ANNUAL MARKET PERFORMANCE REVIEW 2016

Old Reserve Bank Building, Victoria Avenue P/Bag 270 Blantyre Malawi

Phone: 01 624 233. Fax: 01 623 636. small.

FOCK EXCHAN

Telephone: (265) 01 824 233; Fax: (265) 01 823 636 E-mail: info@mse-mw.com Website: www.mse.co.mw

Malawi's global portal

CONTENTS



| 2 2 |
|--------|
| 2 |
| |
| 2 |
| 2 |
| 3 |
| 4 |
| 5 |
| |

1. TRADING SUMMARY

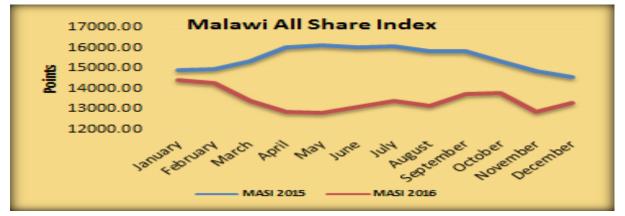


The market was bearish in 2016 as it registered a negative return on investment of 8.53% (-15.70% in US\$ terms) compared to a negative return of 2.17%(-29.94% in US\$ terms) in 2015 and recorded a decrease in both total traded value and volume compared to the corresponding period 2015. Britam Insurance Company Limited officially delisted on 18th April, 2016.

There were no trades on the government bonds.

| INDEX | JAN. 2016 | DEC. 2016 | % ∆ 2016 (MK) | % ∆ 2016 (US\$) | % ∆ 2015 (MK) | % ∆ 2015 (US\$) |
|-------|-----------|-----------|------------------|--------------------|------------------|--------------------|
| MASI | 14562.53 | 13320.51 | 8.53 🔻 | 15.70 🔻 | 2.17 🔻 | 29.94 🔻 |
| DSI | 11462.87 | 10456.92 | 8.78 🔻 | 15.93 🔻 | 2.20 🔻 | 29.96 🔻 |
| FSI | 1762.13 | 2026.07 | 14.98 🔺 | 5.96 🔺 | 0.14 🔺 | 28.29 🔻 |

Year-To-Date Index Levels and Return



Trading Statistics

| | Year 2016 | Year 2015 | % Δ |
|----------------------|------------------|-------------------|------------|
| Traded Value (MK) | 6,196,059,036.94 | 48,592,086,538.82 | 87.25 🔻 |
| Traded Value (US\$) | 8,643,385.39 | 101,857,955.72 | 91.51 🔻 |
| Traded Vol. Shares | 410,895,390 | 2,355,317,369 | 82.55 🔻 |
| No. of Transactions | 913 | 1,220 | 25.16 🔻 |
| Index Close (MASI) | 13320.51 | 14562.53 | 8.53 🔻 |
| Listed companies | 13 | 14 | |
| Traded Companies | 13 | 14 | |
| Not Traded Companies | | | |
| | 00 | 00 | |
| Gainers | 07 | 09 | |
| Decliners | 06 | 05 | |
| Unchanged | 00 | 00 | |

2. MARKET PERFORMANCE

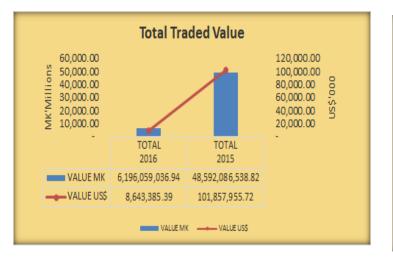


| A. | Trade Performance Analysis | The market transacted a total of 410,895,390 shares a total consideration of MK6,196,059,036.94 (US\$8,643,385.39) in 913 trades. In the corresponding period 2015, the market transacted a total of 2,355,317,369 shares at a total consideration of MK48,592,086,538.82 (US\$101,857,955.72) in 1,220 trades. This reflects a -82.55% decrease in terms of share volume and a -87.25% (-91.51% in US Dollar terms) decrease in share value. |
|----|---------------------------------------|--|
| | | Daily average share trades exhibited similar trends where the market registered an average daily volume of 1,656,836 shares compared to 9,497,247 shares traded in the corresponding period 2015. |
| | | The average daily turnover for the year 2016 was MK24,984,109.02 (US\$34,852.36) compared with MK195,935,832.82 (US\$410,717.56) for the corresponding period 2015, reflecting a decrease of 87.25% (-91.51% in US Dollar terms). |
| | | MPICO raised MK9.0 billion through a Rights Issue and the Rights Issue shares were listed on 21 November 2016 bringing the total number of listed MPICO shares to 2,298,047,460 from 1,149,023,730. |
| B. | Market Capitalization and Index | The market registered a negative return on index as reflected in the downward movement of the Malawi All Share Index (MASI) from 14562.53 points registered on 4 January 2016 to 13320.51 points registered on 30 th December 2016, giving a return on index of -8.53%, (-15.70% in US\$ terms) compared to -2.17%, (-29.94% in US\$ terms) registered in 2015. The price gains registered on BHL, FMB, PCL, STANDARD, SUNBIRD, TNM and OML were not enough to offset share price losses registered on NBS, NICO, NITL, ILLOVO, NBM and MPICO resulting in a downward movement of the Malawi All Share Index, arising from a decrease in the Domestic Share Index -8.78% (-15.93%) despite an increase in the Foreign Share Index 14.98% (5.96%). |
| | | Market capitalization decreased both in Kwacha and United States Dollar terms from MK622,115.40 million (US\$936.2932 mln) on 04th January 2016 to MK577,621.92 million (US\$796.2480 mln) on 30th December 2016. |
| C. | Market Liquidity | The turnover velocity measured by the ratio of Total Value of Trades to Market Capitalisation (TVT/MCAP*) , an indicator of the liquidity of assets traded on the market, in 2016 was recorded at 1.07%, lower than 7.81% registered in 2015. The ratio of Total Value of Trades to Gross Domestic Product (TVT/GDP) recorded a liquidity level of 0.16% in the review period while during the corresponding period of 2015 liquidity was at 1.52%. |

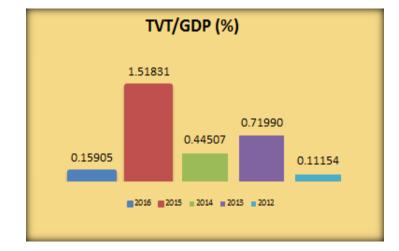
2. MARKET PERFORMANCE

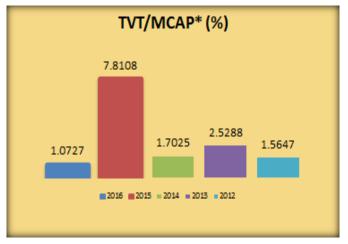
















2. MARKET PERFORMANCE

| Month | Deals | Volume Traded | Value Traded MK | Value Traded US\$ | Market Cap MKm* | Market Cap US\$m* |
|-------|----------|---------------|-------------------|----------------------|--------------------|----------------------|
| Jan | 80 | 2,795,087 | 99,852,436.20 | 143,759.67 | 622,115.40 | 930.56 |
| Feb | 65 | 1,830,916 | 106,507,786.33 | 141,811.08 | 609,344.30 | 821.56 |
| Mar | 73 | 5,067,001 | 89,521,602.30 | 125,394.56 | 573,304.05 | 840.11 |
| Apr | 74 | 54,962,804 | 528,512,298.00 | 774,054.23 | 548,930.74 | 799.37 |
| May | 82 | 30,578,347 | 302,536,644.07 | 428,709.35 | 546,929.04 | 772.51 |
| June | 85 | 5,499,723 | 160,580,210.34 | 226,380.01 | 560,243.61 | 786.41 |
| July | 67 | 9,822,509 | 79,415,164.70 | 110,989.31 | 571,143.38 | 793.41 |
| Aug | 72 | 42,384,723 | 985,792,369.78 | 1,367,968.41 | 562,302.27 | 780.19 |
| Sept | 104 | 29,146,377 | 520,695,844.27 | 722,459.09 | 586,620.72 | 813.93 |
| Oct | 64 | 2,601,165 | 331,416,056.34 | 459,835.71 | 588,257.66 | 816.20 |
| Nov | 81 | 38,318,065 | 1,385,112,183.47 | 1,928,002.46 | 558,339.96 | 773.32 |
| Dec | 66 | 187,888,673 | 1,606,116,441.14 | 2,214,021.51 | 577,621.92 | 796.25 |
| To | tal 2016 | 410,895,390 | 6,196,059,036.94 | 8,643,385.39 | | |
| To | tal 2015 | 2,355,317,369 | 48,592,086,538.82 | 101,857,955.72 | | |



3. COMPANY TRADING PERFORMANCE

NBM

| A. Top gainers: 7 | MSE CODE | COUNTER NAME | % GAIN |
|--------------------------------------|----------|-------------------------|----------|
| Counters registered Capital gains | SUNBIRD | Sunbird Tourism Malawi | 154.35 🔺 |
| | BHL | Blantyre Hotels Limited | 109.38 🔺 |
| | FMB | FMB Bank | 21.43 🔺 |
| | OML | Old Mutual plc | 14.98 🔺 |
| | STANDARD | Standard Bank Malawi | 13.64 🔺 |

B. Top Losers: 6 MSE CODE **COUNTER NAME** % LOSS Counters registered NBS NBS Bank 73.91 🔻 Capital losses NICO **NICO Holdings Limited** 39.29 ▼ National Investment Trust Limited NITL 38.18 🔻 ILLOVO 30.43 🔻 Illovo Sugar Malawi Limited 8.09 ▼

National Bank of Malawi

C. Top Five Traded % of Total MSE CODE **COUNTER NAME** SHARES Stocks by volume 223,093,180 54.29 MPICO MPICO Limited TNM 131,555,906 Telekom Networks Malawi 32.02 22,499,102 5.48 FMB FMB Bank 14,772,405 3.60 NBS NBS Bank Illovo Sugar Malawi Limited 4,553,614 ILLOVO 1.11

C. Top Five Traded Stocks by value

| MSE CODE | COUNTER NAME | VALUE | % of Total |
|----------|-----------------------------|------------------|------------|
| MPICO | MPICO Limited | 1,772,945,903.08 | 28.61 |
| NBM | National Bank of Malawi | 1,494,334,077.33 | 24.12 |
| TNM | Telekom Networks Malawi | 776,055,274.93 | 12.52 |
| ILLOVO | Illovo Sugar Malawi Limited | 739,230,357.72 | 11.93 |
| STANDARD | Standard Bank Malawi | 558,270,991.53 | 9.01 |



| COUNTER | HIGH (MK) | LOW (MK) | Earnings Yield (%) | P/E | P/BV | MKT CAP (MK'MIn) | MKT CAP (US\$'MIn) |
|----------|--------------|-------------|-----------------------|-------|------|------------------|--------------------|
| BHL | 20.10 | 9.60 | 16.96 | 5.90 | 0.55 | 2,596.77 | 3.58 |
| FMB | 18.50 | 9.60 | 9.72 | 10.29 | 1.71 | 39,716.25 | 54.75 |
| ILLOVO | 230.00 | 155.00 | 4.83 | 20.72 | 2.43 | 114,151.10 | 157.36 |
| MPICO | 8.35 | 5.24 | 4.32 | 23.17 | 1.04 | 17,993.71 | 24.80 |
| NBM | 258.00 | 215.00 | 12.07 | 8.28 | 2.06 | 110,718.85 | 152.63 |
| NBS | 23.00 | 6.00 | N/A | N/A | 0.39 | 4,365.86 | 6.02 |
| NICO | 28.00 | 17.00 | 31.10 | 3.22 | 0.55 | 17,731.70 | 24.44 |
| NITL | 55.00 | 34.00 | 11.94 | 8.38 | 0.59 | 4,590.00 | 6.33 |
| PCL | 540.00 | 535.00 | 18.85 | 5.30 | 0.71 | 64,938.14 | 89.52 |
| STANDARD | 500.00 | 440.00 | 11.38 | 8.79 | 2.49 | 117,334.08 | 161.74 |
| SUNBIRD | 58.50 | 23.00 | 6.68 | 14.96 | 1.28 | 15,302.58 | 21.09 |
| TNM | 7.53 | 4.00 | 8.91 | 11.22 | 3.88 | 60,744.72 | 83.74 |
| OML | 1,612.00 | 1,402.00 | 11.85 | 8.44 | 0.87 | 7,438.15 | 10.25 |



3. COMPANY TRADING PERFORMANCE

| Company | Opening Price | Closing Price | % Price Change | Share Vol. Traded | % Traded | Value Traded MK |
|----------|------------------|------------------|-------------------|-------------------|----------|------------------|
| BHL | 960 | 2010 | 109.38 | 437,736 | 0.11 | 6,984,794.80 |
| BRITAM | 200 | - | | 1,017,815 | 0.25 | 2,035,630.00 |
| FMB | 1400 | 1700 | 21.43 | 22,499,102 | 5.48 | 253,653,268.38 |
| ILLOVO | 23000 | 16000 | -30.43 | 4,553,614 | 1.11 | 739,230,357.72 |
| MPICO | 820 | 783 | -4.51 | 223,093,180 | 54.29 | 1,772,945,903.08 |
| NBM | 25800 | 23712 | -8.09 | 5,946,885 | 1.45 | 1,494,334,077.33 |
| NBS | 2300 | 600 | -73.91 | 14,772,405 | 3.60 | 107,954,901.22 |
| NICO | 2800 | 1700 | -39.29 | 1,167,431 | 0.28 | 21,273,776.20 |
| NITL | 5500 | 3400 | -38.18 | 3,273,148 | 0.80 | 134,485,956.60 |
| PCL | 53500 | 54000 | 0.93 | 508,282 | 0.12 | 272,435,870.00 |
| STANDARD | 44000 | 50000 | 13.64 | 1,163,019 | 0.28 | 558,270,991.53 |
| SUNBIRD | 2300 | 5850 | 154.35 | 887,484 | 0.22 | 27,828,239.15 |
| TNM | 600 | 605 | 0.83 | 131,555,906 | 32.02 | 776,055,274.93 |
| OML PLC | 140200 | 161200 | 14.98 | 19,383 | 0.005 | 28,569,996.00 |
| | | | | 410,895,390 | 100.00 | 6,196,059,036.94 |



| BOND | MATURITY DATE | COUPON DATE | COUPON RATE (%) | NOMINAL VALUE (MK'mn) |
|--------|-------------------|------------------|--------------------|--------------------------|
| MW5YN | 31 December, 2016 | 30 June & 31 Dec | 10 | 822.04 |
| MW3YNR | 30 June, 2017 | 30 June & 31 Dec | 15 | 106,870.00 |
| | Total Outstand | 107,692.04 | | |

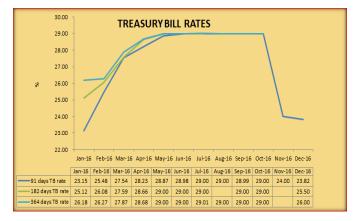
The MW5YN Government bond matured on 31st December 2016.

5. ECONOMIC REVIEW



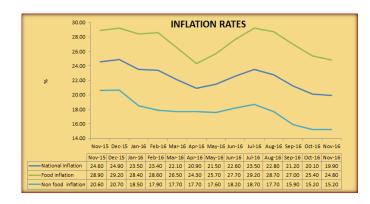
Interest Rates

During the period under review, the yields on treasury bills increased in the 91 Tbill from 23.15% to 23.82% and the 182 Tbill from 25.12% to 25.50%. The 364 Tbill decreased from 26.18% to 26.00%.



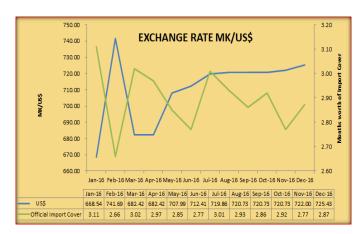
Inflation Rates

Headline inflation eased by 3.60 percentage points from 23.5% in Jan. 2016 to 19.9% in Nov. 2016.



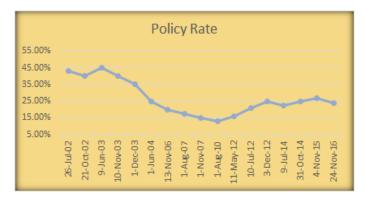
Exchange Rates

The Kwacha depreciated against the United States Dollar by 7.84% in the period under review.



Monetary Policy Rate

The Monetary Policy Committee at its meeting held on 23 and 24 November, 2016 reduced the policy rate from 27% to 24%.



| Stockbrokers Malawi Limited | FDH Stockbrokers |
|--------------------------------------|-------------------------------|
| NBM Business Complex | Umoyo House |
| P.O Box 31180 | P.O Box 512 |
| Blantyre | Blantyre |
| Tel: +265 1 836 213 | Tel: +265 1 831 132 |
| Fax: +265 1 824 353 | Fax: +265 1 823 044 |
| Email: sml@smlmw.com | Email: fdhsl@fdh.co.mw |
| | |
| African Alliance Securities | Continental Capital Limited |
| 4th Floor, Livingstone Towers | 1st Floor, Unit House |
| P.O Box 3340 | P.O Box 1444 |
| Blantyre | Blantyre |
| Tel:+265 1 831 995 | Tel: +265 1 830 638 |
| Fax: +265 1 831 859 | Email: capital@continental.mw |
| Email: kamphonia@africanalliance.com | capital@cdh-malawi.com |
| | |