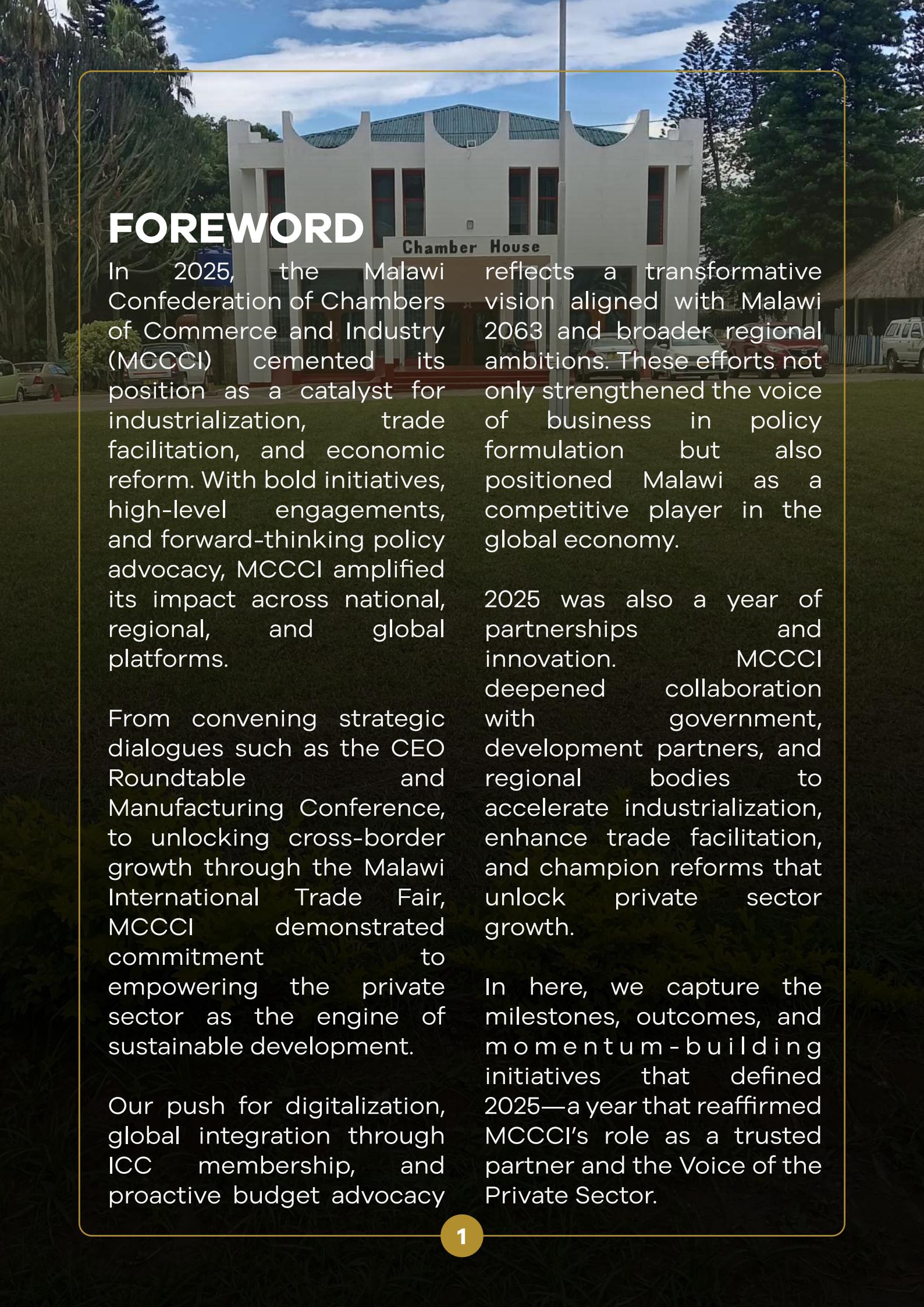




MALAWI CONFEDERATION OF CHAMBERS
OF COMMERCE AND INDUSTRY

2025 HIGHLIGHTS



FOREWORD

In 2025, the Malawi Confederation of Chambers of Commerce and Industry (MCCCI) cemented its position as a catalyst for industrialization, trade facilitation, and economic reform. With bold initiatives, high-level engagements, and forward-thinking policy advocacy, MCCCI amplified its impact across national, regional, and global platforms.

From convening strategic dialogues such as the CEO Roundtable and Manufacturing Conference, to unlocking cross-border growth through the Malawi International Trade Fair, MCCCI demonstrated commitment to empowering the private sector as the engine of sustainable development.

Our push for digitalization, global integration through ICC membership, and proactive budget advocacy

reflects a transformative vision aligned with Malawi 2063 and broader regional ambitions. These efforts not only strengthened the voice of business in policy formulation but also positioned Malawi as a competitive player in the global economy.

2025 was also a year of partnerships and innovation. MCCCI deepened collaboration with government, development partners, and regional bodies to accelerate industrialization, enhance trade facilitation, and champion reforms that unlock private sector growth.

In here, we capture the milestones, outcomes, and momentum-building initiatives that defined 2025—a year that reaffirmed MCCCI's role as a trusted partner and the Voice of the Private Sector.

Manufacturing Conference highlights commitments to Industrial Growth & Collaboration



Held in February 2025, the conference brought together policymakers, manufacturers, and investors to chart a unified roadmap for reviving Malawi's industrial base.

Key outcomes included policy alignment on local content promotion, technology adoption, and regional value chain integration.

MCCI committed to play its role by championing the following:

- Propose a roadmap for implementing targeted initiatives including capacity building, financial models, and technology adoption strategies within the private sector.
- Be involved in consultations

for the follow-up meeting, ensuring representation from key manufacturing stakeholders.

- Participate in strengthening dialogue platforms such as the Public Private Dialogue Forum and Presidential Private Sector Council.
- Coordinate private sector response in mobilizing funding for industrial research and development.
- Develop a motivational paper/concept note exploring alternative sources of finance for manufacturers.
- Lobby for better financial products tailored for the manufacturing sector

MCCI Urges Rethink on Forex Controls



MCCI presented a compelling case to authorities, emphasizing how rigid foreign exchange measures are dampening private sector competitiveness.

The Chamber advocated for more flexible, market-aligned policies to ease import constraints and restore investor confidence.

MCCCI
Joins the Global Business Elite
with ICC Membership



By joining the International Chamber of Commerce (ICC), MCCCI gained a global platform to influence cross-border trade norms, arbitration frameworks, and digital economy discussions.

This milestone enhances Malawi's visibility in international business networks and policy dialogues



MCCCI Hosts First CEO Roundtable Discussions

This high-level forum convened business leaders to deliberate on shared challenges and strategies for navigating Malawi's evolving economic environment.

The roundtable fostered open and constructive dialogue among CEOs and senior executives, paving the way for increased collaboration across various sectors. Participants identified potential joint ventures and partnerships that could drive industry growth and innovation.

Discussions focused on critical economic issues such as macroeconomic stability, regulatory reforms, and investment attraction. The roundtable resulted in a set of actionable solutions aimed at improving the business environment and enhancing competitiveness.

It laid the groundwork for a more collaborative, solutions-driven engagement between the private sector and policymakers.

With expert insights from Guy Ainsley of Oxford's Saïd Business School, the session focused on financial modeling, strategy, and change management.



MCCCI set to revolutionize business engagement with Single Digital Portal

The Chamber unveiled its vision for a digital portal to streamline member services, policy advocacy, and B2B linkages.

This platform is providing real-time data, simplifying compliance tracking, and fostering a smarter, connected business ecosystem.

Apart from serving as a trusted trade documentation platform, the digital platform also features advanced functionalities such as traceability, virtual exhibitions, enhanced client services, event management and provides a one-stop marketplace for interactions between businesses and potential clients.

With the online marketplace, sellers can reach a broader audience, expand their market reach, and tap into new customer segments, while buyers benefit from a diverse selection of products and services, competitive pricing, and the convenience of comparing options with just a few clicks.

The portal can be accessed here:
<https://services.mccci.org/>



MCCCI Annual Report Highlights Key Areas for Private Sector Growth

The Malawi Confederation of Chambers of Commerce and Industry (MCCCI) 2025 Annual Economic and Business Review Report has outlined seven critical areas that must be addressed to unlock private sector growth and drive long-term economic transformation. The report stresses that Malawi's economy, highly vulnerable to climate shocks and fiscal pressures, requires urgent reforms and targeted investments to strengthen resilience, competitiveness, and sustainability.

One of the central recommendations is the

adoption of climate-resilient production systems. With agriculture forming the backbone of the economy, MCCCI calls for greater investment in irrigation, climate-smart technologies, resilient seed varieties, and improved water management. The report also emphasizes the need for disaster-resilient infrastructure, better logistics, and modern storage facilities to reduce supply chain disruptions and post-harvest losses.



Promoting Local Empowerment and Inclusive Trade through sectoral approach and Indigenization Policy Engagement

In the just ended year, MCCCI took a proactive role in promoting local economic empowerment across construction, retail, and policy reform sectors. In collaboration with the National Construction Industry Council (NCIC), it has proposed that projects below K30 billion be reserved for local contractors, while also advocating for clearer definitions of indigenous and naturalized citizens.

In the retail sector, the Confederation engaged key stakeholders to assess the impact of the 2025 Control of Goods Order and recommended several measures, including

accelerator programs for producers, alliances between retailers and local suppliers, development of meat processing infrastructure, phased implementation of import bans, fast-tracked MBS certification, curbing of illegal exports, and reopening of closed firms.

In partnership with UNDP, the Confederation conducted a comparative policy study on indigenization practices in neighboring countries to guide the Ministry of Trade on implementing an inclusive indigenization strategy that supports, rather than disrupts, business growth



Strengthening Regional Integration through Trade Missions, Policy Engagement, and Transport Facilitation

MCCCI facilitated an engagement of the Mozambican business delegation, which was led by President Daniel Chopo, with their Malawian counterparts to advance trade talks and agro-processing projects.

Further, it promoted SME policy engagement and regional integration through COMESA workgroups, and logistical improvements through the Central Corridor.

The Confederation also nominated members to various COMESA Business Sector Workgroups to enable businesses to influence regional policy and support trade facilitation. In addition, MCCCI The Confederation has also joined the Central Corridor Transit Transport Facilitation Agency (CCTTFA) to promote trade and logistics across seven African countries in collaboration with the Ministry of Transport.



Businesses thrive at 21st National Agriculture Fair

The National Agriculture Fair was held from August 28 to 30, 2025. Hosted at the Chichiri Trade Fair Grounds, the fair attracted 113 exhibitors, a significant increase from 86 in 2024, showcasing a wide range of products and services across the agricultural value chain. More importantly, the event facilitated transformative business deals, with K3.1 billion worth of agreements sealed in fish, dairy, and honey sectors, alongside over K100 million in farm equipment sales. Beyond commercial success, the fair advanced

financial inclusion, with more than 80 bank accounts opened for farmers and cooperatives, ensuring greater access to formal financial services. Small and medium enterprises (SMEs) also benefited from networking opportunities and expert guidance, particularly through a UNDP-sponsored information session on the Africa Continental Free Trade Area (AfCFTA) and the Guided Trade Initiative, equipping them with knowledge to tap into regional markets.



Connecting Farmers and SMEs to Markets

On 1st November 2025, the Malawi Confederation of Chambers of Commerce and Industry (MCCCI) successfully hosted the Zomba SME Fair and Farmers' Market at the Gymkhana Grounds in Zomba. The event brought together small and medium enterprises, farmers, cooperatives, and local producers to showcase their products, exchange knowledge, and explore market opportunities. The guest of honor, Mr. Reignhard Chavula, toured exhibition stands, engaging directly with participants and offering words of encouragement. The Fair highlighted MCCCI's commitment to promoting local

empowerment and inclusive trade by creating platforms where small businesses and farmers can connect with consumers, investors, and policymakers. Exhibitors displayed a wide range of goods, from agricultural produce and processed foods to crafts, textiles, and innovative services, reflecting the diversity and resilience of Malawi's entrepreneurial landscape. Beyond showcasing products, the event also served as a forum for dialogue on sectoral approaches to trade and the importance of indigenization policies in strengthening ownership of economic activity.



MCCCI and NCST Drive Economic Transformation Through Innovation & Entrepreneurship Fair

The Malawi Confederation of Chambers of Commerce and Industry (MCCCI), in partnership with the National Commission for Science and Technology (NCST), successfully organized the first Innovation and Entrepreneurship Fair on November 6, 2025, at the Bingu International Convention Centre in Lilongwe.

The Fair was a major success, attracting over

130 participants from government, academia, the private sector, media, and development partners. It provided a vibrant platform for innovators and entrepreneurs to showcase groundbreaking products such as clean energy stoves, energy efficient Eka Lite bulbs, recycled plastic school desks, and digital platforms for tourism and skills training.



Promoting Economic Cooperation

Malawi Confederation of Chambers of Commerce and Industry (MCCI) in collaboration India High Commission and Ernst & Young, successfully hosted a high-level business seminar at the Amaryllis Hotel in Blantyre. The seminar was designed to promote economic cooperation and strengthen bilateral trade relations between India and Malawi.

The event brought together government officials, business leaders,

investors, and development partners from both countries. Discussions centered on identifying sectors of mutual interest and unlocking new opportunities in agriculture, mining, pharmaceuticals, engineering goods, and renewable energy. Participants explored ways to leverage India's technological expertise and Malawi's resource potential to create sustainable partnerships.



MCCCI Seals Pact With TCCIA

Malawi Confederation of Chambers of Commerce and Industry (MCCCI) and the Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) signed a Memorandum of Understanding (MoU) in a bid to boost trade, investment, and private sector collaboration between Malawi and Tanzania.

Speaking at the signing ceremony, MCCCI Chief Executive Officer, Daisy Kambalame, emphasized that the MoU represents a powerful catalyst for cross-border trade, attracting investment, and fostering industrial

cooperation, adding that the partnership will accelerate opportunities for Malawian businesses to expand into Tanzanian markets while strengthening regional integration.

On his part, TCCIA Chief Executive Officer, Oscar Kissanga, acknowledged MCCCI's leadership role in driving the initiative, highlighting the collaboration will facilitate the exchange of market information, open new business opportunities, and enhance the private sector's contribution to regional economic development.



MCCCCI Champions Food Safety and Governance

With support from the Food and Agriculture Organization of the United Nations (FAO), MCCCCI organized training and coaching sessions in Lilongwe to strengthen wholesale market operations. The program focused on food safety, compliance, responsiveness, market data and record keeping, as well as good governance and management practices.

By addressing these areas, MCCCCI is helping create an enabling environment where nutrition-oriented criteria can be integrated into investment plans and strategies for wholesale food markets. The sessions brought together stakeholders from Local Government, the City Council, Development Partners, and Market Committees, all working hand in hand to improve market operations.



MCCCI Weighs in on Import Bans

The Malawi Confederation of Chambers of Commerce and Industry reacted to government's re decision to impose import bans, emphasizing the need for a balanced approach to safeguard the economy while fostering local industry growth.

This issue came at a critical time when Malawi is grappling with a severe foreign currency shortage, and raised questions about how such measures align with the principles of the African Continental Free Trade Area (AfCFTA).

The Chamber raised concerns about potential disruptions to local businesses that rely on imported raw materials, warning that such disruptions could result in job losses, business closures, and economic instability.

To mitigate these risks, the MCCCI called for proactive dialogue between the government and the private sector. Collaboration is essential to develop policies that will enable the growth of local industries while minimizing negative consequences for businesses and consumers.



The 2025 Business Leaders Summit charts bold strategies for private sector-led transformation

Held under the theme “Unlocking Private Sector-Led Growth: Strategies for Economic Transformation,” the 2025 Summit convened top executives, policymakers, and innovators in Mangochi for three days of high-level dialogue.

The event spotlighted the role of entrepreneurship, digital innovation, and policy reform in achieving Malawi 2063, with thought leaders from the local and international scene calling for deeper private sector engagement in shaping national development priorities.



35th Malawi International Trade Fair unlocks regional deals and SME visibility

The 35th MITF, held under the theme "Promoting Economic Transformation through Private Sector-led Industrialization," attracted 212 exhibitors and over 265 pavilions.

The fair facilitated regional trade linkages, with SMEs securing distribution agreements in Botswana, Zimbabwe, and Mozambique, while youth entrepreneurs reported record sales and new partnerships.

The event reinforced MCCCI's role in positioning local businesses for cross-border growth.



MCCCI deepens regional integration through high-level engagement with Mozambican President

MCCCI members engaged directly with President Daniel Chopo of Mozambique to explore bilateral trade and investment opportunities.

The dialogue spotlighted incentives for Malawian businesses to expand into Mozambique, including streamlined company registration and investor-friendly policies.

The event also laid the groundwork for joint ventures in agriculture, manufacturing, and logistics, reinforcing MCCCI's leadership in regional economic diplomacy.



Monthly, Quarterly Economic & Business Reviews

MCCCI released its Economic and Business Reviews, offering members a deep dive into inflation trends, forex access, interest rates, and sector performance.

They highlighted risks such as high borrowing costs and supply chain disruptions, while also identifying growth areas in agriculture, mining, and tourism.

The reviews equip businesses with strategic insights to navigate Malawi's evolving economic landscape.



MCCCI Leads Mediation Efforts in Mzuzu to Address Vendor-Led Demonstrations

MCCCI convened a strategic mediation meeting at the Mzuzu City Council to address the recurring demonstrations staged by vendors and small-scale business operators in the city.

The session brought together critical stakeholders including Mzuzu City Council, Mbelwa District Council, the Ministry of Trade and Industry, the Malawi International Arbitration Centre, and vendor representatives with a shared goal to foster open dialogue and identify sustainable solutions to key challenges affecting the local business ecosystem.

Issues raised by the businesses included concerns about harassment at checkpoints, unfair taxation by MRA, excessive roadblocks, licensing of foreign traders in local sectors, illegal vending, unauthorized fee collection by traffic police, unstable prices of essential goods, sale of low-quality alcohol, and high loan interest rates and mobile money fees—all of which threaten fair trade and business growth.

The following interventions were agreed during the meeting:

- MCCCI compiled issues and engaged relevant authorities (MRA, MDF, CFTC, MBS, Ministry of Trade and Industry, Ministry of Homeland Security).
- MCCCI established a follow-up mechanism, including updates to the vendors on the progress of issues raised.
- MCCCI has been working with key stakeholders (Ministry of Trade, Mzuzu City Council, Vendors) in Mzuzu City to improve the business environment in the City.



MCCCI and ZNCC Forge Strategic Trade Alliance

Malawi Confederation of Chambers of Commerce and Industry and the Zimbabwe National Chamber of Commerce (ZNCC) signed a Memorandum of Understanding (MoU) aimed at accelerating bilateral trade, investment, and industrial development between Malawi and Zimbabwe.

Through this agreement, MCCCI and ZNCC will work together to facilitate regular exchanges of information on trade, technology, and investment opportunities.

They will also organize joint initiatives such as trade missions, exhibitions, forums, and study tours that connect enterprises across borders. A strong emphasis has been placed on promoting SME participation in cross-country ventures, with the aim of unlocking scalable opportunities and expanding access to regional markets. To ensure effective coordination and accountability, both Chambers will establish dedicated liaison offices to oversee the implementation of joint activities.

Meanwhile MCCCI intends to lead a trade mission to Zimbabwe to identify new business and investment opportunities for Malawian firms across key sectors, strengthen commercial ties and foster regional economic integration and facilitate peer learning through direct engagement with Zimbabwean enterprises and institutions.

MCCI:The Voice Of The Private Sector