

## ANNEX 6: PRESENTATION BY MPC

### Slide 1



### Slide 2

1. MALAWI POSTS CORPORATION (MPC) - INTRODUCTION

- A state-owned
- The major player in the postal sector in Malawi
- There are over fifteen other private courier companies
- MPC has responsibility to Universal Postal Services throughout Malawi
- On the other hand the private operators do not have a similar obligation, and therefore they concentrate on the lucrative urban areas.
- Proliferation of private operators on the market is negatively affecting business at MPC.

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- MPC is headed by Postmaster General (PMG)
- PMG is answerable to the Board of Directors
- The Board comprises Chairperson and five other members appointed by the President, plus three Ex-Officio members representing MICE, MoF, and Department of Statutory Corporations respectively
- MPC established on 1<sup>st</sup> June, 2000 by an Act of Parliament, the Communications Act No. 41 of 1998.
- Decision by GoM to split MPTC, into two entities MPC and MTL
- The aim was to improve quality and coverage of communications services in the country.

## Slide 4

POSTAL NETWORK IN MALAWI			
Region	Post Offices	Postal Agencies	Total Outlets
Southern	73	53	125
Northern	41	47	88
Central	65	54	119
TOTAL	179	154	332

## Slide 5

ROLE OF POSTAL SECTOR IN NATIONAL SOCIO-ECONOMIC DEVELOPMENT	
<ul style="list-style-type: none"><li>• Facilitates communication within the country, and with the rest of the world</li><li>• Facilitates trade, through the movement of parcels and other goods within the country and internationally</li><li>• Rural development and poverty alleviation through employment creation, and provision of money transfer services.</li><li>• Foreign currency generation and inflows into the country through Terminal Dues and Foreign Exchange services</li></ul>	

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<ul style="list-style-type: none"><li>• Bridging the digital divide, through provision of internet cafes and other ICTs within the postal network.</li><li>• Contributes to education and literacy through the international letter writing competitions</li><li>• Contributes to GDP through postal revenues</li></ul>	

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2. MPC's MANDATE

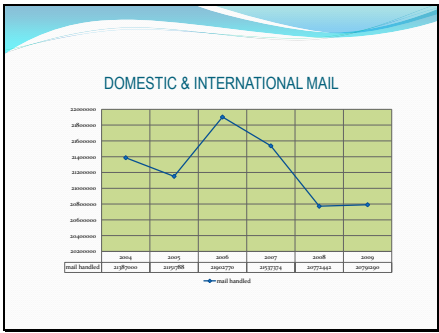
- MPC operates in line with Section 76 of the Communications Act of 1998
- Provides postal services and others incidental to transmission of postal articles throughout Malawi, and between Malawi and other countries.
- Establish and operate post offices
- Provide financial services
- In 2003 MACRA licensed MPC to provide postal services, courier services, and financial services

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3. PRODUCT PORTFOLIO

- Domestic and International Mail
- Domestic and international parcel service
- Domestic and international Expedited Mail Service (EMS)
- Money transfer service (Fast-cash, money order, postal order)
- Philately
- Agency services

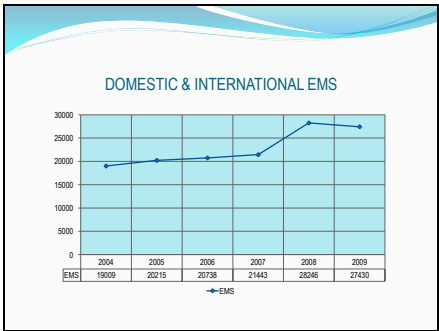
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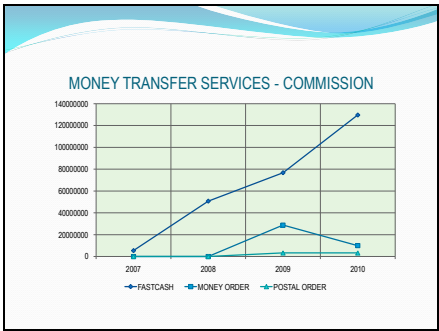
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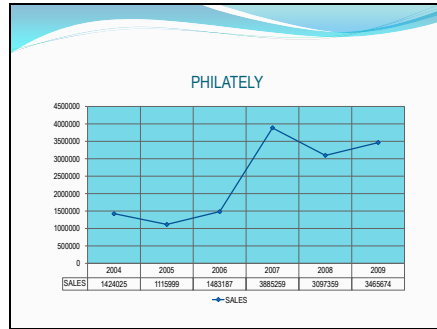
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Slide 12



## Slide 13



## Slide 14

4. CHALLENGES

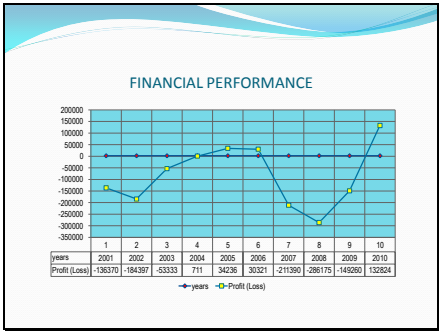
- Universal service and social responsibility, without any funding mechanism
- Declining mail volumes
- Growing insecurity due to global terrorism
- Underdeveloped infrastructure
- Liberalization of postal market
- Lack of enforcement of MPC's exclusive right

## Slide 15

LINK OF MPC TO MICE

- Prior to 1995 postal and telecommunications services coexisted as a Government Department of the then Ministry of Transport and Communications
- In 1995 the department was corporatized, and named Malawi Posts & Telecommunications Corporation (MPTC)
- MPTC first fell under the Ministry of Information before it was renamed Ministry of Information and Civic Education
- After the splitting of MPTC, both MPC and MTL fall under MICE.

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WAY FORWARD

- For the first time MPC has internally developed a strategic plan
- The key objectives in the plan are revenue growth, and modernization
- However the major obstacle remain lack of funding.

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End of the presentation

Thank you for your attention