

## **COMPANY PROFILE OF F. MALAWI ENGINEERING COMPANY LTD.**

F. Malawi Engineering Company Ltd started in Kumasi, in the Ashanti Region of Ghana, as a privately owned commercial enterprise in 1959. F. Malawi Company, as it was then known, had as its core business in the marketing of electronic and electrical appliances and equipment. F. Malawi Company's products included Radios, Phonographs, 90-Volt batteries and spares for the products sold.

As demand increased exponentially, more products were introduced to the market and branches were opened in other parts of Ghana.

In 1970, F. Malawi Company was incorporated as F. Malawi Engineering Company Limited. Assembling of home appliances – Gas Cookers and Electric Standing Fans - under the brand name Malaco, was introduced. However between 1977 and 1982 assembling operations were suspended due to economic difficulties in Ghana.

In 1983 F. Malawi Engineering Co. Ltd. became the sole distributor of Royal Philips BV of the Netherlands when the parent company decided to cease direct operations in Ghana. The assumption of the sole distributorship of Philips changed the character of its business and the entire complexion of its product portfolio. F. Malawi Engineering Co. Ltd. promptly assumed the responsibilities originally carried out by Philips, and trained its human resources to the standards to accord with its new status.

The company grew rapidly, in a bid to meet the extraordinary demand for Philips products at the time. Consequently, in 1984, assembling of appliances for the local market, including Philips TVs and F. Malawi branded Malaco gas cookers re-commenced. F. Malawi's product portfolio had, at this time grown to include Consumer Electronics, Business Communication Systems, Security, Public Address and other Professional Equipment. Over the years, F. Malawi Engineering Company Ltd saw its market share in all areas increase, and established a lasting reputation of providing quality service in the highly competitive professional equipment market.

F. MALAWI ENGINEERING CO. LTD has collaborated with a number of international companies in the execution of important landmark projects in Ghana. The principal companies, the nature of the relationship, and the projects executed are presented below:

### **CURRENT ACTIVITIES**

F. Malawi Engineering Co. Ltd. is currently active in the following areas:

- Energy
- ICT
- Healthcare
- Technical Education
- Professional Lighting and Airfield Ground Lighting Systems
- Scientific Instrumentation and laboratory equipment

- Security Systems (Public Address, Conference & Simultaneous Interpretation systems, CCTV, Access Control, Intrusion Detection, Fire Alarm, Building Management Systems etc.)
- Infrastructural Projects

#### **COLLABORATION WITH OTHERS**

F. Malawi Engineering Co. Ltd. at various times worked and collaborated as sub-contractors with the following organizations:

#### ***PHILIPS***

- Philips Medical Systems (now Philips Healthcare)
- Philips Consumer Electronics
- Philips Lighting
- Philips Scientific
- Philips Analytical Xray (now Panalytical)
- Philips Business Communications
- Philips Electronics B.V of the Netherlands

#### ***BOSCH SECURITY SYSTEMS***

- Bosch Security Systems of The Netherlands

#### ***EASTMAN KODAK S.A.***

#### ***OMEGA ELECTRONICS S.A.***

#### ***TNW OF THE NETHERLANDS***

#### ***ADB OF BELGIUM***

#### ***CG HOLDINGS OF BELGIUM***

#### ***SIEMENS - ATEA OF BELGIUM***

#### **SOULCO PROJECTS NV OF BELGIUM**

#### **PROJECT EXPERIENCES:**

- In collaboration with TNW Export B.V., F. Malawi made a significant contribution to the educational sector of Ghana through the execution of contracts to supply equipment and materials for the establishment of 20 special training centres in all ten regional capitals of Ghana.
- Installation of diagnostic imaging equipment in over 97 hospitals throughout the country, in collaboration with Philips Medical Systems

- F. Malawi Engineering Company Ltd. assisted Philips Lighting, in the implementation of 300km of street lights in Accra and Kumasi
- We also assisted our International partners to implement the 1st phase of a 1000-bed referral teaching hospital for the Northern Region in Tamale in 2014 and the start of the 2nd phase in 2015.