



**ZAMBIA
DEVELOPMENT
AGENCY**

Investment for Prosperity

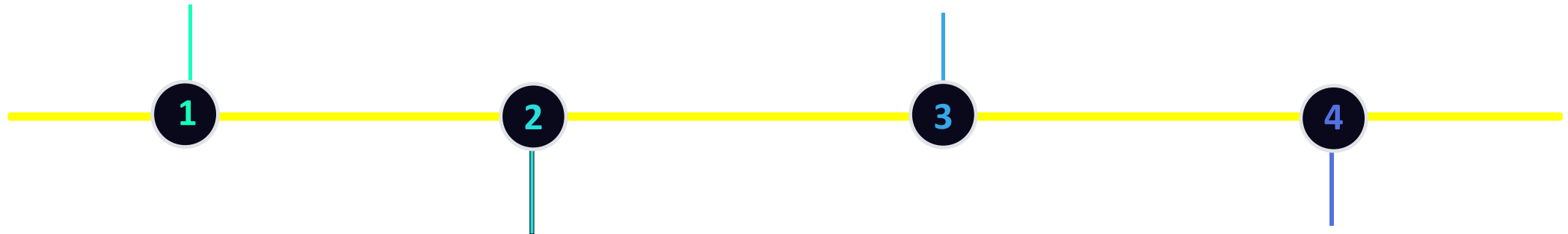
INVESTING IN ZAMBIA

Mr. Albert Halwampa – Director General

ZAMBIA AT A GLANCE

Ranked 3rd in investment attractiveness, from 12th in Africa (Fraser Report 2024)

Economic growth 6th largest economy in SADC (SADC report 2023)



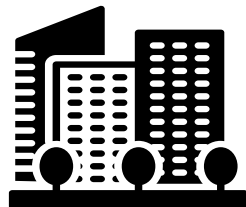
2nd largest copper producer in Africa, and 9th in the world (Global Data 2023)

World's largest emerald producer (Global data – 2023)

REASONS TO RE-INVEST IN ZAMBIA



1. Good leadership



2. Private sector driven policies



3. Political stability

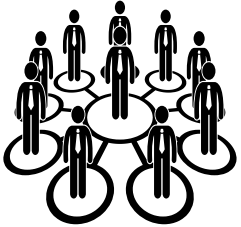


4. Peaceful and in harmony with neighbors



5. 100% repatriation of profits

Cont.



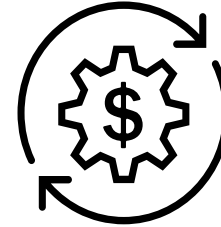
6. Available
skilled manpower



7. Favorable Tax
regime



8. Infrastructure
availability



9. Low cost of
production

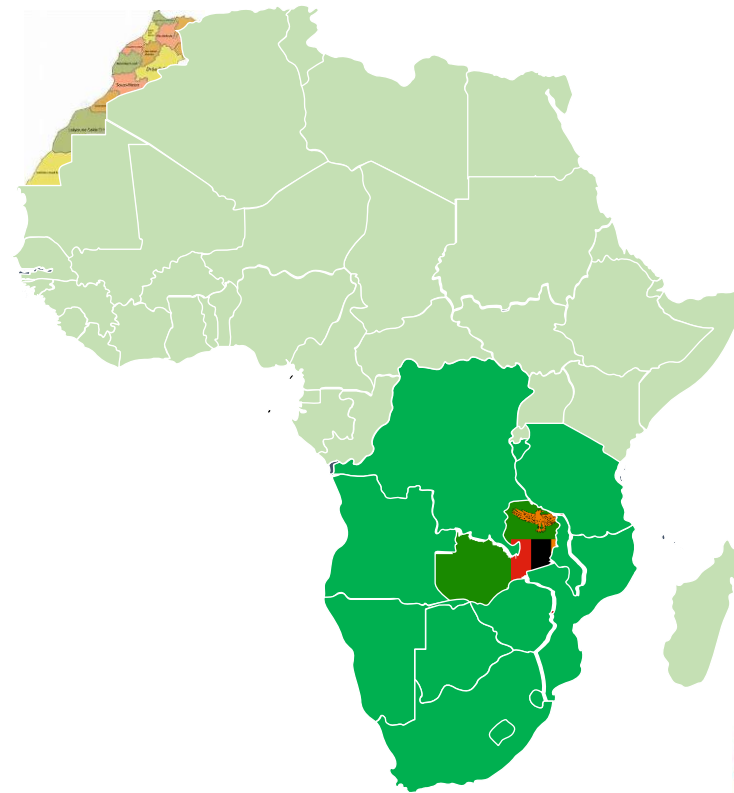


10. Land
abundance

Central Location – Access to Vast Market



372 Million people
GDP- US\$755 billion



AfCFTA
1.3 Billion people
GDP- US\$3.4 trillion



Over 600 Mn
People
GDP- USD1.0
trillion



Regional:

- Over 800Mn people
- GDP - US\$1.4 trillion

Immediate Market: 8 + 2 countries

Regional logistics hub | Significant infrastructure investments allow Zambia to establishing itself as a regional logistics hub

Lobito Corridor*
 1300km railway line will connect Zambia and DRC to the Angola port of Lobito¹

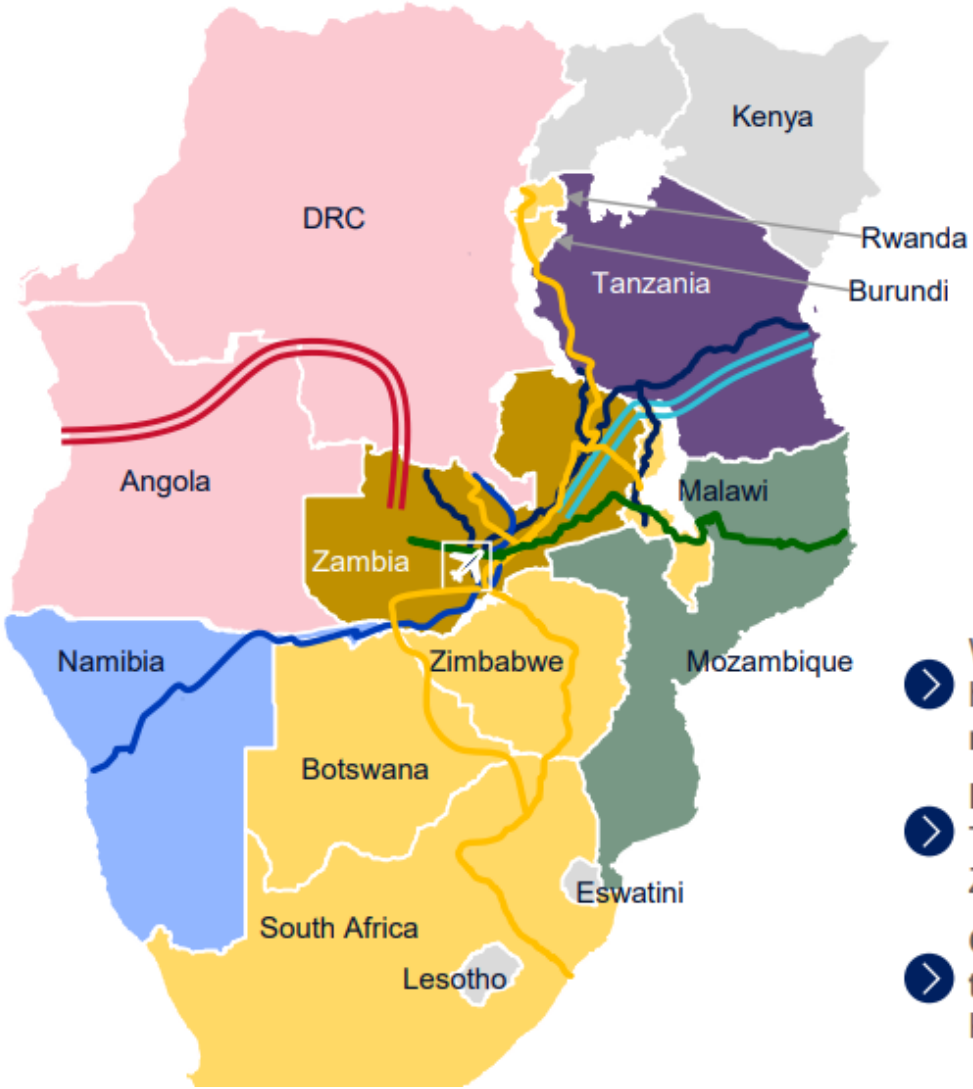
North-South Corridor
 2700km road connects Zambia to Malawi, Tanzania, Burundi and Rwanda in the North, and to Botswana, Zimbabwe and South Africa in the South⁴

Trans-Zambezi corridor
 2500km railway connecting Zambia to Namibia's port in Walvis Bay³

Dar-es-Salaam Corridor
 Major road that connects Zambia to Tanzania's port in Dar es Salaam³

Tazara Railway*
 1800km connecting Zambia's copper belt to the port of Dar es Salaam⁷

Nacala Corridor*
 1900km road which connects Zambia to Malawi and to Mozambique's port of Nacala⁴



- Road corridors
- Railway
- International airport with cargo hangers
- Under development

- Well-connected through various trade routes, Zambia has **land access to neighbouring countries and major trade ports** in the Indian and Atlantic Oceans³
- **More trade routes are under development** incl. the Trans-Kalahari corridor⁸ and Lobito corridor¹ allowing Zambia to emerge as a regional logistics hub
- **Opportunities to export goods within and beyond the region through cargo airports** like the Kenneth Kaunda International Airport

ACCESS BY AIR



THREE INTERNATIONAL AIRPORTS

- Kenneth Kaunda (Lusaka)
- Harry Mwanga Nkumbula (Livingstone)
- Simon Mwansa Kapwepwe (Ndola)



INVESTMENT OPPORTUNITIES

Agriculture In Zambia



Farm Blocks

- One million hectares earmarked for agricultural investment in Zambia:
 - 10% income tax on farming profits
 - Zero tax on dividends from farming profits for the first five years
 - Zero-rating of taxable agricultural products and supplies.



Wheat

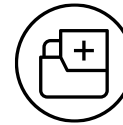
- Production - 234,925MT pa
- Local demand - 500,000MT pa.
- **Gap: excess of 250,000MT pa**

Imperatives:

- Land in Farm Blocks
- Good climate
- Abundant Water (45% of SADC)
- Market (local & International)
- Infrastructure
- Labor available

Maize

- Average Production: 2.7Mn MT
- Local Demand: 3Mn MT
- Neighboring countries: 7Mn MT
- **Gap: excess of 6Mn MT pa**



Government support

- 0% tax on profits from sales of corn starch up to 2033.
- 0% WHT on dividends declared from profits made from local sales of corn starch up to 2033.



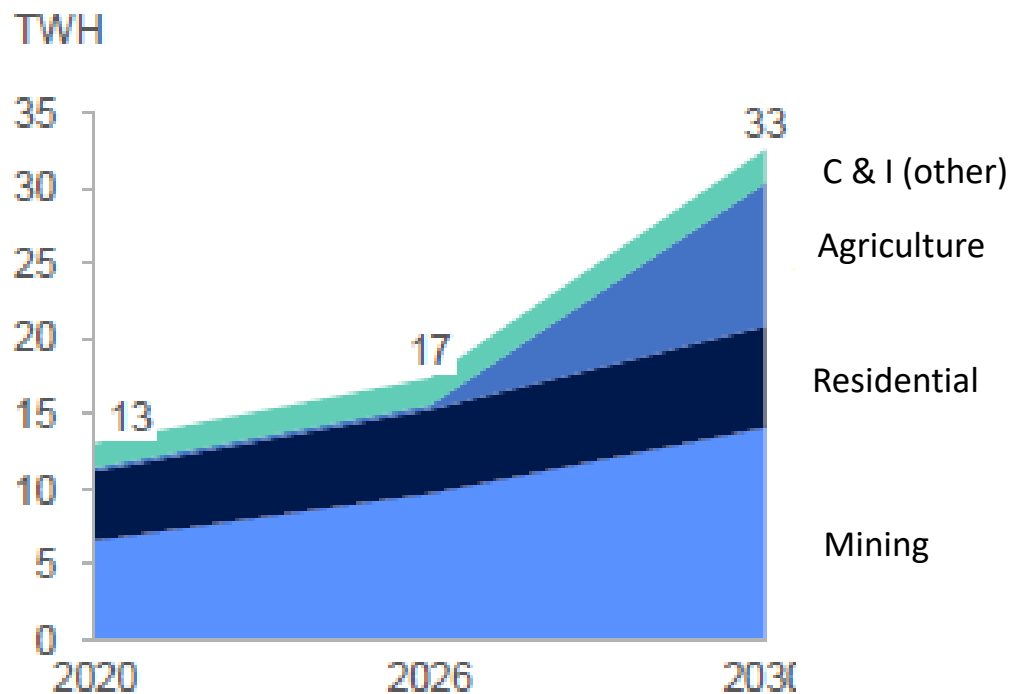
Other Opportunities

Agro Luswishi Farm	A joint venture for industrial-scale farming.
Project Location	Lufwanyama District
Lead Agency/Promoter	Industrial Development Corporation
Action Required	Partners
Cost	USD50 million
Status	Brownfield



Moringa Innovation Program	A public-private partnership for sustainable agriculture
Project Location	Lusaka District (HQ)
Lead Agency/Promoter	Moringa Innovation Program
Action Required	Partners
Cost	USD8 million
Status	Greenfield

Energy



- 1 **Domestic Demand**
Projected to rise rapidly, mainly driven by the expansion of mining and agriculture sectors.
- 2 **Agriculture and Manufacturing**
Expected consumption growth of 11.7TWH by 2030
- 3 **Mining**
Expected consumption growth of 13.1TWH by 2030
- 4 **Market Potential**
The growing domestic and regional demand for electricity translates into a large market potential of \$775M by 2030, with the industrial, agricultural, and residential sectors offering the most significant opportunities.

Export of Energy

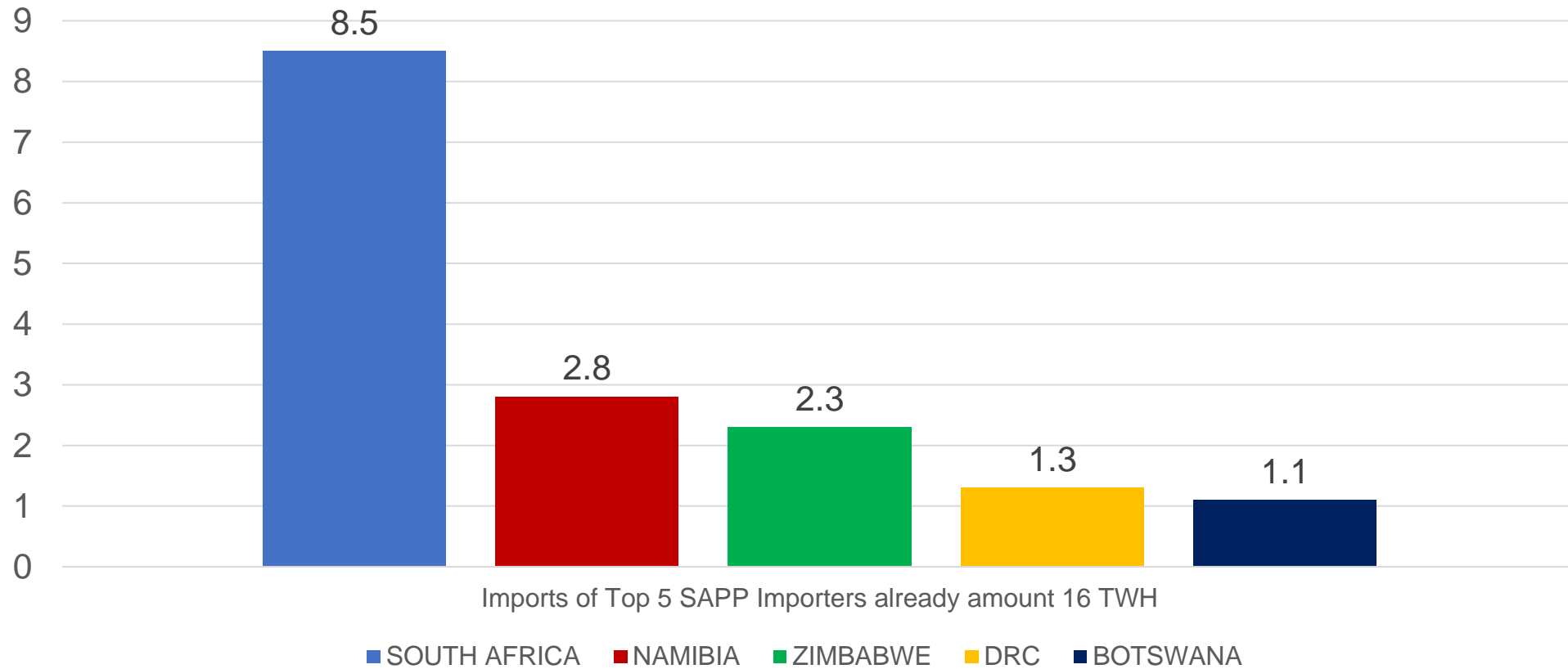


SAPP electricity supply gap

- 1 **SAPP Electricity Demand**
 - Expected to grow by 3.6% per year, reaching 490 TWH in 2030,
 - Demand driven by industrialization, electrification, and population growth,
 - Opportunity for Zambia to export its renewable energy
- 2 **SAPP Electricity Supply Gap**
 - Expected generation deficit by SAPP; 67 GW in 2030.
 - Expected supply deficit in DRC, Zimbabwe, Namibia, and Botswana
 - High dependence on foil fuels by most SAPP countries.
- 3 **Renewable Energy Advantage**
 - Most suitable options to meet the increasing demand in the SAPP region.

Electricity import by SAPP Country

Imports per country in TWH in 2023



Some Opportunities

Lufubu Hydropower project

- Hydro-plant to generate a total of 163MW. plants interconnected by 132kv transmission lines.
- Investment required: \$745M

Ngonye Falls Project

- Hydro - Plant to generate 180 MW.
- Investment required: \$625M

KOKEB Solar Plant

- Establishment of a 50MW solar plant.
- Investment required: \$200M

List of projects for partnership in the QR code



MINING

Regulatory Reform

Zambia is establishing a Minerals Regulation Commission to improve oversight and address issues like production reporting, mineral content analysis, and illegal mining.

Production Targets

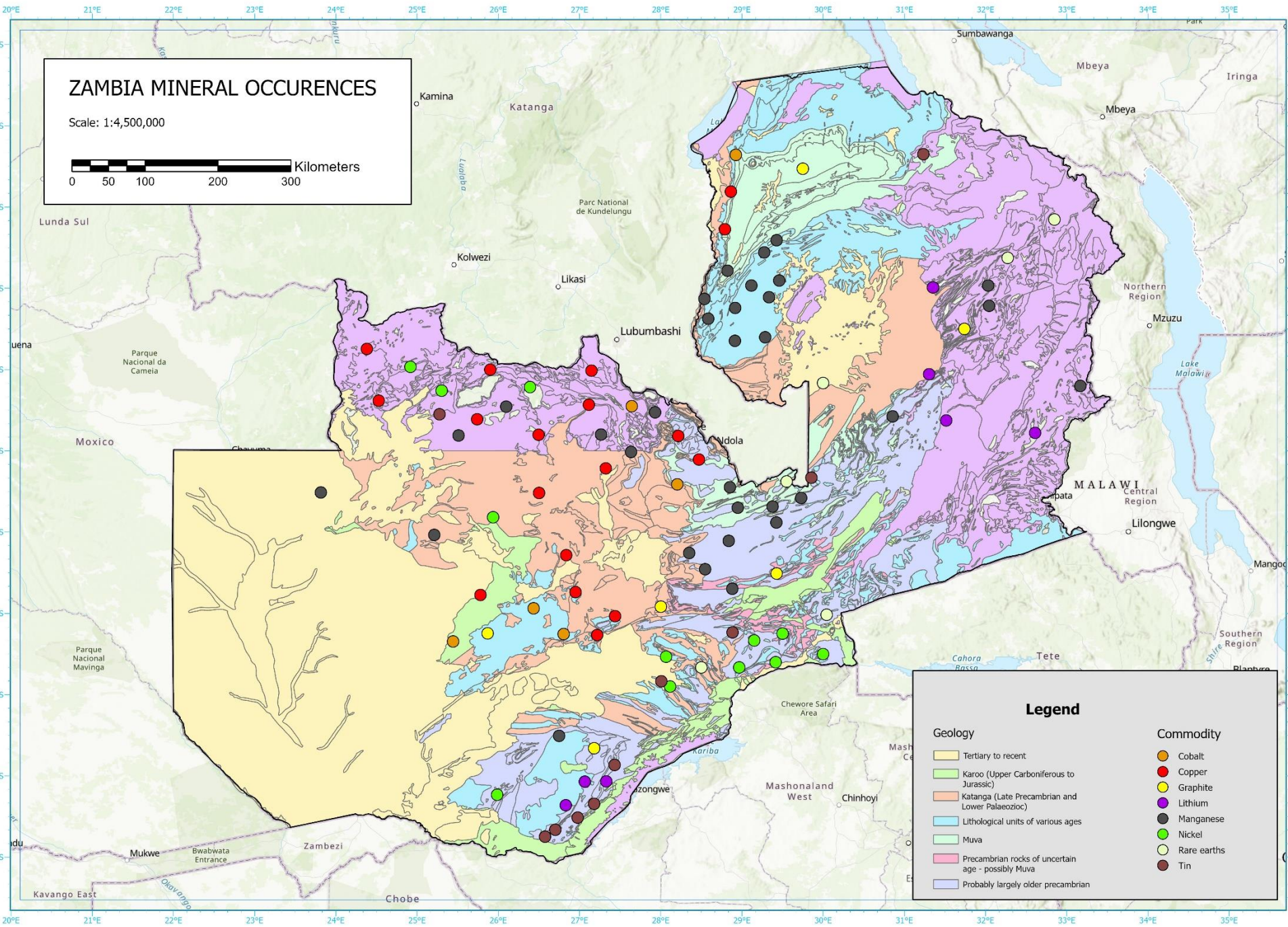
Zambia aims to produce 3 million tonnes of copper annually by 2032.

Diversification

Government has allocated ZMW160 million towards geological mapping to support exploration and investments in new minerals.

Geological Surveys

Zambia will conduct high-resolution aerial surveys to map mineral resources.



ZAMBIA MINERAL OCCURENCES
 Scale: 1:4,500,000
 0 50 100 200 300 Kilometers

Legend

Geology

- Tertiary to recent
- Karoo (Upper Carboniferous to Jurassic)
- Katanga (Late Precambrian and Lower Palaeozoic)
- Lithological units of various ages
- Muva
- Precambrian rocks of uncertain age - possibly Muva
- Probably largely older precambrian

Commodity

- Cobalt
- Copper
- Graphite
- Lithium
- Manganese
- Nickel
- Rare earths
- Tin

Legend

<p>Geology</p> <ul style="list-style-type: none"> Tertiary to recent Karoo (Upper Carboniferous to Jurassic) Katanga (Late Precambrian and Lower Palaeozoic) Lithological units of various ages Muva Precambrian rocks of uncertain age - possibly Muva Probably largely older precambrian 	<p>Commodity</p> <ul style="list-style-type: none"> Cobalt Copper Graphite Lithium Manganese Nickel Rare earths Tin
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Electric Vehicles and Battery Opportunities



EV Assembly and Market Growth

Zambia's active vehicle population is currently about 700,000 units, with only around 100 electric vehicles which makes Zambia an excellent opportunity to become an EV battery and assembly hub.



Battery Production

Zambia and the DRC have signed an MoU to leverage on their critical minerals and set up Africa's biggest EV battery industry.



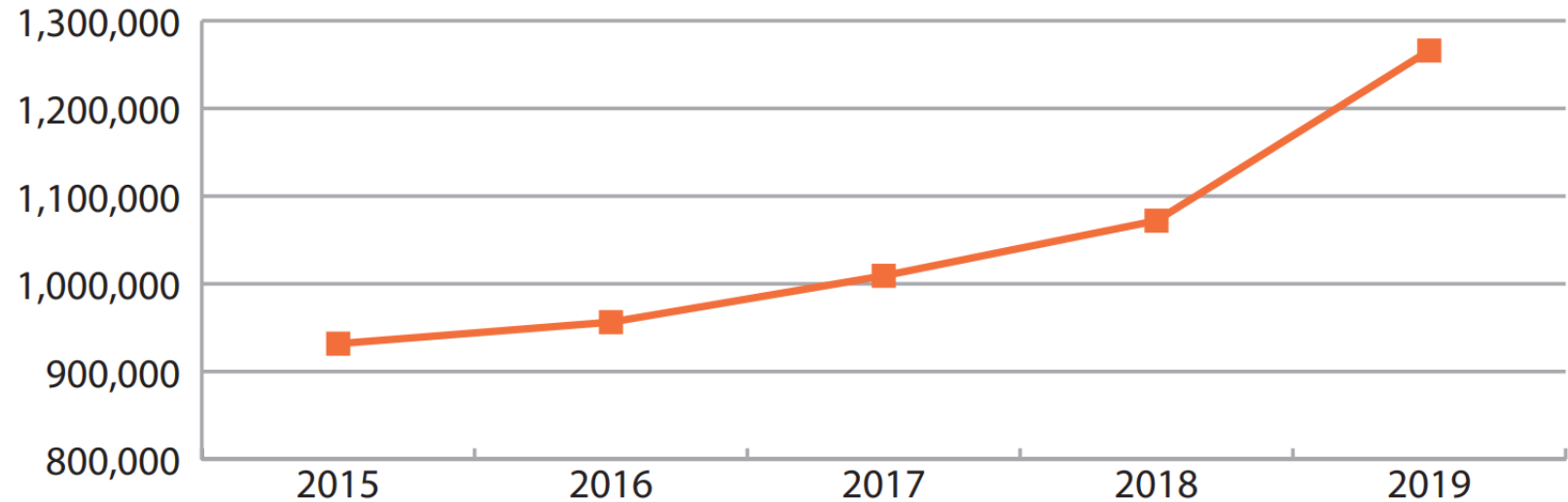
Market Access

Zambia's strategic location and membership in regional trade blocs like COMESA, SADC, and AfCFTA provide access to a large regional market.

TOURISM



Zambia International Tourist Arrivals



1.27m international tourists in 2019 (UNWTO)

Average annual growth rate of

8%

in international tourist arrivals between 2015 and 2019

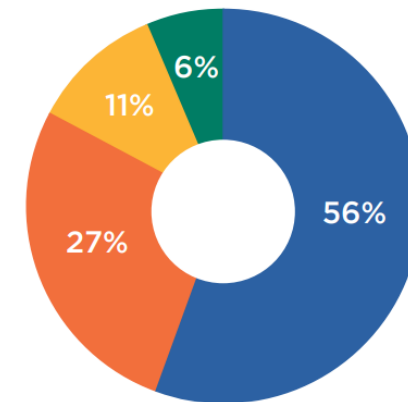
Contribution of travel and tourism to GDP in 2019

7.7% of GDP in 2019 (WTTC)

490,000 jobs in 2019 (WTTC)

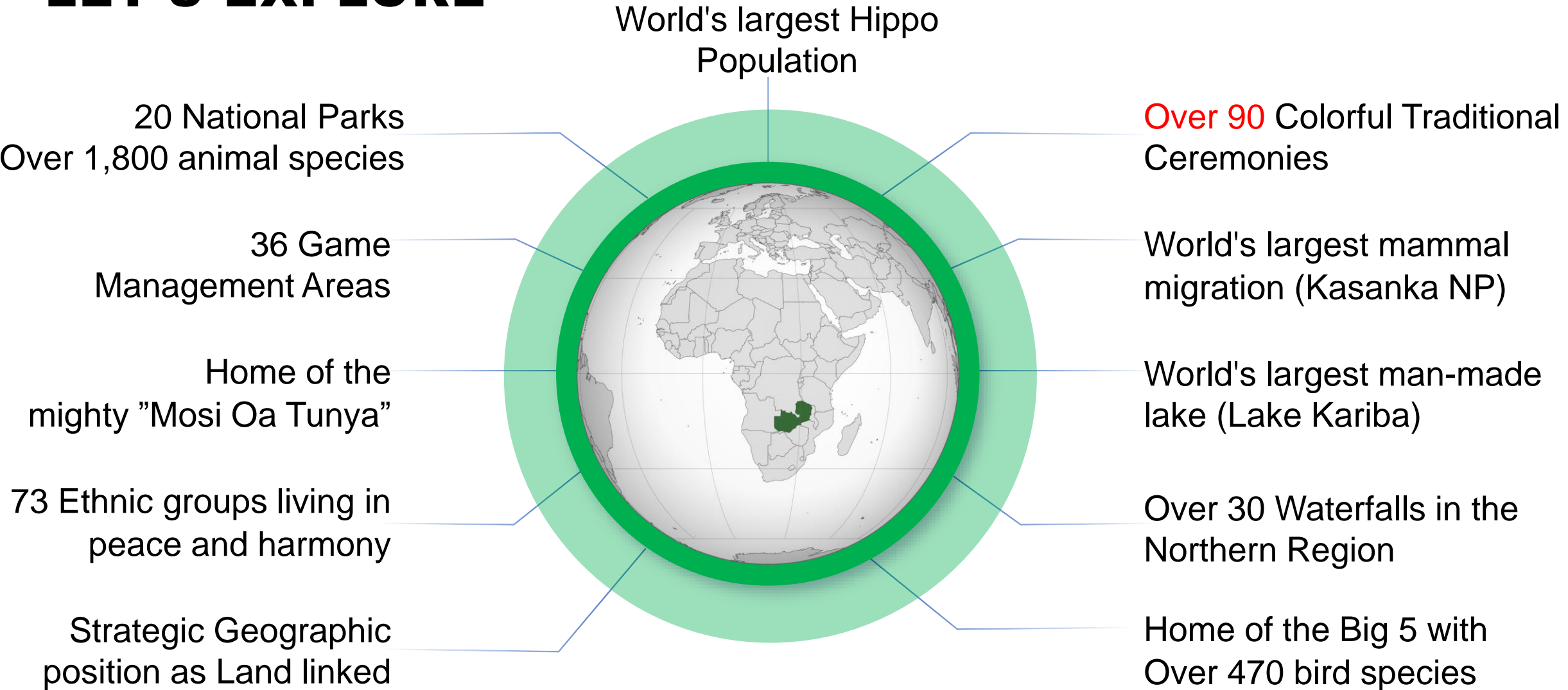
International Tourists' Purpose of Visit

Business visitors is consistently the largest category with 510,851 arrivals in 2016, holiday purposes with 251,336 arrivals is in second place, the 'other' category is in third place with 97,993 arrivals, and visiting friends and relatives (VFR) is in fourth place with 58,536 arrivals.



- Business ➤ Holiday ➤ Other
- Visiting friends and relatives (VFR)

LET'S EXPLORE



Explore Zambia



INVESTMENT READY PROJECTS

Project Description	Construction of a 5-star hotel in Lusaka
Lead Agency	Hostels Board
Type of investment	FDI
Model	Joint Venture
Project Cost	USD 35 million
Project Status	Green Project



Project Location	Construction of a Convention centre and 5-star hotel in Samfya
Lead Agency	Worker's Compensation Fund Control Board
Type of investment	FDI
Model	Joint Venture
Project Cost	USD 33 million
Project Status	Green Project



PHARMACEUTICAL

3,171 public health operating facilities (Hospitals and Clinics)

361 private health operating facilities

**ZAMBIA'S
PHARMACEUTICAL
INDUSTRY TODAY**

383 drug wholesalers

1,525 drug retailers and 306 health shops

PHARMACEUTICAL REGULATION

- ❖ Regulated by the Ministry of Health
- ❖ Some institutions under Ministry of Health relevant to pharmaceuticals include:
 - Zambia Medicines Regulatory Authority
 - Zambia Medicines and Medical Supplies Agency
 - Tropical Disease Research Centre
- ❖ Manufactured products must be compliant to the World Health Organization's Good manufacturing practice (GMP)
- ❖ GMP is aimed primarily at diminishing the risks inherent in any pharmaceutical production such as:
 - Cross-contamination/mix-ups; and
 - False labelling



PHARMACEUTICAL DEMAND



Existing gap and market

- Only six (6) companies existing today in the manufacturing of pharmaceuticals
- Still dependent on foreign produced pharmaceutical products, importing USD268.29 million worth of products in 2023 (UN COMTRADE)
- Immediate market of over 20 million people – Zambia
- Surrounding market of 372 Million people in SADC, 600 in COMESA and over 1.3 billion in Africa through AfCFTA

Opportunities

- a) Establishment of Manufacturing companies for local and regional market
- b) Drug supply and last mile delivery
 - Sourcing and delivery of drugs to 3,532 health operating facilities, in Zambia
 - Drug storage facilities for supply in the region – distribution center

Education Overview

- **9,441** primary and secondary schools (2020).
- **59,419** permanent primary and secondary classrooms (2020)
- **1,290** Secondary schools with **13,763** permanent classrooms (2020).
- **Enrollment: 4,305,226** representing an average of 75 pupils per classroom(2020).
- **Children with Special Educational Needs (CSEN):** **113, 698** learners at primary level and **23, 804** attending secondary schools (2020)
- **Universities (2022):**
 - **61** Universities in Zambia
 - **Enrollment: 156,044** students



Education Investment Opportunities



Project: University of Zambia

- Student population over 20,000 but with bed spaces not more than 10,000
- **Project scope:** Student hostels, Staff Accommodation including Sports Complex and Commercial facilities
- **Investment requirement:** USD250 million



Other opportunities:

- Aerospace Engineering
- Advanced Medical Expertise
- Special Needs Children's Schools
- Room for expansion Colleges and Universities

MANUFACTURING

Creation of Special Economic Zones to drive manufacturing:

- Information and Technology
- EV and EVB value chains
- Agro-processing
- Mining value chains
- Textile and Apparel Manufacturing
- Construction Materials
- Renewable Energy Technologies
- Etc.





Promote Zambia



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Zambia development Agency



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THANK YOU