



A Meridian Group Company

Company Profile
Malawi Fertilizer
Company & Superfert
2017





Malawi Fertilizer Company

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VISION

To be the leading supplier of fertilizer solutions, contributing to sustainable food surpluses within the SADC/COMESA Regions.

OVERVIEW

Malawi Fertilizer Company (MFC) was incorporated in 1997 to manufacture and supply NPK fertilizers both for export and for use in the local Malawian agricultural sector. MFC became the first NPK fertilizer bulk-blending plant south of the Sahara and is currently one of only two locally operational blenders of NPK compounds in Malawi. Today, the MFC plant blends the Meridian group's flagship fertilizer brand Superfert Fertilizer, which is available across the region.

The primary recipients of Superfert Fertilizer from the MFC plant are the Meridian-owned Agora and Farmers World retail outlets which support our retail sales nationally. Aside from this retail business, we are a major supplier of NPK fertilizers and straights to the Malawi Government and various other organizations. Our core focus is on the large-scale supply of maize, tobacco, tea, soya, macadamia and sugar fertilizers, to name a few.

The MFC plant is strategically located in Liwonde, in the Southern region of Malawi, on the rail line linking it to the Port of Nacala in Mozambique. This direct linkage to the Nacala Port means that we can land raw materials from around the globe in Nacala and efficiently move these materials in bulk directly to our factory where we have extensive warehousing facilities.

With an installed capacity of 150,000MT per annum, the MFC plant is well equipped to satisfy over 50% of Malawi's current compound fertilizer demands, as well as various export markets. The plant uses new blending technologies developed in the USA, enabling cost effective production of high quality finished products.

ACHIEVEMENTS

- Sixteen-year relationship as the preferred supplier to Illovo Sugar.
- Supply of product to all blue-chip tobacco and sugar estates and the commercial farming sector.
- Largest and most sophisticated production and blending plant in Malawi with a capacity of 150,000MT per annum.
- Own laboratory capacity has the ability to test for macro and applied micro nutrients within blended product.
- MFC fully compliant with Malawi bureau of standards and other legislative requirements within Malawi.

KEY PROJECTS

- Erection of 6,000m² warehousing facility.
- Expansion and utilization of rail capacity between ports in Mozambique and destinations within Malawi.

KEY CLIENTS

As mentioned, the primary distribution of Superfert occurs through Agora and Farmers World outlets for national retail sales. MFC is also a major supplier of NPK fertilizers and straights to the Malawi Government and other funded organizations. MFC caters to most of the commercial estate sector including Illovo Malawi, Universal (Limbe Leaf) Tobacco, and Japan Tobacco International.

SOCIAL RESPONSIBILITY

Recently donated over MK500,00 worth of educational material to Rumphu secondary school.

MFC MANAGEMENT

Directors	Dimitri Giannakis Chris Giannakis Cornelius Bezuidenhout
General Manager	Brahms Swanepoel
Financial Controller	Christopher Eyre
Operations Manager	Agrippa Phiri
Logistics Manager	Carol Devenish

