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MALAWI INVESTMENT AND TRADE CENTRE

NEWSLETTER

INSIGHTS, OPPORTUNITIES, AND PARTNERSHIPS DRIVING MALAWI'S INVESTMENT GROWTH

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THE CEO'S MESSAGE

The first half of the year has marked strong progress for the Malawi Investment and Trade Centre (MITC), driven by deeper international partnerships, stronger regional engagement, and more focused delivery of our mandate. Engagements with Japan and India opened new opportunities for investment, trade, and technology transfer.

Regionally, MITC enhanced Malawi's visibility across key African platforms while supporting priority value chains such as macadamia and mango. Policy efforts also advanced through the review of the Malawi Tax Incentives Handbook to strengthen investor confidence and improve the ease of doing business.

Momentum is also building in renewable energy investment, alongside increased market access through platforms such as Biashara Afrika 2026 and the Malawi International Trade Fair. Collectively, these efforts reflect a more focused, outward-looking, and impact-driven MITC.

MALAWI IN THE REGION

MITC has undertaken regional engagements across Kenya, Zimbabwe, South Africa, Angola and Mozambique to advance trade and investment

Kenya

MITC's trade mission in Nairobi strengthened Malawi's regional market access under AfCFTA through engagements with key trade facilitation and private sector partners. Discussions with the East Africa Grain Council and Green Forest Limited highlighted structured trading systems, strong demand for Malawian commodities, and strict quality requirements for market entry. The mission identified practical follow-up actions to improve exporter readiness, align standards, and expand Malawi's competitiveness in regional markets.

Mozambique

MITC's trade mission in Maputo strengthened business ties with Mozambique through strategic discussions with the Confederation of Economic Associations of Mozambique (CTA). The talks focused on expanding exports, improving cross-border logistics, and unlocking sector opportunities in agro-processing, poultry, tourism, services, and energy, while addressing trade barriers. Both sides agreed on deeper collaboration, including a proposed MoU and Malawi's participation in CTA's Annual Private Sector Conference.

Angola

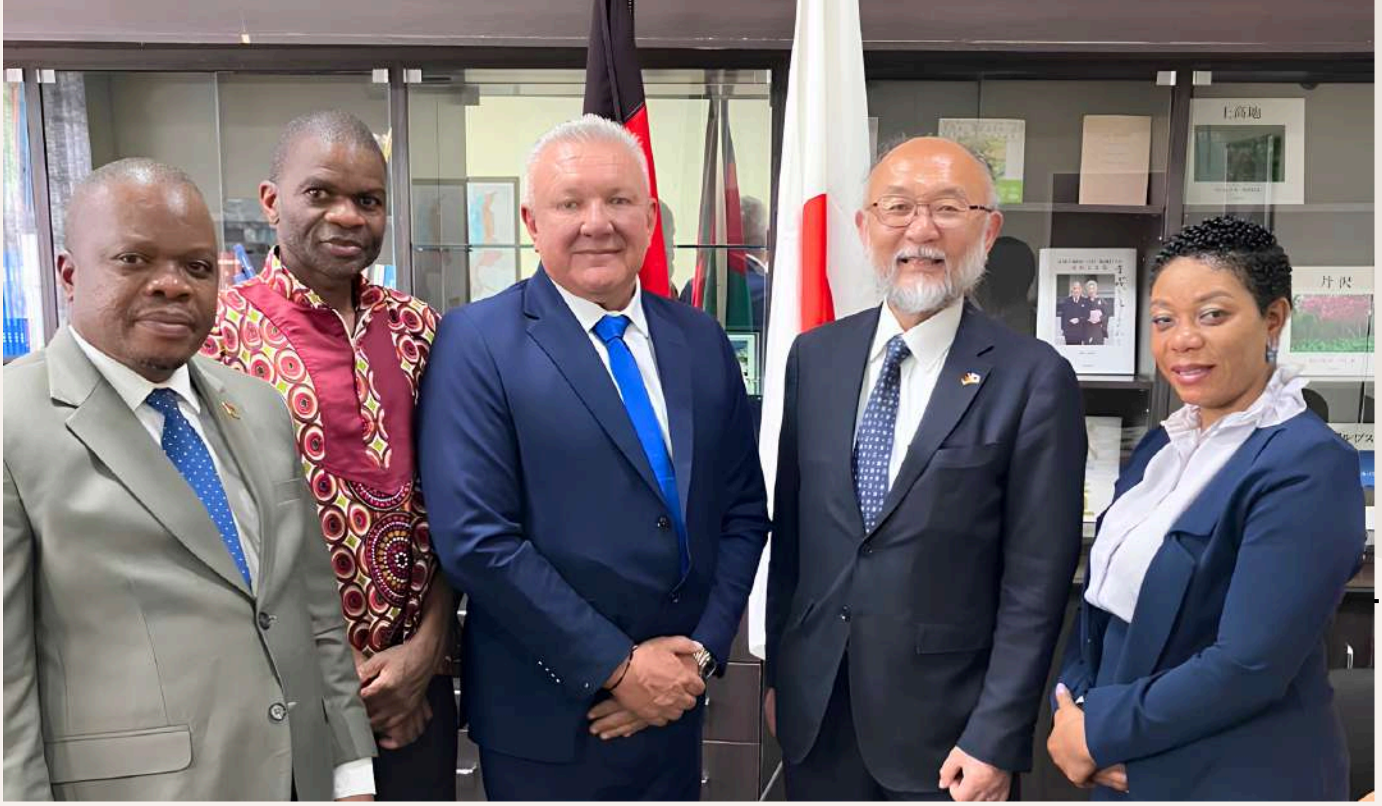
MITC explored new export opportunities in Angola, identifying strong market potential and key distributors. Strategic engagements with AIPEX Angola and private sector players opened pathways for trade cooperation and B2B partnerships. The mission supported Malawi's efforts to expand exports, strengthen regional linkages, and access new markets under AfCFTA.

South Africa

MITC strengthened trade ties with South Africa following a successful engagement with the African Trade Platform in Johannesburg. The discussions highlighted strong demand for key Malawian products and explored solutions such as improved logistics, trade financing, and regional payment systems. This engagement supports Malawi's strategy to expand exports, strengthen regional value chains, and attract investment.

Zimbabwe

MITC coordinated Malawi's participation in the Zimbabwe International Trade Fair (ZITF) 2026 in Bulawayo, showcasing a range of agro-processed and value-added products to regional and international buyers. The engagement provided Malawian businesses with a platform to strengthen market access, build networks, and promote "Brand Malawi" across Africa and beyond.



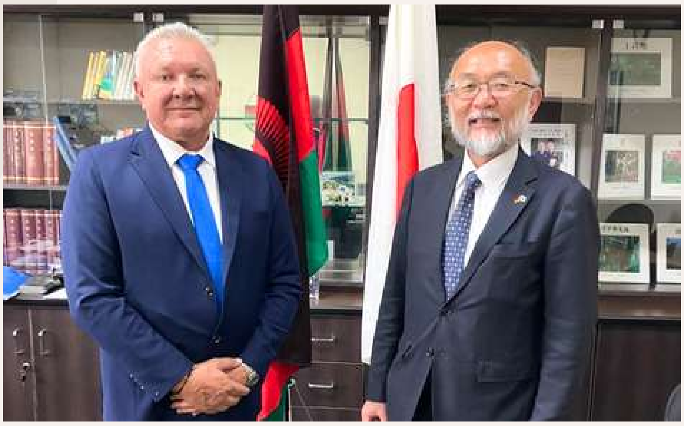
DEEPENING MALAWI–JAPAN TRADE AND INVESTMENT COOPERATION

As Malawi continues to strengthen its strategic partnership with Japan, efforts are underway to deepen cooperation in trade, investment, and private sector development, building on a long-standing relationship grounded in mutual economic interests and technical collaboration.

The Malawi Investment and Trade Centre (MITC) recently engaged in a high-level meeting with His Excellency Mr. Naito Yasushi, Ambassador of Japan to Malawi, marking an important step in strengthening bilateral trade and investment relations. The MITC delegation was led by Board Chair Mr. Konrad Buckle and Acting Director General Mr. Bisa Namarika.

The discussions focused on strengthening collaboration between MITC, the Embassy of Japan, and key Japanese institutions to enhance trade facilitation and investment promotion between the two countries. His Excellency provided valuable insights on strategic Japanese counterpart institutions that can support Malawi's efforts to attract investment, facilitate technology transfer, and expand export opportunities into the Japanese market.

These engagements reflect a shared commitment to deepening economic cooperation and unlocking mutually beneficial opportunities across priority sectors. By strengthening ties with Japan, Malawi is well-positioned to attract quality investment, enhance trade linkages, and drive sustainable, inclusive economic growth.



SOCIAL INNOVATORS FORUM 2026

MITC, in collaboration with a Japanese delegation comprising representatives from Colorbath, Nsona Enterprises, and NTT Docomo Business Engineering, successfully coordinated the Social Innovators Forum Africa (SIFA) 2026 in Lilongwe, bringing together young innovators, policymakers, and international investors.

The Forum highlighted the critical role of innovation and entrepreneurship in driving Malawi's development, with a strong focus on youth-led solutions across key sectors. Through exhibitions and targeted engagements, MITC facilitated connections between local entrepreneurs and global partners, reinforcing its commitment to innovation-driven growth in line with Malawi 2063.

HON. PATRCIA WISKES VISITS THE MITC BOOTH

A REPRESENTATIVE FROM COLORBATH(JAPAN) PARTICIPATES IN AN INTERVIEW WITH THE MEDIA

REPRESENTATIVES FROM COLORBATH, NSONA ENTERPRISES, AND NTT DOCOMO BUSINESS ENGINEERING (JAPAN) ENGAGE IN A GROUP PHOTO WITH MALAWI UNIVERSITY STUDENTS

A MALAWIAN COMPANY SHOWCASES THEIR SERVICES

JICA MALAWI SHOWCASE THIER SERVICES

A MALAWIAN COMPANY SHOWCASES THIER SERVICES

UNIVERSITY STUDENTS AND YOUNG ENTREPRENEURS PARTICPATE IN THE SOCIAL INNOVATORS COMPETITION

ADVANCING EXPORTS FOR MANGO & MACADAMIA

This year, the Malawi Investment and Trade Centre (MITC), with support from the Malawi Value Chains Project (MVC), funded by UK International Development and implemented by Adam Smith International, engaged in a workshop to develop an Export Promotion Strategic Framework aimed at strengthening mango and macadamia exports.

MITC’s Trade Promotion Department shares more...

1.What was the main objective of the Export Promotion Strategic Framework (EPSF) workshop, and why was it important for MITC to participate?
The workshop equipped MITC staff with practical skills to implement the Export Promotion Strategic Framework, focusing on mango and macadama value chains. It also validated the Framework for rollout, strengthening MITC’s ability to engage international buyers and convert export opportunities into tangible deals.

2. The workshop focused specifically on mango and macadamia value chains. Why were these two products chosen, and what opportunities do they present for Malawi's exporters?
Mango and macadamia were identified as priority value chains due to their strong export potential. Macadamia is already established in global markets, while mango offers growth opportunities driven by Malawi’s counter-seasonal advantage, with both sectors capable of boosting foreign exchange earnings and rural employment.

3. How will the knowledge gained from the training influence the way MITC supports exporters and investors going forward?
The workshop strengthened MITC’s shift to a more evidence-based approach, using tools such as market briefs, buyer lists, and export-readiness assessments. It also enhanced digital platforms and improved how trade fairs and investor engagements are structured, with more targeted support for priority sectors.

4. What are the next steps following the workshop in support of Malawi’s export sector in the long term?
In the short term, MITC will implement quick-win actions and standard procedures to improve the consistency and effectiveness of export promotion. In the long term, the Framework will strengthen exporter readiness, expand global market engagement, and drive export growth, diversification, and foreign exchange earnings.

MALAWI AND INDIA DEEPEN STRATEGIC TRADE AND INVESTMENT PARTNERSHIP

Malawi is accelerating its economic partnership with India through a series of strategic engagements aimed at expanding trade and investment opportunities.

In May, the India-Malawi Business Brainstorming Session was held in Lilongwe on the sidelines of the India–Africa Forum Summit IV (IAFS-IV). The session brought together public and private sector leaders to explore practical avenues for strengthening trade and investment between the two countries.

> “ We are moving from goodwill to structured collaboration, from dialogue to delivery, and from potential to partnership.”
>
> *— Mr. Lovemore Ndege, Acting Director of Trade Promotion and Facilitation, MITC*

MITC delivered remarks and participated in a high-level panel, highlighting its role as a strategic bridge linking Malawian businesses with global partners and positioning Malawi as a competitive investment destination aligned with Malawi 2063.

Key sectors identified for collaboration include agro-processing, renewable energy, infrastructure, pharmaceuticals, mining, and emerging technologies offering strong opportunities for Indian investment.

With the private sector at the centre, businesses from both countries were encouraged to pursue joint ventures and market expansion, leveraging Malawi’s access to SADC and COMESA markets. The engagement signals a shift from dialogue to action focused on unlocking investment, strengthening trade linkages, and driving sustainable economic growth.
With growing alignment between public and private sector priorities, Malawi-India cooperation is poised to unlock new pathways for trade, investment, and shared prosperity in the years ahead.

Driving Industrial Transformation Through Malawi's Special Economic Zones

The Government of Malawi has designated four strategic sites for the development of Special Economic Zones (SEZs) and industrial parks, covering a combined area of over 600 hectares across the country. These zones are central to Malawi's industrialisation and investment attraction agenda, designed to accelerate value addition, job creation, and export growth.

The Special Economic Zones (SEZ) Act, 2024 formally establishes the Malawi Investment and Trade Centre (MITC) as the national SEZ Authority. In this role, MITC is mandated to regulate, promote, and facilitate the development and operation of SEZs, positioning the institution as the central coordinator of Malawi's SEZ ecosystem.

Looking ahead, MITC will lead the active promotion of Special Economic Zones, coordinating the national SEZ agenda to ensure aligned, efficient, and investor-ready development across all designated sites. The Centre will work closely with public and private sector stakeholders to facilitate zone development, attract strategic investors, and strengthen institutional coordination. Through these efforts, MITC aims to support the emergence of a structured industrial ecosystem while mobilising private sector investment to accelerate industrialisation and drive export-led growth.

CHIGUMULA INDUSTRIAL PARK

22.7 Hectares

MAGWERO INDUSTRIAL PARK

467 Hectares

DUNDUZU INDUSTRIAL PARK

53 Hectares

MATINDI INDUSTRIAL PARK

117 Hectares

POWERING MALAWI'S ENERGY FUTURE THROUGH STRATEGIC RENEWABLE INVESTMENT

Malawi is advancing the development of its energy sector through strategic efforts to expand generation capacity, attract private investment, and strengthen renewable energy infrastructure.

The Malawi Investment and Trade Centre (MITC), in partnership with UN Trade and Development (UNCTAD), UN DESA, and the Ministry of Energy and Mining, hosted a two-day training on the bankability of energy transition projects. The initiative, part of a regional programme across five African countries, aimed to enhance capacity to structure and attract private investment into renewable energy projects aligned with the Sustainable Development Goals.

The training brought together over 40 participants from government, PPP units, development finance institutions, and the private sector, with a focus on project bankability, investor requirements, risk mitigation, and effective project pitching. It was officially opened by the Principal Secretary for Energy and Mining, with remarks from MITC's Acting Director General, Mr. Bisa Namarika, who reaffirmed Malawi's commitment to positioning itself as an investment-ready destination for renewable energy.

In parallel, MITC facilitated an investor engagement with Sunbox Global Solar Energy, a South Africa-based company exploring solar investment opportunities in Malawi. The Centre coordinated meetings with key stakeholders, including the Ministry of Energy and Mining, ESCOM, and MERA, providing insights into Malawi's regulatory framework, procurement processes, and renewable energy opportunities, particularly in solar and mini-grid solutions.

Together, these initiatives underscore MITC's commitment to strengthening project preparation and actively attracting investment, advancing Malawi's energy transition and long-term energy security.

"We are deliberately building the technical and institutional capacity needed to make Malawi's renewable energy projects bankable, while actively engaging investors to ensure that opportunities in the sector are well understood and effectively unlocked."

EXPANDING MALAWI'S ACCESS TO THE CHINESE MARKET THROUGH GACC COMPLIANCE

Malawi is making significant progress in accessing the Chinese market following the signing of key phytosanitary protocols covering macadamia nuts, groundnuts, and soya beans. These developments open new opportunities in one of the world's largest and fastest-growing markets.

As the designated authority under these protocols, the Malawi Investment and Trade Centre (MITC) plays a central role in supporting exporters to meet the General Administration of Customs of China (GACC) requirements. This includes reviewing applications, conducting inspections, ensuring compliance with phytosanitary standards, and recommending qualified exporters for registration.

To date, ten Malawian exporters have qualified under the GACC framework, with two fully registered and others progressing through the rigorous approval process.

MITC continues to work closely with stakeholders, including the Macadamia Association of Malawi, to strengthen exporter readiness and align with China's regulatory standards.

While compliance requirements, particularly in areas such as warehouse standards, fumigation, and pest control, are stringent, they are also strengthening Malawi's export quality infrastructure.
Through ongoing capacity building, sensitization, and public awareness efforts, MITC is equipping more exporters to access the Chinese market, diversify exports, and enhance Malawi's competitiveness in high-value global markets.

This momentum positions Malawi to scale its exports to China, unlocking new growth opportunities and strengthening its competitiveness in high-value global markets.

MALAWI STRENGTHENS CONTINENTAL TRADE POSITION AT BIASHARA AFRIKA 2026

As Africa advances efforts to deepen continental trade under the AfCFTA, Malawi is positioning itself to leverage emerging opportunities by strengthening regional integration, expanding market access, and enhancing trade competitiveness.

The Malawi Investment and Trade Centre (MITC), with support from UNDP, participated in the third edition of the AfCFTA Business Forum-Biashara Afrika 2026, held in Lomé, Togo, from 18 to 20 May 2026.

Held under the theme "Driving Africa's Economic Transformation through the AfCFTA," the Forum provided a platform to advance implementation, strengthen investor confidence, and reinforce the role of the private sector in continental integration.

Discussions focused on industrialisation, regional value chains, trade facilitation, digital commerce, infrastructure gaps, and public-private collaboration to unlock investment and boost intra-African trade, positioning the AfCFTA as a driver of sustainable growth.

MITC's participation reaffirmed Malawi's commitment to regional integration and trade expansion, with emphasis on strengthening value chains, attracting investment, and enhancing competitiveness within the African continental market. As implementation of the AfCFTA gains pace, Malawi is well-positioned to translate these engagements into tangible trade outcomes, unlocking new market opportunities and driving sustained economic growth.

KEY TAKE AWAYS »

- **From negotiation to action:** Priority is shifting toward domesticating AfCFTA commitments into national legal and policy frameworks.
- **Cross-border payments:** Interoperable digital systems such as PAPSS are essential to reducing transaction costs and delays
- **SMEs and youth:** MSMEs remain central to industrialisation, with targeted support for women- and youth-led enterprises.
- **Agricultural value chains:** Focus on boosting intra-African trade, local processing, and food security resilience.
- **Trade facilitation:** One-stop border posts, single windows, and harmonised standards are key to reducing barriers.
- **Continental mobility:** Visa-free access for African passport holders marks a significant step toward seamless trade integration.

REVIEW OF THE MALAWI TAX INCENTIVES HANDBOOK

MITC is working with the Malawi Revenue Authority to review and update the Malawi Tax Incentives Handbook to better consolidate and clearly present Malawi's tax incentive framework. The revised Handbook will improve accessibility and implementation of incentives, strengthening investor confidence and supporting business growth, job creation, and economic development.

1. WHAT ARE TAX INCENTIVES, AND WHY ARE THEY IMPORTANT FOR MALAWI'S INVESTMENT AND BUSINESS ENVIRONMENT?

Tax incentives are fiscal measures introduced by government to encourage business establishment, expansion, and reinvestment by reducing the tax burden on eligible activities or sectors. They are important for Malawi's investment environment as they enhance investor attractiveness, stimulate economic growth, and support job creation and broader socio-economic development.

2. WHY IS MITC REVIEWING THE MALAWI TAX INCENTIVES HANDBOOK?

The Malawi Investment and Trade Centre (MITC) is reviewing the Tax Incentives Handbook to ensure that the information provided remains accurate, relevant, and aligned with the current tax regime.
This update incorporates recent changes in tax policies and regulations, enabling investors and stakeholders to access reliable guidance when making investment decisions.

3. WHAT ARE SOME OF THE MOST COMMON CHALLENGES INVESTORS FACE WHEN TRYING TO ACCESS INFORMATION ON TAX INCENTIVES, AND HOW WILL THE REVISED HANDBOOK ADDRESS THEM?

Investors often face challenges such as limited timely access to accurate and up-to-date information on available tax incentives, as well as inconsistencies arising from outdated guidance materials.
The revised Handbook addresses these issues by consolidating and updating all relevant information in line with the current tax regime, ensuring that investors can access clear, reliable, and current guidance when making investment decisions.

4. HOW WILL THE REVISED HANDBOOK BENEFIT BOTH LOCAL AND INTERNATIONAL INVESTORS AND HOW WILL THIS CONTRIBUTE TO INVESTMENT PROMOTION IN MALAWI?

The revised Handbook will provide local and international investors with clear, accurate, and up-to-date information on available tax incentives, enabling informed decision-making and access to eligible benefits. By enhancing transparency and predictability, it will strengthen investor confidence, encourage investment and business expansion, and support sectoral diversification, ultimately improving Malawi's investment climate.

MEET OUR BOARD

The Malawi Investment and Trade Centre (MITC) is guided by a distinguished Board that provides strategic oversight, policy direction, and governance to ensure the institution effectively delivers on its mandate.

Comprising representatives from both the public and private sectors, the Board brings together a wealth of expertise across investment, trade, finance, and economic development. Their collective leadership plays a critical role in shaping MITC's strategic direction, strengthening institutional performance, and advancing Malawi's investment and export agenda.

Board Members:

- Mr. Konrad Buckle - Chairperson
- Dr. Andrew Daudi - Member
- Mrs. Grace Mphepo - Member
- Mr. James Chuma - Member
- Mr. Damiano Chibwana - Member

Ex-Efficio Members:

- Secretary for Industrialisation, Business, Trade and Tourism
- Secretary of the Treasury
- Secretary for Lands
- Secretary for Foriegn Affairs
- Comptroller of Statutory Corporations

MITC

About US

The Malawi Investment and Trade Centre (MITC) is the Government of Malawi's lead agency for investment promotion and export development. MITC serves as a one-stop centre for investors and businesses, facilitating market entry, expansion, and trade across priority sectors.

Mandated as the Special Economic Zones (SEZ) Authority under the SEZ Act, 2024, MITC also oversees the regulation, promotion, and coordination of SEZ development, supporting Malawi's industrialisation and export-led growth agenda.

What We Do

MITC promotes Malawi as a competitive investment destination while supporting local businesses to access regional and international markets. The Centre facilitates strategic partnerships, provides market intelligence, and works closely with public and private sector stakeholders to improve the ease of doing business.

Through its role as SEZ Authority, MITC coordinates the development of industrial zones, strengthens investor confidence, and drives initiatives that enhance productivity, value addition, and trade competitiveness.

Our Services

- Investment Promotion and facilitation
- Export development and market acces support
- One-Stop Service Centre
- Special Economic Zones (SEZ) regulation and facilitation
- Policy Advisory

GET IN TOUCH

MITC: YOUR ONE STOP SERVICE CENTRE

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