RENT TO OWN
Equipping Rural Zambia

CLIENT PROFILE

Patricia Lungu started working with **Rent-to-Own (RtO)** in 2013 when she wanted to buy a large display refrigerator for her small shop called El-Shaddai, located in Katete District, Eastern Province, Zambia. Patricia says that before she came across RtO she had problems storing soft drinks and various meat products. Previously she had no other place to put them other than her deep freezer. This was a problem because customers could not see the different products she was offering and storing some of her products in freezing temperatures actually caused them to go bad.

Rent-to-Own staff visited Patricia's shop to assess her business and work with her to complete a business plan. Once her application and business plan were approved, RtO delivered the large refrigerator to her shop and ensured it was properly installed.

Since obtaining the display refrigerator Patricia says her business is doing far better as more clients can see the different products she sells such as cakes, meat products and soft drinks. After having purchased equipment from RtO, Patricia says she really has been able to better support her family and even hire an additional employee to her staff.

Patricia's next ambition is to open her own supermarket in Katete and she plans to continue applying for new equipment with Rent-to-Own in the years to come.

Patricia Lungu

LOCATION:
KATETE DISTRICT, ZAMBIA

BUSINESS:
SHOP OWNER

CURRENT EQUIPMENT:
GLASS DISPLAY REFRIGERATOR

CLIENT SINCE:
2013

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RENT TO OWN - *for a productive future*

Rent-to-Own is a social enterprise that provides high quality productive assets to small-scale entrepreneurs in rural Zambia. Since our debut in 2010 we have helped catalyze business growth opportunities for hundreds of innovative Zambian entrepreneurs, such as Patricia. By providing the necessary equipment, training and financing that are otherwise inaccessible in rural areas we will continue to tap into the true potential of Zambia's entrepreneurial capacity