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Malawi, an extension of the Great Rift Valley, is a landlocked country in south-eastern Africa that gained its independence in 1964. The country’s single major natural resource, agricultural land is under severe pressure from rapid population growth, although the government’s programme of fertilizer subsidies has dramatically boosted output in recent years, making Malawi a net food exporter. Malawi has highly concentrated exports and the country’s heavy reliance on tobacco places a burden on the economy as world prices decline and the international community increases pressure to limit tobacco production.

ITC is committed to coordinating closely with other development partners to support Malawi’s export-led growth in the country through its projects such as, Malawi: Improved Trade Statistics and Information System and Trade promotion, and Trade promotion and value addition for African cotton. In 2012, ITC published Malawi: Company Perspectives – An ITC Series on Non-Tariff Measures.
## 2. People and Economy
### 2.1 People

| Total population (growth rates per annum) | 14,138,207 in 2012 with growth rates of 3.0% p.a during 2008-2012 |
| Population density (people per sq. km of land area) | 150 in 2012 |
| Female population | 50.0% in 2012 |
| Population below 15 years of age | 45.4% in 2008; 46.0% in 2012 |
| Urban population | 15.3% in 2012 |
| Population living below $1.25 a day at purchasing power parity (PPP) | N.A |
| Ranking in the Human Development Index (HDI) | 170 out of 186 in 2012 |

### Health
- Life expectancy at birth (years) (54); Mortality rate, under-5 (per thousand live births) (71) in 2012

### Education
- Education index - expected and mean years of schooling (rank) (157 out of 191) in 2012

### Income level
- GNI per capita in PPP terms (constant 2005 international $) ( ) in 2012

### Inequality
- Inequality-adjusted HDI (rank) (112 out of 191) in 2012

### Poverty
- Multidimensional Poverty Index (rank) (21 out of 191) in 2012

### Gender
- Gender inequality index (rank) (25 out of 191) in 2012

### Sustainability
- Adjusted net savings (% of GNI) (n.a) in 2012

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Source: United Nations Development Programme Human Development Indicators

Note: The Human Development Index measures the overall development of a nation and ranges from 0 (low level of development) to 1 (highest level of development). The United Nations Development Programme (http://hdr.undp.org) provides a detailed explanation. ITC Regional group refers to ITC definition.
2.2 Economy

<table>
<thead>
<tr>
<th>Sector added value</th>
<th>2004</th>
<th>2008</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>US $</td>
<td>%GDP</td>
<td>US $</td>
</tr>
<tr>
<td>Agriculture</td>
<td>832</td>
<td>34.6</td>
<td>1,195</td>
</tr>
<tr>
<td>Industry</td>
<td>419</td>
<td>17.4</td>
<td>746</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>240</td>
<td>10</td>
<td>494</td>
</tr>
<tr>
<td>Services</td>
<td>1,151</td>
<td>47.9</td>
<td>1,956</td>
</tr>
</tbody>
</table>

Source: World Bank World Development Indicators (WDI)

Note: Added value is US$ terms are expressed in million, GDP US$, and "6,976 to be read 6’976"
Aid Dependency (Official Development Assistance/Gross National Income)

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI. Regional group refers to ITC definition

<table>
<thead>
<tr>
<th>Remittances as a Share of GDP</th>
<th>2004</th>
<th>2008</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Remittance ($ millions)</td>
<td>N.A</td>
<td>17</td>
<td>N.A</td>
</tr>
<tr>
<td>Remittance (% GDP)</td>
<td>N.A</td>
<td>39</td>
<td>N.A</td>
</tr>
</tbody>
</table>

Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on World Bank WDI, IMF BOP statistics, and "6,976 to be read 6'976"
3. Trade Performance

3.1 General Trade Performance

3.1.1 Evolution of Trade Ratio to GDP - Goods

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3.1.2 Evolution of Trade Ratio to GDP - Services

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3.1.3 Evolution of Total Trade

Evolution of the total import and export of goods of Malawi

- **2013**: Import 2,823, Export 1,194
- **2012**: Import 2,460, Export 1,218
- **2011**: Import 2,427, Export 1,425
- **2010**: Import 2,172, Export 1,066
- **2009**: Import 2,021, Export 1,188

3.1.4 Trade Map

List of importing markets for a product exported by Malawi in 2013
Product: TOTAL - All products

[Map showing the distribution of product imports by country]
3.1.5 Export and Import by Leading Destination - Export

3.1.6 Export and Import by Leading Destination - Import
3.1.7 Evolution of Exports and Imports by Destination - Export

Malawi’s exports by region of destination

Source: ITC Trade Map.
Note: OPEC includes: Iraq, Iran, Nigeria, Venezuela, Angola, Indonesia, and others.

3.1.8 Evolution of Exports and Imports by Destination - Import

Malawi’s imports by region of origin

Source: ITC Trade Map.
Note: OPEC includes: Iraq, Iran, Nigeria, Venezuela, Angola, Indonesia, and others.
3.1.9 Total Export Growth

Source: ITC, calculations based on ITC’s Trade Competitiveness Map data.
Note: Graph shows decomposition of the country’s export growth in value terms by diversification pattern over the indicated period.

3.1.10 Marginal Export Growth

Source: ITC, calculations based on ITC’s Trade Competitiveness Map data.
Note: Graph shows decomposition of the country’s export growth in value by structural driving effects over the indicated period. Values are in US$ thousands.
3.1.11 Composition of Trade in Services - Export

3.1.12 Composition of Trade in Services - Import
3.1.13 Evolution of FDI

![Graph showing the evolution of FDI inflow in Malawi as a % of GDP from 2002 to 2013.](image)

Source: ITC based on World Bank data.
### 3.2 Sector Trade Performance

#### 3.2.1 Sectoral Diversification in Products - Export

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average share of sector in country’s exports (2000-2013)</th>
<th>Share of top 3 detailed products (HS6) in sector’s exports</th>
<th>Sector’s leading exported product HS6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresh food</td>
<td>72.2 %</td>
<td>62.9 %</td>
<td>Tobacco, unmanufactured, partly or wholly stripped or unplanned</td>
</tr>
<tr>
<td>Processed food</td>
<td>9.6 %</td>
<td>94.3 %</td>
<td>Raw sugar, cane</td>
</tr>
<tr>
<td>Minerals</td>
<td>8.8 %</td>
<td>93.9 %</td>
<td>Uranium ores and concentrates</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>2.3 %</td>
<td>78.5 %</td>
<td>Sacks and bags (including covers) of polymers of ethylene and propylene</td>
</tr>
<tr>
<td>Wood products</td>
<td>1.4 %</td>
<td>82.9 %</td>
<td>Lumber, non-coniferous</td>
</tr>
<tr>
<td>Clothing</td>
<td>1.3 %</td>
<td>53.4 %</td>
<td>Women’s geblues and slacks, other textile material knitted</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>1.0 %</td>
<td>45.9 %</td>
<td>Tempering machines and road rollers, self-propelled</td>
</tr>
<tr>
<td>Chemicals</td>
<td>1.0 %</td>
<td>61.1 %</td>
<td>Lead sheets, as, or stainless, not</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>0.4 %</td>
<td>67.8 %</td>
<td>Lead rods, as, or stainless, new</td>
</tr>
<tr>
<td>Textiles</td>
<td>0.2 %</td>
<td>60.8 %</td>
<td>Piece woven cotton fabric, &gt;=85%, not more than 100 g, unbleached</td>
</tr>
<tr>
<td>IT &amp; consumer electronics</td>
<td>0.1 %</td>
<td>37.4 %</td>
<td>Parts and accessories of calculating &amp; accounting machines, etc.</td>
</tr>
<tr>
<td>Electronic components</td>
<td>0.1 %</td>
<td>43.9 %</td>
<td>Electrical machines and apparatus, having individual functions, n.e.s.</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>0.9 %</td>
<td>95.9 %</td>
<td>Worn clothing and other worn articles</td>
</tr>
<tr>
<td>Leather products</td>
<td>0.9 %</td>
<td>62.5 %</td>
<td>Footwear, outer soles/uppers of rubber or plastics, new</td>
</tr>
</tbody>
</table>

*Note: ITC Trade Compendium Map*

### 3.2.2 Sectoral Diversification in Products - Import

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average share of sector in country’s imports (2000-2013)</th>
<th>Share of top 3 detailed products (HS6) in sector’s imports</th>
<th>Sector’s leading imported product HS6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chemicals</td>
<td>27.4 %</td>
<td>36.6 %</td>
<td>Unwound in aqueous solution in packages weighing no more than 10 kg</td>
</tr>
<tr>
<td>Minerals</td>
<td>12.1 %</td>
<td>92.7 %</td>
<td>Light petroleum oils and preparations</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>9.9 %</td>
<td>33.2 %</td>
<td>Cement clinkers</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>8.2 %</td>
<td>13.4 %</td>
<td>Machining fluid used for metalworking, not more than 1000 cc</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>7.6 %</td>
<td>27.4 %</td>
<td>Automobiles with reciprocating piston engine displacement &gt; 1000 cc</td>
</tr>
<tr>
<td>Fresh food</td>
<td>7.1 %</td>
<td>69.4 %</td>
<td>Tobacco, unmanufactured, not stemmed or stripped</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>6.5 %</td>
<td>44.2 %</td>
<td>Unused postage stamps, cheques, forms, banknotes, bond certificates</td>
</tr>
<tr>
<td>Processed food</td>
<td>5.3 %</td>
<td>29.6 %</td>
<td>Mixtures of odourless substances for the food or drink industries</td>
</tr>
<tr>
<td>IT &amp; consumer electronics</td>
<td>3.6 %</td>
<td>54.8 %</td>
<td>Machines for the reception, conversion and transmission of reproduction</td>
</tr>
<tr>
<td>Electronic components</td>
<td>3.5 %</td>
<td>17.1 %</td>
<td>Printed textiles</td>
</tr>
<tr>
<td>Wood products</td>
<td>2.4 %</td>
<td>38.6 %</td>
<td>Carpentry, boxes and cases, of corrugated paper or paper</td>
</tr>
<tr>
<td>Textiles</td>
<td>2.2 %</td>
<td>24.9 %</td>
<td>Woven fabrics, containing &gt;65% of polyester staple fibres, &gt;90 mm</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>1.1 %</td>
<td>99.6 %</td>
<td>Worn clothing and other worn articles</td>
</tr>
<tr>
<td>Clothing</td>
<td>0.8 %</td>
<td>27.4 %</td>
<td>Footwear, n.e.s.</td>
</tr>
<tr>
<td>Leather products</td>
<td>0.5 %</td>
<td>45.6 %</td>
<td>Footwear, n.e.s.</td>
</tr>
</tbody>
</table>

*Note: ITC Trade Compendium Map*

*For a list of related notes and abbreviations, please refer to the ITC Trade Compendium Map.*
### 3.2.3 Sectoral Diversification in Destinations - Export

<table>
<thead>
<tr>
<th>Sector</th>
<th>Sector's import growth in value (% p.a) 2009-2013</th>
<th>Share of top 3 supplying countries in sector's imports</th>
<th>List of the top 3 supplying countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals</td>
<td>88.5 %</td>
<td>2009: Canada; United Republic of Tanzania; South Africa; 2013: Canada; Mozambique</td>
<td>Canada; United Republic of Tanzania; South Africa; China</td>
</tr>
<tr>
<td>Electronic components</td>
<td>29.5 %</td>
<td>2009: South Africa; Zimbabwe; Kenya; Zambia; 2013: South Africa; Zimbabwe; Mozambique</td>
<td>South Africa; Zimbabwe; Mozambique</td>
</tr>
<tr>
<td>Wored products</td>
<td>13.6 %</td>
<td>2009: South Africa; Kenya; Belarus; 2013: South Africa; Zimbabwe</td>
<td>South Africa; Zimbabwe; Mozambique</td>
</tr>
<tr>
<td>Processed food</td>
<td>14.3 %</td>
<td>2009: Portugal; Zimbabwe; United Kingdom; 2013: Portugal; United Kingdom; United States of America</td>
<td>Portugal; Zimbabwe; United Kingdom</td>
</tr>
<tr>
<td>Leather products</td>
<td>13.7 %</td>
<td>2009: Zimbabwe; Mozambique; Zimbabwe; 2013: Zimbabwe; Mozambique</td>
<td>Zimbabwe; Mozambique; Zimbabwe</td>
</tr>
<tr>
<td>Chemicals</td>
<td>16.5 %</td>
<td>2009: Mozambique; Uganda; United Republic of Tanzania; 2013: Mozambique; Zimbabwe</td>
<td>Mozambique; Uganda; United Republic of Tanzania</td>
</tr>
<tr>
<td>Miscellaneous manufacturing</td>
<td>2.4 %</td>
<td>2009: Mozambique; Zimbabwe; Zimbabwe; 2013: Mozambique; Zimbabwe</td>
<td>Mozambique; Zimbabwe; Zimbabwe</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>6.8 %</td>
<td>2009: South Africa; Zimbabwe; 2013: South Africa; Zimbabwe; United Arab Emirates</td>
<td>South Africa; Zimbabwe; United Arab Emirates</td>
</tr>
<tr>
<td>Fresh food</td>
<td>4.4 %</td>
<td>2009: Belgium; South Africa; Egypt; 2013: Belgium; South Africa</td>
<td>Belgium; Egypt; South Africa</td>
</tr>
<tr>
<td>Textiles</td>
<td>5.9 %</td>
<td>2009: Zimbabwe; United Kingdom; Zimbabwe; 2013: United Kingdom; Zimbabwe</td>
<td>Zimbabwe; United Kingdom; Zimbabwe</td>
</tr>
<tr>
<td>Transport equipment</td>
<td>-13.4 %</td>
<td>2009: South Africa; Mozambique; Zimbabwe; 2013: South Africa; Zimbabwe</td>
<td>South Africa; Mozambique; Zimbabwe</td>
</tr>
<tr>
<td>IT &amp; consumer electronics</td>
<td>-17.7 %</td>
<td>2009: United Kingdom; United States of America; 2013: Germany; South Africa</td>
<td>United Kingdom; United States of America; Germany</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>-22.7 %</td>
<td>2009: Democratic Republic of the Congo; Mozambique; Zimbabwe; 2013: Democratic Republic of the Congo; Mozambique</td>
<td>Democratic Republic of the Congo; Mozambique; Zimbabwe</td>
</tr>
<tr>
<td>Clothing</td>
<td>-22.9 %</td>
<td>2009: United States of America; 2013: United States of America; 2013: United States of America</td>
<td>United States of America; United States of America; United States of America</td>
</tr>
<tr>
<td>Unclassified products</td>
<td>-28.2 %</td>
<td>2009: Mozambique; United States of America; 2013: Mozambique; South Africa</td>
<td>Mozambique; United States of America; Mozambique</td>
</tr>
</tbody>
</table>

Source: ITC Trade Competitiveness Map.

### 3.2.4 Sectoral Diversification in Destinations - Import

<table>
<thead>
<tr>
<th>Sector</th>
<th>Sector's import growth in value (% p.a) 2009-2013</th>
<th>Share of top 3 supplying countries in sector's imports</th>
<th>List of the top 3 supplying countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unclassified products</td>
<td>19.2 %</td>
<td>2009: Canada; Denmark; Pakistan; 2013: Canada; Pakistan; China</td>
<td>Canada; Denmark; Pakistan</td>
</tr>
<tr>
<td>Minerals</td>
<td>18.3 %</td>
<td>2009: Mozambique; United Republic of Tanzania; South Africa; 2013: Mozambique; South Africa; United Arab Emirates</td>
<td>Mozambique; United Republic of Tanzania; South Africa</td>
</tr>
<tr>
<td>Chemicals</td>
<td>15.4 %</td>
<td>2009: South Africa; Mozambique; France; 2013: South Africa; United Arab Emirates</td>
<td>South Africa; Mozambique; France</td>
</tr>
<tr>
<td>Basic manufactures</td>
<td>9.7 %</td>
<td>2009: South Africa; China; Zimbabwe; 2013: South Africa; China; Zimbabwe</td>
<td>South Africa; China; Zimbabwe</td>
</tr>
<tr>
<td>Electronic components</td>
<td>9.4 %</td>
<td>2009: South Africa; China; United Arab Emirates; 2013: South Africa; China; Japan</td>
<td>South Africa; China; United Arab Emirates</td>
</tr>
<tr>
<td>Fresh food</td>
<td>9.1 %</td>
<td>2009: Zambia; Mozambique; United States of America; 2013: Zambia; Australia; Russian Federation</td>
<td>Zambia; Mozambique; United States of America</td>
</tr>
<tr>
<td>Non-electronic machinery</td>
<td>7.6 %</td>
<td>2009: South Africa; India; 2013: South Africa; China</td>
<td>South Africa; India; China</td>
</tr>
<tr>
<td>Leather products</td>
<td>6.7 %</td>
<td>2009: South Africa; United Arab Emirates; 2013: China; South Africa</td>
<td>South Africa; United Arab Emirates</td>
</tr>
<tr>
<td>Clothing</td>
<td>3.9 %</td>
<td>2009: China; South Africa; Hong Kong; 2013: China; South Africa</td>
<td>China; South Africa; Hong Kong</td>
</tr>
</tbody>
</table>

Source: ITC Trade Competitiveness Map.
3.2.5 Sectors by World Demand - Export

3.2.6 Sectors by World Demand - Import
3.2.7 Trade Performance Index

The figure displayed on the bars correspond to the country's global rankings among other countries that export the same category of products. The current index and change in market share index are the world country ranking for the sector under review. Only sectors with more than USD1 million export are considered.

Source: ITC Trade Competitiveness Map
## 4. Trade Strategy and Policy
### 4.1 Trade and Development Strategies

<table>
<thead>
<tr>
<th>Year</th>
<th>Strategy name</th>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>COMESA Cotton-to-Clothing Value Chain Strategy</td>
<td>Cotton, Garment Industry, Textile Industry</td>
</tr>
<tr>
<td></td>
<td>The strategy is an update of the 2009 COMESA Regional Strategy for...</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>COMESA Leather Strategy</td>
<td>Leather Industry, Leather</td>
</tr>
<tr>
<td></td>
<td>The strategy envisages transforming the leather value-chain into a lead contributor to...</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>Southern Africa ADB Regional Integration Strategy Paper</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The document provides an overview of the current political, economic and social...</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>UNDAF Malawi 2012-2016</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The United Nations Development Assistance Framework (UNDAF) 2012-2016 builds on the Malawi...</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>Malawi Growth and Development Strategy</td>
<td>Tea, Tobacco, Sugar Industry, Cotton, Wheat</td>
</tr>
<tr>
<td></td>
<td>The document provides an overview of Malawi's macroeconomic framework and it outlines...</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td>Diagnostic Trade Integration Study - Malawi</td>
<td>Tobacco, Tea, Sugar Industry, Cotton, Groundnuts, Paprika, Textile Industry, Apparel and Clothing, Tourism</td>
</tr>
<tr>
<td></td>
<td>The Diagnostic Trade Integration Study (DTIS) outlines the close historical tie between...</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The strategy aims to foster economic growth identifying key sectoral and cross-sectoral...</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td>Malawi National Strategy for Sustainable Development</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The National Strategy for Sustainable Development of Malawi is aligned with the...</td>
<td></td>
</tr>
<tr>
<td>1998</td>
<td>Malawi Vision 2020</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The Malawi Vision 2020 envisages transforming the country by 2020 into &quot;a...</td>
<td></td>
</tr>
</tbody>
</table>
4.2 Domestic and Foreign Market Access

Overview: Trade Policy and Business Environment

The Republic of Malawi is classified as a low-income country. Malawi was ranked 85th out of 132 countries in the World Economic Forum (WEF) Enabling Trade Index (2012), which measures institutions, policies and services to facilitate trade in countries. Malawi has implemented key trade policy reforms since the new government came to power in 2012 that have helped to improve macroeconomic health and revive the economy. This has included encouraging the FDI, addressing imbalances and market distortions, providing for a stable government tax revenue base and promoting inclusive growth. However, the country’s economy continues to be narrow based with agriculture and tobacco the mainstays of the economy, accounting for 60 per cent of export earnings, highlighting the need for diversification. Malawi has a plentiful base of natural resources that remain relatively unexploited, especially with regards to minerals which have the potential to transform the economy going forward (African Development Bank 2013 & 2012).

WEF, 2012, Global Enabling Trade Report

<table>
<thead>
<tr>
<th>INDICATOR, UNITS</th>
<th>RANK/132</th>
<th>SCORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Market Access The pillar assesses the level and complexity of a country’s tariff protection as a result of its trade policy. This component includes the effective trade-weighted average tariff applied by a country, the share of goods imported duty free and the complexity of the tariff regime, measured through tariff variance, the prevalence of tariff peaks and specific tariffs, and the number of distinct tariffs.</td>
<td>45</td>
<td>4.90</td>
</tr>
<tr>
<td>Foreign Market Access The pillar assesses tariff barriers faced by a country’s exporters in destination markets. It includes the average tariffs faced by the country as well as the margin of preference in destination markets negotiated through bilateral or regional trade agreements or granted in the form of trade preferences.</td>
<td>11</td>
<td>4.08</td>
</tr>
<tr>
<td>Tariff rate (%) This indicator is calculated as a trade-weighted average of all the applied tariff rates, including preferential rates that a country applies to the rest of the world. The weights are the trade patterns of the importing country’s reference group (2012 data). An applied tariff is a customs duty that is levied on imports of merchandise goods.</td>
<td>101</td>
<td>9.68</td>
</tr>
<tr>
<td>Complexity of tariffs, index 1-7 (best) This indicator is calculated as the average of the following indicators: Tariff dispersion, Specific tariffs and Number of distinct tariffs. See description of each individual indicator for more details. Prior to averaging, values for each indicator were transformed to a 1–7 score, using the min-max method.</td>
<td>39</td>
<td>6.47</td>
</tr>
<tr>
<td>Tariffs dispersion (standard deviation) This indicator reflects differences in tariffs across product categories in a country’s tariff structure. The variance is calculated across all the tariffs on imported merchandise goods, at the 6-digit level of the Harmonized Schedule.</td>
<td>110</td>
<td>12.00</td>
</tr>
<tr>
<td>Tariffs peaks (%) This indicator is the ratio of the number of tariff lines exceeding three times the average domestic tariff (across all products) to the MFN (most-favoured nation) tariff schedule. The tariff schedule is equal to the total number of tariff lines for each country. These tariffs are revised on a yearly basis.</td>
<td>27</td>
<td>0.09</td>
</tr>
<tr>
<td>Specific tariffs (%) This indicator is the ratio of the number of Harmonized System (HS) tariff lines, with at least one specific tariff, to the total number of HS tariff lines. A specific tariff is a tariff rate charged on fixed amount per quantity (as opposed to ad valorem)</td>
<td>1</td>
<td>0.00</td>
</tr>
<tr>
<td>Number of distinct tariffs This indicator reflects the number of distinct tariff rates applied by a country to its imports across all sectors.</td>
<td>35</td>
<td>9.00</td>
</tr>
<tr>
<td>Share of duty-free imports (%) Share of trade, excluding petroleum, that is imported free of tariff duties, taking into account MFN tariffs and preferential agreements. Tariff data is from 2013 or most recent year available and imports data is from 2012</td>
<td>36</td>
<td>68.23</td>
</tr>
<tr>
<td>Tariffs faced (%) This indicator is calculated as the trade-weighted average of the applied tariff rates, including preferential rates that the rest of the world applies to each country. The weights are the trade patterns of the importing country’s reference group (2012 data). A tariff is a customs duty that is levied by the destination country on imports of merchandise goods</td>
<td>31</td>
<td>5.14</td>
</tr>
<tr>
<td>Index of margin of preference in destination markets, 0-100 (best) This indicator measures the percentage by which particular imports from one country are subject to lower tariffs than the MFN rate. It is calculated as the average of two components: 1) the trade-weighted average difference between the MFN tariff and the most advantageous preferential duty (advantage score), and 2) the ratio of the advantage score to the trade-weighted average MFN tariff level. This allows capturing both the absolute and the relative margin of preference.</td>
<td>4</td>
<td>67.61</td>
</tr>
</tbody>
</table>
Trade Policy and Market Access

Malawi has been a member of the WTO since 1995. The Malawian economy is open to trade and investment and imposes no restrictions on foreign ownership, size of investment, source of funds, or the destination of the final product. The average MFN applied tariff in 2012 was 12.7 per cent with agricultural imports facing higher average rate (18 per cent) and non-agricultural imports facing slightly lower average rate (12 per cent). Malawi is a member of the regional trade agreements including the Common Market for Eastern and Southern Africa (COMESA) and Southern African Development Community (SADC). It has aligned its common external tariffs with COMESA requirements and generally applies no customs duties to imports from COMESA countries. The country has other preferential trade arrangements in place such as African Growth and Opportunity Act which allows Malawian textiles and apparel for duty and quota free market access to the United States, and Everything-But-Arms Initiative which is especially beneficial to Malawian exports of tobacco, followed by sugar and tea, duty and quota free into the EU.

African Economic Outlook, 2012, Malawi Country Profile
WTO, 2012, Tariff Profile (Malawi)
WEF, 2012, Global Enabling Trade Report
WTO, 2010, Trade Policy Review (Malawi)

Standard Compliance and Other Relevant Import/Export Restrictions

The Malawi Bureau of Standards (MBS) is responsible for standards development and conformity assessment. Both the formulation procedure for national standards and sanitary and phytosanitary (SPS) requirements have not much changed since 2002. This is with an exception that the Ministry of Agriculture developed an agricultural sector-wide approach, implemented from 2008 to 2013. With respect to the issue of technical barrier to trade, most standards and technical specifications are based on international norms or those of South Africa. With respect to SPS issue, Malawi is participating in initiatives to harmonize SPS measures with SADC members and to adapt its National SPS Committee in accordance with SADC requirements. The lack of testing equipment and testing facility, particularly accredited laboratories has been an obstacle to Malawi. It led only some mandatory standards to be implemented through conformity assessment and certification procedures and made it difficult to test products for import and export.

WTO, 2010, Trade Policy Review (Malawi)
WHO, 2012, Country Profile (Malawi)
4.3 Trade Facilitation

According to the World Bank Logistics Performance Index (LPI) (2012) which measures countries’ trade logistics efficiency, Malawi is ranked 73rd out of 155 countries with all scores above the averages of the low income and Sub-Saharan Africa countries. On the one land, Malawi performs especially well in terms of international shipments and timelines. According to the World Bank Doing Business Report (2013), exporting one standard container of goods costs USD 2,175, while importing the same container costs USD 2,870. These figures mean that Malawi conducts lower priced trade than other African landlocked countries such as Uganda and Rwanda. On the other hand, tracking and tracing and customs remain the least developed logistics features. As is clear from the LPI, Malawi has significantly improved in all areas of logistics measured by the World Bank from 2007, with the most striking improvement in infrastructure. The country continued to improve trade facilitation legislation in 2013 by improving customs clearance procedures and transport links between the port of Beira in Mozambique and Blantyre in Malawi. This is in line with Malawi’s work to improve customs procedures with the use of UNCTAD’s Automated System for Customs Data (ASYCUDA), whilst pre-shipment inspection was abolished in 2007 and as per the Malawian authorities, customs procedures are in line with WTO requirements.

World Bank, 2012, Logistics Performance Index (LPI)

Logistics Performance Index (LPI): Country Comparison

Source: World Bank, Logistics Performance Index (LPI)

Note: World Bank, 2012
Logistics Performance Index – Evolution

Source: World Bank, Logistics Performance Index (LPI)

Note: World Bank, 2012
4.4 Business and Regulatory Environment

The World Bank Doing Business Report (2013) ranked Malawi 171st out of 189 economies, which is a fall of 10 places on the previous year ranking. Malawi’s lower rank than the regional average in Doing Business Report is at odds with its higher LPI index than the average. This is because some progress have been made in logistics whereas new, more regressive policies have been undertaken in areas such as dealing with construction permits and paying taxes. Among its 10 categories, Malawi performs relatively well in terms of registering property and protecting investors, yet in all other areas Malawi performs unfavourably. The public sector is not only the largest employer but also the biggest hurdle in Malawian economy. Parastatals and state owned enterprises are main players in the energy, water, and agriculture sectors, but at the same time, the slow, costly and inconsistent regulatory framework hampers vibrancy in the private sector. Moreover, Malawi is open to foreign and domestic investment, receiving equal treatment and not being subjected to state screening except for environmental, health, and national security concerns. The efforts to improve the investment environment have been pursued with new legislation coming into force since 2012. However, such efforts have been limited by factors such as high transportation costs, poor power and water supply, complex bureaucracy and a lack of skilled labour. Significant preferential treatment for Malawian investors still remains, for instance foreign nationals may have a maximum ownership level of 49 per cent in formerly state owned firms (Bertelsmann Siftung 2014; U.S. Department of State 2013; World Bank 2013).

Source: Bertelsmann Stiftung, 2014, Country Report (Malawi)
U.S. Department of State, 2013, Investment Climate Statement (Malawi)
World Bank, 2013, Doing Business 2014 (Malawi)
WTO, 2010, Trade Policy Review (Malawi)

The Business Environment: Doing Business

Source: World Bank, Doing Business

Multilateral Trade Instruments

Source: ITC by country - Malawi
Abstract

The Trade Treaties Map tool is a web-based system on multilateral trade treaties and instruments designed to assist trade support institutions (TSIs) and policymakers in optimizing their country’s legal framework on international trade.

<table>
<thead>
<tr>
<th>Instrument ratified</th>
<th>83 / 266 instruments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratification rate</td>
<td>31.2%</td>
</tr>
<tr>
<td>Weighted score</td>
<td>41.7/100</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Ratification Rate Rank</th>
<th>Weighted Score Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>In World: 131 / 193</td>
<td>126 / 193</td>
</tr>
<tr>
<td>In Region: Sub-Saharan Africa 21 / 47</td>
<td>19 / 47</td>
</tr>
<tr>
<td>In Development level: Least developed country 15 / 48</td>
<td>14 / 48</td>
</tr>
</tbody>
</table>

Graph

Presents a visual illustration breaking down a country’s ratification level according to various categories and compares it to the world average.

Instruments ratified

Click here for a full list and more details about these multi-lateral trade instruments.
4.5 Infrastructure

The WEF Global Competitiveness Report (2013) ranked Malawi’s infrastructure 136th out of 148 countries. On the one hand, the quality of railroads and roads are the country’s highest ranked indicators. It reflects modest policy success of having moved to liberalize ownership of the country’s road (under COMESA initiatives) and railroad networks in an effort to increase competition within and between modes of transport since 1999. Now, questions remain over operational performance of private companies operating in these sectors. On the other hand, mobile phone subscriptions, fixed telephones and quality of electricity supply were unfavourable. One of the key constraints to growth is electricity supply shortfalls with frequent outages, which have been identified as major deterrents to potential investors and existing local industry. There has been a lack of new regulation in the telecommunications services industry since the 1998 Communications Act. Progress has been made solely in the area of ITC with the introduction of a National ITC Policy in 2013 aiming to ‘mainstream ICT, build public-private partnerships and promote the further utilization of ITC in rural and urban communities’. With regards to financial services, the regulatory environment is fragmented with non-bank financial services being under-regulated. In an effort to tackle this deficiency, in 2012 the government introduced new legislation allowing the creation of a private credit bureau and new, clearer rules with regards to insolvency (Malawi Government 2011; WEF 2013; WTO 2010).

WTO, 2010, Trade Policy Review (Malawi)

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
<th>Rank/148</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of overall infrastructure How would you assess general infrastructure (e.g., transport, telephony, and energy) in your country? [1 = extremely underdeveloped—among the worst in the world; 7 = extensive and efficient—among the best in the world]</td>
<td>2.73</td>
<td>121</td>
</tr>
<tr>
<td>Quality of roads How would you assess roads in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards)</td>
<td>3.32</td>
<td>88</td>
</tr>
<tr>
<td>Quality of railroad infrastructure How would you assess the railroad system in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards)</td>
<td>1.94</td>
<td>89</td>
</tr>
<tr>
<td>Quality of port infrastructure How would you assess port facilities in your country? (1 = extremely underdeveloped; 7 = well-developed and efficient by international standards). For landlocked countries, this measures the ease of access to port facilities and inland waterways</td>
<td>3.31</td>
<td>109</td>
</tr>
<tr>
<td>Quality of air transport infrastructure How would you assess passenger air transport infrastructure in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards)</td>
<td>2.88</td>
<td>129</td>
</tr>
<tr>
<td>Individuals using Internet (%) Internet users are people with access to the worldwide network</td>
<td>29.21</td>
<td>135</td>
</tr>
<tr>
<td>Mobile telephone subscriptions/100 pop According to the World Bank, mobile cellular telephone subscriptions are subscriptions to a public mobile telephone service using cellular technology, which provides access to switched telephone technology. Postpaid and prepaid subscriptions are included. This can also include analogue and digital cellular systems but should not include non-cellular systems. Subscribers to fixed wireless, public mobile data services, or radio paging services are not included.</td>
<td>4.35</td>
<td>125</td>
</tr>
<tr>
<td>Fixed broadband Internet subscriptions/100 pop: The International Telecommunication Union considers broadband to be any dedicated connection to the Internet of 256 kilobits per second or faster, in both directions. Broadband subscribers refers to the sum of DSL, cable modem and other broadband (for example, fiber optic, fixed wireless, apartment LANs, satellite connections) subscribers.</td>
<td>0.01</td>
<td>133</td>
</tr>
</tbody>
</table>

5. ITC and the Country/Territory

5.1 ITC Projects

5.1.1 Current projects

Needs assessment and project design: Piloting the methodology and boosting the project pipeline
Trade promotion and value addition for African cotton

5.1.2 Recent projects

Project development: Malawi - trade information infrastructure and services project
Project development: Cotton to clothing: Enhancing African capacity and trade through the use of Turkish know-how
Comesa regional trade information networks
PACT 2 - COMESA Regional Private Sector Apex Bodies for Public-Private Dialogue
PACT 2 - COMESA Networks of National and Regional TSIs
PACT 2 - COMESA Sector Strategy
PACT 2 - COMESA Market Analysis and Sector Prioritization
SADC Supply chain and logistics programme - Malawi
PACT 2 - COMESA Improved Technical Capacities and RBM Operations
Non-tariff measures - increasing transparency and understanding
ITC Africa network of enterprise level trainers and advisers
Trade leaders of Africa - training in market analysis and research
ACP - Cotton sector strategy implementation
ACP - Agri-food & agri-business sector strategy implementation
ACP - Agri-food & agri-business sector strategy development
5.2 Events

5.2.1 Upcoming events
No data

5.2.2 Recent events

Improving International Trade Statistics in Malawi (workshop 3) 27/10/2014 - Zomba

Improving International Trade Statistics in Malawi 06/05/2014 - Zomba
## 5.3 ITC Contacts

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Phone Number</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ramin GRANFAR</td>
<td>Trade Promotion Officer</td>
<td>+41 22 730 0318</td>
<td><a href="mailto:granfar@intracen.org">granfar@intracen.org</a></td>
</tr>
<tr>
<td>Ruben PHOOLCHUND</td>
<td>Chief, Office for Africa</td>
<td>+41 22 730 0508</td>
<td><a href="mailto:phoolchund@intracen.org">phoolchund@intracen.org</a></td>
</tr>
</tbody>
</table>
6. Trade Information Sources and Contacts

6.1 Trade Information Sources

This section provides a list of country specific print and online publications on trade-related topics, including both ITC and external sources.

6.1.1 ITC publications

JITAP Open Doors Week : Malawi

Compendium of opening statements and presentations made by resource persons and professionals of Multilateral Trading System, at the 'Open Door Week' organized by the Joint Integrated Technical Assistance Programme, Blantyre,...

Read more

Constraints to Service Sector Development in Malawi

Paper presented at ITC Executive Forum : 'Export of Services : Hype or High Potential? Implications for Strategy-Makers’ , Montreux, Switzerland, 5-8 October, 2005 - outlines competitive disadvantages that Malawian...

Read more
Export of Services : The Malawian Experience


Malawi - Supply Survey on Textiles and Clothing

Malawi : Growing Out of Poverty : A Strategic Direction in the Agricultural Sector

Paper contributed by Malawi National Strategy Team, presented at ITC Executive Forum : 'Bringing the Poor into the Export Process : Linkages and Strategic Implications', Berlin, Germany, 27-30 September, 2006...
Indicative COMESA Customs Tariff Rates and National Rates for Zimbabwe

Document lists Zimbabwe national tariffs and COMESA tariffs side by side for all commodities on the basis of the Harmonized Commodity Description and Coding System.

Trade Secrets: The Export Answer Book for Small and Medium-Sized Exporters in Malawi

Handbook customized to suit the needs of exporting enterprises in Malawi, answering most commonly asked questions related to export process - covers market research, cultural issues, marketing, market entry methods,...

Market Opportunities in South Africa as a Result of the SADC Trade Protocol - Subregional Trade Expansion in Southern Africa

Document was prepared for providing statistical up-date of trading complementarities between the South African Customs Union (SACU), and members of the Southern African Development Community (SADC), and to capture potential...
Export Promotion and the WTO: A Brief Guide

Study looking at export promotion schemes which are consistent with international rules on subsidies, and are most frequently used by developing countries - examines the rules contained in the WTO...

Read more

Building Markets: Regional Integration, Responding to Necessity. - Kenya

Paper presented at ITC World Export Development Forum: 'Bringing Down the Barriers - Charting a Dynamic Export Development Agenda', Montreux, Switzerland, 8-11 October, 2007 - provides an overview of...

Read more

Multilateral Trading System and the New Political Economy for Textiles and Clothing: An Introduction for Least Developed Countries

Study focuses on the WTO Agreement on Textiles and Clothing, ATC and its implications on Least Developed Countries. Discusses issues affecting trade in textiles and clothing, technical and marketing considerations...

Read more
Malawi Export Promotion Programme: An Overview of Objectives, Strategies, Constraints and Opportunities

Paper contributed by Malawi National Team, presented at ITC Regional Executive Forum: ‘Re-thinking Export Strategy’, Nairobi, Kenya, 26-28 November 2001 - outlines corporate objectives and the institutional framework of...

Read more

Malawi Tourism Development Strategy


Read more

Malawi: Supply Survey on Emergency Items, Agricultural Products, Construction Equipment and Transport Services for the Aid Procurement Market

Supply survey on emergency items and transport services in Malawi - analyses the structure of supplying sectors for each category of product; reviews general characteristics of the supply for all...

Read more
Malawi: Competitive Advantage and Business Alliances: Where Should the Focus Be?

Paper contributed by Malawi National Team, presented at ITC Regional Executive Forum: 'Managing Competitive Advantage', Muldersdrift, South Africa, 25-27 November, 2002 - deals with the importance of creating...

Read more

Malawi: Competitive Advantage and the Trade Support Network: What is 'Best Practice'?

Paper contributed by Malawi National Team, presented at ITC Regional Executive Forum: 'Managing Competitive Advantage', Muldersdrift, South Africa, 25-27 November, 2002 - asserts that an ideal practice for Malawi's...

Read more

Malawi: Exporting Environmental Services: The Buyer's Perspective

Paper presented at ITC Executive Forum: 'Export of Services: Hype or High Potential? Implications for Strategy-Makers', Montreux, Switzerland, 5-8 October, 2005 - deals with types of environmental...

Read more
Zambia: Quality Management for Services: An Exploratory Outline

Paper presented at ITC Executive Forum: 'Export of Services: Hype or High Potential? Implications for Strategy-Makers', Montreux, Switzerland, 5-8 October, 2005 - explains how to go about...

Malawi: Company Perspectives

Country report, part of a series of publications assessing the impact of Non-Tariff Measures (NTMs) on the business sector, based on a large-scale survey conducted in Malawi with companies directly...

6.1.2 Selected printed information sources

- 2004 The Services Sector in Southern Africa
- 2006 - Ruffing, Lorraine Deepening Development Through Business Linkages
- 2007 - Draper, Peter EU-Africa Trade Relations: The Political Economy of Economic Partnership Agreements
- 2006 - Grant C Southern Africa and the European Union: the TDCA and SADC EPA
- 2006 - Cadot, Olivier The Origin of Goods: Rules of Origin in Regional Trade Agreements
- 2003 Global Competitiveness and Regional Market Integration
- 2006 - Kyambalesa H; Houngnikpo M C Economic Integration and Development in Africa
- 2011 - Cadot O Success and Failure of African Exporters
- 2009 - Erasmus G Safeguards and Trade Remedies in the SADC and ESA Economic Partnership Agreements
- 2009 Regional Strategy for Cotton - to - Clothing Value Chain
- 2012 Policy Priorities for International Trade and Jobs
- 2010 Trade Policy Review: Malawi
- 2013 Africa Competitiveness Report
- 2008 Malawi Products Handbook
- 2006 - Sandrey R Trade Creation and Trade Diversion Resulting from SACU Trading Agreements
- 2003 - De la Rocha M The Cotonou Agreement and its Implications for the Regional Trade Agenda in Eastern and Southern Africa
- 2010 - Kiratu S; Roy S Beyond Barriers: The Gender Implications of Trade Liberalization in Southern Africa
- 2010 - Bursvik E Supporting Regional Integration in East and Southern Africa: Review of Select Issues
- 2010 Regional Agricultural Trade for Economic Development and Food Security in Sub-Saharan Africa: Conceptual
Background and Fields of Action for Development Cooperation

- 2004 Roadmap for improved horticulture export competitiveness in Malawi, Mozambique, Tanzania and Zambia
- 2013 e-COMESA Newsletter
- 2006 - Meyn, Mareike Regional Integration and EPA configurations in Southern and Eastern Africa: What are the feasible alternatives?
- 2011 ZDA Spotlight
- 2007 Trade Information Brief: Aquaculture
- 2007 EPA Negotiations in Southern Africa: Some Issues of Concern
- 2008 Perfil de la Industria Paraguaya de Software
- 2009 Characteristics of Malaysia’s Animal Feed Market
- 2014 Perspectives on Global Development 2014: Boosting Productivity to Meet the Middle-Income Challenge
- 2010 Mobilizing Aid for Trade for SPS-Related Technical Cooperation in the Greater Mekong Sub-Region
- 2010 Leather Garments in the EU
- 2006 Overview of the Current State of Organic Agriculture in Kenya, Uganda and the Republic of Tanzania and the Opportunities for Regional Harmonization
- 2007 Export Diversification and Value Addition for Human Development: Addressing the Impact of the Agreement on Textiles and Clothing Expiration on Cambodia
- 2006 - Ruffing, Lorraine Deepening Development Through Business Linkages
- 2012 OECD Economic Surveys: Chile
- 2005 - Magder, D Egypt after the Multi-Fiber Arrangement: Global Apparel and Textile Supply Chains as a Route for Industrial Upgrading
- 2006 Bangladesh: Furniture Export Market Sector Brief
- 2006 - Boutou, Olivier Management de la sécurité des aliments: De l’HACCP à l’ISO 22000
- 2006 Trading up: Economic Perspectives on Development Issues in the Multilateral Trading System
- 2004 Perfiles de mercado para productos bolivianos en los mercados de Argentina, Brasil, Chile, Colombia, Ecuador, México, Paraguay, Perú, Uruguay y Venezuela
- 2010 Vietnam: Oilseeds and Products
- 2007 Organic Farming in the Czech Republic: 2007 Yearbook
- 2007 - Gibbon P; Bolwig S Economics of Certified of Organic Farming in Tropical Africa: A Preliminary Assessment
- 2006 The Relationship of Third-party Certification (TPC) to Sanitary / Phytosanitary (SPS) Measures and the International Agri-Food Trade; Case Study: Guatemala- with Emphasis on Food Safety
- 2007 - Ismail F Mainstreaming Development in the WTO: Developing Countries in the Doha Round
- 2009 Market Report. Focus on the Nordic Market - Fresh Fruit and Vegetables
- 2001 - Karlöf, Bengt Benchlearning: Good Examples as a Lever for Development
- 2003 - Martin W; Pangestu M, eds. Options for Global Trade Reform: A View from the Asia-Pacific
- 2010 L’industrie sri lankaise du textile-habillement
- 2000 - Hauber, Christiane Formation, Prevention & Determination of Cr (VI) in Leather
- 2013 Economic and Business Review for Central and South-Eastern Europe
- 2006 - Gebreselassie Fanta, Elias Does Value Addition at Oilseed Production and/or Spreading the Gain from Export of Oilseed Products Increase the Income of Primary Producers?
- 2010 - Pannier J Recueil de jurisprudence douanière (1990-2010)
- 2002 - Beswick R; Dunn DJ Plastics in Packaging: A RAPRA Market Report
- 2006 Doubling Aid: Making the Big Push Work
- 2006 Determining 'likeness' under the GATS: Squaring the Circle?
- 2014 Africa Investor
- 2007 Libéralisation des échanges de services et développement du tourisme
- 2007 Offre de Emballage en Afrique de l'ouest
- 2008 An Overview of the Mobile Phone Banking Industry
- 2007 Sixth World Congress on Seafood Safety, Quality and Trade
- 2007 - Wood, Aileen A Comprehensive Library Staff Training Program in the Information Age
• 2005 - [s.n] The Science of Shrinkage Control : An Interactive Guide to Improved Shrinkage Performances
• 2011 Libéralisation du transport aérien en Afrique
• 2012 - Wollenberg E; , eds. Climate Change Mitigation and Agriculture
• 2009 - Novogratz J The Blue Sweater: Bridging the Gap Between Rich and Poor in an Interconnected World
• 2011 - Cadot O Impact Evaluation of Trade Interventions : Paving the Way
• 2011 - Banerjee A V; Duflo E Poor Economics : A Radical Rethinking of the Way to Fight Global Poverty
• 2014 Edible Nuts in Turkey
• 2011 Perfil de Frutas Tropicales Frescas y Procesadas en Chile
• 2011 Germany: Product Brief Fresh Fruits
• 2010 - Reilly D, Reilly A, Lewis J Towards an Australian Date Industry: An overview of the Australian domestic and international date industries
• 2011 Feasibility Study for a Cotton Spinning Mill in 11 [Eleven] Sub-Saharan African Countries
• 2011 Foro Público de la OMC
• 2011 - Cooksey B The Investment and Business Environment for Export Horticulture in Northern Tanzania
• 2011 Potential Supply Chains in the Textiles and Clothing Sector in South Asia : An Exploratory Study
• 2011 - Macrory P; Stephenson S Making Trade in Services Supportive of Development in Commonwealth Small and Low-income Countries
• 2012 - Fold, Niels; Whitfield, Lindsay Developing a Palm Oil Sector: the Experiences of Malaysia and Ghana Compared
• 2011 Opportunities for Trade in Services of Canada
• 2011 - Bartels L; Goodison P EU Proposal to End Preferences of 18 African and Pacific States : An Assessment
• 2011 India and Latin America and the Caribbean : Opportunities and Challenges in Trade and Investment Relations
• 2009 Information Management Resource Kit: Web 2.0 and Social Media for Development
• 2013 Human Resource Management
• 2011 - Goswami A G; , eds. Exporting Services : A Developing Country Perspective
• 2011 Guides de bonnes pratiques produits phytosanitaires pour la culture des piments (Capsicum Frutescens, Capsicum Annuum, Capsicum Chinense) et poivrons (Capsicum Annuum)
• 2008 Guides de bonnes pratiques phytosanitaires pour la mangue (Mangifera indica) issue de la production biologique
• 2010 Financial Services in Agriculture Value Chain Report : A Study of Five Kenyan Sub-Sectors namely Potato, Dairy, Coffee, Extensive Livestock and Domestic Horticulture
• 2014 Human Relations
• 2008 Romania: Organic Agriculture
• 2011 A Profile of the South African Mango Market Value Chain
• 2008 Poland - Organic Products: Certification and Subsidies to Domestic Production
• 2007 - Greene, W Emergence of India's Pharmaceutical Industry and Implications for the U.S. Generic Drug Market
• 2007 - Liapis, Peter S. Preferential Trade Agreements : How Much Do They Benefit Developing Economies?
• 2007 Environment and Regional Trade Agreements
• 2006 Bulgaria: Organic Products
• 2006 Lithuania: Organic Products - Organic Farming in Lithuania
• 2008 Marché de la maroquinerie à Hong Kong
• 2007 - Warnholz, Jean-Louis Poverty Reduction for Profit? : A Critical Examination of Business Opportunities at the Bottom of the Pyramid
• 2007 OECD Economic Surveys : Ukraine Economic Assessment

6.1.3 Selected online information sources

• Africa Fine Coffees Association (AFCA)
• Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA)
• COMESA Food and Agriculture Market Information System (FAMIS)
• SADC Trade Development Programme
• Southern African Enterprise Network (SAEN)
• Non-Tariff Barriers Reporting, Monitoring and Eliminating Mechanism
- Common Market For Eastern And Southern Africa (COMESA)
- TradeMark Southern Africa (TMSA)
- COMESA Statistical Database (COMSTAT)
- Cross Border Trade Desk (CBT DESK)
- Malawi Government
- National statistical Office of Malawi
- African Regional Organization for Standardization (ARSO)
- Eastern and Southern Africa Leather Industries Association (ESALIA)
- Malawi Investment Promotion Agency (MIPA)
- TradeAfrica.biz
- Southern Africa Resource Watch (SARW)
- Malawi Confederation of Chambers of Commerce and Industry (MCCCI)
- ESADA - Eastern and Southern African Dairy Association
- Leather Trade Information Portal (LMIP)
- COMESA afriBUSINESS
## 6.2 Trade Contacts

<table>
<thead>
<tr>
<th>Official Name</th>
<th>Address</th>
<th>City</th>
<th>Phone Number</th>
<th>Fax Number</th>
<th>Email</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Smallholder Farmers’ Association of Malawi</td>
<td>NASFAM Regional Office - South</td>
<td>Limbe</td>
<td>+265 0 1 642 354</td>
<td>+265 0 1 642 354</td>
<td><a href="mailto:nasfam@nasfam.org">nasfam@nasfam.org</a></td>
<td><a href="http://www.nasfam.org">www.nasfam.org</a></td>
</tr>
<tr>
<td>Malawi Investment Promotion Agency</td>
<td>Aquarius House – First floor</td>
<td>Lilongwe 3</td>
<td>(265) 1 770 800</td>
<td></td>
<td><a href="mailto:mipa@mipamw.org">mipa@mipamw.org</a></td>
<td><a href="http://www.malawi-invest.net">http://www.malawi-invest.net</a></td>
</tr>
<tr>
<td>Malawi Export Promotion Council</td>
<td>Kanabar house</td>
<td>Blantyre</td>
<td>+265 620499</td>
<td>+265 635429</td>
<td><a href="mailto:mepco@malawi.net">mepco@malawi.net</a></td>
<td><a href="http://www.mccc.i.org">http://www.mccc.i.org</a></td>
</tr>
<tr>
<td>Malawi Investment and Trade Centre</td>
<td>First Floor, Aquarius House</td>
<td>Lilongwe 3</td>
<td>+265 1 770 800</td>
<td>+265 1 771 781</td>
<td><a href="mailto:bchalira@yahoo.com">bchalira@yahoo.com</a></td>
<td><a href="http://www.malawi-invest.net">http://www.malawi-invest.net</a></td>
</tr>
</tbody>
</table>