



Malindi Municipality Investment Profile



Municipality Background



Malindi is a town lying on the Indian Ocean coast of Kenya and is the largest urban centre in Kilifi County.

Vision: Developing a diverse Blue-Green Economy whilst harnessing and managing Malindi's abundant natural resource

- Malindi is one of seven constituencies within Kilifi County, which falls into the Coastal Province of Kenya and the Jumuiya Ya Kaunti za Pwani (JKP) economic bloc. The municipality has a population of 220,000 people.
- Malindi is situated on Kenya's Indian Ocean coast and is well suited to agricultural activities with a good supply of arable land, with a hot and humid climate and high average annual rainfall.
- Malindi is home to its own airport providing regular national flights to Lamu and Nairobi. There are also plans for a dry port in Voi, which will complement the traditional cargo freight in Mombasa port.
- It has good trade potential given its geographical positioning along the coast Mombasa (120 Kms) and Lamu (116 Kms), access to ports and railway.
- Malindi municipality is seeking to strengthen tourism -9km waterfront and also diversify into other sectors e.g., agroprocessing to reduce shocks from tourism

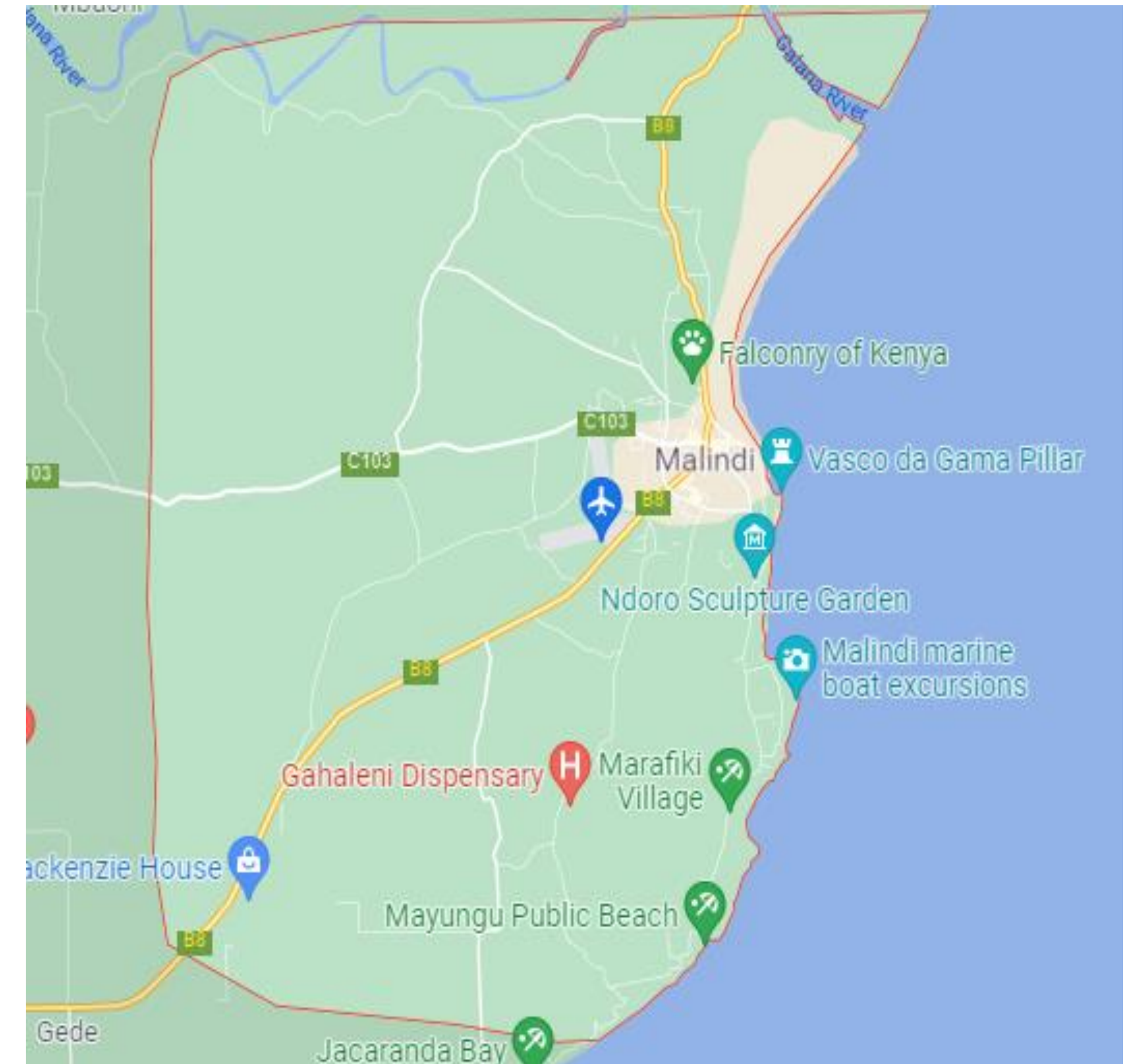


Photo credit: Google



Agro- Processing Opportunities

Fruit processing



Rehabilitation and scaling of existing agro-processing facilities to improve sustainability of the fruit and agriculture value chains

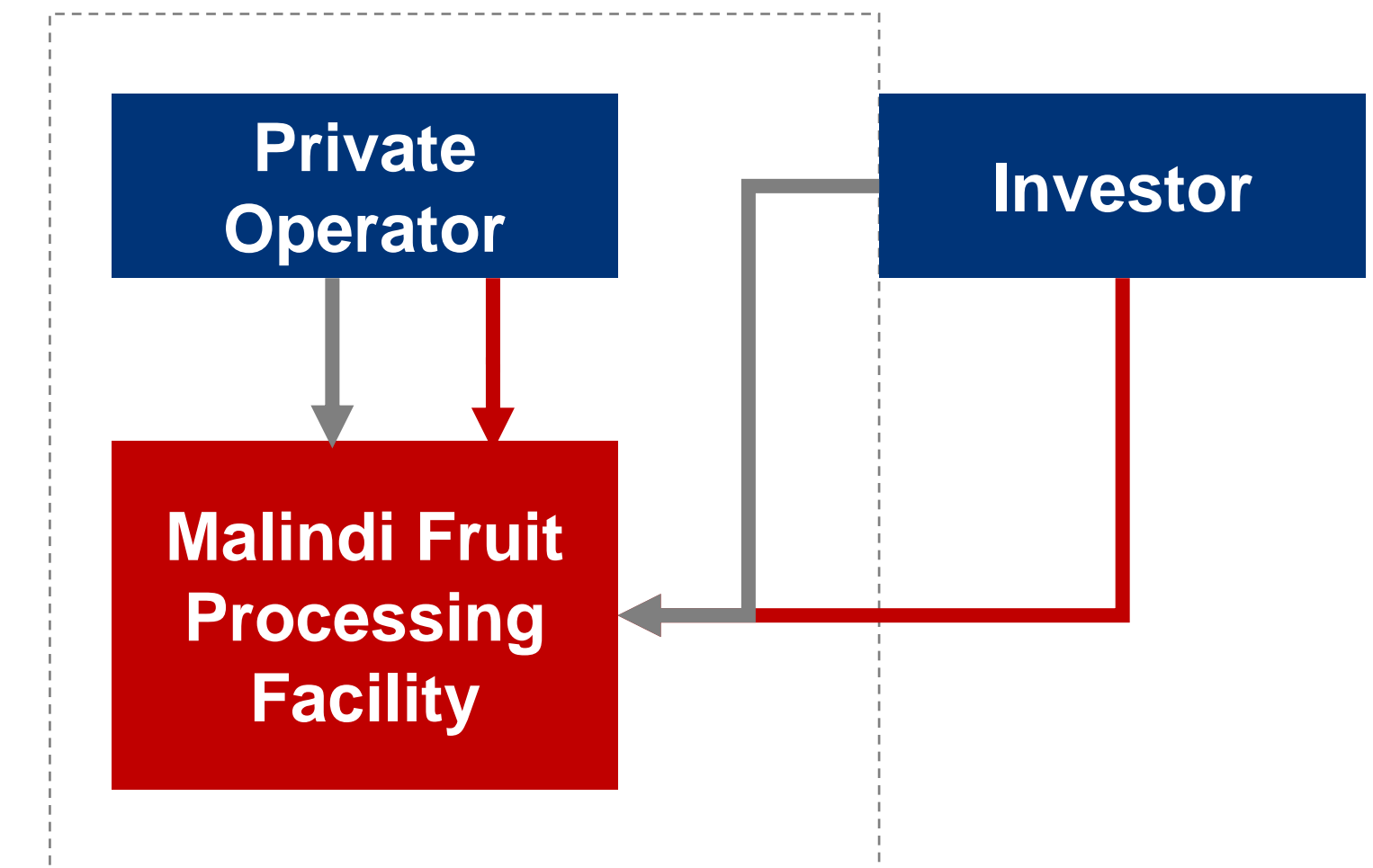
Project description

- This project involves investing in operation and expansion of existing (2 mango processors) or new fruit processing facilities in Malindi to diversify Malindi's economy – mangoes, pineapples
- The project will involve direct investment in existing processors ensuring that the facilities have the resources in place to capture the Kenyan and export markets

Project opportunity

- Fruit processing and agro-processing in Kenya presents an attractive opportunity due to the large local and regional demand for fruit pulp.
- Local production, particularly processed fruit, is insufficient to meet this demand
- Malindi is strategically placed to capture both the Kenyan and export market based on access to 270,000 MT of high-quality fruit produced in Kilifi county.

Project design



Investment Incentive

- Processing infrastructure already available - 20,000 MT of fruit processed per year in Malindi in five years
- 300+ farmers engaged with links to premium markets
- 1.2x potential additional income above min. wage for farmers

Key

- Strategic oversight and market support
- Financial support

Fish Value Chain



Sustainably tap into Malindi's deep-sea fish stock by leasing well-equipped boats to artisanal fishermen

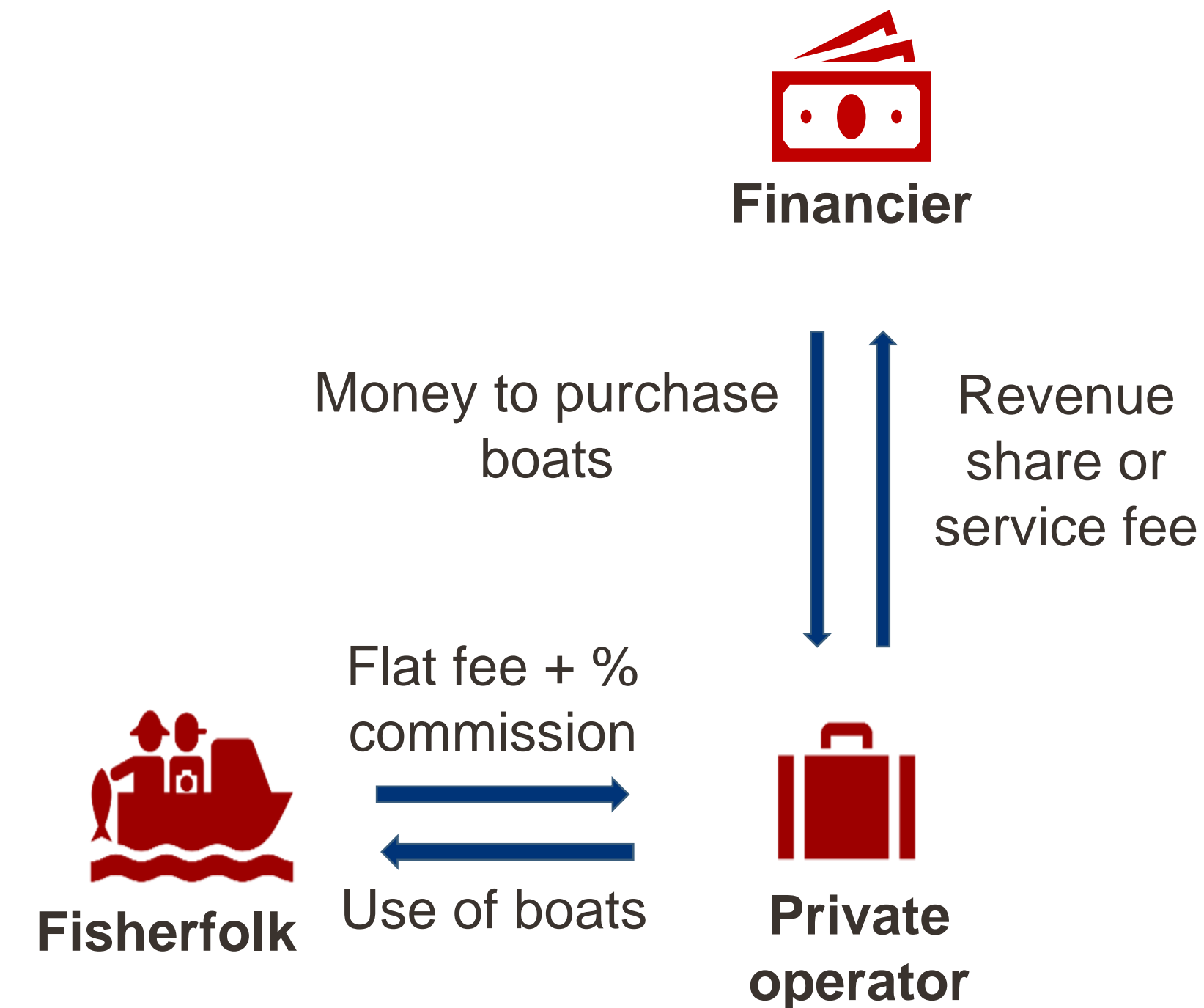
Project description

- Malindi to provide high-quality fishing equipment including boats, and training on sustainable fishing practices to artisanal fishermen, improving their ability to catch larger quantities of high-quality fish
- The project will build on the existing boat initiative by Kilifi County Government with Beach Management Units
- Total required investment of **~\$3.6 million**

Project opportunity

- Kenya's demand for fish stands at 261,000 MT and is driven by population growth, rising incomes and health awareness
- Despite abundant natural resources, 57% of fish consumed in Kenya is imported due to domestic supply constraints Malindi's well stocked coastline is responsible for 30% of Kenya's marine catch and presents an opportunity to meet rising demand

Project design



Investment Incentive

- Reduced overfishing in coral reefs due to improved access to deep-sea fishing opportunities
- ~71% fishermen in Malindi engaged in the program by 5 years translating to 954 fishermen
- 2.25x potential additional income above minimum wage for fishermen

Infrastructure Opportunities



Sludge Waste-to-Value Facility



Establishment of a greenfield fecal sludge processing facility with commercial output, enabling sustainable solution

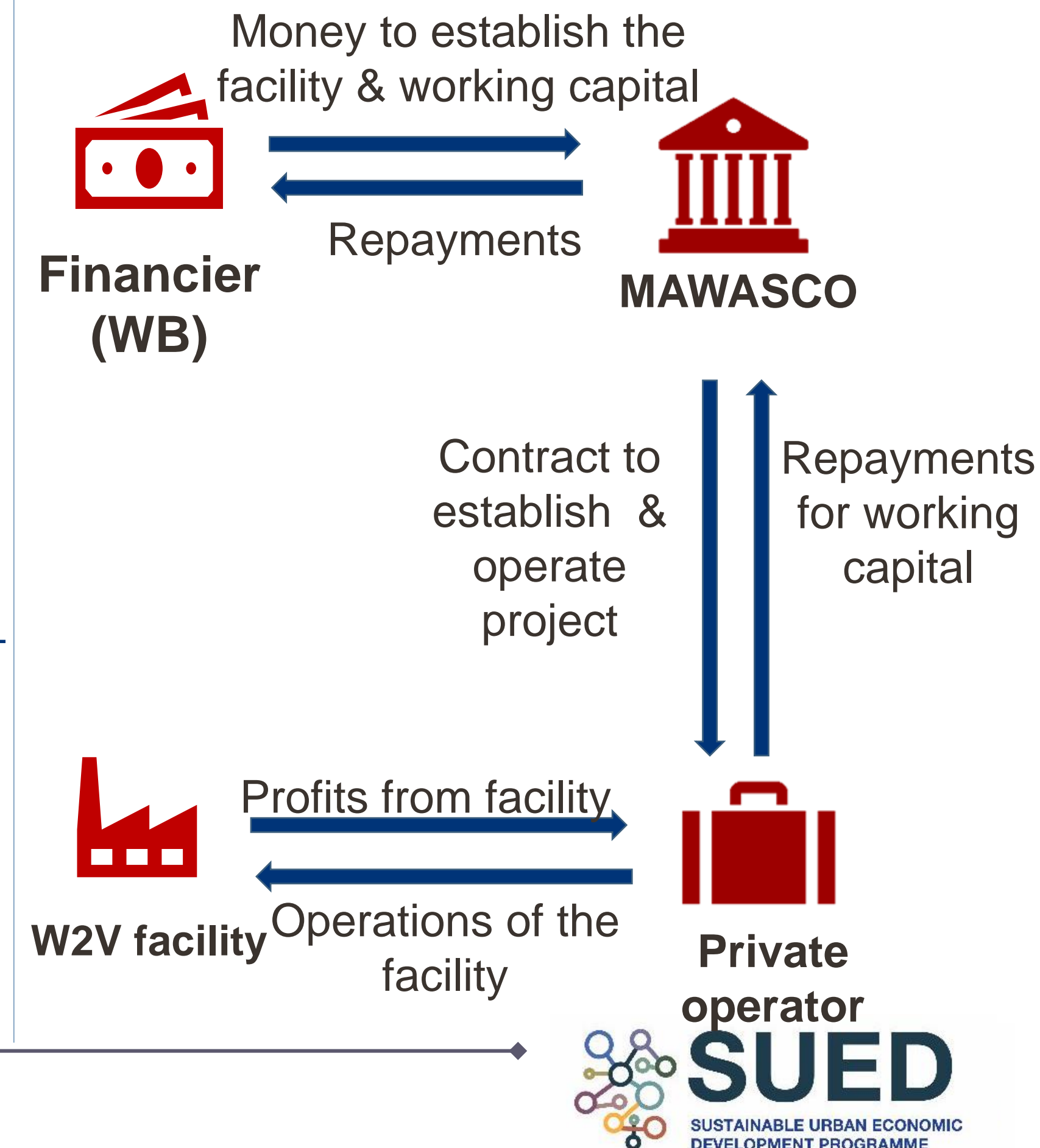
Project description

- Malindi Water and Sewerage Company Ltd (MAWASCO) seeks to establish a Waste-to-Value (W2V) facility, operated by a private operator, that processes fecal sludge, into briquettes for sale
- The briquettes produced by the facility will be sold to commercial industries, and potentially residents in Malindi
- Total required investment of **~\$10 million**, provided by the World Bank
- W2V facility needs an operator

Project opportunity

- 130,000m³ or 90% of fecal waste generated in Malindi is left untreated due to the prohibitive costs of establishing public or private sanitation infrastructure.
- The establishment of a W2V facility will drive the demand for safely contained and emptied fecal sludge, creating improvements across the value chain

Project design



Investment Incentive

- Fully funded and operational facility being set up – construction end expected in Q4 2022
- Faecal sludge availability in Malindi- with approx. only 36,500m³ safely disposed per year at peak
- 600,000 trees saved due to replacement of firewood and 120,000 MT of carbon emissions prevented – strong case to tap into climate financing



Contact Information

All enquiries regarding the content of this document, approaches and discussions on the opportunity should be directed to contact below.

Liz Muange

Investment and Value Chain Lead

Email: info@suedkenya.org