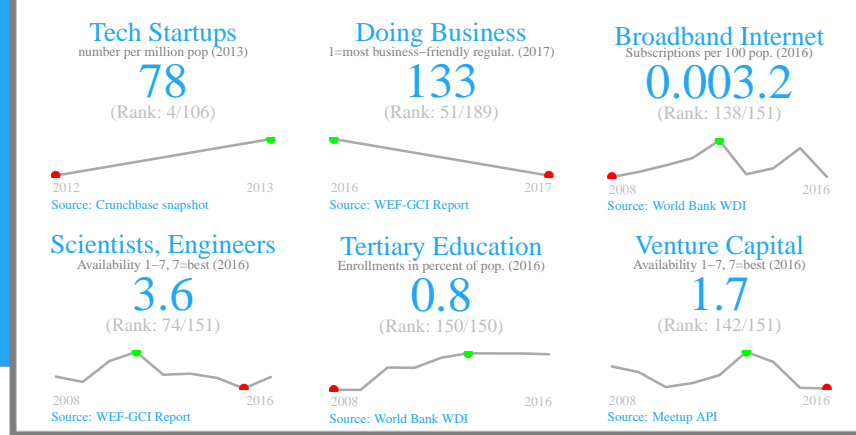


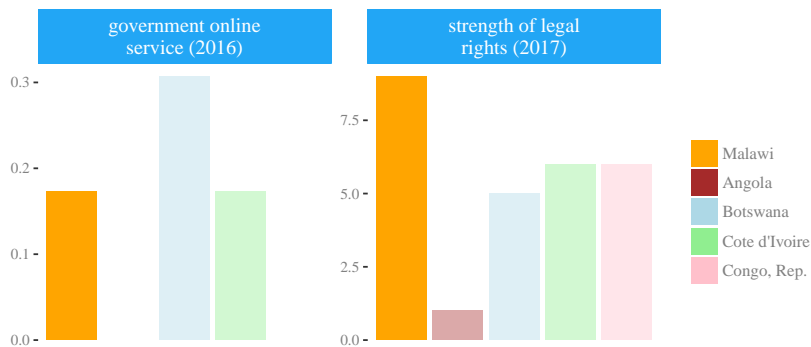
Malawi

Country Snapshot



POLICY

GOVERNMENT INDEXES



SOURCES: GLOBAL INFORMATION TECHNOLOGY REPORT; WORLD BANK - WDI

INVESTMENT CLIMATE

Data not available

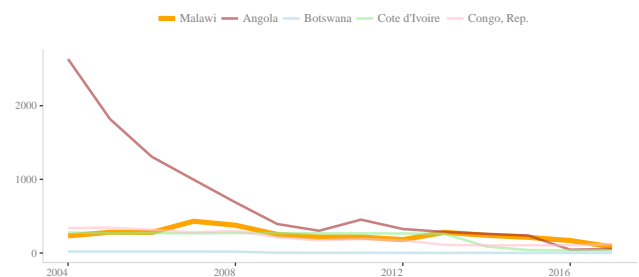
SOURCE: INVESTING ACROSS BORDERS

DOING BUSINESS 2017

| | 2016 | DTF | Change | 2016 | Rank | Change |
|-------------------------------------|--------------|--------------|-------------|------------|------------|----------|
| Ease of doing business index | 51.11 | 54.39 | 3.28 | 141 | 133 | 8 |
| Dealing with Construction Permits | 72.28 | 72.45 | 0.17 | 62 | 65 | -3 |
| Enforcing Contracts | 47.09 | 46.48 | -0.61 | 147 | 148 | -1 |
| Getting Credit | 25 | 45 | 20 | 152 | 101 | 51 |
| Getting Electricity | 36.15 | 42.36 | 6.21 | 173 | 169 | 4 |
| Paying Taxes | 69.7 | 69.58 | -0.12 | 101 | 102 | -1 |
| Protecting Minority Investors | 43.33 | 43.33 | 0 | 129 | 132 | -3 |
| Registering Property | 62.2 | 62.41 | 0.21 | 95 | 95 | 0 |
| Resolving Insolvency | 12.4 | 12.3 | -0.1 | 162 | 162 | 0 |
| Starting a Business | 69.71 | 76.73 | 7.02 | 160 | 150 | 10 |
| Trading Across Borders | 63.32 | 63.32 | 0 | 115 | 118 | -3 |

SOURCE: DOING BUSINESS

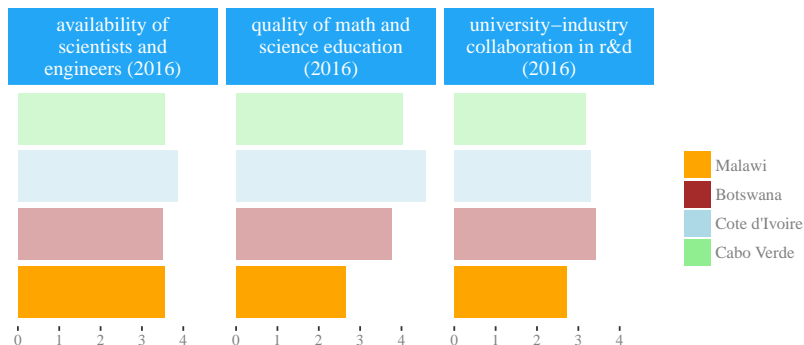
COST OF BUSINESS STARTUP PROCEDURES % of GNI per capita



SOURCE: WORLD BANK WDI

HUMAN CAPITAL

AVAILABILITY OF SKILLED LABOR AND EDUCATION (1-7, 7 = best)

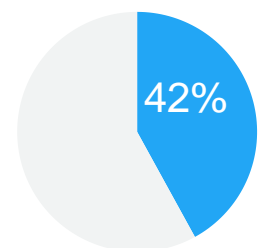
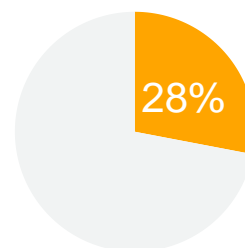


SOURCE: WEF-GCI REPORT

POPULATION EMPLOYED IN SERVICES SECTOR (% total employed population)

Malawi (2013)

SSF (simple average, 2013)



SOURCE: WORLD BANK WDI

FINANCE

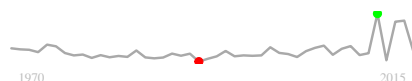
FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

FDI, net inflows

BoP, current US\$, as % GDP (2015)

2.2

(Rank: 65/195)

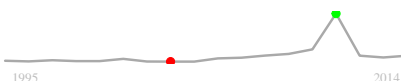


Investment in Telecoms w/ Private Part.

Millions, \$US (2014)

56

(Rank: 66/136)

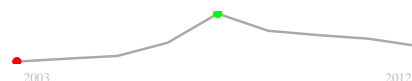


Market Capitaliz. of Listed Companies

% of GDP (2012)

12

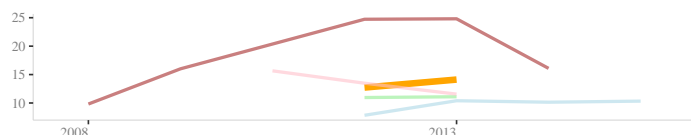
(Rank: 48/115)



SOURCES: WEF-GCI REPORT; WORLD BANK - WDI

INFORMAL INVESTORS RATE (% of 18-64 population)

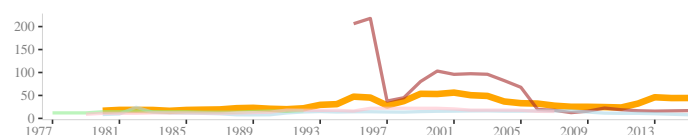
Malawi Angola Botswana Namibia Nigeria



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

LENDING INTEREST RATES (% of interest rate)

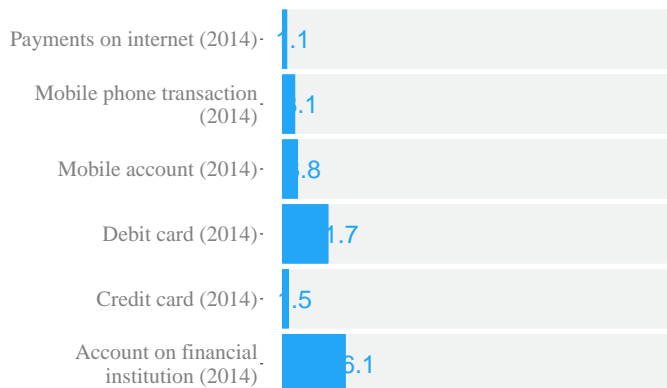
Malawi Angola Botswana Cote d'Ivoire Congo, Rep.



WORLD BANK - WDI

MARKETS

FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

DIGITAL COMMERCE & INTERNET ACCESS

Internet bandwidth

kb/s/capita (2016)

4.2

(Rank: 123/151)

Firms using email to interact with clients/suppliers (%)

% of firms (2010)

79.6

(Rank: 63/146)

Internet users

per 100 population (2015)

4.4

(Rank: 117/211)

Firms with their own Website

% of firms (2014)

44.9

(Rank: 62/143)

Broadband Internet subscriptions

per 100 population (2016)

0

(Rank: 144/151)

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI

CULTURE

| | Avg 2003-2011 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | |
|--|---------------|-------|-------|-------|-------|------|------|--|
| Company spending on R&D, 1-7, best | 2.87 | 3.07 | 2.63 | 2.71 | 2.80 | 2.67 | 2.82 | |
| ICT service exports, % of service exports, BoP | 10.60 | 19.57 | 28.13 | 35.39 | 30.56 | NA | — | |
| New business density, new registrations per 1,000 people ages 15-64 | 0.08 | NA | NA | NA | NA | NA | — | |
| Perceived Capabilities, % of 18-64 population | NaN | NA | 84.53 | 89.48 | NA | NA | — | |
| Fear of Failure Rate, % of 18-64 population | NaN | NA | 12.37 | 15.14 | NA | NA | — | |
| Number of tech startups, number per million pop | NaN | NA | 74.82 | 78.23 | NA | NA | — | |
| High Status Successful Entrepreneurship, NA | — | — | — | — | — | — | — | |
| Media Attention for Entrepreneurship, NA | — | — | — | — | — | — | — | |
| Total early-stage Entrepr. Activity (TEA), % of 18-64 population | NaN | NA | 35.56 | 28.11 | NA | NA | — | |
| Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA | NaN | NA | 42.87 | 29.42 | NA | NA | — | |
| New Product early-stage Entrepr. Activity, % of TEA | NaN | NA | 66.39 | 54.91 | NA | NA | — | |

SOURCES: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION; WORLD BANK - WDI

SUPPORTS

| | Avg 2003-2011 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | |
|--|---------------|------|------|------|------|------|------|--|
| % firms identifying transportation as major constraint, % of firms | NaN | NA | NA | NA | 15.7 | NA | — | |
| % of firms with an annual fin. Statem. reviewed by ext. audit., % of firms | NaN | NA | NA | NA | 47.0 | NA | — | |
| Quality of electricity supply, 1-7, best | 2.3 | 1.9 | 2.2 | 2.6 | 2.9 | 2.7 | 2.3 | |
| Efficiency of legal framework in settling disputes, 1-7, best | 3.9 | 4.1 | 4.0 | 3.9 | 3.7 | 3.2 | 3.1 | |
| Access to electricity, % population | 8.7 | NA | 9.8 | NA | NA | NA | — | |
| ICT goods imports, % total goods imports | 3.9 | 3.5 | 3.5 | 2.1 | 3.4 | NA | — | |

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI