



Malawi Business, Investment, Trade and Tourism (BITT) Forum

Tuesday 20th January 2015 | Edinburgh | 09:30-12:30

No.	Item	Discussion / Progress / Agreement	Outcomes / Actions
1	Update on Flooding in Malawi	<p>David Hope Jones (SMP) briefed the forum with the latest information on the recent flooding across Malawi, which has already tragically claimed more than 170 lives and will have very serious continued long-term consequences for hundreds of thousands more.</p> <p>The Scotland Malawi Partnership (SMP) has been working with its members, its sister organisation in Malawi, donor organisations and relief agencies to help coordinate a response structured around six stands of activity:</p> <ol style="list-style-type: none"> 1. Listening to, and providing support and solidarity to, our friends and partners in Malawi. 2. Disseminating news and information to members about the latest situation on the ground in Malawi. 3. Providing advice on how members can effectively support their partners in Malawi to effectively coordinate with, and compliment, the national efforts of the Government of Malawi, the UN, DFID and others. 4. Raising awareness of the floods in the UK/Scottish media. 5. Providing information about channels through which members can donate - both through emergency funds our own members have set up themselves and national/international funds, see paper provided. 6. Working with DFID and the Scottish Government to ensure a prompt and effective response from both governments. 	<p>Outcome: Forum members are fully informed on the latest situation with regard to the flooding in Malawi.</p> <p>Action(s): Forum members can support Malawian flood appeals by following the links provided.</p>

2	<p>Case study on public private partnership: the Centre for Ticks and Tick Born Diseases (CTTBD)</p>	<p>Stuart Brown from the Global Alliance for Livestock Veterinary Medicines (GALVmed) presented the CTTBD as a case study using the BITT framework (principles – process – policy – promotion), see presentation provided.</p> <p>The CTTBD is an example of an African led organisation, based in Malawi (Lilongwe) which provides solutions (i.e. vaccine for East Coast Fever) to the region (eastern and central Africa).</p> <p>Central to the approach is the belief that people’s lives can be improved by improving the health of livestock, which has a knock on effect on poverty, health, education, gender empowerment etc.</p> <p>Key discussions centred around...</p> <ul style="list-style-type: none"> • what helped or hindered joint working? <ul style="list-style-type: none"> - <i>unique model of an NGO which includes people from backgrounds in industry (i.e. pharmaceuticals)</i> • the importance of having a model which needs to be commercially viable <ul style="list-style-type: none"> - <i>ensures sustainability</i> - <i>requires value at each stage of the supply chain</i> - <i>doesn't distort local economies</i> • how does CTTBD reach the poorest of the poor? <ul style="list-style-type: none"> - <i>still a challenge but working with existing social structures to manage this (e.g. Masai in Tanzania suggested giving it free to the poorest while they still pay the full amount)</i> - <i>effort to get across the value of using the vaccine, worth the upfront cost</i> 	<p>Outcome: Forum members are informed by key lessons learnt from GALVmed’s experience on CTTBD.</p> <p>Action(s): Stuart to present this as a case study for the NIDOS business forum.</p>
3	<p>The landscape of Extractive Industries in Malawi: the different perspectives.</p>	<p>Daniel Gilbert from the University of Dundee (UoD) presented an overview of his recent study of Extractive Industries (EI) in Malawi, see presentation provided.</p> <p>Forum members were also given a briefing paper summarising the key findings from the work:</p> <ul style="list-style-type: none"> • Malawi is rich in natural resources, for example rare earths and gemstones. • There are significant risks associated with 	<p>Outcome: Forum members are fully informed on current landscape of EI in Malawi, including potential risks and opportunities associated with developing the sector.</p> <p>Action(s): Forum members can access</p>

		<p>developing EI sectors in Malawi, in particular environmental and social risks.</p> <ul style="list-style-type: none"> • While significant investment, regulation and capacity building would be required, there is clear evidence here of support among stakeholders for the mining sector to be developed. • For this to generate economic development that was both sustainable and ethical any mining sector development, including policy and regulation, would need to be approached in such a way as to: <ol style="list-style-type: none"> (1) minimise environmental impact; (2) protect workers' rights; and (3) effectively and fairly manage how generated resources are utilised and distributed. <p>Key discussion points were:</p> <ul style="list-style-type: none"> • How can Malawi avoid the resource curse? <ul style="list-style-type: none"> - <i>learning from other case studies</i> • Is there an opportunity for renewables? <ul style="list-style-type: none"> - <i>link to the SE4ALL forum</i> • How important is EI to the Government of Malawi (GoM) strategy for sustainable economic development? <ul style="list-style-type: none"> - See media coverage of recent visit of Honourable Atupele Muluzi (Minister of Natural Resources, Energy and Mining) to the UK. - Ministry intends to grow the mining sector in "an environmentally sustainable way" with a target of contributing to at least 20% of GDP. • Mining policy reforms should also be linked to land use (e.g. the land registration act). 	<p>the full report by contacting the SMP.</p>
4	<p>Establishing a Scottish Market for Malawian Products: Mzuzu coffee, taking a new approach.</p>	<p>Andrew Parker (Imani Development) outlined some work between Imani, Triadcraft and SMP, to take an integrated approach to marketing Mzuzu coffee in Scotland, see presentation provided.</p> <p>The objective is to improve wellbeing and income for Mzuzu coffee farmers and their communities.</p> <p>This is being addressed by...</p> <ul style="list-style-type: none"> • Developing agricultural value chains in a 	<p>Outcome: Forum members are briefed on a new approach to marketing Malawian products in Scotland.</p> <p>Action(s): Andrew and Keith to develop the material accordingly and share with the forum in due course.</p>

		<p>climate smart and pro-poor manner.</p> <ul style="list-style-type: none"> • Improving productivity, quality and market visibility of Malawian coffee (e.g. the coffee manual). • Estimating the wider economic impact of buying Malawian coffee. • Understanding how an integrated approach can impact the sustainability of livelihoods by considering capital in a holistic way (e.g. not just financial capital but also human and social). • Developing marketing material based on the above, which draws on the historical and current Scotland-Malawi connections. 	
5	<p>Malawi Investment Compendium: an overview</p>	<p>There was a short open discussion on the Malawi Investment Projects Compendium, released at the end of 2014, see 'list of projects' and 'examples' papers provided, by the Malawi Investment Trade Centre (MITC)</p> <p>Unfortunately there wasn't enough time to get everyone's feedback so further discussion is required.</p> <p>In summary, initial reaction to the compendium was that while it was good to see some clear opportunities coming from GoM, and while this is the best compendium released so far, there are still concerns as to how Scottish partners can engage with it.</p> <p>The three main concerns discussed were: projects outlined in the compendium were mostly large scale; needed more detail on project business plans; and there was not enough information about the enabling environment (i.e. what is being done to make it easier to do business in Malawi).</p> <p>It was suggested by David Hope Jones (SMP) that SMP gather feedback from members on the compendium towards agreeing what role SMP can play in promoting Scottish investment in Malawi, in an informed and coordinated way.</p>	<p>Outcome: Initial discussion started on the Malawi investment compendium and how Scottish partners and investors can engage.</p> <p>Action(s): Forum members to send feedback to Keith by Friday Feb 13th.</p> <p>Keith to gather feedback from members, summarise and communicate to key stakeholders in Malawi (MaSP, MITC, GoM) by end of Feb.</p>