

24th

Malawi

International Trade Fair

2012



25th May - 03rd June 2012

Chichiri Trade Fair Grounds,
Blantyre, Malawi

*“Realising our Vision
- The Export Way”*

www.mcccl.org

WELCOME

Welcome to the Malawi International Trade Fair (MITF) that was launched in 1987, and has entered its 24th year. The fair is an annual trade promotion event organized by the Malawi Confederation of Chambers of Commerce and Industry (MCCCI) that brings together exhibitors from the continents of Africa, Asia, America and Europe. The Fair gives exhibitors an opportunity to market their products and services and enhance brand and product visibility and generate leads that helps drive incremental sales.

THE THEME

The theme for the 24th MITF is ***“Realizing Our Vision – The Export Way”***. Malawi’s vision is to transform the country from a predominantly importing country to a producing and exporting country, coming from a background where domestic markets did not provide sufficient scope for organisations to gain critical mass. However, with the realization that exports are the drivers of economic growth and development, export trading can be achieved through the willingness of Malawians to open up trade markets, the competitiveness of Malawi’s products on the world markets, and the improvement in quality of its produce.

OBJECTIVES

To provide a platform for local and international participants to showcase their exhibitions and network with patrons and other participants.

BENEFITS OF THE FAIR

- a. Initiate contact with new local and International customers
- b. Introduce new products and services.
- c. To relate to competition and gain competitive insights with key industry contacts
- d. Solidify relationships with current customers
- e. Promote a culture of Entrepreneurship for exhibitors
- f. Maintain a good corporate image and continued contact with existing customers.

ACTIVITIES OF THE FAIR

1. **Business to Business matchmaking meetings** will be held during the business days of the fair in order to promote networking with international participants and local businessmen
2. **Business Sessions** will be held to allow organizations make presentations of their different products and services.
3. **Business Cocktail** will enable business executives have prime time and interact with exhibitors.

DATES

Friday, 25th May to Sunday, 3rd June 2012

VENUE

Chichiri Trade Fair Grounds, City of Blantyre

Opening Hours

8:00am – 05:00pm

**Terms and conditions for participation apply refer to www.mccci.org*

“Realising our Vision – The Export Way”

MALAWI

Malawi is located in Southern Central Africa along the western side of the part of the Great Rift Valley of Africa. The country is a nation of fishermen as one fifth of the country is taken up by Lake Malawi, the third largest lake in Africa. It also runs in the undulating plains of central African plateau giving way to spectacular highlands of Mulanje, the highest mountain in Central Africa and Zomba mountain in the South of the country and northwards the forested Viphya plateau and the superb rolling grasslands of Nyika.

THE ECONOMY

Malawi is one of Sub-Sahara Africa's fast growing economies, with an average of over 6 percent growth annually. It's an economy in bloom that's unlocked a lot of trade and investment opportunities.

Country Facts

Location: Southern Africa; bordered by Tanzania to the North, Zambia to the West and Mozambique to the east, south and south west.

Land Area: 118,484km²

Population: 14.9 million

Currency: Malawi Kwacha (MK)
MK1 = 100 tambala

Exchange Rate:
MK165.0/US\$

GDP growth rate: 6.7 (2010)

Inflation rate: 7.4 (2010)

Exports (2010)
US\$1,177.82 million

Imports (2010)
US\$1,181.31 million

Principal exports: Tobacco, Tea, Sugar, Apparel and Clothing, Cotton, Nuts, Pulses, Wood, Natural rubber, Coffee, spices, hides and skins and wooden furniture.

Main imports: Petroleum and petroleum products, fertilizer and coal.

Trading partners: USA, China, India, Japan, European Union, SADC and COMESA countries.

TRADING ARRANGEMENTS

Malawi is a member of the Common Market for Eastern and Southern Africa (COMESA) and currently holds the 2011/12 Chairmanship. It is also a member of the Southern Africa Development Community (SADC). Both regional agreements grant Malawi exports preferential market access. Being a member of the World Trade Organization (WTO) the country aligns its trade policy to the WTO agreement. It is also a beneficiary of the African Growth Opportunity Act (AGOA) which offers duty and quota free access to the US market. The country also has preferential access to the EU market under the Everything but Arms (EBA) initiative. This agreement extends duty and quota free access to the EU market for all imports from LDCs except arms. Malawi is currently participating in the ACP/EU Economic Partnership Agreements (EPAs) negotiations as part of the Eastern and Southern Africa (ESA) Group.

ECONOMIC STRUCTURES

Main economic structures in Malawi:

- Agriculture, Fishing and Forestry
- Manufacturing sector
- Tourism sector
- Mining sector



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IMPORTANT INFORMATION

TRAVEL: Travelers must have valid passports. For those who require visas to travel to Malawi, visas are issued at Malawi Embassies and High Commissions. The following airlines operate in Malawi: Air Malawi, Ethiopian Airlines, Kenya Airways, Air Zimbabwe and South African Airways flying direct, and/or connecting to Malawi through Johannesburg and Nairobi.

TIME: Malawi is in the GMT + 2 hours time zone.

BUSINESS HOURS: Business hours are 7:30am - 5:00pm.

ACCOMMODATION: There are many hotels, inns, lodges and motels that suit the pocket of every visitor.

WEATHER: In May it is usually cool and dry with temperatures ranging from 13.5°C to 23.5°C with occasional rain drizzles and fog.

COMMUNICATION: Malawi Telecommunications Ltd and Access Limited offer fixed lines whilst mobile telecommunications is offered by TNM Limited and Airtel Malawi Limited. There are several cyber café that offer internet services and Wi-Fi Hot Spots can be found in hotels and other public places.

FINANCIAL SERVICES: Several commercial banks and foreign exchange bureau offer a wide variety of financial services including visa encashment. Commercial banks are open from 8:00am - 3:00pm during business days.

SECURITY: Malawi is a peaceful country in Africa and is known as the Warm Heart of Africa with its warm and friendly people. However, visitors are advised to observe minimum security precautions as there is no crime free country.

HEALTH REGULATIONS: Visitors are advised to check on immunization and ant malaria medication well in advance of travel to Malawi. Visitors need to pack a reasonable first aid kit to enable them to deal with small emergencies and upset stomachs. Inoculations for Cholera and yellow fever are necessary if you pass through an infected area.

ELECTRICITY SUPPLY: Malawi uses three pin square plug and a 220/240 volt supply. For electrical appliances with other types of pin plugs, adapters are readily encouraged and are available in most electrical shops.

SHIPPING AND CLEARING: Exhibitors are advised to appoint a clearing agent who is represented in Malawi for customs clearance of their goods. It is advisable to consign your goods to Blantyre as a place of delivery. The clearing agent will advise on the procedures for clearance and best routes for shipping. Foreign exhibitors are encouraged to use bonded warehouse during clearance of their goods. Documents required by Customs & Excise for Air freight are Commercial invoice; Packing list; Air waybill; and Certificate of Origin. For Sea Freight, the documents required are Bill of Lading; Commercial invoice; Packing list; and Certificate of Origin.

WATER AND ELECTRICITY: Exhibitors wishing to have water and electricity connected to their stands should apply for each facility separately. Exhibitors located in the Chichiri Conference Centre Hall will not have to apply for their own water and electricity except if exhibitor requires 3-phase electricity.

INSURANCE: Exhibitors are advised to take the relevant insurance cover against fire, theft and party liability or any other cover they may deem necessary for the duration of the fair.

RESTAURANTS: The Trade Fair Grounds has a variety of restaurants that offer both local and international dishes. There are many restaurants in the main shopping centres within a radius of 3km from the Chichiri Trade Fair Grounds, which offer exotic cuisine. Exhibitors wishing to operate restaurants must obtain a certificate of compliance from the Blantyre City Assembly.

TRANSPORT: Driving is on the left-hand side of the road. There are several car rental services in the main cities. Taxis are available at hotels and some public places. Minibuses are available from all places in the city and most routes pass through the Chichiri Trade Fair Grounds.

SECURITY SERVICES: The Fair organizers arrange security with the Malawi Police from two days before the fair opens to one day after the fair closes. Exhibitors employing security guards are required to provide them with identifiable uniform and approved gate passes.



The 24th Malawi International Trade Fair

25th May-03rd June 2012

APPLICATION FORM

(Deadline 27th April 2012)

“Realising our Vision - The Export Way”

A. COMPANY DETAILS

NAME OF COMPANY:

POSTAL ADDRESS:

PHYSICAL ADDRESS:

CONTACT PERSON:..... CELL:.....

TEL:..... FAX:..... E-MAIL:.....

B. TYPE OF BUSINESS (i) Manufacturer (ii) Service Provider (iii) Distributor (iv) Trader (specify).....

C. PRODUCTS/SERVICES TO BE EXHIBITED AT THE FAIR

(1) (2) (3) (4)

D. PARTICIPATION FEES (Kindly indicate your requirement in the table below dependent on the number of pavilions and area required.)

Pavilion Location		CCC Hall (9sqm.)	Ordinary Stands	Car Park Area (12sqm.)	Open Ground (Min 10sqm)	No. of Pavilions required
Foreign Participants	Premium/sqm(US\$)	150				
	Standard/sqm(US\$)	125				
Local Participants	MCCCI Qualifying Members	Premium/sqm(MK)	15,000			
		Standard/sqm(MK)	12,000	1,750	2,500	875
	MCCCI Non Qualifying Members	Premium/sqm(MK)	16,500			
		Standard/sqm(MK)	13,200	1,925	2,750	962.5

50% deposit should be paid upon submission of this application form and 50% balance to be settled by 27th April 2012.

E. BANK DETAILS (Applicant bears the bank charges)

Account Name: **International Trade Fair**

Bank: **National Bank of Malawi**

Account Type: **Current Account;**

Service Centre: **Chichiri;**

Account Number: **771791**

Swift Code: **NBMAMW003**

CCC HALL pavilions include:

(i) Booth space with overhead lighting (ii) Air conditioning (iii) 1 chair and 1 table

(iv) 220-240watts power outlet (v) Daily cleaning service

Outdoor Stands Include:

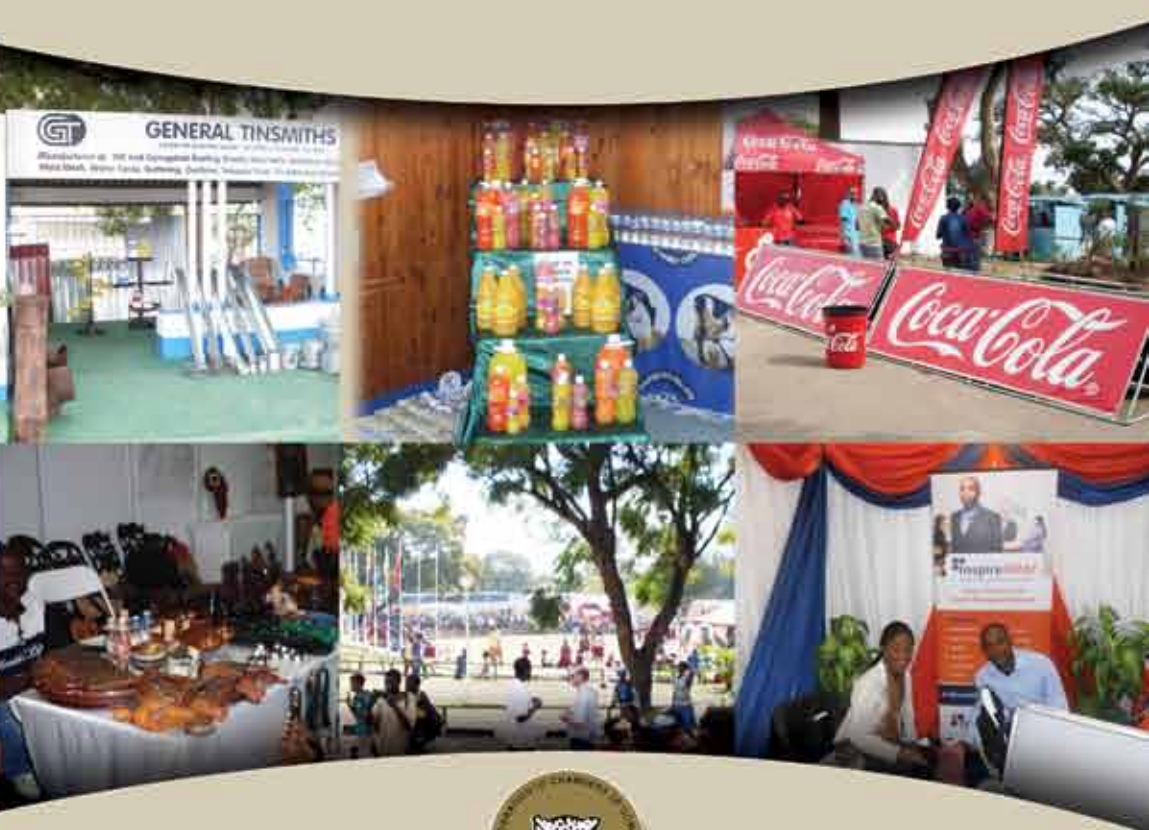
(i) Electricity (ii) Daily cleaning service

F. ANY OTHER SPECIAL REQUIREMENTS:.....

Terms and Conditions for participation in the 24th MITF apply refer to www.mccci.org.

I/We have read and understood the terms and conditions for participation in this Fair and I/we undertake to abide by all of them.

SIGNATURE: Date:.....



Malawi Confederation of Chambers of Commerce and Industry

Physical Address:

Masauko Chipembere Highway,
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Chamber House, Blantyre, MALAWI.

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Website: www.mccci.org

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