

MALAWI

INVESTMENT PROJECTS 2014



Republic of Malawi
Ministry of Industry & Trade



Your One Stop Service Centre



PROFESSOR ARTHUR PETER MUTHARIKA
PRESIDENT OF THE REPUBLIC OF MALAWI

FOREWORD



Professor Arthur Peter Mutharika
PRESIDENT OF THE REPUBLIC OF MALAWI

It is my sincere pleasure to be sharing the Malawian dream with investors globally in our fight against poverty and underdevelopment in our country. To achieve our dream of transforming Malawi into a prosperous nation, Malawi has adopted a private sector led development path. To this end, our overarching goal is to transform Malawi from a consuming and importing country to a producing and exporting country. We believe this is attainable with private sector involvement.

Our national development agenda has six broad thematic areas namely: (1) Sustainable Economic Growth; (2) Social Development; (3) Social Support and Disaster Risk Management; (4) Infrastructure Development; (5) Governance; and (6) Gender and Capacity Development.

Within these six thematic areas we have isolated nine key priority areas (KPA) as outlined hereunder: (1) Agriculture and Food Security; (2) Transport Infrastructure and Nsanje World Inland Port; (3) Energy, Industrial Development, Mining and Tourism; (4) Education Science and Technology; (5) Public Health, Sanitation, Malaria and HIV/AIDS Management; (6) Integrated Rural Development; (7) Green Belt Irrigation and Water Development; (8) Child Development, Youth Development and Empowerment; and (9) Climate Change, Natural Resources and Environmental Management.

I am happy to present to investors our first Projects Compendium. Malawi has enormous investment opportunities in all sectors of our economy; this Projects Compendium provides selected projects within the nine key priority areas mentioned above.

May I invite both local and foreign prospective investors to consider Malawi's vast investment opportunities contained in this Compendium. One would take advantage of Malawi's strategic location in the region which makes it ideal as a production hub for investors who can export under the various bilateral and multilateral market arrangements that Malawi is party to. My government is committed to receive all investors and facilitate their investment with speed. We will do everything possible to maintain the right environment for doing business in Malawi.

I trust that you will enjoy reading the projects in this Compendium, and hope to see you investing in Malawi soon. Kindly do not hesitate to contact the Malawi Investment and Trade Centre (MITC) and/or Malawi Embassies near you. The contact details are contained in this compendium.

A handwritten signature in black ink, reading "A Peter Mutharika". The signature is written in a cursive, flowing style.

Professor Arthur Peter Mutharika,
PRESIDENT OF THE REPUBLIC OF MALAWI

PREFACE



HON. JOSEPH MATHYOLA MWANAMVEKHA MP
MINISTER OF INDUSTRY AND TRADE

It is very exciting for me that, for the first time, we are able to present a Compendium of investment projects for Malawi. This compendium provides information on investment opportunities in Malawi. It is our hope that foreign and local investors will join in the transformation story for Malawi.

Malawi remains little known to international investors. This Compendium, therefore, helps to bring to the world Malawi's openness to business and its hidden treasure. Having adopted a private sector led growth, we have embarked on various reforms to ensure speedy private sector development. The reforms aim at easing the processes associated with starting, operating and investing in a business in Malawi. Our President, His Excellency Professor Arthur Peter Mutharika has since established an inter-ministerial committee to spearhead the reforms. Our target is to achieve a top 100 ranking in Doing Business Index by 2016 from 164 where we currently are.

I have the pleasure to highlight some of the reforms that we have implemented already.

1. Starting a business: In 2012, we enacted the Investment and Export Promotion Act which formally established the Malawi Investment and Trade Centre (MITC) and forms the basis for the formation of a One Stop Service Centre (OSSC) in MITC. The OSSC has streamlined investment approvals, permits and registration certificates such as Investment Certification,

Business Residence Permits, Temporary Employment Permits, land allotment and Fiscal Incentives. MITC has been empowered to be the first point of contact for both local and foreign investors in Malawi. Operationalization of the OSSC has significantly eased and fast-tracked the business approval processes. Our target is to issue any license, permit or certificate within 5 days.

We have also enacted and amended several other pieces of legislation including the Business Registration Act, Companies Act, and Business Licensing Act.

2. Issuing Construction permits: This reform has significantly reduced the time taken to approve larger scale commercial construction projects. The construction permits are now processed within a maximum time limit of 60 days as compared to over 300 days previously.

3. Registering property: Having title to property can facilitate access to finance and drawing of business contracts, thereby boosting the business environment. Government has since moved to reduce time taken to transfer property by devolving the authority to approve from the Ministry of Lands Headquarters to Regional Lands Offices. The maximum time limit for approval is now 30 days from a previous high of 60 days.

In an effort to reduce the cost of registering property, stamp duty (tax on transfer of property) was in 2013 reduced from 3% to 1.5 % of the sale value.

4. **Access to Finance:** Legislation for establishment of credit reference bureau and use of movable property as collateral were enacted to improve access to credit especially for Small and Medium Enterprises (SMEs). Government is in the process of transforming the formal credit set up for micro and small enterprises. Government recently enacted the National Registration Act, which will facilitate the provision of national identities to Malawians and thereby contributing towards easy tracking of borrowers. A Personal Property Security Act was enacted in 2013 and establishment of a Collateral registry at the Registrar General's Department is underway.

5. Other reforms have been in the areas of tax payments, trading across borders, and protection of investors. Details of these reforms are available at the Ministry of Industry and Trade and the Malawi Investment and Trade Centre.

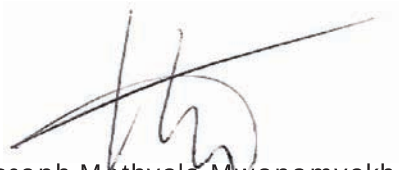
Government also developed the National Export Strategy (NES) which targets priority product clusters of Oil Seeds, Manufacturing and Sugar Cane products as key areas for building Malawi's productive base with the view to increase exports and for import substitution. The NES identifies investment opportunities which is the focus of this Compendium. Other priority sectors as outlined in the Malawi Growth and Development Strategy (MGDS II) have also received prominence in the Compendium.

Preparation of this compendium was a collective effort by various Ministries, Statutory Corporations and Private Sector institutions. I therefore wish to commend all contributors, from both the public and private sectors, for the cooperation demonstrated in the process of compilation of projects.

I also wish to assure potential investors, that the Government, will ensure, that other issues that have impact on businesses are continuously given attention. These include issues relating to the quality of infrastructure, investment and trade policy and indeed issues of market access both in Malawi and beyond.

I wish to reiterate that the foregoing initiatives should serve as a declaration of my personal commitment, that of my Ministry, and of the Government of Malawi in ensuring that there is significant improvement in the business and investment environment.

Finally, I cordially invite all potential investors to invest in Malawi and be part of the transformation of Malawi into a prosperous nation.



Joseph Mathyola Mwanamvekha MP
MINISTER OF INDUSTRY AND TRADE

INTRODUCTION



CHIEF EXECUTIVE OFFICER
MALAWI INVESTMENT & TRADE CENTER

Malawi Investment and Trade Centre (MITC) is proud to be the lead marketing institution of the investment projects contained in this compendium. The Compendium presents investments projects from both public and private sector promoters. The production of this compendium marks the beginning of a new chapter in investment promotion – a function that is championed by MITC. The projects presented here are in no way exhaustive but they present some of the investment opportunities across priority sectors in the country. These sectors are agriculture, energy, mining, tourism and manufacturing, just to name but a few.

I view the development of this compendium as a milestone towards making the investment opportunities in Malawi visible and readily accessible to investors. The Compendium is for you, our most valued investor. Please study the projects, pick ones you like and engage us further to actualize the projects. MITC is ready to facilitate your investment with speed. The One Stop Service Centre at MITC offers you the most essential facilitation services under one roof. Senior specialists from the Department of Immigration, the Malawi Revenue Authority, Ministry of Lands and Registrar of Companies are on 'stand-by' to welcome you most warmly and to process your various requirements. We have a timeline of five (5) days for receiving and processing most of the applications with the exception of business land and Environmental Impact Assessment where approval processes are being fine-tuned to process these within a maximum of thirty (30) days in the immediate term.

I am very confident that you will find MITC very reliable and welcoming throughout the investment process. MITC is a statutory corporation established by an Act of Parliament of 2012. It operates under the Ministry of Industry and Trade. As such, it has the ability to reach out to other Government institutions that are involved in the investment facilitation process to ensure that the investors' journey to getting established in Malawi is eased, fast-tracked and cost effective.

Our aim at MITC is to ensure that we make Malawi an investment destination of choice and we sincerely hope that with these investment projects being showcased, you will indeed settle for Malawi.

Cognizant that there are many projects being developed, MITC in collaboration with our parent Ministry, Industry and Trade, will make it a point to update this compendium on quarterly basis to ensure that new projects are showcased as soon as they are developed.

I look forward to welcoming you at MITC and facilitating your project.

A handwritten signature in black ink, appearing to read 'C. Kumbemba', written over a light blue rectangular background.

Clement Andrew Kumbemba
CHIEF EXECUTIVE OFFICER

STATEMENT BY
HIS EXCELLENCY
PROF. ARTHUR PETER MUTHARIKA
PRESIDENT OF THE REPUBLIC OF MALAWI



AT
THE CORPORATE COUNCIL ON AFRICA
BUSINESS LUNCHEON

ON
FRIDAY, 26TH SEPTEMBER, 2014

AT GRAND HYATT HOTEL-NEW YORK

Mr. Chairman,

I am very glad to be here. A few years ago, you probably would not have invited me here because Malawi was probably not known or Africa for that matter. During that time, you would have considered Africa a burden, rather than an opportunity. The meeting we had this year in August with President Obama, the first ever meeting between the President of the United States of America and 47 African leaders, was really an eye opener because I think for the first time, we agreed that the relationship between Malawi/Africa and the USA should be one of trade rather than aid and I think even President Obama himself agrees that Africa is no longer a burden but an opportunity.

So I want to talk about opportunities in Africa for foreign investment. Let me say again that some 20 or 30 years ago, I probably would not have come here to visit or chat with American capitalism because in those days of socialism in Africa, we used to view capital as an enemy rather than a friend. We were nationalizing economies; the so called commanding heights of the economies were being nationalized. After some time we realized that maybe this was a mistake, that foreign investment has a role to play and therefore we are now welcoming foreign investment in Africa and in Malawi.

At a personal level, I have to reveal this in the spirit of transparency that I am a friend of foreign investment. I am a believer in foreign investment. First of all, I think I am the first leader in Africa to appoint a running mate, a Vice President from the private sector. This has never happened before in Africa. He was head of a cell phone company and I appointed him because of my commitment to private capital, both domestic and foreign and also to send a message to the rest of the world that things are no longer business as usual in Malawi. We are going to change Africa and Malawi. And foreign investment is going to be the vehicle through which we are going to make these changes.

Secondly, I have to say also that in my career I taught at Rutgers University among many other universities overseas and also Washington University in St. Louis for close to 40 years. I taught international law, contracts, business partnership but mostly international investment law. So I am a friend of foreign investment and if you look at my Bio, you will see that I am a member of the Panel of Conciliators and Arbitrators of the International Center for Settlements Disputes, of the World Bank. I was actually on a panel with 2 other judges one from Canada and one from New Zealand to settle a dispute between German and Swiss investors and Zimbabwe. I was forced from the panel because they thought I would not be objective because my brother, the former President, was a friend to Mugabe, and I myself at that time was thinking about running for the presidency. So I voluntarily resigned from the panel but I am still active in foreign investment and I am glad to reveal that.

A few things about opportunities in Africa/Malawi; I think there are a lot of opportunities in Africa. Let me just outline a few things. First of all we are changing some of the constraints in foreign investment that have existed in Malawi but also Africa in general. For example we are introducing new laws, on foreign investment, new laws on arbitration, and conciliation, the rule of law, strong judiciary, and all the things that foreign investors expect in an investee state and Malawi is a party to the International Center on the Settlement of Investors disputes, to the Paris Centre on arbitration and to many bilateral agreements which provide for protection of investors. So the legal system is very clear, protective and predictable. So if you come there, there will be no surprises, there will be no creeping expropriation, the law is very clear and if there is any problem you have recourse, either to the courts of Malawi or foreign courts. So there is a lot of security of foreign investments.

A lot of people worry about security, both in the physical sense; will my investment be secured, but also security in the commercial sense. Africa is now very secure and the African States are very stable and there are very few coup d'états in Africa now. In fact at one of the meetings five years ago of the African Union, we took the position that any government in Africa that comes into power through unconstitutional means will not be recognized by the rest of Africa. So for the last 10 years, there has been almost no coup d'état or revolution for that matter. So if you come to Africa you will be secure, your family will be secure, your place of work will be secure but also your place of residence and as you travel from your work to your residence you will also be protected. You will be allowed to operate and expatriate reasonable profits as long as you leave something in return.

Now Africa is very open to foreign investment. We have the traditional friends; the USA and Western European countries. Those are our old friends and they will continue to be our friends, there is no question about it. Actually most of the investment will come from that area. In addition to that, we now have new friends, for example, we do now have relations with China, who are investing a lot in infrastructure. In Malawi, they have done roads, buildings, stadium and a university. We also have friends in the so called the BRICS countries Brazil, Russia, India, China and South Africa. They are investing in Malawi. In fact the largest investment in Malawi from the BRICS is a US\$2 billion investment in infrastructure, rail transportation by Vale of Brazil and that's from an emerging economy. So we have those friends and others. The only area where so far we do not have any real connection is the former Eastern Europe. We hope that we will be able to attract investment also from that region.

What I am trying to say is that we have friends from all over the world and those relationships are not mutually exclusive. So there is room for you but also room for everybody else so do not get worried because sometimes some people worry that the Chinese are there or the Brazilians and therefore there is no room for us, but no there is room for everybody.

On the issue of commercial security, as I said earlier, we will make sure that your investment is secure. There will be no creeping taxation, no exorbitant taxation or Mickey Mouse fees just to squeeze money out of you. We will not do that. We will make sure that your investment is secure and that you take out reasonable profits as long as you also leave something for us. We want you to make money. We know that you are not a charity but in the process we also want to benefit.

Another area which worries investors is market access. Why should we invest in Malawi, a small economy of only 17 million people, is it worth it? I think that is a legitimate concern. You cannot take a big investment into a country of only 17 million consumers. But I can assure you that actually we do have large markets now. For example, Malawi is party to SADC, COMESA and also the African Union. So if you invest in Malawi, you have a market for most of Africa where you enter those places with reduced tariffs. Malawi also has access to EU markets under the so called everything but arms window; that exports from qualifying countries enter Europe duty free except arms. So there is a big market there also. Then of course China, through bilateral agreements, we have over 400 products that go to China duty free and of course the USA under AGOA of 2000 which allows a number of products duty and quota free access without reciprocity.

I was just discussing with a gentleman here from FED EX and I would like to urge all of you here; AGOA has expired and there is a battle not to renew it. The difficulty is in congress and I want to urge all of you to do your best. On our part we are talking with the American government but as the private sector, you can also use your influence so that AGOA is extended for the next 15 years if possible but extended without reciprocity.

Under the arrangements we have in fact a big market and we are trying to extend this market for tobacco. As you know Malawi is one of the greatest producers of tobacco. In fact we are the largest producer of burley tobacco in the world. Now there are restrictions because of the new framework under the World Health Organization which restricts importation of tobacco to different parts of the world but also in the USA, because of a quota. We are only limited to 12,000 metric tonnes. We are aware that some countries like Brazil cannot meet their quota and we are requesting if this quota can be shifted to a country like Malawi, not to increase the importation. The importation to the USA will be the same but just a question of shifting the quota. And I think that is a reasonable request and that is something you can help us to convince congress as they review AGOA.

And as I said earlier, in terms of legal protection, Malawi is a party to a number of conventions. I mentioned already the International Centre for the Settlement of Investment Disputes, the World Bank which provides mechanism for arbitrations and conciliation and Malawi is also a member of the Africa Trade Insurance Agency, a World Bank supported initiative aimed at guaranteeing investment in Africa. And Malawi is also a member of a number of international agreements including agreements to protect double taxation. So when you go there, you will not be double taxed and that obviously should encourage foreign investment.

I think you will be interested in what kinds of areas are available for investment. After I came here in August when I went back, I invited all the Ministers and their Principal Secretaries and asked them to compile in each ministry, what you call departments here, list of bankable projects in their ministries. I gave them 30 days to complete that and I understand that all have complied according to the Minister of Trade and Industry and it will be submitted by November 21st 2014. When this is completed, it will give us a comprehensive list of investment opportunities in Malawi and think that will be very useful.

Areas of possible investment include

- a. **The Green Belt Initiative:** You know in Africa today rainfall is very unpredictable, either there is too much or too little rainfall. When there is too much rain, all crops are flooded and there is no harvest, when there is no rain, nothing grows. So we have been depending on rain fed agriculture and we would like to move from that to irrigation. Under this concept, we will irrigate over 1 million hectares of land. So that's a ripe area of investment, for example in the sugar industry, legumes (Pigeon peas, cow peas) and others. Those have a tremendous market not only in Western Europe but also India, China and Japan. So there is a tremendous opportunity for investment in agro business in Malawi. And that's one area I would like to invite you to invest in, the Green Belt.

- b. Secondly, the **Nsanje World Inland Port**. Malawi is landlocked and the closest port is about 800-1000 miles away. It is extremely expensive. 60% of the cost of imported goods is due to transport. Therefore, we are trying to change that by creating an inland port. My brother and I before he died; went to Hamburg to see how they have done their inland port there which has opened that whole Baltic area in Germany. So the port will go from Nsanje Port, Shire, Zambezi to the Indian Ocean, a distance of about 128 km. When that opens, the cost of goods in Malawi will drop by 60%. This port has the support of all the African countries, the World Bank and African Union. In fact when completed at US\$ 5 Billion it will be the largest single project in Africa since the Aswan Dam in 1959 in Egypt. It will cater for Malawi, Zimbabwe, Zambia, DRC, Burundi, Rwanda and Tanzania. It is very important. There is room for investment there, a number of opportunities for investment but also areas like rail, road, food, water transportation, hotels and an airport.
- c. Another area of great interest for some of you is **Power**. At the moment, we have a deficit of about 300 megawatts. We need about 700 megawatts. At the moment we only have 347 megawatts. We would like to bring our capacity to at least 4000. And also we are trying to move away from relying on hydro power only because at the moment 100% of our power depends on Shire River and the flow of water depends on rain. In the summer, when rains are not there, the level goes down and the capacity is reduced by 40%. So in addition to hydro we also want coal, biomass, wind and solar. All these are areas of possible investment. Under Power Africa as you know there is US \$32 Billion dollars set aside where investors from here can tap into that portfolio and invest in power in Africa. So you can make use of that opportunity to invest in that area.
- d. Another area of possible investment is **Mining**. Malawi has a lot of minerals. At the moment, we depend on agriculture only but we have deposits of coal, nobium, gemstone, heavy mineral sand, uranium and rare earth, silica sands and pink granite among others. In fact the deposit of rare earth is supposed to be the largest in the world. We are exploring oil on Lake Malawi. There is good evidence that we have good deposits of oil and gas under Lake Malawi. Concession have been given for exploration and we will be careful to protect the lake as you know Lake Malawi is the third largest lake in Africa and the 8th largest lake in the world. It's a lake with over 4000 species of fish more than any other lake in the world. We will make sure that we protect the lake before we can allow exploration in the lake. One interesting thing about Lake Malawi is that we call it the calendar lake. At its longest point it is 365 miles and at its widest 52 miles, it is amazing. It is a very attractive lake for all sorts of things. We will try to protect it as we develop our mining industry.
- e. Another area of great interest to some of you is **Tourism**. We have beautiful beaches, lakes, mountains and so forth. We are in the Great Rift Valley as you know so we have beautiful mountains. You can move from sea level to 6000 feet above sea level in about one hour. So there is room for investment there in tourism. There are other sub areas that you have to think of.

In conclusion, as I said earlier, Malawi is committed to attracting foreign investment. We are establishing legislative and administrative structures to make sure that we have foreign investment in Malawi. One important innovation we have now is the one stop service centre initiative. The Ministry of Trade And Industry is the line ministry for investments but the operational arm is the Malawi Investment and Trade Center (MITC). That's a new entity to actually process the investments under one roof. Before, you had to go to a number of places to register your investment. It's now in one building. Before it used to take 96 days to get a license, now it takes only 5 days. We would like to reduce that to 48 hours. One of the presidents, I have forgotten which country, at the meeting with President Obama, said in his country it takes 24 hours from application to getting a license. But for us 5 days is ok, even 2 weeks will be ok. What we object to is taking 96 days to certify somebody which resulted in loss of interest. So we will increase the capacity of MITC to make it more effective. We are also working on our power sector using the US Government grant under Millennium Challenge Cooperation of US\$ 350 million. This money will be invested in transmission but also generation and distribution of power.

I would like to take this opportunity to thank the US government and its people for this generous grant of MCC.

I invite you all to come and invest in Malawi.

I thank you for your attention and may God bless you.

MALAWI IN BRIEF



Malawi is located in South-Eastern Africa. It is bordered by Tanzania to the north, Zambia to the west, and Mozambique to the east and south. Lake Malawi, the third largest lake in Africa and one of the deepest in the world, accounts for almost one-fifth of the country's area. The terrain of Malawi is breathtaking, comprising plateaus, plains, hills and mountains. These include the Nyika and Viphya Plateaus and Misuku hills to the north, and the Dedza and Kirk Range Mountains in the central region. In the South, the terrain is equally varied with escarpments, Highlands, Mountains and low marshy lands along the Shire Valley, Lake Malawi's outlet in the south. The Mulanje Mountain, home to the rare Mulanje Cedar, is the highest mountain in Central Africa, with the highest point, Sapitwa Peak, rising to 3,050 meters above the sea level. The total surface area for Malawi is 118,485km.

WHY INVEST IN MALAWI

- Business friendly economic environment
- Political stability, a peaceful haven with no history of civil war
- Security of investment, life and property
- Preferential access to world markets under COMESA, SADC, AGOA
- Hard working, trainable, reliable, friendly and English speaking labour force
- Competitive investment incentives
- Daily connections to regional destinations

MARKET INFORMATION

Market opportunities within and outside Malawi are limitless. Malawi is party to a number of multilateral, regional and bilateral trade agreements offering wider access and preferential treatment for Malawian export products. The regional and multilateral trade agreements include the Common Market for Eastern and Southern Africa (COMESA), the Southern Africa Development Community (SADC), the European Union under the Everything but Arms (EBA) and to the United States of America under the African Growth and Opportunities Act (AGO) just to name but a few.

1. COMESA: COMESA has a potential market of over 430 million people.
2. SADC: The SADC region has a potential market of over 263 million people.
3. AGOA: AGOA offers duty-free and quota-free access to the United States market of 298 million people.
4. EBA: This initiative extends duty and quota-free access to the European Union market for all imports from least developed countries, except arms.

MALAWI INVESTMENT AND TRADE CENTRE (MITC)



FOR BUSINESS OPPORTUNITIES IN MALAWI, LET US BE YOUR GUIDE

MITC provides you with the resources you need to effectively navigate the way to business opportunities in Malawi. Our unique combination of knowledgeable sector experts, strategic alliances, trade specialists, investment experts, is at your disposal. MITC will assist you in establishing your business here at the hub of Southern Africa.

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

CONTACT

Malawi Investment and Trade Centre

First Floor, Aquarius House

Private Bag 302, Capital City, Lilongwe 3, Malawi

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

E-mail : mitc@mitc.mw or visit www.mitc.mw



Your One Stop Service Centre

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1.0

ENERGY SECTOR INVESTMENT PROJECTS



PROJECT PROMOTER

MINISTRY OF NATURAL RESOURCES, ENERGY AND MINING

Private Bag 350,
Capital Hill, Capital City,
Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 488

Fax : +265 (0) 1 788 135

Telefax : +265 (0) 1 788 698

Contact : Secretary for Natural Resources, Energy and Mining

PREAMBLE



The role of energy in Malawi cannot be overemphasized. Generally, energy increases output in various sectors of the economy. In this respect, increasing generation capacity, improving transmission, distribution and supply of electricity will contribute to an efficient energy system in the economy.

Biomass is the commonly used energy source particularly firewood and charcoal accounting for 95% of the national energy requirements used for cooking. As for electric energy, about 95% of its supply is hydropower generated from hydroelectric power plants on the Shire and Wovwe Rivers. The total installed capacity of electricity reached 351 MW in December 2015 . Based on continued monitoring of the Base Scenario of the Power Demand Forecast carried out in 2011, generation requirements are estimated to increase to 829 MW in 2020 from 408 MW in 2010 . The growth rates captured are generally higher in the second decade due to higher long-term economic growth rates.

Certainly, energy generation capacity in Malawi is low and has often been cited as one of the major constraints to industrial development. Recognizing the importance of energy in the economic development of the country, Government has put energy as one of the key priority areas in the National development strategy.

The policy focus is therefore increasing the generation, transmission and distribution of electricity. The policy opens up the energy sector and encourages independent

power producers to establish themselves in Malawi. It recognizes other energy sources and encourages potential investors to venture into solar energy generation taking advantage of year-round availability of sunshine, wind power energy generation to take advantage of strong ‘mwera’ winds, renewable energy generation utilizing the over-abundance of various raw materials. Under the Malawi Growth and Development Strategy II (MGDS II), the Government of Malawi is committed to improving and expanding electricity generation, supply and distribution systems through developing additional power stations, and promotion of public and private sector investment in energy generation and distribution.

The policy goal is to generate and distribute sufficient amount of energy to meet national socio-economic demands. To stimulate investment in the sector, the Government of Malawi has introduced a number of fiscal incentives to qualifying energy projects among them zero rated corporate tax for any number of years not exceeding 10 years.

At the moment the projects that have been identified are as follows:

1.1. LIWONDE POWER GENERATION AND LIQUID FUELS PLANT

PROJECT DESCRIPTION

The project involves construction of and commissioning of a large co-generation facility in Liwonde. This facility will use low-grade coal (known as thermal coal) to produce power and diesel, amongst other products. The cost of producing power is expected to be competitive with the current cost of producing power in Malawi and the cost of producing diesel fuel is lower than importing from current suppliers and the naphtha oils products provide an additional export opportunity for the country. The entire project is based on proven technology to convert coal to a liquid fuel (CTL). There is an associated opportunity to include a urea fertiliser plant using the ammonia by-product from the CTL process. When operating at full potential, the project would directly replace importation of the following products.

PROJECT OBJECTIVES

To generate 128MW of power and produce liquid fuels including diesel and other products for the local market.

To boost the growth of local industry by developing an industrial cluster at Liwonde centred on the CTL facility

PROJECT LOCATION

Liwonde

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

LPG 5 500 Tonnes per annum.
Light Naphtha 33 495 000 Litres per annum.
Heavy Naphtha 103 488 000 Litres per annum.
Diesel 385 200 000 Litres per annum.
Urea 235 000 Tonnes per annum.
Clinker 415 500 Tonnes per annum.
Power production 128.5 MW.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Project Investment will comprise debt and equity financing from the private sector, i.e. 70% Debt and 30% Equity.

ESTIMATED COST OF THE PROJECT

US\$1.2billion



PROJECT PROMOTER

LIWONDE POWER GENERATION AND LIQUID FUELS PLANT

Contact : Graham Smith
E-mail : Graham.Smith2@mottmac.com
Contact : Paulo Fernandes
E-mail : Paulo.Fernandes@mottmac.com

1.2 CHASOMBO HYDROPOWER PROJECT

PROJECT DESCRIPTION

Chasombo hydropower project seeks to generate electricity on Bua River. The project will comprise a low concrete dam, a small reservoir and canal, inclined pressure shafts, underground powerhouse and tailrace tunnel.

A feasibility study has been conducted and the project has been deemed viable.

PROJECT OBJECTIVES

To generate 50MW of electricity.

PROJECT LOCATION

On Bua River in Kasungu District (about 115 km from Lilongwe) in the Central Region of the country.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

The project is not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Preferably an independent power producer (with single or multiple shareholders).

ESTIMATED COST OF THE PROJECT

The project is estimated at US\$451.4 million.

1.3. CHIZUMA HYDROPOWER PROJECT

PROJECT DESCRIPTION

Chizuma hydropower project seeks to generate electricity on Bua River. The project will comprise a low concrete dam, a small reservoir and canal, inclined pressure shafts, underground powerhouse and tailrace tunnel.

A feasibility study has been conducted and the project has been deemed viable.

PROJECT OBJECTIVES

To generate 50MW of electricity

PROJECT LOCATION

On Bua River in Nkhotakota Game Reserve in Nkhotakota

District (about 200 km from Lilongwe), Central Region of Malawi.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

The project is not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Preferably an independent power producer (with single or multiple shareholders).

ESTIMATED COST OF THE PROJECT

The project is estimated at US\$451.4 million.

1.4 CHIMGONDA HYDROPOWER PROJECT

PROJECT DESCRIPTION

Chimgonda Project will be built on Dwambadzi River. Two layouts are possible for consideration. The first one comprising a concrete dam with integral spillway; a powerhouse to be located in the Mtazi valley, a tributary of the Dwambadzi River. In the second layout, the powerhouse is to be located near Chimgonda at the base of the escarpment.

A feasibility study report should be ready in early 2015.

PROJECT OBJECTIVES

To generate 50MW of electricity.

PROJECT LOCATION

Chim'gonda Hydropower Project is on Dwambadzi River located in the north of the Nkhotakota District, Central Region of Malawi.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

Chimgonda hydropower site is a new potential site hence no services are currently offered.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Preferably an independent power producer (with single or multiple shareholders).

ESTIMATED COST OF THE PROJECT

The cost of the project will only be known after the feasibility study is undertaken.

1.5 KHOLOMBIDZO HYDROPOWER DEVELOPMENT PROJECT

PROJECT DESCRIPTION

Kholombidzo Project provides for construction of a high dam to store water in times when natural outflow would exceed downstream requirements and to release water from the incremental storage in periods of insufficient flow thereby maintaining the desired flow.

The high option requires a full supply design level of 475m dam (3m above the low water level of Lake Malawi). The Low option requires a full supply design level of 471m dam (although below minimum lake level, back water effect may still influence the long term lake level).

A bankable Feasibility Study will be ready early 2016.

PROJECT OBJECTIVES

To generate 370MW of electricity.

PROJECT LOCATION

Kholombidzo is located at the upstream end of middle Shire River in Chikhwawa District (about 54 km from Blantyre), in the Southern Region of Malawi.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

The site has an estimated potential of 370MW.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public-Private Partnership arrangement.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is at US\$ 410 million. This will be confirmed by the feasibility study and layout designs of the project.

1.6. LOWER FUFU HYDRO POWER PROJECT

PROJECT DESCRIPTION

Lower Fufu project involves construction of hydro power station on South Rukuru River. This project offers the opportunity to improve on the reliability of the transmission system by providing a major power generation plant in the northern region of Malawi. A pre-feasibility study report is available. A full feasibility study will soon be undertaken

PROJECT OBJECTIVES

To generate 100-175MW of electricity.

PROJECT LOCATION

The site is located on South Rukuru River in Rumphi District (about 64 km from Mzuzu), the Northern Region of Malawi.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

The project is not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Preferably an independent power producer (with single or multiple shareholders).

ESTIMATED COST OF THE PROJECT

The total construction cost is estimated at US\$ 140m; however this will be confirmed by a feasibility study report once completed.

1.7. MPATAMANGA HYDRO POWER PROJECT

PROJECT DESCRIPTION

The project entails the construction of a dam located at Mpatamanga Gorge. A feasibility study including an environmental impact assessment will be undertaken in the short term with funding from World Bank.

PROJECT OBJECTIVES

To generate 300MW of electricity.

PROJECT LOCATION

The Mpatamanga Gorge is located in the middle of Shire River in Chikhwawa District (about 54 km from Blantyre), downstream of Tedzani Falls at a narrow high sided gorge in the Southern Region of Malawi.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

Presently there is no infrastructure at the project site.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Preferably an independent power producer (with single or multiple shareholders).

ESTIMATED COST OF THE PROJECT

The estimated construction cost for the project is US\$ 310m. However these costs will be confirmed by the feasibility study once completed.

1.8. KAM'MWAMBA COAL FIRED POWER GENERATION PROJECT

PROJECT DESCRIPTION

The project entails the construction of a Coal-fired power plant at Kam'mwamba to take advantage of cheap transportation by the newly constructed Vale rail-line. The project will generate 1,000MW of electricity. However, implementation would be in phases and during the first phase the project will generate up to 300MW of electricity.

The first phase will require an annual coal supply of 1 million metric tonnes with an average life span of 40 years. Mozambique offers huge coal deposits near-by which could feed into the plant.

A feasibility study report and Environmental Impact Assessment Report are available.

PROJECT OBJECTIVES

To generate 1,000MW of a coal powered electricity.

PROJECT LOCATION

This project is located at Kam'mwamba in Neno District (about 100km from Blantyre), in the Southern Region of the country.

PRODUCTS/SERVICES CURRENTLY PRODUCED/OFFERED

This project is still in its pipeline stage and non-operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public-Private Partnership.

ESTIMATED COST OF THE PROJECT

The total cost of the project is US\$ 600 million.

1.9. EAST CORRIDOR BACK BONE TRANSMISSION LINE

PROJECT DESCRIPTION

The project entails the erection of a transmission line from Mpombeya substation in Balaka at 330 KV passing through Salima, Nkhatakota, Nkhatabay to Luwingu substation in Mzuzu.

PROJECT OBJECTIVES

To increase transmission capacity for the lakeshore area as well as Mzuzu City.

PROJECT LOCATION

The project will run from Balaka (in the Southern Region of Malawi) to Mzuzu in the Northern Region of Malawi) via lakeshore

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Presently, transmission capacity is very low. This project is expected to increase power production transmission.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is to be operated on a PPP arrangement between Malawi Government and a private company.

ESTIMATED COST OF THE PROJECT

The project cost will be known after feasibility study is undertaken.

1.10. MBONGOZI HYDRO ELECTRICITY POWER PROJECT

PROJECT DESCRIPTION

Mbongozi Power Project is an energy generation power project on Bua River being implemented by a private sector company. Two reservoirs are to be created by constructing two Earth dams; one at Mphindapasi on Bua River and Chimbwazi on Chimbwazi River, a tributary of Bua (on the downstream) and connected with a canal/tunnel.

Hydropower will be generated with two generation plants of 16 MW and 25 MW – total 41 Mega-Watts (MW). Annual power generation from two plants is estimated to be ~261 Million Kilowatt-hour or units (Mio kwh). The life of project from production date is 35 years.

PROJECT OBJECTIVES

To generate 41MW of electricity.

PROJECT LOCATION

The project is located at Mbongozi in Nkhota-kota District (about 200 km from Lilongwe), in the Central Region of Malawi

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is yet to commence.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project seeks a financial partner.

ESTIMATED COST OF THE PROJECT

Total estimated cost of the proposed project is USD198m



PROJECT PROMOTER

H. E. POWER LIMITED, OLD

Wenella Complex, P.O. Box 330,
Lilongwe, Malawi.

Telephone: +265 (0) 1 759 250 / 1 755 664.

Cell No. : +265 999 963 107.

E-mail : hemat@africa-online.net, hemantharsh2002@yahoo.com

Contact : Mr. Hemant

1.11. A COAL TO LIQUID (CTL) PROJECT WITH A DIFFERENCE

PROJECT DESCRIPTION

A Coal to Liquid (CTL) project with a difference – it is known as an XTeL plant project as it produces more than just coal to liquid

- From 800,000 tpa of coal with a carbon content of approximately 50% ex Vale in Moatise Mozambique, we can produce the following
 - 200 million litres/annum of “Sulphur Free” Diesel
 - 70 Million litres of ditto Naphtha / annum (which we believe can be used in the Malawi Railways locos as fuel
 - 120 MW of power which at peak periods can be increased to approx. 150 MW
 - 8,000 tpa of pure sulphur (99.99%) which can be used in agriculture and or mining
 - 250,00 tpa of UREA from nitrogen and CO2 available from the process

- Additional to above will be construction of the Liwonde port – a project approved but never constructed in 1968 – to serve the lake as a transport corridor to take fertilizer & fuel up and bring back agriculture and mineral resources back to the various market
- Setting up of an additional 1 million ton coal terminal as a ‘strategic reserve’ for Vale in case of a wash-away or other force majeure

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

TBA – this has not yet been finalised – hoping to include a PPP investment strategy

ESTIMATED COST OF THE PROJECT

- Phase 1 – XteL Plant – US\$ 1.3 billion (including port development & coal terminal)
- Phase 2 – Fertilizer plant – US\$ 450 million

PROJECT OBJECTIVES

To set up a manufacturing cluster hub to produce the above products

PROJECT LOCATION

Liwonde town

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

- All as mentioned above PLUS



PROJECT PROMOTER

MANT CONSULTANTS

Roodeport Gauteng RSA, Also in Lilongwe Malawi

Telephone: + 27 72 645 8769

Cell No. : +265 999 963 107.

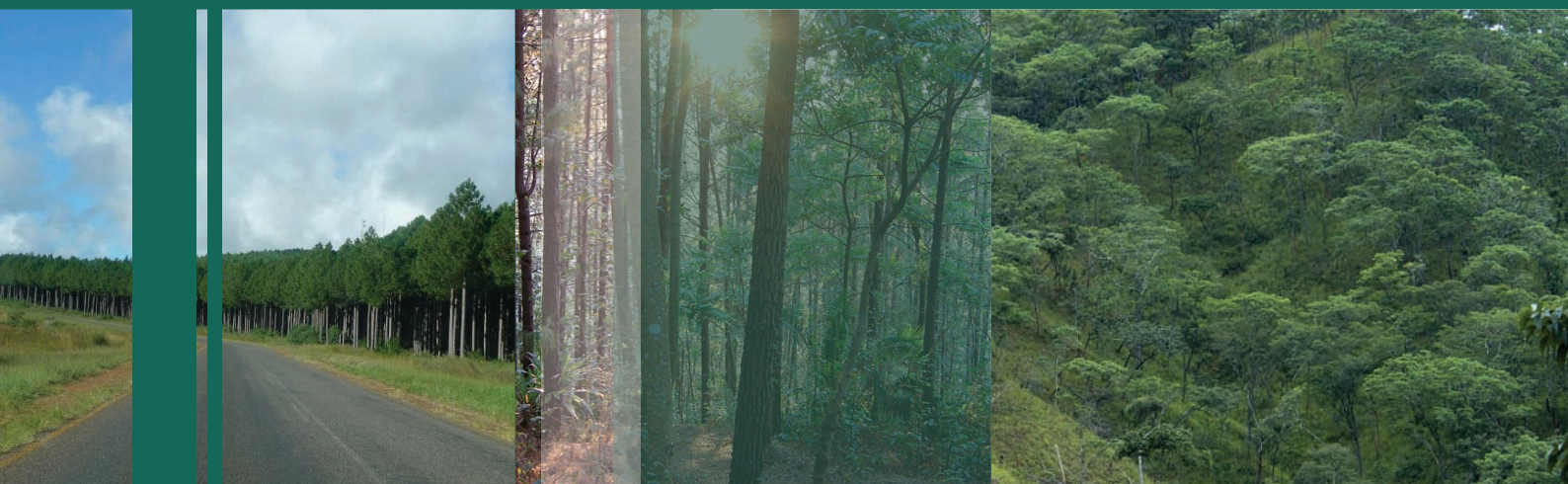
E-mail : ncg@mantconsultants.com

ncg@africa-online.net

ng@hartl-crusher-com

2.0

ENVIRONMENT AND CLIMATE CHANGE MANAGEMENT PROJECTS



PROJECT PROMOTER

MINISTRY OF NATURAL RESOURCES, ENERGY AND MINING

Private Bag 350,
Capital Hill, Capital City,
Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 488

Fax : +265 (0) 1 788 135

Telefax : +265 (0) 1 788 698

Contact : Secretary for Natural Resources, Energy and Mining

2.1. FORESTS PRESERVATION PROGRAMME

PROJECT DESCRIPTION

The project entails the rehabilitation of Malawi's forests as a way of conserving the environment and availing raw materials to feed into the ever-increasing construction works in Malawi. The project is expected to replant trees, manage them and produce forestry products such as timber.

PROJECT OBJECTIVES

To rehabilitate man made forests.

PROJECT LOCATION

Various forest locations all over Malawi, which include Chikangawa (in the North), Mulanje (in the South), and Dzalanyama (in the Central), among others.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The earmarked project locations are forest reserve areas. Government provides concessions to entrepreneurs to process the timber for sale and/or processing.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Both a Public Private Partnership and 100% direct investment by the private operator can be considered.

ESTIMATED COST OF THE PROJECT

Private investors are encouraged to undertake their own feasibility studies to assess viability and operational modality.

2.2. TOTAL LAND CARE/GLOBAL ENVIRONMENTAL FUND PROJECT TO REFOREST VIPHYA PLANTATIONS OF MALAWI

PROJECT DESCRIPTION

GEF seeks to invest in forest plantation development and management, bio-energy, and value-added wood processing.

PROJECT OBJECTIVES

Forest management and genetics

Use the best management tools and genetic planting material for each site;

Manufacturing

Create appropriate manufacturing capability for value addition of local forest assets and thus increasing economic spin-offs;

Biomass Energy

Utilize wood residues from forests and mill operations to generate electricity for nearby industrial users.

PROJECT LOCATION

Viphya Plantation, in the Northern Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

GEF currently operates in Mpumalanga and Western Cape in South Africa, Swaziland and Tanzania and produces the following; pallets, crating, furniture components, construction timber, and waste wood used as biomass to produce heat/electricity for industrial use.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

To be negotiated with the current project promoter.

ESTIMATED COST OF THE PROJECT

An investment of at least US\$35million



TOTAL LAND CARE/GLOBAL ENVIRONMENTAL FUND PROJECT TO REFOREST VIPHYA PLANTATIONS OF MALAWI

Telephone : +27 21 866 1340
E-mail : ktidwell@globalenvironmentfund.com
Contact : Kevin Tidwell, Principal

3.0

MINING SECTOR INVESTMENT PROJECTS



PROJECT PROMOTER

MINISTRY OF NATURAL RESOURCES, ENERGY AND MINING

Private Bag 350,
Capital Hill, Capital City,
Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 488

Fax : +265 (0) 1 788 135

Telefax : +265 (0) 1 788 698

Contact : Secretary for Natural Resources, Energy and Mining

PREAMBLE



Malawi has rich mineral resources that if sustainably exploited would significantly contribute towards economic growth and development. Government prioritized the mining sector and included it in its priorities as stated in the Malawi Growth and Development Strategy (MGDS II). The mining sector is expected to contribute to economic diversification and development in Malawi. About 20 percent of the GDP is expected to come from mining by the year 2016.

Malawi has proven deposits of Uranium, Heavy Mineral Sands, Rare Earth Minerals, Bauxite, Niobium, Coal, Titanium, Zinc, Phosphates, Gypsum, Vermiculite, Limestone, Dimension Stone, Silica Sand, Sulphides, Precious and Semi-Precious Stones and many more. These present vast investment opportunities in the mining sector.

It is for this reason that Government continues to create an enabling environment to attract more investment in the sector. The sector is undergoing various legal and administrative reforms to make it more attractive to prospective investors. Specific fiscal incentives have been put in place to cushion private capital flowing in the sector.

Under the Mining Governance and Growth Support Project (MGGSP), which aims at improving governance and promoting growth of the sector and its contribution to national growth, Government has just completed the first phase of the Airborne Geophysical Survey. The survey seeks to acquire critical minerals occurrence data for upgrading the current geophysical and geological database. The new data and maps will assist in identifying prospective areas with mineral potential for detailed exploration. It is widely believed that Malawi is endowed with various precious minerals such as gold, diamond, hydro carbons, gas and the survey is expected to confirm the exact position.

With the above enabling investment environment, Government is inviting private investors to consider seriously exploring what Malawi has to offer and ultimately establishing mining projects in the country. Among the existing mining investment projects for your consideration are presented in the subsequent section.

3.1 KANYIKA NIOBIUM PROJECT

PROJECT DESCRIPTION

Global Metals Limited is currently undertaking feasibility study for the exploration of Niobium, Uranium, Tantalum and Zircon. Considerable amount of work including preliminary designs of the mine have already been done.

PROJECT OBJECTIVES

The Project seeks to produce Niobium, Uranium, Tantalum and Zircon.

PROJECT LOCATION

The project is located at Kanyika in Mzimba District in the Northern Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is at planning phase, as such, not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by Globe Metals Ltd.

ESTIMATED COST OF THE PROJECT

It is expected that the Company will invest initial capital of between US\$ 400- 500 million.

3.2. SONGWE HILL RARE EARTH PROJECT

PROJECT DESCRIPTION

Mkango Resources Limited is conducting a pre-feasibility study for the exploration of Rare Earth Mineral. Exploration work carried out so far has indicated existence of about 140 million tons of rare earth elements. The deposit can adequately sustain a mine for a minimum of 20 years.

PROJECT OBJECTIVES

The objective of the project is to produce Rare Earth Metals.

PROJECT LOCATION

The project is located at Songwe Hill in Phalombe District in the Southern Region of the country.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is at planning stage, as such, not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by a United Kingdom firm called Mkango Resources which is listed on the Toronto Stock Exchange in Canada.

ESTIMATED COST OF THE PROJECT

A Pre-feasibility study carried out by the company estimated the cost of operating the project at US\$200 million.

3.3 MULANJE MOUNTAIN (CHAMBE) RARE EARTH PROJECT

PROJECT DESCRIPTION

Springstone Limited, a joint venture between Gold Canyon Resources of Canada and the Japan Oil, Gas and Metals Corporation is carrying out feasibility studies for the exploration of Rare Earth Minerals. Exploration work started in 2011.

PROJECT OBJECTIVES

The principal objectives are to document the REE mineralized material and investigate the distribution of the REE in the soil profile, the size and grade of the resource, and the recoverability of the REE for exploration.

PROJECT LOCATION

The project is located at Chambe Basin on Mulanje Mountain.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project once operational will produce rare earth metals and strontium carbonate.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by Springstone Limited, a joint venture between Gold Canyon Resources of Canada and Japan Oil, Gas and Metals Corporation.

ESTIMATED COST OF THE PROJECT

The project is at a preliminary stage. The cost will be estimated upon completion of a bankable feasibility study.

3.4. KANGANKUNDE HILL RARE EARTH PROJECT

PROJECT DESCRIPTION

Kangankunde Hill is a carbonatite complex characterised by enrichment in rare earth elements and the most prominent mineral of which is the low thorium/high cerium variety of monazite. Strontianite mineralisation is also found in the carbonatite complex. Detailed exploration work carried out so far estimated that the resource has about 11 million tons of ore with an average grade of 2.0 % REO and 8% for strontium (Sr).

PROJECT OBJECTIVES

The objective of the project is to produce Rare Earth Metals and Strontium Carbonate.

PROJECT LOCATION

Kangankunde Hill and the surrounding ring complexes are located in Balaka District, 75 kilometres northwest of Blantyre.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is expected to produce Rare Earth Metals and Strontium Carbonate once operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The prospect is owned by LYNAS Limited of Australia.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project will be established upon completion of a Bankable Feasibility Study (BFS).

3.5. OIL EXPLORATION IN BLOCK 1

PROJECT DESCRIPTION

The Project seeks to explore existence of oil deposits in Lake Malawi. Initial environmental risk screening studies have been completed.

PROJECT OBJECTIVES

The objective of the project is to explore for oil reserves in Block 1.

PROJECT LOCATION

The block is located in the Northern Region of Malawi bordering Tanzania and Zambia.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project once operational will produce oil.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by SacOil Holding of South Africa.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project will be known upon completed of the feasibility studies.

3.6. OIL EXPLORATION IN BLOCK 2 AND 3

PROJECT DESCRIPTION

Surestream Petroleum has completed initial environmental and social impact assessment studies for the exploration of oil in Lake Malawi.

PROJECT OBJECTIVES

The objective of the project is to explore oil reserves in Block 2 and 3.

PROJECT LOCATION

The exploration blocks are located in the northern section of Lake Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project once operational is expected to produce oil.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by Surestream Petroleum of the United Kingdom

ESTIMATED COST OF THE PROJECT

The estimated cost of the project will be known upon completion of the feasibility studies.

3.7. BAUXITE

PROJECT DESCRIPTION

The project seeks to extract and process bauxite reserves in excess of 25.6 million tonnes discovered so far. There are prospects of more deposits within the area.

PROJECT OBJECTIVES

The objective of the project is to produce bauxite for further refining.

PROJECT LOCATION

The Economic deposits of bauxite are found on the Lichenya and Linje plateaus on Mulanje Mountain at an elevation of 2000 metres above sea level.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Once operational, the project is expected to produce an annual mining output of 580,000 tonnes of bauxite to produce 200,000 tonnes of alumina equivalent to 100,000 tonnes of aluminium.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by Spring Stone Limited, a subsidiary of the Canadian Gold Canyon Resources.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project will be known once the feasibility study is completed.

3.8. GRAPHITE PROJECT

PROJECT DESCRIPTION

The project seeks to explore a conservative 2.7 million tonnes of graphite ore averaging 5.8% Carbon delineated from a drilling and trenching programme during the course of a feasibility study.

Large resources of flake graphite have also been discovered at Chimutu to the east of Lilongwe. Detailed evaluation of the resources is required, but the provisional average grade of the ore is about 10% Carbon.

PROJECT OBJECTIVES

The objective of the project is to produce graphite.

PROJECT LOCATION

Deposits of crucible grade flake graphite occur at Katengeza

Village in Salima District about 60 kilometres northeast of Lilongwe adjacent to the Lilongwe-Salima road.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project once operational is expected to produce graphite.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is owned by Sovereign Metals Limited, an ASX listed Company.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project has not yet been established.

3.9. PHOSPHATE PROJECT

PROJECT DESCRIPTION

The project seeks to prospect into phosphate deposits on Nathache Hill in Phalombe District with a total probable reserve of 1,892,480t at an average grade of 14.4% P₂O₅ using a cut-off 5% P₂O₅ (i.e. 2.2%P). With a weighted grade of 16.6% P₂O₅ the probable reserves stand at 1,777,688t whereas the reserve estimate for the high grade zone of 22.8% is 805,200t.

PROJECT OBJECTIVES

The objective of the project is to produce phosphate based fertilizers.

PROJECT LOCATION

Apatite deposits suitable for the manufacture of compound phosphate fertilizers are found at Tundulu in Phalombe District and in pyroxinites at Mlindi in Mwanza and Chingale in Machinga. The principal apatite deposit is at Nathache Hill, Tundulu.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Phosphate rock is an essential raw material for the manufacture of compound phosphate fertilizers, mostly by acidulation. Ground or simply processed phosphate

rock can also be an effective and appropriate fertilizer when applied under specific soil and climatic conditions for certain crops. Compaction or blending ground phosphate with chemical fertilizers may also be a cost- effective method of providing both short and long-term plant nutrients. The project once operational will produce phosphate based fertilizers.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The deposit is being mined by OPTICHEM Limited.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is to be assessed by the company.

4.0

AGRICULTURE SECTOR INVESTMENT PROJECTS



PROJECT PROMOTER
MINISTRY OF AGRICULTURE, IRRIGATION AND WATER MANAGEMENT,
P O Box 30134, Lilongwe 3, Malawi.
Telephone : +265 (0) 1 771 485.
Contact : Secretary for Agriculture, Irrigation and Water Management

PREAMBLE



Agriculture is the lifeblood of the economy accounting for about 30 percent of GDP and dominating the export commodity bundle with tobacco accounting for about 50 percent of all exports. The sector is key to food security, economic growth and wealth creation. The sector, however, faces a number of challenges including over dependence on rain-fed farming, low productivity, high transport costs, inadequate farmer organizations, insufficient extension services, inadequate markets and market information, limited access to agricultural credit, inefficient input and output markets and low technology development, low absorption of improved technologies, weak private sector participation, and lack of investment in mechanization.

The policy thrust therefore is to enhance agricultural productivity, diversification and food security.

The Agriculture Sector Wide Approach (ASWAp) identifies three focus areas, two key support services and two cross-cutting issues. The focus areas are: Food Security and Risk Management, Commercial Agriculture, Agro-processing and Market Development and Sustainable Agricultural Land and Water management. The two key support services

are Technology Generation and Dissemination, and Institutional Strengthening and Capacity Building while the cross-cutting issues are HIV Prevention and AIDS Impact Mitigation and Gender Equity and Empowerment.

The ASWAp, offers a strategy for supporting priority activities in the agricultural sector to increase agricultural productivity as well as agro-processing activities.

The goal is to move up the value chain in key crops and livestock and increase agro-processed products for both domestic and export markets. Qualifying investments in agro-processing enjoy a zero rated corporate tax for any number of years not exceeding 10 years. The sector presents vast investment opportunities including but not limited to plantation agriculture of crops such as Macadamia Nuts, Rubber, Coffee, Sugar. Other opportunities are in agro-processing, irrigation agriculture to utilize the abundant water resources and value addition of various agricultural commodities that are mostly exported in raw form. Among the investment projects being promoted in the sector are the following:

4.1. SOYA BEANS PRODUCTION AND PROCESSING PROJECT

PROJECT DESCRIPTION

The project seeks to produce soya beans on commercial scale to satisfy the growing demand at local, regional and international markets for further processing into oil, feedstock and other value added products. Present supply capacity is far below industrial demand on the local market alone. Government is looking for commercial farmers who can grow soya beans on farms in excess of 100 hectares.

PROJECT OBJECTIVES

To commercially produce soya beans to meet both local and international consumer market and industrial demand.

PROJECT LOCATION

Land for the production of Soya Beans will be made available in Mzimba, Rumphi, Chitipa and Nkhata-Bay in the Northern Region; Kasungu, Mchinji, Ntchisi in the Central Region; and Mwanza, Neno, and Balaka in the Southern Region.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Over 70% of soya beans is presently produced by smallholder farmers whose production however is inconsistent from season to season.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Either Public-Private Partnership (PPP) arrangement, 100% direct investment and/or joint venture partnership with small scale farmers through contract farming, depending on the farming model adopted at the particular farming location.

ESTIMATED COST OF THE PROJECT

Private investors are encouraged to undertake their own feasibility studies to assess viability and operational modality.

4.2. GROUNDNUTS PRODUCTION AND PROCESSING PROJECT

PROJECT DESCRIPTION

Government is looking for commercial farmers who can adequately farm a minimum of 100 hectares of groundnuts under good management. Malawi is experiencing strong growth in demand for groundnuts (about 10% annually). Demand forecasted for 2016 is 531,000 metric tonnes, almost double that of 2010. However, Malawi is unable to meet both local and international growing demand for its groundnuts. Furthermore, more value-addition units are anticipated to invest in Malawi and will require a consistent supply of the raw material.

PROJECT OBJECTIVES

To commercially produce groundnuts to meet both local and international demands.

PROJECT LOCATION

Karonga, Rumphi, Chitipa and Mzimba in the Northern Region; Kasungu, Mchinji, Nkhosakota, and Salima in the Central Region; Mwanza, Neno, Balaka, Mangochi and Chikwawa in the Southern Region.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Malawi is one of the major groundnut producers in the region (~297,000 MT), despite its small relative size. Groundnuts have the second largest area under cultivation (295,236 ha representing ~10% of total arable land) in Malawi. Most (93%) of this is produced by smallholder farmers with only 7% produced at commercial level.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Either Public-Private Partnership (PPP) arrangement, 100% direct investment and/or joint venture partnership with small scale farmers through contract farming, depending on the farming model adopted.

ESTIMATED COST OF THE PROJECT

Private investors are encouraged to undertake their own feasibility studies to assess viability and operational modality.

4.3. PIGEON PEAS PRODUCTION AND PROCESSING PROJECT

PROJECT DESCRIPTION

Government is looking for commercial farmers who can grow pigeon peas under good management on farms in excess of 100 hectares for value addition by present processors and for the export market. In 2011-12, Malawi produced 237,210 MT of pigeon peas making it the world's fourth largest producer accounting for over 5% of world production (FAOSTAT 2013). The volume of pigeon peas being produced by Malawi is increasing; in 2000 production stood at 99,261 MT, it increased to 130,987 MT in 2006 and reached 220,017 MT in 2011. There is huge demand for Malawi pigeon peas in India which Malawi is by far failing to satisfy.

PROJECT OBJECTIVES

To commercially produce pigeon peas to meet both local and international demand.

PROJECT LOCATION

Karonga, Rumphu, Chitipa and Mzimba in the Northern Region; Kasungu, Mchinji, Lilongwe, Nkhoskhota, Ntchisi and Salima in the Central Region; Mwanza, Neno,

Balaka, Thyolo, Mangochi Chiradzulu and Chikwawa in the Southern Region.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

As per the 2012/13 national production statistics, pigeon peas were grown by smallholder farmers on 217,000 hectares of land to produce 287,910 MT of crop. Productivity is low and Government is looking for the involvement of private investors in the production and processing of pigeon peas.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Either Public-Private Partnership (PPP) arrangement, 100% direct investment and/or joint venture partnership with small scale farmers through contract farming depending on the farming model adopted.

ESTIMATED COST OF THE PROJECT

Private investors are encouraged to undertake their own feasibility studies to assess viability and operational modality.

4.4. SHIRE VALLEY IRRIGATION PROJECT (SVIP) –INTENSIVE FARMING OF PRIMARY COMMODITIES UNDER IRRIGATION

PROJECT DESCRIPTION

The investment seeks to develop 42,500 hectares of land through intensive irrigated agricultural production of high-value crops (i.e. sugarcane, rice, legumes and horticultural crops) under gravity-fed conditions. The project shall develop farmer out-grower schemes and subsequently encourage value-addition activities as a result of readily availability of factors of production, such as the raw material. Investors in irrigation management, primary agriculture production and processing are invited.

PROJECT OBJECTIVES

- To commercially produce high-value crops both for domestic and export market.
- To induce value-addition activities.

PROJECT LOCATION

Chikhwawa and Nsanje District in the Southern Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is not yet operational. However, land is available.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public-Private Partnership (PPP) arrangement.

ESTIMATED COST OF THE PROJECT

The capital investment outlay is estimated to vary between US\$350 million to US\$500 million.

4.5. RICE PRODUCTION AND PROCESSING PROJECT IN KARONGA DISTRICT

PROJECT DESCRIPTION

The project entails the development of integrated primary agriculture production and value-addition of rice and other high value crops utilizing mechanized and irrigation systems on a total of 1,000 hectares of land through an anchor farm model. Communities will be involved in farming and other activities related to the anchor farm which the anchor farm will commit to purchase.

PROJECT OBJECTIVES

To increase production of crops for domestic and export markets, and for the enhancement of agricultural value chains.

PROJECT LOCATION

Nthola-Illora- Ngosi in Karonga District in the Northern Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

No services are yet provided.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership. Details can be discussed.

ESTIMATED COST OF THE PROJECT

The capital investment outlay is estimated at US\$20 million.

4.6. SUGARCANE PLANTATION AND SUGAR MANUFACTURING PROJECT

PROJECT PROMOTER

The Greenbelt Initiative.

PROJECT DESCRIPTION

The project entails the development of an integrated primary sugar production and value-addition. The project will also involve the community around it through sub-contracts of small-scale sugar-cane farming and other activities related to the anchor operation.

The project shall develop sugar plantation on 6,293ha of land utilizing mechanized and irrigation systems. The identified promoter will also manage a 1,250 TCD sugar milling factory that Government is procuring.

PROJECT OBJECTIVES

To manufacture sugar for both the domestic and export markets.

PROJECT LOCATION

Chikwawa Scheme in Traditional Authorities Khombedza, Makanjila, & Mwanza in Salima District, Central Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

Project is yet to commence operations. However, Government is in the process of building the sugar milling factory.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership. Details can be discussed.

ESTIMATED COST OF THE PROJECT

Capital investment required is US\$50 million

4.7. RICE PRODUCTION AND PROCESSING PROJECT IN MANGOCHI DISTRICT

PROJECT PROMOTER The Greenbelt Initiative.	PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED No services are yet provided.
PROJECT DESCRIPTION The project concept entails the development of an integrated rice production and value-adding project utilizing mechanized and irrigation systems. The project will also impact the community around it by involving them in contract farming of rice and other activities related to the anchor farm.	STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL Public Private Partnership. Details can be discussed.
PROJECT OBJECTIVES To increase rice production in Malawi for both the domestic and export markets.	ESTIMATED COST OF THE PROJECT US\$15 million
PROJECT LOCATION Malombe scheme (T/A Chowe) in Mangochi district covering 500 hectares.	

4.8. RICE PRODUCTION AND PROCESSING PROJECT

PROJECT PROMOTER The Greenbelt Initiative.	PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED No services are yet provided.
PROJECT DESCRIPTION The project entails the development of an integrated rice production and value-adding project utilizing mechanized and irrigation systems on 500 hectares. The project will involve communities around it on out-grower schemes and other activities related to the anchor farm.	STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL Public Private Partnership. Details can be discussed.
PROJECT OBJECTIVES To commercially produce rice and add value for both the domestic and international markets.	ESTIMATED COST OF THE PROJECT The capital investment required is US\$15 million.
PROJECT LOCATION Chilengo Scheme in Chikhwawa District in the Southern Region of Malawi	

4.9. LEGUME INOCULANT PRODUCTION AND MARKETING IN MALAWI,

PROJECT DESCRIPTION

The project entails the establishment of a laboratory plant for the production and marketing of Rhizobium. The demand for inoculants in Malawi is growing due to increased production in legume crops. Currently, the Department of Research Services (DARS) has only one laboratory plant located at Chitedze Research Station that produces only 10,000 sachets of rhizobium inoculants per season. These sachets are not adequate to meet the growing demand of 6,000,000 sachets.

PROJECT OBJECTIVES

To increase production of rhizobium inoculants for the domestic and export market

PROJECT LOCATION

- Byumbwe Research Station in the Southern Region
- Chitedze Research Station in the Central Region
- Lunyangwa Research Station in the Northern Region

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project currently produces 10,000 inoculant sachets which could be increased to 6,000,000 sachets with increased production capacity.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership/Joint Venture. Government will provide land, regulate quality of inoculants while the private investor(s) will invest in the production and marketing of the rhizobium inoculant.

ESTIMATED COST OF THE PROJECT

The total cost of the project will be determined after a feasibility study.

4.10. LAKE MALAWI AQUACULTURE PROJECT (LMAP) - CAGE CULTURE DEVELOPMENT

PROJECT DESCRIPTION

The proposed project will set up a hatchery for production of high quality fingerlings for its use and for sale to farmers, produce table fish (through cage fish farming) and fish products such as fillets, sausages and canned fish for sale across the country. It will also produce fish feed for its use and for sale. The project will also buy fish from small-scale fish farmers thereby providing a ready market for the producers. This project also intends to promote fish tourism.

PROJECT OBJECTIVES

- To produce fingerlings, fish feed stock, and fish
- To process fish and fish products through protracted value-addition activities.

PROJECT LOCATION

Several prospective project sites have been identified on Lake Malawi in Mangochi (southern Malawi), Salima and Nkhosakota (Central Malawi), Likoma and Nkhata-Bay (Northern Malawi). These are suitable sites for establishment of cages.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

There is only one company that is undertaking cage farming at a commercial scale in Mangochi. They are overwhelmed with demand and are far from satisfying the local and international demand.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public-Private Partnership arrangement or 100% direct investment/joint venture.

ESTIMATED COST OF THE PROJECT

The total cost of the project will be determined after a feasibility study.

**4.11. CAGE CULTURE FISH PRODUCTION AND PROCESSING PROJECT
AT KASINTHULA IN CHIKHWAWA DISTRICT.**

PROJECT DESCRIPTION

The project seeks to invest in commercial aquaculture in order to narrow the gap between local demand which is projected at over 120,000 tonnes as at present and supply which is around 100,000 tonnes.

PROJECT OBJECTIVES

- To produce Chambo fish for local and international markets.
- To process fish into various fish products.

PROJECT LOCATION

The proposed investment area for this project spreads over approximately 280 hectares at Kasinthula in Chikhwawa Distric in Southern Malawi. The area is owned by the Government of Malawi.

**PRODUCT/SERVICES CURRENTLY PRODUCED/
OFFERED**

Presently, the proposed project site is just open lake and land, and commercial activity is yet to commence in the area.

**STRUCTURE OF PARTNERSHIP/SHAREHOLDING
PROPOSAL**

Government is open to discussion on the partnership options, depending on the model and scale of investment adopted.

ESTIMATED COST OF THE PROJECT

This will be determined after a feasibility study is undertaken.

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4.12. LAKE MALAWI OFFSHORE DEEP WATER FISHING PROJECT

PROJECT DESCRIPTION

The proposed Lake Malawi Fisheries Project will focus on various economic activities along the value chain. It will involve procurement of fishing vessels suitable for fish harvesting in deep waters; post-harvest handling facilities (e.g. cold rooms, ice plants and refrigerated vans); and construction of jetties.

There is a proven existence of underexploited fisheries resources in the offshore deep waters of Lake Malawi, of which about 33,000 tonnes can sustainably be exploited on an annual basis. However, appropriate technology for deep water fishing has been the main constraint.

PROJECT OBJECTIVES

- To undertake offshore deep waters fish harvesting in Lake Malawi
- To enhance value-addition of fish by making fish available for processing.

PROJECT LOCATION

The areas for fish harvesting will be at various locations within Lake Malawi from Nkhotakota to Karonga.

**PRODUCT/SERVICES CURRENTLY PRODUCED/
OFFERED**

The project is yet to take off.

**STRUCTURE OF PARTNERSHIP/SHAREHOLDING
PROPOSAL**

The investment will be undertaken by the private sector under Government concession.

ESTIMATED COST OF THE PROJECT

To be known upon completion of a feasibility study.

4.13. COMMERCIAL FISH FARMING PROJECT

PROJECT DESCRIPTION

The project entails an integrated farming project proposed by the Aqua Engineering Limited along the lake shore in the district of Salima. A fish farm will be set up to grow fish in earth ponds adjacent to the lakeshore and some fish will also be grown in cages to be set up in the lake. The earth ponds will be used to produce mainly fingerlings which will be reared in the cages to market size. Some of the earth ponds will however be used to grow fish to market size to supplement the supply from the cages. Some of the fingerlings will be produced for supply to other fish farmers in the country. A commercial chicken and vegetable production unit will also be set up as part of the fish farm to achieve an integrated model.

PROJECT OBJECTIVES

- To produce fingerlings at commercial level for supply to other fish farmers in the country
- To supply good quality fish and fish products with potential for export
- To provide a ready supply of fish, chicken meat and vegetables to hotels and lodges along the lake shore in support of the tourist industry.

PROJECT LOCATION

In Khombedza Village, Traditional Authority Bibi Kuluunda, Salima District, Central Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Presently, the promoters are engaged in fish farming in ponds constructed at their farm in Lilongwe, the capital city of Malawi. However, this is at a relatively small scale.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

49% owner's equity and 51% other investors.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$341,000.00



PROJECT PROMOTER

AQUA ENGINEERING LIMITED

P. O. Box 30151, Lilongwe 3. Malawi

Telephone : +265 (0) 997 332 255 / 999 951 955

Fax. : +265 1 701 238

E-mail : rashidibrian@gmail.com/ pedspenulungu@yahoo.com.

Contact : Lucky Penulungu/Brian Rashidi

4.14. LIVESTOCK PRODUCTION AND PROCESSING PROJECT

PROJECT DESCRIPTION

The project entails the commercial production of livestock (beef) in specified locations of the country (an investor can pick one or more ideal locations). The project entails the following components: intensive on-farm breeding; On-farm feed manufacturing; Value addition (beef processing); and Solid waste management (generation of electricity)

PROJECT OBJECTIVES

- To increase meat and milk production for the local and international markets.
- To increase availability of processed meat and meat products
- To increase availability of processed milk and milk products.

PROJECT LOCATION

The project has several prospective locations in each of the regions of Malawi, vis:

- Northern Region – Mzimba and Chitipa
- Central Region – Salima, Mchinji and Lilongwe
- Southern Region – Lower Shire, Mwanza and Neno, Mangochi

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is yet to be developed, hence there are no present activities being undertaken.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Government intends to partner with private investors to manage some of the available farms under a Public Private Partnership.

ESTIMATED COST OF THE PROJECT

The total cost of the project components is to be determined after a feasibility study has been undertaken. However, Government has farms with basic infrastructure.

4.15. DEVELOPMENT OF AN EXPORT PROCESSING ZONE AT KAMUZU INTERNATIONAL AIRPORT

PROJECT DESCRIPTION

The project entails the development of an Export Processing Zone at Kamuzu International Airport, Malawi's biggest international airport. The project will comprise:

- Factories for Value Addition activities and Warehouses
- Packaging/Cold rooms and Warehouses
- A Duty Free Warehouse
- A Modern Cargo facility
- Aircraft Hangar

PROJECT OBJECTIVES

- To undertake value addition for agricultural products particularly for the export market
- To offer a Duty Free warehouse to sell goods and electronics etc to the growing travelling community
- To have a modern cargo handling facility to act as a cargo hub

PROJECT LOCATION

Kamuzu International Airport, Lilongwe, Central Region, Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Airline passenger, air cargo, and ground-handling services.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Private Public Partnership (PPP) with Airport Developments Limited who will contribute land for the project.

ESTIMATED COST OF THE PROJECT

To be determined by a quantification study when interested partner is identified.



PROJECT PROMOTER

AIRPORT DEVELOPMENT LIMITED

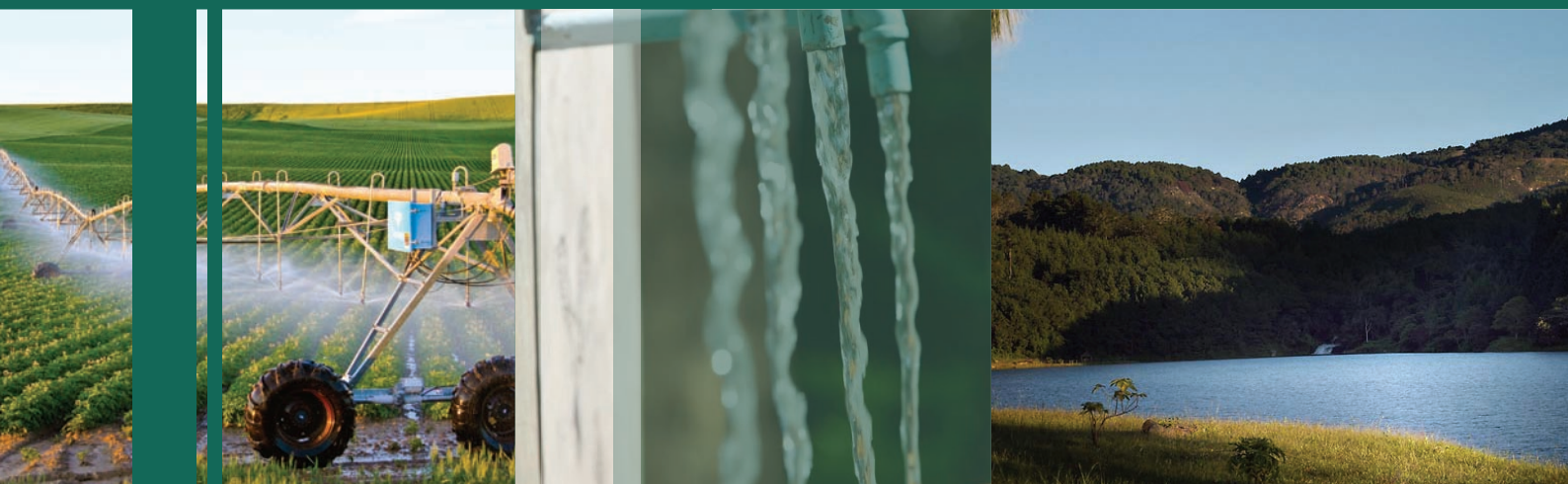
P.O. Box 30311, Lilongwe 3. Malawi

Telephone : +265 (0) 1 700 899.

Fax. : +265 1 701 238

Contact : The Chief Executive Officer

5.0 WATER DEVELOPMENT PROJECTS



PROJECT PROMOTER

MINISTRY OF AGRICULTURE, IRRIGATION AND WATER MANAGEMENT,

P O Box 30134, Lilongwe 3, Malawi.

Telephone : +265 (0) 1 771 485.

Contact : Secretary for Agriculture, Irrigation And Water Management

PREAMBLE



Water is an important resource for life, agriculture and industrial development. Recent economic developments and population growth in Malawi have increased the demand for water in both rural and urban areas. Government has, therefore, put high priority on water resources management and development.

In recent years, access to potable water has improved throughout the country. Statistics show that total water supply coverage has increased from 58 percent in 2004 to more than 76 percent in 2013. There are considerable challenges facing the country in the water sector. These include relatively low access to potable water, aging infrastructure, and inadequate maintenance capacity.

In this respect, Government has continued developing the water sector. Focus has included construction of dams,

establishment of piped water systems and drilling of boreholes where gravity fed systems cannot work. With the fast growing demand for water, Government cannot meet the requirements on its own hence, the appeal to private sector to partner with government in water development projects.

The policy thrust is to improve access to water through an integrated water management system. Water development projects also qualify to a number of fiscal incentives among them loss carry forward for 6 years, tax exemptions on construction materials and equipment just to mention a few. The investment projects in the sector include the following:

5.1. MULTIPURPOSE DAMS CONSTRUCTION PROJECT (3 DAMS)

PROJECT DESCRIPTION

This particular opportunity entails the construction of Multipurpose Dams to supplement water demand for domestic use, irrigation, energy generation, industrial use, tourism and fisheries in designated places in Malawi. Economic and population growths have put much pressure on the water resources of the country and this is being exacerbated by the frequent occurrence of droughts and prolonged dry seasons. The situation is exacerbated by absence of adequate storage reservoirs.

PROJECT OBJECTIVES

- To supply a minimum yield of 250,000m³/day along Diamphwe River
- To supply 34,000 m³ per day in 2025 and 75,000 m³ per day in 2040 along Mzimba and Lambilambi Rivers

PROJECT LOCATION

- Along Diamphwe River in Dedza District (Central Malawi)
- Along Lambilambi River in Chikangawa (Northern Malawi)
- Along Mzimba River in Mzimba (Northern Malawi)

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

- For the Diamphwe component, the only source of surface water for the City of Lilongwe is Kamuzu 1&2 Dams along Lilongwe River.
- The existing water sources for Mzuzu (Lambi-lambi River) are:
 - Lunyangwa dam which has 4.36 million cubic meters of active storage. It was designed to satisfy year 2005 demand according to the design report.
 - The old intake on the left bank tributary of Lunyangwa River. This old intake is now used as an emergency source of water when Lunyangwa reservoir gets too low.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Private sector could build, operate and maintain the whole or part of the water supply and storage infrastructure. Remuneration will be paid through a share of tariffs and government subsidies (under a Public-Private Partnership framework).

ESTIMATED COST OF THE PROJECT

For all project components, the total estimated cost for the proposed investment is US\$378.9 million.

5.2. AIR WING WATER SUPPLY PROJECT

PROJECT DESCRIPTION

- Construction of water storage facilities at Malawi Army Air Wing.
- Installation of pump sets at Mtunthama, Malawi Army Air Wing and at Mwenda
- Procurement and installation of pipes, fittings and meters for Malawi Army Airwing and Chikungu water supply systems
- Construction of 100 kiosks at Malawi Army Air Wing

PROJECT OBJECTIVES

To extend water supply services to the un-serviced areas on the south western part of Lilongwe City.

PROJECT LOCATION

The project is located in the Central Region of Malawi. It is within Lilongwe City on the south western side of the city.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project aims at extending and improving water supply services in Lilongwe, Capital city of Malawi.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project seeks 80% funding.

ESTIMATED COST OF THE PROJECT

US\$ 8.715 million



PROJECT PROMOTER
LILONGWE WATER BOARD
P.O. Box 96, Lilongwe, Malawi
Telephone : +265 (0) 1 750 366.
Fax. : +265 1 752 294
E-mail : madzi@lwb.mw
Contact : General Manager

5.3. EXTENSION OF TREATMENT WORKS II PROJECT

PROJECT DESCRIPTION

The project entails the following:

- Detailed design for the treatment plant;
- Environmental impact assessment and implementation of mitigation measures;
- Construction works for the new treatment plant;

PROJECT OBJECTIVES

To increase water production capacity for Lilongwe Water Board by 30,000m³ per day (from 95,000m³/day to 125,000m³/day).

PROJECT LOCATION

- The project is located in the Central Region of Malawi
- It is within Lilongwe City at Lilongwe Water Board Head Office which is located off Likuni Road. This is where the existing water treatment facilities are located.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The Board is the only water supplier in Lilongwe. After implementation of the project it is expected that the water production capacity of Lilongwe Water Board shall increase by 30,000m³/day. An additional 30,000m³/day of potable water shall be made available to the residents, institutions and industries in the City of Lilongwe.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project seeks 80% funding.

ESTIMATED COST OF THE PROJECT

US\$10.4 million



PROJECT PROMOTER

LILONGWE WATER BOARD

P.O. Box 96, Lilongwe, Malawi

Telephone : +265 (0) 1 750 366.

Fax. : +265 1 752 294

E-mail : madzi@lwb.mw

Contact : General Manager

5.4. PROJECT TO IMPROVE OPERATIONAL EFFICIENCY OF LILONGWE WATER BOARD

PROJECT DESCRIPTION

The project entails the following:

- Demand management and Non Revenue Water Reduction
 - i. Upgrading of District Metered Areas;
 - ii. Acquisition and Installation of Supervisory Control and Data acquisition (SCADA) system;
 - iii. Installation of Prepaid Water Meters;
- Network management improvement
 - i. Development of a Mapping System (GIS) and a Hydraulic Model; ;
 - ii. Enhancement of Management Information System;
- Elimination of Bottlenecks in the water supply system
 - i. Replacement of aged pipelines
 - ii. Replacement of faulty valves

PROJECT OBJECTIVES

- To reduce non-revenue water which would translate to a saving of about 5 million cubic meters of water thereby increasing water supply service delivery to an additional population of 200,000 people.
- To enhance a reliable water supply system that would increase continuity of water supply services in the City of Lilongwe.

PROJECT LOCATION

The project is located in the Central Region of Malawi (Lilongwe City). All the activities shall be implemented within the water supply area of Lilongwe Water Board (Lilongwe City and other surrounding areas).

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The Board offers water supply services to the residents of Lilongwe. This project is intended to improve water supply service delivery and to increase access to water supply in the City of Lilongwe by making available an additional 5 million cubic metres (annually) of water through water savings to be achieved by reducing on non-revenue Water.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Board is looking for a financial and technical partner.

ESTIMATED COST OF THE PROJECT

US\$20.4



PROJECT PROMOTER

LILONGWE WATER BOARD

P.O. Box 96, Lilongwe, Malawi

Telephone : +265 (0) 1 750 366.

Fax. : +265 1 752 294

E-mail : madzi@lwb.mw

Contact : General Manager

5.5. UPGRADING OF KAMUZU DAM I PROJECT

PROJECT DESCRIPTION

The project entails the following:

- Detailed design for raising of Kamuzu Dam I
- Construction works for raising of Kamuzu Dam I on Lilongwe River;
- Environmental impact assessment and implementation of mitigation measures;

A feasibility study and preliminary designs are available.

PROJECT OBJECTIVES

To increase raw water storage capacity for Kamuzu Dam I.

PROJECT LOCATION

The project is located in the Central Region of Malawi. The dam is located about 20 km south of Lilongwe City's Central Business District at Malingunde.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The Dam currently has a storage capacity of about 4.5 million cubic metres and services Lilongwe City with its water requirements. The proposed project intends to increase this storage capacity to about 19 million cubic metres. With this increment Lilongwe Water Board will be able to increase its water production capacity by 30,000 cubic metres per day.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Lilongwe Water Board is looking for financial and technical partners.

ESTIMATED COST OF THE PROJECT

US\$8.5 million



PROJECT PROMOTER

LILONGWE WATER BOARD

P.O. Box 96, Lilongwe. Malawi

Telephone : +265 (0) 1 750 366.

Fax. : +265 1 752 294

E-mail : madzi@lwb.mw

Contact : General Manager

5.6. CONSTRUCTION OF TREATMENT WORKS AT KAMUZU DAM

PROJECT DESCRIPTION

The project entails the following:

- Detailed design for the new treatment plant;
- Construction works for the new treatment plant; and
- Environmental impact assessment and implementation of mitigation measures;

Preliminary design for the treatment plant is available.

PROJECT OBJECTIVES

To increase water production capacity by 30,000m³ per day.

PROJECT LOCATION

The project is located in the Central Region of Malawi. It is within Lilongwe City at Lilongwe Water Board Head Office which is located off Likuni Road and where the existing water treatment facilities are located.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project aims at increasing the water production capacity of Lilongwe Water Board by 30,000m³/day. An additional 30,000m³/day of potable water shall be made available to the residents, institutions and industries in the City of Lilongwe.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Board is looking for financial and technical partners.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$10.4 million



PROJECT PROMOTER

LILONGWE WATER BOARD

P.O. Box 96, Lilongwe. Malawi

Telephone : +265 (0) 1 750 366.

Fax. : +265 1 752 294

E-mail : madzi@lwb.mw

Contact : General Manager

5.7. CONSTRUCTION OF CHILUMBA, RUMPHI AND NKHATA BAY WATER DISTRIBUTION SYSTEM

PROJECT DESCRIPTION

The project entails the design, review and construction of Chilumba, Rumphu and Nkhata Bay water distribution systems so as to supply potable water supply to Chilumba, Rumphu and Nkhata Bay Towns.

Feasibility studies, preliminary and detailed design for Chilumba, Rumphu and Nkhata Bay distribution systems were carried out in 2008 and reports are available.

PROJECT OBJECTIVES

- To increase access to sustainable water supply for the people of Chilumba, Rumphu and Nkhata-bay through:
- Upgrading the water treatment plant
- Upgrading the transmission pipelines
- Upgrading and expanding the distribution pipeline, including storage facilities in order to provide potable water to 130,000 people in Mzimba Town by year 2030.
- To promote establishment of industries and commercial institutions by making water supply readily available

PROJECT LOCATION

The project area is in Northern Region of Karonga [Chilumba], Rumphu and Nkhata Bay Districts and surrounding areas.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Chilumba and Nkhata Bay Towns get raw water directly by abstraction from Lake Malawi which has enormous capacity. The limitation is the capacity of the treatment plant, transmission pipeline, service reservoirs and distribution pipelines.

Rumphu Town gets water directly by abstraction from South Rukuru River. The capacity of the river is adequate but what is required is to construct a weir across the river and rehabilitate the rest of the water supply infrastructure as detailed for Chilumba and Nkhata Bay.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Board is looking for a financial and technical partner.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$18.45 million.



PROJECT PROMOTER NORTHERN REGION WATER BOARD

Private Bag 94, Mzuzu. Malawi
E-mail : chisumbu@nrwb.org.mw
Contact : Chief Executive Officer

5.8. CONSTRUCTION OF KARONGA WATER DISTRIBUTION SYSTEM

PROJECT DESCRIPTION

The project entails undertaking design and construction of Karonga water distribution system. The project intends to supply potable water to Karonga Town up to the year 2030.

PROJECT OBJECTIVES

- To increase access to sustainable water supply for the people of Karonga Town and its peripheral through:
 - Upgrading the water treatment plant
 - Upgrading the transmission pipelines
 - Upgrading and expanding the distribution pipeline including storage facilities in order to provide potable water to 140,000 people in Karonga Town
- To promote establishment of industries and commercial institutions by making water readily available.

PROJECT LOCATION

The project is located in Karonga, Northern Region of Malawi. The water supply infrastructure in place has reached its design capacity.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Karonga Town gets raw water directly by abstraction from Lake Malawi, which has enormous supply capacity. The limitation is the capacity of the raw water pipeline, treatment plant, transmission pipeline, service reservoirs and distribution pipelines.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Board is looking for a funder on a turn-key arrangement.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$15 million.



PROJECT PROMOTER NORTHERN REGION WATER BOARD

Private Bag 94, Mzuzu. Malawi
E-mail : chisumbu@nrwb.org.mw
Contact : Chief Executive Officer

5.9. DESIGN REVIEW AND CONSTRUCTION OF MZIMBA WATER DISTRIBUTION SYSTEM

PROJECT DESCRIPTION

The project entails the design, review and construction of Mzimba water distribution system.

PROJECT OBJECTIVES

- To upgrade and expand the distribution pipeline including storage facilities in order to provide potable water to 65,000 people in Mzimba Town by year 2030.
 - Upgrading the water treatment plant
 - Upgrading the transmission pipelines
- To promote the establishment of industries and commercial institutions by making water readily available.

PROJECT LOCATION

The project area is in Mzimba District in the Northern Region.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Mzimba Town is currently supplied with water directly by abstraction from Mzimba River which was designed to the population of Mzimba up to 2000. Since then there has not been any rehabilitation and upgrading of the distribution system. Most developed and developing areas do not have water supply facilities.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Board is looking for a financial and technical partner.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$15 million.



PROJECT PROMOTER NORTHERN REGION WATER BOARD

Private Bag 94, Mzuzu, Malawi

E-mail : chisumbu@nrwb.org.mw

Contact : Chief Executive Officer

5.10. CONSTRUCTION OF CHINTHECHE AND JENDA WATER DISTRIBUTION SYSTEMS

PROJECT DESCRIPTION

The project entails the undertaking of feasibility studies, detailed design and construction of Chintheche and Jenda water distribution systems. The said distribution systems were last upgraded in 2003. The system has since past its design life. At Jenda, there is no distribution system to support the growing population.

PROJECT OBJECTIVES

- To increase access to sustainable water supply for the people of Chintheche and Jenda through:
 - Upgrading/construction of the/a water treatment plant
 - Upgrading/construction of transmission pipelines
 - Upgrading/construction and expanding of the distribution pipeline including storage facilities so as to provide potable water to 15,000 and 36,000 people in Chintheche and Jenda Centers respectively by the year 2030.
- The project will promote establishment of industries and commercial institutions by making water readily available.

PROJECT LOCATION

The project area is in Northern Region in Nkhata Bay District [Chintheche] and Mzimba District [Jenda].

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Chintheche Town Centre gets raw water directly by abstraction from Lake Malawi which has enormous capacity. The limitation is on the capacity of the treatment plant, transmission pipeline, service reservoirs and distribution pipelines.

At Jenda there is no reticulation system to meet the need of the Centre. It has been noted however, that the Centre is growing very fast.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Board is looking for a financial and technical partner.

ESTIMATED COST OF THE PROJECT

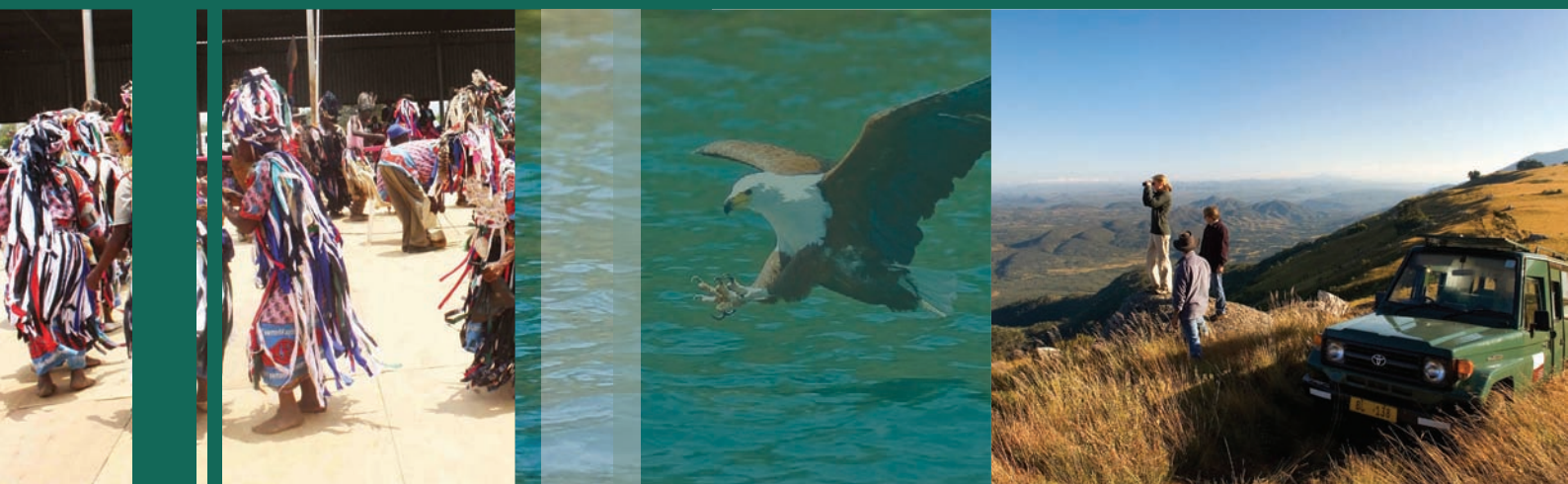
The estimated cost of the project is US\$8.1 million.



PROJECT PROMOTER
NORTHERN REGION WATER BOARD
Private Bag 94, Mzuzu. Malawi
E-mail : chisumbu@nrwb.org.mw
Contact : Chief Executive Officer

6.0

TOURISM SECTOR INVESTMENT PROJECTS



PROJECT PROMOTER

MINISTRY OF INFORMATION, TOURISM AND CULTURE.

Private Bag 326, Lilongwe 3

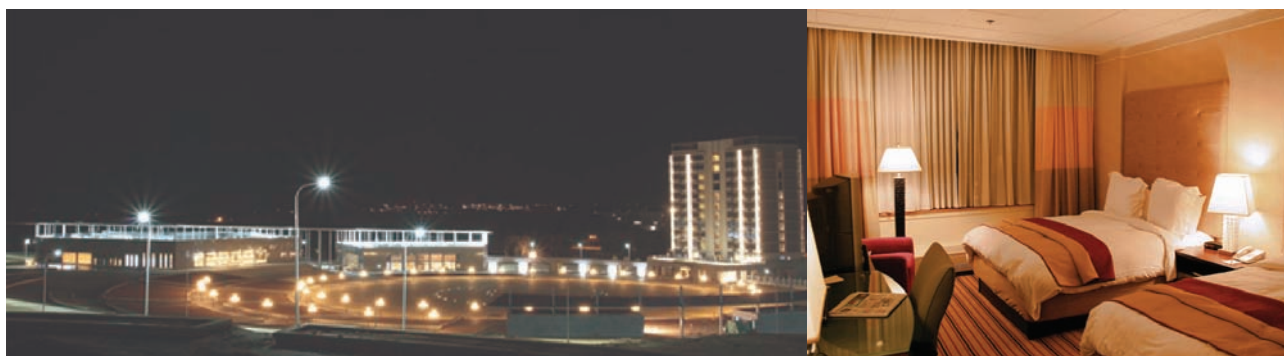
Telephone : +265 (0) 1 1 775 499

Fax : +265 (0) 1 775 0494

E-mail : info@visitmalawi.mw

Contact : Principal Secretary/Director of Tourism

PREAMBLE



Tourism is one of the emerging sectors in Malawi with great potential to significantly contribute towards the country's socio-economic development. In Malawi, the physical environment (including lakes, wildlife, and mountains) and culture are an integral part of the tourism industry as they are a source of tourist attraction and can positively contribute to eco-tourism development of the country. In promoting tourism, the goal is to conserve and manage wildlife in both protected areas and natural habitats, while in the dimension of culture, the goal is to uphold and promote national heritage for identity, posterity and development. The sector accounts for about 5 percent of GDP.

The sector faces a number of challenges such as poor supporting infrastructure, poor service delivery, uncoordinated and insufficient marketing of tourism products and inadequate purpose-built cultural infrastructure that impede attainment of the sectors full potential.

Malawi is therefore open for both PPP and private sector investments in the sector. The policy goal is to develop and promote a vibrant tourism industry. Those investing in the sector, inter alia, enjoy free import duty, free import excise and VAT is zero-rated. Investment opportunities in the sector are presented in the following section.

6.1. DEVELOPMENT OF AN INTEGRATED RESORT AT GOLDEN SANDS, CAPE MACLEAR

PROJECT DESCRIPTION

The project seeks to construct a 100-room up-market lodge inclusive of timeshare units/villas at Golden Sands, a 150 room lavish Hotel within Chembe Village, conference facilities, sporting complex, a champion golf course, quay, museum and an underground aquarium. It also includes acquisition of water sports equipment, a luxury glass bottom boat as well as a children's playground/theme park. The hotel shall constitute a partitioned 700 capacity seater hall facility. Additionally, the project will comprise:

- An eco-tourism theme park within the protected area which may include a museum, an underground aquarium and an up-market Lodge inclusive of Timeshare units/Villas at Golden Sands;
- A tourist village outside the protected area but within the Chembe Village. The development will include a luxury hotel, conference facilities, shopping and entertainment amenities, sporting complex a golf course, and quay. It will also include acquisition of water sport equipment and luxury boats as well as the development of a children's' playground and theme park for family entertainment;
- Re-stocking of the depleted wildlife species for public viewing, learning and research.

PROJECT OBJECTIVES

- To develop a unique up-market water-based destination that provides relaxation, business, and entertainment to guests and visitors alike while maximizing profits.
- To enhance the status and uniqueness of Lake Malawi National Park as a world heritage site.
- To maximise visitor's experience by creating products and activities that will prolong the visitors' stay.

PROJECT LOCATION

The project covers the Cape Maclear area and is within the Lake Malawi National Park at the southern tip of Lake Malawi. The Park has an area of 94 square kilometers of which 87 square kilometers are land.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

There is presently no permanent economic activity at Golden Sands where the project will be located.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be implemented under the Public Private Partnership (PPP). A feasibility study is presently underway.

ESTIMATED COST OF THE PROJECT

The total cost of the project will be determined after the feasibility study.

6.2. DEVELOPMENT OF AN INTEGRATED TOURISM FACILITY IN SALIMA

PROJECT DESCRIPTION

Salima Town is a booming tourist location, and has the potential to become a Lakeside City for several reasons, including the fact that it is only 120 kms from the Capital City of Lilongwe, it lies along very prime beaches, it is well serviced with good roads and reticulation services. Presently, there is only one major hotel in the area and is nearly always fully booked. With the booming tourist flows into Malawi, another hotel in this place could not only be a major infrastructural development for Malawi, but will also prove to be a profit haven for the investor.

The proposed project entails the construction of a 200 room up-market hotel, a partitioned 1,500 capacity Convention Centre, sporting complex, shopping and entertainment complex, golf course, underground aquarium, wildlife sanctuary, casino and housing estate.

PROJECT OBJECTIVES

- To develop an all-inclusive tourism facility that provides relaxation, business, shopping and entertainment to guests and visitors
- To develop a world-class duty-free shopping zone in Malawi
- To improve life and living standards for communities around Salima
- To develop Salima into a City.

PROJECT LOCATION

The project has two probable sites: Senga Bay and Chipoka, both of which are by the lakeside in Salima, Central Lakeshore District. Both sites are within one and half hour's drive (about 125 km) from Lilongwe, the Capital City of Malawi, and from Kamuzu international Airport, the country's biggest airport.

Salima has a major port on Lake Malawi at Chipoka, the only link for rail, water and road transport systems. Due to this unique position, Salima is a potential key transport link even for the Zambia, Mozambique and Tanzania transport infrastructure projects. With the implementation of the Nacala, Mtwara and Shire –Zambezi waterways, Salima promises to be a center of activity. In terms of tourism, Chipoka is in close proximity to the major attractions of Liwonde National Park, Mua mission, Dedza Mountains, Lake Malawi National Park, NkhotaKota Wildlife Reserve, among others.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

There are presently no economic activities taking place at the sites.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

100% private ownership. Government will provide land and other facilitation services.

ESTIMATED COST OF THE PROJECT

USD\$100 –USD250 million. Interested private investors are encouraged to undertake their own viability studies.

6.3. DEVELOPMENT OF AN INTEGRATED MOUNTAINOUS RESORT ON MOUNT MULANJE (3RD HIGHEST MOUNTAIN IN AFRICA)

PROJECT DESCRIPTION

Malawi is home to the third highest mountain in Africa with the highest point in Central Africa. Despite this, the mountain remains “undiscovered” with regard to the potential experience that it can provide. Though tourists do scale and explore the mountain, there are huge experience opportunities that are not taken advantage of because the right infrastructure is not in place to support the potential flow of tourists in this respect. This project proposes the development of such a resort so as to tap on the potentials that lie ahead.

The project entails the development of a world-class tourism destination based on fantasy and adventure. The project involves clustering of a variety of natural and man-made attractions, museums and other facilities to provide an enriching experience, recreation and entertainment to visitors. Such clusters include a cable car, luge & skyride, Segway fun rides, health spa and wellness center, museum story-telling, an eco-lodge(s), eco-adventure activities and a variety of themed restaurants. Nearby tea and coffee plantations are additions to the experience.

PROJECT OBJECTIVES

- To provide an enriching experience, recreation and entertainment to visitors;
- To help preserve the biodiversity and history of Mount Mulanje.

PROJECT LOCATION

The project site, which is on Mulanje Massif, is about 14km from Mulanje town and 94km from Blantyre, the commercial capital city of Malawi. The Mulanje Massif is an area of 130 million year-old solid granite rocks and stiff clay associated with weathered rocks, rising dramatically almost 3,000m above the surrounding plain.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Current services offered include hiking, rock climbing, trekking, mount biking and abseiling, swimming, landscape sighting, skyline sighting, cultural heritage sites, arts and crafts.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public-Private Partnership with Government providing land and basic infrastructure such as roads. Local communities will also be encouraged to participate in one way or another, such as providing supply markets for Arts and Crafts etc.

ESTIMATED COST OF THE PROJECT

Estimated to range from USD\$50 – 150 million. Actual cost will be determined by a feasibility study.

6.4. DEVELOPMENT OF SPA AND WELLNESS RESORT IN NKHOTAKOTA

PROJECT DESCRIPTION

The hotsprings of Nkhokotakota have continuously gushed out heated water from the ground since time immemorial. Malawi is yet to tap on this opportunity to create a tourist attraction centered on this unique resource.

This project opportunity entails the development of a 50-roomed eco-lodge designed in a traditional Malawian village. The spa will consist of a peaceful sanctuary with baths, treatment therapies, salons, a gym, a mini-conference facility, library, boutique and eateries. It will also have private rooms with separate areas and pools for reflexology.

The project, once completed, will become a resting/stop-over place for travelers on the Northern and Central lakeshore road.

PROJECT OBJECTIVES

- To diversify and enhance the existing tourism product offering especially in Nkhokotakota district;
- To develop a high-end tourism product for the growing health conscious market segment.

PROJECT LOCATION

Nkhokotakota is located some 200km from Lilongwe, the Capital City, and 378km from Blantyre – the Commercial City. The proposed site is located at Mawira in Nkhokotakota, along the main road. The hot springs cover an approximate area of 3 sq Km.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently, the hot springs are being used by local communities for bathing.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

100% Private ownership. However, local participation is encouraged in the provision of other tourist-related activities.

ESTIMATED COST OF THE PROJECT

USD\$5 – USD20 million. Interested investors are encouraged to undertake their own viability studies.

6.5. DEVELOPMENT OF MICHIRU NATURE SANCTUARY CONFERENCE FACILITY AND LODGE

PROJECT DESCRIPTION

Michiru Nature Sanctuary Conference Facility and Lodge will be located within Michiru Nature Sanctuary; a protected area situated 8km from Blantyre Central Business District and 9km from Chileka International Airport. The proposed project will offer 50 rooms in form of chalets scattered at game viewing and scenic vantage points within the park, a 500-seater conference facility, an open grass thatched restaurant, a natural stone paved swimming pool, guided tours; nature walks, game viewing, bird watching, among other activities.

PROJECT OBJECTIVES

- To provide a unique natural conference environment facility within reach of the City of Blantyre.
- To offer opportunity for day outing, game viewing, birding and soft hiking for families.
- To provide a natural environment for companies and organizations that wish to host their meetings away from the hustle and bustle of the City.

PROJECT LOCATION

The proposed Conference and lodge will be located 8km north- west of the Blantyre Central Business District (CBD)

and 9km from Chileka International Airport. Guests will be 15 to 20 minutes away from the CBD and Chileka International Airport. The project will be the only conference facility situated very close to the City of Blantyre in a unique natural setting.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The site of the project is within the Michiru Nature Sanctuary under Department of National Parks and Wildlife. It is home of some mammals, reptiles, butterflies etc and is well-managed and protected. It has park and wildlife personnel whose houses are also within the park who offer their knowledge, and provide security from wild animals, to those who want to go on nature walks and hiking the mountain.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be a Public Private Partnership (PPP). The preferred PPP format will be Build Operate and Transfer (BOT).

ESTIMATED COST OF THE PROJECT

The estimated project costs is US\$10 million

6.6. REHABILITATION AND OPERATIONALIZATION OF THE BLANTYRE CULTURAL CENTRE (BCC)

PROJECT DESCRIPTION

The project intends to enhance research, to preserve and present Malawi's cultural heritage through displays, performances and exhibitions. It also seeks to encourage the promotion and protection of creativity by providing the means of producing authentic Malawian cultural material. Specifically, the project seeks to provide tailor-made infrastructure for the performing arts, hosting arts festivals and exhibitions, thereby promoting cultural tourism.

Currently, the Ministry has started on the project with the rehabilitation of the Center's amphitheater so as to make it usable by the general public. A number of investment activities will be undertaken including the following;

- Identification and procurement of management services for the Centre
- Maintain/rehabilitate existing facilities such as ablution blocks and other buildings that are dilapidated
- Procure recording studio, band and lighting equipment

The Centre has been running for the last thirty years. As such, it is well known among residents within and outside Blantyre, hence there will not be need for intensive promotion once rehabilitated.

PROJECT OBJECTIVES

The project seeks to achieve the following;

- To stimulate the appreciation of the country's cultural heritage both among Malawians and non-Malawians through performances of various performing arts.

- To help expose to the general Malawian public talented artists through performances and exhibitions.
- To contribute towards socio-economic development by promoting Malawi's culture abroad through performances and exhibitions.
- To improve the general economic welfare of artists and of the economy through the sales of creative works.

PROJECT LOCATION

The project is located in Blantyre in the southern region of the country.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently, the BCC is not fully operational due to massive dilapidation. As such, no services are offered at the Centre as they should. However, when it was fully operational, the Centre offered a wide range of services. These included provision of cultural entertainment and exposure, special programs for children on cultural arts education, among others.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The Ministry is proposing a Public Private Partnership through a Build, Operate and Transfer (BOT) model (40% Government of Malawi and 60% private sector).

ESTIMATED COST OF THE PROJECT

The project is estimated to cost about US\$ 850, 000.00.

6.7. DEVELOPMENT OF SLAVE TRADE HERITAGE THEME PARK AT FORT MANGOCHI HISTORIC SITE.

PROJECT DESCRIPTION

The proposed project is aimed at developing Fort Mangochi historic site into a Slave Trade Heritage theme Park. This proposed investment project will offer the following services/products: Eco-friendly accommodation facilities within the forest reserve; Adventure cultural heritage-tourism taking through visitors back in slave trade period and holding organized hiking within the mountain; Well-planned education and research programmes at the information Centre and site museum; Better and informative nature and culture trails; Entertainment facilities and relaxation platforms such as children's playground and resting places.

The proposed project activities to be undertaken include: Develop Information Centre and Site Museum: Within the fort, there is one building which was used as a commanders' house which is partially intact and which will be restored so that it can be used as a site museum on one part and Information Centre on the other part. Traditional methods on roofing will be used in order to complement the surrounding natural environment; Viewing Platforms: The site is located on a plateau which commands a clear picturesque view of Lake Malawi to the south, valleys of Mozambique to the east and Lake Chirwa to the north. The project will construct viewing platforms at strategic points and at maximal height which can offer clear views without being blocked by trees; and Construct Mountain Slave Route to the Fort: Mountain slave route will be developed to provide better access to visitors and local communities from all sides of the mountain. This route will be developed using locally available natural materials such as gravel, quarry and wood.

PROJECT OBJECTIVES

- To promote and develop the history of slave trade in Malawi in form of a theme park.
- To develop and present the Mangochi mountain forest reserve with visitor facilities.
- To contribute to economic development through cultural heritage activities.

PROJECT LOCATION

Fort Mangochi is in Mangochi District, Southern Region of Malawi. It is an important historic site in Malawi and in the world for its contribution to the abolition of slavery. It is a pre-colonial slave trade heritage site.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Hiking, Natural and Cultural Landscape, sight-seeing of the Fort Mangochi monument, flora and fauna, historic research, Educational Programmes, and relaxation.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

This project will be implemented with a private investor under a public-private partnership (40% Government of Malawi and 60% Private Sector) on a Build Operate Transfer (BOT) basis.

ESTIMATED COST OF THE PROJECT

It is estimated that this project will cost US\$400,000 – US\$500,000. Actual costs will be determined after a feasibility study has been undertaken.

6.8. DEVELOPMENT OF GUEST HOUSE / ECO-LODGE AT CHONGONI ROCK ART WORLD HERITAGE SITE IN DEDZA DISTRICT.

PROJECT DESCRIPTION

The proposed project is aimed at developing a guesthouse/eco-lodge at Chongoni Rock Art World Heritage Site, which is located in forest area. This guesthouse/eco-lodge will accommodate visitors who will patronize the world heritage area while at the same time adding value to this site.

Develop Guesthouse / Eco-Lodge:

The world heritage site lacks accommodation facilities for visitors who patronize this site. There is need to construct these accommodation units near the information Centre to make the site complete. The lodge will be provided with all the necessary facilities such as restaurant, accommodation rooms and a multi-purpose hall. This lodge will be constructed using eco-friendly materials considering that it is located in a protected forest reserve.

Develop Access Roads and Interpretative Materials:

There is need to rehabilitate the access road networks to the sites which are open to the general public. Interpretative materials need also to be provided to make the site presentable to the general public.

PROJECT OBJECTIVES

- To provide accommodation facilities at Chongoni Rock Art World Heritage Site through the construction of a guesthouse/eco-lodge.
- To enable and ease access to the world heritage area through the construction of access road networks and by providing interpretative materials.

PROJECT LOCATION

The project will be located at Chongoni Rock Art World Heritage, near the Information Centre, in Chongoni Forest Reserve, Dedza District. The Chongoni forest reserve is located on the upland plateau area, 10 km North West of Dedza Center. The reserve is within the high altitude zone which is characterized by two types of land forms namely; hills with steep slopes, of which the Chongoni Mountain is the biggest, and wide valley areas with undulating hills and moderate slopes. The area was inscribed on the UNESCO World heritage list in 2006.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Hiking, natural and cultural landscape, rock art sight-seeing, historic research, educational programs, relaxation.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

This project will be concessioned out to a private investor under a public-private partnership. The Government of Malawi will have a 40% share while the private investor will have a 60% share. The preferred operational nature of the project is Build-Operate-Transfer (BOT).

ESTIMATED COST OF THE PROJECT

It is estimated that this project will cost US\$300,000 - US\$400,000. The actual cost will be quantified after a feasibility study

6.9. DEVELOPMENT OF DR. DAVID LIVINGSTONE AND MALAWI SLAVE TRADE HERITAGE ROUTE MUSEUM IN NKHOTAKOTA

PROJECT DESCRIPTION

The project will involve developing an Information Centre for Dr. David Livingstone trail and Malawi slave trade route heritage at Nkhonkhotakota. Dr. Livingstone was a Scottish missionary to Malawi who contributed a lot to Malawi's history. The Centre will have a site museum where all the history and cultural heritage of the district will be exhibited. It will also contain a library where information about slave trade and Dr. Livingstone will be displayed. The project will also entail documenting and developing all the cultural heritage sites and other tourist attractions within Nkhonkhotakota for public learning. The project will also develop a lodge (Livingstone village) with accommodation units depicting traditional houses which Dr. David Livingstone saw on his Malawi expedition.

PROJECT OBJECTIVES

- To develop and enhance Nkhonkhotakota as a cultural heritage tourist destination.
- To help in preserving the rich cultural heritage in Nkhonkhotakota.
- To contribute to the socio-economic development of the region through cultural heritage tourism

PROJECT LOCATION

This project will be located at Nkhonkhotakota, in the Central Region of Malawi. Nkhonkhotakota is a historic district,

associated with the history of the indigenous Chewa people, Arab slave traders under the leadership of Jumbe, European influence through Dr. David Livingstone, and the University Mission to Central Africa under the colonial rule. All these had an impact on the cultural landscape of Nkhonkhotakota and its periphery. It has currently been listed on the UNESCO tentative world heritage list.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Cultural and natural heritage sight-seeing, natural and cultural landscapes, traditional performances, wilderness safaris, lake adventures, historic research, educational programs, relaxation.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

This project will be under a public-private partnership with a private sector partner (40% Government of Malawi 60% private sector). The preferred operational nature of the project is Build-Operate-Transfer (BOT).

ESTIMATED COST OF THE PROJECT

It is estimated that this project will cost approximately US\$350,000- US\$450,000. The actual cost will be quantified after a feasibility study has been undertaken.

6.10. DEVELOPMENT OF ECO-TOURISM LODGES IN LIWONDE NATIONAL PARK

PROJECT DESCRIPTION

The project entails the development of eco-tourist lodges at two prime sites within the Liwonde National Park. These two sites are suitable for up market lodges. The two sites are:

- Chinguni Hills Lodge in the southern part of Liwonde National Park
- Mvera Lodge site in the Northern part of Liwonde National Park

The activities of concessionaires to the two sites will include the following, among others:

- Day or night drive safaris (game drives) within the park
- Walking Safaris within the park.
- Photographic Safaris
- Bar and restaurant services to tourists
- Boating in the designated areas of Shire River.
- Village walks: This will provide guests with complete experience of the areas' cultural and social settings

PROJECT OBJECTIVES

- To develop a unique up-market nature-based destination that provides relaxation, business, and entertainment to guests and visitors alike
- To develop facilities for game viewing (new tourist vehicles and boats)
- To upgrade present tourist accommodation and to establish new tourist accommodation

- To contribute to the conservation of the biodiversity of Liwonde National Park
- To contribute to the social-economic development of local communities around Liwonde National Park

PROJECT LOCATION

Liwonde National Park located in Southern Malawi and is situated along the Shire River between Lake Malombe and the town of Liwonde. The park is easily accessed from the major cities of Lilongwe and Blantyre with about 300Km to the park.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The sites are currently not being utilized until they are developed.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership.

ESTIMATED COST OF THE PROJECT

The total estimated cost for each project (Chinguni and Mvera respectively) is US\$2 to US\$3 Million. The actual cost will be determined by a feasibility study to be undertaken with interested investors.

6.11. DEVELOPMENT OF ECO-TOURISM RESORT IN NYIKA NATIONAL PARK.

PROJECT DESCRIPTION

The development of an eco-tourism project which will comprise:

- An eco-tourism theme park within the protected area. This may include an up-market lodge, a tourist camp within the concession site catering for low-spending and day visitors. The development may also include conference facilities, shopping and recreational facilities.
- Development of a sanctuary and re-stocking of the sanctuary with wildlife species.

Some of the proposed investments at the site include:

- Construction of a 20-room up-market lodge inclusive of Timeshare units/Villas to meet the demands of the high-end market segment by offering luxurious accommodation and service.

Other Facilities and Attractions

- Walking, Cycling and Cart Trails: Construction of cart, cycling and walking circuits throughout the resort boundaries. Cycles and golf carts will be the preferred mode of transport around the vicinity.
- Horse Safaris

PROJECT OBJECTIVES

The project seeks to achieve the following;

- To develop an integrated high value eco-tourism destination that provides relaxation, business, and entertainment to guests and visitors alike.
- To enhance the status and uniqueness of Nyika National Park.

- To maximise visitor's experience by creating products and activities that will prolong the visitors' stay.

PROJECT LOCATION

The project site is located within the Nyika National Park at the source of North Rumphu River, one of the highest points in the park with several viewing sites of Lake Malawi. The actual site has an attitude ranging from 474m on the lake shore to 2,607m at the crest point in the eastern escarpment of the Plateau.

Nyika is a transfrontier park, and has a variety of secondary attractions within the core area and beyond, which are capable of increasing the length of stay of visitors. The park is characterized by spectacular scenery with rolling grasslands providing contrast to the dense evergreen forests at the valley heads. There are breathtaking views from the edge of the Plateau.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Apart from Chelinda Tourist Resort, the proposed project site has no tourist facilities.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be implemented under a Public Private Partnership (PPP).

ESTIMATED COST OF THE PROJECT

USD\$20 – 140 million. The Feasibility study will determine the actual costing.

6.12. CONSTRUCTION OF PURPOSE-BUILT ARCHIVAL BUILDING, VILLAGE MUSEUM AND ANTIQUITIES RESEARCH AND ART CENTRE

PROJECT DESCRIPTION

The project entails the development of a Centre for cultural research and education. It seeks to develop a number of cultural infrastructures that will be a source of tourist attraction, research and education for the preservation and promotion of the country's cultural heritage. The project will offer the following: Exhibitions of cultural practices and products from the nine major ethnic groups in the country; exhibitions for natural history; archaeological and paleontological discoveries; custody to documentary heritage; and a wide variety of performing arts.

The project seeks to achieve the following:

- **Construction of an Archival Building:**

The project seeks to construct an archival building in Lilongwe so as to provide custody and preservation services for the country's documentary heritage, irrespective of the media, for the purpose of posterity, reference and research. This documentary heritage comprises of records of enduring (continuous) values and printed works dating back to 1860.

- **Construction of a Village Museum:**

The goal here is to establish a Village Museum in Lilongwe which will play an important role as an educational and recreational institution for the preservation of different traditional housing styles for Malawi's 9 major ethnic groups.

- **Construction of an Antiquities and Research Centre:**

The project seeks to construct an Antiquities Research

Centre in Lilongwe which will play a significant role in research, promotion, preservation, conservation and management of national cultural heritage.

- **Construction of an Arts Centre:**

The objective is for a National Theatre which can promote and host a wide variety of performing arts.

PROJECT OBJECTIVES

To promote Malawi's cultural diversity.

PROJECT LOCATION

The project will be located in Lilongwe, the Capital City of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is yet to commence operations but components for each facility have already been drawn up. Land for the project has been identified.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The proposed shareholding structure is 10% Government of Malawi and 90% private sector. The preferred operational nature of the project is Build Operate Transfer (BOT) arrangement

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$20.5 million. A feasibility study will determine the actual cost.

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6.13. BOADZULU ISLAND ECO-LODGE: LAKE MALAWI

PROJECT DESCRIPTION

The project entails the planning, design and construction of a series of 25-roomed high quality, visually and environmentally compatible tourist eco-lodges and associated structures on the exclusive Boadzulu Island (in Lake Malawi) under Government Concession. The eco-tourism niche market for this pristine environment is readily available in Europe and South Africa.

PROJECT OBJECTIVES

To promote environmental friendly tourism in Malawi that would blend in with the exquisite natural environment around Lake Malawi.

PROJECT LOCATION

Boadzulu Island, Mangochi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is yet to be constructed.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be concessioned out to a private operator on a 100% arrangement. The promoter will have to develop the site from scratch.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$457,000. The actual cost will be determined after a feasibility study.

6.14. THUMBI EAST ISLAND ECO-LODGE –LAKE MALAWI NATIONAL PARK

PROJECT DESCRIPTION

Plan, design and construct a series of high quality and environmentally compatible tourist eco-lodges to cater for 30 guests.

PROJECT OBJECTIVES

To promote environmental friendly tourism in Malawi that would blend in with the exquisite natural environment around Lake Malawi.

PROJECT LOCATION

Thumbi East Island, Lake Malawi National Park

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

The project is yet to be constructed.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be concessioned out to a private operator on a 100% arrangement. The promoter will have to develop the site from scratch.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$1,067,000. The private operator will be expected to undertake their own viability studies.

6.15. VWAZA (GAME RESERVE) LODGE

PROJECT DESCRIPTION

The project entails the planning, designing and construction of a lodge with 15 rooms for both local and international tourists.

PROJECT OBJECTIVES

To provide support services to tourists visiting Vwaza Game Reserve.

PROJECT LOCATION

Vwaza Game Reserve, Mzimba – Northern Region of Malawi

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

There is presently very limited infrastructure at the site and very limited accommodation services are provided.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will operate under a Public Private Partnership framework.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$785,000.00. The actual cost will be determined after a feasibility study.

6.16. VWAZA/ZARO (GAME RESERVE) LODGE– TENTED CAMP

PROJECT DESCRIPTION

The project entails the planning, designing and construction of a lodge with 20-tented rooms to serve both the domestic and international markets.

PROJECT OBJECTIVES

To provide support services to tourists visiting Vwaza Game Reserve

PROJECT LOCATION

Vwaza Game Reserve, Mzimba district in the Northern Region of Malawi

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

There is presently very limited infrastructure at the site. Accommodation services are very limited

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be concessioned to a private operator.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$150,000.00. The private operator is expected to undertake their own viability studies.

6.17. ZOMBA PLATEAU WILLIAMS FALLS LODGE

PROJECT DESCRIPTION

The project entails the planning, designing and construction of a forest lodge of 15 rooms with catering facilities to serve both the domestic and international markets.

PROJECT OBJECTIVES

To provide support services to tourists visiting Zomba Plateau

PROJECT LOCATION

Zomba Plateau, Zomba

PRODUCT/SERVICES CURRENTLY PRODUCED/
OFFERED

There is presently no infrastructure on site.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING
PROPOSAL

The project will be concessioned to a private operator.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$687,000.00. The private operator is expected to undertake their own viability studies.



6.18. DZALANYAMA RAIN FOREST ECO LODGE – LILONGWE

PROJECT DESCRIPTION

The project entails the planning, designing and construction of a lodge with 20 rooms to serve both the domestic and international markets.

PROJECT OBJECTIVES

To provide support services to tourists visiting Dzalanyama Mountain range

PROJECT LOCATION

Dzalanyama, Lilongwe

PRODUCT/SERVICES CURRENTLY PRODUCED/
OFFERED

There is presently very limited infrastructure on site.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING
PROPOSAL

The project will be concessioned to a private sector operator.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$550,000.00. The private operator is expected to undertake their own viability studies.



6.19. BEACH LODGES AT NGARA, NTHALO, CHIFYO, KAWAYA, SANGA, MWAYA & LUZE IN THE NORTHERN REGION OF MALAWI

PROJECT DESCRIPTION

The project entails the planning, designing and construction of lodges with 15+20+20+15+20+20+15=125 rooms respectively to serve both the domestic and international markets.

PROJECT OBJECTIVES

To provide accommodation services to tourists visiting Lake Malawi along those areas.

PROJECT LOCATION

Ngara, Nthalo, Chifyo, Kawaya, Sanga, Mwaya & Luze in the Northern Region Of Malawi

PRODUCT/SERVICES CURRENTLY PRODUCED/
OFFERED

There is presently no infrastructure on the sites.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING
PROPOSAL

The project will be concessioned to a private sector operator.

ESTIMATED COST OF THE PROJECT

The project is estimated to cost US\$850,000.00. The private operator is expected to undertake their own viability studies.

6.20. DEVELOPMENT OF ECO-TOURISM LODGES

PROJECT DESCRIPTION

Sunbird Tourism Limited, (STL) incorporated in 1988, is a publicly listed company on the Malawi Stock Exchange. The major shareholder at 71% is MDC Limited, a dormant company, owned by the Malawi Government. STL is a leading operator in the hospitality industry in Malawi and has as its main activity, the ownership, operation and management of seven hotel properties in Malawi. Catering Solutions Limited, a 65% owned subsidiary, is involved in the provision of catering services. With this portfolio, STL is by far the largest single hospitality and tourism enterprise in Malawi employing about 1,000 people and commanding 33% of the total market share. Sunbird's annual turnover averages US\$20 million. The company intends to:

- Develop a 25 room/unit eco lodge within Liwonde National Park on the Upper Shire River.
- Develop a 25 room/unit eco lodge within Majete Game Reserve.

PROJECT OBJECTIVES

- To expand the group's investment portfolio into new opportunity niche markets;
- To timely position the company into strategic market segments in anticipation of the huge tourism flows Malawi is going to experience;

PROJECT LOCATION

Two eco-lodges, one in Liwonde National Park and Majete Game Reserve, Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Presently, Sunbird Tourism Limited owns and runs 7 hotels in all three regions of Malawi.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Seeking funding arrangement or financial partner. Terms and structure will be discussed.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$8 million for the two eco-lodges.



PROJECT PROMOTER

SUNBIRD TOURISM LIMITED

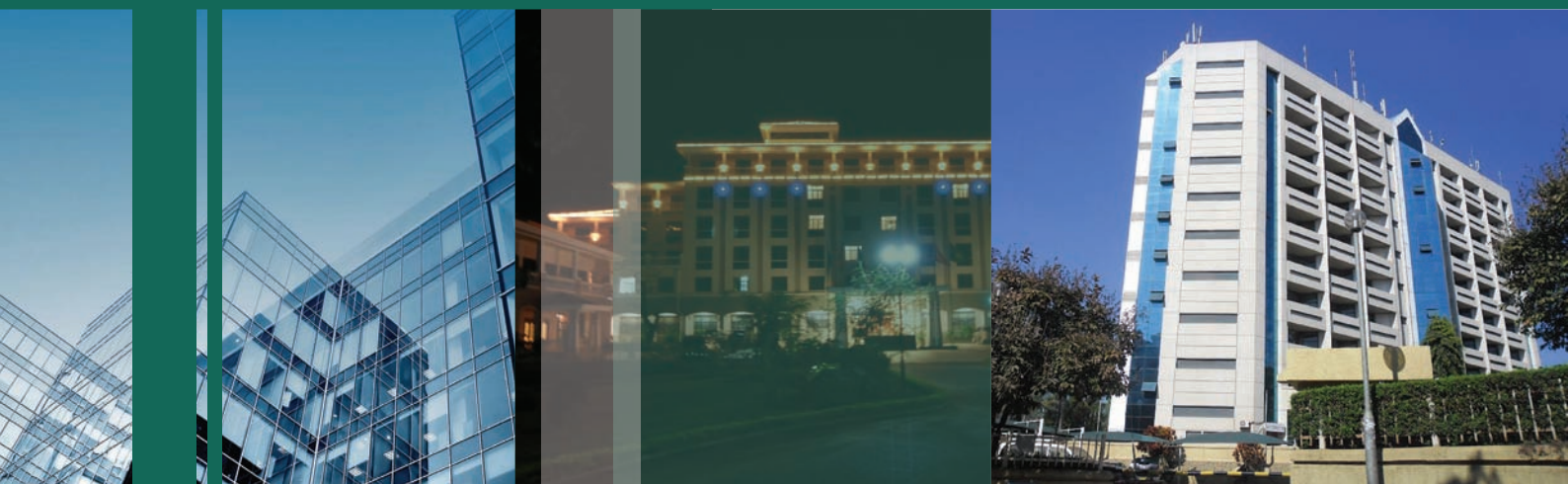
P. O. Box 376, Blantyre, Malawi

Telephone : +265 (0) 1 820 124

E-mail : stl@sunbirdmalawi.com

7.0

INFRASTRUCTURE INVESTMENT PROJECTS



PROJECT PROMOTER
The Principal Secretary
MINISTRY OF TRANSPORT AND PUBLIC WORKS
Private Bag 322 , Lilongwe 3. Malawi.

Contact : Secretary for Transport and Public Works

PREAMBLE



Infrastructure is one of the key prerequisites for economic growth. It is a key component for creating an enabling environment for private sector driven growth and provision of timely and quality social services. It is envisaged that development of the prioritized infrastructure will contribute to the realization of sustained economic development for Malawi. Target infrastructure includes transport and logistics systems, water development, housing and urban development. Some of the key infrastructural thrusts are:

- Nsanje World Inland Port which is yet to be operationalized. When fully developed, the Port will integrate the four modes of transportation of road, rail, air and water into a multimodal transport system that will connect Malawi to other regional sea ports. The port will have additional infrastructure such as an international airport that will connect the Shire Zambezi waterway to other domestic and regional airports. It will also have improved road and railway networks which will link the port to other markets and cities domestically and regionally. The policy goal is to open up the country to ports along the Indian Ocean and reduce costs of goods. The project brings with it several investment opportunities among them, development of cargo terminals and warehouses, property development, handling and logistics, hotels, various services and many more.
- Malawi also recognizes that an efficient rail transport is relatively cheaper than road and air transport. Rail transport has potential to significantly reduce transport costs of goods and services because of its predominance in the transportation of bulk freight over long distances. Government of Malawi intends to revamp the rail system

in the country with a policy goal of developing an efficient and effective rail network. Considerable amount of work has already been done by a private developer, Vale Company which when completed in 2015 will significantly improve transportation services while at the same time reducing transactional costs.

- Water transport is relatively cheaper than any other mode of transport. It provides a better and cheaper alternative for transporting bulky and heavy goods domestically and internationally. Malawi has an advantage in water transport as it is endowed with lakes and navigable rivers. However, the country's water transport system is not fully developed. The goal is to promote inland water transport system and improve access to the sea.
- Road transport is the dominant mode of transport in Malawi. In this respect, the country has over the years been constructing, rehabilitating, and upgrading road infrastructure. However, most feeder roads still remain in poor condition especially in rural areas. This has been compounded by the enormous backlog of road maintenance that has led to high transportation costs in most parts of the country. The goal of the Malawi Government is to ensure provision of a safe, affordable, accessible and high quality road transport system.

Again Government of Malawi is open to private sector investment in the sector. Various tax breaks also apply for investment in the sector including duty and VAT exemptions. Various opportunities exist in the sector including the following:

7.1. CONSTRUCTION OF A NEW AIRPORT IN MONKEY-BAY, MANGOCHI

PROJECT DESCRIPTION

The project entails the construction of a new airport in Monkey-bay that will include a runway, modern terminal building and other associated facilities. The airport would replace the existing aerodrome. The airport will serve the entire Mangochi area which is Malawi's top tourist destination along Lake Malawi.

The new airport will be a modern international airport serving aircraft up to the size of a boeing 737-800. It will comprise a 2.5km runway and a terminal building that will accommodate all passenger and cargo facilitation amenities for serving international passengers. The airport will be handling international traffic from the region and beyond and it will no longer be necessary for tourists to terminate in Lilongwe or Blantyre and drive the long distance to Mangochi.

PROJECT OBJECTIVES

To ease and enhance tourist accessibility to the main tourist hub of Malawi

PROJECT LOCATION

The project is located in Monkey-bay, Mangochi in the southern region of Malawi. Mangochi is one of the popular

tourist destinations in Malawi with access to the lake. Already there are several hotels and lodges on the beaches of Lake Malawi that serve tourists. The unique Lake Malawi National Park is also in the district and is one of the major attractions on the lake. Several five-star hotels are lined up for development, including the development of a hotel at Cape Maclear for which Government is presently undertaking a feasibility study.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

At the moment there are only two aerodromes operational in the area; one in Monkeybay and the other at Club Makokola.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Government intends to build the airport under Public Private Partnership arrangement.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$250 million. A feasibility study will have to be carried out to determine actual project cost.

7.2. ESTABLISHMENT OF AN AIRPORT CITY IN LUMBADZI (MAIN INTERNATIONAL AIRPORT)

PROJECT DESCRIPTION

The project will involve building an airport city within the vicinity of Kamuzu International Airport. The facilities will include a hotel, town houses, cargo processing facilities, recreation facilities and shopping malls.

The Airport City will have all the necessary facilities and amenities for travelers and the general public. It will also have facilities for processing exports and imports. These services would complement the service that the airport offers as a commercial Center. It is realized that most airports actually depend on non-aeronautical revenues which enable them to run as stand-alone commercial centers. The project would offer the public an option of modern shopping away from the hustle and bustle of the towns.

The project envisages a 120-150 bedroomed hotel complete with conference facilities, an out-of-town shopping mall, a service station, over 1500 residential houses, office complex for airlines, Aircraft Hangars, agriculture Export Processing Zone with factories, warehouses, Duty Free Warehouse Complex and Modern Air cargo complex.

PROJECT OBJECTIVES

To develop a commercially integrated airport area in order to facilitate travel and tourism.

PROJECT LOCATION

The project will be located at Kamuzu International Airport in Lumbadzi, Lilongwe, about 27 km from the City of Lilongwe.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The airport currently only serves the travelling public with the basic facilities and has no hotel/accommodation facilities and other possible commercial installations necessary to an integrated airport facility.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Airport Development Limited – ADL (The public company undertaking the project) would be willing to go into Public Private Partnership on Build, Operate and Transfer (BOT) or other feasible agreements.

ESTIMATED COST OF PROJECT

A feasibility study that would determine the cost of the project is yet to be undertaken.

7.3. CONSTRUCTION OF A DRY PORT AT LIWONDE

PROJECT DESCRIPTION

The project will involve the construction of a Dry Port and associated facilities at Liwonde.

The project will offer a one stop cargo handling facility that would allow the processing of Malawi's imports and exports in one place. It would afford Malawians an opportunity to receive and send their cargo in Liwonde within Malawi unlike the present scenario where receipts/dispatches are done in Dar es Salaam, Nacala or Durban. This project would reduce the lead times for sending and receiving goods.

The Dry Port would have the following facilities:

- The rail tracks, roads, vehicle holding areas, loading /unloading and storage areas, container yard, buildings
- Container handling and repair facilities,
- Goods in transit sheds,
- Buildings for administration and customs, and for clearing and forwarding agents

PROJECT OBJECTIVES

The Government of Malawi signed a concession agreement with Vale who have built a new rail line from Moatize (Mozambique) to Nkaya (Malawi) and rehabilitated the section from Nkaya to Nacala (Mozambique) for the carriage of coal. Under the concession agreement the Government of Malawi has been allocated slots to use the line for general cargo and passengers. The Dry Port at Liwonde will serve as a logistics hub for Malawian cargo going to or coming from Nacala. It will also become a receiving and dispatching point for Malawian cargo from/to various points in Malawi.

PROJECT LOCATION

The project will be located in Liwonde in Machinga district of Malawi. The location for the project is ideal because it is centrally located to serve the central and southern regions of Malawi that are currently connected by rail. It is also a connection point for the rail lines from Mozambique and Malawi. Already the Liwonde area is well served by rail and road making it easier to connect to other regions.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently there is no dry port at Liwonde. General cargo to/from Malawi is handled at any point depending on its origin or destination.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Government would prefer to hold a minority share so that the port is run as a commercial entity. Arrangements such as Build Own Operate, Build Own Transfer can be discussed.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$150 million. However, the actual cost will be determined when a feasibility study is undertaken

7.4. ESTABLISHMENT OF SHIPBUILDING AND REPAIR FACILITIES ON LAKE MALAWI

PROJECT DESCRIPTION

The project involves the establishment of shipbuilding and ship repair facilities on the shores of Lake Malawi. The facilities shall include, among others, fully fitted workshops capable of designing, fabricating, fitting and painting different sizes of vessels for cargo, passengers, fishing, pleasure, tourism, patrol, research, dredging, etc. In addition, there shall be repair facilities and slipways for various vessels and the supply of spare parts. There shall also be warehouses and administrative offices to provide the necessary support services.

The shipyard will have adequate technological capacity to design, construct, and conduct sea trials and commission different sizes and types of vessels which can be used for fishing, tourism, transportation of passengers and cargo, dredging, towing, patrols, ambulances, research, etc. The vessels will be made from any other modern materials, except wood. In addition, the shipyard will have ship repair facilities for various types and sizes of vessels. It will also supply and sell spare parts of various ship machinery, equipment and consumables.

PROJECT OBJECTIVES

- To provide the water transport, fisheries and tourism sectors in Malawi with sufficient, affordable and appropriate fleet which can spur the economic development of the country.
- To enhance Malawi's export drive as some of the vessels will be exported within the region

PROJECT LOCATION

The project will be located at Dindano in Nkhata Bay District. This site used to be a paramilitary training base with a few gun boats. The site still remains Government property.

Dindano is a natural harbour, deep and well sheltered, quite ideal for the establishment of a shipyard.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be under a Public Private Partnership arrangement. Government will provide the land and local personnel while the concessionaire will provide the required capital for investment, the technical expertise, including the required naval architects and specialized engineers to construct and operate the shipyard.

ESTIMATED COST OF PROJECT

USD75 million. The actual cost will be determined by a feasibility study.

7.5. REHABILITATION AND RECONSTRUCTION OF THE SENA LINE (LIMBE TO MARKA)

PROJECT DESCRIPTION

The project is in two parts. The first part will involve a complete rehabilitation of the line from Limbe to Makhanga. This line is in use and it is the oldest line in Malawi and is therefore in need of complete rehabilitation. The second part will involve reconstruction of the rail section from Makhanga to Marka. This section is no longer serviceable.

Government would like to have a serviceable line from Limbe in Blantyre all the way to the border with Mozambique at Marka. Eventually the intention is to have the line connected to the one in Mozambique enroute to the port of Beira.

The project will ensure that there is a serviceable rail line from Blantyre all the way to the border with Mozambique which could eventually link Malawi to the Port of Beira by rail, thereby offering a rail route alternative to the one through Nacala.

PROJECT OBJECTIVES

The objective of the project is to ease transport of particularly cargo to the export port of Beira in Mozambique.

PROJECT LOCATION

The entire stretch of the line from Limbe in Blantyre to Marka in Nsanje (Mozambique border).

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Only the section of the line from Limbe to Makhanga is in use by CEAR (local rail company). It is an important section which services farmers from the south who bring their commodities to markets in Blantyre and beyond. There is increased traffic on the section and demand for services is high.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Government is open to discussing any capital investment sharing arrangement (Public Private Partnership).

ESTIMATED COST OF PROJECT

The estimated cost for the project is USD250 million.

7.6. REHABILITATION OF THE RAIL LINE NORTH OF BALAKA

PROJECT DESCRIPTION

The project involves rehabilitation of the railway line from Balaka to Salima (Central Region of Malawi). Government is at the moment undertaking spot rehabilitation of the line, targeting spots that have been affected by rain water.

In general the whole line needs to be rehabilitated since it has suffered bends resulting from high temperatures in the area. The project works would involve replacing culverts where there have been wash-aways and putting new ones as necessary. It will also involve replacing the rails and slippers

PROJECT OBJECTIVES

The objective of the project is to prepare the line from Balaka to Salima to cater for heavy traffic envisaged

PROJECT LOCATION

Throughout the stretch of the railway line from Balaka to Chipoka in Salima.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The rail line in question is currently in use although it is not in good condition. It has remained dormant for a while since CEAR (the local rail company) withdrew their services north bound. Currently Zambian Railways is using the line for the cargo from Chipata (Zambia border town) to Nacala (Mozambique ocean port) and CEAR has plans to reintroduce services north-bound to Salima and Lilongwe. It is therefore envisaged that traffic is going to increase on the route and hence the need to have it in serviceable condition.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership (structure and model open to discussion)

ESTIMATED COST OF PROJECT

The estimated cost for the project is US\$110 million. A feasibility study for the project will have to be undertaken.

7.7. SHIRE-ZAMBEZI WATERWAY PROJECT (DREDGING AND RE-ALIGNING WORKS)

PROJECT DESCRIPTION

The project involves dredging and re-aligning the Shire and Zambezi rivers to make them passable by light cargo ships/vessels. It will traverse the whole length of the rivers from Nsanje in Malawi to the Indian Ocean in Mozambique.

The project will open the waterway passage from Nsanje in Malawi to the Zambezi River in Mozambique through the Shire River, going all the way up the Indian ocean. The route would become an import/export route for Malawi, Mozambique and Zambia.

The project shall offer an alternate and cheaper route for the carriage of goods for imports and exports for Malawi. It is known that the cost of goods in Malawi is very high and this is attributed to transport costs. The waterway passage shall allow bulk transportation of cargo resulting in low costs. The project is expected to serve three countries namely Malawi, Mozambique and Zambia.

PROJECT OBJECTIVES

To reduce cost of transportation for goods imported and exported into and out of Malawi.

PROJECT LOCATION

The project is located in Malawi and Mozambique

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The waterway route has been used in the past by early explorers. Currently it is being used by small vessels between points along the two rivers. An inland port has been built in Nsanje to service cargo to/from other destinations through Mozambique.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Government would be open for discussion for any financing arrangements such as Build Operate Transfer (BOT), Build Own Operate and other models.

ESTIMATED COST OF PROJECT

The total estimated cost for the project will be determined once the feasibility study that is currently underway is completed.

7.8. ESTABLISHMENT OF BUS TERMINALS AND SERVICE AREAS

PROJECT DESCRIPTION

The project calls for investors to consider the development of bus terminals and service centers along the major transport routes in the urban areas of Malawi. These will include the following:

Bus Terminals

- International terminals
- Intercity terminals
- Local terminals
- Banking services e.g. ATM
- Shops
- Ticketing offices
- Security
- Washrooms
- Automated audial and visual notifications

Service Areas

- Parking areas
- Banking services e.g. ATM
- Vending machines
- Shops e.g. coffee and gift shops, ice cream parlors
- Internet cafe
- Security offices
- Restrooms and Washrooms
- Food outlets
- Filling stations

PROJECT OBJECTIVES

These are to:

- Improve security of motorists and passengers
- Improve safety and comfort of motorists and passengers
- Ease management of public transport services
- Enhance cleanliness within cities and motorways
- Promote cultural and local economic activities for the people
- Create employment
- Promote tourism

PROJECT LOCATION

In the major cities of Blantyre, Lilongwe and Mzuzu, and along the main roads of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Bus terminals are present in all the major cities of Zomba, Lilongwe, Mzuzu, and Blantyre. Services centers are present at Champhira in Mzimba, at Luwuchi Rumphu, at Dwambazi in Nkhosakota, at Ntakataka in Dedza, at Bangula in Nsanje.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership. The structure can be discussed.

ESTIMATED COST OF PROJECT

Not established yet. A feasibility study will have to be undertaken.



PROJECT PROMOTER

MINISTRY OF LANDS, HOUSING AND URBAN DEVELOPMENT

Zowe House, Area 40, Off Convention Drive

Private Bag 311, Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 388

Fax. : +265 (0) 1 788 083

Contact : Secretary for Local Government and Rural Development

7.9. PROJECT TO ESTABLISH TRUCK PARKS

PROJECT DESCRIPTION

Project Activities:

- Construction of truck parks along the country's high ways, border districts and other selected locations

New products or services envisaged

- Paved parking space
- Eateries
- Washrooms
- Stand-by motor vehicle mechanics
- Shops e.g. Tuck shops, barber shops
- Folk lifts
- Cranes

Market targeted

- International haulers
- National haulers
- Heavy plant operators

PROJECT OBJECTIVES

To:

- Improve security of haulage vehicles and goods
- Improve safety and comfort of motorists and other road users
- Provide resting and sanitary facilities for operators of haulage vehicles
- Generate revenue for local authorities

- Create employment

PROJECT LOCATION

Thabwa in Chikwawa, Chingeni in Ntcheu, Nathenje in Lilongwe, Chatoloma in Kasungu, South Rukuru bridge, Kamwendo in Mchinji, Namwera in Mangochi, Namwera Turn-Off in Machinga, Chitimba in Karonga, Kapolo in Karonga.

Some of the strengths of the project location are as follows:

- They will be located at important road junctions
- These are places already popular to long distance haulage operators
- They have potential to spur economic growth
- There exists a good road network

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

There is one pilot truck park in Dedza, central region of Malawi, which is proving that the model has potential for success both to Government and to the private promoter.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Build Operate Transfer, or any other feasible model that can be agreed on.

ESTIMATED COST OF PROJECT

The project cost will be established after feasibility study



PROJECT PROMOTER

MINISTRY OF LOCAL GOVERNMENT & RURAL DEVELOPMENT

P. O. BOX 30312, Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 388

Fax. : +265 (0) 1 788 083

Contact : Secretary for Local Government and Rural Development

7.10. DEVELOPMENT OF AMUSEMENT PARKS

PROJECT DESCRIPTION

The project entails:

- Designing and construction of amusement facilities
- Procurement of amusement park equipment
- Running of the facilities

Presently, there exist small scale amusement parks that are however, not developed with the right facilities. Their state is dilapidated.

With the rising population and the gradual increase of the size of the middle class in Malawi, many families are seeking places to go out and relax. Furthermore, many people in Malawi are becoming more health conscious and seek outdoor locations where they can exercise.

Services to be offered include the following:

- Aerobics arena
- Water park rides
- Spinning games
- Jumping castles
- Roller coasters
- Bumper cars
- ATMs and vending machines
- Ice cream parlors
- Coffee shops
- Washrooms
- Ticketing office

PROJECT OBJECTIVES

The objectives of the project are to:

- Enhance health and well-being of residents
- Offer an opportunity for parents and their kids to interact
- Offer opportunity for sporting activities
- Educational and learning opportunities for kids
- Host social events
- Promote cultural and local economic activities for residents
- Promote tourism

PROJECT LOCATION

Major cities of Zomba, Lilongwe, Mzuzu, and Blantyre

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Presently, there are a few small scale amusement parks in the Country. However, there are spaces where amusement parks used to be operational some time ago. There are also new land allocations for new amusement parks in the three mentioned cities.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership under a Build Own Transfer (BOT)

ESTIMATED COST OF PROJECT

Not estimated yet. However, feasibility studies will be done with interested investors.



PROJECT PROMOTER

MINISTRY OF LOCAL GOVERNMENT & RURAL DEVELOPMENT

P. O. BOX 30312, Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 388

Fax. : +265 (0) 1 788 083

Contact : Secretary for Local Government and Rural Development

7.11. DEVELOPMENT OF CENTRAL MODERN MARKETS IN MAJOR CITIES AND MUNICIPALITIES

PROJECT DESCRIPTION

The opportunity entails the development of purpose-built market centers which will comprise of the following:

- Multiple storey market building
- Cold rooms
- Storage facilities and lockers
- Parking lots
- Banking services e.g. ATM
- Shops
- Security offices
- Washrooms
- Firefighting equipment
- Eateries and Leisure centers
- Clinic

PROJECT OBJECTIVES

The objectives are to:

- Improve accessibility of commodities
- Improve security
- Enhance revenue generation for local authorities
- Enhance cleanliness within cities
- Promote economic activities for the local producers
- Create employment

PROJECT LOCATION

Local market centers in all the major cities of Zomba, Lilongwe, Mzuzu, and Blantyre

Some of the strengths of the project location are as follows:

- Large population size of the middle/high class with high propensity to consume
- Availability of producers and traders
- Satellite produce centers/markets area available

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

All major cities have markets but the market structures do not meet the required standards

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership under a Build Operate Transfer (BOT) framework

ESTIMATED COST OF PROJECT

This will be determined after a feasibility study.



PROJECT PROMOTER

MINISTRY OF LOCAL GOVERNMENT & RURAL DEVELOPMENT

P. O. BOX 30312, Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 388

Fax. : +265 (0) 1 788 083

Contact : Secretary for Local Government and Rural Development

7.12. CONSTRUCTION OF HIGH RISE FLATS IN MBAYANI TOWNSHIP

PROJECT DESCRIPTION

The construction of the High Rise Flats has three components which include land acquisition, construction of four blocks each with 25 apartments, totaling 100 apartments. infrastructure services. The apartments will be three bed-roomed each with a living room, kitchen, pantry, toilet, bathroom and related ancillary structures. The project is expected to provide infrastructure services like electricity, water, bitumenized tarmac road network and drainage system.

PROJECT OBJECTIVES

The main objective of the project is to improve the living conditions of people in Mbayani Township, Blantyre, through provision of decent housing structures and related infrastructure services.

PROJECT LOCATION

The proposed project will be implemented in Mbayani Township, behind Mount Soche Hotel in Blantyre.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project area is presently unserviced

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership through a mutually agreeable model

ESTIMATED COST OF PROJECT

The total estimated cost of the project is US\$ 8,750,000. The project viability has already been established by the Ministry with a view to the high demand for housing in Malawi.



PROJECT PROMOTER

MINISTRY OF LANDS, HOUSING AND URBAN DEVELOPMENT

Zowe House, Area 40, Off Convention Drive

Private Bag 311, Lilongwe 3, MALAWI

Telephone : +265 (0) 1 774 766

Fax. : +265 (0) 1 771 091

E-mail : lands@globemw.net

Contact : Principal Secretary

7.13. CONSTRUCTION OF INSTITUTIONAL HOUSES

PROJECT DESCRIPTION

This project targets public servants in the middle and lower income brackets to own a house through payment of rents for a period of no less than 20 years. The rentals will be deducted at source.

The project seeks to construct 400 urban houses in the cities of Lilongwe, Blantyre and Mzuzu. Various generic designs are available at the Ministry and will be discussed with prospective investors.

PROJECT OBJECTIVES

- To encourage gradual house ownership by public servants whose rentals would pay off the loan.
- To give a buyer an opportunity to rent a house with an option of purchasing the house in future.

PROJECT LOCATION

Several locations have been earmarked for the project in

the three main cities of Malawi as follows:

- Lilongwe City in Central region
- Blantyre City in Southern region
- Mzuzu City in Northern Region

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

This project is not yet Operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership, where the Government will provide land in the designated areas and the investor will provide funds and professional services.

ESTIMATED COST OF PROJECT

The proposed project is estimated to cost US\$10 Million.

7.14. DEVELOPMENT OF HOSTELS

PROJECT DESCRIPTION

The Malawi University of Science and Technology (MUST) is located in the Thyolo highlands near Ndata Farm about 23 kilometres from Limbe, Blantyre. MUST has classroom capacity for 3,000 students. However, it can only accommodate 888 students in the available hostels. The University intends to embark on a project to construct additional hostels that are fully furnished to cater for a student population of up to 2,200. This would allow the university to achieve full capacity which would create efficient utilisation and optimisation of the facility. This project would hugely contribute to the Government of Malawi's efforts to widening access to higher education.

PROJECT OBJECTIVES

It is the intention of the University to increase the capacity of the hostels on campus by 2,200 bed space.

PROJECT LOCATION

The project site is in the Southern Region at the Ndata campus in Thyolo district. The University has set aside 12 hectares for this project.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The University is currently offering undergraduate studies in Science and Engineering Disciplines. It is envisaged that by 2017, the student population shall increase to 3,000. The expected increase in student population should offer the developer an opportunity to recoup their investment as there is guaranteed demand for accommodation.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be on a Build-Operate-Transfer (BOT) model where the investor will construct the hostel and collect rent for 15 to 20 years before handing over the buildings to the university.

ESTIMATED COST OF PROJECT

The project is estimated to cost US\$10 million..



PROJECT PROMOTER

MALAWI UNIVERSITY OF SCIENCE AND TECHNOLOGY

Off Malowa-Goliati Road

P.O Box 5196, Limbe Malawi.

Telephone : +265 (0) 1 478 000

Fax. : +265

E-mail : registrar@must.ac.mw

Contact : The Registrar

7.15. DEVELOPMENT OF SHOPPING MALL

PROJECT DESCRIPTION

This project proposes the building of a shopping mall at the university campus. The mall will include shopping complex, vehicle service station and bus terminal among others.

PROJECT OBJECTIVES

To avail on-campus shopping experiences which will also draw shoppers from far and wide around the vicinity.

PROJECT LOCATION

The project site is in the Southern Region at the Ndata campus in Thyolo district. The University has available an area of 5 hectares for this project.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The University is currently offering undergraduate studies in Science and Engineering Disciplines.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be on a Build-Own-Operate (BOO) model where the investor will construct the infrastructure, own and operate it within a concessionary period.

ESTIMATED COST OF PROJECT

The project is estimated to cost US \$2.5 million



PROJECT PROMOTER

MALAWI UNIVERSITY OF SCIENCE AND TECHNOLOGY

Off Malowa-Goliati Road

P.O Box 5196, Limbe Malawi.

Telephone : +265 (0) 1 478 000

E-mail : registrar@must.ac.mw

Contact : The Registrar

7.16. MANAGEMENT OF NATIONAL STADIUM AND RECREATION CENTER

PROJECT DESCRIPTION

The Malawi Government with technical and financial support from the Chinese Government is constructing a state-of-the-art 40,000 seater National Stadium in Lilongwe. The stadium is the first of its kind in Malawi and once completed it will be the biggest stadium in the country. Currently, construction of the National Stadium is estimated to be at 75% and it is expected to be completed by December, 2015.

The project proposes that a joint venture be established between the Malawi Government and a private investor for the operation and management of the National Stadium being constructed in Lilongwe. This will include the hosting of football matches and other events, athletics, booking of conference facilities, letting out shops and restaurant facilities.

PROJECT OBJECTIVES

- To generate income for both the government and the private sector
- To provide a quality environment for both local and international football games and other events.
- To provide various business services to the community around the Stadium

PROJECT LOCATION

The National Stadium is being constructed in Area 48 in Lilongwe. The site is situated 8 kilometers from Lilongwe Central Business District and is easily accessible both by private or public modes of transport.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

At the moment, the National Stadium is still under construction. Once completed, the Stadium will have the following facilities on offer:

- Shops for rent
- Restaurant facilities
- Marketing space
- Conference facilities
- Broadcasting/Beaming Rights
- Football pitch
- Running Track

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The ideal partnership structure of the project is 40% government and 60% private sector.

ESTIMATED COST OF PROJECT

The total estimated cost of the project is US\$ 125,000. The interested investor will have to undertake a viability study to assess the business opportunity



PROJECT PROMOTER MINISTRY OF YOUTH AND SPORTS DEVELOPMENT

Private Bag 384, Lilongwe 3, Malawi.

Telephone : +265 (0) 1 788 145

Fax. : +265 (0) 1 788 145.

Contact : Principal Secretary

7.17 . CONSTRUCTION OF SPORTS EQUIPMENT MANUFACTURING PLANT IN MALAWI.

PROJECT DESCRIPTION

The project will involve construction of a factory for manufacturing sports uniforms, balls, athletics hardware equipment, sports footwear and gym equipment for both the local, regional and extra-regional markets.

The project proposes that a Sports Equipment Manufacturing Plant will be constructed at Kanengo Industrial Site in Lilongwe. The proposed products that will be manufactured will include the following:

- Sports uniforms for various sport disciplines
- Balls for different sport disciplines
- Gym equipment
- Athletics hardware equipment
- Sports footwear.

Manufacturing of the sports equipment will use both local and imported raw materials. Malawi grows high grade cotton that can be used for manufacturing sports uniforms.

PROJECT OBJECTIVES

- To manufacture sports equipment within the country
- To make sports equipment readily available at cheaper cost

PROJECT LOCATION

The Sports Equipment Manufacturing Plant will be located in Kanengo Industrial Area in Lilongwe city, about 12 kilometers east of Lilongwe Central Business District.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently, Malawi does not have any sports equipment manufacturing plants. The country is heavily reliant on imported sports equipment. Most of the high quality sports equipment that is imported is too expensive for the average Malawian to afford. On the other hand, the cheaper sports equipment is often of very low quality and less durable.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The ideal partnership structure of the project is 40% government and 60% private sector.

ESTIMATED COST OF PROJECT

The initial investment cost is estimated at US\$ 15 Million.



PROJECT PROMOTER

MINISTRY OF YOUTH AND SPORTS DEVELOPMENT

Private Bag 384, Lilongwe 3, Malawi.

Telephone : +265 (0) 1 788 145

Fax. : +265 (0) 1 788 145.

Contact : Principal Secretary

8.0

MANUFACTURING SECTOR INVESTMENT PROJECTS



PROJECT PROMOTER

MINISTRY OF INDUSTRY & TRADE

P.O. Box 30366 , Lilongwe 3, Malawi.

Telephone : +265 (0) 1 770 244

Fax : +265 (0) 1 770 680

E-mail : minci@malawi.net

Contact : Secretary for Industry & Trade

PREAMBLE



The development of industries is an integral part of a nation's economic growth and development. It is key to attainment of the country's aspiration of transforming from predominantly importing and consuming to producing and exporting. Currently, manufacturing sector contributes about 11 percent to the GDP but has high potential of contributing more. An increase in industrial activities contributes to job creation which in turn expands the market base of the economy. Considering that Malawi's population is rural based (at 85%) and dependent on agriculture, special attention is given to rural industrialization and agro-processing. Various opportunities exist in production of farm implements and inputs, textiles and garments manufacturing, bicycle assembly, furniture manufacturing, building materials manufacturing and many more.

Malawi's industry is facing a number of challenges such as, high interest rates, high transport costs, and unreliable

energy supply which the Government of Malawi is addressing with speed.

The policy thrust of the Malawi Government is to develop and expand the industrial sector with emphasis on value addition and employment creation. Again investors in the sector enjoy tax breaks including Loss carry forward for six years and 100% capital allowance & investment on new and unused plant and machinery and industrial buildings; and 40% on used plant and machinery and industrial building.

Some of the investment projects in the sector are as below.

8.1. REVITALIZATION OF MACOHA'S FACTORY AT BANGWE

PROJECT DESCRIPTION

MACOHA Bangwe factory is a manufacturing unit of Malawi Council for the Handicapped (MACOHA) established in 1975 to provide on job training and serve as a source of income for persons with disabilities and serve as a model to change the attitudes among the local industries. The factory is a sheltered employment unit which has enjoyed government protection for many years.

The factory was designed to operate on commercial basis in order to generate profits which could be used for MACOHA's other rehabilitation programs and service for the community of persons with disabilities.

The land, buildings and machinery at Bangwe factory are fully owned by MACOHA. The machinery and equipment is basic and labor-intensive and in most cases inadequately maintained. Salaries of the employees are sub-vented by the government. All other operational costs are funded through sales revenue.

The revitalization of MACOHA Bangwe factory will require investment in the following areas:

- (a) Factory Redesigning;
- (b) Machinery;
- (c) Working Capital;
- (d) Office Equipment; and
- (e) Human Resource

The factory will require replacement of obsolete machinery with modern ones e.g. replacing hand spinning wheels with automated spinning wheels. The factory will migrate from domestic tailoring and embroidery sewing machines to industrial and modern equipment. Finally, there will be need for increased working capital to sustain stocking of raw materials.

PROJECT OBJECTIVES

The main objective of this project is to turn the factory from public to commercial and also to replicate the initiative into the other regions. The specific objective is to turn around the operating losses into profits.

PROJECT LOCATION

The project is located in the City of Blantyre, the commercial hub of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Bangwe factory offers products in 6 major categories, i.e.: handicrafts/gifts, table and kitchen ware, carpets and rugs, tie-dye & embroidered clothing, school/industrial clothing and promotional materials.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking a 51% private investor.

ESTIMATED COST OF PROJECT

The current investment required on the factory is estimated at US\$2,323,810. A study has not been undertaken yet to quantify rehabilitation and restructuring works.



PROJECT PROMOTER

MALAWI COUNCIL FOR THE HANDICAPPED (MACOHA)

Fax : +265 (0) 1 883 890

8.2. HONEY PRODUCTION AND PROCESSING PROJECT

PROJECT DESCRIPTION

The project entails the production of honey in selected districts in Malawi, viz:

1. Mulanje/Thyolo in the Southern Region
2. Ntchisi and Mchinji in the Central region
3. Nkhata Bay, Mzimba, Rumphi and Chitipa in the Northern Region.

The project is already operational in parts of Mulanje District, Nkhata bay and Rumphi districts with about 500 beekeepers, but the project intends to increase to 4000 beekeepers in order to achieve annual honey output target of 100 metric tonnes.

The company currently employs 25 members of staff. It owns a central processing unit in Luwina, Mzuzu and has been supplying Tapika Natural Honey to the domestic market over the last five years. The company is certified by the Malawi Bureau of Standards.

The project seeks an international equity partner to invest into the project in order to exploit the full potential of the project through the possible value-chain. The project also seeks international markets for its product(s).

PROJECT OBJECTIVES

- To increase honey production and value addition in Malawi by involving community participation in bee farming. To this end, the project provides bee keeping extension services, constructing district storage facilities for honey and training bee farmers in business management.
- To register 4,000 families into the program in the selected districts of Mulanje, Thyolo, Mchinji, Ntchisi, Nkhata Bay, Rumphi and Chitipa districts.

PROJECT LOCATION

The project is operational throughout the country with the core areas being Nkhata-bay and Rumphi districts, which register a huge production of honey per annum. The project is also targeting other districts such as Mulanje, Thyolo, Chitipa, Mchinji, Ntchisi and Mzimba.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Natural Honey

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The partnership structure proposed is 60% self and 40% foreign partner.

ESTIMATED COST OF PROJECT

- The estimated cost of the bee keeping project is U\$1,500,000 broken down into:-
 - Extension Services: US\$500,000.00
 - Provision of Bee Keeping Equipment: US\$500,000.00
 - Construction of Honey Storage facilities: US\$500,000.00



PROJECT PROMOTER

TAPIKA FOOD PRODUCTS

P.O. Box 2156 Lilongwe, Malawi

Telephone : +265 (0) 1 320 759

MOBILE : 0888317075/0993349287

E-mail : tapikafoodproducts@yahoo.com

Contact : Willie S. Mzumala.

8.3. CEMENT PRODUCTION

PROJECT DESCRIPTION

Shayona Cement presently produces cement for the domestic market in Malawi. They are looking to expand the existing Cement Plant with the latest 1200 TPD Rotary Clinkerization and Cement Manufacturing unit. Presently, the company has already completed installation of Phase 1 of the expansion (new 100*2 TPD Clinker Mfg Kilns in VSK Cement Plant and 650 TPD Rotary Grinding Unit) and are in the commissioning stage. Shortly commercial production will commence.

The proposed investment intends to acquire, install and commission a 1,200 TPD rotary clinker manufacturing and rotary cement manufacturing plant.

PROJECT OBJECTIVES

To achieve production of 1,200 TPD rotary clinker manufacturing and rotary Cement manufacturing for the domestic supply equal to the Malawi's requirements (so that country can stop imported clinker and cement) and also 20% surplus for export to neighboring countries.

PROJECT LOCATION

- The project is located in Mwimila Village, Kasungu District, Central Malawi, AFRICA
- The project factory is located only 1 KM from Shayona's own mines which provide the basic raw materials (limestone).

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project presently produces 32.5 Grade OPC under AKSHAR Brand.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking possible financiers with reasonable conditions to finance a new cement factory. However, other lucrative business relationships are open for consideration.

ESTIMATED COST OF PROJECT

The total estimated cost of the project is USD 57.5 Million broken down as follows:

- USD 19.5 Millions in Civil Construction, and
- USD 38 Million in Plant and Machineries



PROJECT PROMOTER

SHAYONA CEMENT CORPORATION

P O Box 679, Lilongwe.

Telephone : +265 (0) 1 752 791 / 92 / 1 751 411

Fax. : +265 (0) 1 752 909

MOBILE : +265 (0) 882 610926

E-mail : cfc@shayonacement.com

Contact : Mr J N Patel (MD)
Mr R N Patel (Fin Dir.),
Mr Chandresh Shah.

8.4. MANUFACTURING OF CASSAVA STARCH AND LIQUID GLUCOSE THROUGH FRESH CASSAVA ROOTS

PROJECT DESCRIPTION

Universal Industries Limited (UIL), established in 1957, is the leading producer of quality biscuits, confectionery, savoury snacks, beverages, and nutritional foods in Malawi under their prominent brands. Over the last decade Universal Farming and Milling Limited (UFML) was created as a subsidiary to enable backward integration and the supply chain of UIL's raw materials.

Universal has state-of-the-art plant and machinery from world leaders in Germany, Holland, Italy, India, South Africa, and other countries, with 5 warehouses around the country and a robust distribution network and versatile range of commercial fleet of vehicles. The company uses best practices and is a center of excellence in manufacturing, operations, product marketing, and customer value management according to global standards. It has highly competent and professional staff capable of taking the company to the next level.

The project seeks investment in terms of capital equipment and working capital for the manufacturing of cassava starch and liquid glucose through fresh cassava roots.

PROJECT OBJECTIVES

- To produce Starch and Liquid Glucose, from locally produced fresh cassava, which are essential ingredients for UIL (the parent company) to produce its existing range of food products. This would enable vertical integration and lower cost of production.
- To create new market and new revenue streams locally and regionally for UFML from high quality and low cost Starch and Liquid Glucose which would enable import substitution and exports.
- Improve the livelihoods of 7,000 smallholder and large scale cassava producers through commercialization of the crop.

PROJECT LOCATION

The factory is located in the outskirts of Blantyre in Chiradzulu (Njuli) in the southern region at the Universal Farming and milling (UFML) facility. However, the raw materials will be supplied from other districts within the 100 KM radius of the factory.

Chiradzulu is located strategically in the southern region at the hub of other agriculture zones to enable farmers from across the region to participate. In addition, the cassava starch and liquid glucose processing plant would be co-located with the existing cassava processing plant.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently cassava flour and high quality flour (HQCF) are being produced by the cassava processing plant. The cassava is procured from the rural smallholder farmers within the 100 KM radius of the factory. The project will extend the current operations to produce cassava starch and liquid glucose.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Project funding or equity investment (between 25% to 40%)

ESTIMATED COST OF PROJECT

The estimated cost is US \$ 1.227 million.



PROJECT PROMOTER

UNIVERSAL INDUSTRIES LIMITED

Ginnery Corner, Masauko Chipembere Highway

P.O Box 507, Blantyre, Malawi.

Telephone : +265 (0) 1 870 055

E-mail : nikhil@unibisco.com

Contact : General Manager of Finance and Administration.

8.5. MANUFACTURING OF READY TO EAT COMPLETE WHOLESOME FOODS

PROJECT DESCRIPTION

The focus of this project is on growing crops (such as wheat, rice, soya, cereals, vegetables, orange fleshed sweet potato, groundnuts, and other produce) and adding value to them to produce Complete Soya Meal. This would provide a readily sustainable market to the rural smallholder farmers who are the primary producers and suppliers of the raw materials.

PROJECT OBJECTIVES

- (1) To develop, produce and market the Complete Soya Meal, as a ready, easy and quick to cook nutritional food dish, which also offers an affordable option to meat.
- (2) To build the capacity of smallholder farmers and extension workers in better production technologies, good agriculture practices, post-harvest management, and agribusiness management.

PROJECT LOCATION

The factory is located in the outskirts of Blantyre in Chiradzulu (Njuli) in the southern region. However, the raw materials will be supplied from all the other districts in the country.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project presently offers Sun Valley Soya Pieces products that is currently marketed locally and regionally. The current product is produced from defatted soya flour which is manufactured through the oil extraction process in the same factory. Soya beans, which are the main raw material is procured locally from farmers across the country.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Injection of cash through project funding or equity investment (between 25% to 40%)

ESTIMATED COST OF PROJECT

The cost is estimated at US\$ 1.38 million



PROJECT PROMOTER

UNIVERSAL INDUSTRIES LIMITED

Ginnery Corner, Masauko Chipembere Highway

P.O Box 507, Blantyre, Malawi.

Telephone : +265 (0) 1 870 055

E-mail : nikhil@unibisco.com

Contact : General Manager of Finance and Administration.

8.6. PRODUCTION OF EDIBLE GROUNDNUT OIL

PROJECT DESCRIPTION

Moni is a profit-making company with an impact investment approach to doing business. Moni is an agricultural operation that produces foods. It deals mostly with smallholder farmers, taking a lead position of helping them diversify from tobacco, which is the traditional cash crop in Malawi, to other high value and marketable crops. Moni has a policy of investing 10% of the profits into the development of agricultural techniques, farmer training, seed quality control, via inclusive decision-making, that will impact directly on both Moni's profitability, as that of its producer groups.

This project proposes the production of edible groundnut oil at regional and rural levels, via the use of mobile factory technology through agreements with cooperative producers/farmers. The end product will be exported on a residual base sold locally in Malawi.

- Offtake agreements are already in place.
- Uptake (cooperative producers) agreements already at MOU level.
- Specialized Mobile factory Unit manufacturer already identified.
- Agreement with an EU Off-Taker already done

PROJECT OBJECTIVES

- (1) To increase production of edible groundnut oil
- (2) To build the capacity of smallholder farmers and extension workers in better production technologies, good agriculture practices, post-harvest management, and agribusiness management.

PROJECT LOCATION

Mzuzu City in the northern region of Malawi. This location offers the most cost-effective alternative for the commencement of operations. It has all amenities required (banks, private and public hospitals, private and public schools etc) and has a qualified workforce. Mzuzu has leverage in that it also has direct access to the northern corridor port of Tanzania in Dar-es-salaam.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Moni Oils presently produces:

1. Groundnut edible oil for export and for local consumption.
2. Animal cake from groundnuts by-products
3. Briquettes.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Joint venture. The promoter is open for discussion.

ESTIMATED COST OF PROJECT

US\$610,000.00. A business plan is readily available.



PROJECT PROMOTER

MONI OIL LIMITED

P.O Box 908, MZUZU, Malawi

Mobile : +265 (0) 888100869.

Contact : Paolo Losacco, Managing Director

8.7. COMMERCIAL RICE MILLING

PROJECT DESCRIPTION

Nkhotakota Milling Company Limited buys Rice (Paddy) from smallholder farmers, processes it into polished rice and packages it under the brand name SUNGU for sale to off-takers who are mainly chain store owners within the Republic of Malawi.

The company owns warehouses which are capable of handling 3000 metric tons of paddy and 1,000 metric tons of polished rice.

The Company intends to capitalize its operations through purchase of more machinery and expansion of its warehousing holding capacity. The company also intends to increase the capacity of its warehouses to accommodate an additional 10,000 metric tons.

PROJECT OBJECTIVES

- (1) To increase its production capacity
- (2) To increase its warehousing capacity
- (3) To increase rice production in Malawi.

PROJECT LOCATION

Nkhotakota District, Central Region of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The Company is currently producing Polished Rice in 1, 2 and 5Kgs under the brand name Sungu and sold to local chain stores.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Joint venture. The promoter is open for discussion.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$1 million. A business plan is available.



PROJECT PROMOTER

NKHOTAKOTA MILLING COMPANY LIMITED

P.O. Box 38, Nkhotakota, Malawi

Mobile : +265 (0) 999 650 897

Email : chestambuli@yahoo.co.uk

Contact : Clement Stambuli, Managing Director

8.8. SOYABEAN PROCESSING INTO SOYA MILK AND SOYA PROTEIN

PROJECT DESCRIPTION

The project intends to venture into soya milk and soy protein production. About 1,000 smallholder farmers have been identified in Lilongwe. The promoter has already constructed a factory building.

Presently, the Malawi per capita milk consumption is very low and is a main cause of malnutrition in children. Other sources of protein are unaffordable to many. For example, beef is now US\$4.0 per kg, while Soy-Protein will cost about US\$1.0 per kg, and produce even better results to its consumers.

PROJECT OBJECTIVES

- (1) To improve protein (through imitation meat) consumption by the community.
- (2) To substitute imports of similar products according to the aspirations of the National Export Strategy

PROJECT LOCATION

Lilongwe City (6 Miles, Blantyre Road). The factory is

400 Sq. meters already fitted with 3-phase electricity. Surrounding districts (Lilongwe Rural, Mchinji, Dedza, Dowa) are high areas for Soyabean production which is the main raw material for the production of the intended products.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Advisory services on Soyamilk production to smallholder farmers. A 20 liter per hour pilot plant is in place but does not produce the requisite quality and quantity.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Joint venture. The promoter is open for discussion on the model.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$793,810.00. A business plan is available.



PROJECT PROMOTER

JOHNSON FOOD INDUSTRY LIMITED

P.O. Box 31260, Lilongwe 3

Mobile : (265) 0999206321

E-mail : eureka2003food@yahoo.com

Contact : Dr. Alfred Osunsanya, Managing Director.

8.9. CASSAVA PROCESSING INTO STARCH AS AN EXPORTABLE PRODUCT

PROJECT DESCRIPTION

The project is a greenfield operation and will process Cassava into starch. About 2,000 smallholder farmers have been identified as outgrowers to the project. Site for the production plants have been identified in Lilongwe and Nkhosakota.

The proposed investment will process cassava into Cassava Starch and Cassava Chips (2,500 MT of Cassava Starch and 1,000MT Cassava Chips produced annually). The project is seeking investment in machinery and working capital, the details of which can be discussed with interested investors.

PROJECT OBJECTIVES

To meet the total local demand of Cassava Starch (about 650 MT) and another 2,000 MT for export annually (particularly to the regional market).

PROJECT LOCATION

Lilongwe Rural District (Mngwangwa) and Nkhosakota in Nkhosakota District (Msenjele/Mwasambo Area). Locations are high potential areas for Cassava tuber.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Not Yet.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Adaran Johnson Associates (50%); Other Private Partners (30%); Farmers (20%)

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$895,000. A feasibility study of the project is available.



PROJECT PROMOTER

JOHNSON FOOD INDUSTRY LIMITED

P.O. Box 31260, Lilongwe 3

Mobile : (265) 0999206321

E-mail : eureka2003food@yahoo.com

Contact : Dr. Alfred Osunsanya, Managing Director.

8.10. SUGAR MANUFACTURING PROJECT

PROJECT DESCRIPTION

Presently, the project entails a plant with capacity of 100TCD with a 10-tonne sugar production schedule per day. The project has over 40 people directly employed and it also employs more than 60 people indirectly. In the second year the cane fields will be expanded to 8,000 hectares, which will cost the project USD28.82million.

The promoter intends to increase the sugar plantation and milling capacity of the project so that it is commercially self-sustaining and profitable.

Mtalimanja Holdings Limited plans to develop about 8,000 hectares of land in Nkhosakota and set up an integrated sugar project which will comprise a 3,000 TCD sugar mill expected to produce 300 tonnes of sugar per day, cogeneration power plant and ethanol distillery which will be developed in phases. This approach will optimize both land and by-product usage. Currently there is 300 hectares under sugar cane cultivation. With a potential sugar cane yield of 100 tonnes/Ha, this can yield 30,000 tonnes of seed which is enough to be planted on 5000 Ha of land, based on the sugar cane seed rate of 6 tonnes/ Ha.

PROJECT OBJECTIVES

To increase sugar production for exports, animal feed, ethanol production and also energy generation.

2. To empower the smallholder farmers by giving them shareholding both in the mill and sugar cane production

PROJECT LOCATION

The project is located in Nkhosakota District, Mwansambo Area, T/A Mwadzamwa, Malengachandzi. The area has plenty water, fertile soils and is a valley that does not need much investment for the development of irrigation systems.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Sugar production at very small scale.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Shares will be split between the promoter, investor and the farmers.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$68.3 million. A business plan is available.



PROJECT PROMOTER

MTALIMANJA HOLDINGS LIMITED

Box 31067, Lilongwe 3

Mobile : (265) 999340839/888119142

Email : kamchachadavid@yahoo.com

Contact : Dr David Boston Kamchacha, Director

8.11. PRODUCTION OF BIO-SAND FILTERS FOR WATER SYSTEMS

PROJECT DESCRIPTION

Water, Waste and Environment Consultants is a private consulting firm, registered under the Business Names Registration Act (Cap. 46:02), and with the National Construction Industry Council (NCIC). The firm has extensive experience working with and for international organizations. The firm has six full time consultants with relevant expertise in Water and Wastewater Engineering, Social Sciences, Environmental Management, Civil Engineering, Forestry Management, Agricultural Engineering, Water Resources Management and Irrigation Engineering. The project entails the local production of bio-sand filters which are presently in demand locally and within the region.

PROJECT OBJECTIVES

To substitute imports of bio-sand filters into Malawi.

PROJECT LOCATION



PROJECT PROMOTER

WATER, WASTE AND ENVIRONMENT CONSULTANTS

E-mail : kentwjr@gmail.com

Contact : Kent Kafatia

Lilongwe.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

This particular project is not yet operational. However, the company presently offers consultancy services as stated above.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking an equity partner. The structure can be discussed between the parties.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$290,000.00

8.12. PRODUCTION OF GROUNDNUT OIL

PROJECT DESCRIPTION

NASCOMEX is the commercial arm of the National Smallholder Farmer Association of Malawi (NASFAM), which is the largest smallholder association in Malawi with a combined membership of over 100,000 smallholder farmers. This project intends to add value to Malawi groundnuts to produce cooking oil for both the domestic and international (largely regional) markets. The domestic market holds huge opportunity, with a significant percentage of the present oils being imported.

PROJECT OBJECTIVES

1. To add value to Malawi's groundnuts which are predominantly exported in primary commodity form
2. To offer import substitution of imported oils which has a significant impact on Malawi's import bill

PROJECT LOCATION

Lilongwe.



PROJECT PROMOTER

NASFAM COMMERCIAL (NASCOMEX)

P. O. Box 30716 Lilongwe3. Malawi

Telephone : +265 (0) 1 772 866

Fax : +265 (0) 1 770 858

E-mail : nasfam@nasfam.org

Website : www.nasfam.org

Contact : Chief Executive Officer

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

NASCOMEX is involved in input and output marketing; Supply of fertilizer and various seed including legume seed; output marketing of various commodities such as groundnuts, rice, chillies, peas, sunflower, soya, beans, maize and other commodities. The entity is also value-adding some crops.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking an equity partner. The structure can be discussed between the parties.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$5 million

8.13. CONSTRUCTION AND OPERATION OF A GREENFIELD INTEGRATED CEMENT PLANT

PROJECT DESCRIPTION

Bwanje Cement Company Limited is already incorporated, has a mining license, already undertook an Environmental Impact Assessment Study (approved by Government), and has undertaken comprehensive domestic and regional markets studies. The company's administrative unit is already well-structured and operating from an established office. The project is presently at implementation stage.

The company owns deposit reserves of cement grade limestone of more than 28 million metric tonnes for which it intends to develop an integrated cement production facility. There are adequate limestone reserves for an intended plant capacity of 300,000 metric tonne per annum.

PROJECT OBJECTIVES

1. To fully utilize the company's limestone deposits which remain unexploited
2. To offer constructive competition to imports and to the single producing company so that cement is affordable on the local and regional markets.

PROJECT LOCATION

Malowa Hills, Ntcheu District. Approx. 165km from Lilongwe on the M5 road linking Lilongwe and Blantyre via Salima.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Presently, the project is non-operational. However the following preliminary activities have been undertaken:

- Company incorporated,
- Mining licence obtained,
- Environmental Impact Assessment Study Report approved by Malawi government;
- Preliminary resource statements available;
- Marketing studies conducted both for the Malawi market and regional markets.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking a technical and equity partner, and funding prospects. The structure can be discussed between the parties.

ESTIMATED COST OF PROJECT

The estimated cost of the project will be discussed with interested prospective partners. However, a feasibility study is available.



PROJECT PROMOTER

BWANJE CEMENT COMPANY LIMITED

P O Box 687, Lilongwe, Malawi

Telephone/Mobile : +265 (0) 1 756 766.

Mobile : +265 (0) 999 952 275 / 999 917 109

Fax : +265 (0) 1 756 765

Email : dean@malawi.net/longwedina@hotmail.com

8.14. PROCESSING OF WASTE, TYRES AND WASTE PLASTICS INTO CRUDE OIL, CHAR AND STEEL

PROJECT DESCRIPTION

The Company will collect and process waste tyres and waste plastics. After processing, the end product will be reduced to three sellable components: Crude oil, char and steel. No waste by-products will remain on completion of the process. The plant will be self-sufficient, running on its own power via the processed gasses that cannot be liquefied to crude oil.

The company has been incorporated but is not operational yet. A feasibility study has been completed and trials for collection of waste plastics in cooperation with local NGO's have been completed.

The project entails the production of fuel, (crude oil and char as by products). Plastic and tyres will be collected using different models and a waste recycling and refinery plant will process them into the said products, the main output being fuel.

PROJECT OBJECTIVES

To complete a circle that solves multiple problems in Malawi with a self-sustainable environmentally friendly project. The goal is for the waste collection to solve the health, water pollution, air pollution and aesthetically unpleasant sights in an economically sustainable way.

PROJECT LOCATION

The project will be located in the industrial area in Lilongwe. Lilongwe is the capital city of Malawi with a growth rate of 5,2%. The industrial site allows the company to be close to suppliers of waste tyres (transport companies) and suppliers of plastics (tobacco industry, food processing industry). It also means the company is close to clients who are the consumers of fuel for the use of boilers and generators. The location minimizes transport costs.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

This is a start-up project. RecycOil (Africa) Ltd is a newly registered company and is yet to commence operations.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking a 70% equity partner.

ESTIMATED COST OF PROJECT

The estimated total cost of the project is US\$1,557,246.00. A detailed break-down of the project components is available for interested investors.



PROJECT PROMOTER

RECYCOIL (AFRICA) LIMITED

P.O Box 628, Lilongwe, Malawi

Mobile : (265) 9999 60660

Email : Eveline@recycoilafrica.com .

Contact : Eveline Sibindi Van Dam, Managing Director

8.15. RECYCLING PLANT (PAPER/PLASTICS/ORGANIC MATTER)

PROJECT DESCRIPTION

Project Activities:

- Sorting and collection of waste
- Conversion of waste into raw material
- Manufacturing of related products and energy generation
- Product sales and marketing

So far, Government has established dump sites and enabling By-laws that allow private investment in waste management. The raw material is also readily available.

The proposed investments are in several areas:

- Establishment of Waste to Energy facility
- Recycling of plastic products
- Processing of alloys
- Production of organic fertilizers
- Recycling of paper
- Recycling of glass products
- Production of fiber

PROJECT OBJECTIVES

The objectives of the project are to:

- Improve cleanliness in the cities
- Minimize pollution and health hazards
- Create employment
- Generate energy (waste to energy technology)
- Encourage recycled products thereby reduce on garbage

PROJECT LOCATION

In all major cities of Zomba, Lilongwe, Mzuzu, and Blantyre. Some of the strengths of the project location are as follows:

- Proximity to sources of raw material,
- Availability of high volume of waste that can be recycled,
- Possibility of backward and forward linkages with other industries,
- The locations are connected to the national grid,
- Good road network and other important utility services.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently there is no large scale project that recycles waste except for small and informal players in the economy

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Build Operate Transfer concept. However, alternative possibilities can be looked at.

ESTIMATED COST OF PROJECT

Not established yet. Feasibility studies will nonetheless have to be undertaken in due course.



PROJECT PROMOTER

MINISTRY OF LOCAL GOVERNMENT & RURAL DEVELOPMENT

P. O. BOX 30312, Lilongwe 3, MALAWI

Telephone : +265 (0) 1 789 388

Fax. : +265 (0) 1 788 083

Contact : Secretary for Local Government and Rural Development

8.16. SUPPORTING DAIRY FARMERS IN MALAWI ENJOY MILK VALUE ADDITION BENEFITS

PROJECT DESCRIPTION

The project “Supporting Dairy Farmers in Malawi Enjoy Milk Value Addition Benefits” is targeted at dairy farmers in Malawi. The project aims to increase farmers’ revenues through supporting farmers to become part owners of the value addition process and thereby improving the long-term sustainability of their dairy businesses and improving the economic benefits to the farmer from such ventures.

Value will be added to farmers’ raw milk by pasteurizing it, then packaging and selling it to end consumers at a higher price than the raw milk. The farmers will own part of the shares of the processing company thereby earn dividends from profits and part of their earnings from the processing company will be saved in a local savings cooperative to be formed as part of the project.

PROJECT OBJECTIVES

The purpose of this project is to increase the revenues of the farmers and improve long-term sustainability of the businesses of 1,000 dairy farmers initially in Chiradzulu district then it will move to the other parts of Malawi.

PROJECT LOCATION

Unlike all other dairy processing plants that are located within cities, this plant will be in Chiradzulu right next to where the milk is produced thereby reducing transportation costs. This will also ensure that the milk is collected quickly and processed while fresh. Proximity to farmers will also

ensure that DairyFresh is able to monitor farmers closely to ensure that they maintain high standards in caring for their cattle and handling their raw milk. Additionally, DairyFresh will be able to pay farmers higher prices for their raw milk which in turn will stimulate higher production

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Once operational, project will produce wholesome fresh milk, yoghurts and juices.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Participating farmer cooperatives will own twenty (20) percent of shareholding whereas, the remaining 80 percent stake will be held by private sector. Joint venture partners are invited to take equity or provide loan financing.

ESTIMATED COST OF PROJECT

The project is estimated to cost US \$2.25 million.



PROJECT PROMOTER DAIRYFRESH COMPANY

P O BOX 30604, LILONGWE 3

Mobile : +265 999 567 580, +265 1 773 330, Fax +265 1 775 595

Email : aabillu@gmail.com

Contact : Austin Abillu

8.17. COTTON SPINNERS COMPANY LTD

PROJECT DESCRIPTION

- I. Spinning cotton lint into yarn for export. To be implemented immediately within 12 months.
- II. Dyeing yarns, towel weaving, knitting jerseys, and making sewing threads – for export. To be implemented within 3 years after operations start.

PROJECT OBJECTIVES

- I. Add value to cotton exports by transforming lint into yarn
- II. Develop an integrated textile industry for Malawi

PROJECT LOCATION

Project will be located along the Blantyre - Lilongwe Road near Zalewa in Blantyre District.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is not yet operational.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Looking for equity/loan financiers to take up at least 49 percent of project cost.

ESTIMATED COST OF PROJECT

The project is estimated to cost US\$17million. Feasibility study report is available.



PROJECT PROMOTER

COTTON SPINNERS COMPANY LTD

Private Bag 86, Lilongwe, Malawi.

Telephone : +265 (0) 1 773 330.

Mobile : +265 (0) 888 843 482

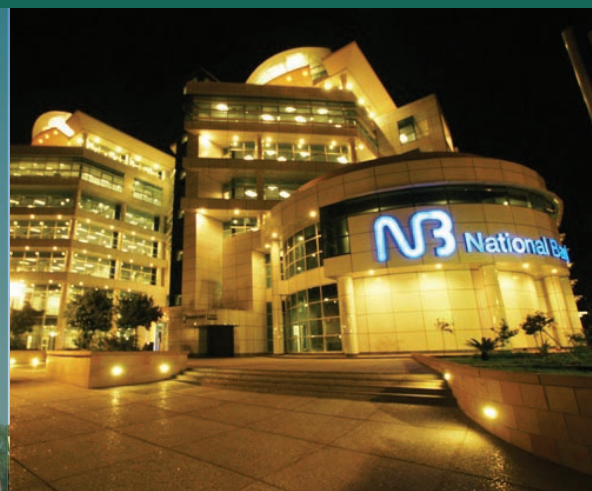
Fax : +2651775595

Email : richardkazembe@yahoo.com

Contact : Richard Kazembe

9.0

FINANCIAL SERVICES SECTOR INVESTMENT OPPORTUNITIES



PROJECT PROMOTER

MINISTRY OF FINANCE ECONOMIC PLANNING AND DEVELOPMENT

P. O. BOX 30049 , Lilongwe 3, Malawi.

Telephone : +265 (0) 1 789 355

Fax : +265 (0) 1 789 173

Email : finance@finance.gov.mw

PREAMBLE



In general, the “finance growth” nexus suggests that financial deepening drives economic development and not the other way round. Most enterprises in Malawi sight cost and availability of financing as key challenge to private sector development. Interest rates are not only high but there is no long-term financing. Venture capital is also absent.

SMEs have unique challenges as well pertaining to lack of collateral.

Recognising the importance of the sector, Government of Malawi continues to reform the sector. The Malawi Kwacha was floated in 2012 and there are initiatives to start liberalising the capital account. The current account is fully liberalised. Government has also established the Export Development Fund in a bid to boost export earnings considering that the

trade balance is in perpetual deficits. Further, Government will roll out a development bank soon to address some of the challenges private sector faces in the area of finance. Private sector is invited to partner with Government in the establishment of the development bank.

The sector is open to private investment in various subsectors including insurance, unit trusts, venture capital funds, corporate and retail banking, investment banking, development bank, microfinance and many others.

A cocktail of general incentives apply to the sector including loss carry forward for 6 years.

The sector is availed with interesting opportunities for investment which are presented in the section below:

9.1. EXPANSION OF AN EXISTING FINANCIAL INSTITUTION

PROJECT DESCRIPTION

GreenRoot Finance Limited is an innovative, private sector driven financial institution. GreenRoot's value propositions are as follows:

For investors: With rewarding returns on every investment, investors can grow a prosperous future while making a remarkable difference to the lives of economically active but under-banked people in Malawi.

For clients: With fast & simple loans for business and other asset investments, clients can start growing a prosperous future with GreenRoot.

GreenRoot has been in operations for over two years and has been recognized as one of the best performing loan banks in the sector with a 99.72% recovery rate by end of 2013 annual audited period.

GreenRoot Finance Limited is looking for US\$1,000,000 in a combination of Debt & Equity with the aim to become a deposit taking financial institution by December 2015.

PROJECT OBJECTIVES

GreenRoot's objective is to support the under-banked but economically active people of Malawi – enabling them to maximise earning potential with access to business and asset investment loans (land/ motorcycle/bicycle/ vehicle). The company also offers financial management training, to enable people to make the most of their loan. GreenRoot target clients are those who are not able to access credit from banks due to various barriers such as:

- Long processing times
- Collateral Requirements

PROJECT LOCATION

The central office is in Lilongwe, but is able to reach borrowers across the country using mobile funds transfer technology and innovative cloud-based loan management systems.

The branchless business model in favor of technology means low operational costs.

PRODUCT/SERVICES CURRENTLY PRODUCED/ OFFERED

Debt or equity investment options.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

This is open for discussion.

ESTIMATED COST OF PROJECT

The estimated cost of the project is US\$1,000,000



PROJECT PROMOTER

GREENROOT FINANCE LIMITED

City Mall Complex, P.O. Box 2951, Lilongwe.

Telephone : (265) 01 759 502/ (265) 0994 697 941

Email : info@greenrootfinance.com, skhonje@greenrootfinance.com

Contact : Stella Khonje

10.0 TRANSPORT SERVICES



PROJECT PROMOTER
MINISTRY OF TRANSPORT AND PUBLIC WORKS
Private Bag 322 , Lilongwe 3, Malawi.
Contact : Secretary for Transport and Public Works

10.1. RECAPITALIZATION OF PLANT & VEHICLE HIRE AND ENGINEERING SERVICES (PVHES)

PROJECT DESCRIPTION

Plant and Vehicle Hire and Engineering Services (PVHES) is established under Treasury Fund Order with the mandate to provide Engineering Services including the hiring of Vehicles and Plants to Government and Private Sector.

The existing stock of equipment and vehicles is currently not adequate to meet the ever increasing demand for suitable fleet of plants and vehicles, especially in the Construction Industry.

Capacity Building is therefore needed to:

- Recapitalize PVHES
- Develop appropriate management and operational systems in order to improve its efficiency.
- Improve the income generating base for the Organization.

The project seeks capitalization of the entity in the following areas:

- Acquisition of plant and vehicles.
- Installation of modern engineering equipment (in all Base Workshops) and fabrication, precision and engineering testing equipment.

PROJECT OBJECTIVES

The objective of the project is to improve on the delivery of Engineering and Transportation Services to both Public and Private Sector by capitalizing the entity. The Project seeks to identify a strategic partner for the provision, installation and management of the required capital equipment.

PROJECT LOCATION

The main location for the project is Lilongwe with substations (operation centers) in Blantyre, Lilongwe and Mzuzu. There are also district workshops in most of the districts of Malawi.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

PVHE offers hire services for vehicles, plant and equipment for mobility and infrastructure development (Construction Industry) including the maintenance of such equipment.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public/Private Partnership

ESTIMATED COST OF THE PROJECT

The total project cost is estimated at USD 3,400,000.

10.2. URBAN PUBLIC SERVICE TRANSPORT

PROJECT DESCRIPTION

Project Activities:

- Procuring/Acquiring buses
- Route designing and distribution

Government has a Lilongwe City Transport Urban Plan which spells out its aspirations for passenger transport services within Lilongwe. Presently, there are small scale bus operators but an increasing number of existing and potential commuters.

Investment Opportunity Areas:

- City line buses
- Prepaid tickets
- Automated audial and visual trip notifications

PROJECT OBJECTIVES

These are to:

- Improve reliability of public transport
- Reduce traffic congestion on the roads
- Enhance punctuality and productivity of workers
- Improve safety and comfort of motorists and passengers
- Manage public transport services
- Create Employment

PROJECT LOCATION

Lilongwe and Blantyre. Some of the strengths of the project location are as follows:

- There are high numbers of existing and potential commuters
- The project will service a number of residential areas that are far from Central Business Districts
- There exists a good road network
- There exist commuter and operator associations who can make project mobilization easier.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently there are no large scale urban Public Sector Vehicle operators

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Build Operate Own (BOO).

ESTIMATED COST OF THE PROJECT

To be established by interested private operator.



PROJECT PROMOTER

MINISTRY OF LOCAL GOVERNMENT AND RURAL DEVELOPMENT

P.O. Box 30312, Lilongwe 3 Malawi

Telephone : +265 (0) 1 789 388

Fax. : +265 (0) 1 788 083

Contact : Principal Secretary

11.0

SOCIAL SECTOR PROJECTS

(TRAINING, EDUCATION AND HEALTH SECTOR)



PREAMBLE



Social development is a major pillar for improving the well-being of Malawians. It contributes to reduction of poverty and plays a key role in raising economic productivity of the country. To achieve socio-economic development, Malawi requires a healthy and educated population that grows at a sustainable rate. Provision of social services such as health and education in the country is greatly affected by the prevailing population dynamics. Thus fertility, mortality and migration affect the population size, age, sex structure, life expectancy, dependency ratio and spatial distribution which in turn, determine resource allocation.

Malawi has one of the highest fertility rates which remain a challenge to socio-economic development of the country. Among many social development programmes, Government is implementing special interventions focusing on population, education, health, child development and protection, youth development and nutrition. However, this section of the compendium focuses on education and health.

A healthy and educated population is key to increased productivity and sustainable economic growth. However, Malawi faces some challenges that provide investment opportunities for private capital, among them, creation of specialized private hospitals to offer services to the country as well as the region.

As regards the education sector, the policy thrust is to improve access to quality and relevant education while in the health sub-sector the thrust is to control and prevent occurrence and spread of diseases. Both sectors have been liberalised for Non State Actors' participation.

By investing in the health sector, investors can enjoy import duty and import excise free clearance and the exemption of VAT on several goods. Additionally, surgical, dental and sight testing instruments are also import duty free and exempted from VAT payment.

Investors in the education sector can enjoy import duty and import excise free clearance and VAT exemption of various educational materials.

11.1. CONSTRUCTION OF HIGH-TECH TECHNICAL AND VOCATIONAL TRAINING COLLEGES.

PROJECT DESCRIPTION

Project Activities:

- Procuring/Acquiring buses
- Route designing and distribution

Government has a Lilongwe City Transport Urban Plan which spells out its aspirations for passenger transport services within Lilongwe. Presently, there are small scale bus operators but an increasing number of existing and potential commuters.

Investment Opportunity Areas:

- City line buses
- Prepaid tickets
- Automated audio and visual trip notifications

PROJECT OBJECTIVES

These are to:

- Improve reliability of public transport
- Reduce traffic congestion on the roads
- Enhance punctuality and productivity of workers
- Improve safety and comfort of motorists and passengers
- Manage public transport services
- Create Employment

PROJECT LOCATION

Lilongwe and Blantyre. Some of the strengths of the project location are as follows:

- There are a high numbers of existing and potential commuters
- The project will service a number of residential areas that are far from Central Business Districts
- There exists a good road network
- There exist commuter and operator associations who can make project mobilization easier.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently there are no large scale urban Public Sector Vehicle operators

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Build Operate Own (BOO).

ESTIMATED COST OF THE PROJECT

To be established by interested private operator.



PROJECT PROMOTER

SECRETARY FOR LABOUR AND MANPOWER DEVELOPMENT

Private Bag 344, Lilongwe 3

Telephone : +265 (0) 1 773 277

Fax. : +265 (0) 1 773 805

Contact : Principal Secretary

11.2. ESTABLISHMENT AND MANAGEMENT OF HIGH PERFORMANCE SPORTS INSTITUTE OF MALAWI

PROJECT DESCRIPTION

The project offers an opportunity for a High Performance Sports Institute of Malawi which will offer training courses for sports coaches, leaders of sports associations, sports officials and other sports stakeholders, and will offer certificates, diplomas and degrees in Sports. The institution will also act as a model in training and developing athletes in various sports disciplines from all parts of Malawi and Africa.

The High Performance Sports Institute of Malawi will have a number of facilities to facilitate the intended training programs in the field of athletics, football, netball, volleyball, Judo, Taekwondo, Tennis among others. It will also have full time boarding facilities such as hostels, cafeteria, auditorium, administration block and classrooms where coursework can be delivered.

PROJECT OBJECTIVES

- To provide training in technical and management skills in sports.
- To identify and develop talent in respective sports disciplines.
- To promote competition in various sports disciplines.
- To conduct research in sports.

PROJECT LOCATION

The High Performance Sports Institute of Malawi will be located in Lilongwe City, about 3 kilometers east of Lilongwe Central Business District. The location of the project is

unique on the following grounds:

- There are existing sports fields for football, netball, volleyball, tennis and athletics among others. The location has classrooms where theoretical courses can be delivered. The institution has auditoria where exhibition of some indoor games such as Taekwondo and Judo and others can be undertaken.
- The High Performance Sports Institute of Malawi is along one of the main roads in Lilongwe, which makes it easily accessible.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Presently, the High Performance Sports Institute offers training to sports clubs.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

- a. The project will be a Public Private Partnership
- b. The ideal partnership structure of the project is 25% government and 75% private sector.

ESTIMATED COST OF THE PROJECT

The total estimated cost of the project is US\$6.250 Million

FURTHER INFORMATION

No feasibility study has been undertaken yet.



PROJECT PROMOTER

MINISTRY OF YOUTH AND SPORTS DEVELOPMENT

Private Bag 384, Lilongwe 3.

Telephone : +265 (0) 1 788 145

Fax. : +265 (0) 1 788 145

E-mail :

Contact : Principal Secretary

11.3. INTEGRATED ARTS DEVELOPMENT

PROJECT DESCRIPTION

Project activities to be undertaken:

- Micro finance savings and credit cooperative
- Establishment of an Arts Training center and creation of a digital sound library
- ALUSO product and market cooperative which will include CD/DVD replicating plant, Online arts shop, Music/Film distribution outlet, visual arts centre and curio shops
- Development of an amphitheatre for showcasing various arts

Investment opportunities include:

1. Short term and practical training programs in the various artistic genres
2. Microfinance savings and credit cooperative
3. Digital sound library
4. Online market for musical works and films

The project is targeting both the local and international markets.

PROJECT OBJECTIVES

- To develop the artistic disciplines including music, dance, film, visual arts, writing, drama, poetry and poetry through having ease access to finance and markets
- To preserve Malawi's musical/ dance heritage by among other things documenting the music heritage, and to promote access to such music through the digital library
- To provide short term and practical training in the various artistic genres.



PROJECT PROMOTER COPYRIGHT SOCIETY OF MALAWI

P.O Box 30784, Lilongwe 3, Malawi

Telephone : +265 (0) 1 751 148

Fax. : +265 (0)

E-mail : cosoma@cosoma.org

Contact : Executive Director

PROJECT LOCATION

The project will be located in the Central Region, Lilongwe District, behind the Copyright Society of Malawi offices in Area 5 near the Regional Forestry offices. The land is owned by COSOMA and it is easily accessible.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Providing copyright services to artists

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Different models of partnership can be considered.

ESTIMATED COST OF THE PROJECT

The total estimated cost of the project is US\$6.250 Million

FURTHER INFORMATION

Approximately US\$ 2 million.

11.4. CONSTRUCTION OF CANCER TREATMENT CENTERS PROJECT IN SOUTHERN AND NORTHERN REGIONS

PROJECT DESCRIPTION

This project intends to establish (construct and operationalize) two modern regional Cancer Treatment Centers at Queen Elizabeth and Mzuzu Central Hospitals in line with the Cancer Master Plan that is being developed. The new facilities will provide radiotherapy and chemotherapy services to support the National Cancer Center which is under construction. These services are currently not available in the country.

PROJECT OBJECTIVES

The objectives are:

- To achieve fully operational regional Radiotherapy and Nuclear Medicine facilities with qualified staff, state of the art equipment and a fully integrated quality assurance program by the year 2017;
- To integrate Radiotherapy and Nuclear Medicine into the provision of quality health care in the country;
- To increase awareness of Radiotherapy and Nuclear Medicine and optimize the national referral process;
- To establish national education and training program for key radiation oncology professional.

PROJECT LOCATION

The project will be located at Queen Elizabeth Central Hospital in Blantyre City and Mzuzu Central Hospital in Mzuzu City. These locations are strategically located in all the regions of the country hence accessible to most parts of the country.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Malawi currently has no facilities to treat and palliate Cancer. A national Cancer Control plan is in the process of being developed. Cancer patients with access to financial resources travel to South Africa, Zimbabwe and Tanzania for treatment however the majority of Malawians live below the poverty line and hence unable to access this kind of treatment.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Public Private Partnership. The details can be discussed with prospective investors.

ESTIMATED COST OF THE PROJECT

The project has an estimated total cost of \$12 Million for the two regional Cancer Treatment Centres with each Center costing \$6 million. A full feasibility will be undertaken by the Government of Malawi and implementing partners.



PROJECT PROMOTER COPYRIGHT SOCIETY OF MALAWI

P.O. Box 30377, Lilongwe.

Telephone : +265 (0) 1 789 400

Fax. : +265 (0) 1 789 365.

Contact : Principal Secretary

11.5. PROPOSED CONSTRUCTION OF PSYCHIATRIC /MENTAL HOSPITALS IN CENTRAL & NORTHERN REGIONS

PROJECT DESCRIPTION

The project seeks to construct psychiatric/mental hospitals to decongest the only mental hospital in the country which is located in Zomba.

The project will involve the construction of two psychiatric hospitals in the Northern and Central regions of the country. These Hospitals will compliment Zomba Mental Hospital in rehabilitating mentally challenged patients for the Central and Northern regions. Currently, the Government has a temporary holding facility only in Lilongwe, central region – for the patients where critical cases are referred to a major holding and treating facility in Zomba district in the southern region.

PROJECT OBJECTIVES

The objectives are:

- To treat and rehabilitate mentally challenged patients
- To decongest Zomba Mental Hospital
- To become a research center for mental diseases

PROJECT LOCATION

- Lilongwe City in Central Region
- Mzuzu City in Northern Region

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Government has one (1) facility in the southern region – Zomba district – where mental problems are diagnosed and treated. The other facility, John Hopkins Hospital, is in Mzimba north (Mzuzu City), the northern region of Malawi, under Christian Health Association of Malawi (CHAM). Currently, John Hopkins is constructing a similar facility in Lilongwe district (Lilongwe City). Government refers patients to these CHAM facilities for treatment and rehabilitation under a Service Level Agreement (SLA).

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Government is looking for private partners to construct and operate the respective facilities for a period of 30 years. Government contribution towards the project will be land and agreed service fees.

ESTIMATED COST OF THE PROJECT

US\$20,000,000. There will be need for a feasibility study to be undertaken



PROJECT PROMOTER

MINISTRY OF HEALTH

P. O. Box 30377, Lilongwe, Malawi

Telephone : +265 (0) 1 789 400

Fax. : +265 (0) 1 789 365

Contact : Secretary for Health

11.6. ESTABLISHING AND STRENGTHENING THE CENTRAL MEDICAL STORES TRUST (CMST) COMMERCIAL SUPPLY CHAIN FUNCTION

PROJECT DESCRIPTION

Central Medical Stores Trust is responsible for supplying all drug requirements to public hospitals. Government intends to turn Central Medical Stores Trust into a more Logistics and Supply Chain focused organization with the aim of diversifying its income source.

There is need for investment into the warehousing and distribution infrastructure in order to maximise the existing opportunity in the Supply Chain and Logistics Management of Health Commodities and other closely related products. This will be achieved through building of additional warehouse structures, procurement of trucks and vans as well as acquiring and developing supply chain systems that can enable the organization compete with the existing logistics companies. The project also intends to strengthen and build capacity of the supply chain function encompassing health commodities imports, warehousing services and distribution.

PROJECT OBJECTIVES

To establish a functional Warehousing and Logistics Management Information Systems for all the Malawi medicines and medical supplies there by reducing wastage.

PROJECT LOCATION

Lilongwe, Blantyre and Mzuzu, the three cities in the Central, Southern and Northern regions of Malawi.

Strength / Uniqueness of the Selected Locations

- There is already existing infrastructure/personnel that will simply require capacity building.
- The Centers are geographically and strategically located to be able to provide the service support across the country.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

1. Receipt, warehousing and Packing for distribution to Public Health Facilities only
2. Warehousing and Distribution of the normal health products with the bulk of donor programs being run by Private Logistics Companies.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

Private-Public Partnership arrangement can be discussed with interested proponents

ESTIMATED COST OF THE PROJECT

US\$11 million. CMST will undertake feasibility study in due course.



PROJECT PROMOTER

CENTRAL MEDICAL STORES TRUST

P/Bag 55, Lilongwe, Malawi

Mobile : +265 (0) 999 950 082 / 888 950 082

E-mail : fkaupa@cmst.mw

12.0

MEDIA & COMMUNICATION PROJECTS



PREAMBLE



Information is a vital resource for all mankind throughout all stages of life. It is therefore important that information should be made available in a form that is applicable and usable, and at the right time. This sector comprises ICT, Media and Communication.

Challenges in the sector include: low usage and adoption of electronic and online services; lack of effective regulatory frameworks; high communication costs; high printing costs; lack of coordination and collaboration on ICT infrastructure development; intermittent availability of service, low geographic coverage; low local content in terms of provision of information; inadequate institutional and human capacity and low usage of modern broadcasting technology.

The goal is to ensure better access to information. Specifically to ICT, the goal is to increase utilization of ICT, ensure universal access to ICT products and services to improve service delivery in both public and private sectors. For media and communication, the policy thrust is to ensure that the population has access to timely and relevant information, and increase popular participation of citizens in development, governance and democratic processes.

By investing in this sector, business players will enjoy duty free benefit on specialized broadcasting equipment for Television and Radio stations among others. The interesting opportunities in the sector include, but not limited to the following:

12.1. ESTABLISHMENT OF FILM REPRODUCTION AND DISTRIBUTION COMPANY IN MALAWI

PROJECT DESCRIPTION

This project entails the establishment of a reproduction and distribution company in Malawi which will have the rights to reproduce and distribute films in Malawi. Lack of a properly licensed company with the capacity to get distribution rights for Malawi has affected utilisation of the films market in Malawi, has complicated regulation issues, and has led to influx of film products that are below industry standards. The initial focus of the project will be to provide a platform for the distribution of DVD/VCD releases of foreign films whose demand is still very high, and to address the current supply gaps for Malawi.

The proposed company will also absorb the distribution challenges for local content films and music in Malawi by among other things negotiating broadcasting rights with local television stations, in order to also be the gateway of local content to foreign markets. The project will also be a platform to introduce online based distribution for local content such as online downloads, online streaming, and Video on Demand which are proving to be secure and viable means of distribution.

The proposed project will:

- Supply Malawi with copyright certified and classified films with better picture and packaging standards.
- Negotiate and broker distribution rights with local and international broadcasters on behalf of local film producers.
- Provide online distribution services to producers of local music and films as an alternative, secure and viable means of distribution.

PROJECT OBJECTIVES

The project seeks to achieve the following;

- Reform the films market in Malawi and help maximise the commercial value of film distribution for various operators in the industry, create jobs and maximise revenues collected by Government agencies.

- Bring about coordinated and effective regulation for reproduction and distribution of films in such areas as copyright, classification.
- Protect the interest of consumers by ensuring quality products
- Provide a platform for local film producers to negotiate for better deals with local and international broadcasters; and introduce online distribution as an alternative, secure and viable means of distribution of local content.
- Provide a stepping stone for the growth of the film industry in Malawi in such other areas as local film making. The project will also market Malawi as a preferred location for Hollywood film projects.

PROJECT LOCATION

The project will be established in Lilongwe. Lilongwe has always been the hub of film production in Malawi and is where most operators are based.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently, Malawi has no licensed reproduction and distribution companies that have distribution rights from producing companies.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project will be implemented under a Public Private Partnership (PPP).

ESTIMATED COST OF THE PROJECT

USD\$20 – 50 million.



PROJECT PROMOTER

MINISTRY OF INFORMATION, TOURISM AND CULTURE

Private Bag 326, Lilongwe 3 Malawi

Telephone : +265 (0) 1 775 499

Fax. : +265 (0) 1 775 0 494

E-mail : info@visitmalawi.mw

Contact : Secretary for Information

12.2. MALAWI EDUCATION TELEVISION (MET)

PROJECT DESCRIPTION

Education quality, relevance and access are some of the thematic areas of intervention stipulated in National policies such as the National Education Sector Plan (NESP) and the Information and Communication Technology policy.

The Malawi Education Television intends to address the thematic areas of intervention through various television broadcasting programs. The Malawi Institute of Education already has studio infrastructure.

This project entails investment in television and accessory equipment, training facilities in filming and video production techniques.

Target group

Children and teachers in both private and public schools will be the core targets in the programming. However, for income generation, the private and public sectors, Non-Governmental Organisations (NGOs) and individuals will particularly be focused.

PROJECT OBJECTIVES

The overall goal is to improve education quality, relevance and access for all including the girl child and children with disabilities.

PROJECT LOCATION

The TV station will be based at Malawi Institute of Education in Domasi, Zomba, in the Eastern Region of Malawi.

The Institute has specialists in different subjects who will serve as concept developers, script writers and content editors. All these are located in one place, which makes project implementation much less complicated.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The Malawi Institute of Education Film Production Unit which is being proposed for scaling to a TV station currently offers the following services:

- Training of Film Makers, Camera operators and video producers.
- Production of educational videos.
- Carrying out filming consultancies in education.
- Coverage of education events on campus and off-campus.
- Archiving of video and still picture materials.

The film unit has two HDV Cameras and a Non-linear editing suite (Turnkey system). Old analogue video switchers, audio mixers and Dolly Cameras are also available and are used mainly during trainings.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking a 51% private investor.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$13,774,779.00.

Details can be provided to serious enquiries.



PROJECT PROMOTER MALAWI INSTITUTE OF EDUCATION

P.O. Box 50, Domasi

Telephone : +265 (0) 1 536 268

Fax. : +265 (0) 1 536 235

E-mail : miedirector@sdnp.org.mw

12.3. PROVISION OF TELEVISION SERVICES IN MALAWI

PROJECT DESCRIPTION

Beta Television Limited is a wholly-owned Malawian television company (a limited liability) that has been granted a license to operate television in Malawi.

The project intends to broadcast content including entertainment, news & current affairs, educational, health, good governance, environmental, human interest, political, awareness programs, advertising space for companies and organizations operating in Malawi. Investment is sought for studio broadcasting and transmitting equipment plus support equipment such as studio furniture, motor vehicles, office equipment, training and working capital.

PROJECT OBJECTIVES

To provide superior fact-checked news coverage, educational, infotainment, programs and business services to people of all ages in Malawi and beyond.

PROJECT LOCATION

Lilongwe

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The Company is not yet operational. However, it has purchased some equipment to offer television services, but nonetheless requires further capitalization for wider scope and coverage.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is seeking a financial partner. The structure can be discussed between the parties.

ESTIMATED COST OF THE PROJECT

The estimated cost of the project is US\$850,000.00



PROJECT PROMOTER

BETA TELEVISION

P. O. Box 1379, Blantyre

Telephone : +265 (0) 888 950 275

E-mail : k.printmedia@gmail.com, visioneer.betatv@gmail.com.

Contact : Maneno Mtawali, Managing Director

12.4. MALAWI NATIONWIDE DIGITAL TELEVISION MIGRATION PROJECT

PROJECT DESCRIPTION

This project is the Malawi Nationwide Digital Television Migration Project. International Telecommunication Union (ITU) has stipulated the goal to realize digitalization of Broadcasting and TV by 2015. To comply, the Government of Malawi is committed to completing the digitalization of its TV infrastructure by June 2015.

The project entails offering the following products and services: Basic DTV Bouquet, Pay Bouquet, Transmission Services, Service for government and Value-added Service.

PROJECT OBJECTIVES

1. To digitalize TV and radio infrastructure with a view to promote broadcasting technology and boost social development.
2. To digitalize TV to improve the spectrum usage efficiency thereby realizing digital dividends.
3. To digitalize production and content generation facilities for international compliance, efficiency and effectiveness.
4. To promote country wide universal access through distribution of set top boxes to households.

PROJECT LOCATION

Lilongwe

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Currently the project is not providing any services. However, MBC as a public broadcaster is providing radio, television and online broadcasting services.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

MBC is looking for an equity partner. Partnership structure of the project is a Joint Venture operation split into 60:40 Malawi Broadcasting Corporation and the Prospective Partner respectively.

ESTIMATED COST OF THE PROJECT

The project estimated cost is USD90 million.



PROJECT PROMOTER

MALAWI BROADCASTING CORPORATION

P. O. Box 30133, Chichiri, Blantyre3.

Telephone : +265 (0) 1 871 222

Fax. : +265 (0) 1 871 257

E-mail : dgmbc@mbc.mw

Contact : Director General

12.5. TELEVISION WHITE SPACES (TVWS)

PROJECT DESCRIPTION

The TVWS Pilot Project is a collaborative effort between Malawi Communications Regulatory Authority (MACRA), University of Malawi (Chancellor College – Physics Department) and Marconi Wireless Lab T/ICT4D of Trieste, Italy. The project is part of efforts to promote Research & Development in the field of ICT. The main aim of the project is to provide broadband connectivity to rural Malawi at affordable cost using the identified gaps (White Spaces) in the TV UHF band.

PROJECT OBJECTIVES

- Deployment of TV White Spaces technology as a platform for rural connectivity. Examples of targeted institutions include government offices, schools and health centres e.t.c.
- Identifying TV White Spaces for the whole country with the aim of creating an enabling environment for potential investors.
- Training local Engineers and scientists on the design and installation of equipment for TV White Spaces.

PROJECT LOCATION

The following institutions in Zomba district were connected with internet for the pilot phase of the project in September, 2013.

1. St. Mary's Girls Secondary School.
2. Geological Survey Department (Seismology Unit).
3. Malawi Defence Force (Zomba Airwing).
4. Primiti Rural Community Hospital.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is currently providing rural internet connectivity for Government applications like e-health, e-security, e-learning (D-Space architecture) etc.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

In respect of preferable operational nature, the proposed model is a BOT arrangement where rural communities can be empowered economically as well as being trained in terms of ICT usage.

ESTIMATED COST OF THE PROJECT

The pilot project cost is estimated at US\$ 69,204.17 Total cost of the project will be determined once the pilot project is completed.



PROJECT PROMOTER

MALAWI COMMUNICATIONS REGULATORY AUTHORITY

Private Bag 261 Blantyre, MALAWI

Telephone : +265 (0) 1 823 611

Fax : +265 (0) 1 883 890

E-mail : dg-macra@macra.org.mw

12.6. CONSOLIDATED ICT REGULATORY MANAGEMENT SYSTEM (CIRMS)

PROJECT DESCRIPTION

The project seeks to empower MACRA to efficiently regulate the ICT sector through the implementation of effective monitoring tools that are flexible enough to meet the technological challenges of the sector. The project through the installation of a Consolidated ICT Regulatory Management System (CIRMS) will help MACRA to facilitate real time monitoring of activities of licensees to ensure compliance with the terms and conditions of their licenses and applicable regulations.

PROJECT OBJECTIVES

To assist MACRA with Quality of Service (QoS) measurement and monitoring, Revenue Assurance, Fraud Management and Spectrum Management.

PROJECT LOCATION

The CIRMS is being implemented at MACRA House in

Blantyre. MACRA location was chosen as it is centrally located and close to all licensed services providers thereby making the deployment of the VPN connectivity links feasible.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is currently being implemented at MACRA House in Blantyre

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is looking for a financing partner.

ESTIMATED COST OF THE PROJECT

The overall cost of the project as US\$ 8.2 million.



PROJECT PROMOTER

MALAWI COMMUNICATIONS REGULATORY AUTHORITY

Private Bag 261 Blantyre, MALAWI

Telephone : +265 (0) 1 823 611

Fax : +265 (0) 1 883 890

E-mail : dg-macra@macra.org.mw

12.7. FREQUENCY MONITORING AND MANAGEMENT (FMM) EQUIPMENT EXPANSION

PROJECT DESCRIPTION

The FMM expansion project mainly focuses on spectrum monitoring in key economic areas such as cities and towns. There is a need to have all the districts monitored to ensure that all spectrum users are using the spectrum according to the set standards and any illegal user is promptly identified and stopped. Illegal usage of spectrum is a compromise to both national security as well as human health.

The project aims at bringing order to spectrum usage

PROJECT OBJECTIVES

To monitor spectrum usage in Karonga and the surrounding areas based on the increased spectrum activity within the area as well as along the border lines.

PROJECT LOCATION

The FMM equipment will be installed and commissioned in Karonga. Apart from Karonga town, there are maritime services required to be monitored on Lake Malawi which forms part of the border with Tanzania. The current system is located in the following sites;

- MACRA office which is monitoring Blantyre city and surrounding areas.

- Lilongwe area 12 TNM site monitoring Lilongwe city and surrounding areas.
- Mzuzu MTL site monitoring Mzuzu city and the surrounding areas.
- Balaka MACRA site monitoring Balaka, Zomba and parts of Mangochi.
- Blantyre Makata (Brewery) TNM site for netted direction finding and triangulation.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

The project is expected to offer spectrum management and monitoring services in line with MACRA mandate as specified in the Communications Act (1998).

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

The project is fully owned by the Authority taking into consideration that Spectrum Management is one of its key mandates as specified in the Communications Act (1998).

ESTIMATED COST OF THE PROJECT

The project overall cost is estimated around USD 526,026.00.



PROJECT PROMOTER

MALAWI COMMUNICATIONS REGULATORY AUTHORITY

Private Bag 261 Blantyre, MALAWI

Telephone : +265 (0) 1 823 611

Fax : +265 (0) 1 883 890

E-mail : dg-macra@macra.org.mw

12.8. MULTIPURPOSE COMMUNITY TELECENTRES (CONNECT A CONSTITUENCY PROJECT)

PROJECT DESCRIPTION

This project aims at connecting rural constituencies through the establishment of multipurpose community telecentres. The project targets constituencies that do not have telecentres established through other initiatives.

The project provides ICT equipment in the telecentres using low cost computing devices and technologies that can be sustained in the rural communities. The project is further designed to ensure that it utilises green technology where possible so as to address the challenges of energy access in the rural areas.

PROJECT OBJECTIVES

Main Objective

To ensure the promotion of universal ICT access through the provision of services to rural and underserved areas.

Specific Objectives

- To improve the lives of people living in the rural and underserved areas through the use of ICTs in various agricultural activities.
- To enable rural communities access better opportunities and information on education, employment, health services, agriculture, commerce and business opportunities
- To enable people in the rural areas to utilise and deploy ICT in their activities.
- To promote the interest and use of ICTs at rural community level thereby inculcating the ICT culture within the people for the future generation.

- To drive Malawi towards attaining the status of an ICT led nation as envisioned in the Malawi National ICT Policy.

PROJECT LOCATION

The telecentres will be established in the Southern Region, Central Region and Northern Region.

PRODUCT/SERVICES CURRENTLY PRODUCED/OFFERED

Out of the annual set telecentre targets, 50 percent of the telecentres will be established in the Southern Region, 40 percent in the Central Region and 10 percent in the Northern Region.

STRUCTURE OF PARTNERSHIP/SHAREHOLDING PROPOSAL

In respect of preferable operational nature, the proposed model is a BOT arrangement where rural communities can be empowered economically as well as being trained in terms of ICT usage

ESTIMATED COST OF THE PROJECT

The project is expected to cost about USD 1.3 Million per year in terms of the targeted construction sites.



PROJECT PROMOTER

MALAWI COMMUNICATIONS REGULATORY AUTHORITY

Private Bag 261 Blantyre, MALAWI

Telephone : +265 (0) 1 823 611

Fax : +265 (0) 1 883 890

E-mail : dg-macra@macra.org.mw

13.0 THE INVESTMENT PROCESS

13.1. THE INVESTMENT PROCESS

1. Investment applications submitted in electronic and hard copy form to the Malawi Investment and Trade Center (MITC), accompanied by:
 - Application form for Investment Certificate
 - Project proposal
 - Scanned copy of relevant passport pages
2. MITC pre-screens the application(s) submitted. The following are the first pre-screening criteria:
 1. Minimum number of skilled employees should be 5 (except for unique high value services);
 2. Minimum investment capital should be US\$50,000.00;
 3. Project should be in compliance with the legal, policy and administrative requirements of the sector. For example, production of marijuana is not legal in Malawi and therefore MITC will not accept such a project;
 4. The project must fall within the investment priority areas of Government, being the following:
 - Import substituting
 - Foreign exchange generating
 - Labour-intensive
 - Unique service provider
 - Infrastructure enhancing
- A project that empowers local Malawians.
 - Police Clearance report of promoter(s) last place of domain should be forwarded with the documents;
 - The project must be financially viable.
3. If project qualifies after pre-screening, the application is sent to the One-Stop-Shop processing unit for permits procedures. Permits granted under the One-Stop-Shop processing unit are Investment Certificate, Immigration Permits, Incentives Permits, Land, and Companies Certificate.
 - Investment Certificate is granted within five working days
 - An Immigration Permit is granted within five working days
 - Incentives Permit is granted within five working days
 - Companies incorporation is done within five working days (after Articles and Memorandum are drawn).
4. If the project falls under the Public-Private Partnership (PPP), it will have to be processed through the Public-Private Partnership Commission and may take longer than the dates stipulated above. All Expressions of Interest for PPP projects should be submitted through the line Ministries whose contacts are listed here-in.

The Malawi Investment and Trade Center (MITC) is mandated to work with you through-out the investment process in Malawi. MITC provides the following services:

- Promotes domestic and foreign investment into Malawi
- Promotes exports from Malawi
- Assists investors attain all requisite permits and licenses
- Provides all relevant information to investors
- Provides advisory services to both investors and to Government
- Links investors to services within the country, such as consultancy services, among others
- Facilitates investor visits to Malawi including scheduling relevant meetings with relevant stakeholders

FOR FURTHER INFORMATION ON THE INVESTMENT PROCESS AND INVESTMENT PROJECTS LISTED IN THE DOCUMENT, PLEASE CONTACT:

The Chief Executive Officer
Malawi Investment and Trade Centre (MITC),
Private Bag 302.
Lilongwe 3.

Tel: +265 (0) 1 770 800/771 315
Fax: +265 (0)1 781 781
Email: ceo@mitc.mw, mitc@mitc.mw
www.mitc.mw

DRIVING THE MALAWIAN DREAM



MALAWI DIPLOMATIC MISSIONS

MALAWI DIPLOMATIC MISSIONS

BELGIUM

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

CHINA

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

EGYPT

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

ETHIOPIA

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

FEDERAL REPUBLIC OF GERMANY

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

INDIA

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

JAPAN

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

MALAWI CONSULATE - JOHANNESBURG

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

MOZAMBIQUE

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

SOUTH AFRICA

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

TANZANIA

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

UNITED KINGDOM

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

UNITED NATIONS

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

UNITED STATES

Embassy of the Republic of Malawi
2408 Massachusetts Avenue, NW,
Washington DC,
20008

Tel : 202-721-0270
Fax : 202-721- 0288
E-mail : malawidc@aol.com

ZAMBIA

High Commission of the Republic of Malawi - Lusaka
31, Bishop's Road
P.O. Box 50425

Kabulonga - Lusaka

Tel : (260 - 1) 265 768 / 69
Fax : (260 – 1) 265 765
E-mail : mhcomm@lwayafrica.com

ZIMBABWE

High Commission of the Republic of Malawi - Harare
9/11 Duthie Road, Alexandra Park
P.O. Box 321

Tel : 263 4 798 584 / 798 587
Fax : 263 4 799 066
E-mail : malahigh@africaonline.co.zw

EMBASSY OF THE REPUBLIC OF MALAWI IN BRUSSELS, BELGIUM

Avenue Hermann-Debroux

46, B-1160 Bruxells

Phone : 2 231 09 80
Fax : 2 231 10 66
Email : embassy.malawi@pi.be, embassy.malawi@skynet.be

HONORARY CONSULATE OF MALAWI

P.O box 53834

Dubai

United Arab Emirates

City: Dubai

Phone : 971 433 22506
Mobile : 971 5062 43142
Fax : 971 433 10393
Email : chtdubai@emirates.net.ae

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For more information, please contact us at

MALAWI INVESTMENT & TRADE CENTRE

First floor, Aquarius House,

PRIVATE BAG 302, CAPITAL CITY, LILONGWE 3. MALAWI

TEL: +265 (0) 1 770 800/ (0) 1 771 315/ (0) 1 771707, FAX: +265 (0) 1 771 781

E.mail: mitc@mitc.mw

www.mitc.mw