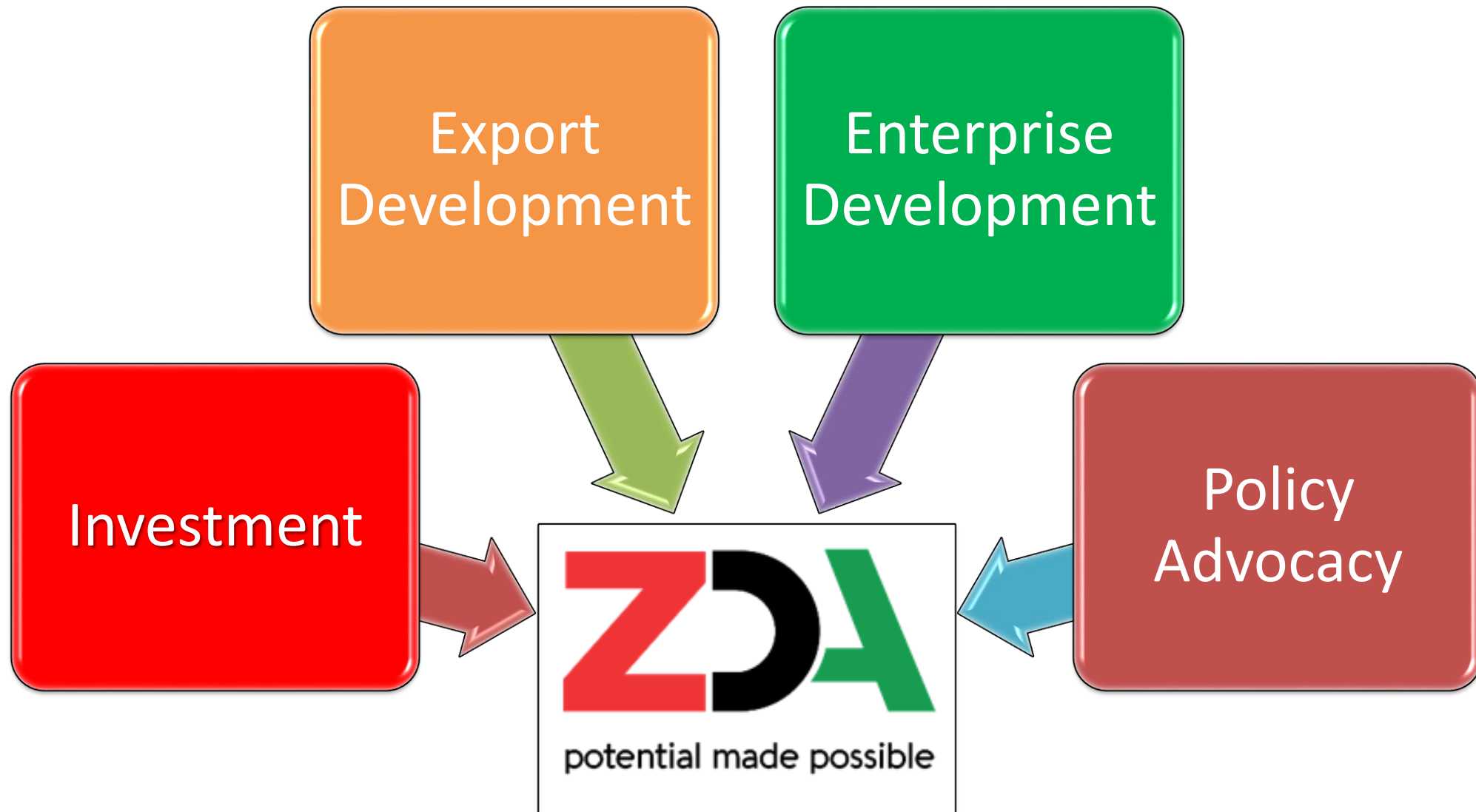




potential made possible

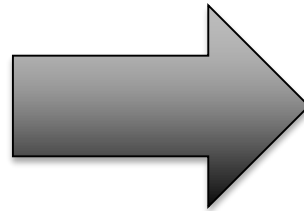
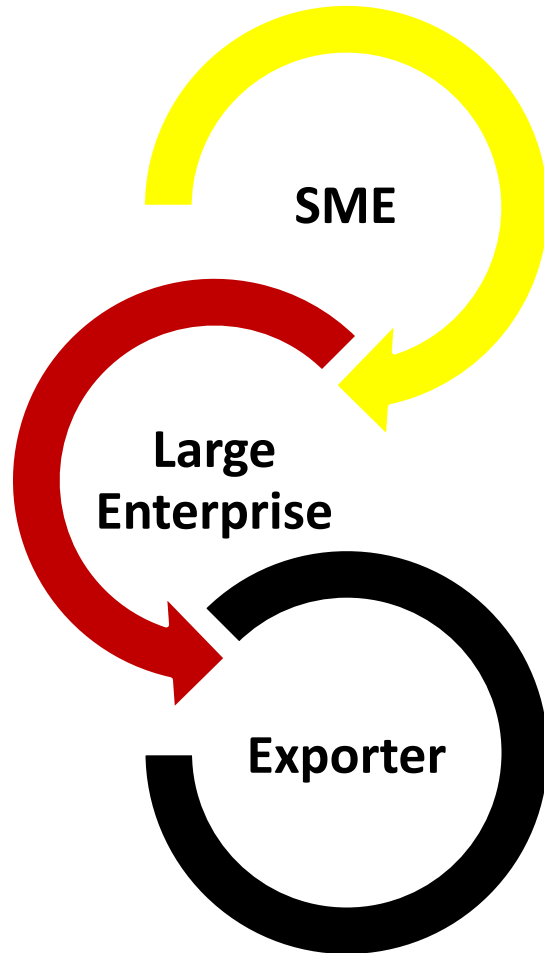
Business Opportunities & the Role of the ZDA

Who are we?



ZDA & Private Sector

We are the friends of the Private Sector



Wealth & Jobs
**Capacity to
Industrialize &
Export:**
Tech, Skills &
Capital

Investment Facilitation

- Showcasing of investment opportunities to prospective investors
- Investment Advisory
- Aftercare Services once registered
- Business Development Services
- Investment protection against state nationalization;
- Free facilitation for application of immigration permits, secondary licenses & land acquisition
- Business linkages
- Facilitation and Recommendation for Tax Incentives.

Investment Framework

Private sector led economy

- ✓ Open to Local and Foreign investors
- ✓ Investment Protection
- ✓ No restrictions on transfer of capital & repatriation of profits
- ✓ No exchange controls
- ✓ Investment protection through Bilateral Investment Treaties (BITs)

Sustainable Investment



TOURISM



MINERAL
PROCESSING



MANUFACTURING



AGRICULTURE



ENERGY

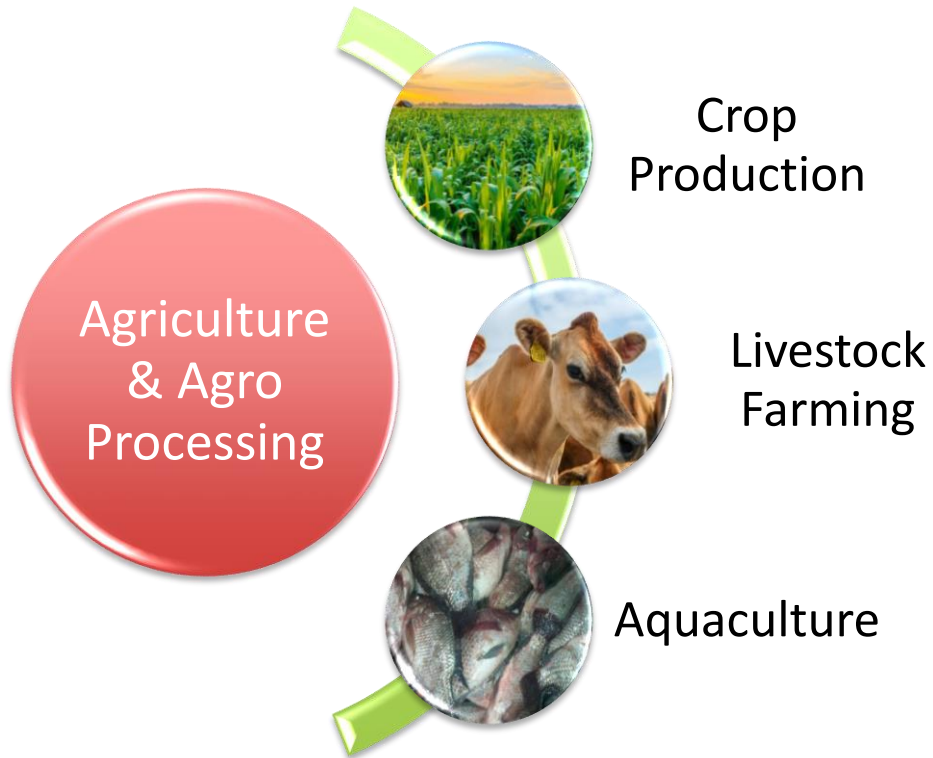


INFRASTRUCTURE

**All sectors of the
economy are important!**

Agriculture

- **Positive growth hovering between 6% and 12% in the past six years**



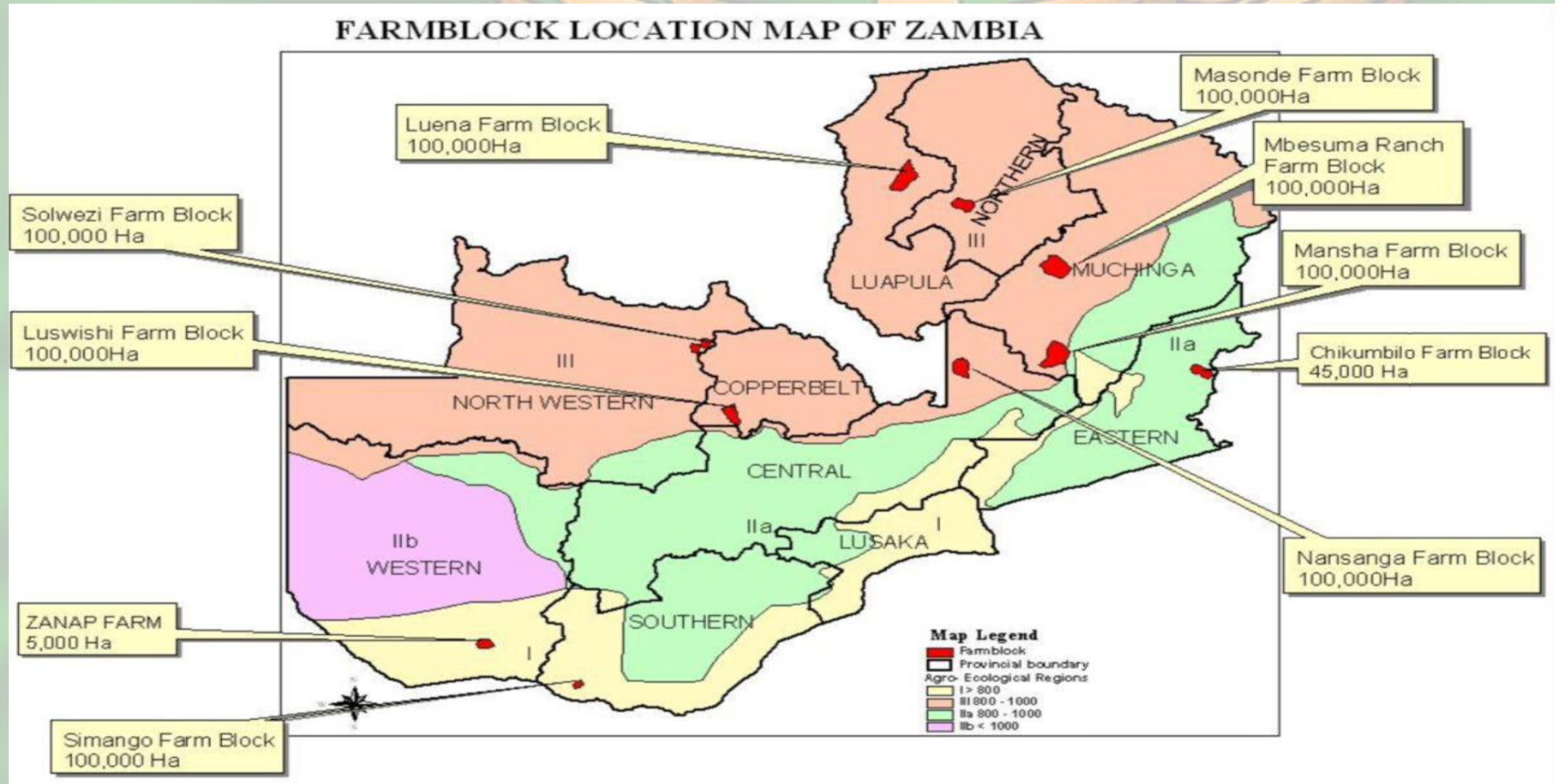
Attractive Incentives

- Suspended import duty on biological control agents
- No import duty on greenhouse plastics
- Reduced import duty from 25% to 15% on selected bulb plants and seedlings
- No export duty on crocodiles skin
- Suspended import duty on refrigerated trucks
- Corporate tax at 10% plus 0% duty rate on imported capital goods

Establish Anchor Farms in Farm Blocks

- ❖ The Government established one productive farm block in each of the ten provinces of Zambia .
- ❖ The programme is to open viable farmland in various parts of the country to investment in not only primary production but connect the local farmers who would become out-growers to the lucrative global Agro commodities value chain.
- ❖ Basic infrastructure is being provided in the Farm Blocks to attract Zambian individuals and the private sector, both local and foreign, to invest in agriculture and agricultural related ventures in these areas.
- ❖ Investment-ready farm blocks include Nansanga (Serenje District, Central Province), Luena (Kawambwa District, Luapula Province) and Luswishi (Lufwanyama District, Copperbelt Province).
- ❖ Farm Block Configuration: Core Venture (5001-10,000 Ha), Commercial Farms (1001-5000 Ha), and relatively smaller categories of farms 101-1000 Ha; 11-101 Ha; and 5-10 Ha.

Establishment of anchor farms in Farm Blocks



Government Projects available for Investment

Investment Opportunity	Description of Investment and Associated Benefits – Green 2000 Project in the Luena Farm Block	Investment Cost	Agency
<ul style="list-style-type: none"> Management and Operation of the Green 2000 Commercial Farm, Agricultural Services and Training Centres and Provision of agricultural extension services to nearby communities. The partnership is available under a PPP arrangement. The PPP Act of 2009 is in place to guide investors in the management of the project. 	<ul style="list-style-type: none"> Approximately 1022 kilometers from Lusaka 2,500 Ha of Land with access to surface water from rivers and streams Operation comprises an Agricultural Services Training Centre (ASTC), Commercial Farm, Community Production Unit and an Education Unit for Schools ASTC: Complete infrastructure consisting of Administration Block, Training Classroom and Centre for Agricultural Machinery Services, Post-harvest facilities Commercial Farm: 16 Centre Pivots with a capacity to irrigate 65 Ha each Two Pump Stations equipped with heavy duty pumps Commodity Suitability: Maize, Soya Bean, Wheat, Carrot, Potatoes Area is yet to be connected to the National Electricity Grid – Use of diesel-powered generators Community Production Unit: Provision of agricultural extension services in modern technologies; Farmers to be organized in cooperatives with access to irrigated plots; opportunity for out grower and provision of inputs Education Unit for Schools: Provision of agricultural production kits to Five (5) Schools 	<ul style="list-style-type: none"> Set-up and operational Costs Connection to National Electricity Grid 	<p>Ministry of Agriculture – Technical Services Branch</p>



MANUFACTURING

- Value Addition is Our Priority
- Accounts for about 8% of the Country's GDP
- *Key Investment Opportunities:*
- Mineral Processing: Copper, Cobalt, Gemstones
- Light Engineering: Agricultural Equipment, assorted mechanical tools and parts
- Production of Medical consumables and medicines



Tourism

Endowed with awe-inspiring natural wonders, wildlife and open space

20 National Parks

34 Game Management Areas

40% of Southern African water bodies (The mighty Victoria Falls, Kalambo Falls the deepest in Africa, Zambezi River, biggest man made lake in Africa Kariba and the shores of Luapula not forgetting Lake Tanganyika of Northern Province and vast open spaces

Energy

- **Key Investment Opportunities:**

Demand for electricity exceeds 2500MW creating opportunities in:

- ✓ Refineries, storage facilities and pipelines for petroleum and gas
- ✓ Renewable energy facilities and transport facilities for coal distribution and exports.
- ✓ Solar Energy Projects (country has over 3,000 sunshine hours annually)
- ✓ Geo-thermal plant; Biofuel Energy Projects; and Hydro Power: -a number of projects @ pre feasibility or feasibility stage.



Infrastructure Development

Key Investment Opportunities:

- i. Agriculture: Grain storage facilities
- ii. Transport: Road projects, Railway, inland ports, bridges, Airports, etc.
- iii. Real Estate: Housing units.
- iv. Industrial structure: MFEZs, Industrial parks, Farm blocks
- v. Health: Hospitals, clinics (growing demand for specialized hospitals)
- vi. Education: Schools, colleges, universities (Limited private universities)
- vii. Tourism: Hotels, convention centres

Projects



Tomato Processing

- **Proposed investment amount-** USD 5m
- Projected Annual output- 10,000tons
- Projected Annual Sales- \$11m
- IRR -30%
- Avg. net profit margin-20%
- Location- Lusaka



Cashew Nut Project

- Proposed investment amount- USD 5m
- Projected Annual output- 12,000tons
- Projected Annual Sales- \$13m
- IRR -26%
- Avg. net profit margin- 14%
- Proposed Location- Chilanga



Organic Fertilizer Production

- Proposed investment amount- USD 10m
- Projected Annual output- 50,000 tons
- Projected Annual Sales- \$18m
- IRR -38%
- Avg. net profit margin- 27%
- Proposed Location- Choma



Mango Processing Project

- Proposed investment amount-USD 5m
- Projected Annual output- 30,000 tons of pulp & 5,000 tons of dried mango
- IRR-35%
- Avg. net profit margin; 10%-23%
- Proposed location- location



Honey Processing

- Proposed investment amount-USD 5m
- Annual output- 5,000 tons per annum
- IRR-36%
- Avg. Net profit margin-25%

Projects

Development of Chipota Falls 200KW Mini Hydro Projects

- Open for FDI through a majority stake
- Project site: Serenje, Central Province
- Total investment cost- US\$ 3,123,300
- Greenfield project

Fisenge Milk Processing Project

- Open for FDI through a majority stake
- Project site: Luanshya, Copperbelt Province
- Total Investment: US\$250,000
- Brownfield project

ATTRACTIVE TAX INCENTIVES



potential made possible

Key sectors' incentives include:

- 0% Customs Duty on capital equipment and machinery
- Accelerated Depreciation on capital equipment and machinery
- 10% Corporate tax for Agriculture and Agro-processing
- VAT Deferment

TAX SAVING



potential made possible

Export Development & Trade Opportunities



ZDA's Role in Export Development

Overall Objective: *Promotion of Non-Traditional Export (NTE) Development for achievement of economic diversification*

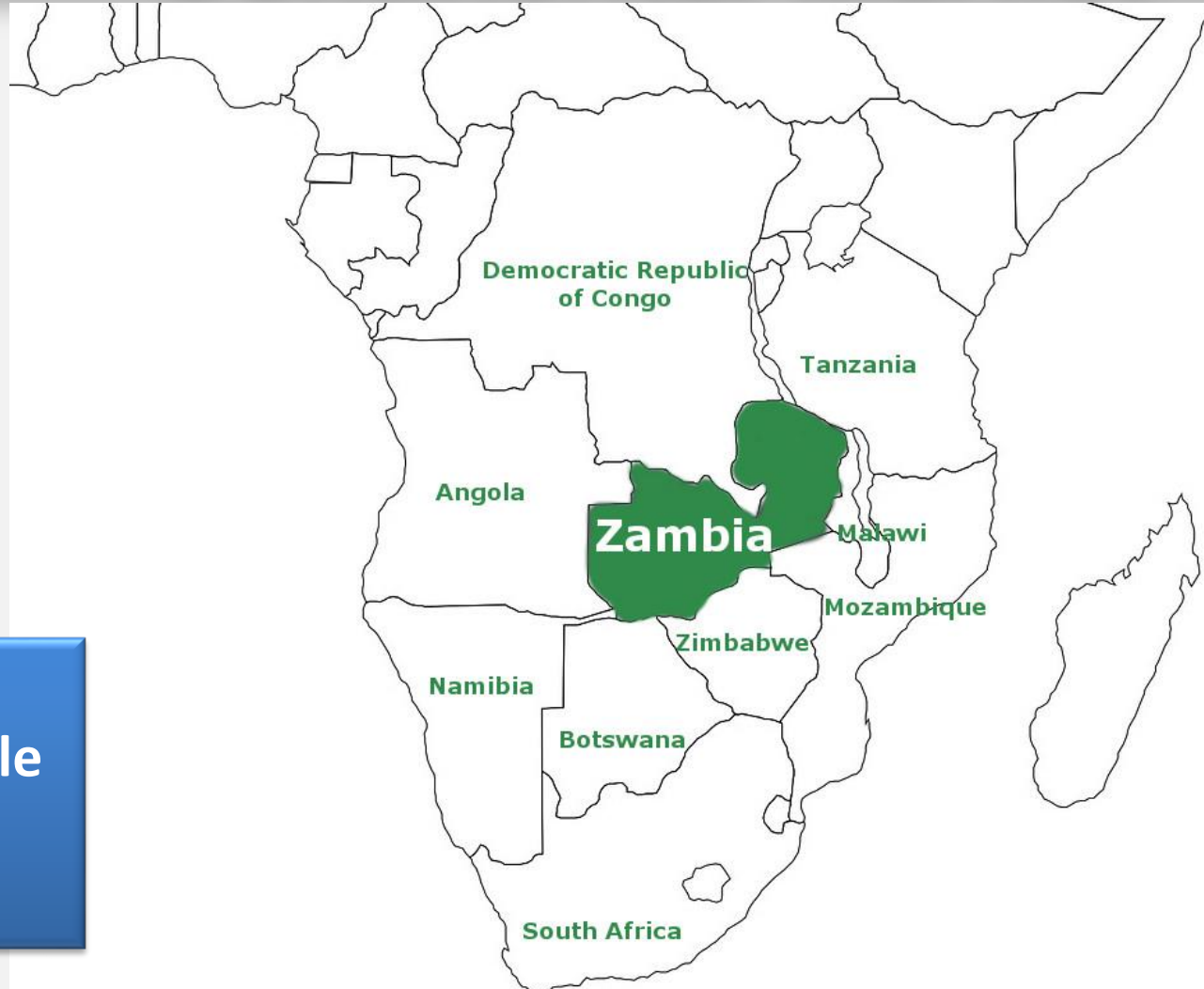
Main export development activities include:

- Capacity building
- Product development
- Export promotion
- Market development
- Market Research
- Dissemination of Information on Export market
- Facilitation of business linkages

Overview of Regional & Continental Market

AFCFTA
1.3 Billion people
GDP- US\$3.4
Trillion

COMESA
450 Million People
GDP- US\$561
billion



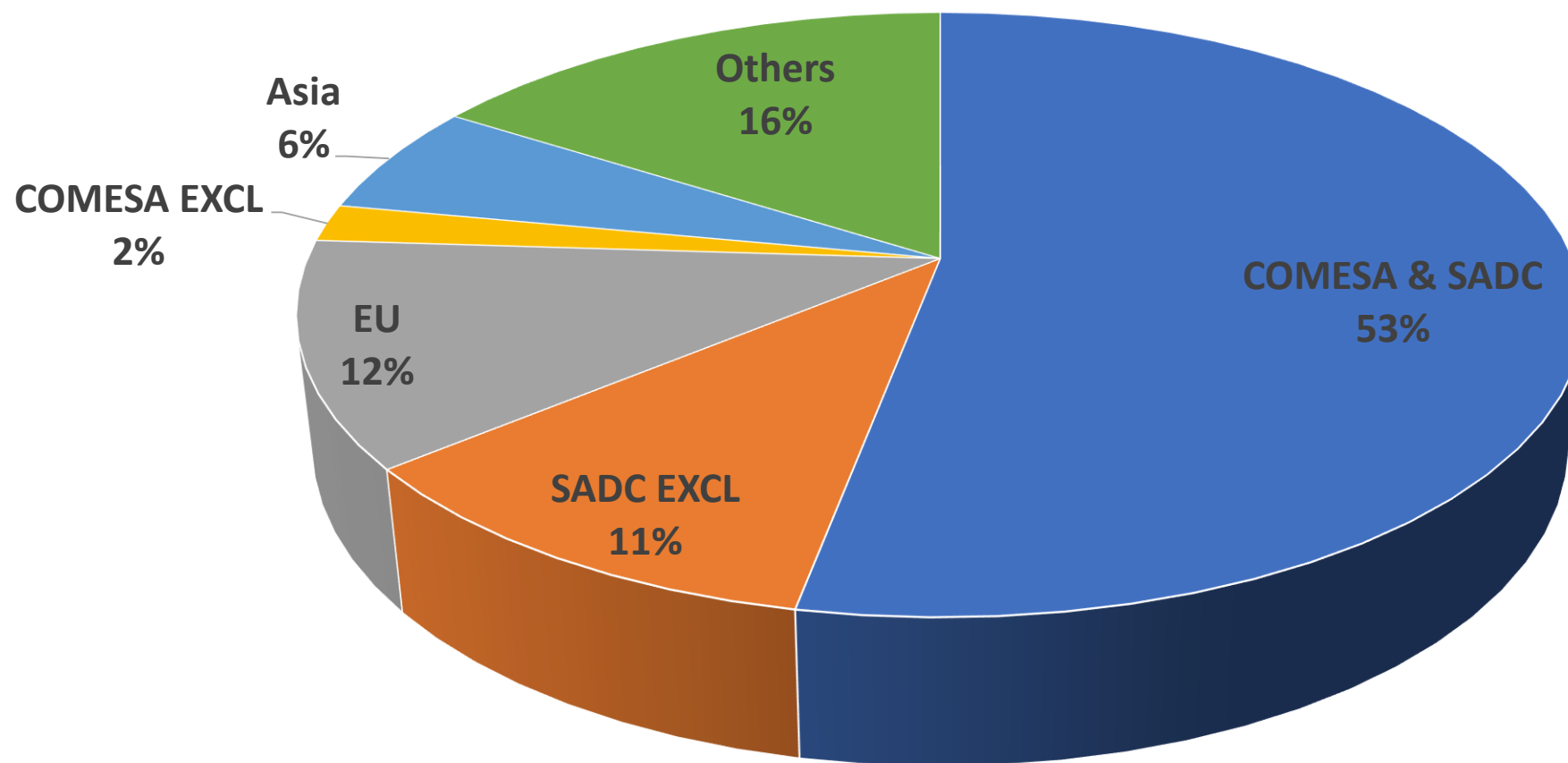
SADC
342 Million
GDP- US\$689
billion

**Tripartite Free
Area**
Over 700
Million People
GDP-US\$1.4
trillion

ZAMBIA'S TRADE PERFORMANCE

	2015	2016	2017	2018	2019	2020
Total Exports (US\$, million)	6,991.00	6,462.40	8,158.70	9,067.60	8,944.14	7,817.00
Total Exports Growth (Percent)	-27.87	-7.56	26.25	11.14	-35.74	-26.30
Total Metal Exports (US\$, million)	5,109.10	4,615.60	6,203.60	6,850.40	6,680.01	5,878.02
Metal Export Growth (Percent)	-29.85	-9.66	34.41	10.43	-2.50%	14.06
Total NTEs (US\$, million)	1,881.90	1,846.80	1,955.20	2,217.20	2,264.13	1940.00
NTE Growth (Percent)	-21.87	-1.87	5.87	13.4	2.1	-52.01
NTEs as Percent of Total Exports	26.9	28.58	23.96	24.45	25.31	16.48

EXPORTS BY MARKET BLOC



Zambia's top Import country origins ('000)

Country	Import Value	% Share in Zambia's Imports
World	5313.73	100
South Africa	1763.23	33.2
China	893.74	16.8
United Arab Emirates	469.12	8.8
India	285.63	5.4
United States of America	119.23	2.2
Japan	112.71	2.1
Mauritius	109.71	2.1
United Kingdom	97.73	1.8
Namibia	85.75	1.6
Tanzania, United Republic of	73.72	1.4
Seychelles	72.94	1.4
Congo, Democratic Republic of the	71.04	1.3
Germany	70.42	1.3
Netherlands	64.42	1.2
Zimbabwe	62.40	1.2

Zambia's top Export markets in the World(USD million)

Country	Export Value	% share in Zambia's Exports
World	7804.72	100
Switzerland	3460.28	44.3
China	1457.25	18.7
Congo, Democratic Republic of the	971.48	12.4
Singapore	905.46	11.6
South Africa	200.15	2.6
Malawi	104.41	1.3
Luxembourg	103.46	1.3
Zimbabwe	101.07	1.3
Namibia	59.74	0.8
Tanzania, United Republic of	58.43	0.7
Hong Kong, China	51.54	0.7
Kenya	39.16	0.5
India	38.01	0.5
Burundi	24.46	0.3
Botswana	23.18	0.3

TOP EXPORT PRODUCTS

- Sugar
- Cotton
- Tobacco
- Bullion
- Copper wires
- Sulphuric acid
- Beverages
- Precious stones
- Beef
- Maize and maize seed



POTENTIAL EXPORT PRODUCTS

- Precious stones
- Chicken meat
- Flowers
- Electricity
- jewellery
- Raw hides
- Footwear
- Bran (wheat/maize) Honey
- Cement clinkers

Explosives

- 
- A collage of various raw materials including stones, meat, flowers, electricity, jewellery, raw hides, footwear, bran, honey, and cement clinkers. The image is a vertical composition of several smaller images. At the top, there are yellow, translucent stones or crystals. Below that, a piece of raw chicken meat is shown. Next is a close-up of green flowers. Then, a glowing yellow light bulb representing electricity. Below that, a piece of gold jewellery. Then, a raw animal hide. Next is a pair of brown leather footwear. Then, a pile of golden bran. Below that, a jar of honey. Finally, at the bottom, a pile of grey cement clinkers. The entire collage is set against a dark, textured background.
- Precious stones
 - Chicken meat
 - Flowers
 - Electricity
 - jewellery
 - Raw hides
 - Footwear
 - Bran (wheat/maize) Honey
 - Cement clinkers

EXPORT TAX INCENTIVES

- Duty Drawback Scheme
- Exemption from Duty for Goods Originating from SADC Region
 - Manufacture under Bond
- 10% Tax Rate for NTEs in Agro-Processing & Farming
 - Zero rate on export of taxable products

The logo consists of three large, stylized letters: a red 'Z', a dark grey 'D', and a green 'A'. The letters are bold and blocky, with the 'Z' and 'A' having a slight 3D effect. The 'D' is a solid dark grey. The text "When will you invest in Zambia?" is superimposed over the center of the logo in a bold, black, sans-serif font.

When will you invest in Zambia?

potential made possible