

**High Commission of India
Lilongwe**

DOING BUSINESS IN MALAWI

MALAWI - FACT SHEET

GENERAL	
Capital	LILONGWE
Area	118,484 Sq. Kms. Lake Malawi, a fresh water lake comprises 20% of the total area.
Weather	<p>Summer Season- Min 25⁰ C)/Max (34⁰ C) (Sept - Nov)</p> <p>Rainy Season - Min (19⁰ C)/Maxi (34⁰ C) (Dec - Apr)</p> <p>Winter Season - Min (7⁰ C)/Max (23⁰ C) (June - Aug)</p>
Population	<p>18.09 million (2016)</p> <p>Christians - 82.6%</p> <p>Muslims - 13%</p> <p>Others - 1.9%</p> <p>Practicing older animist religions – 2.5%</p>
Languages (<i>with percentage of speakers</i>)	English is the working language. Chichewa is the official language spoken by 80% of the population, Yao spoken by 7%, Tumbuka 6% and other languages 7%.
Currency	<p>Malawian Kwacha</p> <p>US\$1= MK 726.50</p> <p>INR1= MK 10.55</p> <p>(As of August 2018)</p>

Political Structure	Multi-Party Parliamentary Democracy. Presidential form of Government. President is assisted by a Vice President, Cabinet and Deputy Ministers. President and Members of Parliament are elected directly by people. Vice President is Running Mate with President. Term of President and Members of Parliament is 5 years.
Head of State (President)	H.E. Prof. Arthur Peter Mutharika
Head of Government (Prime Minister)	H.E. Prof. Arthur Peter Mutharika (there is no Prime Minister)
Minister for Foreign Affairs and International Cooperation	Hon. Dr. Emmanuel Fabiano
Minister for Industry, Trade and Tourism	Hon. Henry Mussa
ECONOMIC INDICATORS	
Economy	Malawi is one of 48 countries declared Least Developed Countries as per UNDP list but the countries are not ranked. It is an agriculture based economy. Main crops are tobacco, maize, pigeon peas, tea, sugarcane, cotton, coffee and groundnuts. Tobacco is the main foreign exchange earner followed by Sugar and Tea. So far Malawi was also dependent on budgetary support from US, UK, Norway, EU, World Bank and IMF. However, the Donor countries have withdrawn direct support to Malawi budget from 2015. Malawi's landlocked location increases cost of imports and also poses an impediment to the exports. Malawi is dependent on imports of fuel and consumer goods. However, tobacco trade (59.8% of total exports) represents a major source of income for the country. Malawi's main trading partners are: South Africa, China, India, Belgium and the United Arab Emirates.
GDP (Current US\$)	US\$ 6.3 billion (2017-World Bank)
GDP per capita (Current US\$)	US\$338 (2017-World Bank)

GDP per capita (PPP) (Current International)		US\$1202.2 (2017-World Bank)
GDP Growth rate		4% (2017 – World Bank)
Annual Inflation (Average)		11.6% (2017) (Reserve Bank of Malawi)
Total trade		US\$3.45 billion
Imports		US\$ 2.56 billion
Exports		US\$ 889.1 million
		<i>As of 2017. Source: National Statistics office (NSO) Malawi</i>
Bilateral trade		US\$ 216.05 million (2017-18)
Imports from India		US\$ 199.60 million (2017-18)
Exports to India		US\$ 16.45 million (2017-18)
		<i>Source: www.commerce.nic.in</i>
Indian origin / Permanent resident		Approximately 8,000, mostly of Gujarati origin and involved in trade and commerce. They are holding either British or Malawian passports.
Indian expatriates		Approximately 2,500. About 1,500 of them employed in IT sector, Power generation, Manufacturing industries, (Plastic, Cement, Iron/Steel Roofing), poultry, Health, Construction and Hospitality sectors. There are some employees in UN organisations and International NGOs. There are a few Indian doctors also. The remaining 1,000 are spouses and dependent children.
Indian Organisations:	Banks	Nil
	PSUs	Nil
	Government Organisations	Nil
	Others	M/s. Apollo International, Gurgaon has handled the Lines of Credit projects worth US\$156.5 million like

		<p>construction of fuel storage tanks, cotton ginneries, sugar processing and greenbelt initiative. Airtel, Mahindra Tractors, TVS, Bajaj Autos and Tata Motors have opened their offices in partnership with local companies. Indian companies in Malawi are engaged in agro processing, chemicals, energy, financial service & insurance, food processing, Information Technology & software development, telecommunications, logistics, textile, cosmetics & pharmaceuticals, mining, manufacturing, hotel & hospitality etc.</p> <p>The prominent Indian companies include: Airtel which is the largest provider of Mobile Telecom in Malawi, Ashok Leyland, Bajaj (Auto), Mahindra, TVS, TATA, Eicher, Escorts, Godrej, Su Kam, Sonalika Tractors, Kalpataru, Kirloskar Generators and Shakti Pumps represented through their authorised dealers.</p> <p>To promote trade and investment from India, the Malawi High Commission opened a Business Centre in Surat, Gujarat on 16th October 2013, which functions from the premises of the South Gujrat Chamber of Commerce & Industry, Surat.</p>
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SETTING UP A BUSINESS

The Malawi Government established a One Stop Service Centre (OSSC) at the Malawi Investment and Trade Centre (MITC) in 2014 to provide assistance to investors and other businesses to get all required processes done at the convenience of one roof. The OSSC offers services for investment approvals, permits and registration certificates such as Investment Certification, Business Residence Permits, Temporary Employment Permits, Investment Land Allotment and Fiscal Incentives. The Centre has Senior Officers from the Malawi Revenue Authority (MRA); the Ministry of Lands, Housing and Urban Planning (MoLHUP); the Immigration Department; the Registrar of Companies and Malawi Investment and Trade Centre (MITC).

A Certificate of Incorporation can be applied at the Registrar General of the Ministry of Justice. The registry is moving towards automation and services are available online at http://mbrs.registrargeneral.gov.mw:7777/_forms/Registration.aspx. Register for Income Tax, PAYE and fringe benefits is done at the Malawi Revenue Authority (MRA). A Company seal can be obtained from the Seal maker. Any business is required to apply for Business Licensing from City Assembly (amount payable depends on the type and location of the business ranging

from MK20,000-MK120,000). Application for registration of workplace is done at the Occupational Safety, Health and Welfare Department of the Ministry of Labour.

Minimum Investment Capital Requirement

Prospective investors are required to invest a minimum capital of **US\$50,000** in order to be eligible to apply for Investment Certificate, Immigration permits, land and sector-specific approvals, permits and licences with the Malawi Investment Trade Centre.

Obtainment of Investment Certificate

Any investor investing any amount equal to or above US\$50,000 qualifies to apply for an Investment certificate from Malawi Investment and Trade Centre (MITC). The applications shall be accompanied by a Business Proposal providing full details of the project and its requirements (expatriate staff, land e.tc.).

Upon approval for the Investment Certificate, the investor pays **US\$500** or an equivalent amount in Malawi Kwacha for the investment certificate. The process of issuance of investment certificate takes **5 working days**.

Obtainment of Resident/Employment Permit

All foreign investors are required to submit an application to Malawi Investment and Trade Centre for either a Business Resident Permit (BRP) or Employment Permit. The processed applications are presented to the Malawi Investment Approval Committee for consideration. When approved, the Chief Executive Officer of Malawi Investment Trade Centre immediately obtains the Employment Permit (EP) and Business Resident Permit (BRP) from the Chief immigration Officer.

Individuals are permitted to apply for the inclusion of additional businesses on an existing Business Residence Permit once obtained. The application, Business Profile, current Bank Statement, and Registration Certificates are submitted at Regional offices or Immigration Headquarters for processing and once approved; the applicant is notified formally and required to pay the appropriate fees.

Business designated locations/areas for non-Malawians

Any person who is not a citizen of Malawi, but intends to carry out business whose core activity is retail shall according to the Business Licensing Regulations, 2014 operate within the Central Business District of Blantyre City Council, Zomba City Council, Lilongwe City Council, Mzuzu City Council, Kasungu Municipality and Luchenza Municipality. A person may however carry a business outside the designated areas upon approval of the Chief Business Licensing Officer in the Ministry of Trade and the Investment Approval Committee.

INVESTMENT OPPORTUNITIES

Energy, Mining, Agriculture, Agro-processing, Fisheries, Water Development, Manufacturing, Services and Infrastructure development/ICT have been identified by Government of Malawi as potential economic drivers in Malawi. Investment projects in the said sectors have been compiled in the *Malawi Investment Projects Compendium 2016* by the Malawi Investment and Trade Centre (Mitic) briefly as follows:

Sl	Sector	Projects
1	Energy	Development of Bio-gas and Bio-refinery; Establishment of 80-MW Coal Powered Plant, Construction and Management of a Hydro Power Station; Waste to Energy
2	Mines	Kanyika Nobium Mine
3	Agriculture	Commercial Farming; Development of Horticulture farm; Commercial Dairy Production; Afri-Seed Commercial Seed Production; Commercial Irrigation Farming
4	Agro-business	Commercial Rice Milling; Spinning cotton lint into yarn for export; Production of Dried Fruits, Frozen Fruit and Vegetables; Starch Production Plant; Weaving and Textile Mill
5	Fisheries	Commercial Fish Farming Project and Processing
6	Water Development	Upgrading of Water Supply Systems; Construction of Dams and Associated Works-Water Treatment Plant, Pumping Stations, Pipelines and Reservoirs
7	Tourism	Development of Hotels; Establishment of an Integrated Cable Car Resort on Mount Mulanje
8	Manufacturing	Manufacturing of Bottle tops ; Local Production of Ethanol; Local production of Organic Fertilizer.
9	Services	ICT Software Development; Investment in Mobile Phone Company
10	Infrastructure	Development of Shopping Malls ; Development of Mzuzu University Conference and Business Centre; Establishment of Shipbuilding and Repair Facilities on Lake Malawi; Construction of dwelling houses ; Construction of Office Complex; Development of Industrial Parks; Development of a Shopping Centres ;Establishment of an airport city in Lilongwe (Main international airport) etc

MARKET ACCESS

Malawi is party to a number of regional and international trade agreements that has proved to be enormous benefits to new and existing investors through increased market access. Malawi enjoys Preferential trade agreement with China; Bilateral agreements with Zimbabwe; Mozambique and South Africa; Southern Africa Development Community (SADC), an association of 14 African Countries; Common Market for Eastern and Southern Africa (COMESA), representing 20 countries; AGOA which provides Duty and quota free access to USA market for more than 6500 products; Everything But Arms (EBA) of the EU allowing the importation of all kinds of goods from Least Developed Countries except arms into EU Countries both duty free and quota free; and the Japan Preferential Trade Arrangement benefiting LDCs.

SADC has currently 15 member states namely Angola, Botswana, the Democratic of Congo, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Eswatini (Swaziland) , Tanzania, Zambia and Zimbabwe. Traders exporting goods under the SADC Trade Agreement are required to obtain the SADC rules of origin certificate from the Malawi Confederation of Chambers of Commerce and Industry (MCCCI) at a fee of MK1 500 (about US\$2.00). The exporter is also required to obtain Customs documents from Malawi Revenue Authority (MRA) Customs & Excise offices pending clearance. The Customs documents can be obtained from any of the three offices of MRA in Lilongwe, Blantyre and Mzuzu. Goods under the SADC Trade Agreement are specifically those grown, produced or manufactured in Malawi. Manufactured goods are supposed to have a local content of not less than 35 percent.

Malawi is also a beneficiary country under Government of India's *Duty Free Tariff Preference (DFTP)* Scheme for Least Developed Countries (LDCs) to export to India 94 tariff lines duty free. Full details of the scheme and list of commodities included in the tariff lines can be obtained from the Department of Commerce' website: http://www.commerce.nic.in/trade/international_tpp_DFTP.pdf

Malawi is also a member of the United Nations, African Development Bank, African Union, IMF, World Bank, International Trade Centre, World Trade Organization, International Labour Organization and the Commonwealth.

GOVERNMENT INCENTIVES

Malawi offers a wide range of tax incentives enabling business establishments to grow, and expand their operations, thereby contributing to the overall social-economic development of Malawi. The incentives fall under two main categories of Taxes and these are, **Customs & Excise Taxes** and **Domestic Taxes**.

General Customs & Excise Tax Incentives

Malawi's General Customs & Excise Tax Incentives are in the form of duty exemptions on machinery targeting different sectors of the economy. These exemptions are offered in four (4) areas as follows:-

- Import duty and VAT exemption on importation of most Machinery.
- Import duty exemption while VAT remains payable at 16.5% on importation of specific type of Machinery.
- Import duty and VAT exemption on importation of special purpose motor vehicles other than those principally designed for transport of persons or goods. Examples of special purpose vehicles are concrete mixer lorry, mobile drilling vehicles, etc.
- Solar products are import duty free while VAT remains payable at 16.5%. Examples of such solar products include solar batteries and solar energy lamps.

An importer is required to consult the One Stop Service Centre's Customs and Tax Specialist to determine the applicable exemptions for specific types of machinery

More details regarding specific tax incentives can be obtained from the Tax Incentives Booklet compiled by the Malawi Investment and Trade Centre in collaboration with the Malawi Revenue Authority available on www.mitc.mw

Exporters Incentives

It is a requirement under the Export Incentives Act for a company to register with the Malawi Investment and Trade Center as an exporter in order to access the incentives and enjoy the related benefits. The Act which is administered by the Malawi Investment and Trade Center provides the following incentives:

- 22 percent tax allowance on export proceeds excluding unmanufactured tobacco, tea, coffee and cane sugar.
- Transport tax allowance of 25 percent of international transport costs quoted CIF.
- Duty drawback on imported raw materials including packaging materials made locally for manufacturers in bond.
- No duties and Value Added Taxes on imports of capital equipment used mainly in the manufacture of exports.
- No excise taxes and Value Added Taxes on purchases of raw materials and packaging materials made in the country for manufacturing in bond.

Additionally, Malawi government enacted the Export Processing Zones (EPZ) Act of 1995. The EPZ scheme provides the following incentives:

- No withholding tax on dividends.
- No duty or capital requirement on capital equipment and raw materials.
- No excise taxes on purchases of raw materials and packaging materials made in Malawi.
- No VAT on inputs and export produce/manufacture

EXPORT PROCEDURES AND DOCUMENTATION

Procedures and the documentation required when exporting depend on the type of export that has been declared i.e. exports from open stock, temporary exports and re-exports.

Types of Export Procedures

SI. No	Type of Procedure by Export	Description
1.	Direct Export	This refers to procedures where goods which are destined for final export from Malawi, e.g. goods from open stock, direct exports of goods after bonded warehousing

		and exportation after free zone or bonded factory procedures.
2.	Temporary Exports	<p>This refers to procedures where goods being exported will be returned to Malawi, and included:</p> <ul style="list-style-type: none"> ➤ Temporary exportation for outward processing manufacturing/processing: Goods exported under this procedure must be produced to Customs prior to exportation. ➤ Temporary exportation for repair: The goods may be exported for repair in another country and then returned to Malawi. The goods on their return may be subject to import charges on the value of the repair. ➤ Temporary exportation for return in an unaltered state: Refers to goods being exported and then returned to Malawi without any change or processing having taken place on the goods. e.g. goods exported for trade fairs and vehicles exported for return.
3.	Re-exports	<p>This refers to procedure where goods are exported after temporary admission, and different types:</p> <ul style="list-style-type: none"> • Re-exportation after temporary admission for inward processing (suspension system) • Re-exportation after temporary admission for inward processing (drawback system) • Re-exportation after temporary Admission for return in unaltered state • Re-exportation after free zone or bonded factory procedure

Export Documentation

Documentation in export trade is vital in that documents have to be completed before the consignment leaves the country of origin and at the destination to enable the consignee in the importing country to clear the goods through local authorities. It must be noted that if the documents are not properly completed they may be rejected on presentation to customs authorities and this may interfere with the free movement of goods resulting in delays and missing delivery dates.

Among the documents most frequently required for an export shipment include the following but vary depending on the export procedure used, the type of goods and market requirements:

Document Name	Issuing/ Controlling Authority	Statutory requirement	Goods
Customs Bill of Entry F12	MRA	Single administrative document for customs declaration	All goods more than MK500, 000 in value
Form 38	MRA	Manual declaration form for minor exports	Baggage exports
Form 44	MRA	Proof of export under duty drawback	All goods for which duty drawback/refund is claimed
Form C300- Temporary Export Permits (TEP)	MRA	Manual Temporary Export declaration for Malawian registered vehicle	Temporarily exported Malawian registered motor vehicle
General Registration Certificate (Form 48)	MRA	Export declaration for minor exports for repair and return	Goods for repair of minor value
CD1 Form	RBM	Foreign Exchange Control	Exports of more than US\$5000.00
The Commercial Invoice	Exporter	Declaration of value	All commercial goods
Certificate of Origin	MRA MCCCI	Proof of origin of goods	Depends on the preference regime being sought
Bill of Lading	Shipper/transporter	Defines contract between exporter and shipper	Goods transported through sea

The Consignment Note or Airway Bill	Transporter	Transporters' declaration of goods carried in the conveyance	Goods transported by road and air respectively
Sanitary Certificate	Department of Animal Health	Certification of health of animal and animal products	Live animals Animal products
Phyto-Sanitary Certificate	Ministry of Agriculture and Irrigation	Certification of health of plant and plant products	Scheduled plant and plant products
Export License	Ministry of Industry and Trade	Implementation of National Trade Policy Implementation of Controls of Goods Act	Scheduled products
Export Quality Certificate	Malawi Bureau of Standards	Certification of product conformity to national and international standards	Scheduled products
Police Clearance Report	Malawi Police	Anti-theft clearance report for motor vehicles and engines exported from Malawi	Motor vehicles and engines

The full listing of the scheduled products can be obtained from the respective Departments

Goods for Export of which a Permit is Required

The following products require an export permit as stipulated under the Control of Goods Act (Cap 18.08) of the Laws of Malawi:

- Implements of war (other than arms and ammunition), atomic energy materials of strategic value, and items of primary strategic significance used in the production of arms and ammunition and other implements of war, including the following metals:- Beryllium; Cobalt; Tantalum; Uranium; Lithium; Columbire; Niobium (Columbium); Thorium; Germanium; Titanium; Nickel; and any materials containing such metals.
- Petroleum products
- The following gemstones in the unmanufactured state:- Corundum; Garnet; Quartz; Tourmaline; Turquoise; Beryl; Zircon; Jade; Olivine; Feldspar; Topaz; Opal; Chrysoberyl; Spinel; Lazurite;
- Scrap metal
- Hides and skins in processed and non-processed form
- Rice, including: Rice meals; Rice bran; Rice residues
- Maize, including: Dried maize, on or off the cob;. Crushed maize; or Samp
- Maize meal, including; Maize grits; Maize cones; Hominy cop; Maize offals; or Processed maize meal with or without additives

- Raw hard round wood timbers
- Live poultry, including day-old chicks

Prohibited goods for Import

Before importing goods into Malawi an importer should ensure that the goods do not fall into the category of prohibited goods. Among prohibited goods are narcotics, psychotropic substances, hazardous chemical substances, ozone depleting substances and thin plastics.

Further details and full list of these goods can be obtained from the Director for Trade in the Ministry of Industry, Trade and Tourism (MIOTT)

OPPORTUNITIES FOR INDIA IN MALAWI MARKET

Top 5 Imports from India to Malawi vis-à-vis other countries

Product Label	Year 2016 import value (Million US\$)	Year 2017 import value (Million US\$)	% Change	Malawi's imports from world in 2017 (Million US\$)	% Share of Imports from India in 2017
Pharmaceutical products	133.4	106.2	-20.4%	174.3	61%
Electrical machinery, equipment and parts	9.6	29.6	208%	234.3	13%
Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	34.1	26.8	-21.4%	246.4	11%
Printed books, newspapers, pictures and other products of the printing industry	2.8	24.8	785.7%	205.7	12%
Vehicles other than railway or tramway rolling stock, and parts	13.1	16.4	25.2%	158.6	10%

(Source-ITC: <http://www.trademap.org>)

The bilateral trade for the year 2017 between India and Malawi is US\$216.05 million as per National Statistics Office (NSO) of Malawi. Of this, US 216.05 million are exports from India to Malawi and US\$16.45 million are exports from Malawi to India. The trade data as per the International Trade Centre (ITC) shows an increasing trend on exports to Malawi from the previous year. Although, imports of pharmaceuticals decreased during the year, imports of

several products such as electrical machinery, and products of the printing industry increased substantially. The scope for enhancing India's exports to Malawi can be gauged from the marginal share for most of India's imports on Malawi's total global imports, while maintaining dominance over the pharmaceutical category accounting for over 60% share of the total pharmacy imported into Malawi in 2017. All the five major products are in demand in Malawi. In the agricultural sector, agro processing/value addition in agro produce such as legumes (i.e. soybeans, peanuts, and pigeon peas), corn and sugarcane represent areas for potential Indian investment.

Investment opportunities also exist in the energy sector, including electricity generation. Malawi's interconnected grid electricity is mostly derived from hydro power (96%) and a small fraction from thermal (4%), the country is one of the least electrified countries in Southern Africa with an average of 85kWh per annum- among the lowest in the World. The total installed national electricity capacity is 351 megawatts (MW) while suppressed demand stands at 450MW with projected demand expected to rise to 1500MW by 2020. Being that Malawi mainly relies on hydro power electricity generation which has been adversely affected by current climatic changes which have leading to low water levels in the Lake Malawi and its main outlet Shire River, the country's power generation capacity has reduced substantially. At present the installed capacity for a country of 17 million is only 351 MW however present generation is 200 MW which is substantially lower than the installed capacity and covers less than 3% of the total population.

Both short term and long term measures to address the persistent power black outs in Malawi provide a market opportunity to India. Among the short term measures of mitigating the energy challenges, the Government of Malawi has purchased fuel generators and continues to do so. Furthermore, the government of Malawi also plans to expand its hydro power by constructing new power stations with the construction of Tedzani IV Hydro Power Plant at Tedzani Power Station launched on 4 July 2018 being the most recent commence. The government of Malawi also plans to upgrade Tedzani III Hydro Power plant by the end of the year 2018, besides the contribution to the national grid through the Procurement of PV Solar power from Independent Power Producers (IPPs) who are expected to feed into the national grid managed by the Electricity Supply Corporation of Malawi (Escom). Escom could be buying power from the IPPs at 12 cents per kwh. The Power Purchase Agreements (PPAs) would be signed with the Ministry of Natural Resources, Energy and Mining.

The broad framework policy was announced in November, 2016 i.e. the IPP and PPA Policy through which new investors in Power sector will be allowed to import power generating equipments duty free and have a 10 year tax holiday. The Ministry of Finance, Economic Planning and Development also announced tax incentives to Independent Power Producers (IPPs) of 15 % corporate tax rate from the normal corporate rate of 30 percent.

In the long term, energy measures to support the country's economy include Generation, Transmission and Distribution Expansion and Reinforcement. It is intended that the carrying capacity of the Transmission Lines will be increased to about 1,150MW by the end of 2018.

A 400kV Transmission Line is also currently being constructed from Phombeya (Balaka) to Nkhoma. The Phombeya Sub-Station will be the landing point for the Malawi-Mozambique Interconnector. This project is already being handled by Larsen & Toubro (L&T) and Kalpataru Power Transmission Ltd as a subcontractor for a USAID/World Bank funded project.

At present Indian companies in Malawi are involved in agro processing, chemicals, energy, financial service & insurance, food processing, Information Technology & software development, telecommunications, logistics, textile, cosmetics & pharmaceuticals, mining, manufacturing, hotel & hospitality etc.

The prominent Indian companies include: Airtel which is the largest provider of Mobile Telecom in Malawi, Ashok Leyland, Bajaj (Auto), TVS, TATA, Eicher, Escorts, Godrej, Mahindra Tractors and SUVs, Su Kan, Sonalika Tractors, Kalpataru, Kirloskar Generators and Shakti Pumps represented through their authorised dealers.

Malawi India Business Meet

The Malawi-India Business Meet (MIBM) is an annual event that is co-hosted by the High Commission of India, Lilongwe and the Malawi Investment and Trade Centre. The event brings together Malawian and Indian companies for the purposes of exploring and enhancing business opportunities in both countries. Beginning in the year 2017, the MIBM set the pace as investors, companies and financiers from both countries came together so as to explore opportunities accorded by each country.

For the year 2018, the Malawi India Business Meet which was held on 16 March took on a different approach as it served as a precursor for an even bigger event; the 13th CII (Confederation of Indian Industries)-Exim Bank Conclave on India Africa Project Partnership which was held from 25-27 March 2018 in New Delhi, India.

13th Exim Bank CII Conclave on India Africa Partnership

The CII-Exim Bank Conclave on India Africa Partnership is India's largest Africa focused business event. It maintains the primary objective of enhancing India and Africa's partnerships at various levels. Among others, the conclave seeks to achieve this objective by increasing the interaction between the Indian industry and Africa to address specific opportunities, discussing possibilities for Indian participation on long-term projects and the initiation of programs related to capacity building, including resource mobilization for the same. In the year 2018, Right Honourable Dr. Saulos Klaus Chilima, Vice President of the Republic of Malawi was the Guest of Honour at this event along with Honourable Edward Ssekandi, Vice President of the Republic of Uganda. Right Honourable Dr. Saulos Klaus Chilima lead the Malawi delegation accompanied by Honourable Henry Mussa, MP, Minister of Industry, Trade and Tourism as well as Honourable Dr. Emmanuel Fabiano, MP, Minister of Foreign Affairs and International Cooperation.

Over 37 participants from the Malawi private and public sector attended the Conclave in the year 2018. Malawi marketed over 40 projects to investors at the conclave; these projects included those in the agriculture, power and energy, infrastructure, manufacturing, ICT and tourism sectors.

BUSINESS/TRADE INSTITUTIONS IN MALAWI

COMPANY	CONTACTS
MALAWI CONFEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY (MCCCI)	Email: mccci@mccci.org Website: www.mccci.org Tel: +265 1 871 988/813 Fax: +265 1871 147
MALAWI INVESTMENTS AND TRADE CENTRE (MITC)	Email: ceo@mitc.mw / inquiries@mitc.mw Website: www.mitc.mw Tel: +265 1 770 800 / +265 1 771 315 Fax: +265 1 771 781
SMALL AND MEDIUM ENTERPRISES ASSOCIATION OF MALAWI (SMEA)	Email: james.chiutsi@yahoo.com Cell: +265 888 898 647
INDIGENOUS BUSINESS ASSOCIATION OF MALAWI (IBAM)	Email: info@ibammalawi.com Website : www.ibammalawi.com Tel: +265 1 822 232 Cell: +265 888 835 414 / +265 999 835 414
SMALL AND MEDIUM ENTERPRISES DEVELOPMENT INSTITUTE (SMEDI)	Email: smediheadquarters@gmail.com Tel: +265 1 774 522
MALAWI REVENUE AUTHORITY (MRA)	Website: www.mra.mw Tel: +265 1 822 588
MINISTRY OF INDUSTRY, TRADE & TOURISM	Website: www.trade.gov.mw Tel: +265 1 770 244
NATIONAL STATISTICAL OFFICE (NSO)	Website: www.nso.mw Tel: +265 1 524 377/311
PUBLIC PRIVATE PARTNERSHIP COMMISSION	Website: www.pppc.mw Tel: +265 1 823 655
MALAWI BUREAU OF STANDARDS	Website: www.mbsmw.org Email: mbs@mbsmw.org Tel: 265 1 670 488

OTHER IMPORTANT LINKS FOR INFORMATION

Source Details	Website Link
MALAWI TRADE PORTAL	www.malawitradeportal.gov.mw
MALAWI TRADE INFORMATION PORTAL	www.mitc.mw/trade