



**MALVINWELL**  
BUSINESS CONSULTING

## COMPANY PROFILE



“We are what we repeatedly do. Excellence, therefore, is not an act but a habit.” – Aristotle

## Our Vision

MalvinWell's Business Consultancy's vision is to become one of the most trusted business consultancy enterprises in Zimbabwe specifically, and abroad.



## Our Mission

MalvinWell's mission is to empower people and businesses alike through the provision of optimally tailored solutions for their business needs.



## Our Core Values

- **Excellence**  
Meeting the expectations of our stakeholders by delivering high process and result quality.
- **Innovation**  
Cultivating a culture of developing optimized structures and exploring new interdependences in an orderly manner.
- **Teamwork**  
We are committed to an environment where every person is a valued member, highly esteemed, encouraged to contribute and recognised for their efforts.
- **Commitment**  
We are dedicated to the success of our customers, partners, MalvinWell employees and shareholders.
- **Accountability**  
We take responsibility for our performance in all of our decisions and actions.
- **Integrity**  
We keep our promise. We perform with honesty and integrity.



# About MalvinWell Business Consultancy

MalvinWell is a boutique consulting company, comprising of a team of analysts that provides an autonomous and objective research based consulting to help corporates, government departments, non profit making organisations flourish in their respective organisations. As your trusted advisor, we offer you a comprehensive and expanding set of business consulting services supporting area such as:

1. Corporate Strategy & Management Processes
2. Corporate Finance
3. Economic Research
4. Sales & Marketing
5. Tax Advice & Compliance
6. Accounting

MalvinWell's Business Consultancy services enables corporates to connect directly with research analysts who apply expert insight to specific business challenges.

## 1. Corporate Strategy

Corporate Strategy is undoubtedly the most important factor in long-term sustainable success. By creating a new strategy or altering the existing one as a result of ever-changing market demands, you are taking the first step to becoming a leader, a winner in your respective field, industry, region, and ultimately, in the global marketplace. Even with availability of only negligible resources but with the right strategy incredible success can be attained, whereas the opposite is almost never true — even the most bountiful resources can be quickly squandered away if appropriate strategic steps are not taken.



Please review our comprehensive toolkit of approaches to help clients with specific strategy-related needs below:

- Corporate Strategic business planning
- Business processes development
- Strategic alliances and channel partnerships
- New project undertaking strategic merit review
- Business portfolio restructuring
- Identification of core intangible assets for new growth initiatives
- Creating or enlarging the market
- Risk analysis and avoidance measures
- Strategic growth implementation
- Analysis of new market opportunities
- Creative Idea Building Sessions
- Competitive Dynamics and Game Theory



## 2. Corporate Finance

We believe our distinctive value as financial advisers helps management teams assess and execute transactions that make financial sense and enhance performance. Our corporate finance engagements span many different categories, including but not limited to some of the following:

- Costing and Pricing
- Mergers and Acquisitions
- Valuations
- Capital Fundraising
- Due Diligence
- Financial Strategy
- Financial Engineering
- Debt & Equity Issues
- External growth strategies
- Capital Markets diagnostic
- Risk Management
- Investments and Divestitures
- Financial projection
- Financial and transactional hedging
- Corporate Governance



## 3. Economic Research & Data Science

MalvinWell provides Economic research work that includes forecasting and ad-hoc research and consultancy assignments on behalf of corporates, non-governmental organisations, Governments and clients from any business sector. The services include among other things;

- Macro-economic Research including Policy Analysis and Statutory Instruments Analysis, etc
- Forecasting on inflation, interest rates, GDP etc.
- Investment Markets Analysis & Portfolio Management
- Ad-Hoc Reports
- Identifies, gathers and prepares structured and unstructured data
- Design and modelling of clients' products and/or Services and Revenues
- Identifies and executes/advise on appropriate analytical techniques
- Total Economic Impact Assessment
- Develops reports inclusive of consumer trends, market, analytics, business intelligence and emerging markets



## 4. Sales & Marketing

We are capable of providing a wide range and depth of resources to address today's most critical marketing issues. We invite you to read more about our various sales and marketing service lines below:

- Marketing Strategy
- Creating excess shareholder value through branding
- Primary and secondary market and industry research/analysis
- Customer Relationship
- Customer mapping and field research
- Marketing capability building
- Competitive landscape analysis
- Focus group administrations
- Customer loyalty programs
- Market share expansion
- Distribution channels development
- Marketing spending efficiency
- Pricing strategy
- Digital Marketing



## 5. Accounting Services

We are committed to Provide financial information to our clients in a timely and accurate manner. Meaningful, well-organized financial records ensure that your business operations will run more efficiently periodically. MalvinWell Business Consulting provides a full range of cost-effective accounting services including the following:

- General ledger & financial statement preparation
- Bookkeeping (Monthly/Quarterly/Annual)
- Accounting system setup for new businesses
- Computerized payroll services
- Business tax return preparation (Sales & Use/Business Property)
- Personal financial statements
- Litigation support
- Preparation of financial statements





## 6. Tax Advice & Compliance

Compliance challenges can come from many different directions. Sometimes, they come from the outside – such as regulatory change, escalating threats of enforcement action, supervisory demands, or from institutional investors. Other times the challenges are more internal – problematic processes or documentation, lack of specialist expertise, or requests from key stakeholders. Specific services that we can provide include:

- Delivering proactive advice and business monitoring
- Provide ad hoc advice on regulatory change
- Design, implement and embed a compliance infrastructure using a risk-based approach
- Review, update and benchmark any existing compliance policies and procedures
- Help maintain compliance policies and procedures
- Provide regulatory compliance monitoring support and/or assistance
- Train staff on compliance and regulatory matters
- Conduct an annual mock inspection/audit which includes a thematic based approach to hot regulatory topics
- Assist with any regulatory correspondence and inquiries

For more information about MalvinWell Business Consultancy,  
visit us at: [www.malvinwell.com/#contact](http://www.malvinwell.com/#contact)

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