INVESTMENT OPPORTUNITIES IN MALAWI







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INVESTMENT OPPORTUNITIES IN MALAWI

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ABOUT **MALAWI**

Malawi, the Warm Heart of Africa, is located in South-Eastern Africa. It is bordered by Mozambique on the east and southwest, by Tanzania on the north and north-east, and by Zambia on the west and northwest.

Malawi is a land-linked country covering 118,500 square meters. The country is surrounded by huge markets on all its fronts, with Mozambique offering a population of 24 million people on the east and southwest, Tanzania with over 50 million people on the north and northeast, and Zambia 16 million people on the west and northwest.

Just beyond this country there are other huge countries such as Zimbabwe which has a population 16 million and Democratic Republic of Congo with population of over 70 million.

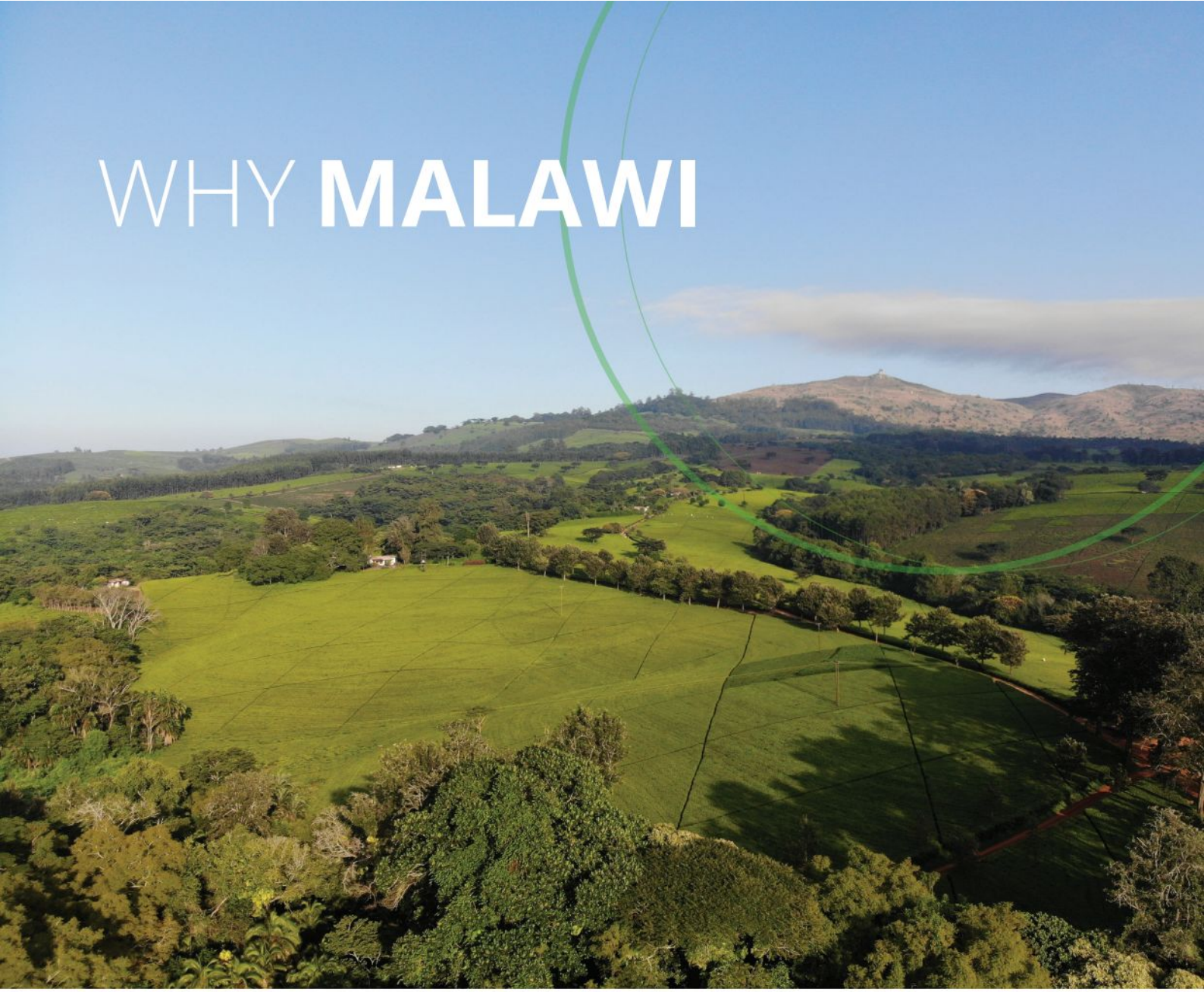
All these countries are either members of SADC and COMESA to which Malawi exports manufactured products duty-free as long as they comply with a pre-stipulated minimum of local content.

Malawi thus is a hub of production that conveniently directly interfaces three market fronts with a total population of over 100 million people, and indirectly to a market of (Zimbabwe and DRC) within 2-12 hours. The country is blessed with vast natural resources and it enjoys vast tracts of beautiful natural scenery including game reserves and sandy beaches along the beautiful Lake Malawi.

Lake Malawi is one of the largest fresh water bodies in the world and holds the most diverse number of fish species in one single body - over 800 species.

Democratic principles are firmly engrained in the country; since its independence in 1964, the country has never suffered a civil war and its political leaders have come to power through a democratic electoral process.

Free-market principles are also firmly engrained and successive Governments have continued to open up and liberalize Malawi's economy.



WHY **MALAWI**

Streamlined Investment Establishment Procedures

Malawi operates the One-Stop Service Centre through MITC, where investors get all necessary investment- processing requirements under one roof in just under five days.

Political Stability & Security

Malawi has enjoyed peace since her independence in 1964.

Liberalised Economy & Political Commitment

Malawi is an open economy characterised by free trade, 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.

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.

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.

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.

Investor-Friendly Climate

Malawi is an attractive destination for foreign investors, offering competitive investors' tax and non-tax incentives package. Investor protection is asuured as the country is party to investor protection agreements.

Ease of Access

Malawi has modern telecommunication, daily flight connections and access to regional and international markets.

Growing Economy

The country has been showing a resilient economic growth averaging 4% per annum for the past five years.

Developing Infrastructure

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



ABOUT MITC

Malawi Investment and Trade Centre (MITC) is an organization established by an act of Parliament, The Investment and Export Promotion Act, to become an integrated Investment and Trade Promotion Centre with an encompassing mandate of investment promotion and attraction, and export promotion.

MITC identifies, develops and packages investment opportunities in Malawi; provides a professional service to all clientele; brands and markets Malawi as an investment destination; retains and expands trade and export activities and links opportunities to the developmental needs of the Malawi community.

Through its critical role within Malawi's economy, MITC further encourages domestic investment and expansion, promotes locally manufactured goods to regional and international markets, contributes towards improvement of the investment climate through policy advocacy, increases citizen participation in the economy and creates sustainable job opportunities.

INVESTMENT PROMOTION AND FACILITATION SERVICES

MITC operates a One Stop Service Centre (OSSC) which provides streamlined business services to investors under one roof.

The OSSC consists of five government institutions: MITC, the Department of Registrar General, the Immigration Department, the Malawi Revenue Authority and the Ministry of Lands, Housing and Urban Development, which provide the following functions respectively:

- Facilitate company registration and incorporation
- Process and issue investment certificate
- Process and issue business residence permits and employment permits
- Facilitate acquisition of other sector permits and investor requirements currently not represented in the OSSC Department of Registrar General
- Facilitate access to tax incentives
- Facilitate access to land through its investment promotion and aftercare arm, MITC does the following:
- Compiles investment opportunities
- Promotes investment opportunities to investors and financiers
- Provides business information to investors
- Support investor delegations to Malawi
- Facilitates joint venture partnerships
- Facilitates access to finance

WHAT STEPS SHOULD AN INVESTOR FOLLOW IN ORDER TO INVEST IN MALAWI?

Step 1: Register and incorporate the company in Malawi
Step 2: Obtain Investment Certificate with MITC
Step 3: Obtain a license/authorisation where it may be required
Step 4: Conduct an Environmental Impact Assessment where it may be required.

In some instances, a license is required before obtaining the investment certificate. Please consult MITC for guidance

COST OF REGISTERING A COMPANY IN MALAWI

A local company is registered at a fee of US$94 while a foreign company is registered at US$313. There would be additional charges where a private lawyer is engaged.

KEY SERVICES INCLUDE:

- Project Appraisal
- Site Identification and Evaluation (Under the auspices of the Lands Specialist within the One Stop Service Centre)
- Business Permits(under the auspices of the Immigration specialist within the One Stop Service Centre)
- Joint Venture Facilitation
- General Business Advice
- Business Retention and After Care services
- Incentives
- Inward and outward investment promotion missions
- Project Profiling

TRADE PROMOTION & FACILITATION

MITC's Trade Promotion and Facilitation's function is to identify market outlets for locally manufactured products, with a major strategic focus on discovering and promoting new products that are suitable for export.

EXPORT PROMOTION INTERVENTIONS:

MISSIONS AND TRADE FAIRS

Working in conjunction with Malawi manufacturers, producers and exporters, MITC actively engages in export promotion events in foreign markets, designed to advance the following objectives:

- Expose Malawi's manufacturers and producers to foreign markets and increase the number of exporting companies that export by heightening their awareness of potential export opportunities; training and guiding to their first export sales.
- Promote Malawi products in foreign markets and increase export sales.
- Train and guide existing exporters and potential exporters in consolidating foreign market presence and in product diversification.
- Penetrate new markets.
- Expand Malawi's market share both regionally and internationally

BUSINESS INFORMATION SERVICES

MITC offers a wide range of business information services. The Centre provides inquiry-reply services, dissemination, information research, reference services, internet, printing services and product displays.

MALAWI INVESTMENT AND TRADE CENTRE'S ROLE IN LAND ACQUISITION FOR INVESTORS



The Malawi Investment and Trade Centre undertakes to assist investors, both local and foreign in identifying and securing suitable land for investment purposes. This function sits within the One Stop Service Centre, a one stop shop for investors looking to invest in Malawi. This strategic initiative is aligned with the government's vision of creating a conducive environment for economic growth and attracting both local and international investors.

MITC therefore plays a crucial role in facilitating land acquisition, allocating investment land to investors as well as managing land for all types of investment as stipulated in the new Land Act 2016 and Land Amendment Act 2022. MITC's key functions in Land Acquisition are as follows: -

1. **Identification:** MITC serves as a beacon for investors looking to establish their presence in Malawi. The Centre, in collaboration with Ministry of Lands, identifies suitable land for various investment projects as prescribed by the prospective investor.

2. **Facilitation:** MITC facilitates the process of land acquisition, grant of a head lease from relevant landlord (Ministry of Lands, Malawi Housing Corporation and Councils)

3. **Allocation of land to investors:** MITC allocates and sub-leases land to investors for investment purposes in a fair, efficient and transparent manner, while ensuring that all regulations and procedures have been duly followed and adhered to as guided by Law.

4. **Expert Guidance:** Recognizing the intricacies of land matters, MITC provides expert guidance and advice to investors. This advisory role, through the One Stop Services Centre, ensures that investors make informed decisions, promoting a smooth and seamless investment process.

4. **Aftercare:** Through its aftercare services, MITC ensures that all land-related issues by investors are resolved timely through provision of timely interventions with relevant stakeholders.

ATTRACTIVE TAX INCENTIVES

Malawi offers wide range of tax incentives for investments which fall under two main categories: Customs & Excise and Domestic Taxes. Customs & Excise are taxes imposed at a rate percent of the Cost, Insurance and Freight (CIF) value of imported goods while the Domestic Taxes are taxes collected from income generated within the geographical confines of the country.

GENERAL CUSTOMS & EXCISE TAX INCENTIVES

1. Import duty and import VAT exemption on importation of most machinery.
2. Import duty exemption while VAT remains payable at 16.5% on importation of specific type of machinery.
3. Import duty and import VAT exemption on importation of special purpose motor vehicles other than those principally designed for transport of persons or goods.
4. Solar products are import duty free while VAT remains payable at 16.5%. Examples of such solar products include solar batteries and solar energy lamps.

GENERAL DOMESTIC TAXES

1. Losses are carried forward up to 6 years for businesses
2. Initial and annual allowances at various rates are granted besides the depreciation (annual) allowances.
3. Commercial buildings with a construction cost of MK 100 million or above, are subject to an Annual Allowance of 2.5%
4. A claim of 50% allowance of social contributions paid directly into the building of a public hospital or school, or the sponsoring of youth sporting development activities.

INCENTIVES FOR PRIORITY INDUSTRY

There are two designated priority industries: agro-processing and electricity generation, transmission and distribution. The companies that are accorded the Priority Industry status are given either 0% Corporate Income Tax rates for a period not exceeding 10 years. They are also given an exemption on duty for importation of capital goods and building materials.

AGRICULTURE	MANUFACTURING	ENERGY	TOURISM	CONSTRUCTION	MINING	EXPORTS
Import duty and VAT free on importation of livestock meant for breeding	For projects that qualify for Industrial Rebate Scheme, import and excise duty exemption of raw materials for designated manufacturing industries, but VAT is payable at 16.5% Import and VAT free for raw materials for the manufacture of fertilizer, medicaments and pharmaceuticals	Duty free importation but VAT payable at 16.5% on electricity generation and solar equipment	Free import duty, free import excise and VAT free importation on specialized equipment and building materials	Duty and VAT free importation of Crane Lorries, Concrete Mixer Lorries, Mobile Drilling Derricks and Track Laying Tractors	Duty free and VAT free on importation of specialized goods for use in mining	25% export allowance for non-traditional exports
Import duty, import excise and VAT free on importation of irrigation equipment	Pre-business expenses of up to 18 months are allowable expenses					25% international transport allowance for nontraditional exports
Exemption of duty, import excise and VAT free on importation of equipment for horticultural production	Losses are carried forward for six years to encourage investment in profitable business ventures					Exports are zero-rated for purpose of VAT
Import duty, import excise and import VAT free on importation of equipment for fishing industry	Capital Allowances are allowable on various capital items for the manufacturing sector					
Duty Free and VAT free importation of agricultural goods and equipment used for farming						
Some capital expenses are treated as acceptable expenses						

ONE NICO



it's clear

...that NICO has the knowledge and expertise to help you achieve your goals.

COMPANY OVERVIEW

The NICO Group offers comprehensive financial solutions for a range of challenges faced by public and private sectors, as well as individuals from all walks of life. As the biggest financial services group, in terms of the diversity of products and services offered by our companies, NICO provides tailor-made, innovative solutions which are packaged to deliver value and convenience to our clients.

NICO's core business is financial services, namely: insurance, banking, capital raising and management, asset management and pension services. The Group's success in the financial services industry led to investment in the infrastructure development and information technology industries to enhance our offering to clients and to provide holistic solutions that address specific challenges for the client, while also being in line with national development initiatives.

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Agriculture
SECTOR



DECENTRALIZED RICE AGGREGATION AND PROCESSING CENTERS

PROJECT NAME

Decentralized Rice Aggregation and Processing Centers

PROJECT DESCRIPTION

Project Ownership
Ministry of Agriculture

Business Model
- The Farmers form or are grouped into commercially oriented cooperatives
- Cooperatives enter into an agreement with potential off-taker who decides the quantities to be produced and quality required.
- Off-taker decide varietal preference and invests in seed production/ multiplication The off-taker invests in power tillers and cono-weeders as one way of enhancing productivity
- The off-taker invests in the processing equipment and agrees with cooperatives on terms and conditions of private use of the equipment.
- The off-taker identifies the market for the product and strikes business deal with cooperatives on regularity of production, quality and returns over agreed period.
- Government provides a conducive environment for investment such as infrastructure, export tax incentives.
- Investor may take advantage of the Government secured export markets e.g. South Sudan as its export window

Objective of the project
To improve rice yields through planting of improved and high yielding verities; mechanization and irrigation.

Sector of Operation
Agro-processing

Business Activity
Seed production/multiplication, rice purchase from producers, milling, sorting, grading, packaging, domestic selling and exporting,

Competitive Advantage/gap analysis
An opportunity to produce almost 72000 tons of kilombero rice alone and more tons of other verities to bridge the demand gap

LOCATION

Actual location of project
The low lying areas which include the Lakeshore (Karonga, Nkhata-bay, Salima, Nkhota-kota, Mangochi and Machinga), Phalombe Plain, Shire Valley (Chikhwawa and Nsanje) and areas around Lake Chilwa.

Prominent business activity surrounding your place of operation
Fishing and farming

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

Contribution to achieving national, regional or global economic, social, environmental and developmental goals
- Export orientation/forex generation
- Import substitution
- Value addition

FINANCIAL REQUIREMENTS

Capital Expenditure Requirement
US$1,623,902

PROPOSED INVESTMENTMODEL
(ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

Private sector led
- The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

PROJECT FEASIBILITY

Technical Feasibility
Done

Feasibility Study
Done

• Environmental Impact Assessment
Done

• Technical Designs
Done

• Licenses
To be acquired

• Market Feasibility Study
Done

FINANCIAL FEASIBILITY

• Internal Rate of Return
37%

• Net Present Value,
US$ 3M

• Payback Period
3.4 years

CONTACTS

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PRIVATE LED DAIRY SECTOR DEVELOPMENT



PROJECT NAME

Private led Dairy sector development

PROJECT DESCRIPTION

Project Ownership
Ministry of Agriculture

Business Model
Private led dairy sector development

Objective of the project
To improve the number of dairy animals and productivity in the dairy value chain

Sector of Operation
Agro-processing

Business Activity
Establishment of two more semen production units in the central and northern region of the country where the adult bulls of good genetic background will be maintained.

Competitive Advantage/gap analysis
Malawi imports 35% of dairy products due to low productivity. An opportunity arises to produce for import substitution.

LOCATION

Mzuzu, Lilongwe and Blantyre

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

Contribution to achieving national, regional or global economic, social, environmental and developmental goals
- Export orientation/forex generation
- Import substitution
- Value addition

FINANCIAL REQUIREMENTS

Capital Expenditure Requirement
US$11.2 M

PROPOSED INVESTMENTMODEL
(ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

Private sector led
- The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

PROJECT FEASIBILITY

Technical Feasibility
Done

Feasibility Study
Done

Environmental Impact Assessment
Done

Technical Designs,
To be done

Licenses
To be acquired

Market Feasibility Study
Done

FINANCIAL FEASIBILITY

Internal Rate of Return
42.1%

Net Present Value,
US$4.1M

Payback Period
2.4 years



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BANANA PRODUCTION AND PROCESSING

PROJECT NAME
Banana Production and Processing

PROJECT DESCRIPTION

Project Ownership
Ministry of Agriculture, Malawi Government

Business Model
- The proposed investment model is a joint venture among private players with a minimum of 5 hectares per orchard,
- Anchor farms with 50 smallholder farmer orchards

Objective of The Project
- Increase productivity currently at 12 tons against 70 tons per hectare
- Enhance production and value addition of banana products

Sector of Operation
- Agro-processing

Business Activity
- Anchor farms will be owned and managed by progressive private banana farmers.
- The farms will work with the existing tissue culture laboratory to get clean planting materials for the farm.
- There shall be a processing unit for value addition.
- Within a farm there shall be a packhouse for the purposes of fruit aggregation grading, packing, transportation, and marketing.
- Government will assist the anchor farms through sound policies and provision of matching grants as well as general extension service.

Competitive Advantage/Gap Analysis
- Currently, Malawi imports about 20,000 Mt of banana fruits from the neighboring countries indicating that there is a great demand for the fruits that are in short supply in the country. The increase in banana production and processing in the country would meet the domestic demand and eventually lead to import substitution of a minimum of USD 12 million per year.

LOCATION

Mulanje, Thyolo, Phalombe, Blantyre, Zomba, Mangochi, Machinga, Salima, Kasungu, Mchinji, Lilongwe, Ntcheu, Ntchisi, Nkhotakota, Nkhatabay, Mzimba, Rumphi, Karonga and Chitipa

Prominent business activity surrounding your place of operation
- Agricultural production

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

Contribution to achieving national, regional or global economic, social, environmental and developmental goals
- Export orientation/forex generation
- Import substitution
- Value addition

FINANCIAL REQUIREMENTS

Capital Expenditure Requirement
USD 2,625,973.15

PROPOSED INVESTMENT MODEL
(ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

Anchor Farm

Joint Venture
- The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

PROJECT FEASIBILITY

Technical Feasibility
Done

• Feasibility Study
Done

• Environmental Impact Assessment
To be done

• Technical Designs

• Licenses
To be acquired

• Market Feasibility Study
Done

FINANCIAL FEASIBILITY

• Internal Rate of Return
17.25%

• Net Present Value
53,669.84

• Payback Period
5.2 years

CONTACTS

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FISH PROCESSING FACILITY
FISH FEED PROCESSING

PROJECT NAME

Fish Processing Facility
Fish Feed processing

PROJECT DESCRIPTION

Project Ownership
Ministry of Agriculture, Malawi Government

BUSINESS MODEL

A Public Private Partnership (PPP) model called Build Operate and Own is suggested for the proposed investment. A private company will finance, build, and operate infrastructure over the three-year period, and the private company will retain ownership of the infrastructure in perpetuity. The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

OBJECTIVE OF THE PROJECT

- To increase fish production by 20 tons per day
- To increase fish feed production by 5 tons per day
- To reduce post-harvest loss from by 10% per year

Sector of Operation
Agro-processing

Business Activity
- Establishment of three fish processing centers (processing, packing, branding and distribution) to process 166,763 tons of fish per year from capture and aquaculture
- Establishment of three centers for processing of float fish

Competitive Advantage/Gap Analysis
- Growing demand for fish and fish products which stands at 259,554 tons against supply of 163, 766 tons
- An import bill of $6million for fish feed annually is an opportunity for import substitution

LOCATION

- Mangochi, Salima and Nkhata-bay for fish processing
- Mzuzu, Lilongwe and Blantyre for feed processing

Prominent Business Activity Surrounding your Place of operation
- Capture fisheries
- Agricultural production

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

- Contribution to achieving national, regional or global economic, social, environmental and developmental goals
- Export orientation/forex generation
- Import substitution
- Value addition

FINANCIAL REQUIREMENTS

- Capital Expenditure Requirement $122 million

PROPOSED INVESTMENTMODEL
(ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

- Build Own Operate

PROJECT FEASIBILITY

Technical Feasibility
Done

Feasibility Study
Done

Environmental Impact Assessment
Done

Technical Designs
Done

Licenses
To be acquired

Market Feasibility Study
Done

FINANCIAL FEASIBILITY

Internal Rate of Return
29.31%

Net Present Value
24.4M

Payback Period
5.2 years

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PRESS AGRICULTURE LIMITED

MACADAMIA PRODUCTION PROJECT

PROJECT DESCRIPTION

The project concerns greenfield development of a 1,000-hectare macadamia nut farm for the export market. As one of the largest landowners in Malawi, Press Agriculture has the potential to expand cultivation of this promising value-added crop to 2,600 ha with the same crop or other crops.

With a growing macadamia demand in South Arica and Europe, among other export markets, this project will enable Malawi to increase macadamia production hence improving farmers' livelihoods and the country's export earnings.

Agriculture is the backbone of Malawi's economy, accounting for approximately 22.7% of GDP and employing more than 76% of the total workforce. With an annual growth rate of 5.2% (2021), the sector is set to grow even further.

PROJECT LOCATION

The project will be located in Kasungu district

INVESTMENT REQUIREMENT AND PROFITABILITY

Required financing for the project is US$15 million. Profitability of the project is estimated to be US$55 million (15 years)

PROPOSED FINANCING STRUCTURE

Debt/Equity Financing. Press Agriculture Limited will use the land as its equity contribution

TECHNICAL ARRANGEMENT

The estates have a total of 2,607 ha of land that is closer to the perennial river and some dams that will enable the project develop irrigation system.
All tree orchards will be through drip irrigation.

Availability of Management an expertise for the crop are available. This macadamia has a 5-8 (five to eight) year phasing and will be complemented by the annual crop such as legumes.

CONTACTS

The Chief Executive Officer
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MALAWI MANGOES

malawimangoes







OVERVIEW

MM (Operations) Limited (the "Company") is a vertically integrated agro-processing company which is comprised of the following:

(1) Global-GAP certified farms planted with 295 Ha of a wide cultivar mix of mangoes under drip irrigation (total land 476 Ha), expansion to 323 Ha at full production by 2024

(2) 10 Community Orchards (totalling 40 Ha of drip irrigated mango under production) and 2,200 smallholder farmers (both Global-GAP certified) who grow mangoes for MM's processing facility

(3) 10,000m2 fully-certified (BRC, Halal, Kosher) processing facility, currently supplying international customers (4) 4 Ha of state of the art drip-irrigated nurseries which are being utilised for business diversification and

(5) strong and well established technical, sales and marketing partnerships with global industry players for the production and distribution of fresh and dried mango to regional and international markets

FINANCING REQUIREMENTS

The Company is looking to raise between $2m-$3m in preferred equity or subordinated debt to finance the growth as its mango production base increases to full yield in the next five years, the Company's diversification and renewable energy strategies. The Company has a senior secured capex facility for $3.5m which has been used for factory expansion over the past 3 years. The Company is 99.9% owned by Horticultural Innovations Holding Limited (HIHL) a Jersey Holding Company that has only one ultimate beneficial owner. The Company has been financing through intercompany loans from the Jersey Holding company in addition to the capex facility.

SOCIAL & ECONOMIC IMPACT

- Our social and environmental impact is core to our business strategy and management systems
- MM's ESIA policies are compliant with local and international regulations, and IFC Performance Standards. The Company has been SMETA certified since 2021
- The Company has created approx. 200 full time jobs (anticipated to grow to 400 by 2025) in Malawi and hires over 1,200 seasonal workers
- MM has generated approx. USD $8M in export revenue since 2018, At full production the Company will generate approx. USD $12M-$15M per annum in export revenue.
- To date approximately USD750K has been spent buying fruit from smallholders
- The Company works with approx. 2,200 active smallholders across our Outreach programme impacting approx. 18,000 individuals
- The Company has recently signed an MOU with USAID to support the regional expansion of its Community Orchards by up to 350 Ha (further extend the growing season through agro-ecological zones) and implement renewable energy at its Farms and Factory

PRODUCT OVERVIEW

Fresh mango
- Alphonso (premium air freight product)
- Tommy Atkins (South Africa)

Dried mango
- Tommy Atkins, Kent, Keitt, Brooks & Yembe (indigenous Malawian variety). Size specification includes chunks, slices and cheeks

Dried puree mango rolls
- Mixed varieties of fruit rolls

KEY MARKETS

- The Company has sales agreements in place with industry leading partners and distributors that supply major retailers in Europe, UK and South Africa
- The Company is currently exporting dried mango into the South African, UK and EU markets. Expansion plans target Eastern and US markets
- Currently exporting fresh Alphonso to the Indian, Middle Eastern, Far East and UK markets. Malawian mango season is counter seasonal to the Indian Market
- MM gained SPS access to the South African market in 2022 to take advantage of the early availability of Alphonso and Tommy Atkins in Malawi for supply into the fresh and fresh cut (pre-packed mango salad) markets

SUMMARY FINANCIALS

IN ($USD)	FYE 30 JUNE 2020	FYE 30 JUNE 2021	FYE 30 JUNE 2022
Total Revenue	$1,186,715	$1,617,578	$3,372,915
% Growth		*36%*	*109%*
Cost of Sales	$1,539,029	$758,162	$1,281,557
Gross Profit	-$352,314	$859,417	$2,091,358
% Margin	*NM*	*53%*	*62%*
EBITDA	-$2,243,158	-$988,247	$121,069
% Margin	*NM*	*NM*	*3.6%*



FARMS

- MM's Farms grow five varieties of mango including Alphonso, Tommy Atkins, Kent, Keitt and Brooks. The Farms produce fruit from November to February each year, offering regional counter- seasonal supply
- Our Farms total 295 Ha split by 43 Ha of Alphonso, 101 Ha of Tommy Atkins, 60 Ha of Kent, 77 Ha of Keitt, 8 Ha of Brooks amd 6Ha of R&D, all under drip irrigation and Global-GAP and SMETA certified
- MM are also trialing a number of alternative early and late season varieties to further extend the season and to target additional fresh and dried markets

FACTORY

- Commissioned in 2014, MM's 10,000 m2 processing facility is certified to supply international clients. The factory is BRC (British Retail Consortium), HACCP, Kosher and Halal approved
- MM commenced a capital programme in 2018 to install its drying facilities and ancillary equipment – cold storage capacity of 740 Mt (16 cold stores) and drying capacity of 30 Mt / day (6 x 1.5 Mt and 6 x 3 Mt dryers), drying capacity will increase to 45 Mt / day by 2026
- Backup power provided through two 350KvA gen-sets. The Company is seeking funding to implement renewable energy in 2023

COMMUNITY

- Since 2011, MM have registered 5,000 smallholder farmers and grafted 37,000 indigenous mango trees in the Salima District of Malawi.
- From 2017 to 2019 MM established ten (66 Ha) Cooperative Community Orchards in the Salima District of Malawi. The capital development was funded by an EU Grant and is the anchor of MM's Outreach program
- MM's growers are producing Tommy Atkins and Kent. The Company's inclusive Outreach model consists of embedded services such as business planning, technical support, guaranteed purchase and transport of mangoes to MM's processing facility
- MM's Outreach program is Global-GAP and SMETA certified, Fairtrade and Organic certification is planned for 2023-24

MARKETS AND PARTNERS

MM works with multiple distributors into regional and global retail and wholesale markets

Customers include:

- **UK retail:** Asda, Marks and Spencer, Sainsbury's, Tesco and Waitrose
- **EU retail:** ALDI, LIDL and Mercadona
- **South African retail:** Woolworths SA, In2Foods (fresh cut)
- Wholesale markets in South Africa, India, the Middle East, UK and the Far East

CONTACTS

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MEDICINAL HEMP PROJECT

PROJECT NAME

• Medicinal Hemp Project

PROJECT DESCRIPTION

Project Ownership
• Private

Business Model
• A project for the cultivation of medicinal cannabis in Malawi and production of various products from medicinal hemp. The target area is 20Ha.

Objective of the project
• To contribute to economic growth of Malawi through cultivation of medicinal cannabis

Sector of Operation
• Agriculture

Business Activity
• Production of medicinal hemp

Competitive Advantage/gap analysis
The company has experts in medicinal cannabis cultivation. Land is already available and the market is also identified.

LOCATION

Actual location of project
• Lilongwe

Prominent business activity surrounding your place of operation
Aviation since the place is located near the Airport

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The project is in line with Pillar of Malawi 2063 (Agricultural productivity and commercialization)
• The project will create over 100 full time jobs.

Export orientation/forex generation
The project will generate over US$61 million per year

Import substitution
Production of other products including pharmaceuticals will result in import substitution

Value addition
Processing of bi-products from medicinal cannabis

FINANCIAL REQUIREMENTS

Capital Expenditure Requirement
• US$36 million

Working Capital Requirement
US$36 million

Proposed Financing Structure
Borrowing, capital injection

Equity (%) / Debt (%)/Mezzanine Finance (Combination of Debt & Equity)
To be determined

PROPOSED INVESTMENTMODEL (ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

i) Joint venture partnership
Joint venture partnership

ii) Financing
Capital injection

PROJECT FEASIBILITY

Technical Feasibility
Done

Feasibility Study
To be done

Environmental Impact Assessment
Not done

Technical Designs
Not done

Licenses
Done

Market Feasibility Study
Done

FINANCIAL FEASIBILITY

Internal Rate of Return

Net Present Value
US$25 million

iii) Payback Period
18 months after commencement of project

CONTACTS

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SEED MULTIPLICATION PROJECT



PROJECT NAME

• Seed Multiplication Project

PROJECT DESCRIPTION

Project Ownership
• Private

Business Model
• A project for the multiplication of various seeds including maize, rice, soy beans, and sesame. The project will utilize over 500Ha.

Objective of the project
• To contribute in the multiplication of seeds. The rest of the sentence should be removed.
• Contribute to the economic development of Malawi
• To contribute in agricultural production

Sector of Operation
• Agriculture

Business Activity
• Seed multiplication

Competitive Advantage/gap analysis
• There is ready market for seeds in Malawi and this venture will be run by the local Malawians who are already experts in seed multiplication

3. LOCATION

Actual location of project
Lilongwe, Malawi

Prominent business activity surrounding your place of operation
The project site is located in the capital city of Malawi where most of the business, economic and administrative activities take place in the country

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The project is in line with Pillar one of Malawi 2063 which is Agricultural productivity and commercialization.
• The project will create over 300 full time jobs

Export orientation/forex generation

Import substitution

Value addition

FINANCIAL REQUIREMENTS

Capital Expenditure Requirement
• US$7 million

Working Capital Requirement

Proposed Financing Structure

Equity (%) / Debt (%)/Mezzanine Finance (Combination of Debt & Equity)

PROPOSED INVESTMENTMODEL

(ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

Joint venture partnership

Financing

PPP

PROJECT FEASIBILITY

Technical Feasibility
Done

Feasibility Study
Done

Environmental Impact Assessment
To be done

Technical Designs

Done

Licenses
Done

Market Feasibility Study
Done

FINANCIAL FEASIBILITY

Internal Rate of Return
• 20.74% (Annual Internal Rate of Return)

Net Present Value

Payback Period
2 years

CONTACTS

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NTHOLA ILORA RICE IRRIGATION – KARONGA (1,000 HA) – USD 17,340 MILLION



PROJECT NAME

The Nthola-Ilora-Ngosi Rice Irrigation Scheme will cost around US$ 17,340,000, this includes irrigation infrastructure and a rice processing plant. The scheme will produce 4610MT of rice on an initial 465ha of land with an estimated turnover of USD 227,000.00 annually.

Production estimates are expected to double in 4 years as the area under the scheme increases to 1000ha. Financial analysis of the project yields a NPV of US$5,627,911, an IRR of 11% and a payback period of 6 years, 5 months.

FEASIBILTY STUDY

Feasibility study done and land available

CONTACTS

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Tourism
SECTOR



GOLDEN SANDS ECO-LODGE IN THE LAKE MALAWI NATIONAL PARK PROJECT

PROJECT DESCRIPTION

The Government of Malawi through the Ministry of Tourism (MoT) and the Department of National Parks and Wildlife (DNPW) are seeking to introduce eco-tourism by means of the development of eco-lodges within Lake Malawi National Park. This project is under the Tourism sector of Malawi. Lake Malawi National Park was designated as UNESCO World Heritage site in 1984 for its natural beauty and outstanding biodiversity values.

Lake Malawi is of global importance for biodiversity conservation due particularly to its fish diversity and clear waters. These unique features Lake Malawi National Park possess give it a competitive advantage over other parks in the country. The aim for the introduction of eco-lodges in the Park is to unlock the untapped potential and secure the long-term feasibility and financial sustainability of nature-based tourism and protected area management. The Government would like to achieve these objectives under a PPP arrangement. The private party is expected to develop, finance, manage, operate and eventually transfer through a Public Private Partnership agreement.

The area is well known for tourism in the world which has a trade mark name "Cape Maclear". The ecotourism sites namely is named Golden sands.

GOLDEN SANDS

The envisaged project should be an exclusive, deluxe eco lodge offering a unique and scenic beach environment built utilizing local materials.

The development is envisaged to be a 4-5 star eco lodge with a capacity of 40-60 rooms; Conference facility occupying with a capacity of 100 people. The infrastructure will require green and climate controlling facilities.

The development should aim to ensure that the eco lodge is well integrated within the surrounding lake environment. The facilities should be based on an understanding of the ecolodge context and should employ a lot of creativity and innovation based on ecotourism and sustainable infrastructure design.

The development should have minimal impact on the natural surroundings and fits in into the physical environment with particular attention to design and landscaping as well as building materials.

The facility should also include additional activities like Scuba diving, snorkeling, kayaking, swimming, hiking, sport fishing, zipline, glass bottom boat rides, sunset viewing, playground rides (slides, see-saws, swings), photography and cultural activities that primarily integrate community participation.

LOCATION

Lake Malawi National Park is located at the southern end of the great expanse of Lake Malawi. The property is an area of exceptional natural beauty with the rugged landscapes around it contrasting with the remarkably clear waters of the lake.

Golden Sands is in Cape Maclear which is a town in the Mangochi District of Malawi's Southern Region. The town, on the Nankumba Peninsula, is on the southern shore of Lake Malawi and is the busiest resort on Lake Malawi. Cape Maclear is close to the islands of Domwe, Thumbwe and Mumbo Island on Lake Malawi, and is in Lake Malawi National Park.

FEATURES OF THE PROJECT

The investor is expected to bring in the amenities and new construction on the site. The existing Eco-tourism facilities around the area include:

A. KAYAK AFRICA

Operates a unique truly eco-friendly tourism infrastructure on Mumbo and Domwe Islands. Kayak offers such activities as kayaking around the island, swimming, snorkeling and bird watching. It also offers a magnificent getaway for couples on honeymoon.

B. BLUE ZEBRA ISLAND LODGE

Located on the Maleri Islands in Salima District, this Lodge provides up-market accommodation for visitors. Activities include boat cruises, kayaking, snorkeling, swimming, birding, and nature trail walks.

C. PUMULANI LODGE

This is the most up-market facility in the park, located on the South-Western corner of the Park. Owned by Robin Pope Safaris, it offers a freshwater experience to their clients largely coming from upland bush safaris in South Luangwa National Park and other Protected Areas in Zambia and Malawi.

BENEFITS OF THE PROJECT /ALIGNMENT OF PROJECT TO GOVT GOALS

The Government of Malawi identifies the Tourism sector as a key driver for sustainable economic growth and development in the country (Malawi Growth Development Strategy III and Malawi 2063). MW2063 will be operationalized through ten-year implementation plans, the first of which is Malawi Investment Plan (MIP 1). MIP 1 aims at helping Malawi to raise the country's income status to lower-middle level by 2030. Tourism will contribute to this goal by becoming one of the key economic activities in the development of the secondary cities.

This eco-tourism project is expected to provide quality eco-tourism products with complementary commercial facilities with the following minimum facilities and services:

- Adequate lodging facilities catering for various tourist categories such as low budget and high end;
- Uninterrupted quality power supply and such other services required for the project like mobile network, water supply, internal roads, boat transfers etc;
- Corporate social responsibilities for the surrounding communities e.g. employment, income generating activities, purchase of local food stuffs and other materials etc.
- High quality facility management and maintenance services

BENEFITS OF THE PROJECT INCLUDE:

a. Improved infrastructure development
b. Improved ecotourism service delivery
c. Increased visitor's occupancy rate in all lodging facilities
d. Increased park revenue from the ecotourism services
e. Increased visibility as a tourist destination for both local and international market
f. Forex generation from international tourists
g. Increased tourist's attraction opportunities within the sites
h. Motivated and well-trained staff in ecotourism services

FINANCIAL REQUIREMENTS

- Total project cost is estimated at around US$24 Million
- The proposed Financing Structure for the project is combination of debt and equity.

PROPOSED INVESTMENT MODEL

(ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

Government's preference is to develop both the Golden Sands project through a Design, Build, Finance, Operate, Maintain and Transfer PPP arrangement.

PROJECT FEASIBILITY

	COMPONENT	STATUS
1	Technical Feasibility	Completed
2	Feasibility Study	Completed
3	Preliminary Environmental Impact Assessment	Completed
4	Technical Designs	To be completed by private investor
5	Licenses	N/A
6	Market Feasibility Study	Completed

CONTACTS

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INTEGRATED TOURISM FACILITY IN SALIMA, CENTRAL MALAWI

PROJECT DESCRIPTION

Spread across Central Malawi, the highlands along the shore of Lake Malawi, and the central shoreline, the Salima-Dowa-Kirk Range-Lilongwe Node probably offers one of the greatest geographic diversities amongst the Tourism Nodes in Malawi. It offers an appropriate and balanced mix of lake- based, nature- based and cultural tourism experiences.

Senga Bay, where Salima lies, is the closest Lake Malawi resort area to Lilongwe, situated about 120 km to the east by road, and is already established as a popular weekend retreat and conference venue for residents of the capital.

Salima town is situated centrally within proximity to the capital city of Lilongwe as well as linking to the northern & southern regions. The town is a booming tourist location with potential to become a lakeside city and is also the primary destination area of the central node with access to Meetings, Incentives, Conferencing and Events (MICE), Culture & Nature Tourism.

This project is owned by the Ministry of Tourism. The objective is to develop an inclusive tourism facility that provides relaxation, business, shopping and entertainment to guests and visitors. This will help to improve life and living standards for communities in and around Salima and help push for the development of Salima into a city.

The proposed project entails the construction of a 100-room Resort Hotel, a partitioned 1,000 capacity Conference Centre, Sporting complex, Shopping complex, Casino and Entertainment Centre, a golf course with residential estate, and an Aquarium.

SITE AND LOCATION

The site is in the Central Malawi region in the Salima-Dowa-Kirk Range – Lilongwe node. It is situated on the lake shore with close access to the capital city and main international airport, as well as rail transport & water transport by ferry.

The land is very flat with areas thereof on the same level as Lake Malawi. This is ideal for the proposed development since the concept calls for a man-made lake around which the buildings will be located.

BENEFITS OF THE PROJECT/ALIGNMENT OF PROJECT TO GOVERNMENT GOALS

The Government of Malawi has identified tourism development as a major driver of the Malawian economy in the future. The purpose of the National Tourism Investment Masterplan (of which the feasibility analysis is part) is to develop a 25-year roadmap that will guide investments into tourism and related sectors.

This project is expected to provide quality tourism products with the following minimum facilities and services:

- Adequate lodging facilities catering for various tourist categories
- Convention Centre for corporate meetings
- Sporting Complex
- Shopping Complex
- Casino & Entertainment Centre
- Corporate social responsibilities for the surrounding communities e.g. employment, income generating activities, purchase of local food stuffs and other materials etc.
- High quality facility management and maintenance services

BENEFITS OF THE PROJECT INCLUDE:

i. Improved infrastructure development
j. Increased visitor's occupancy rate in the lodging facilities
k. Increased visibility as a tourist destination for both local and international market
l. Forex generation from international tourists
m. Increased tourist's attraction opportunities

FINANCIAL REQUIREMENTS AND FINANCIAL FEASIBILITY

- Capital Expenditure Requirement is US$43.29 Million
- Net Present Value US$62.66 Million (for traditional procurement)
- Internal Rate of Return 12.4%
- Payback Period 9 years

PROPOSED INVESTMENT MODEL (ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE

Government's preference is to develop this project through a Design, Build, Finance, Operate, Maintain and Transfer PPP arrangement.

PROJECT FEASIBILITY

Salima is very well located in central Malawi. Two major national roads converge in Salima, the railway goes through the town and Chipoka harbor is less than 30km away. Senga Bay with its selection of hotels, resorts, and lake activities, is the closest lakeshore to Lilongwe, the nation's Capital city.

The selected site for the proposed Integrated Tourism Facility is ideally located along the lakeshore.

The land is very flat with areas thereof on the same level as Lake Malawi. This is ideal for the proposed development since the concept calls for a man-made lake around which the buildings will be located. The surrounding land is all under cultivation creating a lovely out-of-town ambience.

An Integrated Tourism Facility is quite a complex development. All facilities interact with and support each other, requiring well thought through placement of each component.

A preliminary zoning exercise of the selected site was undertaken and investigated the pros and cons of each location. Zoning diagrams have been developed which provide a short description of each location.

CONTACTS

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SUNBIRD
Hotels and Resorts

PROPOSED NEW FIVE STAR HOTEL AT NKOPOLA

ROJECT DESCRIPTION

PROJECT OWNERSHIP

The project is owned by Sunbird Tourism Plc Malawi's leading hospitality Sunbird Hotels and Resorts is Malawi's leading hotel chain with 9 properties including four city hotels in all three regions of Malawi namely; Sunbird Capital, Sunbird Mount Soche, Sunbird Lilongwe, and Sunbird Mzuzu, three popular beach resorts along Lake Malawi namely; Sunbird Waterfront, Sunbird Livingstonia, Sunbird Nkopola, a beachside Inn on the northern lakeshore, Sunbird Chintheche, and an iconic mountain resort in the former capital city of Zomba; Sunbird Kuchawe. Sunbird Hotels & Resorts" the home of hospitality" is known for offering excellent and personalized services, great cuisine and comfortable accommodation.

BUSINESS MODEL

The proposed development will have a 150-key resort-conference hotel with 215 beds, a conference catering for up to 415 delegates and a shopping arcade. Besides the main features the facility will have some other unique attractions including a night club and floating restaurant. Below is a summary of the outlets.

OBJECTIVES OF THE PROJECT

- Close the gap for an upmarket five-star hotel in Mangochi
- Grow tourism by attracting upmarket leisure clientele
- Create synergies with the existing Sunbird Nkopola

SECTOR OF OPERATION

- Hospitality and Tourism

BUSINESS ACTIVITY

- Accommodation
- Conferencing
- Catering
- Watersports
- Entertainment

COMPETITIVE ADVANTAGE/GAP ANALYSIS

Currently there is no five-star hotel within Mangochi and the surrounding area and therefore the proposed five-star hotel with Children's water park, Spa, Casino, Night Club and purpose-built conference facility will be unique in the area and have the ability to attract both conferencing and upmarket leisure clients. Having an adjacent sister property will also be an advantage as this will allow for large events to be hosted due to the 250 rooms that will be available across the complex.

LOCATION

The site of the proposed hotel is -14.3209703° latitude 35.1459533° longitude in Nkopola, Mangochi District. The site generally flat with clusters of trees. It is currently used by the local residents to access Lake Malawi. There is a seasonal stream drain at the end of the plot to the East.

The site is next to Lake Malawi, the third largest lake in Africa which has unique fauna and clear waters including the Lake Malawi National Park which is a UNESCO heritage site. Sunbird Nkopola which is adjacent to the site, is an established and popular conference hotel which will assist in driving business to the new property.

The plot is bordered by Lake Malawi to the East. To the West is informal settlements. To the North is Sunbird Nkopola. To the South, the plot borders the Sunbird Nkopola camping site. The site is currently bordered by a stone wall on two-sides. The frontage of the land is on beach front which makes it visible from the lakeside.



BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The government of Malawi identified tourism as one of the growth sectors for the economy and hence developed the tourism investment master plan which identified potential areas for investment in the tourism sector. In the master plan Mangochi was identified as one of growth centers for tourism. Sunbird's plan to develop this five-star hotel and conference center in Mangochi is inline with government vision and goals.

There are several benefits to be derived from the project and these include employment creation and forex generation.

The project is expected to create employment right from the construction phase where locals from surrounding areas are expected to gain employment as laborers at the construction site, upon project completion the hotel is expected to employ in excess of 200 people. The new hotel will also create business opportunities for local small scale traders including fish vendors and those that sell farm produce.

Since the project is to fill the gap for an upmarket 5-star hotel at the lake it expected to attract high profile clientele ones that will spend much more than the regular tourist, it is therefore expected that the hotel will help generate forex for the country. Besides forex from tourists the addition of 150 rooms at Nkopola and a 400-conference center means that Malawi will now be able to attract high profile international conferences

FINANCIAL REQUIREMENTS

TOTAL DEVELOPMENT COST

The project will require an investment of between US$35million and US$50 million.

WORKING CAPITAL REQUIREMENT

The project has a working capital requirement of about US$2 million - US$4 million

PROPOSED FINANCING STRUCTURE

A healthy mixture of debt and equity, with a debt-equity ratio of 60-40 proposed in the feasibility.

PROPOSED INVESTMENTMODEL (ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

JOINT VENTURE PARTNERSHIP

Sunbird is looking for JV partners for the SPV that will be formed to implement the project. The land will be demarcated and transferred to the joint venture.

FINANCING

JV partners will contribute capital at agreed participation levels and the JV will borrow funds for the project.

MANAGEMENT

Sunbird will operate the property on a management contract.

PROJECT FEASIBILITY

TECHNICAL FEASIBILITY

Sunbird has previously undertaken projects of similar magnitude and hence has the experience and expertise to undertake such a project.

FEASIBILITY STUDY

A feasibility study was already conducted, the conclusion of the study is that the project is viable.

ENVIRONMENTAL IMPACT ASSESSMENT

An environment impact assessment study will be undertaken by the end of the year.

TECHNICAL DESIGNS

The technical designs have not been done but the company is about to go to the market to identify a team of experts to come up with the designs, the expectation is that the designs will be ready by the end of the year.

LICENSES

Licenses will be obtained after submitting technical designs and this will likely be in 2024.

MARKET FEASIBILITY STUDY

A market feasibility was conducted whose conclusion was that the project is viable.

FINANCIAL FEASIBILITY

The project is financially viable as shown below with an IRR above the borrowing cost of 8%

CONTACTS

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SUNBIRD
Hotels and Resorts

Sunbird Mixed-Use Facility – USD 70–90 million

PROJECT DESCRIPTION

The project entails a mix of complementary activities within a location. The business activities include a 150-room apartment hotel which is basically a hotel with rooms that contain a living room, bedroom and kitchenette. Such hotels are particularly attractive to long stay guests. A 500-seater conference center and retail space targeting high end regional retailers.

FEASIBILITY REPORTS AVAILABLE.

Land available. Sunbird is an existing company with commercial orientation

CONTACTS

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RAYONI INTERNATIONAL CONVENTION



PROJECT DESCRIPTION

Rayoni Holdings Limited (RAHOL) is wholly owned investments company of Mughona Trust (my family trust). RAHOL was incorporate in January 2022 with the aim of investing in viable businesses in Malawi and the African region. Since incorporation RAHOL has embarked on very ambitious investments as follows:

(1) RAYONI INTERNATIONAL CONVENTION
Centre Limited (RICC): This will offer facilities for Meetings, Incentives, Conferences and Exhibitions (MICE). There will be SIX pillars as below. There will be INCENTIVES programs embodied as part of MICE.

(a) Eco-tourism:
Rayoni Tourism Centre will create tours for international tourists involving Lake Tourism, Game Parks Tourism and mountain and rivers tourism.

(b) Cultural-tourism:
This will involve traditional/cultural dances and performances from all over Malawi and African region

(c) Conferencing-tourism:
Rayoni Conferencing Centre will create and attract national, regional and international short duration courses, seminars, conferences, trainings etc. bringing in people from all over the world to RICC. International Events management companies will be engaged.

(d) Exhibitions-tourism:
Rayoni Exhibitions Centre will create thematic exhibitions involving different countries per each product theme. For example, Coffee week would bring in companies that produce coffee or auxiliary products for coffee production from all over the world to exhibit.

(e) Golfing tourism:
The company has acquired 30 hectares of land on which it will construct a golf course attached to the Hotel and Convention. Local and international tourists attending the conferences will be able to be entertained at the golf course, lake Malawi excursions and Nyika and/or Vwaza game viewing

(f) Convention Centre:
Under Sheraton by Marriott franchise, the facility will be managed by Aleph Hospitality Company of Dubai.

SOCIAL AND ECONOMIC IMPACT

This project will have a positive socioeconomic impact by stimulating employment opportunities and supporting women entrepreneurs who supply goods and services to the hotel. Additionally, the project contributes to the nation's foreign exchange earnings through the promotion of tourism activities, which further strengthen the local economy.

PROJECT LOCATION

Mzuzu: Dunduzu
LEVEL OF INVESTMENT (US$)
22,071,679.70 (debt – 80%, equity – 20%)
INVESTMENT OPPORTUNITY
Hospitality

BUSINESS/PARTNERSHIP MODEL

Shareholders investments flights, local transportation & convention center marketing strategies (Conferencing, Eco, spiritual & cultural tourism) customers Revenue & profit Stakeholders

FEASIBILITY STUDY

A feasibility was undertaken and the report is readily available

PROJECT VIABILITY (NPV, IRR, PAYBACK PERIOD)

NPV: US$ 35,287,074.96
IRR: 14%
Payback period: 13 years

CONTACTS

NAME OF PROJECT PROMOTER

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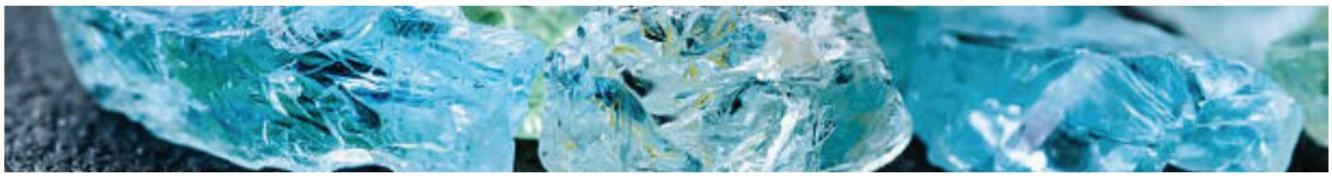




Mining
SECTOR

PL TREASURERS LIMITED

Name of project primoter : PL Treasures Limited
Project name : Establishment of a processing facility for value addition; a factory for Ornamental Products; a Gemological Laboratory, and a Gallery for showcasing Malawi's gemstones and mineral specimens.



PROJECT DESCRIPTION

The project involves the establishment of a processing facility for value addition; a factory for Ornamental Products; a Gemological Laboratory, and a Gallery for showcasing Malawi's gemstones and mineral specimens. It will entail the benefication (Value Addition) of minerals to produce Beads, Chandeliers, Ornamental Bathtubs, Sink, Tiles, Gemstone Cutlery, and many more from Malawi's precious Rocks.

The overall objective of the project is to establish; a processing facility for value addition; a factory for Ornamental Products; a Gemological Laboratory and a Gallery for showcasing Malawi's gemstones and mineral specimens.

PL Treasurers Limited will not be involved in any mining activities; rather it will provide a market for Artisanal and Small-Scale Miners.

SECTOR OF OPERATION

MINING SECTOR

COMPETITIVE ADVANTAGE

PL Treasurers Limited possesses a strong team with experience in gold and gemstone trade, a network of formalized ASMs and other Mining related Associations that is receiving strong government support will make it easy to source the required raw materials. In addition, we have a strong network with firm and validated markets. Formalized Small and Medium-sized (SME)

LOCATION

The project is currently located in Lilongwe, the capital city of Malawi. We have a big site where envisage to construct the factory, showroom and administrative offices.

BENEFITS OF THE PROJECT/ALIGNMENT OF PROJECT TO GOVERNMENT GOALS

- **Contribution to achieving national, regional or global economic, social environment and developmental goals.**

The project will make the following contribution:

i. Development of Skills related to value addition to commodities originating from Malawi.
ii. Provision of seasonal and permanent jobs.
iii. Generation of Foreign currency.
iv. Contribution to national income (GDP).
v. Provision of business opportunities to Artisanal and Small-scale Miners.

- **Export orientation/forex generation**
  Core business (90%) involves exports while part of the proceeds are applied towards import of needed supplies in Malawi such as Stationary and ICT equipment.

- **Import substitution**
  They will be import - substitution more especially on jewelry imports similar to products processed by PL Treasurers Limited.

- **Value addition**
  100% mining related activities involving value addition.

FINANCIAL REQUIREMENTS

- **Capital expenditure requirement** - USD3.2 million
- **Working capital requirement** - USD265,000
- **Proposed financing structure:** grants (70%), equity (20%) and loan (10%)
- The project promoters are open to equity, debt or mezzanine finance (Combination of debt & equity)

PROPOSED INVESTMENT MODEL

(ACTIONS REQUIRED/IMPLEMENTATION ARRANGEMENT/CONTRACT TYPE)

The project promoters are open to discuss various investment models which include Joint venture partnership, financing or public private partnerships

PROJECT FEASIBILITY

The following studies have been undertaken by the project promoters: feasibility study, technical feasibility, environmental impact assessment, technical designs and market feasibility study. All related licenses for the project have already been acquired

FINANCIAL FEASIBILITY

• Internal rate of return	882%
• Net present value	USD184, 000 (MWK313million)
• Payback period	<3 Years

CONTACTS

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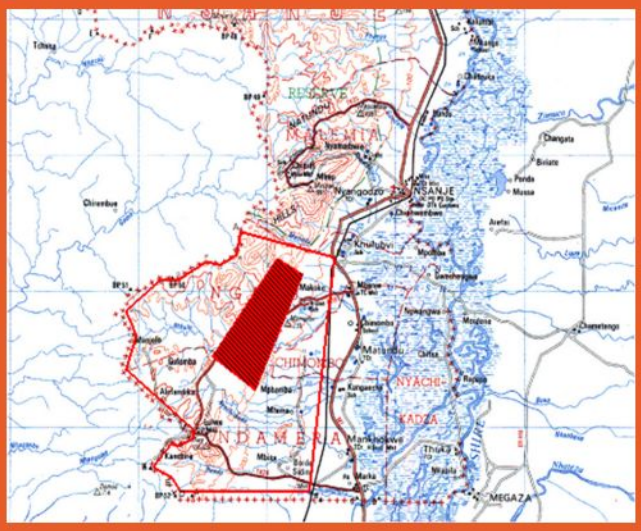
RIFT VALLEY
MINING COMPANY

PROJECT PROFILE

Limestone Quarrying and Processing | Nsanje District | Malawi

Rift Valley Mining Company Limited is a Malawian company that has been established to quarry and process limestone into lime products, namely Hydrated Lime, Quick Lime and Agricultural lime for both local and export markets.





PROJECT SUMMARY

Location	Malawi
Sector of Operations	Mining, Limestone Quarrying
Products	Hydrated Lime, Quick Lime, Agricultural Lime
Total Project Cost (Debt & Equity)	USD 34 million
Project Status	Currently Carrying Out Advanced Project Preparation

STATUS OF THE PROJECT

The company currently holds an approved Mining License with attendant Environmental Impact Assessment Approvals and Environmental Management Plan for its licenced area in Nsanje District, Malawi. The mining license area covers 28 square km and has enough limestone deposits to support a mining life of 45 years. The project is currently updating its geological reserve estimates and feasibility studies through a certified International Competent Person.

HIGH LEVEL OVERVIEW

Activity	Completed	In Process	Not Started	On Hold
Exploration Licence	√			
Mining Licence	√			
Exploration Works		√		
Environmental Impact Assessment	√			
Economic Analysis	√			
Offtake Agreements	√			
Development of Export Markets		√		
Bankable Feasibility Study		√		





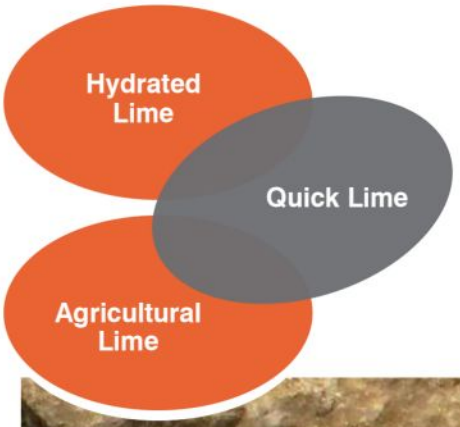
OFF TAKERS

Rift Valley Mining Company has already entered into off-take agreements with some of the largest lime end users in Malawi and is in the process of developing export markets in the region. Currently the Africa region only produces 50% of its requirement and the rest is imported from overseas. The off-take agreements govern the mechanism of price and volume which will make up a substantial part of our revenue projections.

PROJECT FINANCING

Project Financing & Investor Benefits		
Total Project Cost	$ 34	Million
Debt tenor	15	years
IRR	17.72	%
The payback period,	6.42	years
Project Impacts		
Creation of Jobs; Manufacturing & Industrialization; Import substitution and export potential to regional markets		

PROJECT PRODUCTS



Limestone has a wide product range with key applications in agriculture, the construction industry, environmental protection, steel manufacturing and water treatment to name a few.

MARKET

The global limestone market size was valued at USD 73.02 billion in 2019 and is expected to grow at a compound annual growth rate (CAGR) of 4.4% from 2020 to 2027. Increasing infrastructural developments across the world are anticipated to increase the demand for limestone during the coming years. Rift Valley Mining Company is strategically positioning itself to capture the regional opportunities presented by these dynamics.



Project Term: **45 Years** | Construction Period: **18 months** | Anticipated Production Date: **Q4 2023**

Project Summary | September 2021 | Confidential

Contact: Russel Thornicroft, Managing Director, Rift Valley Mining Company Ltd.
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#	Item	Description
14	**Products**	• The project will produce: o Hydrated lime o Quick lime o Agricultural lime
15	**Markets**	• Off – taker agreements are in place with two of Malawi's largest lime end users • Development of export markets • Several expressions of interest secured to purchase our products.
16	**Environmental**	• Environmental Impact Social Assessment (ESIA) approved
17	**Social and community Engagement**	• Social and labour plan approved by community
18	**Financial**	• Total Project Cost: $34 million • NPV: $9.3 million • IRR: 17.72% • Payback Period: 6.42 years • Loan Term: 15 years
19	**Project plan**	• Construction: Months 1-18 • Operation: Month 19
22	**Funding requirements**	• $ 24 million loan for mine development activities • $10 million equity for working capital requirements







Malawi Limestone Quarrying and Processing Project

#	Item	Description
1	**Project stage**	• Mine development: Opencast limestone mining project, significant test work completed • Seeking funds for mine development activities • Mine to be brought into production in phases
2	**Location**	• Malawi
3	**History**	• Project has been developed over an 8-year period
4	**Corporate structure**	• SPV: 100% owned by family business
5	**Development team**	• Mid-tier mining company
6	**Permits and licences**	• Mining licence secured
7	**Geology**	• The greater part of the project area is made up of crystalline granulites, gneisses and subordinate schists of the Mozambique belt ascribed to the Precambrian System. These are penetrated by calcitic dyke swarms of Karma age and by late Jurassic to early Cretaceous plutons, volcanic vents and minor intrusions. • Detailed trenching and pitting was established to cover the project area and the geochemical analysis indicated CaO 55% and MgO 3.66% and the limestone which varied from coarse, medium to fine grained.
8	**Advanced Exploration Works**	o Drilling o Logging o Sampling o Assays o Mineral Resource Estimate
9	**Resources and reserves**	• 14 million tonnes – Mineral Resource Estimate to be confirmed by advanced exploration works in accordance with the JORC or SAMREC codes which will be prepared by a Competent Person.
10	**Mining**	• Mining method: opencast mining o Stripping ratio: 0.5:1 o Contractor mining
11	**Processing**	• Mineral concentrator process plant designed entailing: o Primary and secondary crushing o Dense medium separation o Sorting into different fractions by screening o Rotary kiln process o Hydration process o Primary milling o Grinding into fine powder
12	**Production parameters**	• Phased ramp-up • Peak production: 140,000 Mtpa ore • Stripping ratio: 0.5:1 • Life of mine: 45 years

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Energy
SECTOR



FUFU HYDROPOWER PROJECT

PROJECT DESCRIPTION

GENERAL

The Fufu hydropower project is located in the Northern Region of Malawi. With a maximum gross head of 414.3 m and a maximum reservoir storage capacity of 138 Million cubic metres, the energy generation of the Fufu project is 1128 GWh with 705 GWh of peak production. The design capacity of the high head hydroelectric power plants is 261 MW.

The project layout comprises the main following components:

a. The Fufu dam, 114 m high above foundation implemented on the South Rukuru River in a narrow gorge area;

b. An hydraulic adduction system to the power station composed of:
   i. A water intake including a shaft valve;
   ii. A headrace tunnel 4305 m long;
   iii. A surge shaft; and
   iv. A penstock approximately 1200 m long.

c. An external power station near Lake Malawi A tailrace canal 34 m long with an outlet discharging into the South Rukuru River near the outlet of the river into Lake Malawi;

d. The North Rumphi water transfer composed of:
   v. A weir approximately 5 m high; and
   vi. A water gallery transfer about 10 km long.

e. The construction of a new national road about 15 km long connecting the existing national road upstream and downstream of the reservoir.

During the construction of the Fufu dam, the South Rukuru river discharge will be diverted through a tunnel built in the left bank of the dam. An upstream cofferdam around 17 m high will protect the worksite against a flood with a return period of 50 years.

ECONOMIC AND FINANCIAL ASPECTS FOR FUFU HPP

Under consideration of economic and financial aspects, the proposed project layout is found to be economically and financially viable, under the various sensitivity analyses performed, resulting in the relatively low generation levelized costs of 3.5 US$ct/kWh.

BENEFITS OF THE PROJECT

Expected benefits in implementing Fufu project are:

a. Increased hydropower production that will stabilize Malawian power system;

b. Cover the presently suppressed power demand;

c. Access to the financially attractive source of renewable energy;

d. Reduce the flood peaks in the areas prone to floods downstream from the dam;

e. Cover the existing and future needs for peak capacity and energy on a long run; and

f. Together with the downstream located plants at Shire River, represent one of key players on the regional power market (SAPP) for provision of peak power.

The beneficiaries of Fufu project will be primarily Malawians and the Southern African Region Power Market.

FINANCIAL REQUIREMENTS

Total project costs are estimated at USD 702,585,000

FINANCING STRUCTURE

Total project costs: USD 702,585,000
Commercial Loan from private investor: USD
Equity from private investor: USD
Equity from Government: USD
Commercial Loan from Government: USD

PROPOSED INVESTMENT MODEL

Investment implementation for Fufu project is expected to commence in 2024 subject to availability of financial resources. The government's plan is to implement the Fufu HPP as a Public Private Partnership (PPP) scheme.

PROJECT FEASIBILITY

Full Feasibility Study and Environment and Social Impact Assessment (ESIA) for the proposed Fufu site have already been done. Further to this, detailed designs and the documents required for tendering for construction works are already in place.

The project is expected to be implemented within the period of five years and six months. However, projects implementation depends upon the availability of financial resources for that purpose.

FINANCIAL FEASIBILITY

COMMERCIAL DATA

Investment Costs:
702.5 million USD

Specific Investment Cost:
2,700 USD/kW

Project IRR:
12.1%

Levelized Electricity Costs:
3.5 USct/kWh for base and 13.5 USct/kWh for Peak

Net Present Value, NPV (ta=8%):
USD123million

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KHOLOMBIDZO HYDROPOWER PROJECT

PROJECT DESCRIPTION

GENERAL

Kholombizo HPP consists of the following main components:

a. Diversion Dam, formed by a 16.8m high Concrete Gravity Dam located 160m from the Matope Bridge with gated spillway;

b. Two headrace tunnels waterway on the left bank;

c. Two pressure power tunnels with surge shafts and underground penstocks, located at the left abutment;

d. Surface powerhouse, housing 4 vertical Francis turbines of the installed capacity of 53.3MW each; and

e. 132kV transmission line, 16km long, connecting the power plant to the Phombeya Substation.

1.2 ECONOMIC AND FINANCIAL ASPECTS FOR FUFU HPP

Under consideration of economic and financial aspects, the proposed project layout is found to be economically and financially viable, under the various sensitivity analyses performed, resulting in the relatively low generation levelized costs of 4.9 US$ct/kWh.

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT

The expected benefits in implementing Kholombizo project are:

a. Increased hydropower production that will stabilize Malawian power system

b. Cover the presently suppressed power demand;

c. Access to the financially attractive source of renewable energy;

d. Improve the operation of the downstream located plants (existing and planned);

e. Reduce the flood peaks in the areas prone to floods downstream from the dam;

f. Cover the existing and future needs for peak capacity and energy on a long run; and

g. Together with the downstream located plants at Shire River, represent one of key players on the regional power market (SAPP) for provision of peak power.

The beneficiaries of Kholombidzo project will be primarily Malawians and the Southern African Region Power Market.

FINANCIAL REQUIREMENTS

Total project costs are estimated at USD 499,500,000.

FINANCING STRUCTURE

Total project costs: USD 499, 427,058
Commercial Loan from private investor: USD
Equity from private investor: USD
Equity from Government: USD
Commercial Loan from Government: USD

PROPOSED INVESTMENTMODEL (ACTIONS REQUIRED/ IMPLEMENTATION ARRANGEMENTS/ CONTRACT TYPE)

Investment implementation for Kholombizo project is expected to commence in 2024 subject to availability of financial resources. The government's plan is to implement the Kholombizo HPP either as a Public Private Partnership (PPP) scheme or through own financing with support from development partners.

PROJECT FEASIBILITY

Full Feasibility Study and Environment and Social Impact Assessment (ESIA) for the proposed Kholombizo site have already been done. Further to this, detailed designs and the documents required for tendering for construction works are already in place.

The implementation of Kholombizo project is recognized as one of the priorities in the Integrated Resource Plan (2017), as one of the milestones in the least cost development process. The project is expected to be implemented within the period of five years and six months. However, projects implementation depends upon the availability of financial resources for that purpose.

Therefore, the objective of this proposal is to mobilize financial resources to implement Kholombizo project, as one of the key milestones which is expected to allow for the sustainable development of the economy of Malawi.

FINANCIAL FEASIBILITY

COMMERCIAL DATA

Investment Costs:
499.5 million USD

Specific Investment Cost:
2,401 USD/kW

Project IRR:
10.8%

Levelized Electricity Costs:
4.9 USct/kWh

Net Present Value, NPV (ta=8%):
USD127.4 million

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4.5MW WOVWE HYDRO POWER EXTENSION PROJECT

PROJECT DESCRIPTION

The main goal of the project is to increase power generation in the country through extension of the existing Wovwe Power Plant by 4.5MW, mitigate power supply constraints arising from one transmission line for power evacuation to the North and to improve Northern Region grid stability. The project implementation period is 2 years which is realistic and plausible for the completion of the construction works and installation of the equipment for a project of this size.

SALIENT FEATURES OF THE PROJECT

The salient features of the project are as follows:

a. Operating mode of the project is Run-of-River (RoR);
b. Installed capacity 4.5MW, at a discharge of 1.02 m^3/s, gross head of 516 m with net head of 490 m at installed discharge;
c. Utilise existing weir and intake which will require to be improved by extension of gravel trap for connection of three sandtrap bays and separate sandtrap bay with a design discharge of 1.02 m^3/s;
d. Additional, separate low-pressure headrace conduit with a diameter of 0.9 m and a length of approximately 2 km;
e. Additional, separate surge tank with an inner diameter of 4 m and a height of 18.5 m;
f. Additional, separate penstock with a diameter of 0.7 m and a length of approximately 2.6 km;
g. Additional, separate powerhouse, housing 3 Pelton units with two jets identical to existing ones (Q=0.34 m^3/s; P=1.5 MW);
h. Additional, separate tailrace channel for 1.02 m^3/six. Additional switchyard equipment to be installed on the existing spare switchyard bay existing 66 kV transmission line; and
i. Access roads, mainly to the intake (existing to be upgraded)

ACTIVITIES TO BE UNDERTAKEN

The main activities to be carried out during the implementation of the project are;
a. Engineering Design; and
b. Supply, Construction and commissioning.

ENGINEERING DESIGN:

For the purpose of taking the project into development by an EPC contractor, there will be need to carry out a detailed engineering design of all the key components of the project. The key project components for detailed design are;

a. Sandtrap

At the water intake,an additional sandtrap bay is required for the extension project. The number of sandtrap bays shall allow a continuous operation of the plant at the rated discharge, assuming one chamber being flushed. Consequently, the sandtrap shall be designed with 3 chambers, each being capable to handle the flow of 1.02 m^3/s. The sandtrap design was performed as per the particulars shown below.

b. Headrace conduit

Two separate headrace pipes will be designed to allow for higher flexibility and reduce outages during the operation phase.

c. Surge tank

For the RoR concept, an additional surge tank is required next to the existing surge tank as the existing one cannot accommodate the additional discharge. Similar design as for the existing surge tank should be considered. The space requirements for the new surge tank are deemed available.

d. Electromechanical & Hydromechanical Equipment

All electrical and mechanical equipment will have to be detail designed including penstocks, turbines, generators, control and protection systems, power evacuation systems and all auxiliary equipment.

e. Civil Works

All supporting civil works for the project including power house, tailrace and drainage systems.

SUPPLY, INSTALLATION AND COMMISSIONING

The construction stage will entail supply, installation and commissioning of all equipment and works. The key works to be constructed and equipment to be supplied, installed and commissioned are;

a. Excavation and construction works

Excavation and construction works for sand traps, tailrace, surge chamber, power house and headrace conduit will be undertaken.

b. Supply & Installation and commissioning of equipment

i. Supply, Mounting and installation of Pen stocks and related water conveyance systems; and

ii. Supply and installation of turbines, generators, substations, control and protection equipment and associated auxiliary equipment.

c. Installation of Utilities

Utilities for both the construction and operation that shall be installed include:

i. Power and lighting installations;

ii. Electrical grounding installation for equipment, machineries, metallic structures, technological and utilities pipelines, and also for protection against atmospheric electricity discharge;

iii. Installation of firefighting equipment; and

iv. Demobilization of the project upon completion of construction. • Installation of water piping.

d. Commissioning

The plant will be commissioned prior to its operation. The main activities to be undertaken are:

i. Equipment testing (process, utilities and services);

ii. Operational personnel training; and

iii. Acceptance test.

PROJECT LOCATION

Wovwe is located North of Malawi, in Karonga District about 120 km north of Mzuzu City. The area is 17 km west of Uliwa trading center and accessed by an earthen road that connects to M1 road at Uliwa (Figure 1), in Karonga. The project lies at 10°26'42"S; 34°05'2"E with a Catchment Area of approx. 152 km^2 (at intake location). The project is located on Wovwe River that flows from the Nyika Escarpment into the Wovwe low lying areas and into Lake Malawi. The proposed hydro power project shares the existing water intake infrastructure which will need to be expanded to accommodate the increased water intake.

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The project will produce substantial benefits for the local community members and the nation.

BENEFITS TO COMMUNITIES

a. Creation of local employment opportunities - The project will provide employment opportunities to women, men, youth and vulnerable groups from the surrounding communities since there will be need of skilled and non-skilled workforce. This will enhance employment inequalities;

b. Skill transfer through worker interactions, capacity building and specialized training - Employment of local people from within the pr oject area of impact will facilitate capacity enhancement and acquisition of specific skill sets through on-the-job and formal trainings. These skill sets like safety consciousness, vehicle control and management, time management etc. may then be readily replicated in other construction related projects;

c. Improvement of community facilities and infrastructures – Since the project translates into more people flocking into the area e.g. staff, family members, entrepreneurs etc. there will be an increased demand for social services hence an improvement/additional/ introduction of such facilities e.g. early childhood development centers, primary and secondary schools, health centers, police unit etc;

d. Economic empowerment through income generating activities – The project will offer a ready market for various commodities and services ranging from household, catering, entertainment, agricultural etc. This will generally promote equality between women, men and the youth;

e. Project's initiated corporate social responsibility - The project will demand a contractor to embed corporate social responsibility initiatives whereby among other things would be requested to meet some of the needs of the communities through reasonable use of resources. Some of CSR would be providing surrounding communities with water supply and sanitation programs, environmental responsibility programs, etc;

f. Availability of informal employment - Increased number of staff and families at the station translate into increased demand for caretakers of staff's houses, gardens, business enterprises (i.e. farms, shops etc.). Hence, provision of reliable and steady income to local communities especially women and youth through employment;

g. Food security - With steady and increased income to locals, there would be boost in food production and food security around the area since community members will be able to buy farm inputs;

h. Increased societal security - When the project is being executed, locals will benefit from security enforcement measures being executed around project facilities and material supplies e.g. borrow areas, strictness on theft and burglary etc; and

i. Knowledge in best practices – Since community members will be interacting with the project's safeguards specialists, they will garner knowledge in best practices regarding environmental protection and management, social protection and justice as well as gender inclusion and harassment.



BENEFITS TO THE NATION

a. Employment opportunities to Malawians – Preparation and construction works of the project will create employment opportunities since the project will require technical personnel and labourers that may not be available within the surrounding communities. It is expected that women, men, youth and vulnerable groups will be employed on the project hence enhancing employment equalities;
b. Increase in trade opportunities - The project will provide opportunities for trade due to demand for construction materials and for goods and services by contractors and workers. This will benefit the government as well in that it will increase revenue generated in form of taxes from wages, goods and services;
c. Improved power supply to the northern region and the national grid - The project's objective is to increase power generation in the country and mitigate power supply constraints arising from one transmission line for power evacuation to the North and to improve Northern Region grid stability. This will subsequently reduce the duration and frequency of load shedding;
d. Improved Access to Sustainable and Affordable Power Source - The project will increase domestic power connections particularly in the northern region, increase productivity and reduce overreliance on unsustainable sources of energy e.g. fuelwood;
e. Increase the nation's economic activities and production - Increased availability of power supply is expected to result in improved industrial processing and manufacturing for commercial purposes e.g. logging, timber sawing, welding, refrigeration of fresh and dairy foods, steel works;
f. Increase in revenue generation – EGENCO Limited will generate additional revenue from new power connections to be provided by the project; while the Government will generate additional revenue from various forms of taxes on wages, goods and services; and
g. Enhanced participation in development – Availability of electricity will promote investments in the country hence permitting men, women and youth to participate and engage in development works. It will also allow boy and girl child to pursue further with their studies since there will be elongated study hours.

FINANCIAL REQUIREMENTS

The CAPEX cost of the project is estimated at 12.248 USD million. The investment costs are converted into economic costs by applying the standard conversion factor of 0.9 which translates the investment cost to an economic project cost to USD 11.87 million

PROPOSED INVESTMENT MODEL

Investment implementation for Wovwe project is expected to commence in 2024 subject to availability of financial resources. The government's plan is to implement the Wovwe project through government own financing or development partner's support.

PROJECT FEASIBILITY

Feasibility Study including ESIA study was conducted by Fichtner of Germany and was concluded in 2022. ESIA study report was approved by Malawi Environmental Protection Authority (MEPA) in December 2022 and the project feasibility reports are ready for submission to Single Buyer for implementation approval.

FINANCIAL FEASIBILITY

The investment costs are converted into economic costs by applying the standard conversion factor of 0.9 which translates the investment cost to an economic project cost to USD 11.87 million.

Table 2: Results of the economic analysis at different discount rates

			COMPARED TO DIESEL/LFO
ITEM	UNIT	8% DISC. RATE	10% DISC. RATE
NPV of Revenues	mUSD	39.328	30.601
NPV of Costs	mUSD	12.234	11.602
Net Benefit	mUSD	27.094	18.999
Benefit / Cost Ratio	-	3.21	2.64
Economic internal rate of return (EIRR)	%	22.7%	

The results indicate that the project is economically viable, with net benefits of around USD 19 million (10% discount rate) and a benefit cost ratio of 2.64, if compared to energy produced from a Diesel/LFO genset. The economic analysis reveals an EIRR of 22.7%. This indicates that from an economic perspective the project is viable and beneficial, if compared to producing energy from LFO/diesel gensets.

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HOW WE GROW

EXPORT

EXPORT

- MARKET INTELLIGENCE
- EXPORT PROMOTION
- EXPORT DEVELOPMENT (CAPACITY BUILDING & COACHING)
- ADVOCACY



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Infrastructure
SECTOR

Malawi
Investment and
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Center

MITC OFFICE COMPLEX –$29MILLION -



PROJECT DESCRIPTION

MITC plans to construct an eight storey (Twin Tower) ultra-modern building yielding a total of 12,500 square meters office space and 233 parking slots. Another feature will be a roof top solar farm that will be generating electricity to the main grid on a reverse meter basis.

FEASIBILITY STUDY.

Feasibility reports available and land is available

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SALIMA-LILONGWE (LAKE MALAWI) WATER SUPPLY PROJECT

1 BACKGROUND

The water demand for Lilongwe City is currently at 172,000 m3/day against a supply of 95,000 m3/day. The population of Lilongwe City is projected to exceed 1,200,00 in 2025 and grow at 3.8% per annum. It is further projected that at this growth rate the population will not only double by 2035 and but also triple by 2045.

Lilongwe City experienced a water supply crisis in 2016. This followed reduced annual rainfall in Malawi from a normal average of 1200mm to 700mm and 600mm in 2015 and 2016 seasons respectively. Consequently, Kamuzu Dam I and II - raw water reservoirs for Lilongwe City - failed to reach their full storage capacities.

A series of water infrastructure investments was planned to avert the looming water supply crisis. First, Malawi Government through Lilongwe Water Board (LWB) raised Kamuzu Dam 1 in 2023 to increase its storage capacity. Secondly, a New Treatment Plant with a capacity of 50,000m3/day is being constructed by LWB and is envisaged to be operational by 2025. However, this new plant is only expected to absorb the water demand until 2027. It is envisaged that the demand deficit will be 16% (equivalent of 248,000 people), 31% (equivalent of 578,000 people) and 51% (equivalent of half the city's population) in 2030, 2035 and 2045 respectively. It is therefore, concluded that a new water should not be delayed beyond 2025. The demand forecast is illustrated in Figure 1.

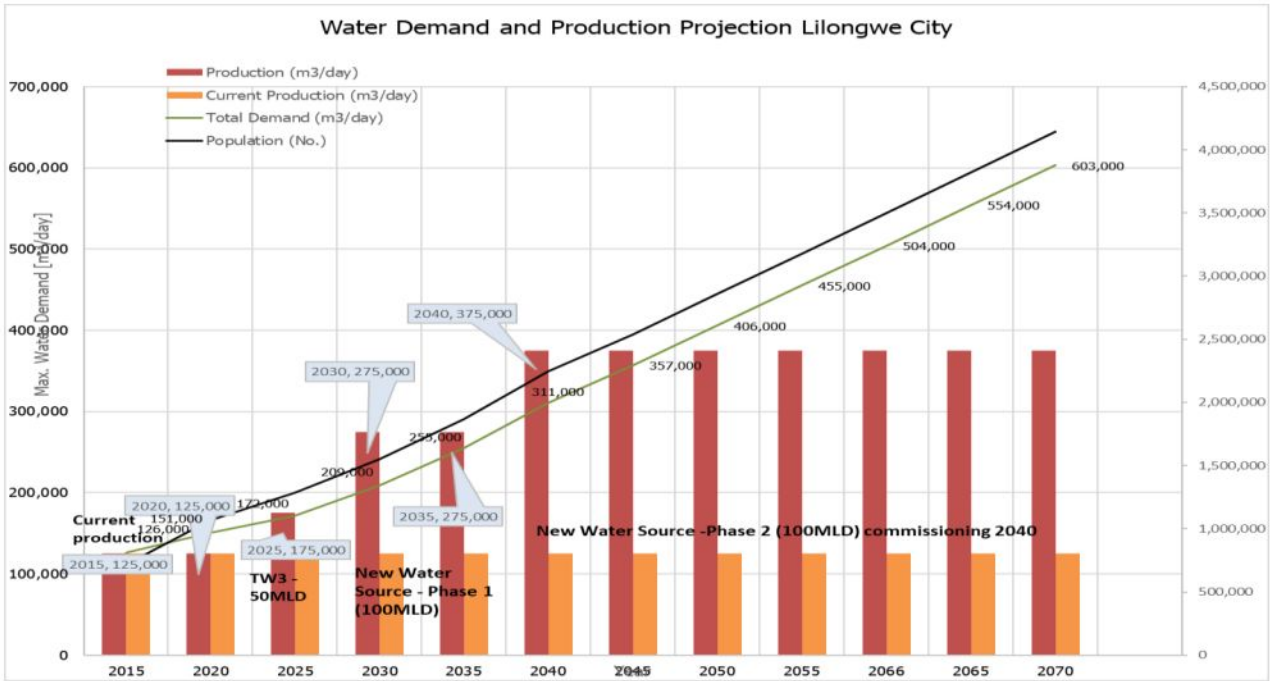


Figure 1: Water Demand Projection for Lilongwe City

2 SALIMA-LILONGWE WATER SUPPLY PROJECT

The Salima – Lilongwe Water Supply Project was conceptualized as a long-term solution to the water supply situation in Lilongwe City and surrounding areas.

2.1 PROJECT DEVELOPMENT OBJECTIVE

The Project Development Objective (PDO) is to increase water availability for Lilongwe City. The project also aims at expanding access to potable water to areas along the Lilongwe – Salima corridor namely: Salima Town, Kaphatenga, Mvera, Dowa District and Chezi. The project will benefit over 1.5 million people in the target areas.

2.2 SPECIFIC OBJECTIVES AND TARGETS

The specific objectives include:

i. To ensure that there are adequate water resources for the projected water demand for the City of Lilongwe to 2050.
ii. To increase access to safe piped water to both inner urban areas and peri-urban areas to safeguard healthy and disease-free inhabitants of the City of Lilongwe.
iii. To increase water supply coverage from the current estimated 82% of the citizenry of the City of Lilongwe to a100%. iv. To increase access to piped potable water to 50% of the inhabitants on the pipeline corridor (Lilongwe to Salima).

2.3 PROJECT ALIGNMENT TO SUSTAINABLE DEVELOPMENT GOALS

The Salima-Lilongwe Water Supply Project will play a crucial role in achieving Sustainable Development Goal 6 (SDG 6), which aims to ensure the availability and sustainable management of water and sanitation for all by 2030. The project directly contributes to climate resilience by ensuring water security for Lilongwe City and improving the city's ability to adapt to climate-related challenges, such as droughts, floods, and changing precipitation patterns.\

2.4 SCOPE OF PROJECT

The project will create a water treatment and transmission system from Lake Malawi in Salima District to Lilongwe City, the capital city of Malawi. The Project capacity is for distribution of 100,000 m3/day over a distance of 120 Km from Salima to Lilongwe.

2.5 IMPLEMENTATION ARRANGEMENT

The Salima-Lilongwe Water Project is being implemented under an Engineering, Procurement and Construction (EPC) arrangement where the engaged contractor is responsible for the designs, procurement and construction. In order to mitigate implementation risks and enhance supervision, a Special Purpose Vehicle (SPV) was established. Government incorporated the Salima-Lilongwe Water Supply Company (SLWSC) as an SPV in 2017. This SPV is an independent entity responsible for project management including financial managements in liaison with the EPC contractor. The SPV is staffed with qualified staff for project management at construction stage and enhanced with staff for operations and corporate governance at system operations.

The SPV will sell the treated water to Lilongwe Water Board (LWB) and Central Region Water Board (CRWB) as off-takers.

2.6 PROJECT FINANCING REQUIREMENTS

The Project has 3 main components; the water infrastructure (i.e., water intake, water treatment, pump stations, storage reservoirs and pipeline); the Resettlement Action Plan (RAP), and financing for energy infrastructure to provide the required 20 Megawatts for the project. The total cost of these components is USD 342,334,552.73 as summarized in Table 1.

Table 1: Summary of Project Cost

COMPONENT	COST (USD)	SECURED FINANCING	FINANCING GAP
Water Infrastructure	313,447,757.00	61,000,000.00	252,447,757.00
Energy Infrastructure	15,000,000.00		15,000,000.00
Resettlement Action Plan	12,000,000.00	12,000,000.00	0

2.7 PROJECT FINANCIAL VIABILITY

The average water tariff in Malawi is $1.04/m³. At the current Water tariff, a gearing of 70% debt and 30% equity for the project financing is able to breakeven, and generate sufficient cashflows to repay debt. The planning tariff (being the price the SPV will bill the project off-takers: Lilongwe Water Board and Central Region Water Board) has been pegged at $1.43/ m³.

With minor water losses in the system (10%), the expected sales revenue per day is estimated at $128,700 per day and for 365 days being $46.9 Million. The Sales will be sustained by the current demand for water and the projected water demand for the city and its surrounding areas. The project is demand driven and the project was commissioned in order to deal with the current backlog and future water requirements for the Lilongwe city. Below are the key highlights:



The estimated annual revenue of $46.9 Million for the period of 20 years is at $1.08 Billion, giving the borrower a positive NPV of $143 Million, IRR of 4% and a pay-back period of 20 years.

2.9 PROJECT STATUS

The Government of Malawi, through the Salima-Lilongwe Water Supply Company, has a running EPC Contract with Khato Civils – South Zambezi Joint Venture to design and construct the Salima-Lilongwe Water Supply Project at a contract sum of USD 313,447,757 over a contract period of 24 months. Key contractual information for the project is summarized in Table 2.

Table 2: Key Project Information

KEY PROJECT INFORMATION	
Project Name	Salima-Lilongwe Water Supply Project
Project Development Objective	To increase water availability for Lilongwe City, Salima, and Dowa Districts for social-economic development and to strengthen the capacity of Lilongwe City to respond to adverse climatic conditions and ensure sustainability of water supply.
Project Beneficiaries	1.5 million people in Lilongwe, Salima and Dowa Districts
Project Financiers	Malawi Government - NBS Bank and CDH Investment Bank Loan
Project Implementing Agency	Salima-Lilongwe Water Supply Company
Project Contractor	Khato Civils – South Zambezi Joint Venture
Accepted Contract Amount	USD 313,447,757.00
Certified Amount to date	USD 58 million
Contract Duration	24 Months
Commencement Date	March 2024
Completion Date	February 2026
Time elapsed	4 months
Physical Progress of Works	10%
Defects Liability Period	18 months



Equipment mobilized by the EPC Contractor for the project



Construction works underway

CONTACTS

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LIKOMA
PORT

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PROJECT NAME

Likoma Port

PROJECT DESCRIPTION

Enhancement of the Northern Transport Corridor

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
Construction and rehabilitation of ports and supporting facilities Improve cargo handling

Sector of Operation
- Transportation

Business Activity
The Likoma Port and its supporting facilities would engage in various business activities, including:
- Cargo Handling
- Shipping and Freight services
- Logistics and warehousing
- Port Operations
- Trade Facilitation

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Likoma

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Likoma Port and its supporting facilities project would offer several benefits, including:
- Increased Trade
- Job creation
- Improved efficiency
- Economic Growth
- Increase Competitiveness

Financial requirements
- Capital Expenditure Requirement MWK10 Billion

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Full feasibility to be conducted in 2025/2026 financial year

Financial Feasibility
Full feasibility to be conducted in 2025/2026 financial year

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PROJECT NAME

Chipoka Port

PROJECT DESCRIPTION

Enhancement of the Northern Transport Corridor

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
Construction and rehabilitation of ports and supporting facilities Improve cargo handling

Sector of Operation
- Transportation

Business Activity
The Chipoka Port and its supporting facilities would engage in various business activities, including:
- Cargo Handling
- Shipping and Freight services
- Logistics and warehousing
- Port Operations
- Trade Facilitation

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Chilumba, Karonga

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Chipoka Port and its supporting facilities project would offer several benefits, including:
- Increased Trade
- Job creation
- Improved efficiency
- Economic Growth
- Increase Competitiveness

Financial requirements
- Capital Expenditure Requirement MWK10 Billion

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Full feasibility to be conducted in 2025/2026 financial year

Financial Feasibility
Full feasibility to be conducted in 2025/2026 financial year

CHILUMBA
PORT

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PROJECT NAME

Chilumba Port

PROJECT DESCRIPTION

Enhancement of the Northern Transport Corridor

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
Construction and rehabilitation of ports and supporting facilities Improve cargo handling

Sector of Operation
- Transportation

Business Activity
The Chilumba Port and its supporting facilities would engage in various business activities, including:

- Cargo Handling
- Shipping and Freight services
- Logistics and warehousing
- Port Operations
- Trade Facilitation

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Chilumba, Karonga

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Chilumba Port and its supporting facilities project would offer several benefits, including:

- Increased Trade
- Job creation
- Improved efficiency
- Economic Growth
- Increase Competitiveness

Financial requirements
- Capital Expenditure Requirement MWK1.5 billion

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Full feasibility to be conducted in 2025/2026 financial year

Financial Feasibility
Full feasibility to be conducted in 2025/2026 financial year

NKHATA-BAY
PORT

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PROJECT NAME

Nkhata-Bay Port

PROJECT DESCRIPTION

Enhancement of the Northern Transport Corridor

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
Construction and rehabilitation of ports and supporting facilities Improve cargo handling

Sector of Operation
- Transportation

Business Activity
The Nkhata-Bay Port and its supporting facilities would engage in various business activities, including:

- Cargo Handling
- Shipping and Freight services
- Logistics and warehousing
- Port Operations
- Trade Facilitation

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Nkhata-Bay

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Nkhsata-Bay Port and its supporting facilities project would offer several benefits, including:

- Increased Trade
- Job creation
- Improved efficiency
- Economic Growth
- Increase Competitiveness

Financial requirements
- Capital Expenditure Requirement MWK15 Billion

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Full feasibility to be conducted in 2025/2026 financial year

Financial Feasibility
Full feasibility to be conducted in 2025/2026 financial year

KANENGO/SALIMA
TO NORTH OF MALAWI RAIL LINE TO TAZARA

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PROJECT NAME

Kanengo/Salima to North of Malawi rail line to TAZARA

PROJECT DESCRIPTION

This is a 260 -500km of railway line from Salima to the north of Malawi connecting with TAZARA. It will provide export access to Dar-es-Salaam Port in Tanzania and enhance rail network across Malawi.

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
To provide export access to Dar-es-Salaam Port in Tanzania and enhance rail network across Malawi.

Sector of Operation
- Transportation

Business Activity
The Kanengo/Salima to North of Malawi rail line to TAZARA will engage in
- Railway Operations
- Freight services
- Passenger services
- Cargo handling
- Logistics and Intermodal services

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors

LOCATION

Actual location of project
- Central region to Northen region

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Kanengo/Salima to North of Malawi rail line to TAZARA project would offer several benefits, including:
- Improved transportation
- Increased trade
- Economic growth
- Reduced transportation costs
- Job creation
- Regional integration

Financial requirements
- Capital Expenditure Requirement MWK10 Billion

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Not available

Financial Feasibility
Not available

NEW LINE MBEYA
CHILUMBA

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PROJECT NAME

New line Mbeya- Chilumba

PROJECT DESCRIPTION

A 234km of new rail line from Mbeya to Chilumba and will connect with the port on Lake Malawi at Chilumba.

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
- To provide a reliable and efficient rail link between Mbeya and Chilumba.

Sector of Operation
- Transportation

Business Activity
The railway line from Mbeya to Chilumba project will engage in:
- Railway Operations
- Freight services
- Passenger services
- Cargo handling
- Logistics and Intermodal services

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors

LOCATION

Actual location of project
- Northern Region

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Mbeya to Chilumba rail way line would offer several benefits, including:
- Improved transportation
- Increased trade
- Economic growth
- Reduced transportation costs
- Job creation
- Regional integration

Financial requirements
- Capital Expenditure Requirement $968 million

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Full feasibility to be conducted in 2025/2026 financial year

Financial Feasibility
Full feasibility to be conducted in 2025/2026 financial year





SPECIAL ECONOMIC ZONES

MAGWERO
INDUSTRIAL PARK

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PROJECT NAME

Magwero Industrial Park

PROJECT DESCRIPTION

An industrial hub in Lilongwe District representing the largest economic zone with comprehensive facilities for major industrial development. 470ha of land

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
- Economic Diversification
- Job Creation
- Industrialisation
- Export Boost

Sector of Operation
- Manufacturing
- Agro-processing
- ICT
- Pharmaceuticals, among others

Business Activity
- Production of goods such as textiles, pharmaceuticals and processed foods
- Value addition to agricultural products like maize, soybeans and other crops
- Facilitating the export of goods to international markets
- Providing storage and transportation services for goods
- Offering infrastructure and facilities for various industries, including SMEs

Competitive Advantage/Gap Analysis
- Strategic Location: Proximity to Kamuzu International Airport and Lilongwe's City Centre, facilitating easy access to transportation and logistics
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Area 55, Lilongwe, 10 km from Kamuzu International Airport
- Close to Lilongwe City Centre
- Near the Malawi railway network

Prominent business activity surrounding your place of operation
- Agricultural processing
- Manufacturing
- Logistics and warehousing
- Export-oriented Industries

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Magwero Industrial Park project offers several benefits and aligns with the Government of Malawi's goals, including
- Economic Growth
- Export boost
- Investment Attraction
- Diversification
- Job creation
- Infrastructure development

The project aligns with the government of Malawi's goals, including:
- Malawi 2063 Vision
- National Industrial Policy
- Economic Development

Financial requirements
- Capital Expenditure Requirement $685 million

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Feasibility Study Done and available

Financial Feasibility
Available

MATINDI
INDUSTRIAL PARK

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PROJECT NAME

Matindi Industrial Park

PROJECT DESCRIPTION

A comprehensive industrial hub in Blantyre District offering world-class infrastructure for diverse manufacturing and industrial activities. 128 ha of land.

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
- Economic Diversification
- Job Creation
- Industrialisation
- Export Boost

Sector of Operation
- Manufacturing
- Agro-processing
- ICT
- Pharmaceuticals, among others

Business Activity
- Production of goods such as textiles, pharmaceuticals and processed foods
- Value addition to agricultural products like maize, soybeans and other crops
- Facilitating the export of goods to international markets
- Providing storage and transportation services for goods
- Offering infrastructure and facilities for various industries, including SMEs

Competitive Advantage/Gap Analysis
- Strategic Location: Proximity to Kamuzu International Airport and Lilongwe's City Centre, facilitating easy access to transportation and logistics
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Matindi, 23 km to Blantyre city
- Near the Malawi railway network

Prominent business activity surrounding your place of operation
- Agricultural processing
- Manufacturing
- Logistics and warehousing
- Export-oriented Industries

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Matindi Industrial Park project offers several benefits and aligns with the Government of Malawi's goals, including
- Economic Growth
- Export boost
- Investment Attraction
- Diversification
- Job creation
- Infrastructure development

The project aligns with the government of Malawi's goals, including:
- Malawi 2063 Vision
- National Industrial Policy
- Economic Development

Financial requirements
- Capital Expenditure Requirement $200 million

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Feasibility Study Done and available

Financial Feasibility
Available

NGABU
INDUSTRIAL PARK

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PROJECT NAME

Mgabu Industrial Park

PROJECT DESCRIPTION

A comprehensive industrial hub in the lower Shire, Chikwawa District offering world-class infrastructure for diverse agro-processing activities. 46 ha of land.

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization

Objective of The Project
- Economic Diversification
- Job Creation
- Industrialisation
- Export Boost

Sector of Operation
- Agro-processing

Business Activity
- Production of agriculture products

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Mgabu, Chikwawa
- Near the M1 road

Prominent business activity surrounding your place of operation
- Sugar processing
- Livestock farming
- Irrigation facility

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Mgabu Industrial Park project offers several benefits and aligns with the Government of Malawi's goals, including
- Economic Growth
- Export boost
- Investment Attraction
- Diversification
- Job creation
- Infrastructure development

The project aligns with the government of Malawi's goals, including:
- Malawi 2063 Vision
- National Industrial Policy
- Economic Development

Financial requirements
- Capital Expenditure Requirement $68 million

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Feasibility Study Done and available

Financial Feasibility
Available

CHIGUMULA
INDUSTRIAL PARK

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PROJECT NAME

Chigumula Industrial Park

PROJECT DESCRIPTION

A specialized light manufacturing zone in Blantyre District focused on small to medium-scale industrial operations and export production. 22.7ha of land

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
- Economic Diversification
- Job Creation
- Industrialisation
- Export Boost

Sector of Operation
- Light Manufacturing (agro-processing)

Business Activity
- Processing of raw agriculture materials

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Chigumula, Blantyre
- Near the M002 road

Prominent business activity surrounding your place of operation
- Light manufacturing

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Chigumula Industrial Park project offers several benefits and aligns with the Government of Malawi's goals, including

- Economic Growth
- Export boost
- Investment Attraction
- Diversification
- Job creation
- Infrastructure development

The project aligns with the government of Malawi's goals, including:
- Malawi 2063 Vision
- National Industrial Policy
- Economic Development

Financial requirements
- Capital Expenditure Requirement $10 million

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Technical Report available

Financial Feasibility
Not available

DUNDUZU
INDUSTRIAL PARK

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PROJECT NAME

Dunduzu Industrial Park

PROJECT DESCRIPTION

A modern economic zone in Mzuzu District specialized in light manufacturing with focus on value addition and export-oriented production. It has 72ha of land.

Business Model
A Public Private Partnership (PPP).

The Government of Malawi will offer enabling environment in form of tax exemptions, certification, and standardization.

Objective of The Project
- Economic Diversification
- Job Creation
- Industrialisation
- Export Boost

Sector of Operation
- Light Manufacturing (agro-processing)

Business Activity
- Processing of raw agriculture materials

Competitive Advantage/Gap Analysis
- Government Support: Collaboration with the Government of Malawi, offering incentives and support for investors
- Energy and Utilities: Ensuring reliable and affordable energy supply, water and other essential services.

LOCATION

Actual location of project
- Mzuzu City
- Near Luwinga Industrial Park

Prominent business activity surrounding your place of operation
- Light manufacturing

BENEFITS OF THE PROJECT/ ALIGNMENT OF PROJECT TO GOVT GOALS

The Chigumula Industrial Park project offers several benefits and aligns with the Government of Malawi's goals, including

- Economic Growth
- Export boost
- Investment Attraction
- Diversification
- Job creation
- Infrastructure development

The project aligns with the government of Malawi's goals, including:
- Malawi 2063 Vision
- National Industrial Policy
- Economic Development

Financial requirements
- Capital Expenditure Requirement $20 million

Proposed investmentmodel (actions required/ implementation arrangements/ contract type)
- Public Private Partnership

Project feasibility
Technical Report available

Financial Feasibility
Not available

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