



- Building capacity of exporters
- Linking exporters with support institutions including financial and quality institutions
- Facilitating linkages between producers and processors
- Promoting commercial farming and mass production in key priority sectors
- Linking and working with key stakeholders including government institutions, NGOs, private sector and cooperatives to supply export markets
- Facilitating development and establishment of rural commodity collection points (warehouses/cold-rooms)

## Advocacy

We engage relevant stakeholders in order to improve the ease of doing export business.

## Contact Us



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# MITC

Trade Services

## About Us



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

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



## Market Intelligence

We provide market intelligence through various channels such as the Trade Information Portal; In-house Publications (*Exporters Directory, Malawi Export Products Catalogue and Exporter guide*); as well as the MITC Business Information Centre-BIC.

We act as a focal point of contact on export markets as well as provide information on market analysis and provide advice on market opportunities.

## Export Promotion

*We promote the marketing of Malawian products and services to the global market. We*

*also facilitate and organize participation by local companies in Regional and International Trade Fairs as well as Trade Missions.*

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

- Expose Malawi's manufacturers and producers to foreign markets and increase the number of exporting companies that export by heightening their awareness of potential export opportunities; training and guiding to their first export sales.
- Promote Malawi products in foreign markets and increase export sales.

- Train and guide existing exporters and potential exporters in consolidating foreign market presence and in product diversification.
- Penetrate new markets.
- Expand Malawi's market share both regionally and internationally
- MITC's trade promotion programme aims to diversify and expand the country's exports; training companies to be export ready, with a special focus on targeting sectors highlighted in the National Export Strategy and identifying potential sectors for growth.



## Export Development

We nurture existing and potential exporters to become viable export entities by doing the following: