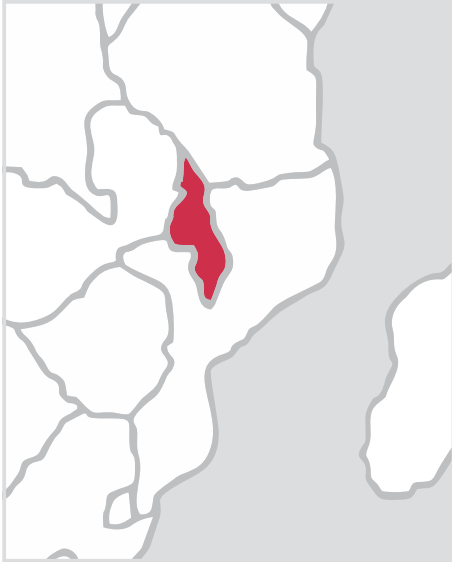


## Boosting Opportunities to Invest and Trade

# Malawi



### Hub Target Markets

The Southern Africa Trade and Investment Hub is based in Pretoria, South Africa and Gaborone, Botswana, with resident advisors in Malawi and Zambia.

The program works with eight Southern Africa Development Community member states: Botswana, Lesotho, Malawi, Mozambique, Namibia, South Africa, Swaziland and Zambia. The Hub is exploring potential activities in Angola, Democratic Republic of the Congo and Zimbabwe.

The Hub also works closely with the Southern African Development Community (SADC) on regional trade policy and engages private and public sector organizations, business and industry associations, and international financial institutions.

## Southern Africa Trade and Investment Hub

The United States Agency for International Development (USAID) Southern Africa Trade and Investment Hub (the Trade and Investment Hub) engages with partners across Southern Africa to deepen regional economic integration, promote two-way trade with the U.S. under the African Growth and Opportunity Act (AGOA), and attract investment that drives commercial expansion within the region and to global markets.

Building a vibrant, broad-based and export-oriented private sector, encouraging the diversification of exports beyond natural resources, and promoting a governing environment that is conducive to business fosters resilience among Southern African economies while also fueling demand for U.S. goods and services.

### Trade and Investment Projects in Malawi

*In Malawi, the Hub is supporting economic diversification, job creation and fostering a business environment conducive to trade and investment. The Hub implements activities in four critical areas:*

- **Finance and Investment**  
*Accelerating U.S. and international investment to businesses to promote strategic value chains and grow international trade links*
- **Export Competitiveness**  
*Helping companies to leverage AGOA to increase exports to the U.S.*
- **Enabling Environment and Trade Facilitation**  
*Fostering transparent, reliable, efficient and cost-effective trade policies and related infrastructure*
- **Agribusiness**  
*Increasing the competitiveness of agricultural value chains for export through investment, technology transfer, and greater private sector participation*



## Core Activities in Malawi

### Finance and Investment

- *Implementing and strengthening the Warehouse Receipts Systems (WRS) to help producers use receipts as collateral for loans and insurance*
- *Supporting the development and implementation of the National Action Plan on Investment*
- *Helping financial institutions to introduce or grow inclusive products and services, and regional structured trading platforms*
- *Facilitating investments into agri-infrastructure*

### Export Competitiveness

- *Implementing the revised AGOA Utilization Strategy and Action Plan*
- *Linking textiles, apparel and specialty food firms to international buyers and investors*
- *Identifying and assisting export-ready companies to comply with U.S. and international trade standards*

### Enabling Environment and Trade Facilitation

- *Strengthening compliance with the World Trade Organization (WTO) Trade Facilitation Agreement (TFA), SADC protocols on sanitary and phytosanitary standard (SPS) and technical barriers to trade (TBT)*
- *Identifying non-tariff trade barriers (NTBs) and facilitating their resolution*
- *Assisting the Malawi Revenue Authority to develop an Authorized Economic Operator (AEO) program to expedite cross-border clearance procedures*

### Agribusiness

- *Supporting private sector-led trade in agricultural commodities*
- *Enhancing the flow of information to the Agricultural Commodity Exchange for Africa (ACE)*
- *Strengthening trader and farmer associations and linking them to financial and other service institutions*
- *Integrating farmers into regional grain marketing systems*
- *Support private-public partnerships (PPP) in the formation of an agricultural Market Information System*

## History of the Hub in Southern Africa

The United States Agency for International Development (USAID) launched the current, fourth generation Southern Africa Trade and Investment Hub in October 2016. The Trade and Investment Hub is a flagship regional initiative closely aligned with sister projects headquartered in Accra, Ghana (the West Africa Trade and Investment Hub) and Nairobi, Kenya, (the East Africa Trade and Investment Hub).



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