



2023 MALAWI AGRICULTURAL PRODUCTIVITY AND COMMERCIALISATION CONFERENCE (MAPCC)

**Theme: Diversified agricultural value chains for improved trade balances and foreign
currency reserves**

Date: 30 - 31 August 2023

Venue: Bingu International Convention Centre (BICC)

Background

Malawi's developmental goal of transforming the country into a wealthy, self-reliant, and industrialized upper-middle-income country by 2063 (the MW2063) is threatened by external and domestic shocks such as the ongoing Russia-Ukraine conflict, dry spells, multiple tropical storms, and macroeconomic imbalances. The shocks have led to a downward revision of the projected real Gross Domestic Product (GDP) from 4.1% envisaged at the start of the fiscal year to 1.7% in 2022/23. The shocks have affected the volume and competitiveness of agricultural commodities on the international market, and this has resulted in dwindling foreign currency reserves. While the devaluation of the Malawi Kwacha in May 2022 has the potential to improve the country's competitiveness in international markets, the resulting inflation is a growing burden for most Malawians. The dearth of foreign currency makes it difficult for firms and industries to operate businesses because they cannot import essential goods such as fertilizers, packaging materials, and other chemicals necessary for agricultural production and marketing. Furthermore, an unpredictable business environment impedes the agricultural sector's investment, commercialization, and industrialization.

This gloomy outlook will persist only "*if nothing else changes*". Malawi can, in fact, make necessary investments and implement policies for achieving the MW2063 including improving the availability of foreign currency. The First Ten Year Implementation Plan (MIP1) of MW2063 has set out specific actions, timelines, and indicators for the effective contribution of the agriculture sector to Malawi's quest of graduating into a middle-income economy and achieving most of the Sustainable Development Goals by the year 2030. Some of these

actions or interventions include agricultural diversification into the production of higher-value crops and value addition of export products; creating an enabling business environment in agriculture; establishing structured markets for agricultural products; and improved health and nutrition.

The Ministry of Agriculture, the National Planning Commission (NPC) and the MwAPATA Institute will be hosting a two-day conference which will bring together stakeholders in the agriculture sector, including government ministries, departments, and agencies (MDAs), farmers' organizations, the youth, women, the development partners, civil society, private firms, the media, and academia.

The theme of the conference will be “*Diversified agricultural value chains for improved trade balances*”. Building on the previous two annual conferences, this year's conference will give policymakers and stakeholders a platform to further explore and evaluate various strategies and policies to strengthen the agriculture sector towards increased productivity and production of priority value chains for foreign currency generation.

It will also explore ways of improving foreign currency generation through export diversification of other agricultural subsectors such as livestock (goat, piggery, indigenous chickens, pigeons, ducks); horticulture (citrus, avocado, banana, sweet potatoes); and plantation crops (sugar, tea, macadamia, coffee, rubber) in the context of existing trade agreements including the African Continental Free Trade Agreement (AfCFTA).

The conference will also include the launch of the anchor/mega farm program that is targeting medium and large-scale commercial farmers in championing agriculture commercialization. Agricultural commercialization aims at improving productivity and production for guaranteed national food security; the export markets; and providing raw materials for the industry. The launch will include showcasing of various existing medium and large-scale commercial farmers from across the country for purposes of inspiring emerging commercial farmers.

Thematic Sessions

The conference will feature the following proposed interactive thematic sessions in four inter-linked priority areas, namely:

- 1. Agricultural commercialization and diversification-** strategies for shifting away from low productivity and subsistence-oriented agriculture to a more commercialized agricultural system with improved structured markets. Where are we, what are strategies for driving the desired transformation? How could these be inclusive of small, medium and large-scale farmers?

- 2. Enabling the agricultural business environment-** strategies for attaining market-led agricultural production through the improvement of the agricultural business environment, including regulations on contract farming, farmland availability, ownership and lease tenancy systems; exports requirements such as standards and certification including sanitary and phytosanitary (SPS); policy, trade and tax incentives; and other high cost of doing business in the country.
- 3. Agricultural finance and marketing** – deliberate actions and strategies including policies for improving access to financial resources for increased agricultural production and trading for supporting diversification and strengthening export facilitation. Including strategies for exploiting opportunities in existing regional trade markets for Malawian priority value chains based on their export potential.
- 4. Public-Private sector engagement-** ways of fostering communication between state and non-state actors for coordinated policy action in the diversification of Malawi agricultural value chains including engaging the Government on the proposed priority policy reforms and lessons from ongoing agricultural public-private partnership (PPP).

Conference organizers, partners, and sponsors

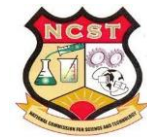
Organizers



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Conference Programme

Theme: Diversified agricultural value chains for improved trade balances and foreign currency reserves

CONFERENCE DAY ONE: WEDNESDAY, 30TH AUGUST 2023

OFFICIAL OPENING CEREMONY		
Time	Description of Activity	Responsible
8:00 am-8:30 am	Registration and refreshments	Secretariat
8:30 am-8:40 am	Announcements and Conference Program Overview	Ms. Teresa Ndanga, Program Director
9:00 am	Arrival of Guest of Honor	
9:00 am-9:30 am	Tour of Pavilions/Exhibitions	
9:30 am-9:35 am	Opening Prayer	Dr. Christone Nyondo
9:35 am-9:45 am	Remarks by the Program Director	Ms. Teresa Ndanga, Program Director
9:45 am-9:55 am	Welcome Remarks	Prof. Richard Mkandawire, Chairperson MwAPATA Institute and National Planning Commission
9:55 am-10:05 am	Updates from the previous year's conference	Dr. Rodwell S. Mzonde, Director of Agricultural Planning Services, Ministry of Agriculture
10:05 am-10:15 am	Practical experiences from Phata Sugarcane Out-growers Cooperative	Mr. Winston Yohanne, Chairperson
10:15am-10:25am	Entertainment	Chindime and Phungwako
10:25 am-10:40 am	Keynote presentation (virtual)	Dr. Agnes Kalibata, President, Alliance for a Green Revolution in Africa
10:40 am-10:45 am	Remarks by the Secretary for Agriculture	Secretary for Agriculture
10:45 am-11:05 am	Official Opening of the 2023 MAPCC by Hon. Minister of Trade and Industry	Guest of Honor, Honourable Simplex Chithyola, MP

11:05 am–11:20 am	Group photos and media interviews	Organizing Committee
End of the official opening ceremony		

THEME 1: ENHANCING AGRICULTURAL COMMERCIALISATION AND DIVERSIFICATION		
Director of Ceremonies: Ms. Teresa Ndanga, Regional Communication Specialist, Global Water Partnership Southern Africa		
Session 1: Agricultural Commercialization and Diversification	Objective: Discuss practical strategies and policies for driving the desired inclusive transformation of the agricultural sector towards increased productivity and production of priority value chains for food self-sufficiency and foreign currency generation.	
Session moderator: Mr. Macleod Nkhoma, Executive Director, Center for Agricultural Transformation (CAT)	Rapporteurs: <ul style="list-style-type: none"> • Dinah Salonga- MwAPATA • Joyce Minofu-MwAPATA • Wilson Nagoli- MoA • Frank Kamanga- NPC • Tarcizio Kalaundi - NYNCC 	
Time	Description of Activity	Responsible
	Presentations (15 minutes each)	
11:20am-11:35am	Practical Strategies for Attaining Market-led Agricultural Commercialization and Diversification in Malawi	Dr. Thomas Munthali , Director General, National Planning Commission (NPC)
11:35am – 11:50am	Experiences, lessons and challenges in agricultural diversification and commercialisation in Malawi	Dr. Albert Changaya , Chief Executive Officer, Agricultural Research and Extension Trust
11:50am –12:00pm	Tour of Pavilions by Participants	All participants
12:00pm	Lunch	Invited participants
1:30pm – 2:20pm	High-level panel session on practical solutions (50 minutes)	<ul style="list-style-type: none"> • Panellist 1: Dr. Teddie Nakhumwa, National Coordinator, Agricultural Commercialisation Project (AGCOM)

		<ul style="list-style-type: none"> • Panellist 2: Dr. Rodwell S. Mzonde, Director of Agricultural Planning Services, Ministry of Agriculture • Panellist 3: Dr. Felix Jumbe, Managing Director, Peacock Seeds • Panellist 4: Mr. Hastings Nhlane, Chief Executive Officer, ACADES • Panellist 5: Mr. Christopher Beya, Chief Executive Officer, Press Agriculture Limited
2:20pm -2:50pm	Open floor discussion and contributions (30 minutes)	Invited participants
2:50pm – 2:55pm	Sponsorship presentation/video	Session moderator
2:55pm-3:10pm	Tea/ Coffee break (15 minutes)	Invited participants
Session 2: Digitization and Agricultural Commercialization		Objective: Discuss strategies for leveraging digitization to enhance agricultural commercialization, and draw practical experiences in agricultural diversification.
Time	Description of Activity	Responsible
	Session moderator: Ms. Driana Lwanda , Chief Executive Officer, African Institute of Corporate Citizenship	Rapporteurs: <ul style="list-style-type: none"> • Bonface Nankwenya- MwAPATA • Lemekezani Chilora-MwAPATA • Dorothy Chisusu- PoSAT • Stephen Phiri - NYNCC
Presentation (15 minutes each)		
3:10 pm - 3:25 pm	IFAD's experience in agricultural diversification and commercialisation in Malawi	Dr. Felix Lombe , Programme Coordinator, TRADE Programme
3:25 pm - 3:40 pm	The role of digitisation in agricultural commercialisation	Mr. George Vilili , Chief Executive Officer, Farm Radio Trust

3:40 pm - 4:10 pm	High-level panel session on practical solutions (40 minutes)	<ul style="list-style-type: none"> • Panellist 1: Mr. Ignatious Majamanda, Director, Malawi Mangoes • Panellist 2: Mr. Daud Suleman, Director General- MACRA • Panellist 3: Mr. Limbani Ngoma, Airtel Head Fibre and Business Solution • Panellist 4: Mr. Rex Chapota, Global Advisor for Strategy and growth and Head of Pan Africa Program- Farm Radio International
4:10 pm-4:30 pm	Open floor discussion and contributions (20 minutes)	Invited participants
4:30 pm	Closing prayer	Ms Joyce Minofu

CONFERENCE DAY TWO: THURSDAY, 31ST AUGUST 2023

Director of Ceremonies: Ms. Teresa Ndanga , Regional Communication Specialist, Global Water Partnership Southern Africa		
Session 3: Enabling Agricultural Business Environment		Objective: Strategies for attaining market-led diversified agricultural production through the improvement of the agricultural business environment
Session moderator: Mrs. Ngabaghila Chatata , Thanthwe Farms		Rapporteurs: <ul style="list-style-type: none"> • Dinah Salonga- MwAPATA • Lemekezani Chilora-MwAPATA • Wilson Nagoli- MoA • Frank Kamanga- NPC • Stephen Phiri- NYNCC
Time	Description of Activity	Responsible
08:00 am – 08:30 am	Registration	Secretariat & Technical Subcommittee
8:30 am-8:35 am	Sponsorship presentation/video	Session moderator
	Presentation (15 minutes)	
8:35 am-8:50 am	Barriers, enablers, lessons and Practical Experiences for Creating an Enabling Environment for Agricultural Business in Malawi	Dr. Betty Chinyamunyamu , Chief Executive Officer, National Smallholder Farmers' Association of Malawi
8:50 am-9:40 am	High-level panel session on practical solutions (50 minutes)	<ul style="list-style-type: none"> • Panellist 1: Mr. Jeff de Graffenried, Director of Sustainable Economic Growth, USAID Malawi • Panellist 2: Ms. Christina Zakeyo, Principal Secretary, Ministry of Trade and Industry • Panellist 3: Mr. Chancellor Kaferapanjira, Chief Executive Officer, Malawi Confederation of Chambers of Commerce and Industry

		<ul style="list-style-type: none"> • Panellist 4: Mr. Jacob Nyirongo, Chief Executive Officer, Farmers' Union of Malawi • Panellist 5: Dr. Grace Kaudzu, Director of Agriculture Research, Ministry of Agriculture
9:40 am-10:10 am	Open floor discussion and contributions (30 minutes)	Participants
10:10 am-10:25 am	Tea/ Coffee break (15 minutes)	Invited participants

THEME 2: AGRICULTURAL FINANCE, MARKETING AND FOREIGN CURRENCY GENERATION		
Session 4: Agricultural finance, marketing and foreign currency generation	Objective: Explore strategies including policies for improving access to financial resources for increased agricultural production and trading for supporting diversification and strengthening export facilitation.	
Session moderator: Mr. Paul Kwengwere , Chief Executive Officer, Malawi Investment and Trade Centre	Rapporteurs: <ul style="list-style-type: none"> • Zephaniah Nyirenda- MwAPATA • Lucky Mfungwe-PoISAT • Macley Mtekateka- MoA • Tarcizio Kalaundi - NYNCC 	
Time	Description of activity	Responsible
10:25am -10:45am	Presentations (20 minutes)	
	Pathways for maximizing agricultural trade and export opportunities in Malawi	Professor Levison Chiwaula , Director of Research, MwAPATA Institute
10:45am-11:25am	High-level panel session on practical solutions (40 minutes)	<ul style="list-style-type: none"> • Panellist 1: Dr. Wytone Jombo, Principal Economist, Macroeconomic Modelling, Reserve Bank of Malawi • Panellist 2: Mr. Lloyd Banda, Acting Chief Executive Officer, Malawi Agricultural & Industrial Investment Corporation Plc

		<ul style="list-style-type: none"> • Panellist 3: Mr. Ronald Ngwira, Managing Director, Pyxus Agriculture Limited • Panellist 4: Mr. James Chiumia, Head Food and Agriculture, NBS Bank Plc
11:25 am-11:55 am	Open floor discussion and contributions (30 minutes)	Invited participants
11:55 am-12:00 pm	Sponsorship presentation/video	Session moderator
12:00 pm-1:30 pm	Lunch	Invited participants

Session 5: Public-Private Sector Engagement	Objective: Status on proposed priority policy reforms including recent policy developments and discussions on strategies for coordinated policy action to diversify the agricultural value chains	
Session moderator: Ms. Zandile Shaba , Managing Director, Centenary Bank Limited	Rapporteurs: <ul style="list-style-type: none"> • Bonface Nankwenya- MwAPATA • Richard Singini-PoISAT • Wilson Nagoli- MoA • Frank Kamanga- NPC • Stephen Phiri- NYNCC 	
1:30 pm-1:35 pm	Sponsorship presentation/video	Session moderator
	Presentation (15 minutes)	
1:35 pm-1:50 pm	Practical ways of creating an atmosphere for Public-Private Sector Engagement	Mr. Patrick Kabambe , Chief Executive Officer, Public Private Partnership Commission
1:50 pm-2:30 pm	High-level panel session on practical solutions (40 minutes)	<ul style="list-style-type: none"> • Panellist 1: Dr. Betchani Tchereni, Malawi University of Business and Applied Sciences • Panellist 2: Mr. Eric Chidzungu, Chief Executive Officer, Greenbelt Authority • Panellist 3: Dr. MacDonald Mafuta Mwale, Secretary to the

		Treasury, Ministry of Finance and Economic Affairs <ul style="list-style-type: none"> • Panellist 4: Dr. Candida Nakhumwa, Country Director, ATI/Foundation for a Smoke Free World
2:30 pm-3:00 pm	Open floor discussion and contributions (30 minutes)	Participants
3:00 pm-3:15 pm	Tea/ Coffee break (15 minutes)	Invited participants
Session 6: Agricultural transformation and export facilitation	Objective: Strategies for supporting agricultural transformation and foreign currency generation through human capital development.	
Session moderator: Mr. Gift Numeri , National Coordinator, CISANET	Rapporteurs: <ul style="list-style-type: none"> • Lemekezani Chilora- MwAPATA • Zephaniah Nyirenda-MwAPATA • Richard Singini- PoSAT • Tarcizio Kalaundi - NYNCC 	
	Presentation (15 minutes)	
3:30 pm-3:45 pm	The Role of Higher Education Institutions in implementation of Malawi 2063: The case of Lilongwe University of Agriculture and Natural Resources (LUANAR)	Professor Emmanuel Kaunda , Vice Chancellor, LUANAR; Dr. Agnes Mwangwela Deputy Vice Chancellor, LUANAR
3:45 pm-4:05 pm	Open floor discussion and contributions (20 minutes)	Participants
4:05 pm-4:15 pm	Conference recap and policy action points	Mr. William Chadza, Executive Director, MwAPATA Institute
4:15 pm-4:20 pm	Vote of thanks	Dr. Joseph Nagoli, Co-Chairperson, 2023 MAPCC Technical Organising Committee
4:20 pm-4:30 pm	Official closing of 2023 MAPCC	Secretary for Agriculture
4:30 pm	Closing prayer	Dr. Christone Nyondo