

# MITC NEWSLETTER



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## Contact

MITC CEO  
ceo@mitc.mw  
Tel: +265 771 315

MITC Public Relations  
dnyale@mitc.mw  
Tel: +265 771 315



## Welcome to the first issue of the MITC Newsletter

Welcome to the first issue of the MITC Newsletter, a quarterly publication that includes information highlighting MITC activities, every three months.

The MITC Newsletter will also be posted on the MITC Web site ([www.mitc.mw](http://www.mitc.mw)). Share this newsletter with your colleagues and post it to Web sites and blogs as well.

The MITC Newsletter is a medium for MITC to share information. This publication is for you, if you have a suggestion for an article just let us know.

As always, if there is anything we can do to help, or if you have any questions regarding the work of the MITC please contact us through the information presented on the left.

Thank you.



## CEO'S STATEMENT



I am delighted to introduce this first edition of the MITC Newsletter. We intend to make it a regular publication and to use it to keep you in touch with news and developments which relate to trade and investments in Malawi and beyond. In this and future editions, we shall be reporting events, decisions and discussions relating to MITC activities, and trade and investment issues in general.

The establishment of MITC following the merger of Malawi Investment Promotion Agency (MIPA) and Malawi Export Promotion Council (MEPC) in 2012 is the major step towards enhancing efficiency in trade and investment processes. MITC's mission is to lead Malawi in attracting sustainable domestic and foreign investments to transform the country into a broad-based export led economy through aggressive trade and investment promotion activities.

The newsletter has come into existence after preparations led by the editorial team, departmental directors and MITC technical staff. In pursuit of developing what we at the Centre think will suit the minds and knowledge bases of economists, trade and investments experts and stakeholders in Malawi and elsewhere in the world; the Newsletter brings to light various developments in Malawi's efforts, achievements and challenges in attracting sustainable investments.

In this first edition we would like to bring you up to date on some exciting things we have done since our establishment. The focus is directed towards you the investor, exporter, reader and client.

Whilst the majority of the material in this publication is inevitably from the events and functions of MITC, we are keen to respond to the interests of our readers and look forward to your feedback and comments on this first edition using the contact [ceo@mitc.mw](mailto:ceo@mitc.mw). In particular we want to include information of interest to you the end users in the investment and trade sector.

Clement Kumbemba  
CEO-Malawi Investment and Trade Centre-MITC

### Editorial Team

**Editor in Chief**  
Clement Kumbemba

**Editor**  
Deliby Chimbalu

**Contributors**  
Nellie Mononga  
Deliby Chimbalu  
Erasto Mapundula  
Ronald Chapinda

**Layout and Design**  
Deliby Chimbalu



### Contact

MITC CEO  
[ceo@mitc.mw](mailto:ceo@mitc.mw)  
Tel: +265 771 315

MITC Public Relations  
[dnyale@mitc.mw](mailto:dnyale@mitc.mw)  
Tel: +265 771 315

[www.mitc.mw](http://www.mitc.mw)  
[trade.mitc.mw](http://trade.mitc.mw)



# MITC at a Glance...

MITC is a parastatal organization that was formed some two years ago by an Act of Parliament, the Investment and Export Promotion Act of 2012. This new organization is a child born out of a merger between Malawi Investment Promotion Agency (MIPA) and Malawi Export Promotion Council (MEPC).

The organization is mandated by the Investment and Export Promotion Act to be a one stop shop Centre for business start-ups in Malawi. MITC provides all the services that one would need when establishing a business venture in Malawi.

Under the Investment and Export Promotion Act, MITC is also mandated to be the point of contact

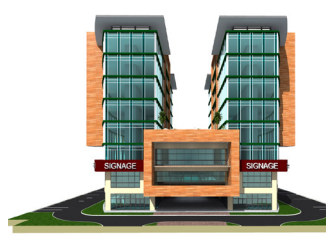
for investment start-up and link investors to necessary information, Issue investment certificates and facilitate end-to-end investment process; proactively work with investors to mitigate post-investment challenges and monitor compliance; advise Government of Malawi on investor-friendly policies, and of course track and target existing investors for reinvestment opportunities.

On the export side MITC is responsible for identifying export markets for existing and current export products, consolidating and expanding market share for Malawi's current products in present export markets and building capacity of exporters in export marketing.

## MITC to construct One Stop Service Centre



*By Deliby Chimbalu*



The Government of Malawi through the Public Service Reforms Commission has granted the Malawi Investment and Trade Centre (MITC) an approval to construct a modern building to accommodate the One Stop Service Centre for Investment and Trade.

Earlier this year, MITC announced that it has plans to construct an eight storey state of the art building to house the One Stop Service Centre for Trade and Investment.

The approval for the new MITC building is part of the public service reforms which have been approved by His Excellency the State President, Professor Arthur Peter Mutharika to be implemented by MITC.

President Mutharika has approved immediate implementation of strategic reforms in 46 parastatals including MITC. The move is aimed at ensuring that parastatals improve on their service delivery and also generate more revenue.

The other reform areas approved by the State President for immediate implementation by MITC are as follows;

- > Opening of an office in Tete, Mozambique,
- > Review the MITC Act
- > Review of incentives for investors to promote value addition and
- > Introduction of levies to supplement MITC resources.

MITC engaged the Public Service Reforms Commission in June, 2015 to consider approving these reforms.



# MALAWI IMPROVES ON DOING BUSINESS INDEX



*A shopping mall in the Capital Lilongwe*

*By Deliby Chimbalu*

Malawi has registered some improvements on the World Bank Doing Business Index for 2016. Malawi is now ranked position 141 from 164 out of the 189 global economies. This is according to the Doing Business 2016 Measuring Regulatory Quality and Efficiency report released on Tuesday, 27th October, 2015.

This is the first time in more than three years for Malawi to register positive movement on the doing business index. Malawi registered a score of 51.03 to move 23 places up the doing business ladder.

The positive movement is an indication of the fruits of the reforms that the Government is implementing. For the past months, the Government of Malawi has put in a number of reforms towards improving the ease

of doing business such as reducing number of agents at the borders to facilitate smooth flow of goods, reducing number of days needed to register a company through the establishment of a One stop Service Centre at MITC as well as handling of business related cases.

Doing Business 2016 is the 13th in a series of annual reports investigating the regulations that enhance business activity and those that constrain it. The report provides quantitative indicators covering 11 areas of the business environment in 189 economies. The goal of the Doing Business series is to provide objective data for use by governments in designing sound business regulatory policies and to encourage research on the important dimensions of the regulatory environment for firms.

## *Why Invest in Malawi?*



- \* Business friendly economic environment
- \* Political Stability
- \* Security of investment, life and property
- \* Preferential access to world markets under COMESA, SADC, AGOA
- \* Hard working, trainable, friendly and English speaking labour force
- \* Competitive investment incentives

# MALAWI ATTENDS CHOGM AND GAIS 2015

*By Deliby Chimbalu*

Malawi participated in this year's Commonwealth Business Forum held in Malta from the 24th to the 26th of November 2015 and the Global African Investment Summit held in London, United Kingdom from the 1st to the 2nd of December 2015. Both forums convened Heads of Government, senior ministers, government delegates and the private sector to discuss business opportunities and policies.

The forums provided an unrivalled platform for the business leaders to interact with Heads of Government and their delegations on critical issues such as trade, investment, employment and the role of private sector to drive progress in their various countries. 12 Malawian companies participated

in the 2015 CBF while over 32 delegates from Malawi attended the Global African Investment Summit.

"The CBF 2015 and the Global African Investment Summit was a rare opportunity for our local companies to interact and network with successful international companies. As MITC we value these forums since they provide a platform where our private sector companies tap into knowledge on best business practices as well as marketing and matching their projects with the international financiers and potential partners," explained Clement Kumbemba, CEO for Malawi Investment and Trade Centre (MITC).

## OSSC issues 65 Investment Certificates....



*By Nellie Mononga*

The Malawi Investment and Trade Centre, under the One Stop Service Centre, has issued Investment certificates to over 60 companies attracting investment projects of worth US\$655,755,872.77.

The companies are in manufacturing, mining, tourism, agro-processing, agriculture, energy sector, services, infrastructure and the financial sectors. The Manufacturing sector has attracted a lot of companies with a total of 29 out of the registered 65 companies.



In terms of investment levels, the energy sector has attracted projects worth US\$174,884,000.00, mining sector has attracted projects worth US\$137,800,000.00 in and the Agro-processing sector attracted investment projects worth US\$50,000,000.00.

Once operational these companies are expected to ease the burden of unemployment by offering at least 12,922 jobs for Malawians.

# MALAWI INVESTMENT FORUM 2015

Malawi recently hosted the first ever Malawi Investment Forum. Our editorial team caught up with Mr Clement Kumbemba, Chief Executive Officer for Malawi Investment and Trade Centre to get more insight into the MIF

**This was the first time Malawi hosted such a huge international event, what was the idea behind the Malawi Investment Forum.**

This was indeed the first time for Malawi to host such a big international event. The concept behind the Malawi Investment Forum was to bring together investors both foreign and local to discuss ways of increasing investment in various sectors of the Malawi Economy.

We wanted to create a platform where both existing and potential investors could have a chance to engage the Government, financial institutions and other relevant stakeholders on how best we can increase investments in the seven priority sectors for the forum, that is, Agriculture and Agro-processing, Mining, Energy, Financial Services, Tourism, Infrastructure and Manufacturing.

**Did you manage to achieve the objectives of the forum at the end of the two days?**

Absolutely yes. Our initial plan was to attract a maximum of 300 participants both local and foreign so that these are linked for either joint venture opportunities or business partnerships or perhaps project financiers for local projects. But instead we had an overwhelming response of more than five hundred delegates in the investment side alone.

On the trade side we organized a mini exhibition for local companies to showcase their products and we had planned for 30 companies but it turned out that over 60 companies exhibited their products during the forum.

And at the end of the two days we saw some deals being secured in excess of 1.5 billion U S dollars and many more are being processed at the moment. So in short we can confidently say the objectives of the forum were achieved.

**What took us so long to hosting such an event?**

MITC is mandated to market Malawi's investment and trade opportunities and there are various channels that MITC executes this mandate. And one of the channels that we have identified as MITC is the use of trade and investment missions.

These missions are in two ways: outward and inward missions. In the past three years that MITC has been in existence we have engaged so much in outward missions where MITC together with some private sector companies go outside the country to look for markets as well as showcase the investment opportunities that are available here. For example just last year we had a successful trade mission to United Arab Emirates and China.

Now the Malawi Investment Forum is an inward mission which, instead of us going outside to meet investors, we invited them to come and see







**CLEMENT KUMBEMBA**  
CEO-Malawi Investment & Trade Centre

for themselves the opportunities that Malawi has.

**Should we expect a similar event next year?**

Definitely yes. If you remember in His Keynote address during the opening of the first Malawi Investment Forum His Excellency the President Professor Arther Peter Mutharika, mentioned that in 2016 government will host another similar event. So The Malawi Investment Forum has turned out to be a critical marketing event for Malawi, one which the Government, through the Malawi Investment and Trade Centre remains committed to organizing periodically.

**How do you intend to follow up the deals that have been made and the inquiries that you registered during the forum.?**

Our primary goal is to ensure that we follow up on all the inquiries that we registered during those two days so that they end up being investment pledges which we can report on. Our task now is to make sure that all those inquiries are converted into investment pledges and ultimately real investment

on the ground. We have come up with robust follow-up strategy where officers from MITC in coordination with our line ministry are making follow ups on all the companies that attended the forum.

**Any last comment?**

My last comment is just to acknowledge the contributions of all those who made presentations at the forum, as they took time to share their experiences with all the participants and the exhibitors who made the whole event colorful with their displays.

In a special way, I wish to acknowledge and sincerely thank the Government of Malawi, private sector companies, the AfDB and the Embassy of China, for financially supporting the event. And let me also thank the media fraternity in the country for their dedication and ability to publicize the event before, during and even after the forum such that Malawi was well marketed.



# MITC LAUNCHES TRADE INFORMATION PORTAL



*By Nellie Mononga*

The Malawi Investment Trade Centre and the National Statistics Office (NSO) in November launched web-based information hubs NSO-run Trade Map and MITC-run Trade Information Portal hailed to improve trade intelligence for potential investors and traders.

Speaking during the double launch in Lilongwe, MITC Chief Executive Officer Clement Kumbemba said information on the hub and map was crucial for diversification of the economy by ensuring both foreign investors and local producers have access to vital trade information.

Kumbemba said the trade portal will also help policy makers to ensure policies that can improve trade prospects for the country.

“This will enable policy-makers to make better informed trade related decisions. Malawi has been encountering challenges in collecting, packaging and disseminating trade information. This will improve accessibility and relevance of the information services by MITC,” said Kumbemba.

Kumbemba said that MITC has dedicated a team to

be regularly upgrading the Portal and also respond to queries raised by investors and traders seeking feedback.

The European Union with technical support from International Trade Centre (ITC) has been facilitating the development of the two web-based centres as part of the improved trade Statistics and Information System programme.

EU Head of Delegation Marchel Germann said Malawi’s attempt to diversify the economy needs to be supported with initiatives such as the establishment of the information systems.

“This is an excellent time to reflect on the importance of trade data and intelligence but also on the need for reliable and robust trade data and information.

The data will enable the major stakeholders who determine Malawi’s economic activity to enhance the nation’s export diversification and development efforts,” said Germann.

He explained that 12 million Euros was invested in the two programmes to improve growth and promote diversification of the economic base.



# FARMERS TIPPED ON CROPS TO GROW FOR EXPORT

*By Deliby Chimbalu*



Malawi Investment and Trade Centre (MITC) in conjunction with Auction Holdings Commodity Exchange (AHCX) have advised farmers and growers in the country to consider growing more legumes for the 2015/2016 growing season. The two institutions have identified agricultural commodity markets for the crops: According to a statement released by the two institutions the markets identified require quantities of the crops as follows:

\* 100,000 metric tonnes of pigeon peas

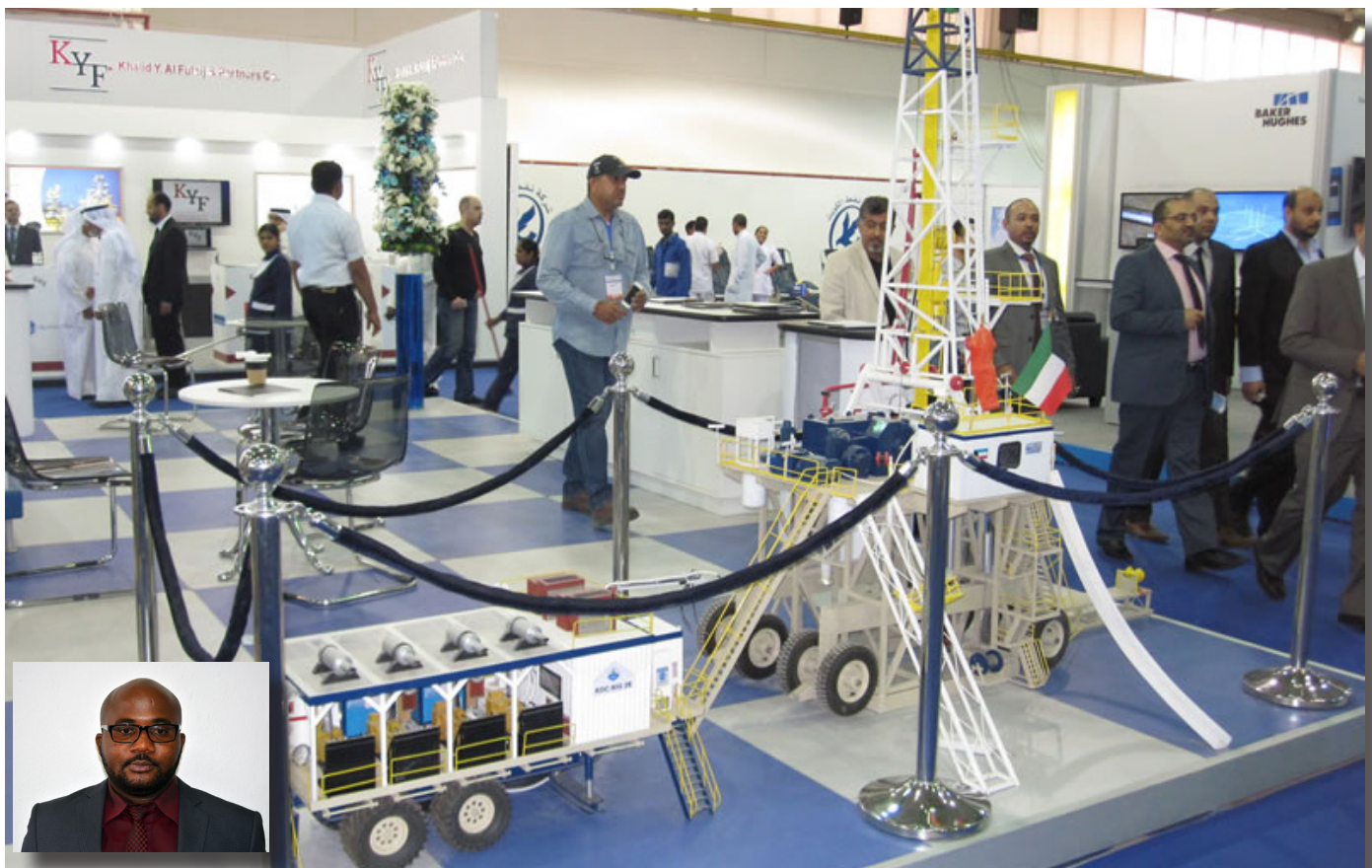
- \* 130,000 metric tonnes of soy beans
- \* 80,000 metric tonnes of groundnuts
- \* 30,000 metric tonnes of sunflower
- \* 10,000 metric tonnes of kidney beans
- \* 5,000 metric tonnes of sugar beans

MITC and AHCX are therefore requesting farmers and growers that among other crops they should also consider growing the aforementioned crops in readiness for the next selling season in 2016.

**Export and Import Business made easy,  
visit MITC's Trade Information Portal  
[trade@mitc.mw](mailto:trade@mitc.mw), for all the information  
you require about your export/import  
business.**

***MITC: Your One Stop Service Centre!***

## First Kuwait International Trade Fair-2016



By Erasto Mapundula

Malawi Investment and Trade Centre (MITC) is, inviting Malawian companies to participate in the forthcoming 1st Kuwait International Trade Fair scheduled to be held during 21st to 27th February, 2016 at the showgrounds in Mashraf, Kuwait.

This fair represents the ideal chance for various entities to meet under one roof, to get acquainted with major local, regional and international companies and corporates, as well as holders of

international trademarks specializing in various sectors.

MITC believes that fairs such as these are a great opportunity for exposure, networking and learning and is ready to offer facilitation services to companies that are willing to participate in the fair.

The fair will be held under the theme; "Kuwait, the Heart of the business World."

### "Quotable Quote"

"No matter how brilliant your mind or strategy is, if you are playing a solo game, you will always lose out to a team". REID HOFFEMAN

"Even if you're on the right track, you'll get run over if you just sit there." WILL ROGERS

"If everyone is thinking alike, then somebody isn't thinking." GEORGE PATTON



# Humour



*A lawyer runs a stop sign and gets pulled over by a sheriff. He thinks he's smarter being a big lawyer from a renowned college in town and has a better education than a sheriff. The sheriff asks for license and registration. The lawyer asks, "What for?" The sheriff responds, "You didn't come to a complete stop at the stop sign." The lawyer says, "I slowed down and no one was coming." "You still didn't come to a complete stop. License and registration please," says the sheriff impatiently.*

*The lawyer says, "If you can show me the legal difference between slow down and stop, I'll give you my license and registration and you can give me the ticket. If not, you let me go and don't give me the ticket." The sheriff says, "That sounds fair, please exit your vehicle." The lawyer steps out and the sheriff takes out his nightstick and starts beating the lawyer with it. The sheriff says, "Do you want me to stop or just slow down?"*

*Lesson: Constructive argument is encouraged!*

*([www.laughfactory.com](http://www.laughfactory.com)).*





## MITC GOLF TOURNAMENT

*By Nellie Mononga*

The Malawi Investment and Trade Centre held its first Golf Tournament on 7th November 2015 at the Lilongwe Golf Club. The event attracted participants from the private sector, members of the diplomatic corps and top government officials.

Dan Phiri and Agnes Penemulungu won the inaugural Malawi Investment and Trade Centre (MITC) golf tournament. Phiri emerged champion in the men's category after amassing 40 Stablefold points, ahead of Henry Odillo on second position with 37 points and Hani Hamdan who was third with 35 points.

For his feat, Phiri was rewarded with a trophy and a golf bag, whereas Odillo and Hamdan got a laptop bag plus a trophy each. John Msonthi Jnr had the longest drive while Adak Sailesi was nearest to the pin.

"I have played good golf today. Everything went on smoothly for me, I thank MITC and LGC for such a wonderful tournament," said Phiri in his victory speech.

In the ladies category, Penemulungu came top with 38 points ahead of Sue Makin who had 37 points. Regina Mwanza had the longest drive whereas Lauren Mopiwa was nearest to pin.

MITC Chief Executive Officer, Mr Clement Kumbemba said they decided to engage golfers to sell the MITC brand.

For business opportunities in Malawi, let us be your guide

MITC provides you with the resources you need to effectively navigate the way to business opportunities in Malawi. Our unique combination of knowledgeable sector experts, strategic alliances, trade specialists, investment experts, is at your disposal. To learn more about the opportunities in Malawi- Contact MITC at 01771315 or visit [www.mitic.mw](http://www.mitic.mw), [trade.mitic.mw](http://trade.mitic.mw)

*Your One Stop Service Centre*

