



# THE 36<sup>TH</sup> MALAWI INTERNATIONAL TRADE FAIR



20<sup>th</sup> -28<sup>th</sup> May 2026



Blantyre - Malawi



[www.mCCI.org](http://www.mCCI.org)



## ABOUT MCCCI

The Malawi Confederation of Chambers of Commerce and Industry (MCCCI) is Malawi's premier private sector institution, established to champion the interests of businesses and drive sustainable economic growth. As a membership-based organization, MCCCI brings together enterprises across all sectors — from manufacturing and agriculture to services and trade — creating a unified voice for the private sector in Malawi.

### Our Role

- **Policy Advocacy:** MCCCI engages government and stakeholders to shape policies that foster a competitive business environment.
- **Trade Facilitation:** Through partnerships with regional and international bodies, MCCCI promotes market access and investment opportunities. It also organizes flagship events such as the Malawi International Trade Fair, offering visibility and connections for local and global investors.
- **Member Services:** We provide platforms for networking, training, and capacity building to strengthen enterprises of all sizes.

### Why MCCCI Matters

For over five decades, MCCCI has been at the forefront of private sector development, serving as a trusted bridge between business and government. Our commitment to transparency, accountability, and innovation makes MCCCI a strategic partner for investors seeking to tap into Malawi's growing economy.

## ABOUT THE 36TH MALAWI INTERNATIONAL TRADE FAIR

The Malawi Confederation of Chambers of Commerce and Industry (MCCCI) will host the 36th Malawi International Trade Fair (MITF), a prestigious event offers an unparalleled platform for businesses to showcase their products and services, explore new markets, and forge valuable partnerships.

This year, the exhibition will showcase various industries and sectors that exemplify the private sector. From manufacturing and technology to agriculture and value-added services, the 36th MITF will provide a platform for local and international delegates and exhibitors to connect, collaborate, and explore new business opportunities.

### Specific Objectives:

- Drive business collaboration and investment in Malawi.
- Generate tangible leads and partnership agreements.
- Strengthen the network of Malawian business captains and international investors beyond the fair.

## ABOUT HOST COUNTRY

Malawi is a land linked country covering approximately **118,500 square kilometres**. It is strategically positioned adjacent to large regional markets: **Mozambique** (approximately **31.26 million** people) to the east and southwest, **Tanzania** (approximately **59.73 million**) to the north and northeast, and **Zambia** (approximately **17 million**) to the west and northwest. Nearby markets include Zimbabwe (approximately **14.86 million**) and the **Democratic Republic of the Congo** (over **89.56 million**).

All of these countries are members of regional economic communities such as **SADC**, **AfCFTA** and **COMESA**, which permit duty free trade in manufactured goods provided exporters meet stipulated minimum local content requirements. Consequently, Malawi functions as a production hub that directly interfaces with three principal market fronts—collectively exceeding **100 million** consumers—and provides indirect access to additional markets (Zimbabwe and the DRC) within a two to twelve hour transit window.

The country is endowed with abundant natural resources and extensive scenic assets, including game reserves, mineral deposits, and sandy beaches along **Lake Malawi**. Lake Malawi is among the world's largest freshwater bodies and supports exceptional ichthyologic diversity, with more than **800** fish species recorded in a single lake.



# WHY INVEST IN MALAWI

- **Streamlined Investment Establishment Procedures**

Malawi operates the One-Stop Service Centre through Malawi Investment and Trade Center (MITC), where investors get all necessary investment-processing requirements under one roof in just under 10 days.

- **Liberalised Economy & Political Commitment**

Market-determined interest rates and floating exchange rate. Government Support towards private sector growth and development through reforms and strategic co-investments and turn-key projects.

- **Preferential Access to Markets**

Malawi is signatory to a number of multilateral and bilateral trade agreements as part of its trade policy. These provide preferential access to world markets under COMESA, SADC, EU and AGOA. Additionally, Malawi ratified the African Continental Free Trade Area agreement and is working towards positioning itself to fully benefit from this arrangement.

- **Untapped Investment Opportunities**

Malawi is a gold mine, flooded with untapped economic opportunities

waiting to be explored. Potential opportunities for investment abound, particularly in the following sectors: agriculture, energy, mining, manufacturing, infrastructure development/ICT, Tourism and finance.

- **Political Stability & Security**

Malawi has no history of civil war and has a vibrant democracy.

- **Competitive Labour Market**

Malawi prides itself on its large, highly educated, skilled, hardworking, trainable English speaking workforce trained within the country and in institutions around the world.

- **Investor-Friendly Climate**

Malawi offers an increasingly attractive destination for foreign investors, with competitive investors' tax incentives package. The country is party to investor protection agreements and is becoming the most competitive place to do business in the region.

- **Developing Infrastructure**

Malawi has seen tremendous infrastructure development in the last ten years in sectors such as transport, energy, property development and ICT.

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# INVESTMENT PROCEDURES IN MALAWI

## 1. Investment Certificate Application

All investors are required to obtain an Investment Certificate before they establish their business in Malawi. Prospective investors are required to put up investments of not less than **US\$ 50,000** as minimum investment capital to be able to obtain an investment certificate from the Malawi Investment and Trade Center (MITC). To obtain this certificate the following should be submitted to MITC:

- Investment Application Form
- Detailed Business Proposal /Plan
- Certificate of incorporation
- Copy of memorandum and articles of association
- Scanned/Photocopied Passport Personal Information pages of Shareholders. If the shareholder is another company provide the certificate of incorporation of the shareholding company
- Brief description of positions to be held by expatriates
- Project Brief (3-5 Paged Summary of Project which will be sent to the Environmental Affairs Department to determine whether project requires Environmental Impact Assessment Study)

The application fee for the certificate is **US \$200** (non-refundable) and issuance fee is **US\$ 800**. The application fee of **US\$200** is paid to MITC at the time that the application pack is being submitted. The issuance fee of **US\$ 800** is payable upon the approval and collection of the Investment Certificate. Payment is in US\$ Cash or equivalent Malawi Kwacha.

The Internal Approval Committee (IAC) hosted within MITC appraises the projects for approval or rejection. All applications submitted to MITC are processed by the committee. Issuance period of the certificate is **within 10 working days** upon submission of a complete application package.

Once the certificate is issued, MITC assists investors to get any additional licenses and permits that the investors might need to start their operations.

## **2. Business residence permit (BRP)**

Once an investor obtains an investment certificate, they are required to get a Business Resident Permit (BRP) that allows him/her to stay in the country to carry out his/her business operations. The following documents should be submitted in duplicates for the application for BRP:

- Fully completed application forms
- Passport size photographs
- Business Registration Certificate/ Certificate of Incorporation/Memorandum and
- Articles of Association
- A police clearance report from country of origin
- Business plan/profile
- Bank statement with not less than US\$50,000
- The Bank Statement must be from a Malawian Bank
- The US\$50,000 needs to have been transferred into this account from outside the country
- The Bank account should be a Business Account registered in the name of the business entity
- It is recommended that the Bank Account should be a Foreign Currency
- Denominated Account (optional)
- MITC Investment Certificate
- A covering letter from the applicant
- Passport copy
- The investor is required to pay a non-refundable processing fee of US\$100 and issuance fee of US\$7,500.

The application is then submitted to MITC and then forwarded to Department of Immigration with a recommendation for consideration. The process from submission of all documentation and endorsement in passport takes no more than 10 days.



### **3. Temporary Employment Permit (TEP)**

For all key and time posts there is need to obtain Temporary Employment Permits. The key post permits are valid for 2 years and renewable whilst time post can be renewed up to three times. The following documents have to be submitted in duplicates to MITC:

- Fully completed application form
- Covering letter from the employer
- Certified copies of educational certificates
- Certified copies of professional certificates
- Evidence that the post was advertised in the local press and CVs of the local Malawians who took part in the interview for Time positions
- A letter of no objection from the previous employer in case the applicant changes jobs within Malawi
- 2 passport size photographs of the applicant
- Proof of arrangement of understudy
- Thumb print
- Registration certificates and certificate of incorporation of the employer
- Medical report from Malawian Public hospitals
- Original police clearance letter from country of origin
- All those on time posts need to have an understudy who has to take over the post. This has to be done after 6 years because TEPs cannot be renewed for more than 6 years.
- The investor is required to pay a non-refundable processing fee of US\$100 and issuance fee of US\$2,000.
- The applications are then submitted to MITC and then forwarded to Department of Immigration with a recommendation for approval. The process from submission of all documentation and endorsement in passport takes no more than 5 days.

## MARKET ACCESS IN MALAWI

Malawi is party to a number of regional and international trade agreements that has proved to be enormous benefits to new and existing investors:

### **1. African Continental Free Trade Area-AfCFTA**

The AfCFTA is a bigger market linking 55 countries in 8 Regional Economic Communities (RECs) with a total population of 1.3 billion people and a combined GDP of US\$ 3.4 trillion. The AfCFTA is transforming the Africa economic landscape with anticipation to boost intra-African trade.

### **2. Southern Africa Development Committee-SADC**

An association of 14 southern African states whose objective is to sustain regional collaboration in order to promote economic growth and improve general conditions.

### **3. Common Market for Eastern and Southern Africa- COMESA**

COMESA represents 20 countries and aims to promote cooperation between the member states in all areas of economic activity.

### **4. African Growth Opportunity Act-AGOA**

Duty and quota free access to USA market for more than 6500 products. Malawi is also a member of the United Nations.

Other international links include:

- African Development Bank
- African union
- International Monetary Fund IMF
- World Bank
- International Trade Centre
- World Trade Organization
- International Labor Organization
- The Commonwealth

## PROGRAMME

Join us for an enriching experience at the 36th MITF and discover the program highlights:

### **Wednesday 20th May – Golf for Business Captains and Foreign Investors**

**Venue:** Blantyre Sports Club

**Time:** 08.30am – 04.00pm

#### **Event Highlights:**

1. Tee Off at 08.30am
2. Networking evening during prize presentation ceremony with short "elevator pitch" slots and MCCCI message on the forthcoming MITF events

### **Thursday 21 May – MITF Launch and Pavilion Tour**

**Venue:** Malawi Trade Fair Grounds, Blantyre

**Time:** 9 am – 12 Noon

#### **Event Highlights:**

1. 08:00am Trade Parade from Trade Fair Grounds to NBS Round About at QECH and back
2. 09:30am official Opening
3. Guided walk through of national and international pavilions

### **Friday 22 May – “Business Forum: B2B Matchmaking”**

**Venue:** Sunbird Mount Soche

**Time:** 09:00am – 04:00 pm

#### **Event Highlights:**

1. 9:00am – Opening keynote (MCCCI president)
2. 9:30am – Panel: “Why partner with Malawian businesses?” – moderated by a local business leader
3. 10:30am – Pre scheduled B2B meetings (30 minute slots, facilitated by a matchmaking platform)
4. 12:30pm – Lunch
5. 2:00pm – “Pitch Your Idea” session – selected Malawian SMEs present 5 minute proposals
6. 4:00pm – Closing remarks and next steps briefing

## **Saturday 23 May**

### **1. Aerobics & Health Day**

**Trade Fair Grounds – 6am 7am** (Aerobics)

### **2. Farmers' Market & Family Day**

**Trade Fair Grounds – 8am 5pm**

Local produce, artisanal stalls, food stalls, live music, kids and family activities.

### **3. Monday 25 May – School Career Day (Secondary)**

**Trade Fair Grounds – 9am - 3pm**

Hosted jointly by private and public universities; career booths, talks.

### **4. Tuesday 26 May and Wednesday 27 May – Primary School Days**

**Trade Fair Grounds – 9am 3pm**

Interactive sessions with manufacturing industries, fun science demos

### **5. Thursday 28 May – Tourism Carnival**

**Trade Fair Grounds – 10am - 6pm**

Cultural performances, regional cuisine, tourism sector exhibitions, prize draws.

Headliner performance to mark the end of the fair

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### **To secure your exhibition space, please contact us at:**

**Email:** [lpete@mccci.org](mailto:lpete@mccci.org)

**Phone:** 265 888 361 132

**Website:** [www.mccci@mccci.org](http://www.mccci@mccci.org)

We look forward to your participation in making the 36th Malawi International Trade Fair a grand success. Together, let's create new opportunities for growth and collaboration.

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