



# FERTILIZER STATISTICS OVERVIEW MALAWI 2016 - 2022

2023 Edition



## Outline

1. Production
2. Import
3. Origins
4. NPK import analysis
5. Agric. and non-agric. Use
6. Export & Destinations
7. Consumption (app)
8. Summary

## Background Information

- Overview of fertilizer statistics in Malawi from 2016 – 2022.
- Emphasis on 2022, and each analysis is based on the products with higher quantities.
- Official trade data obtained from Malawi Revenue Authority (MRA) and validated by Fertilizer Technical Working Group – Malawi (FTWG-MWI).
- 2022 data validated on 17<sup>th</sup> May, 2023.

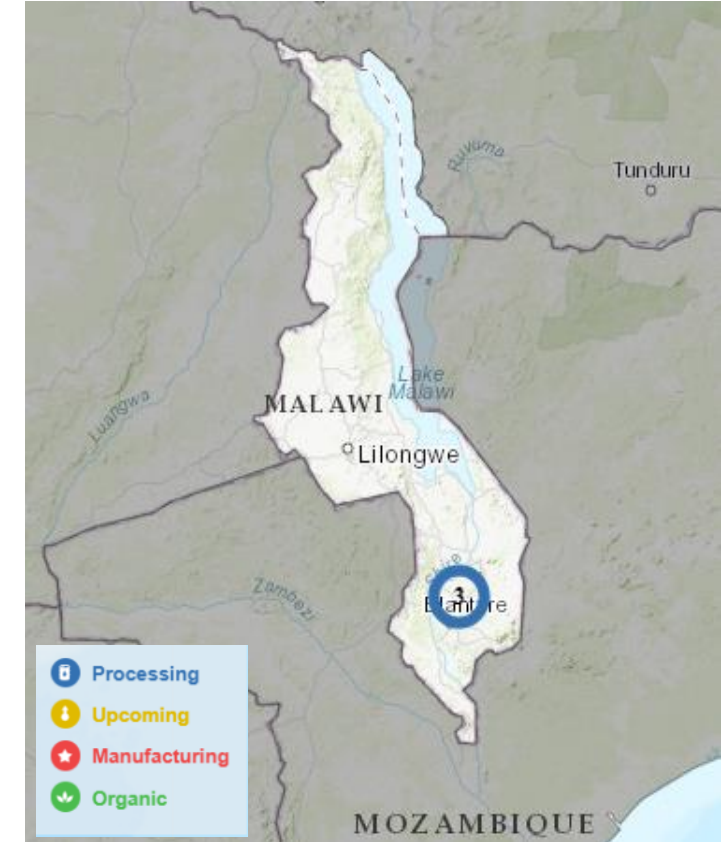
# Fertilizer Production

## MALAWI

### Comments

- There is no primary production of inorganic fertilizers in Malawi.
- The country relies on imports for its fertilizer needs. The fertilizers are brought in both as compounds and in bulk. The bulk fertilizers are then mixed to form different formulations, which are distributed through a network of distributors and retail agro-dealers.
- Two of the major importing companies, namely Malawi Fertilizer Company and Optichem 2000 Limited located in Liwonde and Blantyre respectively, have made investments in blending plants, enabling them to blend various NPK fertilizer formulations.
- At full capacity, the plants can produce over 400,000MT of fertilizer combined per year.

### Fertilizer Plants in Malawi



<https://viz.africafertilizer.org/#/malawi/directory>

# Fertilizer Import

# MALAWI

| Top Fertilizer Imports per Calendar Year |                    |                |                |                |                |                |                |                |                |
|--|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| HS Code                                  | Fertilizer Name    | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           | 2022           | 2023*          |
| 3102100000                               | Urea               | 70,599         | 132,165        | 158,305        | 133,911        | 235,926        | 183,775        | 113,677        | 56,805         |
| 3105200000                               | NPK                | 28,572         | 75,046         | 118,557        | 143,610        | 183,919        | 220,258        | 50,402         | 45,598         |
| 3102210000                               | Ammonium Sulphate  | 19,074         | 18,461         | 11,588         | 17,746         | 26,335         | 30,035         | 42,166         | 5,627          |
| 3105300000                               | DAP                | 6,006          | 7,000          | 7,675          | 13,700         | 16,800         | 18,100         | 21,417         | -              |
| 3105400000                               | MAP                | 4,117          | 11,800         | 4,039          | 1,662          | 2,084          | 3,494          | 10,090         | -              |
| 3102400000                               | CAN                | 2,771          | 22,387         | 25,431         | 28,260         | 23,127         | 19,865         | 11,730         | 469            |
| 3104200000                               | MOP                | 1,710          | 10,250         | 8,715          | 9,868          | 10,158         | 11,038         | 4,872          | 513            |
| 3104300000                               | SOP                | 2,108          | 3,861          | 2,092          | 3,304          | 4,482          | 4,568          | 5,837          | 55             |
| 3105510000                               | NP Compound        | 22,339         | 48,550         | 10,686         | -              | 1              | 2,000          | -              | -              |
|  | Others fertilizers | 1,872          | 4,799          | 3,681          | 7,023          | 1,472          | 1,553          | 6,235          | 454            |
| <b>Total (MT)</b>                        |                    | <b>159,168</b> | <b>334,317</b> | <b>350,768</b> | <b>359,084</b> | <b>504,301</b> | <b>494,687</b> | <b>266,426</b> | <b>109,521</b> |

*\*2023 - Data till April | Calendar year: Jan - Dec*

| Top Fertilizer Imports per Crop Year |                    |                |                |                |                |                |                |                |
|--------------------------------------|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| HS Code                              | Fertilizer Name    | 2016/17        | 2017/18        | 2018/19        | 2019/20        | 2020/21        | 2021/22        | 2022/23*       |
| 3102100000                           | Urea               | 96,695         | 138,478        | 146,622        | 169,390        | 253,764        | 138,824        | 148,935        |
| 3105200000                           | NPK                | 47,125         | 65,346         | 127,045        | 168,434        | 209,891        | 194,581        | 72,577         |
| 3102210000                           | Ammonium Sulphate  | 20,663         | 17,275         | 16,618         | 13,379         | 29,240         | 39,402         | 41,093         |
| 3105300000                           | DAP                | 6,006          | 7,000          | 7,675          | 15,700         | 17,300         | 15,800         | 21,317         |
| 3105400000                           | MAP                | 4,118          | 11,799         | 4,069          | 2,662          | 1,054          | 3,494          | 10,090         |
| 3102400000                           | CAN                | 3,771          | 22,407         | 26,411         | 31,139         | 19,848         | 24,265         | 9,199          |
| 3104200000                           | MOP                | 2,905          | 9,761          | 9,311          | 12,709         | 8,530          | 12,523         | 3,385          |
| 3104300000                           | SOP                | 2,219          | 3,815          | 2,055          | 3,543          | 4,410          | 10,585         | 2,786          |
| 3105510000                           | NP Compound        | 31,292         | 49,452         | 830            |                | 1              | 2,000          | -              |
|                                      | Others fertilizers | 1,975          | 5,285          | 3,206          | 7,260          | 1,376          | 1,681          | 6,478          |
| <b>Total (MT)</b>                    |                    | <b>216,769</b> | <b>330,617</b> | <b>343,841</b> | <b>424,215</b> | <b>545,414</b> | <b>443,155</b> | <b>315,860</b> |

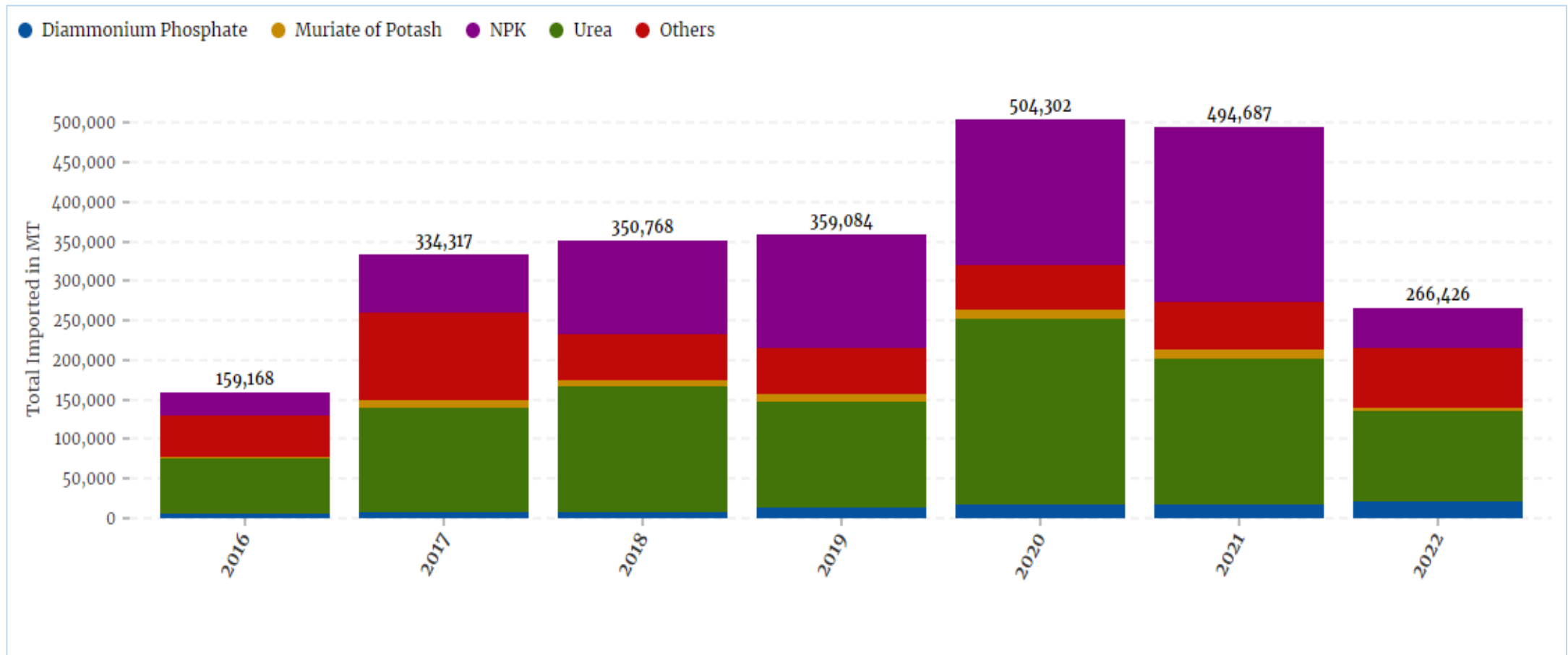
*\*2022/23 - Data may change in next edition | \*Crop year: Apr - Mar*

## Comments

- Over the years, the most imported fertilizers to Malawi have been NPK, Urea, and Ammonium Sulphate. The average yearly imports of fertilizer between 2016 and 2022 were approximately 352,000mt. However, for the cropping seasons spanning from 2016/17 to 2022/23, the imports averaged around 375,000mt..
- Notably, there was a significant increase of 40% in official fertilizer imports from 2019 to 2020. This boost in imports can be attributed to the implementation of the Affordable Inputs Program (AIP) by the Government in 2020. This program subsidizes farming inputs, encouraging more farmers to access fertilizers.

# Fertilizer Import on Dashboard

# MALAWI



<https://viz.africafertilizer.org/#/malawi/availability>

# Fertilizer Monthly Import

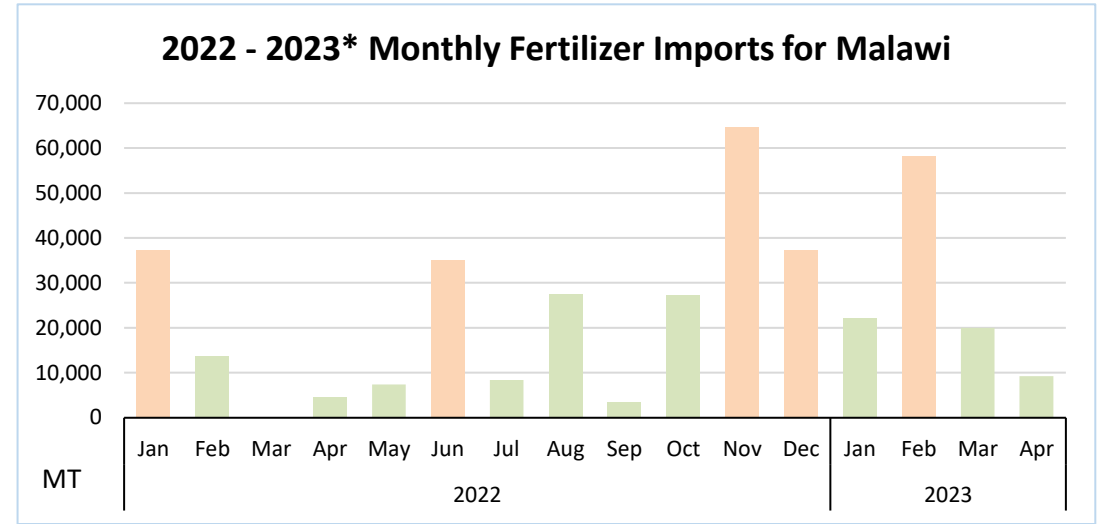
# MALAWI

| Quarter           | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           | 2022           | 2023*          |
|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Q1                | 0              | 57,601         | 53,901         | 46,973         | 112,104        | 153,217        | 50,843         | 100,276        |
| Q2                | 6,487          | 46,829         | 65,366         | 53,382         | 44,498         | 81,522         | 47,076         | 9,245          |
| Q3                | 51,272         | 105,344        | 112,138        | 96,364         | 143,605        | 99,259         | 39,310         | -              |
| Q4                | 101,408        | 124,542        | 119,364        | 162,365        | 204,094        | 160,690        | 129,198        | -              |
| <b>Total (MT)</b> | <b>159,168</b> | <b>334,317</b> | <b>350,768</b> | <b>359,084</b> | <b>504,301</b> | <b>494,687</b> | <b>266,426</b> | <b>109,521</b> |

\*2023 - Data till April

## Comments

- In Malawi, the main crop-growing season begins in September/October, with fertilizer need peaking from September through to February/March.
- For both compound and straight fertilizers, they must be imported into the country three months prior to the sowing season to ensure sufficient time for distribution to all farming communities.
- In a normal year, imports begin in Q3 in preparation for planting in Q4. However, in 2022, majority of fertilizers were imported in Q4 due to the delayed start of the subsidy program.



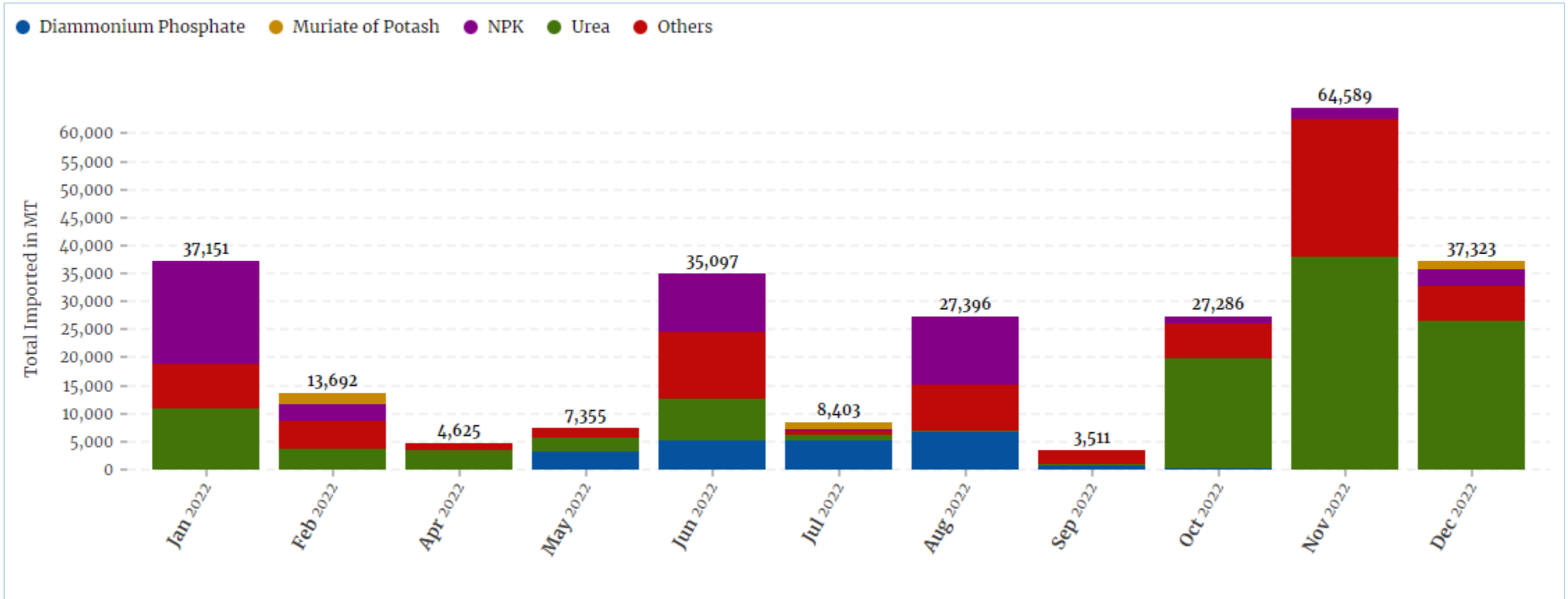
## Crop Calendar

| CROPS   | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Maize   |     |     |     |     |     |     |     |     | ◆   | ◆   | ◆   |     |
| Rice    | ◆   |     |     |     |     |     |     |     |     |     | ◆   | ◆   |
| Sorghum | ◆   |     |     |     |     |     |     |     |     |     |     | ◆   |
| Wheat   |     | ◆   | ◆   | ◆   |     |     |     |     |     |     |     |     |

Key: ◆ Fertilizer Peak Demand Sowing Growing Harvesting

Source : FAO/GIEWS,  
Fertilizer Demand: AfricaFertilizer

# Consecutive Months on the Dashboard MALAWI

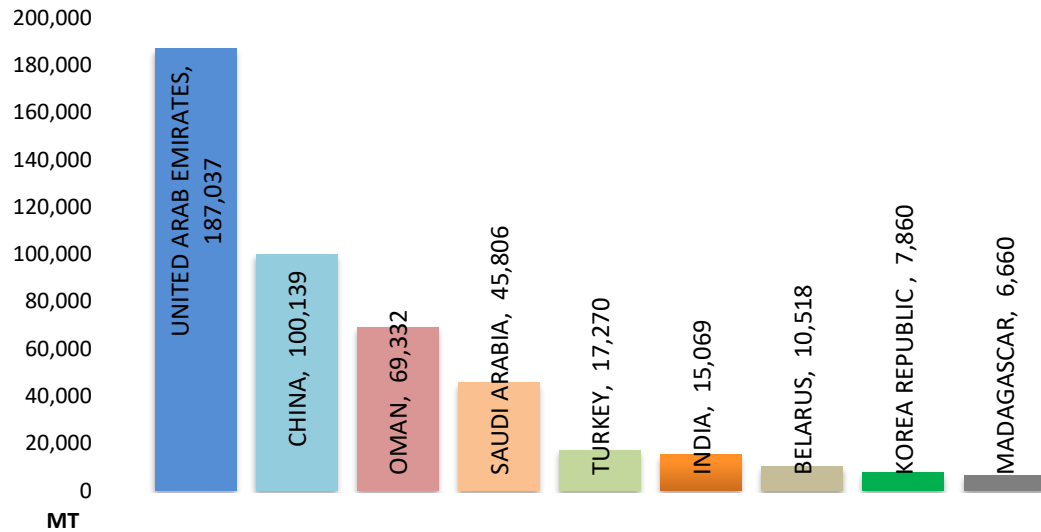


<https://viz.africafertilizer.org/#/malawi/availability>

# 2021 & 2022 Fertilizer Sources

# MALAWI

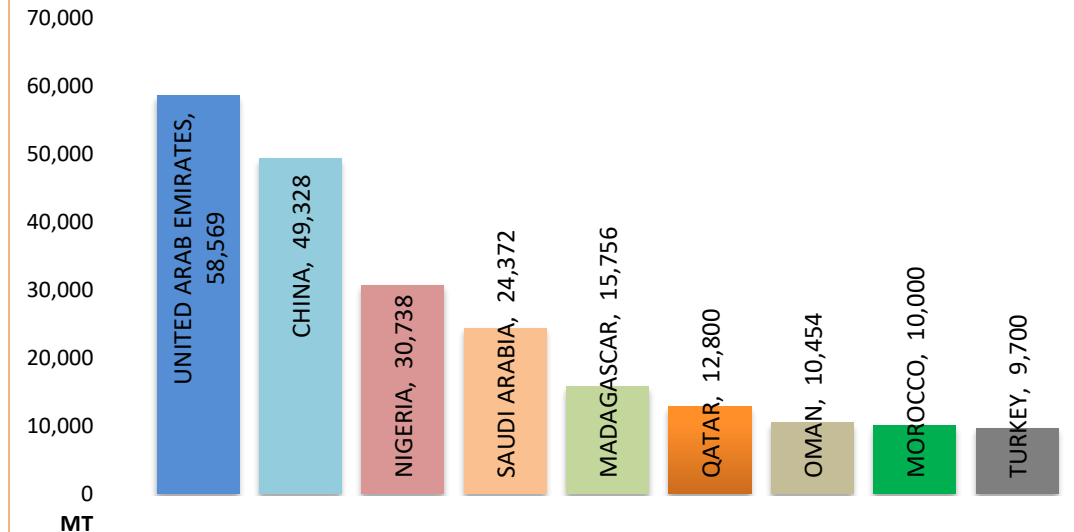
### TOP 9 COUNTRIES OF ORIGIN IN 2021



| Countries of Origin | UAE | China | Oman | Saudi Arabia | Turkey | India | Belarus | Other Countries |
|---------------------|-----|-------|------|--------------|--------|-------|---------|-----------------|
| NPK                 | 51% | 34%   | -    | 2%           | -      | 7%    | -       | 6%              |
| Urea                | 38% | 5%    | 38%  | 12%          | -      | 0%    | -       | 8%              |
| SoA                 | 8%  | 43%   | -    | 0%           | -      | -     | -       | 49%             |
| CAN                 | 7%  | 2%    | -    | -            | 87%    | -     | -       | 5%              |
| DAP                 | -   | -     | -    | 100%         | -      | -     | -       | -               |
| MOP                 | -   | -     | -    | -            | -      | 0%    | 95%     | 4%              |
| Others              | 5%  | 17%   | -    | 21%          | -      | 0%    | -       | 57%             |

2021: About 7,860mt of SoA from Korea Republic and 6,660mt from Madagascar.

### TOP 9 COUNTRIES OF ORIGIN IN 2022



| Countries of Origin | United Arab Emirates | China | Nigeria | Saudi Arabia | Madagascar | Qatar | Oman | Morocco | Turkey | Other Countries |
|---------------------|----------------------|-------|---------|--------------|------------|-------|------|---------|--------|-----------------|
| NPK                 | -                    | 36%   | 36%     | -            | -          | -     | -    | -       | -      | 28%             |
| Urea                | -                    | 35%   | 7%      | 27%          | 3%         | -     | 11%  | 7%      | -      | 8%              |
| SoA                 | -                    | 0%    | 54%     | -            | -          | 37%   | -    | 3%      | -      | 5%              |
| CAN                 | -                    | -     | -       | -            | -          | -     | -    | -       | 83%    | 17%             |
| DAP                 | -                    | -     | -       | 96%          | -          | -     | 4%   | -       | -      | -               |
| MAP                 | -                    | -     | -       | -            | -          | -     | -    | 99%     | -      | 1%              |
| Others              | -                    | 1%    | 0%      | -            | -          | -     | -    | -       | -      | 1%              |

2022: About 3,300mt of MOP were imported from Belarus and 1,500mt from Jordan.



# Sources of fertilizers into Malawi

# MALAWI



<https://viz.africafertilizer.org/#/malawi/availability>

# NPK Import Analysis

# MALAWI

| HS Code           | Fertilizer Name | 2016          | 2017           | 2018           | 2019           | 2020           | 2021           | 2022          |
|-------------------|-----------------|---------------|----------------|----------------|----------------|----------------|----------------|---------------|
| 3105200000        | Total NPK       | 28,572        | 75,046         | 118,557        | 143,610        | 183,919        | 220,258        | 50,402        |
| 3105510000        | Total NP        | 22,339        | 48,550         | 10,686         |                | 1              | 2,000          | -             |
| 3105700000        | Total NK        | 30            | -              | -              | -              | -              | -              | -             |
| 3105600000        | Total PK        | -             | -              | -              | -              | -              | -              | -             |
| <b>Total (MT)</b> |                 | <b>50,941</b> | <b>123,596</b> | <b>129,243</b> | <b>143,610</b> | <b>183,919</b> | <b>222,258</b> | <b>50,402</b> |

| NPK, NP, PK and NK import        | 2016          | 2017           | 2018           | 2019           | 2020           | 2021           | 2022          |
|----------------------------------|---------------|----------------|----------------|----------------|----------------|----------------|---------------|
| NPK                              | 13,079        | 58,227         | 81,918         | 63,348         | 67,415         | 131,673        | 25,526        |
| NPK 23-10-5 + 6S + 1Zn           | 6,302         | 10,465         | 20,509         | 57,893         | 88,098         | 62,603         | 22,173        |
| NPK 23-10-5                      |               |                | 3,674          | 9,162          | 19,060         | 14,990         | 30            |
| NPK 25-5-10 + TE                 | 1,740         | 1,990          | 2,422          | 6,973          | 5,170          | 4,798          |               |
| NPK 10-26-26                     |               |                |                |                |                | 3,566          |               |
| NP 23-21-0 + 4S                  | 22,339        | 40,409         | 8,638          |                |                | 2,000          |               |
| NPK 23-10-5 + 6S                 |               |                | 5,500          |                | 2,950          | 2,000          |               |
| NPK 12-10-8                      | 3             | 8              | 9              | 42             | 33             | 163            | 173           |
| NPK 10-18-24                     | 6,740         |                | 60             | 93             | 30             | 140            |               |
| NPK 13-24-12 + 3S + 0.1Zn        |               |                |                |                |                | 120            |               |
| NPK 10-20-20 + 5S + 0.2B + 0.2Zn |               |                |                |                |                | 75             | 120           |
| NPK 10-24-20 + 6S + 0.1B         | 30            |                | 500            |                | 550            | 50             |               |
| NPK foliar                       | 13            | 19             | 82             | 79             | 62             | 40             | 85            |
| NPK 19-19-19 + TE                |               |                |                |                |                | 20             |               |
| NPK 8-20-24 + 6S + 0.2B + 0.2Zn  |               | 355            |                | 1              | 30             | 10             | 32            |
| NPK 6-20-24 + 6S + 0.2B + 0.2Zn  |               |                |                |                | 90             | 10             |               |
| NPK 25-5-10                      |               |                | 2,840          |                |                |                | 1,700         |
| NPK 25-5-5 + 5S                  |               |                |                |                |                |                | 370           |
| NPK 12-24-12 + 5S + 0.1B         |               | 40             |                | 180            |                |                | 128           |
| NPK 8-18-15 + 6S + 0.1B + 0.1Zn  | 30            |                | 246            | 881            | 151            |                | 65            |
| NPK 17-18-18 + 7S                |               |                |                | 2,270          |                |                |               |
| NPK 10-20-10                     |               |                |                | 2,200          |                |                |               |
| NPK 8-20-24                      |               |                |                | 390            |                |                |               |
| NPK 6-20-24 + 6S                 |               |                |                | 50             |                |                |               |
| NPK 13-26-13 + 8S                |               |                |                | 25             |                |                |               |
| NPK 10-20-10 + 6S                |               |                |                | 24             |                |                |               |
| NP Compound                      |               | 7,438          | 1,748          |                | 1              |                |               |
| NPK 23-10-5 + 3S + 2MgO + 0.3Zn  | 605           | 3,288          | 560            |                |                |                |               |
| NPS 12-46-0 + 7S                 |               | 703            |                |                |                |                |               |
| NPK 25-5-8                       |               | 655            |                |                |                |                |               |
| NPK 24-10-20 + 6S + 0.1B         |               |                |                |                | 250            |                |               |
| NPK 18-5-18 + 2S + 0.1B + 0.1Zn  |               |                |                |                | 30             |                |               |
| NPK 15-9-20 + TE                 |               |                | 237            |                |                |                |               |
| NPK 18-6-24                      | 30            |                |                |                |                |                |               |
| NP 22-20-0                       |               |                | 300            |                |                |                |               |
| NK 16-0-16                       | 30            |                |                |                |                |                |               |
| <b>Total (mt)</b>                | <b>50,941</b> | <b>123,596</b> | <b>129,243</b> | <b>143,610</b> | <b>183,919</b> | <b>222,258</b> | <b>50,402</b> |

## Comments

- Blending companies in Malawi import Urea, TSP, DAP, MAP, and MOP to create different NPK formulations tailored for the needs of local farmers.
- Blenders and other major fertilizer importing companies also import finished NPK with various grades to sell directly to farmers.
- Some of the most used NPK fertilizers in Malawi includes NPK 23-10-5 + 6S + 1Zn, NPK 8-18-15 + 6S + 0.1B + 0.1Zn (Compound D) and NPK 10-24-20 + 6S + 0.1B (Super D).
- The provided table displays a breakdown of the imported NPK, NP, and NP compounds that have been brought into Malawi over the years.

| Usage             | 2016           |               | 2017           |               | 2018           |               | 2019           |               | 2020           |               | 2021           |               | 2022           |               |
|-------------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|
|                   | Volume (MT)    | %             | Volume (MT)    | %             | Volume (MT)    | %             | Volume (MT)    | %             | Volume (MT)    | %             | Volume (MT)    | %             | Volume (MT)    | %             |
| Agriculture       | 159,168        | 99.9%         | 334,317        | 99.9%         | 350,768        | 99.2%         | 359,084        | 99.7%         | 504,301        | 100.0%        | 494,687        | 100.0%        | 266,426        | 99.7%         |
| Industrial/Mines  | 113            | 0.1%          | 482            | 0.1%          | 2,744          | 0.8%          | 1,109          | 0.3%          | 0              | 0.0%          | 23             | 0.0%          | 671            | 0.3%          |
| <b>Total (MT)</b> | <b>159,281</b> | <b>100.0%</b> | <b>334,799</b> | <b>100.0%</b> | <b>353,512</b> | <b>100.0%</b> | <b>360,193</b> | <b>100.0%</b> | <b>504,302</b> | <b>100.0%</b> | <b>494,709</b> | <b>100.0%</b> | <b>267,097</b> | <b>100.0%</b> |

## Comments

- Some products can be used for both agricultural and industrial purposes depending on the importer. Imports not intended for agricultural use are categorized as non-agricultural usage, even in the case of fertilizer products.
- Above is a table that shows the product usage between agricultural use and non-agricultural use over the years.
- Averagely 0.3% of the fertilizer products imported are used for industrial purposes.

# Fertilizer Re-Exports

# MALAWI

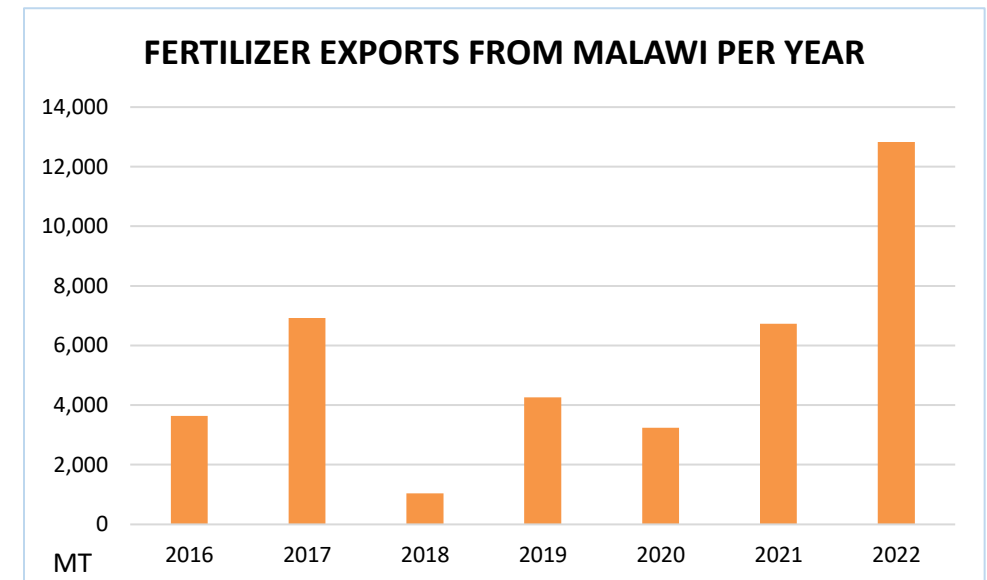
| HS Code           | Fertilizer Name   | 2016         | 2017         | 2018         | 2019         | 2020         | 2021         | 2022          |
|-------------------|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| 3102100000        | Urea              |              | 3,511        | 654          | 574          |              | 603          | 5,025         |
| 3105200000        | NPK               | 236          |              | 135          | 23           |              | 2,938        | 4,378         |
| 3105510000        | NP Compound       | 3,401        | 3,386        |              | 90           |              |              |               |
|                   | Other fertilizers | -            | 30           | 247          | 3,573        | 3,240        | 3,191        | 3,420         |
| <b>Total (MT)</b> |                   | <b>3,637</b> | <b>6,927</b> | <b>1,036</b> | <b>4,260</b> | <b>3,240</b> | <b>6,732</b> | <b>12,823</b> |



Urea

## Comments

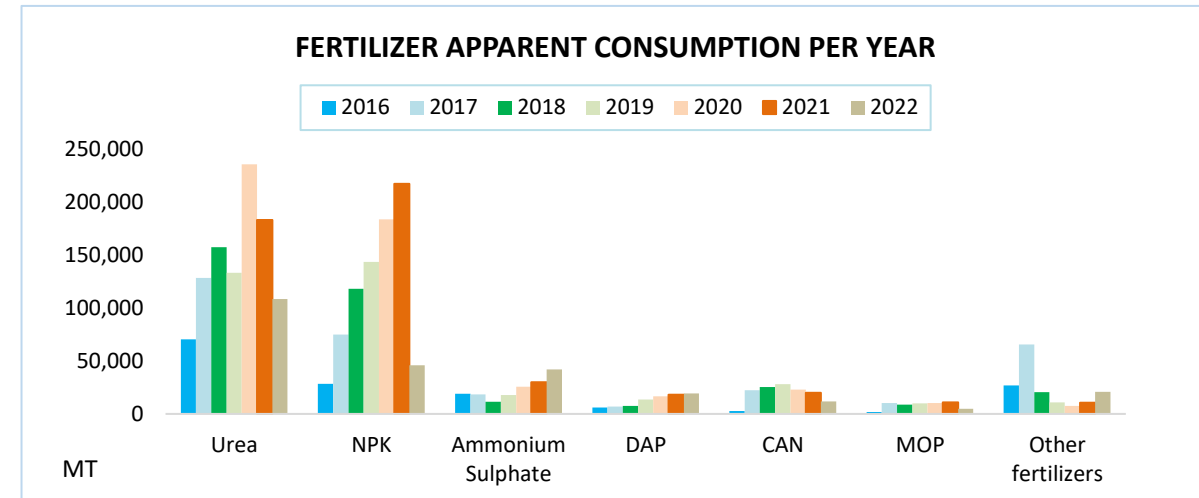
- Malawi does not produce inorganic fertilizers, therefore, all inorganic fertilizers leaving the country are imported and either blended within Malawi or re-exported in their original form.
- A few of Malawi's fertilizers are officially exported or re-exported primarily to neighboring countries such as Zambia, Mozambique and Zimbabwe.
- There are unofficial exports to neighbouring countries, but we currently do not have the estimated volumes.



# Fertilizer Apparent Consumption

# MALAWI

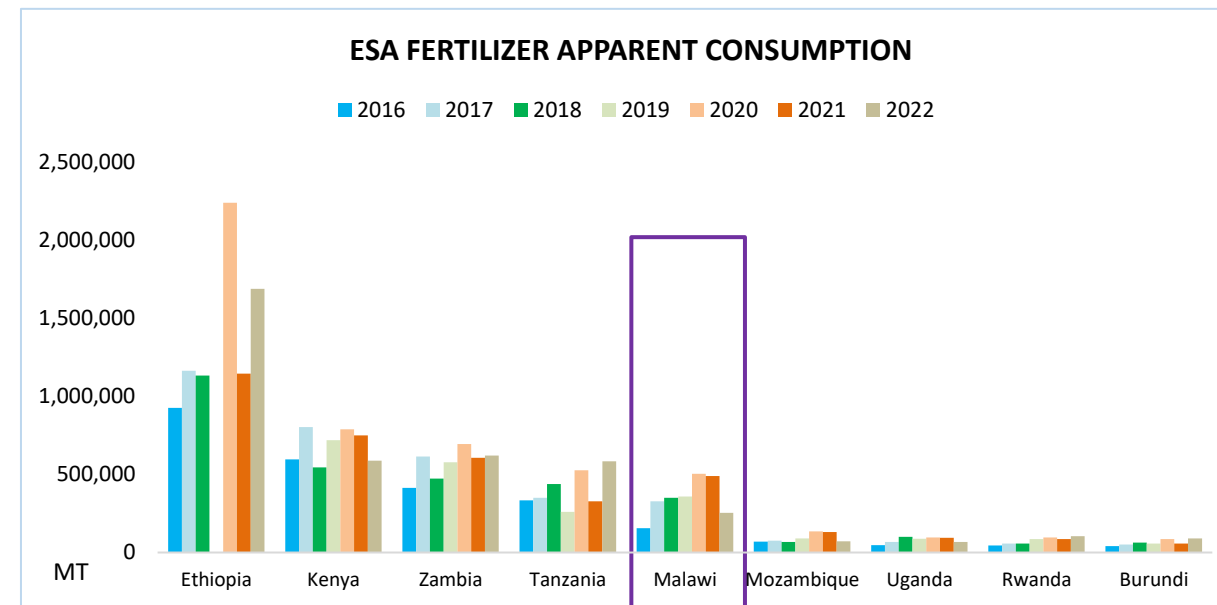
| HS Code           | Fertilizer Name   | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           | 2022           |
|-------------------|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| 3102100000        | Urea              | 70,599         | 128,654        | 157,651        | 133,337        | 235,926        | 183,173        | 108,652        |
| 3105200000        | NPK               | 28,336         | 75,046         | 118,167        | 143,587        | 183,919        | 217,320        | 46,024         |
| 3102210000        | Ammonium Sulphate | 19,074         | 18,461         | 11,588         | 17,746         | 25,824         | 29,964         | 42,136         |
| 3105300000        | DAP               | 6,006          | 7,000          | 7,675          | 13,700         | 16,620         | 18,100         | 19,417         |
| 3102400000        | CAN               | 2,771          | 22,387         | 25,431         | 28,137         | 23,127         | 19,865         | 11,730         |
| 3104200000        | MOP               | 1,710          | 10,250         | 8,715          | 9,868          | 10,158         | 11,038         | 4,872          |
|                   | Other fertilizers | 27,035         | 65,623         | 20,535         | 11,005         | 7,548          | 10,686         | 20,772         |
| <b>Total (MT)</b> |                   | <b>155,531</b> | <b>327,420</b> | <b>349,762</b> | <b>357,380</b> | <b>503,121</b> | <b>490,146</b> | <b>253,603</b> |



## Comments

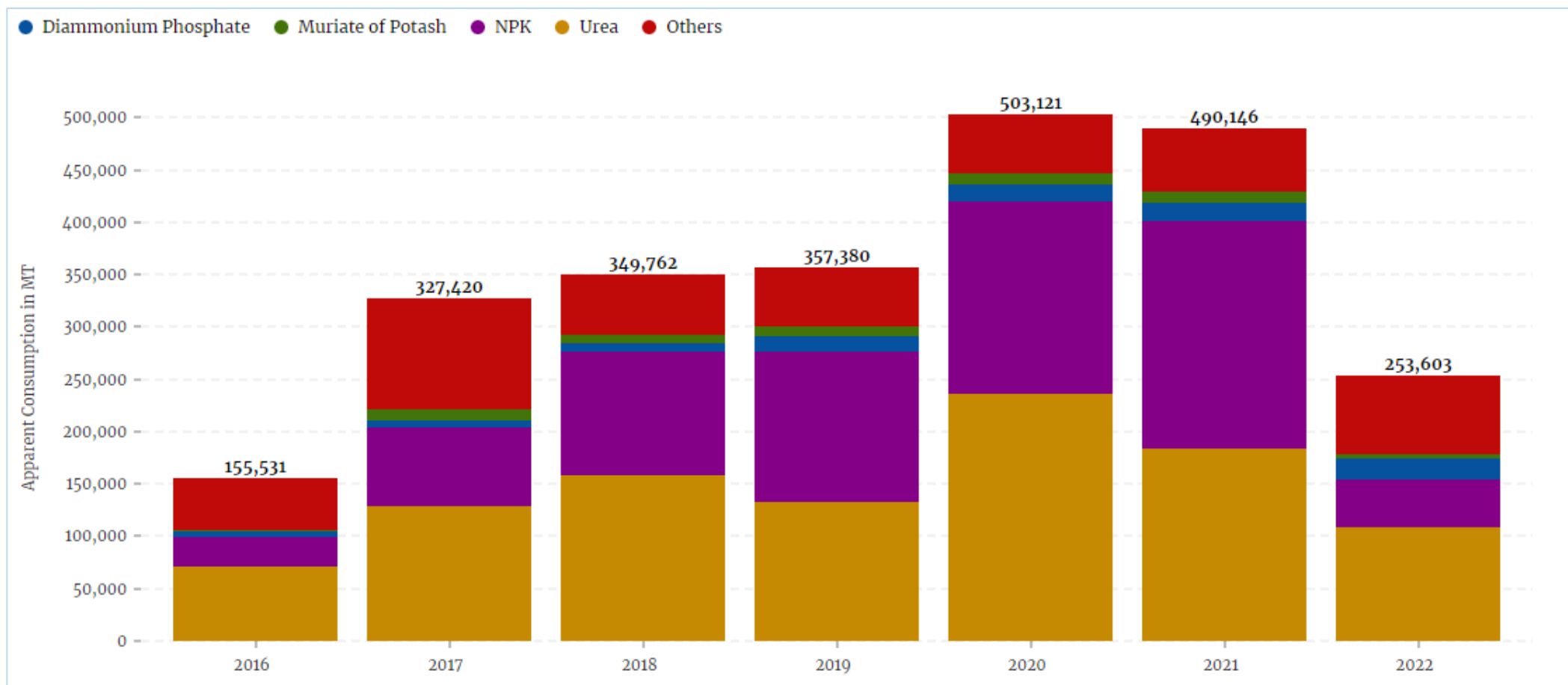
- On average, between 2016 and 2022, the apparent consumption of fertilizer in Malawi was approximately 346,000mt.
- There was a significant 48% decrease in fertilizer apparent consumption from 2021 to 2022, which can be attributed to several factors (*see page 15*).
- Urea is used in blending other NPKs as well as a top-dressing fertilizer. DAP is also used in blending and as a basal fertilizer. NPKs are used as basal fertilizers.

NB: Apparent consumption = Production + Imports – (Re)Exports – Non Fertilizer Use



# Fertilizer Apparent Consumption on the Dashboard

# MALAWI



<https://viz.africafertilizer.org/#/malawi/use>

- The need for fertilizer is projected to range from 300,000 to 350,000mt during an average year, as evident from data in the years 2017 to 2019. There are approximately between 60,000 and 80,000mt of carryover stocks in a normal year.
- In 2020, the Government introduced the Affordable Inputs Program (AIP), which led to an increase in the annual demand for fertilizers, ranging from 450,000 to 500,000mt. The AIP initiative provided fertilizer subsidies to more than 3.5 million farmers during 2020 and 2021, encompassing more than 70% of the total market demand. Consequently, a significant portion of the demand for fertilizers stems from the influence of the subsidy program. This situation has caused the fertilizer industry to rely heavily on the subsidy program to drive a major portion of their sales. This signifies that any policy decisions the Government makes regarding the subsidy program directly impact the functioning of the fertilizer industry. As a result, excluding the private sector from participating in the program leads to a contraction and weakening of the private sector's position.
- Because of the continuous shortage of foreign exchange, the depreciation of the Kwacha in relation to the US Dollar, fluctuations in global prices, disturbances in the market due to the Russia-Ukraine conflict, and the non-participation of the private sector in the subsidy initiative, there was a decrease in imports during 2022. By September 2022, just 26% of the total imports had been brought in, leading to a shortage of fertilizer in the market. Furthermore, the Government initiated the procurement processes for subsidized fertilizer late, causing the fertilizers to arrive after the optimal application period.
- Malawi's main planting period begins in September/October and runs till February/March depending on when the rains begin and end. Companies begin making orders for the planting season in April/May and the earliest orders begin arriving in June/July. If this is not done on time, Malawi ends up competing within the region to get stock in as all countries enter the planting season around the same time.
- NPK 23-10-5 + 6S + 1Zn and Urea are the most widely used fertilizers in Malawi and are applied to the staple food crop maize. Other fertilizers imported in smaller quantities are for cash crops such as tobacco, sugar, tea, macadamia etc. Imports of NPK's need to be in country and available to farmers latest by September and December for Urea which is used as a top-dressing fertilizer.
- It's important to highlight that, some of the fertilizers purchased by farmers through the subsidy program end up being transported across the border to neighboring countries through unauthorized means. However, we currently lack specific estimates of the volumes involved.

# Summary of 2016 Fertilizer Statistics

# MALAWI

| HS Code                 | Product Name             | Production | Total imports  | Industrial Use | Exports      | Fertilizer Imports | 2016 Apparent Consumption |
|-------------------------|--------------------------|------------|----------------|----------------|--------------|--------------------|---------------------------|
| 3102100000              | Urea                     |            | 70,599         |                |              | 70,599             | 70,599                    |
| 3105200000              | NPK                      |            | 28,572         |                | 236          | 28,572             | 28,336                    |
| 3102210000              | Ammonium Sulphate        |            | 19,074         |                |              | 19,074             | 19,074                    |
| 3105510000              | NP Compounds             |            | 22,339         |                | 3,401        | 22,339             | 18,938                    |
| 3105300000              | Diammonium Phosphate     |            | 6,006          |                |              | 6,006              | 6,006                     |
| 3105400000              | Monoammonium Phosphate   |            | 4,117          |                |              | 4,117              | 4,117                     |
| 3102400000              | Calcium Ammonium Nitrate |            | 2,771          |                |              | 2,771              | 2,771                     |
| 3104300000              | Sulphate of Potash       |            | 2,108          |                |              | 2,108              | 2,108                     |
| 3104200000              | Muriate of Potash        |            | 1,710          |                |              | 1,710              | 1,710                     |
| 3103100000              | Single Super Phosphate   |            | 1,150          |                |              | 1,150              | 1,150                     |
| 2520101000              | Gypsum                   |            | 600            |                |              | 600                | 600                       |
| 9999999990              | Enhancers                |            | 66             |                |              | 66                 | 66                        |
| 3105700000              | NK Compounds             |            | 30             |                |              | 30                 | 30                        |
| 3101000000              | Organic fertilizer       |            | 25             |                |              | 25                 | 25                        |
| 3102900000              | Nitrogen Fertilizers     |            | 0              |                |              | 0                  | 0                         |
| 3102300000              | Ammonium Nitrate         |            | 113            | 113            |              | -                  | -                         |
| <b>Grand Total (MT)</b> |                          | -          | <b>159,281</b> | <b>113</b>     | <b>3,637</b> | <b>159,168</b>     | <b>155,531</b>            |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*



# Summary of 2017 Fertilizer Statistics

# MALAWI

| HS Code                 | Product Name             | Production | Total imports  | Industrial Use | Exports      | Fertilizer Imports | 2017 Apparent Consumption |
|-------------------------|--------------------------|------------|----------------|----------------|--------------|--------------------|---------------------------|
| 3102100000              | Urea                     |            | 132,165        |                | 3,511        | 132,165            | 128,654                   |
| 3105200000              | NPK                      |            | 75,046         |                |              | 75,046             | 75,046                    |
| 3105510000              | NP Compounds             |            | 48,550         |                | 3,386        | 48,550             | 45,164                    |
| 3102400000              | Calcium Ammonium Nitrate |            | 22,387         |                |              | 22,387             | 22,387                    |
| 3102210000              | Ammonium Sulphate        |            | 18,461         |                |              | 18,461             | 18,461                    |
| 3105400000              | Monoammonium Phosphate   |            | 11,800         |                |              | 11,800             | 11,800                    |
| 3104200000              | Muriate of Potash        |            | 10,250         |                |              | 10,250             | 10,250                    |
| 3105300000              | Diammonium Phosphate     |            | 7,000          |                |              | 7,000              | 7,000                     |
| 3104300000              | Sulphate of Potash       |            | 3,861          |                |              | 3,861              | 3,861                     |
| 2520101000              | Gypsum                   |            | 2,291          |                |              | 2,291              | 2,291                     |
| 3102300000              | Ammonium Nitrate         |            | 1,982          | 482            |              | 1,500              | 1,500                     |
| 9999999990              | Enhancers                |            | 599            |                |              | 599                | 599                       |
| 3102600000              | Calcium Nitrate          |            | 233            |                |              | 233                | 233                       |
| 3103100000              | Single Super Phosphate   |            | 90             |                |              | 90                 | 90                        |
| 3101000000              | Organic fertilizer       |            | 34             |                |              | 34                 | 34                        |
| 2834210000              | Potassium Nitrate        |            | 30             |                |              | 30                 | 30                        |
| 3102900000              | Nitrogen Fertilizers     |            | 16             |                |              | 16                 | 16                        |
| 3103101000              | Triple Super Phosphate   |            | 5              |                |              | 5                  | 5                         |
| 2510000000              | Phosphate Rock           |            |                |                | 30           | -                  | 0                         |
| <b>Grand Total (MT)</b> |                          | -          | <b>334,799</b> | <b>482</b>     | <b>6,927</b> | <b>334,317</b>     | <b>327,420</b>            |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*

# Summary of 2018 Fertilizer Statistics

# MALAWI

| HS Code                 | Product Name             | Production | Total imports  | Industrial Use | Exports      | Fertilizer Imports | 2018 Apparent Consumption |
|-------------------------|--------------------------|------------|----------------|----------------|--------------|--------------------|---------------------------|
| 3102100000              | Urea                     |            | 158,305        |                | 654          | 158,305            | 157,651                   |
| 3105200000              | NPK                      |            | 118,557        |                | 135          | 118,557            | 118,422                   |
| 3102400000              | Calcium Ammonium Nitrate |            | 25,431         |                |              | 25,431             | 25,431                    |
| 3102210000              | Ammonium Sulphate        |            | 11,588         |                |              | 11,588             | 11,588                    |
| 3105510000              | NP Compounds             |            | 10,686         |                |              | 10,686             | 10,686                    |
| 3104200000              | Muriate of Potash        |            | 8,715          |                |              | 8,715              | 8,715                     |
| 3105300000              | Diammonium Phosphate     |            | 7,675          |                |              | 7,675              | 7,675                     |
| 3105400000              | Monoammonium Phosphate   |            | 4,039          |                |              | 4,039              | 4,039                     |
| 3102900000              | Nitrogen Fertilizers     |            | 2,861          |                |              | 2,861              | 2,861                     |
| 3104300000              | Sulphate of Potash       |            | 2,092          |                |              | 2,092              | 2,092                     |
| 3103100000              | Single Super Phosphate   |            | 210            |                |              | 210                | 210                       |
| 9999999990              | Enhancers                |            | 397            |                | 202          | 397                | 195                       |
| 3102600000              | Calcium Nitrate          |            | 130            |                |              | 130                | 130                       |
| 2834210000              | Potassium Nitrate        |            | 34             |                |              | 34                 | 34                        |
| 3103900000              | Phosphate Fertilizer     |            | 19             |                |              | 19                 | 19                        |
| 3101000000              | Organic fertilizer       |            | 29             |                | 15           | 29                 | 14                        |
| 3102300000              | Ammonium Nitrate         |            | 2,744          | 2,744          |              | -                  | -                         |
| 2520101000              | Gypsum                   |            |                |                | 30           | -                  | 0                         |
| <b>Grand Total (MT)</b> |                          | -          | <b>353,512</b> | <b>2,744</b>   | <b>1,036</b> | <b>350,768</b>     | <b>349,762</b>            |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*

# Summary of 2019 Fertilizer Statistics

# MALAWI

| HS Code                 | Product Name             | Production | Total imports  | Industrial Use | Exports      | Fertilizer Imports | 2019 Apparent Consumption |
|-------------------------|--------------------------|------------|----------------|----------------|--------------|--------------------|---------------------------|
| 3105200000              | NPK                      |            | 143,610        |                | 23           | 143,610            | 143,587                   |
| 3102100000              | Urea                     |            | 133,911        |                | 574          | 133,911            | 133,337                   |
| 3102400000              | Calcium Ammonium Nitrate |            | 28,260         |                | 123          | 28,260             | 28,137                    |
| 3102210000              | Ammonium Sulphate        |            | 17,746         |                |              | 17,746             | 17,746                    |
| 3105300000              | Diammonium Phosphate     |            | 13,700         |                |              | 13,700             | 13,700                    |
| 3104200000              | Muriate of Potash        |            | 9,868          |                |              | 9,868              | 9,868                     |
| 3104300000              | Sulphate of Potash       |            | 3,304          |                |              | 3,304              | 3,304                     |
| 3102300000              | Ammonium Nitrate         |            | 4,409          | 1,109          |              | 3,300              | 3,300                     |
| 3102900000              | Nitrogen Fertilizers     |            | 2,829          |                | 480          | 2,829              | 2,349                     |
| 3105400000              | Monoammonium Phosphate   |            | 1,662          |                |              | 1,662              | 1,662                     |
| 2520101000              | Gypsum                   |            | 136            |                |              | 136                | 136                       |
| 3103100000              | Single Super Phosphate   |            | 116            |                |              | 116                | 116                       |
| 3103101000              | Triple Super Phosphate   |            | 90             |                |              | 90                 | 90                        |
| 3102600000              | Calcium Nitrate          |            | 30             |                |              | 30                 | 30                        |
| 3101000000              | Organic Fertilizer       |            | 11             |                |              | 11                 | 11                        |
| 3103900000              | Phosphate Fertilizer     |            | 6              |                |              | 6                  | 6                         |
| 2834210000              | Potassium Nitrate        |            | 0              |                |              | 0                  | 0                         |
| 3102500000              | Sodium Nitrate           |            | 0              | 0              |              | -                  | -                         |
| 3105510000              | NP Compound              |            |                |                | 90           | -                  | 0                         |
| 9999999990              | Enhancers                |            | 504            |                | 2,970        | 504                | 0                         |
| <b>Grand Total (MT)</b> |                          | <b>-</b>   | <b>360,193</b> | <b>1,109</b>   | <b>4,260</b> | <b>359,084</b>     | <b>357,380</b>            |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*

# Summary of 2020 Fertilizer Statistics

# MALAWI

| HS Code                 | Product Name             | Production | Total imports  | Industrial Use | Exports      | Fertilizer Imports | 2020 Apparent Consumption |
|-------------------------|--------------------------|------------|----------------|----------------|--------------|--------------------|---------------------------|
| 3105200000              | NPK                      |            | 183,919        |                |              | 183,919            | 183,919                   |
| 3102100000              | Urea                     |            | 235,926        |                |              | 235,926            | 235,926                   |
| 3102210000              | Ammonium Sulphate        |            | 26,335         |                | 511          | 26,335             | 25,824                    |
| 3102400000              | Calcium Ammonium Nitrate |            | 23,127         |                |              | 23,127             | 23,127                    |
| 3105300000              | Diammonium Phosphate     |            | 16,800         |                | 180          | 16,800             | 16,620                    |
| 3104200000              | Muriate of Potash        |            | 10,158         |                |              | 10,158             | 10,158                    |
| 3104300000              | Sulphate of Potash       |            | 4,482          |                |              | 4,482              | 4,482                     |
| 3105400000              | Monoammonium Phosphate   |            | 2,084          |                |              | 2,084              | 2,084                     |
| 3102900000              | Nitrogen Fertilizers     |            | 685            |                |              | 685                | 685                       |
| 3103900000              | Phosphate Fertilizer     |            | 144            |                |              | 144                | 144                       |
| 2520101000              | Gypsum                   |            | 98             |                |              | 98                 | 98                        |
| 3103100000              | Single Super Phosphate   |            | 30             |                |              | 30                 | 30                        |
| 3101000000              | Organic Fertilizer       |            | 17             |                |              | 17                 | 17                        |
| 3102600000              | Calcium Nitrate          |            | 5              |                |              | 5                  | 5                         |
| 3103101000              | Triple Super Phosphate   |            | 2              |                |              | 2                  | 2                         |
| 3105510000              | NP Compounds             |            | 1              |                |              | 1                  | 1                         |
| 3104900000              | Potash Fertilizer        |            | 0              |                |              | 0                  | 0                         |
| 3102500000              | Sodium Nitrate           |            | 0              | 0              |              | -                  | -                         |
| 3102300000              | Ammonium Nitrate         |            | 0              | 0              | 384          | -                  | 0                         |
| 9999999990              | Enhancers                |            | 490            |                | 2,165        | 490                | 0                         |
| <b>Grand Total (MT)</b> |                          | <b>-</b>   | <b>504,302</b> | <b>0</b>       | <b>3,240</b> | <b>504,301</b>     | <b>503,121</b>            |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*

# Summary of 2021 Fertilizer Statistics

# MALAWI

| HS Code                 | Product Name             | Production | Total imports  | Industrial Use | Exports      | Fertilizer Imports | 2021 Apparent Consumption |
|-------------------------|--------------------------|------------|----------------|----------------|--------------|--------------------|---------------------------|
| 3105200000              | NPK                      |            | 220,258        |                | 2,938        | 220,258            | 217,320                   |
| 3102100000              | Urea                     |            | 183,775        |                | 603          | 183,775            | 183,173                   |
| 3102210000              | Ammonium Sulphate        |            | 30,035         |                | 71           | 30,035             | 29,964                    |
| 3102400000              | Calcium Ammonium Nitrate |            | 19,865         |                |              | 19,865             | 19,865                    |
| 3105300000              | Diammonium Phosphate     |            | 18,100         |                |              | 18,100             | 18,100                    |
| 3104200000              | Muriate of Potash        |            | 11,038         |                |              | 11,038             | 11,038                    |
| 3104300000              | Sulphate of Potash       |            | 4,568          |                | 600          | 4,568              | 3,968                     |
| 3105400000              | Monoammonium Phosphate   |            | 3,494          |                |              | 3,494              | 3,494                     |
| 3105510000              | NP Compounds             |            | 2,000          |                |              | 2,000              | 2,000                     |
| 3102900000              | Nitrogen Fertilizers     |            | 900            |                |              | 900                | 900                       |
| 2520101000              | Gypsum                   |            | 178            |                |              | 178                | 178                       |
| 3102600000              | Calcium Nitrate          |            | 125            |                |              | 125                | 125                       |
| 3101000000              | Organic Fertilizer       |            | 20             |                |              | 20                 | 20                        |
| 2834210000              | Potassium Nitrate        |            | 0              |                |              | 0                  | 0                         |
| 3102300000              | Ammonium Nitrate         |            | 23             | 23             |              | -                  | -                         |
| 3102500000              | Sodium Nitrate           |            | 0              | 0              |              | -                  | -                         |
| 9999999990              | Enhancers                |            | 329            |                | 2,520        | 329                | 0                         |
| <b>Grand Total (MT)</b> |                          | -          | <b>494,709</b> | <b>23</b>      | <b>6,732</b> | <b>494,687</b>     | <b>490,146</b>            |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*

# Summary of 2022 Fertilizer Statistics

# MALAWI

| HS Code                      | Product Name               | Production | Total          | Industrial | Exports       | Fertilizer Imports | 2022 Apparent Consumption |
|------------------------------|----------------------------|------------|----------------|------------|---------------|--------------------|---------------------------|
| 3102100000                   | Urea                       |            | 113,677        |            | 5,025         | 113,677            | 108,652                   |
| 3105200000                   | NPK                        |            | 50,402         |            | 4,378         | 50,402             | 46,024                    |
| 3102210000                   | Ammonium Sulphate          |            | 42,166         |            | 30            | 42,166             | 42,136                    |
| 3105300000                   | Diammonium Phosphate       |            | 21,417         |            | 2,000         | 21,417             | 19,417                    |
| 3102400000                   | Calcium Ammonium Nitrate   |            | 11,730         |            |               | 11,730             | 11,730                    |
| 3105400000                   | Monoammonium Phosphate     |            | 10,090         |            | 1,000         | 10,090             | 9,090                     |
| 3104300000                   | Sulphate of Potash         |            | 5,837          |            | 150           | 5,837              | 5,687                     |
| 3102400001                   | Limestone Ammonium Nitrate |            | 4,997          |            |               | 4,997              | 4,997                     |
| 3104200000                   | Muriate of Potash          |            | 4,872          |            |               | 4,872              | 4,872                     |
| 3102900000                   | Nitrogen fertilizer        |            | 785            |            |               | 785                | 785                       |
| 9999999990                   | Enhancer                   |            | 347            |            | 240           | 347                | 107                       |
| 3101000000                   | Organic Fertilizer         |            | 55             |            |               | 55                 | 55                        |
| 3102600000                   | Calcium Nitrate            |            | 50             |            |               | 50                 | 50                        |
| 3102300000                   | Ammonium Nitrate           |            | 670            | 670        |               | -                  | -                         |
| 3102500000                   | Sodium Nitrate             |            | 0              | 0          |               | -                  | -                         |
| <b>2022 Grand Total (MT)</b> |                            | -          | <b>267,097</b> | <b>671</b> | <b>12,823</b> | <b>266,426</b>     | <b>253,603</b>            |
| 2021                         |                            | -          | 494,709        | 23         | 6,732         | 494,687            | 490,146                   |
| % Change                     |                            |            | -46%           |            | 90%           | -46%               | -48%                      |

*Enhancers includes products that provides the soil/plant with secondary and micronutrients.*

# Participants of 2023 FTWG

# MALAWI



# Participants of 2023 FTWG

# MALAWI

| No. | Name                   | Institution                             | Position  | Email   |
|-----|------------------------|---|---|---|
| 1   | Innocent Bamusi        | Malawi Revenue Authority                | Manager Customs Business analysis                   | <a href="mailto:ibamusi007@gmail.com">ibamusi007@gmail.com</a>  |
| 2   | Paul Damiano           | National Statistics Office              | Statistician  | <a href="mailto:pdamiano674@gmail.com">pdamiano674@gmail.com</a>  |
| 3   | Juvesio Chitsonga      | Malawi Bureau of Standards              | Quality monitoring officer                          | <a href="mailto:juvesiochitsonga@mbsmw.org">juvesiochitsonga@mbsmw.org</a>                              |
| 4   | Vijay Kumar            | Paramount Commodities                   | Business Head                                       | <a href="mailto:operation.pcl@bigworld.net">operation.pcl@bigworld.net</a>                              |
| 5   | Christone Nyondo       | MwAPATA Institute                       | Research Fellow                                     | <a href="mailto:c.nyondo@mwapata.mw">c.nyondo@mwapata.mw</a>  |
| 6   | Dr Moses Munthali      | Ministry of Agriculture - DARS          | Principal soil scientist                            | <a href="mailto:munthalmw@yahoo.co.uk">munthalmw@yahoo.co.uk</a>  |
| 7   | Dr. Donasius Pathera   | FAO                                     | Policy Planning Specialist                          | <a href="mailto:donasius.pathera@fao.org">donasius.pathera@fao.org</a>                                  |
| 8   | Herbert Chafulumira    | Paramount Holdings                      | Business Development Manager                        | <a href="mailto:bdm.mwgroup@gmail.com">bdm.mwgroup@gmail.com</a>  |
| 9   | Kumbukani Munthali     | AFAP                                    | Monitoring, Evaluation, Accountability and Learning | <a href="mailto:kmunthali@afap-partnership.org">kmunthali@afap-partnership.org</a>                      |
| 10  | Lemekezani Chilora     | MwAPATA Institute                       | Research analyst                                    | <a href="mailto:l.chilora@mwapata.mw">l.chilora@mwapata.mw</a>  |
| 11  | Margaret Mukwena Sadz  | AFAP                                    | Country Manager                                     | <a href="mailto:mmukwenha@afap-partnership.org">mmukwenha@afap-partnership.org</a>                      |
| 12  | Noel Sangole           | AGRA                                    | Program Officer                                     | <a href="mailto:NSangole@agra.org">NSangole@agra.org</a>  |
| 13  | Nithinkumar Shetty     | ETG Inputs Ltd                          | Business Head                                       | <a href="mailto:Nithinkumar.Shetty@etgworld.com">Nithinkumar.Shetty@etgworld.com</a>                    |
| 14  | Roman Malumero         | DCAFS                                   | DCAFS Coordinator                                   | <a href="mailto:dcafsmalawi@gmail.com">dcafsmalawi@gmail.com</a>  |
| 15  | Sandip Senapati        | Afriventures Blantyre Limited           | Branch Manager                                      | <a href="mailto:sales1-malawi@chanrai-sa.com">sales1-malawi@chanrai-sa.com</a>                          |
| 16  | Zephania Nyirenda      | MwAPATA Institute                       | Research analyst                                    | <a href="mailto:z.nyirenda@mwapata.mw">z.nyirenda@mwapata.mw</a>  |
| 17  | Luke Kanthiti          | Ministry of Agriculture                 | Crops Officer                                       | <a href="mailto:lukekanthiti@gmail.com">lukekanthiti@gmail.com</a>                                      |
| 18  | Paresh Kiri            | ETG Inputs Ltd                          | Country Head  | <a href="mailto:paresh.kiri@etgworld.com">paresh.kiri@etgworld.com</a>                                  |
| 19  | Mphatso Chongo         | AFAP                                    | Regional Coordinator                                | <a href="mailto:mchongo@afappartnership.org">mchongo@afappartnership.org</a>                            |
| 20  | Ernest Kaludzu         | Ministry of Agriculture                 | Principal ICT Officer                               | <a href="mailto:ernest.kaludzu@agriculture.gov.mw">ernest.kaludzu@agriculture.gov.mw</a>                |
| 21  | Geoffrey Longwe        | Ministry of Agriculture - Dept of crops | Statistician  | <a href="mailto:longwegeoffrey@yahoo.co.uk">longwegeoffrey@yahoo.co.uk</a>                              |
| 22  | Charlene Migwe-Kagume  | Development Gateway                     | Regional Head                                       | <a href="mailto:cmigwe@developmentgateway.org">cmigwe@developmentgateway.org</a>                        |
| 23  | Seember Ali            | Development Gateway                     | VIFAA Nigeria Project Manager                       | <a href="mailto:sali@developmentgateway.org">sali@developmentgateway.org</a>                            |
| 24  | William Nkapapa        | IFDC/AFO                                | Accountant  | <a href="mailto:William.Nkapapa&lt;wnkapapa@ifdc.org&gt;">William.Nkapapa &lt;wnkapapa@ifdc.org&gt;</a> |
| 25  | Mbawaka Phiri          | IFDC/AFO                                | Analayst  | <a href="mailto:MPhiri@ifdc.org">MPhiri@ifdc.org</a>  |
| 26  | Clement Donkor-Boateng | IFDC/AFO                                | Data Specialist                                     | <a href="mailto:cdonkor-boateng@ifdc.org">cdonkor-boateng@ifdc.org</a>                                  |
| 27  | Viola Kenduiywo        | IFDC/AFO                                | Analyst   | <a href="mailto:vkenduiywo@ifdc.org">vkenduiywo@ifdc.org</a>  |
| 28  | Fred Gyasi             | IFDC/AFO                                | Deputy Program Manager                              | <a href="mailto:fgyasi@ifdc.org">fgyasi@ifdc.org</a>  |
| 29  | Sebastian Nduva        | IFDC/AFO                                | Program Lead  | <a href="mailto:snduva@ifdc.org">snduva@ifdc.org</a>  |



The **AfricaFertilizer** initiative is the premier source for fertilizer statistics and information in Africa.

AfricaFertilizer seeks to provide clear, relevant, and opportune data and market information on fertilizers in the sub-Saharan African region, to support the implementation of continental, regional and national agricultural and more specifically fertilizer policies and regulations, and promote the growth and development of competitive markets, to the benefit of both the public and private sector, and fertilizer stakeholders globally.



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