



# MALAWI INVESTMENT AND TRADE CENTRE



# THE MALAWI EXPORTERS' DIRECTORY 2015

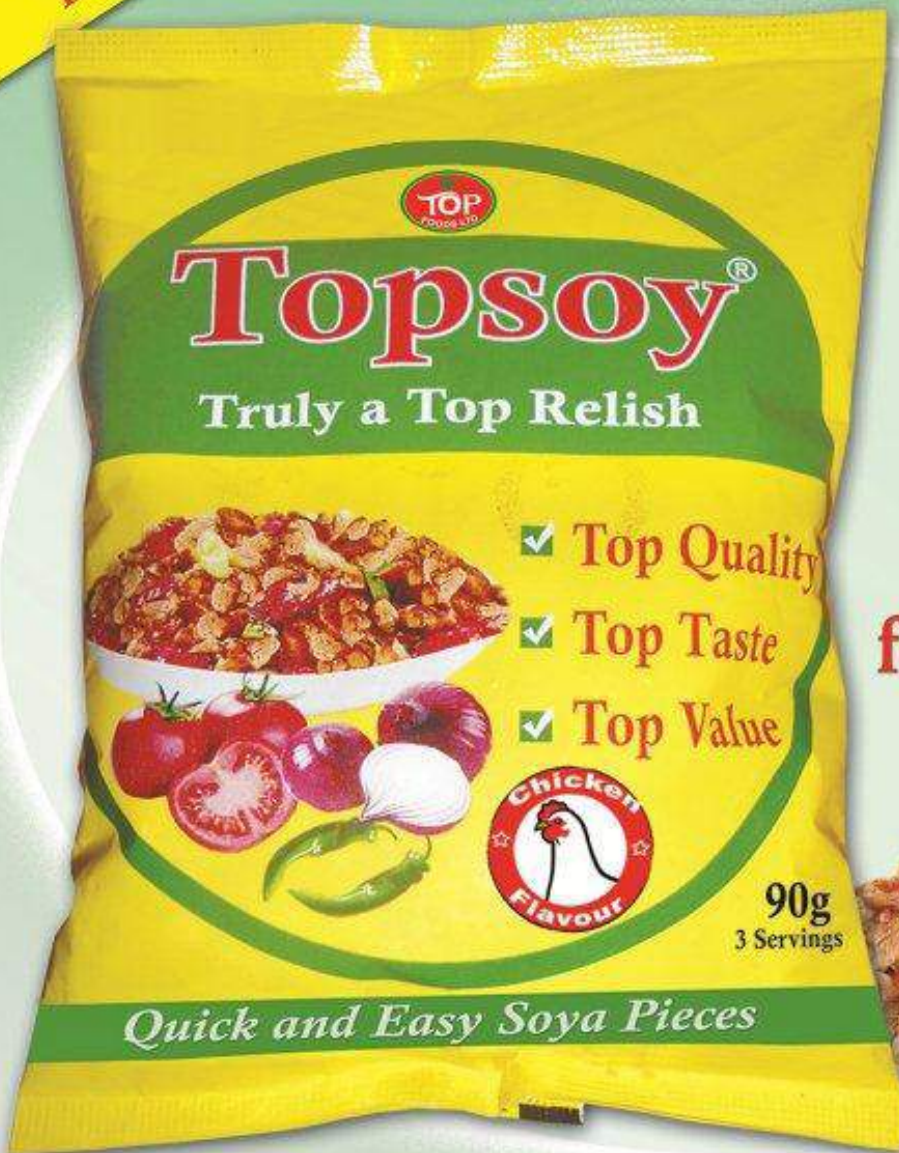


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MALAWI  
INVESTMENT  
AND TRADE  
CENTRE

**THE MALAWI**  
EXPORTERS' DIRECTORY

**2015**

**BUY FROM MALAWI:**

The Warm Heart of Africa







# ONE STOP SERVICE CENTRE

MITC is a government institution charged with fast-tracking economic development in Malawi. Independent, influential and built with global expertise, we are a government agency with private sector mindset. Bringing the entire investor experience under one roof, MITC is here to show that Malawi is open for Business.

## INFORMATION HUB FOR INVESTORS

- The investment promotion team within MITC is your guide to invest in Malawi. They are your single point of contact for guidance on laws, policies, incentives, investment climate and trends, investment opportunities, costs of setting up a business, process for finding land and sector specific information.
- The team can address your question on via email, phone, in person and also arrange investment meetings in Malawi.

## YOUR LINK TO THE RIGHT PEOPLE

- Advocate on your behalf for special considerations to cabinet depending on project size and strategic importance
- If you are seeking them, MITC helps you find joint venture partners and connects you to local service providers
- Coordinates public private partnerships between government and the investors

## ONE STOP CENTRE FOR STARTING A BUSINESS

- You can register your business and receive your investment certificate within five working days
- One stop service Centre provides investment certificates, business licenses, permits, and incentives
- Delegated officers from government agencies, departments and ministries provide quick services at the One Stop Service Centre-work permits, business residence permits, land and tax incentives.

## FACILITATOR FOR BUSINESS IMPLEMENTATION

- The aftercare team in MITC becomes your single point of contact after you register your business and begin to operationalize- helping identify solutions for issues you may be facing, coordinating and introducing you to government stakeholders and finding local partners.
- MITC also provides business development services for export based companies and small-medium businesses

# MITC, YOUR ONE STOP SERVICE CENTRE

## For business in Malawi

Malawi Investment & Trade Centre  
First Floor, Aquarius House  
P/Bag 302  
Lilongwe, Malawi

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



# MALAWI INVESTMENT AND TRADE CENTRE

**M**alawi Investment and Trade Centre is a parastatal organisation established by an Act of parliament, the Investment and Export Promotion Act of 2012. The Act mandates MITC to operate as a One-Stop Service Centre for business start-ups following the merger of Malawi Export Promotion Council -MEPC and Malawi Investment Promotion Agency- MIPA. MITC is a fully operational institution and is the focal point of investment and export promotion and facilitation in Malawi.

## OUR MANDATE

MITC is mandated to offer a one-stop service to ensure that relevant permits are obtained expeditiously as well as conduct investment and export promotion in priority sectors including:

- Agriculture and agro-processing
- Information Communication Technology (ICT)
- Manufacturing
- Energy
- Infrastructure development
- Forestry
- Mining
- Tourism

MITC seeks to promote Malawi as an attractive investment destination and a source of exports into regional and international markets.

## VISION

Our Vision is to make Malawi an attractive destination for business

## MISSION

Our Mission is to promote and facilitate sustainable inclusive and transformative investment and trade in Malawi

## CORE FUNCTIONS

As a One Stop Service Centre MITC conducts the following functions:

### INVESTMENT PROMOTION

- Package Malawi as an attractive investment destination and present opportunities to potential investors
- Attract investors into prioritised sectors that are crucial to the country's growth and development
- Receive and follow-up on investor leads and enquiries

### ONE STOP SERVICES FOR INVESTMENT PROCESS

MITC operates a One Stop Service Centre for all business start-ups. Services under the facility include:

- Investment certification
- Employment Permits
- Access to land
- Business Residence Permits
- Business licenses

### INVESTMENT SERVICES (FACILITATION AND AFTER CARE)

- 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
- Track and target existing investors for reinvestment opportunities

### TRADE PROMOTION SERVICES

- Identify export markets for existing and current export products
- Consolidate and expand market share for Malawi's current products in present export markets
- Build capacity of exporters in export marketing

## WHERE WE ARE

MITC head office is in Aquarius House, City Centre, in Lilongwe and has a branch office in Blantyre in Unit House, fourth floor.

Physical Address:  
Malawi Investment and Trade Centre  
First Floor, Aquarius House  
Private Bag 302  
Capital City, Lilongwe 3, Malawi

Tel: (265) 1 771 315/ 771/707  
Fax: (265) 1 771 781  
Email: [enquires@mitc.mw](mailto:enquires@mitc.mw)/[mitc@mitc.mw](mailto:mitc@mitc.mw) /[ceo@mitc.mw](mailto:ceo@mitc.mw)  
Website: [www.mitc.mw](http://www.mitc.mw)





# INTRODUCTION

This is the first edition of the Malawi Exporters' Directory published by the Malawi Investment and Trade Centre (MITC). Although not exhaustive the directory provides detailed and up to date information on all Malawian exporting companies, products and producers. This new Exporters' Directory contains contact details for exporting companies in a wide range of sectors, both traditional and emerging.

The main objective is to help potential business partners outside Malawi to identify suppliers that can provide the products they are looking for. But also it can be used by Malawian based companies to identify new local suppliers or partners with whom they may collaborate. Either way, we hope that this guide will help develop new and profitable business relations both for the companies listed and those who take the time to consult the guide.

Furthermore as a leading investment and trade promotion and facilitation institution, MITC in collaboration with other business support institutions will continue to provide all necessary technical and timely information and advisory services to the business community to take full advantage of the opportunities.

The services will include product and market development, and linking Malawi producers to buyers through provision of up-to-date business information.

Lastly, we would like to take this opportunity to express appreciation to all participating companies. Copies of this Directory are distributed to all Malawi Diplomatic Missions and import promotion offices abroad. For further information on export trade and investment, please contact the Malawi Investment and Trade Centre (MITC) or Ministry of Industry and Trade.




Malawi

# COUNTRY

profile







**M**alawi is a landlinked country in South Eastern Africa, bordering Zambia, Tanzania and Mozambique. It is a home to approximately 15 million people. A verdant country of fertile soils and breath-taking terrain of plateaus, plains, hills and mountains, the country bears the title "The Warm Heart of Africa". The country has Africa's third largest fresh water body, Lake Malawi which is home to hundreds of species of fish, many of which are endemic.

Malawi is a developing country with an economy based mostly on agriculture contributing 29.9% of GDP and a growing service sector of an estimated 53.6% of GDP. Agriculture supports over 80% of the population. The country's GDP was growing at an average of 6.1% in 2013 with a GDP per Capita of USD230.

Crops grown in the country include maize (which is a staple food), tobacco, coffee, tea, cotton, soya beans, macadamia, sugar, groundnuts & pigeon peas. Tobacco, tea, cotton, coffee and sugar are the major cash crops for export. The industrial sector is still growing with an average of 9.5% contribution to the GDP. Manufactured products include; Agricultural products, beverages, soap, coffee, sugar, tea, plastic goods and textiles.

The value of Malawi's total commodity exports made up 37.4% of the total GDP in 2013 while imports made up 74% of the GDP. Malawi's export values and volumes have been steadily rising over the last years with the major regional markets being; SADC, COMESA, EU, US and China.

Malawi Implements an appropriate trade information system that improves access to information on national and international trade flows that facilitates trade by removing barriers and fostering greater integration into regional and international trading networks by providing sector-specific support for viable new industries. The country organizes an annual trade exhibition known as the "Malawi International Trade Fair". Malawi's main trade support institutions include; Malawi Confederation of Chambers of Commerce

and Industry (MCCI), Small and Medium Enterprise Development Institute (SMEDI), Malawi Bureau of Standards (MBS), Competition and Fair Trading Commission (CFTC), and Malawi Investment and Trade Centre (MITC) and Ministry of Industry and Trade which brings together exporters in different sectors. All these institutions can provide information to interested buyers of Malawi products. In addition, all of Malawi's embassies abroad can provide information related to Malawian products. The Malawi Bureau of Standards is responsible for providing certifications of quality in order to ensure that products comply with the required standards, particularly the processed and manufactured products.

Though a landlocked country, Malawi is well serviced with International sea ports from its neighboring countries for movement of its imports and exports. There are the Nacala, Beira and Durban Corridors which pass through Mozambique with the Durban Corridor also passing through Zimbabwe and the Dar es Salaam corridor passing through Tanzania. Malawi is currently developing the Nsanje World Inland Port under the Shire Zambezi Waterway Project which will provide Malawi with Malawi is well serviced with International sea ports, and the shortest route for other land locked countries like Zambia. There is also the Mtwara Corridor which is being developed by Malawi, Mozambique, Tanzania and Zambia to link to the port of Mtwara in Tanzania.

The country is also well connected to international markets by the Kamuzu International Airport where some of the world's major airlines which include; Ethiopian, Kenya and South African Airlines as well as the national carrier Malawian Airlines.

Still, Malawi is one of the friendliest countries in the world. Malawi is ranked Africa's second most peaceful and stable nation. The country has no history of civil war. It has a vibrant democracy and had peacefully transitioned from singular to plural politics in 1993 with subsequent democratic elections in 1994, 1999, 2004, 2009 and 2014.



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## CREDITS

**PUBLISHER:** Invisible Thread

P.O Box 30091, LL, MALAWI

**EDITORIAL:**

Clement Kumbemba  
Deliby Chimbalu  
Nellie Mononga

**CREATIVE TEAM:**

Charles Jostino  
Joseph Malunga  
Deliby Chimbalu





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## ACKNOWLEDGEMENTS

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Malawi

# COFFEE







# SECTOR

Coffee is becoming one of the country's most important export and one of the most important cash crops that supports more than 20,000 families. Malawi specialty coffees currently reaching North America are produced by estates. These estates embody the softer, more floral style of East Africa coffee: sweet, delicate, shyly bright.

The coffee is smooth, a little earthy, and pleasantly roasty. The Malawian coffees have got flowery and lime-like overtones. The coffees are meticulously processed and graded, using internationally approved standards and quality control measures, to provide a high quality offering.

Relatively unknown, Malawi coffee as of recent times made extensive developments in quality control, throughout from coffee producing (from harvest to green bean), in the brewing and cupping thereof and finally in packaging and marketing. This revolution has resulted in the emergence of an exciting, fresh, flavorful cup that can be compared with the finest of East African Coffees.

## VARIETIES

As far as coffee varieties are concerned, it could be said a 'battle is being fought' between Catimor (a Robusta/Arabica hybrid with high yield) and top-end coffees such as Gesha and the Kenyan SL28 mutation. Catimor is still planted because of its high yield, despite the fact that the cultivation of Gesha and SL28 receives financial support.

## PROCESSING

Malawian coffee is depulped after harvesting, the mucilage removed through fermentation (24 hrs to a few days) in tanks or mechanically, after which the beans are dried on elevated drying beds.

**Flowering season:** December – February

**Harvesting:** May – September

## TASTE

The taste of Malawian coffees is flowery and with lime-like overtones. Acidity, body and sweetness are medium.

# COMPANIES

## SABLE FARMING COMPANY

P. O. Box 51199, Limbe  
Mapanga - Zomba Road  
Tel: +265 (0) 1 660 153/259/994  
Email: [sable@sablefarming.com](mailto:sable@sablefarming.com)

## EASTERN PRODUCE MALAWI LTD

P. O. Box 53,  
Mulanje  
Tel: +265 (0) 1 119 42452  
Email: [remmot@easternproduce.co.mw](mailto:remmot@easternproduce.co.mw)

## SATEMWA TEA ESTATE LIMITED

P. O. Box 6, Thunga  
Thyolo  
Tel: +265 (0) 1 473 233/239  
Email: [ack@satemwa.com](mailto:ack@satemwa.com)  
[dkachepa@yahoo.com](mailto:dkachepa@yahoo.com)

## MZUZU COFFEE PLANTERS COOPERATIVE UNION

P. O. Box 20133  
Luwinga  
Mzuzu  
Tel: +265 (0) 1 320 899  
Cell: +265 (0) 999957403  
Email: [mzuzucoffee@mzuzucoffee.com](mailto:mzuzucoffee@mzuzucoffee.com)  
Website: [www.mzuzucoffee.com](http://www.mzuzucoffee.com)

## CHIPUNGA COFFEE LIMITED

P. O. Box 611  
Chimaliro  
Mzuzu  
Tel: +265 (0) 1 333048  
Cell: +265 (0) 999957421  
Email: [mzuzu@chipunga.com](mailto:mzuzu@chipunga.com)

## UNIVERSAL FARMING AND MILLING LIMITED

P. O. Box 7 Njuli  
Zomba.  
Telephone: +265 (0) 1 697 224  
Email: [njuli@africa-online.net](mailto:njuli@africa-online.net)

## MAKANDI TEA AND COFFEE ESTATES-THYOLO

P. O. Box 5598  
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Blantyre  
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Email: [mtce@makanditea.com](mailto:mtce@makanditea.com)



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A white cup filled with dark coffee sits on a white saucer in the top left corner. The background is a light blue-grey gradient with a pattern of coffee beans. In the bottom left corner, there is a close-up, high-angle shot of a pile of dark brown, roasted coffee beans.

# MZUZU COFFEE BACKGROUND

Initially founded by the government to organize smallholders in the 1970s, the MZCPCU is a democratic and empowered Union of farmers. They produce their coffee with pride and care and sell it with dignity and with knowledge and understanding of the markets and customer needs. The union has membership of about 3000 farmers (25% women) who have been growing coffee since early 1930s. The union comprises of 6 cooperatives: Misuku hill bordering Tanzania where over 50% of our coffee is produced at attitude of between 1700 to 2000m above sea level. Phoka Hills (attitude 1300 -2500m), Viphya hills (1200 – 1500m), Nkhatabay highlands overlooking Lake Malawi (altitude 1000 -2000m), South East Mzimba on the south of Viphya plateau (altitude 1200 to 1700m) and Ntchisi East (altitude of 1200-1800m)

## AIM

“Our aim is that every smallholder coffee farmer achieves the followings:

- Decent Accommodation- iron roofed, floored Cement, plastered, Adequate ventilation
- Food Security- three decent meals a day
- Adequate warmth-decent clothing for the family, adequate beddings
- Education-send all children to decent schools”

## GOAL

Our goal is to improve quality of life of our member farmers through sustainable farmer organizations by promoting sustainable, production, processing and marketing technologies.

## VISION

Leaders in achieving quality life for Malawian smallholder Coffee farmers

## MISSION

World class producers, processors and marketers of specialty and certified coffee through sustainable cooperatives and coffee based farming systems.

## STRATEGIC OBJECTIVES

- Promote formation of self sustainable farmer organisations
- Production of Coffee through use of sustainable technologies and facilitating access to finance by producers, cooperatives and the Union
- Processing and Marketing of Coffee and other products on domestic and international markets
- Promote women participation in coffee business at all levels
- Promote business diversification at farmer, cooperative and union levels with aim of self-sustaining business at each level

## CERTIFICATION

We promote certified coffees:

Achieved Fair Trade Certification in 2009 and 4C verified in 2011 and currently working on Organic certification.

We promote business diversification at farmer, cooperative and union levels as means of diversifying sources of income. Besides producing coffee through smallholders, the union runs its own Usingini Commercial farm, run coffee shops popularly known as MZUZU COFFEE DENS and also run MZUZU COFFEE SUITES, a family friendly facility (non-alcoholic and non-smoking area)



Malawi

TEA



# SECTOR

The tea industry in Malawi dates from 1891 when it became the first African country to produce tea on a commercial scale. Nutrient rich soil, tropical climate and high elevation create ideal conditions for producing high quality tea. Malawi is currently the second largest tea producer in Africa behind Kenya. The tea industry in Malawi is the largest formal labour market in the country. It is also the country's second largest export earner after tobacco. Importantly, tea is also the second largest generator of foreign exchange in the country, as tea is traded globally in USD.

Malawi has approximately 19,000 hectares of tea plantations. The main growing areas located in the southern region of the country in the districts of Thyolo and Mulanje. On a much smaller scale, tea growing has also extended to the northern regions of the country, with further development in the north being encouraged by the National Smallholder Tea Growers Association (NSTGA).

The tea sector is overwhelmingly dominated by larger commercial estates. There are 9 commercial tea estates in operation, and a total of 21 factories, 16 owned by UK-based companies and 5 which are locally owned. The three largest owners with more than 70% of the market share in made tea, are Eastern Produce Malawi (Camerllia Group), Lujeri Tea Estates (Global Tea Commodities UK). Commercial estates operate at full capacity, utilizing all of the available land for growing.

Historically, the largest export markets for Malawian tea has been South Africa and the UK, with countries like the US and Kenya placing a distant third and fourth respectively. For example, in 2013, 11,587,610 kg of made tea was exported to the UK and 12,841,480 kg to South Africa, more than a third of total tea exports for that year. The majority of tea grown in Malawi is exported, as tea remains relatively unpopular in the domestic market versus other beverages such as soft drinks.



# COMPANIES

## **CHOMBE FOODS LIMITED**

P. O. Box 500  
Masauko Chipembere Highway  
Blantyre  
Tel: +265 (0) 1 871 526/559  
Email: chombefoods@africa-online.net  
Website: www.chombefoods.com

.....

## **CONFORZI PLANTATION LTD**

P. O. Box 1  
Thyolo  
Tel: +265 (0) 1 473 447  
Email: admin@conforzitea.com , gm@conforzitea.com

.....

## **NAMING'OMBA TEA ESTATE**

P. O. Box 2, Thyolo  
Tel: +265 (0) 1 473 300/ 392  
Email: digvijai56@yahoo.com  
Website: www.namingomba.com

## **LUJERI TEA ESTATE**

P. O. Box 133  
Mulanje  
Tel: +265 (0) 1 460 266/ 243  
Cell: +265 (0) 9 999 66572  
Email: lujeri@lujeri.com

.....

## **SMALLHOLDER TEA COMPANY**

P. O. Box 135  
Mulanje  
Tel: +265 (0) 1 466 244  
Cell: +265 (0) 9 95200674  
Email: stecomulanje@yahoo.com

.....

## **KAWALAZI ESTATE COMPANY**

P. O. Box 237  
Mzuzu  
Tel: +265 (0) 1 930 0070  
Cell: +265 (0) 995971171/ 9929760186/  
993840849  
Email: gen.manager@kawalazi.com

## **MAKANDI TEA AND COFFEE ESTATES-THYOLO**

P. O. Box 5598  
Limbe  
Blantyre  
Tel: +265 (0) 1 471 001/ 026  
Email: mtce@makanditea.com





# COMPETITION AND FAIR TRADING COMMISSION (CFTC)

## Profile

The Competition and Fair Trading Commission (CFTC) is an autonomous agency of the government established with a mandate to regulate, monitor, control and prevent acts or behaviors which would adversely affect competition and fair trading in Malawi.

CFTC was established under Section 4 of the Competition and Fair Trading Act CAP 48:09 of the Laws of Malawi.

CFTC is dedicated to improving the efficiency of Malawi's economy for the benefit of all Malawians. This is done in the following ways:

- Regulation of mergers and acquisitions of companies
- Monitoring monopolies and concentrations of market power and taking corrective action against abuse of dominance
- Prohibiting anti-competitive practices by enterprises against each other
- Protecting consumers from unfair trading practices

### Mission Statement

- CFTC's mission is to embed a culture of fair competition and consumer protection in the Malawian society to make markets work well for consumers and the business

### Our Vision

- To be a leading competition and consumer protection authority in Africa.

### Functions

Under Section 8 of the Competition and Fair Trading Commission, it shall be the function of the Commission to regulate, monitor, control and prevent acts or behaviour which are likely to adversely affect competition and fair trading in Malawi. Under this section, the functions of the Commission are as follows:

- Conducting investigations into business practices or conduct to determine whether any enterprise is engaging in anti-competitive and unfair trade practices.
- Conducting investigations to determine the effect of a proposed merger on competition and the economy as a whole.
- Taking any such action, considered necessary and expedient, to prevent or redress the creation of a merger or the abuse of a dominant position by an enterprise.
- Protecting consumer welfare: Investigating unfair trade practices including violations of consumer rights and taking necessary steps to facilitate redress.
- Providing advocacy and education programmes to business persons and consumers on their rights and obligations.
- Undertaking market studies and make available public reports regarding the operations of the Competition and Fair Trading Act.
- To cooperate with and assist any association or body of persons to develop and promote the observance of standards of conduct for purposes of ensuring compliance with the Competition and Fair Trading Act.
- Advising the Minister on competition and fair trading matters as and when requested.

### Contact;

The Executive Director,  
Off Mandala Road, Behind NBS bank,  
Mpikisano House, Plot No 4/385,  
Private Bag 332, Lilongwe 3, Malawi.

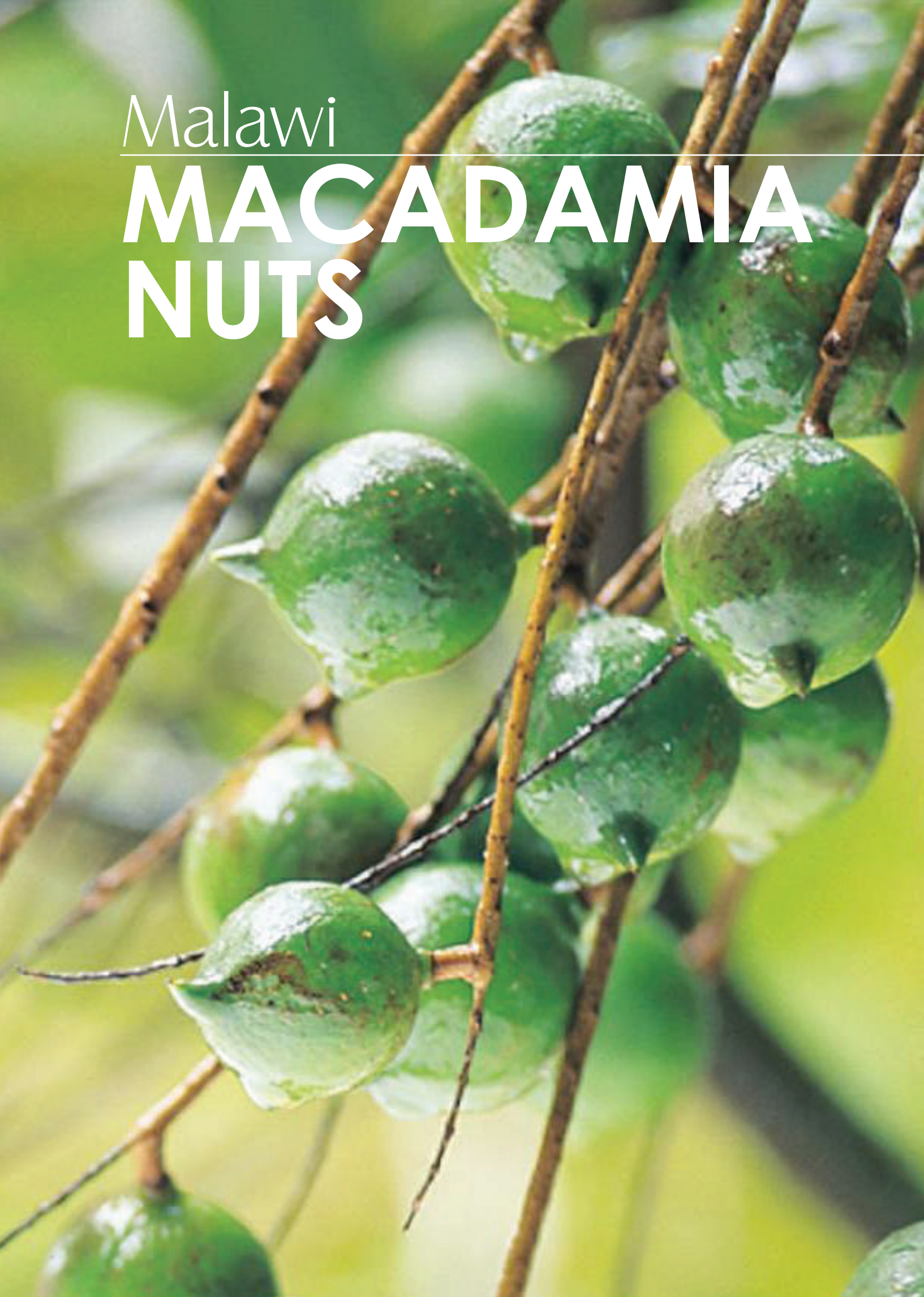
Tel: +265(0) 1 759 506/507 • Fax: +265(0) 1 759 522

Email: [competitioncommission@cftc.mw](mailto:competitioncommission@cftc.mw) • Website: <http://www.cftc.mw>



Malawi

# MACADAMIA NUTS





# SECTOR

**M**acadamia nuts are quickly becoming an important crop in Malawi. Malawi's golden Macadamia nuts are luxuriously oily in quality and have a rich taste making them great as a snack and in desserts and baking. Malawi Macadamia nuts were first commercially grown in tea estates in the 1960s. The Malawian Industry is the 4th largest in the world.

Recently, in 2007-2008 the area of crop under estate management was over 7000 Ha. There are 1 million trees established in the estate sector. The crop has been steadily growing over the period to 2007 and doubled in size in 10 years. Reductions in production in post 2007 are caused by estates turning over old trees. Establishments have reduced as the industry has a stock of young trees and limited land resources to expand. Smallholder establishments have increased in rate from 2000 and now total 300,000 trees.

Macadamia trees take ten to fifteen years to fully mature, but produce their first nuts in the third year after planting. The slow growth brings the advantage of a long life.

The oil produced by macadamia nuts can be used for cooking and in the long term could be processed for beauty products.





# COMPANIES

## **THYOLO NUT - BANDANGA SITE**

P. O. Box 133  
Mulanje  
Phone: + 265 (0) 1 460 266 / 243  
Fax: + 265 (0) 1 460 281  
Email: [lujeri@lujeri.com](mailto:lujeri@lujeri.com)

.....

## **KAWALAZI ESTATE COMPANY**

P. O. Box 237  
Mzuzu  
Tel: +265 (0) 1 930 0070  
Cell: +265 (0) 995971171/ 9929760186/  
993840849  
Email: [gen.manager@kawalazi.com](mailto:gen.manager@kawalazi.com)

.....

## **SABLE FARMING COMPANY**

P. O. Box 51199  
Mapanga - Zomba Road  
Limbe  
Tel: +265 (0) 1 660 153/259/994  
Email: [sable@sablefarming.com](mailto:sable@sablefarming.com)

## **EASTERN PRODUCE MALAWI LTD**

P. O. Box 53,  
Mulanje  
Tel: +265 (0) 1 119 42452  
Email: [remmot@easternproduce.co.mw](mailto:remmot@easternproduce.co.mw)

.....

## **VICTORIA INVESTMENT LIMITED**

P. O. Box 3  
Thyolo  
Tel: +265 (0) 1 111942452  
Email: [cpayne@easternproduce.co.mw](mailto:cpayne@easternproduce.co.mw)

.....

## **CONFORZI PLANTATION LTD**

P. O. Box 1  
Thyolo  
Tel: +265 (0) 1 473 447  
Email: [admin@conforzitea.com](mailto:admin@conforzitea.com) , [gm@conforzitea.com](mailto:gm@conforzitea.com)

## **MAKANDI TEA AND COFFEE ESTATES-THYOLO**

P. O. Box 5598  
Limbe  
Blantyre  
Tel: +265 (0) 1 471 001/ 026  
Email: [mtce@makanditea.com](mailto:mtce@makanditea.com)

.....

## **NAMING'OMBA TEA ESTATE**

P. O. Box 2, Thyolo  
Tel: +265 (0) 1 473 300/ 392  
Email: [digvijai56@yahoo.com](mailto:digvijai56@yahoo.com)  
Website: [www.namingomba.com](http://www.namingomba.com)





# FARMER'S PRIDE

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Malawi Aromatic Rice



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500 g, 1 kg, 2 kg

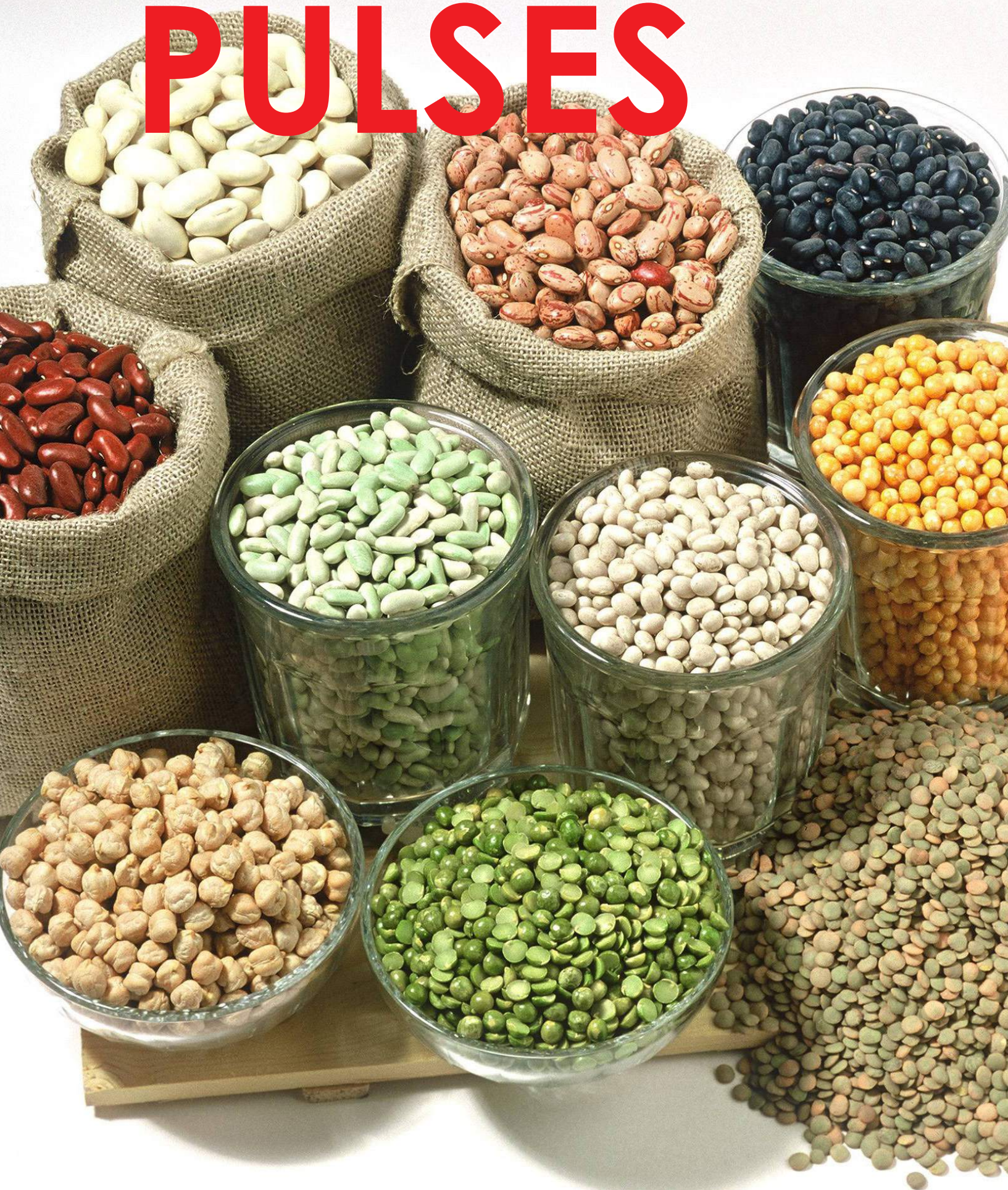
The future belongs to the organised





Malawi

# PULSES





# SECTOR

**G**lobal production of pigeon peas has seen an upward trend since past several years. The largest producer of pigeon peas is India, with close to 70% of global production. Followed by this is Myanmar, producing more than 20% of global production. Africa accounts for the majority of the remaining production. Out of the total production of pigeon peas in Africa, the largest production comes from Malawi (6%), followed by Kenya (2%), Uganda (2%) and then Tanzania (0.8%). Malawi is the largest exporter of pigeon peas.

The country exported about 50,000 MTs to India in 2011. Though Malawi has a sizable expatriate Asian (Indian and Pakistani) population, still, only 10 percent of processed pigeon peas is consumed domestically, with the major focus being the export market.









# COMPANIES

## **PATSON PRODUCE (PTY) LTD**

P. O. Box 5719, Limbe  
Tel: +265 (0) 1 640 990 / 01 843 376 /  
01 845 585  
+265 (0) 1 841 818/01 845326  
Email: patson@select.mw  
Website: www.patsons.select.mw

## **NALI GROUP**

P. O Box 5767  
Mpingwe  
Limbe  
Tel: +265 (0) 1 844 129  
Email: nali@africa-online.net  
Website: www.naligroup.mw

## **HMS FOOD AND GRAINS**

P. O Box 5406  
Limbe  
Tel: +265 (0) 1 651585/ 01642497  
+265 (0) 999969457  
Email: sales@hmsmalawi.net

## **TRANSGLOBE PRODUCE EXPORTS LTD**

P. O. Box 5032  
Limbe  
Tel: +265 (0) 1 843 488/ 0 88882934  
Email: rashid@tpemw.com or admin@  
tpemw.com

## **EXPORT TRADING COMPANY LTD**

P. O. Box 51722  
Limbe  
Tel: +265 1 842669 /670  
Fax: +265 1 842663  
Email: info.malawi@etgworld.com

## **RAB PROCESSORS MALAWI LTD**

P. O. Box 5338  
Limbe  
Tel: +265 (0)1 845 200/276  
Fax: +265 (0)1844 927  
Website: www.rabmw.com

## **NASFAM**

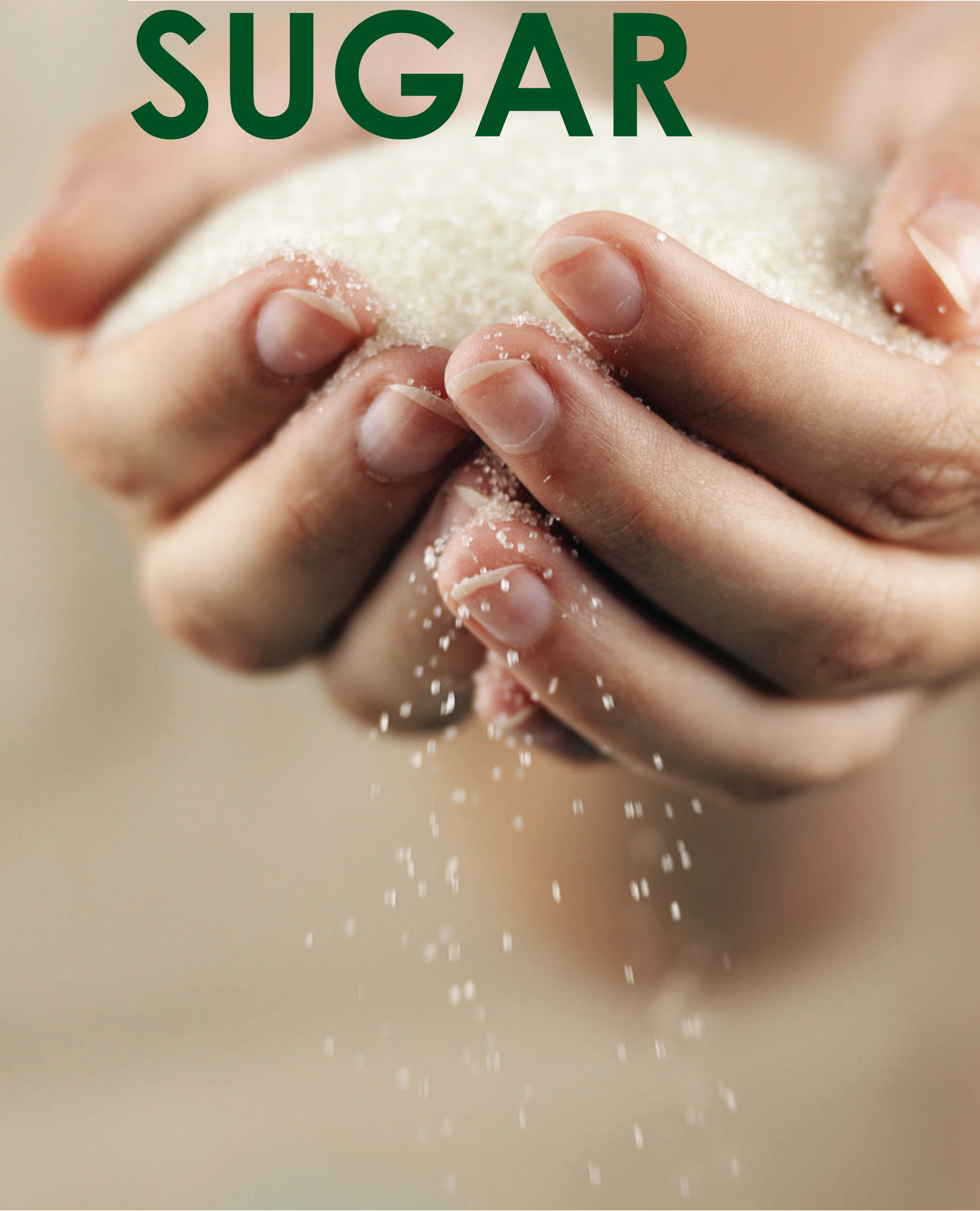
Off African Unity Drive  
City Centre  
PO Box 30716  
Lilongwe  
Tel: +265 (0) 1 772866  
Fax: +265 (0) 1 770858  
Email: nasfam@nasfam.org





Malawi

# SUGAR



# SECTOR

Malawi is among the top major African sugar-producing nations besides Mauritius, South Africa, Zambia, Swaziland, Tanzania and Mozambique. And Sugar in Malawi is one of the key export products. Since 2000 sugar has overtaken tea to become the second largest export product and comprises 9.5% of Malawi's total exports.

The annual production of sugarcane in Malawi guarantees that Malawi's sugar is readily and sustainably available on both domestic and international markets. The country produces on average 300,000 metric tonnes of sugar annually and export about 97% of the total production.

The country produces refined (white) sugar and unrefined (brown) sugar; industrial sugar; and syrups, including golden, traditional, maple, and caramel syrups. The sugar produced in Malawi is fortified with Vitamin A.

There are ten varieties of sugarcane that are grown in Malawi with N14 being the most commonly used variety because of having a high potential dual value crop and high plant population, as well as increased leaf area index which can be used for carbon credits trading and also greenhouse gas emissions.

Excellent climatic conditions and good soil coupled with irrigation from secure water sources are ideal for current cultivation of high yielding quality cane. Taking advantage of regional and multilateral arrangements, Malawi sugar continues to maintain a strong market presence within the region, in the US and the European Union.



# COMPANIES

## ILLOVO SUGAR LIMITED

Private Bag 50,  
Limbe,  
Tel: +265 1 843 988 / +265 1 843 988  
Fax: +265 1 840 135

## LIMPHASA SUGAR CORPORATION

P. O. Box 225  
Nkhatabay  
Tel: +265 (0) 999379271/ 999946945  
Email: [info@limphasa.com](mailto:info@limphasa.com)  
Website: [www.limphasa.com](http://www.limphasa.com)







# MALAWI BUREAU OF STANDARDS

*Promoting Standardization and Quality Assurance in Malawi*

The Malawi Bureau of Standards (MBS) is a statutory organization established in 1972 by an Act of Parliament (Cap 51:02) of the Laws of Malawi. The MBS is governed by a Board of Directors, known as the Malawi Bureau of Standards Board (MBS Board), which is appointed by Government. It is the policy-making body for supervising and controlling the administration and financial management (governance issues) of the MBS.

## OUR MISSION

To contribute, by promoting quality and standardization towards the strengthening of the economy of Malawi and towards enhancing the quality of life of its entire people.

## OUR VISION

To be leaders in this part of the world in providing standards information, quality management and quality assurance, metrology services and training.

## OBJECTIVES

The MBS Act outlines the following objectives which have to be executed by the organization in order to fulfil its mandate:

- (a). To promote standardization in commerce and industry;
- (b). To preparation and issue of standards and to administer schemes based thereon;
- (c). To make arrangements to provide facilities for testing and calibration of precision instruments, gauges and scientific apparatus, for the determination of their degree of accuracy by comparison with standards, approved by the Minister on the recommendation of the Board, and for the issue of certificates in regard thereto;
- (d). To make arrangements or provide facilities in order to examine, test or analyze articles, materials and substances;
- (e). To provide for testing of locally manufactured or imported commodities with a view to determine whether such commodities comply with the provisions of the MBS Act, the Merchandize Marks Act or any other law relating to standards of quality;
- (f). To control the use of standardization marks;
- (g). To encourage or undertake educational work in connection with standardization;
- (h). To provide for cooperation with any person, association or organization outside Malawi having objects similar to those of the Bureau;
- (i). To assist any ministry, Government department, local authority, other public authority or any statutory corporations in preparation and framing of the specifications or codes of practice required by it;
- (j). To provide for corporation with the representatives of any branch of industry, ministry, Government Department, local authority, other public authority or any other statutory corporation or with any person with a view to bringing about standardization in connection with commodities;
- (k). To asses quality systems and to administer the certification by such systems thus assessed;
- (l). To supply reference material for specific purposes; and
- (m). To perform, in so far as it is not repugnant to or inconsistent with the provisions of any written law, such functions as the Minister may assign to the Bureau, so as to promote and maintain standardization and quality regarding commodities.

### Contact

Malawi Bureau of Standards  
Head Office, Moirs Road  
P.O Box 946, Blantyre, Malawi

Tel: +265 1 870 488 • Fax: +265 1 870 756

E-mail: [mbs@mbsmw.org](mailto:mbs@mbsmw.org)



Malawi

# MANUFACTURING





# SECTOR

The manufacturing sector in Malawi has over the years experienced a steady growth in terms of its contribution to GDP but also its enhanced competitiveness resulting in high quality industrial productivity and products that meet international standards.

The sector is also characterized by diversification ranging from agro-processing to more value-adding activities in other sections such as construction materials and fast moving consumer goods. Though Malawi's liberalized economy has exposed locally manufactured products to stiff competition from imports, compliance with standard requirements by local products has remained a competitive advantage which has resulted into increased access to foreign markets.

Manufactured exports from Malawi include:

- Beverages such as beers and sodas.
- Fast moving goods such as body care products, tissue and hygiene papers.
- Handicraft chairs
- Construction Material
- Pharmaceuticals
- Cooking oil
- Plastic bags
- Textiles



# COMPANIES

## CABLE AND PIPE MANUFACTURERS

### CABLE MANUFACTURES

P. O. Box 51396, Limbe  
Tel: +265 (0) 111918000/ 999971700  
Email: cable@girach.com  
Website: www.cable.girache.com

### POLY PLAST LTD

P. O. Box 5048, Limbe  
Tel: +265 (0) 1 684535/931/ 888829028  
Email: sales@polyplastmw.com, info@polyplastmw.com

### PIPECO LTD

P. O. Box 540, Blantyre  
Tel: +265 (0) 1 684391/481/ 888821142  
Email: vbs-pipeco@globemw.net,

## BLINDS MANUFACTURERS

### VENETIA BLIND

P. O. Box 540,  
Blantyre  
Tel: +265 (0) 1 684391/481/ 888821142  
Email: vbs-pipeco@globemw.net,

## PLASTICS AND PACKAGING MANUFACTURERS

### BNC PACKAGING LTD

P. O. Box 30575, Chichiri  
Blantyre 3  
Tel: +265 (0) 1 874255/ 888343253  
Email: bnep@bnepackaging.com

### AERO PLASTIC INDUSTRIES

P. O. Box 51062, Limbe  
Tel: +265 (0) 888821231  
Email: api@globemw.net

### MULTI-PACK LIMITED

P. O. Box 5297,  
Blantyre  
Tel: +265 (0) 1 878040/066  
Email: ibashir@globemax4g.com

### OG PLASTIC INDUSTRIES (2008) LTD

P. O. Box 5549, Limbe  
Tel: +265 (0) 111625399/  
0998247108/888353344  
Email: gm@ogplastic.com

### PETROLEUM SERVICES LIMITED

P. O. Box 1900  
Blantyre  
Tel: +265 (0) 1 870932/ 995222000  
Email: peterv@globemw.net

### ARKAY PLASTICS INDUSTRIES LIMITED

P. O. Box 30410, Chichiri, Blantyre 3  
Tel: +265 (0) 1 873024/ 01 874 024  
E-mail: sales@arkayplastics.com

### NAMPAK HOLDINGS LIMITED

P. O. Box 30533, Chichiri, Blantyre 3  
Tel: +265 (0) 1 870533  
Website: www.nampak.com

## FOOTWEAR MANUFACTURERS

### BATA SHOE COMPANY

P. O. Box 936  
Blantyre  
Tel: +265 (0) 1 870511 /  
0888202650/0212232737  
Email: bata@bata.com  
grace.mvutho@bata.com

## SOAP, DETERGENTS, COSMETICS AND PHARMACEUTICALS MANUFACTURERS

### CANDLEX MALAWI LIMITED

P. O. Box 80140, Blantyre  
Tel: +265 (0) 1 876600/ 999964333  
Email: candlex@candlexmw.com  
fchangaya@candlexmw.com  
Website: www.candlexmw.com

### MPL (2005) LIMITED

P. O. Box 51041, Limbe  
Tel: +265 (0) 1 880233/888824720  
Email: wyalira@globemw.net

### KENTAM PRODUCTS LTD

P.O Box 898, Luwinga, Mzuzu  
Tel: +265 (0) 1 320 643/ 669  
Email: kentam@malawi.net

### PHARMA NOVA MALAWI LIMITED

P. O. Box 30073, Blantyre  
Tel: +265 (0) 1 870 747/940  
Email: sterling@broadbandmw.com  
marketing@pharmanova.com  
Website: www.pharmanova.com

## CONFECTIONERIES MANUFACTURERS

### UNIVERSAL INDUSTRIES

P. O. Box 507, Blantyre  
Tel: +265 (0) 1 870055  
Email: bb@unibisco.com

### BAKEMANS CONFECTIONARIES LTD

P.O Box 31573, Chichiri, Blantyre  
Tel: +265 (0) 1 914 349  
Cell: +265 (0) 888 844 525  
Email: bakemans@africa-online.net

### TRANSGLOBE PRODUCE EXPORTS LTD

P. O. Box 5032, Limbe  
Tel: +265 (0) 1 843 488/ 0 88882934  
Email: rashid@tpemw.com  
admin@tpemw.com

## COOKING OIL MANUFACTURERS

### CAPITAL OIL REFINING INDUSTRIES

P. O. Box 2826, Blantyre  
Tel: +265 (0) 1 684656

## FLOUR MANUFACTURERS

### BAKHRESA MALAWI LTD

P. O. Box 5847, Limbe  
Tel: +265 (0) 1841198/01841794  
+265 (0) 888266000/0211266000  
Email: malawi@bakhresa.com  
Website: www.bakhresa.com

## CHILLI SAUCE MANUFACTURERS

### NALI GROUP

P. O. Box 5767  
Mpingwe, Limbe  
Tel: +265 (0) 1 844 129  
Email: nali@africa-online.net  
Website: www.naligroup.mw

### PATSON PRODUCE (PTY) LTD

P.O. Box 5719, Limbe  
Tel: +265 (0) 1 640 990 / 01 843 376 /  
01 845 585  
+265 (0) 1 841 818/01 845326  
Email: patson@select.mw  
Website: www.patsons.select.mw

## MANUFACTURERS OF METAL AND STEEL

### MIKES TRADING GROUP

P. O. Box 90458, Blantyre  
Tel: +265 (0) 1 876 659  
Email: info@mikesradinggroup.com  
Website: www.mikesradinggroup.com

## RUBBER PRODUCTS MANUFACTURERS

Vizara Plantations Limited  
P. O.Box 31, Nkhatabay  
Tel: +265 (0) 999846284/  
Email: fc@vizararubbermw.com  
gm@vizararubbermw.com  
Website: www.vizara.co.za

## TIMBER MANUFACTURERS

RaiPLY Malawi Ltd  
P/Bag 1, Chikangawa, Mzimba  
Tel: +265 (0) 1 340212/222/ 888201346  
Email: raiplymw@raiplymalawi.com

#### FOAM MANUFACTURERS

Robray Limited  
P. O. Box 5048, Limbe  
Tel: +265 (0) 1 840406/ 888040922  
Email: sales@robraymw.com,  
info@robramw.com

#### MANUFACTURERS OF BEVERAGES

##### **CARLSBERG MALAWI BREWERY LIMITED**

P. O. Box 406  
Blantyre  
Tel: +265 (0) 1 872999  
Email: ce@sobomw.com  
Website: www.carlsberg.mw

##### **BOWLER BEVERAGE COMPANY**

PO Box 1692  
Lilongwe  
Tel: +265 (0) 1 710 657

##### **KRAZY KOOL BEVERAGES**

P. O. Box 207  
Blantyre  
Tel: +265 (0) 1 840013/008  
Email: crazykool@malawi.net

##### **LINGA FINE FOODS AND WINERY**

P. O. Box 2262  
Lilongwe  
Tel: +265 (0) 999955856  
Website: www.linga.co.mw





# CDH Investment Bank: leading you safely to the international market

**F**or a long time Malawi has been recording huge trade deficits due to low exports base. One of the contributing factors for this low export base has been lack of a financial intermediary to facilitate effective and profitable export financing solutions.

Export financing can be;



- Pre-Shipment Finance: CDHIB will provide money required to finance your business between the commencement of the manufacturing/ production process and the dispatch of goods.
- Post-Shipment Finance: CDHIB will avail money required to finance your business between dispatch of goods and receipt of payment.

CDHIB will provide a solution according to your specific requirements.

Just to mention a few, as an exporter, you will require to consider main areas being; the overseas market, the buyer creditworthiness, the payment and exchange control in overseas market, method of payment to accept, and finally, transport mode in costs thereof. Obviously, deciding the best route to go can be a headache for not only a first time exporter, but any exporter who needs to break through into a new territory.



CDHIB will not just provide you with export financing, but comes in with a wholistic role to aid you, our customer, in navigating through this maze, by educating you on key areas like;

- Overseas documentary requirements, tariffs, quotas and import requirements.
- Advice on terms of trade and their significance.
- Advice on the advantages and disadvantages of the various methods of settlement.
- Advice on exchange risk protection.
- Introduction to other providers of export services in executing our clients' operational cross-border trade requirements.

Our skilled professionals have diverse industry expertise, and leverage the group's geographic strength to deliver timely and effective solutions (bold) to both established and new exporters.



CDHIB has distinguished itself as a dynamic and innovative institution that offers a diversity of tailor made financial solutions. CDHIB also offers trade services and products as follows:

- Letters of Credit
- Documentary collections
- Overseas wire transfers
- Foreign demand drafts
- Structured trade finance
- Forex trading

To access these banking innovations, contact CDHIB Treasury Division on [treasury@cdh-malawi.com](mailto:treasury@cdh-malawi.com) or directly visit CDHIB's banking centres in Lilongwe at the City Mall and in Blantyre at the CDH House or contact us on +265 01 821 300.

# International trade services

- Letters of credit
- International wire transfers via swift
- Documentary collections
- International money transfer services
- Bankers draft
- International card services



At CDHIB we understand that the world has truly become a global village.

Our international trade services enable our clients to conduct their business anywhere in the world.



**INVESTMENT BANK**

Email: [info@cdh-malawi.com](mailto:info@cdh-malawi.com) | Website: [www.cdh-malawi.com](http://www.cdh-malawi.com)  
Blantyre Banking Centre: +265 (0) 1 832 269, Fax: +265 (0) 1 832 270  
Lilongwe Banking Centre: +265 (0) 1 753 464, Fax: +265 (0) 1 753 833

**Banking innovations that help your business Grow...**





# Pharmanova

Proudly Malawian



A Unit of Worldwide Group



Pharmanova (Malawi) Limited formerly known as “Sterling Products International” , has been in business for over 40 years. In these last 40 years, Pharmanova has grown multifaceted and has become one of the leading pharmaceutical companies in Malawi. In recent years, company has taken up massive restructuring plans and witnessed multimillion dollar expansion programs to boost up its production capacity and to ensure quality to comply with latest cGMP (Current Good Manufacturing Practices) requirements.

Pharmanova Malawi Limited has been continuously upgrading its manufacturing facilities and have invested almost over 2 million US\$ in plant and machinery in last 4 years. Pharmanova Malawi Limited is also considering possibilities of investing in new product development expansion of existing manufacturing facilities and set up state of art facility for manufacturing of beta-lactum (antibiotics) in near future.

Capsule filling machine



Liquid filling machine



Strip packing machine



Clit-Press-II-GMP-Model1



Coating machine



Blister packing machine



HPLC



Pharmanova Malawi Limited has highly qualified and experienced QA and QC personnel to undertake comprehensive quality tests using most sophisticated equipment and machines such as: HPLC • UV-Vis spectrophotometer • Autotitrator • IR spectrophotometer • Brookfield viscometer • Disintegration and Dissolution test apparatus etc. (as per the standards of official compendia and regulatory bodies)





# Pharmanova



Proudly Malawian

Pharmanova Malawi Limited is approved by PMPB (Pharmacy, Medicines and Poisons Board) and also awarded cGMP certification. It is also certified by Malawi Bureau of Standards (MBS) for manufacturing of cosmetics and Baby care range of products in Malawi.

Pharmanova Malawi Limited manufactures 60 OTC and 30 ethical medicine. Some of these are household names in Malawi like: Panado, Cafemol, Hedax, Novafen, Novasprin, Phipps Milk of Magnesia, Phipps Gripe Water, Stearns Cough Remedies etc and skin care cosmetic cream like: Nova Glycerine, Novaspirin, Hinds Pink cream, Camphor cream, Novaselin etc



**Pharmanova Overview**

- Over 40 years of successful business track record
- Supplying quality health products at affordable prices
- State of art machinery for quality assurance production
- Manufacturing over 60 OTC and 30 ethical medicines.
  - Distributes the products across the nation
  - Provide employment to more than 200 people
  - Participating actively in social responsibility
    - Committed management
    - Customer orientated

### Quality Policy and objective of Pharmanova Malawi Ltd.

- To deliver products and services that meets quality requirements and expectations of our valued customers nationwide.
- To adhere to and meet quality norms as may be specified time to time by the regulatory authorities in Malawi
- To protect environment and conserve resources
- To achieve continuous improvements in our production process and technology in use and offer value for money to our valued customers
- To perform tasks assigned correctly; first time – every time.

### Pharmanova Malawi Limited

P.O. Box 30073, Chichiri Blantyre 3 • Tel : 265 (0) 1 870 747 / 940

Fax : +265 (0) 1 870 345

Email :sterling@pharmanovamw.com • pharmanovam@broadbandmw.com



Malawi

# AGRO-PROCESSING





# SECTOR

**M**alawi hosts a huge spectrum of suitable agro-climatic conditions that allow a broad range of diverse agricultural products suitable for processing. Market access is an opportunity with the creation of free trade areas at regional level and other parts of the world. The agro processing sector consists of processing products such as; wine, beer, soft drinks and many more. This sector has seen an adoption of improved and validated food processing technologies, enforcement of good standards of quality and hygiene and regulatory instruments that have assisted local agro-processing industries to compete favourably in the market place.



# COMPANIES

## **MALAWI MANGOES**

PO Box 31264  
Lilongwe  
Tel: +265 (0) 1 770396  
Email: sales@malawimangoes.com, info@malawimangoes.com  
Website: www.malawimangoes.com

## **SEBA FOODS (MALAWI) LTD**

P.O Box 30403  
Lilongwe  
Tel: +265 (0) 1 710632  
Cell: +265 (0) 992542322  
Email: seba@sebafoods.com  
Website: www.sebafoods.co.zm

## **RAB PROCESSORS MALAWI LTD**

P.O Box 5338  
Limbe  
Tel: +265 (0) 1 845200/276  
Website: www.rabmw.com

## **BAKHRESA MALAWI LTD**

P.O. Box 5847  
Limbe  
Tel: +265 (0) 1841198/01841794  
+265 (0) 888266000/0211266000  
Email: malawi@bakhresa.com  
Website: www.bakhresa.com





# MALAWI MANGOES COMPANY

**M**alawi Mangoes was founded in 2009 from the realisation that Malawi has some of the best conditions in the world for growing tropical fruit together with resourceful, hard-working people looking for the opportunity to be self-sufficient, but who haven't had the means to tap into export markets. What was needed was a little joined up thinking in:

- Harnessing the existing knowledge of Malawians to grow fruit fit for the export market
- Gaining investment to set up and run a World Class processing facility
- Using our logistics know how to export the finished product safely to our customers
- And most importantly, investing back into the fruit and local community

## MALAWI MANGOES VISION

"To deliver positive development, both economically and in terms of general well-being, to the people of Malawi, through a financially viable and commercially driven agri-processing business."

## MALAWI MANGOES VALUES

Our values are inspired by a Malawian saying: 'Chikondi chiri m'manja – Love is in our hands as we shake them'.

And this translates into the values of our business: Integrity, hope, endeavour, empowerment and responsibility.

## PROCESSED FRUIT SECTOR DYNAMICS

We've assessed many businesses throughout the processed fruit sector and we've noticed a few key trends\*:

- The fruit is sourced as a by-product of the fresh market meaning lower quality fruit could be used and availability of fruit is less certain.
- The interests and wellbeing of the farmers and smallholders that grow the fruit aren't always the highest priority.
- The land isn't always treated with the highest respect.
- Investment by the processors is rarely made back into the fruit and those who grow it.
- Processors only grow a small percentage of their own fruit and disconnect themselves from the challenges facing the smallholder.
- When fruit is grown by the processor it is sometimes done as a mono-culture which can cause an imbalance to the environment and an increase in costs on the medium and long terms.

## OUR BUSINESS MODEL AND PHILOSOPHY

We aim to address some of these short-comings by:

- (1) Growing a high percentage of our own fruit and ensure processed fruit doesn't play second fiddle to the fresh market
- (2) Ensuring smallholders are at the centre of our business model
- (3) Treating the land with respect and investing back into the land and fruit
- (4) Inter-cropping and rotating crops when feasible

## OUR NAME, 'MALAWI MANGOES'

Why the name 'Malawi Mangoes' when we also produce banana and pineapple? Malawi deserves to be on the economic World map and we want to prove that an African business can operate to the highest quality standards, be as efficient as any of its tropical competitors and that it can deliver real cost advantages to the customer. Much of the fruit from around four million mango trees grown along Lake Malawi has historically gone to waste. It was this discovery that led to the whole idea for the business and working to create value out of this fruit.

Website: [www.malawimangoes.com](http://www.malawimangoes.com)



Malawi  
**COTTON & TEXTILE**



# SECTOR

Cotton is one of the most important cash crops in Malawi. It ranks fourth as a foreign exchange earner for the country after tobacco, tea, and sugarcane. Cotton is mainly grown in the southern part of Malawi. It is estimated that cotton production provides incomes for about 150,000 households.

Since 2009 cotton in Malawi has been the fourth largest export product and comprises 4.1% of Malawi's total exports. In 2012 cotton exports was pegged at USD 50 million. The country produces on average 158,000 metric tonnes of cotton annually and export about 32% of the total production.

The variety of cotton grown in Malawi is characterised with high yielding, with improved ginning out turn and desirable fibre quality. There are six varieties of Cotton that are grown in Malawi;

- Makoka 2000
- Rasam 17
- Chureza
- IRM81
- Albar 9314 (new)
- Qm301 (new)

The annual production of cotton guarantees that Malawi's cotton is readily available for both domestic and international markets.

The main cotton producers are Cotton Ginners Africa, Great Lakes, Cargill, Small holder farmers, Malawi Cotton, Mapeto DWSM, Toleza, Mota Engil, and ADMARC.



# COMPANIES

## COTTON LINT & COTTON SEEDS

### GREAT LAKES COTTON CO.

Tel: +265 (0) 999965005/  
111626313/314  
Email: clara@glccmalawi.com, info@  
glccmalawi.com

## TEXTILE MANUFACTURERS

### NU LINE TEXTILES

P.O. Box 5506, Limbe  
Tel: +265 (0) 8888368822/ 995497987  
Email: nublankets@gmail.com  
Website: www.nublankets.com

### MACOHA BANGWE FACTORY

P. O. Box 51030  
Namiyango, Bangwe  
Limbe  
Tel: +265 (0) 1 918 951/ 888 843 446  
Email: macohabangwefactory@yahoo.com  
Website: www.bangwefactory.mw

### KNITWEAR INDUSTRIES

P. O. Box 355  
Blantyre  
Tel: +265 (0) 2 12951541/ 187247  
Email: zubair@pharmanovamw.com

### NZIKA ARTS

P. O. Box 2291, Blantyre  
Tel: +265 (0) 9342411  
Email: nzikaarts@yahoo.com

### PARADISE WEAR

Cell: +265 (0) 881 297720  
Email: paradisewearafrica@gmail.com

### MAPETO DWHS

P. O. Box 30070  
Blantyre



The Malawi Stock Exchange (MSE) provides a facility for listed companies to raise long-term capital by issuing shares to the investing public. Companies can tap the savings in the country and beyond as an alternative source of capital. Listing on the MSE raises the profile of your company and of your products and services

To the investor, MSE provides a secure market place where buying and selling of shares and bonds take place. MSE gives an opportunity to invest in a listed company; and participate in its fortunes. The Exchange also provides better liquidity due to the large market base that allows easy sale and purchase of shares.

Our core focus is enforcement of the fundamental principles of market integrity, efficient share price discovery and investor protection.

Benefits of investing on the Stock Exchange include:

- Dividend income – which is the company’s distribution of profits to shareholders.
- Possible profit arising from capital appreciation as share prices rise
- Diversification by investing in different companies listed on the MSE
- Share certificates which will be accepted as collateral by banks and lending institutions
- Liquidity – quick possibility of selling your shares when you need
- Acquisition of new issues of shares through either a Bonus issue or a Rights issue
- Possible hedge against inflation

MSE is establishing itself as Malawi’s global gateway, creating a portal through which southern Africa and international companies, investors and stock exchanges’ members can access Malawi. Our links with the regional bourses help to strengthen and broaden our market.

Speak to your stockbroker about buying and selling MSE listed shares.

Malawi Stock Exchange  
Old Reserve Bank Building, Victoria Avenue  
P/Bag 270  
Blantyre, Malawi

Tel: +265 (0) 1 624 233; • Fax: +265 (0) 1 623 636  
E-mail: [mse@mse-mw.com](mailto:mse@mse-mw.com) • Website: [www.mse.co.mw](http://www.mse.co.mw)

MALAWI'S GLOBAL PORTAL.



Malawi

# OIL SEED





# SECTOR

**T**he oilseed sector is substantial, and has been identified in Malawi's National Export Strategy as an area with the potential to reduce Malawi's structural trade deficit, reliance on tobacco products and problems with safe, nutritional food. The main four oil seeds in Malawi are sunflower, groundnuts, soya beans and cotton. Various products from oilseeds include; soya pieces cooking oil and peanut butter



# COMPANIES

**GREAT LAKES COTTON CO.**

Tel: +265 (0) 999965005/  
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## MALAWI CONFEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY (MCCCI)

The Malawi Confederation of Chambers of Commerce and Industry (MCCCI) is a partnership of enterprises and associations representing all sectors of the economy of Malawi. MCCCI is committed to the achievement of Malawi's socio-economic development through joint action and enlightened dialogue among private sector members and constituencies.

The MCCCI has been in the forefront of Malawi's private sector development efforts for over 100 years. Established in 1892, the first Chamber organization operated as a Chamber of Agriculture and Commerce to reflect the predominant focus of the economy on agriculture production and trade. The Chamber developed and provided important business services such as assisting members to have their own new coffee and tea crops tested in European markets and to locate and bring needed technical expertise into the country to support the growing business community.

In mid-1900's, as the business community prospered and diversified, the Chamber supported the emergence of merchants and trader's associations. With amalgamation of business-focused organizations under the umbrella of the Associated Chambers of Commerce and Industry, the Chamber was mandated to speak for all private sector concerns dealing with government on issues concerning trade and commerce, pricing policies, requirements for pre and post export financing, and sectoral impacts of government policies.

The Associated Chambers of Commerce and Industry later on changed its name to Malawi Chamber of Commerce and Industry then in 2000 to Malawi Confederation of Chamber of Commerce and Industry when the regional chambers were established.

Since its establishment in 1892, MCCCI had been operating with only one office in Blantyre. Due to the rapid growth and diversification of businesses in the late 1990s, it was felt imperative for the Chamber to establish regional chambers with a view to reach out all businesses in all sectors of the economy regardless of size, nature and location.

### MISSION

MCCCI exists to serve and promote the interests of its members and the business community generally in Malawi through the provision of value added services.

### VISION

MCCCI's vision is to be widely recognized as the leading advocate for business in Malawi and a proven catalyst of positive enhancement and change for our members.

### BUSINESS FACILITATION SERVICES

MCCCI offers a number of services to its members and the entire business community. The services include the following:

- Providing business and economic information for decision making;
- Issuing certificates of origin;
- Organizing trade promotion events;
- Providing business management training;
- Representing the business community at national, regional and international fora;
- Offering business premises to small enterprises.

### LOBBYING AND ADVOCACY

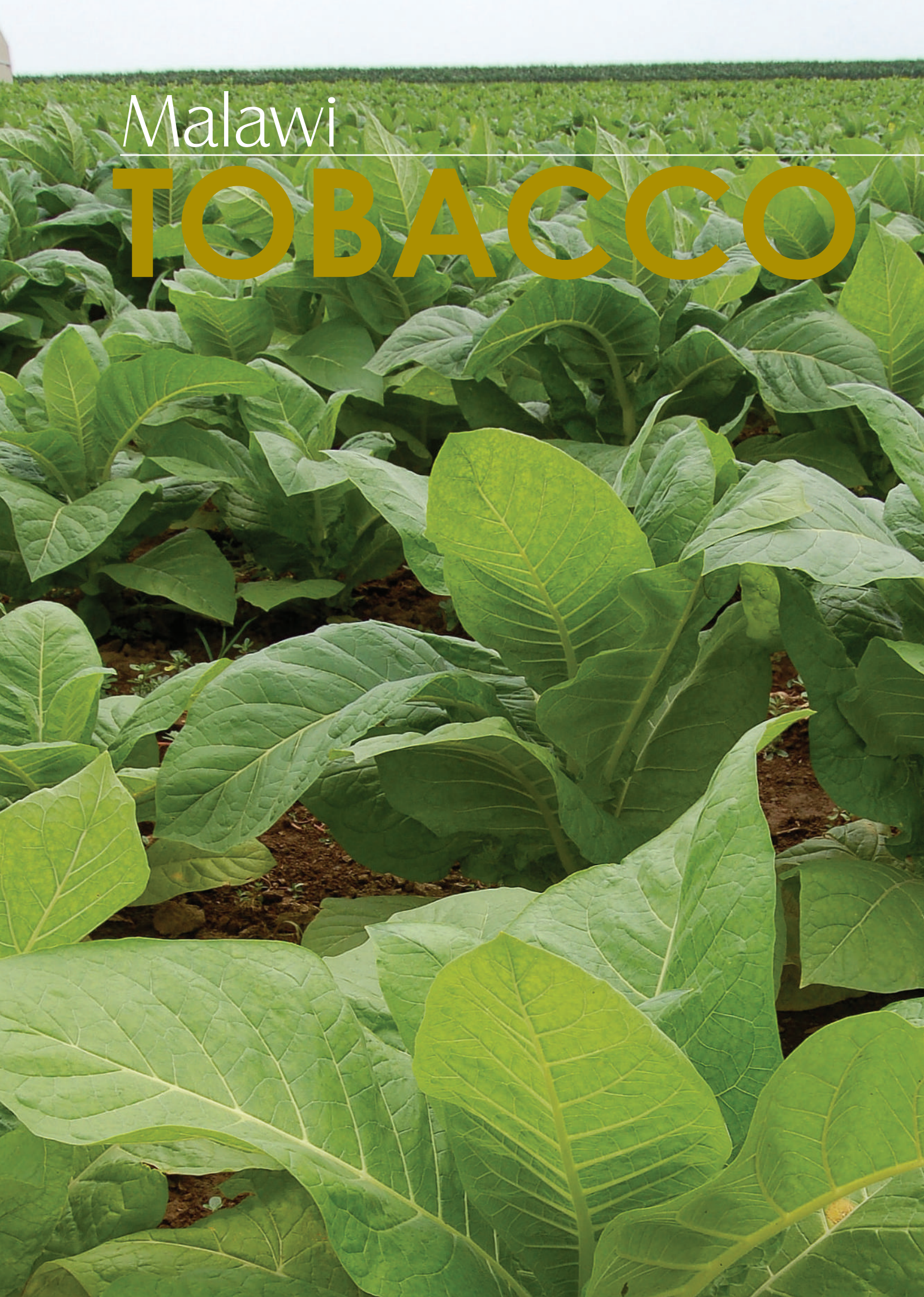
MCCCI carries out research and analyzes policies and regulations to identify obstacles to doing business in the country to ensure a conducive environment for private sector development. The research and analysis provides MCCCI with a basis for lobbying on issues that need to be addressed by the government.

Masauko Chipembere Highway , Chichiri Trade Fair Ground  
P. O. Box 258, Blantyre, Malawi  
Tel: +265 (0) 1 871 988/813 • Fax: +265 (0) 1 871 147  
Website: [www.mccci.org](http://www.mccci.org)



Malawi

# TOBACCO







# SECTOR

Malawi's main export is tobacco, which accounted for 55 per cent of goods exports in 2012. Tobacco production in Malawi is one of the nation's largest sources of income. In 2005 Malawi was the 12th largest producer of tobacco leaves. In 2010 the country was the leading producer of burley leaf tobacco. Today Malawi's tobacco is found in blends of nearly every cigarette smoked in industrialized nations including popular Camel and Marlboro brands.

Malawi grows three types of tobacco: these are Flue Cured Virginia, Burley and Flue Cured tobaccos. Burley leaf from Malawi makes up 6.6 percent of the world's tobacco exports and accounts for over 50% percent of Malawi's foreign earnings. Majority of the crop, burley, is produced by small scale farmers, whilst flue cured by commercial farmers.

The crop is grown in the central plateaus of the country, and in small landholdings throughout the country. These smaller farms average about 2.5 acres, about a third of the size of small tobacco producing farms in the United States.

Malawi has the capacity to produce over 100 million kilograms of tobacco. But the actual production quantities depend on the price of the preceding season.



# COMPANIES

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Lilongwe 4

**PREMIUM TAMA TOBACCO LTD**

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**THE MANAGING DIRECTOR  
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**LIMBE LEAF TOBACCO COMPANY**

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Kanengo  
Lilongwe  
Tel: +265 (0) 1 710 014

**THE GENERAL MANAGER  
MALAWI LEAF COMPANY**

PO Box 40481  
Lilongwe

**THE CHIEF EXECUTIVE  
TOBACCO ASSOCIATION OF MALAWI**

PO Box 31360, Lilongwe 3

**THE MANAGING DIRECTOR  
AFRICAN TOBACCO SERVICES**

PO Box X93  
Crossroads, Lilongwe

**THE GENERAL MANAGER  
R.W.J. WALLACE**

P/GAG 2  
Namadzi







# TOBACCO CONTROL COMMISSION



The Tobacco Control Commission (TCC) is a tobacco regulatory body of Malawi. Tobacco is Malawi's main cash crop and a major forex earner for the country. Amongst other functions of TCC are: promotion and expansion of the tobacco industry in Malawi, regulate the production and manufacture of tobacco in Malawi, marketing of the Malawi Tobacco and ensuring that tobacco growing and marketing is worthwhile. Our Mandate is to Regulate and promote the tobacco industry in Malawi.

## OUR VISION

Making tobacco growing, value addition and marketing sustainable.

## OUR MISSION STATEMENT

Provide leadership in regulating and promoting tobacco production, value addition and marketing systems.

## CORE VALUES

In pursuit of the Commission's strategic vision, mission, goals and objectives, and in line with Malawi Growth and Development goals (MGDs), all employees shall strongly uphold the following core values that will guide them in delivering the Commission's mandate in the most effective and efficient manner:

- Respect for human rights.
- Integrity: employees shall discharge their duties with the highest levels of honesty, truthfulness and reliability.
- Anti-corrupt practices: Employees shall adhere to the zero tolerance to corruption.
- Professionalism: employees of the Commission shall discharge their duties to the highest level of competence, commitment, diligence and accountability at all times.
- Teamwork - employees shall recognise the importance of cooperation and coordination amongst the Commission's functional units and individuals.
- High quality service delivery through continuous improvement in operational effectiveness and efficiency.
- Prudent financial management and cost-consciousness in resource utilisation.
- Social responsibility.
- Long term strategic focus, organisational growth, innovation and change orientation.

## FUNCTIONS

The core functions of the Tobacco Control Commission as outlined in the Tobacco Auction Floors Act cap 65:03 and Tobacco Act Cap 65:02 and policy directives of the Malawi Government are to:

- Regulate the production, manufacture and marketing of tobacco.
- Advise government on the sale and export of tobacco.
- Promote and expand the sale of tobacco.
- Collate statistics relating to tobacco.
- Carry out market research.
- Distribute market studies and disseminate information relating to tobacco.
- Control and regulate the sale of tobacco.
- Register and licence tobacco growers and sellers.
- Define tobacco grades and classes for the purposes of selling and buying.

Website: [www.tccmw.com](http://www.tccmw.com)



Malawi

# HAND CRAFT







# SECTOR

**T**he handicraft sector is a small but growing sector in Malawi. Malawian handicrafts depict the true African instincts. The country boasts of a very rich cultural heritage. Malawian handicrafts are very unique and have an originality of their own. People of Malawi make an extensive range of handicrafts which range from ceramic works, traditional woodcarvings, basket making contemporary paintings and cane furniture.

Some of Malawi's handicrafts include:

- Jewellery and Jewellery Products,
- Wood products,
- Cane Chairs,
- Ceramics and Pottery,
- Hand Textiles and Hand-loomed Products,
- Embroidery and Woven products,
- Basketry and Mats.



# COMPANIES

## DEDZA POTTERY

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Website: www.dedzapottery.com

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Website: www.bangwefactory.mw

## STICKMAN CANE FURNITURE

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## KAMUSU ART SHOP & GALLERY

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**Location:** Lilongwe—Area 18A—Behind Peoples Shop

**Contact:** +265999398601 / +265884410960

**Email:** s.canefurniture@gmail.com











# MALAWI

DIPLOMATIC MISSIONS





# EMBASSIES

## BELGIUM

The Embassy of the Republic of Malawi to the Kingdom of Belgium and Mission to the European Communities – Brussels  
Ground Floor  
46 Avenue Henmann – Debroux  
B – 1160 Brussels  
Tel : 32 (2) 231 09 80  
Fax : 32 (2) 231 10 66  
E-mail : embassy.malawi@skynet.be

## CHINA

Embassy of the Republic of Malawi – Beijing  
No. G32 Kings Garden Villa,  
No. 18 XiaoYun Road, Chaoyang District,  
Beijing 100125  
People's Republic of China  
Tel : +86 10 6468 1380  
Fax : +86 10 6468 1383

## EGYPT

Embassy of the Republic of Malawi - Cairo  
Villa 44, Road 254, Maadi  
P.O. Box 118, Mohandessin, Cairo  
Tel/Fax : 00 202 748 0929 / 335 3948  
Fax : 00 202 748 0929/335 3948  
E-mail : malawi@link.net

## ETHIOPIA

Embassy of the Republic of Malawi - Addis Ababa  
Woreda 23, Kebele 13, House No. 1021  
P.O. Box 2316, Addis Ababa  
Tel : (251) 113 711 280  
Fax : (251) 113 719 742  
E-mail : malemb@telecom.net.et; malemb@ethionet.et

## FEDERAL REPUBLIC OF GERMANY

Embassy of the Republic of Malawi - Berlin  
Westfälische Strasse 86  
10709 Berlin  
Tel : 49 (0) 30 8431 540  
Fax : 49 (0) 30 8431 5430  
E-mail : Malawiberlin@aol.com

## INDIA

Malawi High Commission – New Delhi  
F-63 Poorvi Marg  
Vasant Vihar  
New Delhi, 110057  
Tel : + 91 11 460 788 00  
Fax : + 91 11 460 788 10  
E-mail : malawindia@airtelbroadband.in  
Website : www.malawi-india.org/

## JAPAN

Malawi Embassy - Tokyo  
Takanawa-Kaisei Building, 7th Floor  
3-4-1 Takanawa Manito-ku  
Tokyo 108 - 0074  
Tel : 81 (03) 3449 3010/47  
Fax : 81 (03) 3449 3220  
E-mail : Malawi@mxl.ttcn.ne.jp

## MALAWI CONSULATE - JOHANNESBURG

Malawi Consulate General - Johannesburg  
P.O. Box 3881, Rivonia 2128  
Johannesburg, South Africa  
Tel : 27.011 803 4919 / 234 8577 / 8  
Fax : 27.011 807 7790  
E-mail : malawicons@mweb.co.za

## MOZAMBIQUE

High Commission of the Republic of Malawi - Maputo  
No. 75 Kenneth Kaunda Avenue  
P.O. Box 4118  
Tel : (258) 21 492 676  
Fax : (258) 21 490 224  
E-mail : malawmoz@virconn.com

## SOUTH AFRICA

High Commission of the Republic of Malawi - Pretoria  
770, Government Avenue  
P.O. Box 11172  
Hatfield 0082, Pretoria  
Tel : 27 (12) 430 9900, 342 0146 / 1759  
Fax : 27 (12) 342 0147  
E-mail : highcommalai@telkomsa.net

## TANZANIA

High Commission of the Republic of Malawi  
Dar-Es-Salaam  
Ohio/Sokoine Drive  
1st Floor, Zambia House  
P.O. Box 7616, Dar-Es-Salaam  
Tel : (255) 22 213 695 / 22 212 4623  
Fax : (255) 22 213 695 / 22 212 4623  
E-mail : mhc@africaonline.co.tz

## UNITED KINGDOM

Malawi High Commission to the United Kingdom - London  
70, Winton Road  
Tel : 44 208 4555 624 / 203 235 1077  
Fax : 44 203 235 1066  
E-mail : republicofmalawi@btconnect.com



## UNITED NATIONS

Malawi Permanent Mission of the Republic of  
Malawi to the United Nations - New York  
866 United Nations Plaza, Suite 486  
New York, NY 10016

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## UNITED STATES

Embassy of the Republic of Malawi  
2408 Massachusetts Avenue, NW,  
Washington DC,  
20008  
Tel : 202-721-0270  
Fax : 202-721- 0288  
E-mail : malawidc@aol.com

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## ZAMBIA

High Commission of the Republic of Malawi - Lusaka  
31, Bishop's Road  
P.O. Box 50425  
Kabulonga - Lusaka  
Tel : (260 - 1) 265 768 / 69  
Fax : (260 - 1) 265 765  
E-mail : mhcomm@iwayafrica.com

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## KENYA

Malawi High Commission  
P.O. Box 30453-00100  
Waiyaki Way  
WESTLANDS  
NAIROBI  
KENYA  
Tel : 254 731 742 704  
Office : 254 204 443 805 /06 / 07  
E-mail : info@malawihckkenya.org

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## KUWAIT

Embassy of the Republic of Malawi in Kuwait  
Alshuhad'aa - Block 5  
Street 512 - Villa 34  
Tel : 965 4 798 584 / 798 587  
E-mail : malakuwait@gmail.com

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## ZIMBABWE

High Commission of the Republic of Malawi -  
Harare  
9/11 Duthie Road, Alexandra Park  
P.O. Box 321  
Tel : 263 4 798 584 / 798 587  
Fax : 263 4 799 066  
E-mail : malahigh@africaonline.co.zw

---

## EMBASSY OF THE REPUBLIC OF MALAWI IN BRUSSELS, BELGIUM

Avenue Hermann-Debroux  
46, B-1160 Brussels  
Phone : 2 231 09 80  
Fax : 2 231 10 66  
Email : embassy.malawi@pi.be, embassy.malawi@  
skynet.be

---

## HONORARY CONSULATE OF MALAWI

P.O box 53834, Dubai  
United Arab Emirates  
City: Dubai  
Phone : 971 433 22506  
Mobile : 971 5062 43142  
Fax : 971 433 10393  
Email : chtdubai@emirates.net.ae

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## BRAZIL

Malawi Embassy in Brasilia, Brazil  
SH15 Q1 15 Conjuncto3 casa 1-Lagosul  
Brasilia CEP: 71635 - 230  
BRAZIL  
Tel : (+54) (61) 3366 - 1337 / (+55) (61) 3364 - 3186  
Fax : (+55) (61) 3365 - 2149  
E-mail : malawiembassybrasil@bol.com.br  
Website : www.embaixadadomalawinobrasil.com.br

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# TRADE AGREEMENTS

	TRADE AGREEMENT	PREFERENCES	SIGNATORY COUNTRIES	ORIGIN CRITERIA	PROOF OF ORIGIN-ORIGIN CERTIFICATES
<b>A.</b>	<b>MULTILATERAL AGREEMENTS</b>				
	WTO	-Most favoured Nation treatment in member states territories	-159 members	-wholly produced/grown -substantial transformation	-WTO Certificate of Origin
	AGOA	-Duty free entry of goods into USA, non reciprocal	United States of America, Sub-Saharan Africa	-wholly produced/grown -substantial transformation	-AGOA documentation
	GSP	-duty free entry of goods into EU, non reciprocal	ACP countries, EU	-wholly produced/grown -substantial transformation	-GSP Form A
<b>B.</b>	<b>REGIONAL AGREEMENTS</b>				
	COMESA	-Duty free entry of goods of Malawi origin member-states	19 members	-wholly produced/grown -substantial transformation	-COMESA Certificate of Origin
	SADC	-Differentiated offers by different countries	14 members	-wholly produced/grown -substantial transformation -product specific rules	-SADC Certificate of Origin
<b>C.</b>	<b>BILATERAL AGREEMENTS</b>				
	Mozambique	-Duty free entry of goods in member territory	Malawi and Mozambique	-wholly produced/grown -substantial transformation -excluded goods include beer, soft drinks of the Coca-Cola and Schweppes brand marks, tobacco, sugar, vegetable oil, chickens and eggs, office equipment, petroleum products, weapons, ammunition and explosives	Malawi-Mozambique Certificate of Origin
	South Africa	-Duty free entry of goods into South Africa of Malawi origin	-Malawi and South Africa	-wholly produced/grown -substantial transformation -Quotas apply to some products -non-reciprocal	-SADC Certificate of Origin/DA59
	Zimbabwe	-Duty free entry of goods in member territory	Malawi and Zimbabwe	-wholly produced/grown -substantial transformation equal to 25 per cent minimum domestic content	-Form 60
	China	-Duty free entry of goods into China of Malawi origin	Malawi and China	-wholly produced/grown -substantial transformation	-Malawi-China Certificate of Origin
	Portugal	-Duty free entry of goods in member territory	Malawi and Portugal	-wholly produced/grown -substantial transformation	
	Botswana	-Duty free entry of goods in member territory	Malawi and Botswana	-wholly produced/grown -substantial transformation - the preferences exclude spirits	-Malawi-Botswana Certificate of Origin

# MALAWI INVESTMENT AND TRADE CENTRE (MITC)



## 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. MITC will assist you in establishing your business here at the hub of Southern Africa.

To learn more about the opportunities in our burgeoning sectors - mining, energy, tourism, agriculture, agro-processing, infrastructure development and information communication technology (ICT),

### CONTACT

Malawi Investment and Trade Centre

First Floor, Aquarius House

Private Bag 302, Capital City, Lilongwe 3, Malawi

Tel : +265 (0) 1 771 315 • Fax : +265 (0) 1 771 781

E-mail : [mitc@mitc.mw](mailto:mitc@mitc.mw) or visit [www.mitc.mw](http://www.mitc.mw)



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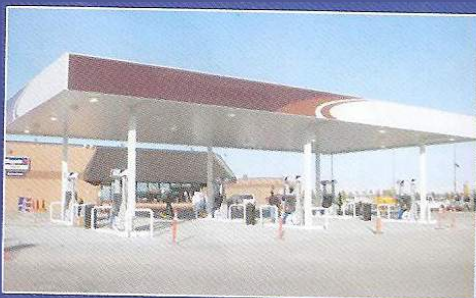


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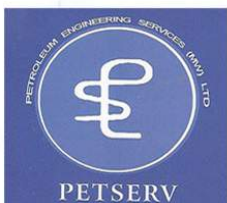
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**FACTORY & SALES OFFICE - BLANTYRE**

MC 194 Chirimba Industrial Area  
Tel: + 265 1 683 837/931/1 917 312  
Fax: +265 1 684 535  
Email: sales@polyplastmw.com