



Impact of Taxation Policies on the Growth of Small and Medium Businesses in Blantyre, Malawi

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ABSTRACT

This study examines the impact of taxation policies on the growth of small and medium enterprises (SMEs) in Blantyre, Malawi. The primary objectives are to assess how tax policies influence SME performance, evaluate the effects of high tax rates on profitability and sustainability, and analyze the role of tax reforms in promoting or hindering SME growth. A descriptive research design was employed, utilizing qualitative and quantitative methods. Data were collected from 100 SMEs through structured questionnaires, interviews, and observations, focusing on business registration, years in operation, number of employees, perceptions of tax policies, VAT compliance, and tax filing processes.

Grounded in the ability-to-pay theory and optimal taxation theory, the data were analyzed using SPSS and Microsoft Excel through correlation and regression techniques to examine the relationships between taxation and SME growth. The findings indicate that while taxation is essential for government revenue, high tax rates, complex filing procedures, and limited awareness of tax policies create significant challenges for SMEs. Many SMEs struggle with compliance due to financial and technical limitations, resulting in reduced profitability and hindered expansion. Furthermore, VAT policies are often perceived as unfavorable, adding to their financial burdens.

The study concludes that tailored tax reforms—such as simplified tax regimes, lower tax rates, and improved taxpayer education—can enhance SME growth and sustainability. It recommends that policymakers balance revenue collection with SME development by introducing tax incentives and reducing bureaucratic hurdles.

KEYWORDS: Taxation , Small and Medium Enterprises, Value Added Tax, Malawi Revenue Authority

1. INTRODUCTION

1.1 Background of the Study

Small and Medium Enterprises (SMEs) are vital to economic growth and development, especially in developing countries like Malawi. Recognized as the backbone of many economies, SMEs contribute significantly to employment creation, poverty alleviation, and overall economic stability. In Malawi, SMEs constitute over 90% of businesses, providing livelihoods for a substantial portion of the population and fostering local entrepreneurship and innovation (Malawi National Statistics Office [NSO], 2020). These enterprises operate across various sectors, including agriculture, retail, manufacturing, and services, playing a pivotal role in driving local economic activities and supporting community development.

Despite their importance, SMEs face significant challenges that hinder their growth and sustainability. Among these challenges, taxation policies, particularly those related to Value Added Tax (VAT), emerge as a major obstacle. While taxation is essential for government revenue generation, its structure and implementation can severely impact the operational capacity, profitability, and growth potential of SMEs (Kanyenda, 2019). VAT, a consumption tax levied on the value added to goods and services, requires businesses with an annual turnover above a specified threshold to register with the Malawi Revenue Authority (MRA). Although VAT registration allows SMEs to reclaim input tax on purchases, potentially reducing their operational costs, it also introduces complex compliance requirements. These administrative burdens can disproportionately affect smaller businesses, which may lack the resources or expertise to navigate the VAT system effectively (World Bank, 2020).

For many SMEs, VAT registration presents a double-edged sword; while it provides opportunities to reduce costs through tax credits, it necessitates compliance with rigorous tax filing and reporting procedures. Maintaining proper records, submitting timely tax returns, and meeting various regulatory obligations can be particularly daunting for small business owners, many of whom may have limited financial literacy or accounting expertise. This compliance complexity can stifle the growth of SMEs, as they grapple with the administrative demands imposed by the VAT system.

In Blantyre City, home to a significant number of VAT-registered SMEs, understanding the dynamics of taxation and business growth is crucial for policymakers and stakeholders. Despite the recognized importance of SMEs in driving economic development, the impact of taxation on their growth

remains underexplored in existing literature. This study aims to investigate how taxation policies affect the growth and sustainability of SMEs in Blantyre City, focusing on tax rates, compliance costs, and administrative procedures. The findings will provide valuable insights into potential tax reforms that could create a more supportive environment for SME growth while ensuring sustainable government revenue collection. By addressing these issues, this research aims to contribute to the broader understanding of the interplay between taxation and SME development in Malawi, ultimately informing policy decisions that bolster this vital sector.

1.2 Importance and Purpose of the Article

The article emphasizes the vital role that Small and Medium Enterprises (SMEs) play in Malawi's economic landscape, as they constitute over 90% of businesses and are crucial for employment generation and poverty alleviation. SMEs not only stimulate local economies but also foster innovation and empower local entrepreneurs by providing essential goods and services to their communities. Despite their importance, these enterprises face significant challenges, particularly related to taxation policies such as Value Added Tax (VAT). These policies can create barriers to growth, as they impose complex compliance requirements that disproportionately affect smaller businesses with limited resources.

The primary purpose of the article is to investigate the impact of taxation on the growth and sustainability of SMEs in Blantyre City. It aims to provide insights into how tax rates, compliance costs, and administrative procedures influence SME performance and hinder their ability to thrive. Additionally, the article examines the importance of tax awareness and education among SME owners, as a lack of understanding can lead to non-compliance and financial strain.

By highlighting these challenges and exploring potential tax reforms, the article seeks to inform policymakers and stakeholders about the specific needs of SMEs. Ultimately, it aims to foster a more conducive business environment that supports the growth of SMEs, thereby contributing to sustainable economic development in Malawi. Through this research, the article aspires to enhance the understanding of the intricate relationship between taxation and SME growth, paving the way for policies that empower this vital sector.

1.3 Objectives of the Research

This study was guided by both a general objective and specific objectives, as outlined below.

Main Objective

To examine the impact of taxation policies on the growth and performance of small and medium enterprises (SMEs) in Blantyre City, Malawi.

Specific Objectives

- i. To assess the effect of tax policies specifically VAT on the performance of SMEs.
- ii. To evaluate the impact of high tax rates on the profitability and sustainability of SMEs.
- iii. To analyze the role of tax reforms in enhancing or hindering SME growth and development.

1.4 Scope of the Study

This study was conducted in Blantyre City, Malawi, which is known as the country's commercial hub and is home to a wide variety of Small and Medium Enterprises (SMEs) across sectors such as retail, manufacturing, and services. The research specifically targeted businesses like shops, supermarkets, kiosks, hotels, and other small-scale enterprises that are often affected by Value Added Tax (VAT) regulations and other taxation policies, making them representative of SMEs across the nation.

Data collection involved distributing structured questionnaires to a selected sample of SME owners and managers. Blantyre was chosen due to its significance as a business center, where SMEs experience the direct impact of taxation policies, including VAT compliance and tax-related financial burdens. The study aimed to highlight the taxation challenges faced by businesses in both the formal and informal sectors.

Conducted over two months, the study focused on data collection, analysis, and validation of responses. While it was limited to Blantyre City due to financial and logistical constraints, the findings are still relevant for the broader SME sector in Malawi given the city's economic importance and diverse range of SMEs.

The study examined how taxation policies affect the growth of SMEs, focusing on tax compliance, financial burdens, sustainability, and competitiveness. The research provides targeted insights into how taxation influences small business operations and overall sustainability within Malawi's business environment.

2. Literature Review

2.1 Overview of Previous Studies

These studies reveal both positive and negative impacts of taxation, influenced by factors such as tax rates, compliance costs, and administrative complexities.

Globally, Tee, Boadi, and Opoku (2016) examined the effect of tax payments on SME performance in Ghana. Their study revealed that taxation significantly impacted profitability, influencing pricing strategies and sustainability. They found that fluctuations in tax rates directly affected consumer demand and revenue streams, underscoring the importance of stable tax policies for SME growth.

In Malawi, Nyondo (2023) explored SMEs' perceptions of income tax compliance, finding that many viewed compliance as burdensome, which negatively impacted financial performance. The study highlighted that only 40.63% of SMEs were fully compliant with tax regulations, while nearly the same percentage (40.39%) were completely non-compliant. This indicates substantial barriers SMEs face, including financial constraints and inadequate tax education. The lack of understanding regarding tax obligations leads many entrepreneurs to perceive taxes as burdensome rather than a civic responsibility, contributing to widespread tax evasion.

Furthermore, Nanthuru et al. (2018) evaluated risk management practices among Malawian SMEs, linking inadequate practices to challenges in tax compliance. Their findings suggest that enhancing risk management could improve tax compliance and overall financial performance.

The African Centre for Tax and Economic Studies (ACTES) (2023) conducted a comprehensive analysis of Malawi's tax system, concluding that poorly coordinated tax incentives fail to attract investors. They recommend streamlining tax processes and reducing bureaucratic barriers to foster sectoral growth.

Previous studies from Malawi indicate that while taxation is essential for government revenue, excessive burdens and complex compliance procedures hinder SME growth. Simplifying tax systems, enhancing tax education, and providing clear tax incentives are vital strategies for supporting the sustainability and expansion of SMEs in Malawi, particularly in urban centers like Blantyre City.

2.2 Theoretical Framework

This theoretical framework outlines five key theories relevant to the impact of taxation policies on the growth of small and medium-sized enterprises (SMEs) in Blantyre City, Malawi. Each theory provides a distinct perspective on the relationship between taxation and business performance.

2.2.1 Ability-to-Pay Theory

The Ability-to-Pay Theory asserts that individuals and businesses should be taxed based on their financial capacity. This theory promotes the idea that those with higher incomes or wealth should contribute a larger share to public revenue than those with less. It is rooted in the principles of equity and social justice, advocating for a progressive tax system where tax rates increase with income levels (Seligman, 1893). This ensures that SMEs, which often operate with limited resources, are not unduly burdened by tax obligations that could jeopardize their sustainability. Braithwaite (2013) emphasizes that the principle of equity in taxation is crucial for maintaining economic balance and social justice.

2.2.2 Practicability Theory

The Practicability Theory suggests that tax systems should prioritize administrative simplicity and efficiency. It argues that taxes should be easy to collect and enforce, minimizing compliance costs and taxpayer resistance. The analogy of "plucking the goose where the feathers are thickest" illustrates the focus on practical revenue sources (Seligman, 1914). However, this theory has been criticized for potentially leading to inequitable tax burdens on certain groups, including SMEs, which may face disproportionate challenges under a tax system that lacks consideration for fairness (Schwarz, 2017).

2.2.3 Theory of Optimal Taxation

The Theory of Optimal Taxation focuses on designing tax systems that minimize economic distortions while maximizing government revenue. Introduced by Ramsey (1927) and developed by Mirrlees (1971), this theory emphasizes the importance of balancing efficiency and equity. It posits that well-structured tax incentives can foster growth within the SME sector, while overly high tax rates can discourage investment (Masato, 2019). Policymakers are encouraged to craft tax policies that promote compliance and economic growth, aligning with the theoretical ideals of social welfare.

2.2.4 Benefit Theory of Taxation

The Benefit Theory of Taxation posits that taxpayers should contribute based on the benefits they receive from government services. This principle of *quid pro quo* links taxation to public goods consumption, suggesting that individuals who benefit more should pay more (Lindahl, 1919). While this theory promotes accountability and efficient resource allocation, challenges arise in measuring benefits, especially for services like national defense or

public health, which do not have clear beneficiaries. As a result, the theory is often combined with the Ability-to-Pay principle to ensure a fairer tax system.

2.2.5 Economic-Based Theories of Taxation

Economic-Based Theories of Taxation, often termed deterrence theories, emphasize that taxpayers act as rational economic agents who evaluate the costs and benefits of compliance versus evasion. These theories suggest that individuals will comply with tax obligations only when the expected costs of non-compliance outweigh the benefits (Ibn Khaldun, 14th century). High tax rates can drive SMEs into the informal sector, reducing overall tax revenue (Mirrlees et al., 1971). Policymakers are encouraged to balance tax rates with effective enforcement mechanisms to foster compliance while minimizing economic distortions.

These theories Ability-to-Pay, Practicability, Optimal Taxation, Benefit Theory, and Economic-Based Theories—provide a comprehensive framework for understanding the complex relationship between taxation policies and the growth of SMEs in Blantyre City, Malawi. They highlight the need for tax policies that are equitable, efficient, and conducive to the sustainability and growth of SMEs, ensuring that the tax system supports rather than hinders economic development.

3. MAIN CONTENT

3.1 Explanation of Key Concepts

This section provides definitions and theoretical perspectives on taxation policies and their impact on the growth of Small and Medium Enterprises (SMEs) in Blantyre City, Malawi.

Tax Policies

Tax policy refers to government decisions on tax types, rates, and the entities subject to taxation (Evans, 2013). While taxation is essential for revenue generation, it can significantly impact business growth, especially for SMEs. High compliance costs and complex tax procedures create financial and administrative burdens that disproportionately affect smaller businesses (Tomlin, 2018). SMEs often struggle with tax compliance due to limited resources, leading to inefficiencies and potential tax evasion (Vasak, 2018). According to economic theories such as the Laffer Curve, taxation has a direct impact on economic activities, as excessively high tax rates may discourage business investment and growth.

In Malawi, SMEs face multiple tax obligations and high importation costs, which hinder their operational efficiency and push some into the informal sector, reducing government revenue (Masato, 2019). Additionally, inefficiencies in tax collection and high tax rates discourage compliance and competitiveness (Holban, 2017). Overly high tax burdens force SMEs to pass costs onto consumers, making their goods less competitive and limiting business growth.

Tax Rates

Tax rates determine the percentage of income or revenue businesses and individuals must pay to the government. These rates fall into categories such as direct taxes (income, corporate tax) and indirect taxes (VAT, sales tax) (Bolboros, 2016). SMEs in Malawi face a heavy tax burden, discouraging reinvestment and formalization (Kalu, 2018). High tax rates reduce profitability and push businesses toward informal operations to avoid compliance costs (MRA, 2021). Studies indicate that excessive taxation negatively affects SME financial performance and economic growth (Bolboros, 2016; Chirwa, 2015). Tax incentives, such as reduced rates and deductions, can encourage SME growth and compliance (IMF, 2020). Research also highlights that high tax rates lead to poor financial performance, tax evasion, and reduced reinvestment (Ali, Sjurson & Michelsen, 2015). Tax compliance refers to the extent to which businesses adhere to tax regulations by registering for taxes, filing returns, and making timely payments. Many SMEs in Blantyre struggle with compliance due to factors such as high tax rates, complex filing procedures, and limited access to financial resources.

Tax Reforms

Tax reforms aim to enhance revenue collection, improve compliance, and support business growth while reducing administrative burdens (Holban, 2017). Effective reforms consider a country's economic structure and administrative capacity (Cobham, 2012). In Malawi, reforms have focused on adjusting income tax rates, modernizing tax administration, and simplifying compliance (MRA, 2024). However, challenges such as informal sector dominance and policy inconsistencies persist (RBM, 2023). Research indicates that tax reforms improve compliance and economic activity, with a 1% tax reduction potentially increasing GDP by 0.8% (RBM, 2023). The introduction of digital tax administration systems has facilitated SME compliance (MRA, 2023). However, SMEs remain disproportionately affected by high compliance costs and complex tax codes (Pope & Abdul-Jabbar, 2018). Policymakers must prioritize broadening the tax base and ensuring policy consistency to enhance tax reform effectiveness (MCCCL, 2024; ICAM, 2024).

SMEs Growth and Profitability

SME growth and profitability are essential for economic development, especially in Malawi, where SMEs drive job creation and innovation (Mbewe, 2017). However, high tax rates and complex tax compliance procedures limit their ability to reinvest and expand (IMF, 2018). Many SMEs struggle with financial literacy, making tax compliance costly and challenging (Chirwa, 2015). Tailored tax policies that support SME growth through incentives and simplified procedures can enhance business performance (IMF, 2018). Sector-specific tax incentives can also create a more favorable business

environment (Chirwa, 2015). The Malawian government must align tax policies with SME growth objectives to foster sustainable economic development (Mbewe, 2017).

3.2 Analysis with Supporting Evidence

The analysis of the impact of taxation policies on small and medium enterprises (SMEs) in Blantyre City is based on data collected through surveys, providing valuable insights into how tax regulations affect business performance, investment decisions, and overall growth. A major concern among many SMEs is the burden of high tax rates, which significantly influence their profitability. According to research by the Malawi Confederation of Chambers of Commerce and Industry, tax rates exceeding 30% are particularly discouraging, as they create a financial environment where reinvestment becomes less viable. This concern is echoed by survey respondents who indicated that high taxes limit their ability to hire additional employees, invest in infrastructure, or engage in other growth-oriented activities.

Additionally, the complexity of the tax filing process presents a considerable challenge for SME owners. Many entrepreneurs find the bureaucratic procedures daunting, compounded by a general lack of tax literacy within this demographic. Survey data reveals that a significant percentage of SMEs struggle to comprehend tax filing requirements, leading them to seek external assistance, such as hiring accountants to navigate the process. This finding aligns with existing literature, which suggests that simplifying tax systems and offering more accessible digital filing options could significantly improve compliance rates among SMEs. By reducing the complexities associated with tax compliance, the government could empower more SMEs to fulfill their tax obligations and focus on their core business activities.

The implications of VAT registration also play a crucial role in the operational landscape for SMEs in Blantyre City. A notable number of SMEs remain unregistered for VAT, primarily due to concerns about its potential impact on pricing and competitiveness. Survey results indicate that a substantial majority of SMEs perceive VAT registration as unfavorable, fearing that compliance will lead to increased prices that could alienate customers. The reluctance to register for VAT underscores a broader trend in which smaller businesses view tax obligations as barriers rather than opportunities for growth. Only a small fraction of respondents—primarily larger SMEs with higher turnover—voluntarily registered for VAT, reflecting a widespread apprehension that often deters SMEs from engaging fully with formal tax systems.

Moreover, the findings reveal a clear link between tax policies and business performance. Many SMEs reported that taxation has a detrimental effect on their profit margins, with a significant portion indicating that high tax obligations lead to a direct reduction in profitability. In addition, the survey highlights that a considerable number of SMEs have postponed or delayed their expansion plans due to the financial constraints posed by tax policies. This scenario illustrates the broader economic theories that suggest excessive taxation can stifle business development, limit growth opportunities, and hinder the overall sustainability of SMEs in the region.

The analysis underscores the critical need for policymakers to reevaluate and reform taxation policies in a manner that supports SME growth. Addressing the burden of high tax rates, simplifying the tax filing process, improving education on tax obligations, and rethinking the approach to VAT registration are all essential steps toward fostering a more conducive environment for SMEs. By understanding the specific challenges faced by these enterprises, the government can create tailored interventions that not only enhance compliance but also stimulate business expansion and contribute to economic development in Blantyre City.

3.3 Case Studies, Example and Data

The analysis of taxation policies impacting small and medium enterprises (SMEs) in Blantyre City is further illustrated through a case study and statistical data.

In a notable case study, a small retail business in Blantyre City outlined the challenges it faced in complying with tax policies. Initially, the business operated informally, avoiding the complexities of tax registration. However, as the business grew, it was required to register for tax. The owner reported significant difficulties in understanding the tax obligations, which led to penalties for late filing. This lack of clarity not only caused financial strain but also created a sense of uncertainty regarding future compliance. Moreover, the high tax rates imposed further hindered the business's ability to reinvest its profits, ultimately limiting its growth potential and ability to expand operations. This example highlights the real-world implications of complex tax policies on the sustainability of SMEs in the region.

Supporting this case study, statistical data from survey responses provides a broader perspective on the challenges faced by SMEs in Blantyre. A significant portion of respondents, 40%, identified tax policies as a major constraint on their business growth. This concern reflects a widespread sentiment among SMEs that the current tax environment hampers their ability to thrive. Additionally, 35% of SMEs expressed the need for tax incentives or reductions to encourage expansion, underscoring the demand for a more supportive tax framework. Furthermore, half of the surveyed SMEs supported tax reforms, calling for lower tax rates and simplified filing procedures to ease compliance burdens.

These insights collectively highlight the pressing need for a more SME-friendly tax policy that balances government revenue collection with the sustainability of businesses. The findings indicate that taxation policies in Blantyre City significantly impact SME growth, with high tax rates, complex filing processes, and concerns surrounding VAT registration emerging as key challenges. Addressing these issues through targeted tax reforms, improved education on tax obligations, and the implementation of digital filing systems could enhance compliance and support business expansion, ultimately fostering a more vibrant SME sector in the region.

4. FINDINGS AND OBSERVATIONS

4.1 Key insights derived from the discussion

The landscape of small and medium enterprises (SMEs) in Blantyre City presents significant challenges that hinder their growth potential. A large number of SMEs operate informally, often as sole proprietorships, due to the complexities and costs of formal tax compliance. This situation highlights an urgent need for government strategies that promote formalization while simplifying tax obligations. Furthermore, most SMEs employ fewer than five people, categorizing them as micro-enterprises, which limits their ability to expand and create jobs. The restrictive nature of current tax policies exacerbates these financial constraints, making supportive policies essential for enhancing employment growth.

There is also a widespread negative perception of the tax system among SMEs, which many view as burdensome and complicated. This perception often leads to reluctance in complying with tax regulations, underscoring the necessity for simpler tax processes that can foster better relationships with tax authorities. High tax rates are perceived as barriers to profitability and reinvestment, indicating a need for tax policies that align with the financial realities faced by these businesses.

Moreover, many SMEs find VAT compliance challenging, resulting in instances of non-compliance. This points to the need for clearer guidance and support from tax authorities to facilitate better compliance. SMEs frequently express concerns about receiving inadequate information regarding their tax obligations, emphasizing the importance of improved communication and educational initiatives from the Malawi Revenue Authority. A significant number of SMEs also express uncertainty about how taxation affects their growth, indicating a demand for consistent and transparent tax policies that create a stable environment for investment and planning.

Overall, SMEs in Blantyre are advocating for tailored tax reforms that address their unique challenges. Targeted tax relief and incentives could stimulate growth, allowing SMEs to thrive despite the burdens of taxation. Addressing the challenges identified in this analysis is crucial for creating more supportive tax structures and fostering a favorable business climate, ultimately enhancing the contribution of SMEs to the local economy. Understanding the perceptions and needs of these enterprises will enable policymakers to design effective interventions that encourage formalization, compliance, and sustainable growth within the SME sector.

4.2 Correlation Analysis

This study used correlation analysis to examine the relationship between taxation policies and SME growth. Correlation measures how changes in one variable relate to changes in another without implying causation. There are three types of correlation. Positive correlation means both variables increase together, such as favorable tax policies leading to SME growth. Negative correlation occurs when one variable increases while the other decreases, like higher tax rates reducing profitability. No correlation means there is no clear relationship between the variables.

The coefficient of correlation (r) measures the strength and direction of this relationship on a scale from -1 to +1. A value of +1 indicates a perfect positive correlation, -1 shows a perfect negative correlation, and 0 suggests no correlation. Correlation strength is classified as weak (0.00–0.29), moderate (0.30–0.49), strong (0.50–0.69), or very strong (0.70–1.00).

A strong positive correlation would suggest that favorable tax policies promote SME growth, while a negative correlation would indicate that high taxation hinders profitability.

Table 1: correlation analysis

	Business Type	Years in Business	Number of Employees	Tax System Favorability	VAT Favorability	Tax Impact on Business
Business Type	1	0.45	0.3	-0.25	-0.4	-0.5
Years in Business	0.45	1	0.52	-0.3	-0.35	-0.6
Number of Employees	0.3	0.52	1	-0.2	-0.5	-0.45
Tax System Favorability	-0.25	-0.3	-0.2	1	0.7	0.65
VAT Favorability	-0.4	-0.35	-0.5	0.7	1	0.75
Tax Impact on Business	-0.5	-0.6	-0.45	0.65	0.75	1

The analysis reveals several negative relationships between business characteristics and perceptions of tax policies.

First, there is a weak negative correlation between business type and tax system favorability, suggesting that certain business types perceive the tax system unfavorably due to specific tax burdens. Similarly, a moderate negative correlation exists between business type and VAT favorability, indicating that some industries find VAT policies unfavorable due to higher compliance costs.

Furthermore, a weak negative correlation between years in business and tax system favorability suggests that older businesses may view the tax system less favorably due to increased tax obligations over time. A comparable weak negative correlation exists between years in business and VAT favorability, implying that longer-operating businesses may encounter challenges with VAT compliance.

Additionally, there is a weak negative correlation between the number of employees and tax system favorability, indicating that larger businesses may have a less favorable view of the tax system, likely because of higher payroll taxes. A moderate negative correlation between the number of employees and VAT favorability suggests that larger operations face more difficulties with VAT compliance.

Lastly, a stronger negative correlation between years in business and tax impact on business implies that established businesses experience a greater negative impact from taxation, while a moderate negative correlation exists between the number of employees and tax impact, suggesting that larger businesses often face more significant tax-related challenges.

These findings highlight the need for policymakers to consider the concerns of various business types to create more supportive tax regulations that promote growth.

5. Conclusion and Recommendations

5.1 Summary of the study

This study thoroughly investigates the impact of taxation policies, tax reforms, and tax rates on the growth and sustainability of SMEs in Blantyre City, Malawi. It finds that while taxation is crucial for government revenue, the current tax system poses significant challenges for small businesses. High tax burdens, complex regulations, inefficient filing processes, and inadequate taxpayer education are identified as major obstacles to SME growth and financial stability, often leading to reduced reinvestment capacity and operational difficulties.

The study highlights that tax policies often overlook the unique financial realities of SMEs, relying on a one-size-fits-all approach that increases financial strain. Compliance challenges arise from a lack of awareness and difficulties navigating the tax system, compounded by policy inconsistencies that create uncertainty for business owners. Additionally, inefficiencies in tax administration and limited access to professional guidance complicate compliance.

To mitigate these challenges, the study recommends simplifying tax policies, introducing targeted tax incentives, and strengthening taxpayer education to improve compliance. Digitalizing the tax filing process and implementing consistent tax reforms are also essential for reducing uncertainty and fostering trust between SMEs and tax authorities. A tiered tax structure is suggested to create a more equitable system, alongside tax relief programs for struggling SMEs.

In conclusion, the study emphasizes the need for taxation policies that balance government revenue generation with a supportive environment for SME growth. By implementing the proposed reforms, policymakers can enhance compliance, encourage business expansion, and contribute to economic growth in Blantyre City and beyond. A tax framework aligned with SME needs will strengthen the sector's role in employment creation, innovation, and overall economic development.

5.2 Recommendations

Taxation policies play a vital role in the growth and sustainability of small and medium-sized enterprises (SMEs), yet the existing tax landscape presents substantial challenges. To create a more supportive environment for SMEs, the government should focus on simplifying tax regulations to make them more understandable and accessible, thereby reducing compliance difficulties and administrative burdens.

Additionally, introducing targeted tax incentives for SMEs can significantly alleviate financial pressures and promote business growth. Strengthening taxpayer education is also crucial; the government should implement initiatives to enhance SMEs' understanding of tax regulations through workshops and easily digestible resources in various languages.

Investing in user-friendly digital tax filing platforms will further streamline compliance for SMEs, making the tax process more manageable. Developing mobile applications for tax filing and payments, along with providing training for effective use, will facilitate smoother interactions with the tax system.

Moreover, ensuring consistent and transparent tax reforms is essential. The government must clearly communicate any policy changes ahead of time and actively engage with SMEs during the reform process to foster trust and create a stable tax environment. Establishing a tiered tax structure that offers lower rates for smaller businesses will promote equity in the tax system, encouraging formalization and rewarding compliance.

Lastly, creating tax relief programs for struggling SMEs can support them during financial hardships, allowing them to maintain operations and recover. By implementing these recommendations, the government can cultivate a tax environment that promotes SME growth, enhances compliance, and contributes to broader economic development, ultimately leading to increased formalization and reinvestment in small businesses.

5.3 Suggestions for future research or actions

Tax policies play a crucial role in shaping the growth and sustainability of small and medium-sized enterprises (SMEs). However, challenges such as complex tax systems, policy uncertainty, and high tax burdens continue to hinder SME development. Future research should focus on identifying strategies to create a more supportive tax environment that enhances compliance, financial stability, and long-term growth.

1. Enhancing SME Compliance and Growth

Research should explore how digital tax systems improve SME compliance and efficiency while assessing the effectiveness of tax incentives in promoting formalization. A comparative analysis of SME taxation in Malawi and other countries can identify best practices for fostering business growth.

2. Addressing Tax Policy Uncertainty

Studies should examine how inconsistent tax policies affect SME financial planning, investment decisions, and access to funding. Research on creating stable tax frameworks and improving tax education can help SMEs manage financial risks and enhance compliance.

3. Balancing Tax Burden with SME Profitability

Investigating the impact of taxation on SME profitability, job creation, and sustainability is crucial. Research should also explore strategies to transition informal businesses into the formal economy through fair tax policies and incentives.

By addressing these key areas, future research can provide valuable insights into creating SME-friendly tax policies. A well-structured tax system will not only enhance compliance but also foster SME growth, improve financial stability, and contribute to overall economic development.

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