manager at Prospero, where she was lead in designing the climate fund that supported environmentally focused projects. She also supported efforts to raise investment for Zambian businesses, which is a testament to her leadership and innovation. She previously worked for a private equity and venture fund as portfolio manager with a Zambian SMEs portfolio size of USD 12m and lead the instrumental market studies on crowd funding in Zambia and the impact investing mapping.

Lombe holds a Bachelor's degree in Economics and an MBA in Entrepreneurship and Innovation.

Our Expertise

We have our in-house partner specialists and a pre-vetted expert pool of consultants with the following expertise:



SME development



**Data Collection &
Research**



**Agri-Value Chain
Development**



**Natural Resource
Management &
Conservation**



Agroforestry



**Human Resource
Management &
Governance**



**Financial management
& Investment
readiness**



**Strategy Development
and Monitoring &
Evaluation**



**Youth and Gender
Inclusion**

Our Service Offerings

Business Advisory

We support the growth of MSMEs and non-profit organisations in their respective sectors by preparing them to secure financing.

SERVICES

- Business & financial modelling
- Project management
- Corporate Governance
- SME Training and coaching
- Entrepreneurship Development

Fundraising

We offer fundraising and investment readiness services for various funders and businesses spanning commercial, impact investment, concessional, and grant funders.

SERVICES

- Investment readiness and facilitation
- Investor information compilation
- Fundraising support
- Projects Initiatives Design
- Proposal Writing

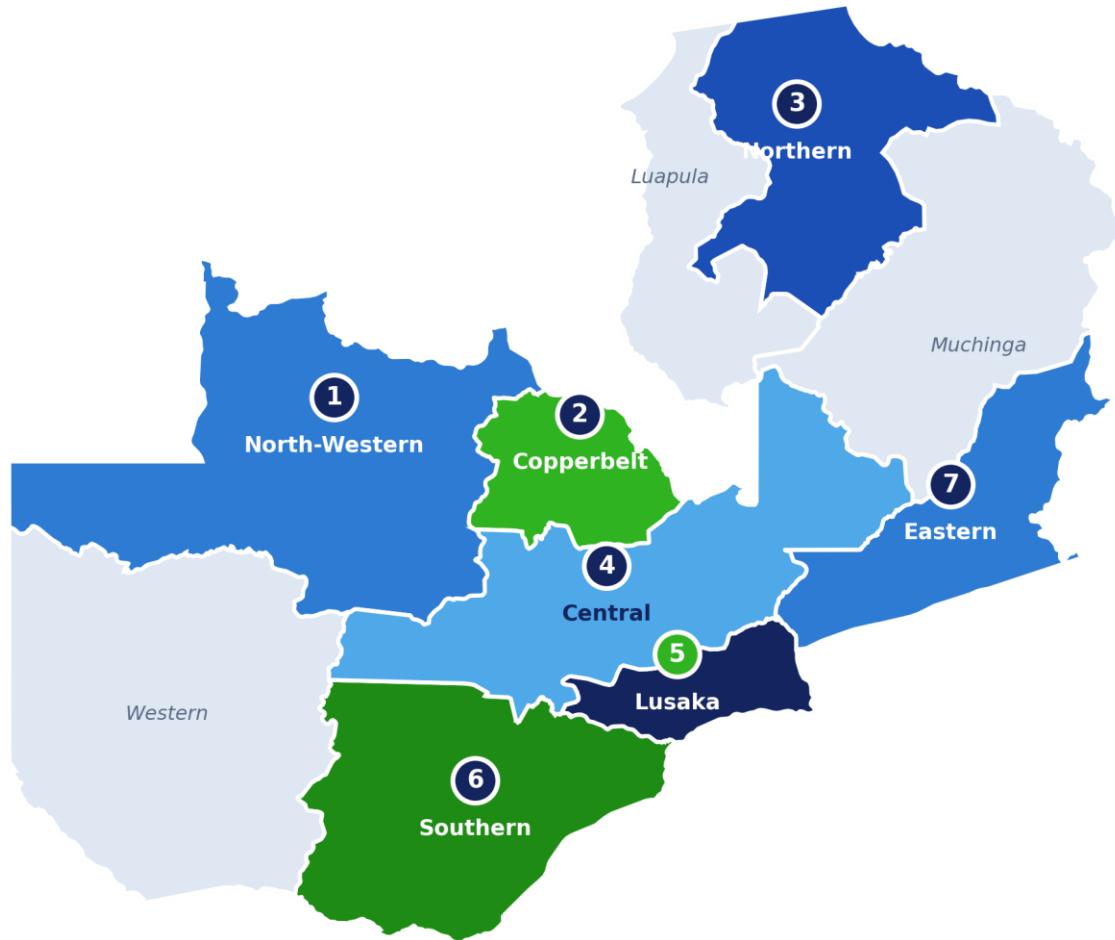
Insights

We furnish research-driven insights into value chains, consumers, and SMEs, empowering our clients to make strategic decisions.

SERVICES

- Market research & scoping
- Feasibility studies
- Product design insights

Where We Work in Zambia and the Clients we have Served There



Illustrative map of Zambia's provinces where LiNC Advisory has supported clients and SMEs

- 1 North-Western Province**
Wuchi Wami, SHA, SNV
- 2 Copperbelt Province**
JICA, Cecily Fund
- 3 Northern Province**
Shiwa Ngandu, SHA
- 4 Central Province**
SNV, Caritas
- 5 Lusaka Province**
Time and Tide, JICA
- 6 Southern Province**
Caritas, Conservation International
- 7 Eastern Province**
ACDI/VOCA, CIFOR, SNV

Our Clients



Track record



NGO Sustainability Beyond Aid

Market Research on sustainable business models for NGOs in Zambia post Aid, culminating into an NGO workshop where we lead stakeholder management coordination and partnerships between financial institutions and NGOs. The workshop brought together over 37 NGOs across Zambia in the Education, Health, Agriculture and Water sectors. Facilitated linkages and supported linkages for two NGOs after the workshop.



Japan International
Cooperation Agency

Manufacturing Sector Business Study Tour

We support 6 Japanese companies in gathering essential business intelligence about the Zambian market and Build sustainable networks between Japanese and Zambian stakeholders. We organised a study tour in Lusaka and Copperbelt visiting over 27 Zambian manufacturing companies in railways, recycling, agribusiness, and mining and mining services. We also organised networking events with tailor made matchmaking resulting in over 30 matches for the 6 Japanese companies.



Commercial Agricultural Mechanisation

Designed market assessment of commercial agricultural mechanisation in Zambia. Led primary research including data collection, focus group discussions, and stakeholder interviews — to evaluate the state of agricultural enterprises. Drawing on the assessment findings and enterprise diagnostics, developing and recommending tailored business and financial model for the sale of Czech machinery into Zambia's agricultural sector. Mapped linkages between Czech mechanisation companies and Zambian commercial farmers, and proposed blended finance structures, appropriate technologies, and priority locations for private sector development. Recommendations were accepted by decision-makers and incorporated into the programme design. We are also providing technical advice to a Zambian equipment supplier through business and financial modelling to develop a scalable and sustainable service center model to service farmers with Czech technologies.



Innovations Against Poverty SME systems strengthening

Partnered with BoP Inc and SNV to strengthen business management systems across three SMEs in Zambia's agricultural services, honey, and agroforestry sectors. As these enterprises scaled their new pro poor product innovations, we provided targeted support in governance, financial management, and human resource management to ensure their internal systems kept pace with innovations and growth ambitions of the SMEs.

Track record



Investment Pipeline for Growth Investment Partners Zambia

Pipeline identification, enterprise profiling, instrument alignment assessment for alternative capital deployment
Supported pipeline generation of approximately 10 businesses as GIP Zambia was commencing operations, identifying enterprises with absorption capacity potential for long-term flexible capital (USD 500k–5M range).



Finance landscape & Agriculture MSMEs matching

Reviewed financing products/requirements and barriers for agri-MSMEs
Matched 20 MSMEs to appropriate financiers (MFIs, banks and leasing). Culminated into the access to finance pathway for the 10 high growth potential firms.



Enterprise Challenge Fund II readiness

Prepared 50 MSMEs in legumes and horticulture for grant applications
Training + coaching on business models, compliance documentation and budgeting



Women's entrepreneurship programme

Supported 12 women-led businesses across fintech, agritech, manufacturing, services and food production
Mobilised USD 65,091 in catalytic grants; 6 businesses funded for growth projects



Investor materials for Impact Capital Africa

Supported 6 agribusinesses (agroforestry, honey and legumes) to become investor-ready
Refined value propositions, financials and business models; produced pitch decks

Track record



Zambia for AgroForestry and Climate Project Finance-readiness & market linkages

Mapped rural agri-finance for bamboo and legume seed value chains. Assessed 2 cooperatives + 10 farmers; facilitated links to 2 finance providers and 3 new markets



Balance Scorecard Strategy Development

Designed SMART but continuous KPIs across organizational, departmental, and individual tiers aligned to the 2027-2032 strategic priorities and seamless integration with existing M&E, HR, and financial systems. Developed practical reporting dashboards and scorecard tools for the leadership ensuring proper governance and tracking. Built organizational capacity for sustained implementation through validation workshops.



SNV Youth Employment Project

We supported the project to strengthen MSMEs to develop viable, scalable, and inclusive business models, and to support MSMEs to become investment-ready through improved financial planning and structuring. We supported a selected group of MSMEs (drawn from the trained cohort) to become investment-ready through targeted mentorship and grant structuring support, and worked to enhance MSMEs' capacity to integrate youth and women into their business operations, leading to enhanced integration and jobs for youth and women in enterprise models.



Self Help Africa GREENTech4CE

Conducted an independent Mid-Term Review of the EU funded GREENTech4CE project. This included a desk review of project documents and stakeholder consultations to assess the project's progress, performance, relevance, effectiveness and implementation process. The review provided evidence-based findings and practical recommendations to support improved project delivery and achievement of intended outcomes during the remaining implementation period.



Cecily's Fund

LiNC Advisory Limited conducted a strategic review of Cecily's Fund's work in the education sector in Zambia and developed a forward strategy for the newly established Cecily's Fund Zambia (CFZ).



Conservation International

We were engaged to design a Sustainable Financing Framework that ensures long-term financial support for the implementation of the Lower Zambezi Fisheries Management Plan, including mechanisms for resource mobilization, cost sharing, and investment in conservation and community development initiatives.

Fundraising Mandates



Wuchi Wami – Fundraising Support

Supported the business on its phased fundraising initially raising USD 350,000 in blended finance and currently supporting the due diligence for a USD 3m equity transaction.



Delicious Milling – Fundraising Support

Supported the development of a phased fundraising strategy for expansion capital. In the first phase, helped secure USD 750,000 in working capital investment to scale the company's maize milling plant. Currently leading the second phase — developing a wheat milling business plan to support a USD 3 million capital raise.



Plant Health – Fundraising Mandate

Lusaka based Plant Health Agri Ltd (PHAL) imports and distributes crop protection and nutritional products to large scale and smallholder farmers. Our mandate is to assess the current status of the business against its funding needs, review the business plan, develop investment memos and grant proposals, and develop a fundraising strategy.



Shiwa Ngandu Estate – Fundraising Mandate

A tourism destination with an old English Manor estate, including timber, agriculture and livestock production. Our mandate is to assess the current status of the business against its funding needs, review the business plan, develop investment memos and grant proposals, and develop a fundraising strategy.

A background image showing two women, one with blonde hair and one with dark hair in braids, both smiling and looking down at a laptop screen. The image is slightly blurred and has a soft, warm tone.

Thanks,
Contact Us

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