Investment Brief

No. 1 | December 2014

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Manufacturing Industry

FACT FILE

Total Labour Force (LF, 2012): 5,966,199
Share of employed persons (% of LF): 92.2 %
Share of employed persons in Manufacturing (% of LF): 3.6 %
Informal share of employed persons in Manufacturing: 66 %
Female share of employed persons in Manufacturing: 30.6 %
Average wages in Manufacturing (2012): ZMW 1, 568 (USD 302)
Manufacturing Industry growth (2013): 4.5 %
Industry share of GDP (2013): 7.9 %
Share of FDI inflows in Manufacturing (2012): 27.1 %
Return on Equity of FDI (2012): 34.9 %
Share composition of the industry (2013):

- Food & Beverages - 72 %
- Wood & Wood products - 8 %
- Chemicals, Rubbers & Plastic products - 9 %
- Paper & Paper products - 5 %
- Textiles & Leather industries - 1 %
- Non-metallic mineral products - 3 %
- Fabricated Metal products - 2 %

Total Exports (2013): ZMW 57bn (USD 10.6bn)
Exports of Manufactured products excluding basic precious and other non-ferrous metals (2013): ZMW 12.5bn (USD 2.3bn)
Share of Traditional Exports (2013): 66 %
Share of Non-Traditional Exports (2013): 34 %
Major Export Market Destinations (2013):

Trade Blocks – SADC, COMESA, EU everything But Arms
Countries – Switzerland, China, Congo DR,
South Africa, United Arab Emirates, Zimbabwe

Imports of Manufactured products (2013): ZMW 42bn (USD 7.9bn)
Multi-Facility Economic Zones:

Chambishi (Copperbelt), Lusaka East (Lusaka),
Lusaka South (Lusaka) and Lumwana (North-Western)

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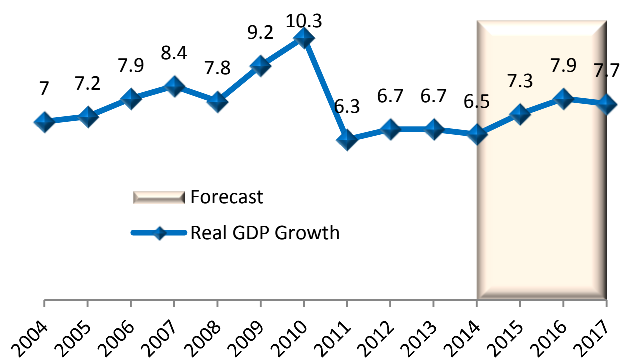
Brief Overview

This Investment brief presents a simplified profile of the manufacturing industry in Zambia. The objective of the brief is to provide quick insights on the Zambian economy and the existing investment opportunities in the manufacturing sector.

Macroeconomic Context – Significant Economic Growth

Zambia's macroeconomic prospects have been impressive over the past decade, recording an average growth rate of 7.8% over the period 2004 to 2013. In 2014, the economy is expected to attain a growth rate of 6.5% and projections indicate that this growth trajectory will continue with the country attaining real GDP growth rates of 7.3% and 7.9% in 2015 and 2016 respectively. Notably, the country was named one of the top ten fastest growing economies in the world in 2014.

Figure 1: GDP growth rates in percentages at constant prices, 2004-2017



Source: CSO data

Zambia's economic growth is bolstered by demand for its primary commodities, particularly international demand for copper. But despite having a comparative advantage in primary commodities such as minerals and agricultural produce that can be utilized as inputs in the production of different goods, the country has failed to maximize opportunities for value addition to primary commodities.

Consequently, the Manufacturing industry is one of Government's priority areas of development through private sector investment. Government's policy is focussed on achieving a structural change in the economy from the mere extraction of primary commodities to an industrialised economy that facilitates value addition to primary commodities.

Encouraging Business Environment

Zambia has made significant strides in improving the business environment by making it easier to start a business; obtaining construction permits; getting credit and paying taxes.

Table 1: Ease of Doing Business Rank in Zambia (out of 189 economies), 2014 and 2015

Topics	DB 2015 Rank	DB 2014 Rank	Change in Rank
Starting a Business	68	72	↑ 4
Dealing with Construction Permits	99	102	↑ 3
Getting Electricity	126	126	No change
Registering Property ✗	152	106	↓ -46
Getting Credit ✔	23	30	↑ 7
Protecting Minority Investors	83	81	↓ -2
Paying Taxes ✔	78	80	↑ 2
Trading Across Borders	177	177	No change
Enforcing Contracts	98	98	No change
Resolving Insolvency	95	95	No change
Doing Business Rank	**111**	**107**	↓ -4

✔ =Doing Business reform making it easier to do business.
✗ =Change making it more difficult to do business.
Source: World Bank

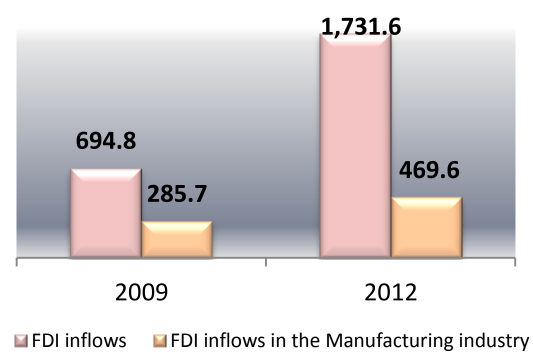
Despite these successes, the country moved down four places on the World Bank Doing Business Index to rank 111 out of 189 economies in 2015 from 107 in 2014. This is largely due to the increase in the Property Transfer Tax rate from 5% to 10% which made transferring property more costly. Further, getting electricity; registering property and trading across borders remain among the biggest constraints to doing business in Zambia.

However, the country is committed to continuously reducing the cost of doing business and improving the business environment through the Private Sector Development Reform Programme.

A Surge in Foreign Direct Investment

Foreign direct investments in Zambia have been favourable. The Manufacturing industry received the second highest inflow of foreign direct investments after mining valued at USD 469.6 million, about 27.1% of all FDI inflows in 2012. This was an increase of about 64% from the receipt of FDI inflows in the year 2009, denoting increased investor confidence in the business opportunities in this industry. The industry has favourable returns with the Return on Equity estimated at 34.9 % in 2012.

Figure 2: Foreign Direct Investment Inflows (US$ millions)



Source: BOZ, ZDA and CSO data

Stable Political Landscape

Zambia is a young, peaceful democracy and politically stable country. The country is internationally recognised as a model with respect to these virtues as evidenced by the 2014 Global Peace Index in which Zambia ranks as the 44th safest country in the world. Since returning to multi-party democracy in 1991, there has been peaceful handover of reins of power from one ruling party to another.

Policies, Strategies and National Plans to boost the Manufacturing Industry

Vision 2030

Zambia's long term development plan is anchored on the Vision 2030. The overarching goal of the Vison 2030 is for Zambia to become a prosperous middle income country by the year 2030 and achieve a structural shift in the economy from a primary commodity dominated to a manufacturing driven economy. By the year 2030, it is envisaged that the manufacturing industry will contribute 36.1% to GDP.

Revised-Sixth National Development Plan (R-SNDP)

The R-SNDP is the country's medium-term development plan covering the period 2013 to 2016. The objective of the R-SNDP for the Manufacturing industry is to facilitate the participation of the private sector in expanding the industrial base and increasing value addition to primary commodities. At the same time, promote the growth of innovative and competitive Micro, Small and Medium Enterprises (MSMEs) and rural based industrial enterprises.

Commercial, Trade and Industrial Policy (CTI)

The CTI policy, currently under revision, denotes Government's long term plan for the industrial sectors, domestic trading activities and participation in international trade arrangements. The overall vision of the industrial policy is to develop a competitive, export-led Manufacturing sector that contributes 20% to GDP by 2015. In this policy, the identified priority sectors include: Processed Foods; Textiles and Garments; Engineering Products; Gemstones; Leather and Leather Products; and Wood and Wood Products. Government will support private sector activities in these priority areas to improve production, generate export earnings and create employment opportunities.

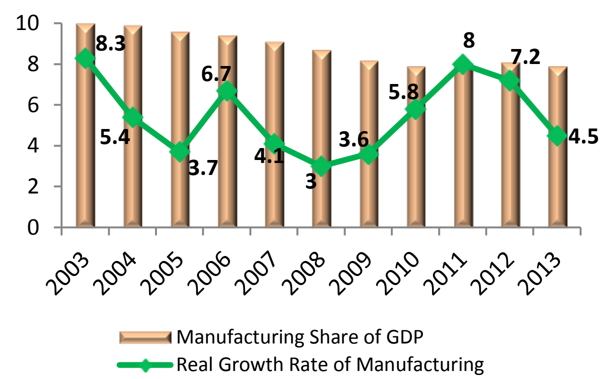
Industrialisation and Job Creation Strategy

Government's goal is the creation of 1, 000, 000 decent jobs between the period 2012 and 2016 of which, 89, 000 jobs will be created in the Manufacturing industry. Of the total estimated cost of implementing the strategy, 45% is expected to be financed through Public Private Partnerships while foreign direct and local investments are expected to finance 4%. Manufacturing is therefore expected to take on a more important role in Zambia's economic transformation and offers investors opportunities for business partnerships with Government.

Evolution of the Manufacturing Industry

Since the liberalisation of the economy in the early 1990s, the performance of the manufacturing industry has been less than desirable. As shown in figure 3 below, the contribution of the manufacturing industry to GDP has been flat over the past 10 years and fell to 7.9% in 2013 from 10% in 2003.

Figure 3: Real GDP growth rates of Manufacturing and industry share of GDP, 2003-2013



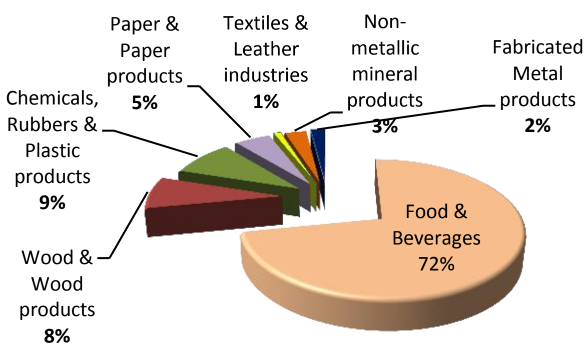
Source: CSO data

At the same time, real growth in the manufacturing industry has been quite volatile over the years and declined markedly in the year 2008 during the global financial crisis. Similarly, real growth slowed down to 4.5% in 2013 from 7.2% in 2012.

Composition of the Manufacturing Industry

The Food, Beverages and Tobacco sub-sector accounts for the largest value-addition to Manufacturing estimated at 72% in 2013. This is expected given the rich base of agricultural produce in Zambia for value addition. Other notable drivers of Manufacturing include Chemicals and Plastics products; Wood and Wood products; and Paper and Paper products.

Figure 4: Manufacturing subsectors as a share of total production in 2013



Plot based on the 2013 Economic report

On the other hand, the Textiles and Leather Industries and Fabricated Metal Products sub-sectors contribute marginally to Manufacturing, about 1% and 2% respectively.

Performance of the Manufacturing Sub-Sectors

A decomposition of the Manufacturing industry reveals that the top performing sub-sectors that achieved average growth rates above 10% over the period 2008 to 2012 are Paper and Paper Products and Non-Metallic Minerals. Specifically, these sub-sectors achieved average real growth rates of 18.2% and 12.6% respectively. Growth in Non-Metallic Minerals is largely driven by demand for cement as a result of the boom in infrastructure activities in Zambia.

Also notable is the growth in the Food, Beverages and Tobacco sub-sector. In addition to contributing the largest value addition to Manufacturing, the sub-sector recorded moderate growth rates averaging 6.3% over the period under review. In contrast, the performance of the Textiles and Leather Industries sub-sector has been abysmal. On average, real growth contracted by 30.3% between the years 2008 and 2012. This less than desirable performance has largely been attributed to the failure of the sub-sector to compete against the influx of cheaper textiles and clothing from Asia and South Africa.

Table 2: Percentage changes in GDP by kind of economic activity – constant 1994 prices

	2008	2009	2010	2011	2012	Period Average
Food, Beverages and Tobacco	3	4.9	7.4	9.3	7.1	**6.3**
Textile and Leather Industries	-23.6	-20	-56.8	-54.7	3.5	**-30.3**
Wood and Wood Products	12.1	2.6	13.4	6.1	4.3	**7.7**
Paper and Paper Products	29.3	6.2	22.7	18.5	14.1	**18.2**
Chemicals, Rubber and Plastic Products	5.2	-0.3	2.7	7.2	10.1	**5.0**
Non-Metallic Mineral Products	5	11.7	13	25	8.1	**12.6**
Basic Metal Products	23	-4.8	-2	-0.9	13.9	**5.8**
Fabricated metal products	-2.5	-3.4	12.8	16.6	-3.7	**4.0**

Source: CSO data

Opportunities for Investment in the Manufacturing Industry

Mineral Processing

The availability of mineral resources in Zambia offer opportunities for mineral processing. In 2013, Zambia produced 790,000 Mt of Copper and production is projected to reach over 1,000,000 Mt by 2017 with the operationalisation of new investments in mining in North-Western Province. Thus, there are investment opportunities in the manufacture of copper wire, copper plates, tubing, copper rods and cables. In addition, the availability of gemstones presents investment opportunities in the cutting and polishing stones as well as the manufacture of jewellery.

Foods Processing and Beverages

High value crops in Zambia provide readily available raw materials for food processing. Opportunities lie in:

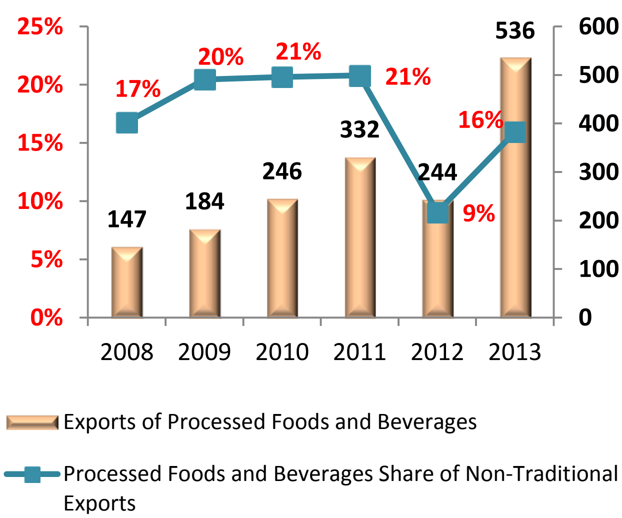
i. Growing and processing oil seeds;
ii. Processing of livestock products especially in the beef, pork and dairy

industries into products such as cold meats (bacon and polony), tinned beef;

iii. Fish processing activities such as canning;
iv. Processing of food products such as, biscuits, tinned foods, jam and cheese.
v. Processing of sugar;
vi. Milling of Maize and other grains;
vii. Production of carbonated soft drinks and clear and opaque beer;
viii. Fruit Canning and Juice Extraction;
ix. Bio-diesel production and ethanol production;
x. Honey processing;
xi. Peanut butter production; and
xii. Production of animal stock feed

From the year 2008, Zambia's exports of processed foods and beverages have been growing demonstrating that there is a niche external market for food and beverage products.

Figure 5: Exports of Processed Foods and Beverages (US$ millions)



Source: BOZ and CSO data

Success Story** - **Case Study: Zambia Sugar Plc

Zambia Sugar Plc is the country's leading sugar producer, with a 94% share of industry production. Following a major agricultural and factory expansion project completed in 2009, total annual sugar production capacity increased from around 200 000 tons to 450 000 tons. The company is listed on the Lusaka Stock Exchange with 82% of shares held by the Illovo group and the balance by institutional and private investors.

Zambia Sugar cultivates sugar cane and manufactures Vitamin A-enriched raw and refined sugar under the Whitespoon brand name for local consumer markets and industrial customers. Sales to preferential markets in the EU and into surrounding African countries have risen significantly following its expansion. The company also produces Speciality Sugars for export to the EU and syrup for local consumer markets. In addition, Zambia Sugar is exploring setting up an Ethanol plant to produce and supply ethanol as an alternative source of fuel.

Textiles, Clothing and Leather Products

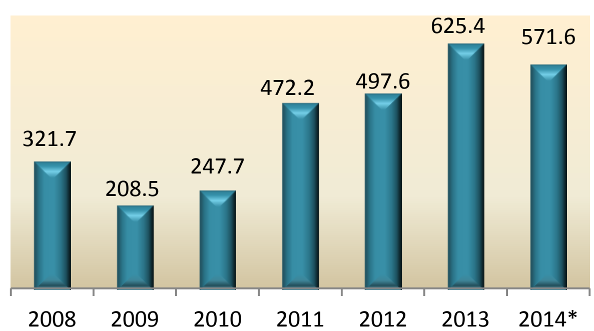
Investment opportunities in textiles manufacturing exist under the Manufacturing Under Bond Scheme (MUBS) and in the Multi Facility Economic Zones. Cotton is grown in Zambia, which presents opportunities for the production of cotton yarn and cloth. Existing markets for textile products include the European Union, South Africa, Mauritius and the USA under the Africa Growth Opportunity Act (AGOA).

Zambia has a source of by-products from the livestock industry namely hides and skins that provides investment opportunities for processing into finished leather products such as bags, footwear and leather garments.

Production of Engineering and Electrical Equipment

Zambia's imports of electronic equipment has been increasing over the past 3 years thereby indicating an opportunity for the substitution of these imports with locally produced electrical appliances such as Refrigerators, Air Conditioners, Computers, Transformers, Television Sets, Stoves, Fans and other goods.

Figure 6: Imports of Electrical machinery and equipment and parts thereof, sound recorders etc. US$ millions



*Source: CSO data, *January-October*

In addition, there are opportunities for the production of spare-parts for machinery used in the construction and mining industries. Investment opportunities also lie in processing copper, iron ore and steel, cobalt and other minerals into intermediate and finished engineering products such as window frames, doors and roofing materials, nuts and bolts, cable carbon brushes, switch gears, pipes and rail sleepers.

Production of Chemicals

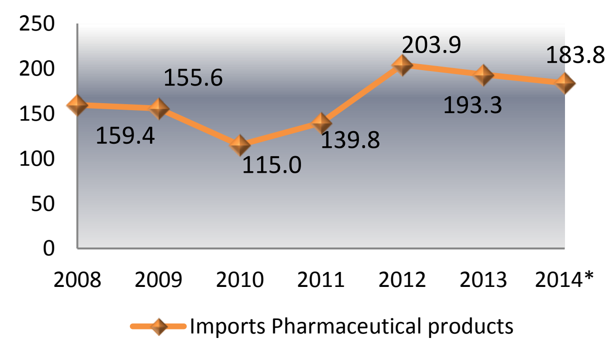
Local production of Fertiliser is limited and quite dependent on the state-owned Nitrogen Chemicals of Zambia and a few players in the market. A significant proportion of fertilisers are imported - approximately US$ 382.9 million worth of fertilisers was imported in the year 2013. Investors therefore have readily available domestic demand for fertilisers and other chemicals.

The presence of agricultural minerals such as peat and limestone deposits in Zambia present opportunities in the manufacture of soil conditioners and phosphates for the production of fertilizers. The country is also endowed with mineral deposits for the production of other chemical products such as cement, lime, adhesives, explosives, glass, batteries, argon gas, sulphuric acid, paints, cosmetics, soaps and detergents.

Production of Pharmaceutical Products

In 2013, Zambia imported US$ 193 million worth of pharmaceutical products and may exceed this value by end year 2014.

Figure 7: Domestic Demand – Annual Imports of Pharmaceutical Products US$ millions



*Source: CSO data, *January-October*

Strengths, Weaknesses, Opportunities and Threats in the Manufacturing Industry

STRENGTHS

A Rich Base of Mineral Resources for Processing

Zambia has large deposits of copper and is the eighth largest producer of copper in the world. In addition, the country is endowed with high quality gem stones and other minerals such as Iron, Uranium, Manganese and coal ideal for processing.

Availability of Raw Materials from Agriculture for Value Addition

Zambia is endowed with 40% of the water resources in Southern Africa and 42 million hectares of arable land making the country ideal for the cultivation of cash crops. The country produces maize, sugar solution, malt and cotton, tobacco, coffee, cotton etc. which provides raw materials that can be processed into finished products such as corn flakes, fabric, garments, tea and coffee beverages.

SWOT SUMMARY

STRENGTHS	WEAKNESSES
• A rich base of mineral resources for processing • Availability of raw materials for value addition • Government support (fiscal and non-fiscal incentives) • Growth in labour productivity	• High energy costs (Fuel) • Unreliable energy supply • Poor labour quality and manufacturing skills • High tariffs on inputs to production
OPPORTUNITIES	**THREATS**
• Domestic demand for manufactured products • Preferential access to regional and global Markets • Production in Multi-Facility Economic Zones	• Poor transport and infrastructure development • Non-tariff barriers • Foreign exchange volatility and external commodity price shocks • Uncertainty in the regulatory framework • Competition from imported products • High cost and limited access to long-term finance

Government Support

Government is committed to supporting the Manufacturing industry by providing infrastructure development, in particular road, rail, airports, energy and ICT; as well as trade facilitation measures. Most significantly, Government provides fiscal and non-fiscal incentives under the ZDA Act to investors who invest not less than US$500,000 in a Multi Facility Economic Zone, an Industrial Park, Priority Sector and invest in a Rural Enterprise.

Further, investors who invest an amount not less than US$250,000 in any sector or product not provided for as a priority sector or product under the Act are entitled to the above listed non-fiscal incentives as well.

FISCAL INCENTIVES:

i. ***Zero percent tax rate on dividends for 5 years from year of first declaration of dividends;***

ii. ***Zero percent tax on profits for 5 years from the first year of operation; and***

iii. ***Zero percent import duty rate on capital goods, machinery including specialized motor vehicles for five years.***

NON- FISCAL INCENTIVES:

i. ***Investment guarantees and protection against state nationalization; and***

ii. ***Free facilitation for application of immigration permits, secondary licenses, land acquisition and utilities***

Growth in Labour Productivity

Recent estimates indicate that productivity in the Manufacturing industry has been positive. In 2012, overall labour productively for employed persons in the Manufacturing industry increased by 6.2%. The informal sector demonstrated the greatest potential for growth, recording an increase in productivity by 9.6% in 2012. In contrast, labour productivity in the formal sector shrank by 0.3% in 2012.

WEAKNESSES

High energy costs (Fuel)

Zambia has been one of the countries with the highest pump price for fuel in Southern Africa. According to the 2013 Foreign Private Investment and Investor Perceptions report, 88% of investors in the Manufacturing sector cited fuel prices as one of the negative factors affecting investments in the sector.

Table 3: Pump price for diesel fuel in Selected Southern African Countries (US$ per litre)

Country Name	2006	2008	2010	2012
Malawi	1.12	1.67	1.54	1.90
Zambia	1.22	1.61	1.52	1.48
South Africa	0.84	0.95	1.14	1.42
Zimbabwe	*	1.05	1.15	1.40
Swaziland	0.85	0.93	1.10	1.34
Namibia	0.87	0.88	1.09	1.31
Botswana	0.74	1.02	0.97	1.25

*Source: World Bank, World Development Indicators, *Data not available*

In addition, the country is landlocked which implies that it has no direct access to sea ports. Industrial output is therefore transported through neighbouring countries that have ports. According to the Economic Outlook report on Zambia by the African Development Bank, transport costs add up to 40% of the cost of the final product in Zambia.

Unreliable energy supply

As at 2014, Zambia's electricity supply stands at 75% of the total demand. Power deficit is estimated between 547 and 736 megawatts. Load-shedding is used as a temporary electricity rationing measure. But notably, electricity generation is estimated to increase following investments in additional and new generation power plants such as the 360 MW Kariba North Bank extension project, 300 MW Maamba Coal Fire Power Plant, and 120 MW Itezhi-Tezhi Project.

Poor labour quality and manufacturing skills

Zambia faces a short-fall of skilled technicians to take up some of the jobs in specialised industries such as chemists. Notwithstanding, the curriculum of the schools registered under the Technical Education, Vocational and Entrepreneurship Training Authority (TEVETA) is currently under revision in order to equip students with market-relevant skills.

High import taxes on inputs to production

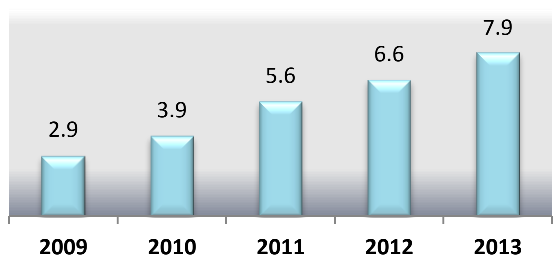
Zambia has high tariff charges on imported raw materials which increases the cost of production and as result, has seen more trade activities in the economy than production.

OPPORTUNITIES

Domestic Demand for Manufactured Products

Zambia transitioned from a low income country to a lower middle income country following an increase in per capita income from USD 970 to USD 1,350. This suggests the emergence of a middle class in Zambia and increase in the purchasing power of the country's consumer base.

Figure 8: Imports of Manufactured products US$ billions



Source: CSO data

The total demand for manufactured products grew to US$ 7.9 billion worth of imported manufactured products from US$ 2.9 billion in 2009. Major imports include basic chemicals; fertilisers and nitrogen compounds; basic iron and steel; other chemical products among others. Therefore, investors have access to a readily available domestic market for manufactured products that can substitute imports.

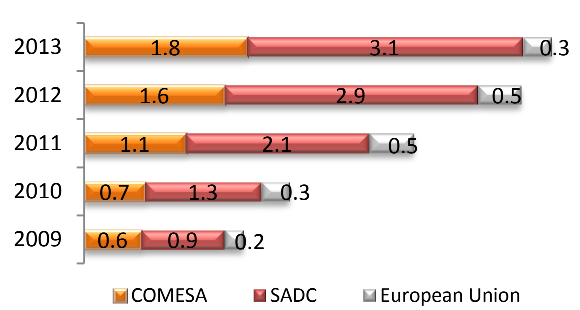
Table 4: 2013 Top 10 Major Imports of Manufactured Products

DESCRIPTION	USD
Machinery for mining, quarrying and construction	884 million
Refined petroleum products	638 million
Motor vehicles	618 million
Basic chemicals	496 million
Fertilizers and nitrogen compounds	384 million
Structural metal products	355 million
Basic iron and steel	325 million
Other chemical products	226 million
Pharmaceuticals, medicinal chemical and botanical products	197 million
Other pumps, compressors, taps and valves	196 million

Preferential access to regional and global Markets

Zambia has access to a large external market for its exports through its membership to regional economic communities and other international groupings. Zambia is a member of the Common Market for Eastern and Southern Africa (COMESA) - a customs union, and the Southern Africa Development Community (SADC) – a Free Trade Area. Collectively, COMESA and SADC provide an external market population of over 600 million. In 2013, Zambia's exports to COMESA and SADC member countries amounted to US$ 3.1 billion and US$ 1.8 billion respectively.

Figure 9: Exports to COMESA, SADC and EU (US$ billions)



Source: COMESA COMSTAT Database

Beyond the African region, Zambia is party to the Cotonou Agreement and benefits from duty-free, quota-free market access to Europe under the Generalized System of Preference (GSP) and the Everything But Arms (EBA) arrangement. Zambia also enjoys preferential arrangements in the US market under the African Growth and Opportunities Act (AGOA).

Production in Multi-Facility economic Zones

Multi-Facility Economic Zones are special industrial zones for both export-oriented and domestic-oriented industries. The zones provide infrastructure for production activities as well as fiscal and non-fiscal incentives for investments that meet conditions stipulated in the ZDA Act.

There are currently four (4) areas MFEZs: Chambishi on the Copperbelt province; Lusaka East and Lusaka South in Lusaka province; and Lumwana in North-Western province.

THREATS

Poor Transport and Infrastructure Development

Zambia has under-developed road and rail infrastructure. Traditionally, infrastructure has been concentrated along the line of rail that runs through the Copperbelt, Central, Lusaka and Southern provinces. This has led to the concentration of businesses, financial institutions and ICT infrastructure along the rail leaving the rest of the country less open to trade. Notably, Government has embarked on an ambitious road program dubbed Link Zambia 8000 that will open the country to different markets.

Non-Tariff Barriers

Zambian exporters have had a challenge in exporting their produce due to non-tariff barriers imposed by other regional and international trade partners. In addition, exporters face high trade costs as a result of bureaucratic customs procedures which present bottlenecks to trade.

Exchange rate volatility and external commodity price shocks, (copper price fluctuations)
The high volatility of the kwacha experienced in the first quarter of the year triggered uncertainty in exchange rate developments which made it difficult for business to plan adequately. Further, Zambia's exports are predominately copper products which are susceptible to international prices. This makes the country vulnerable to external commodity price shocks. A slump in copper prices implies less export earnings.

However, a mitigating measure is the recent listing of the kwacha on the Johannesburg Stock Market that will allow exporters and importers to hedge against foreign exchange rate risk by locking in a future price of the kwacha

Competition from imported products
Locally produced goods face competition from cheaper products imported from abroad. This limits their penetration of the domestic and external market as they usually fail to compete on quality and quantity. For instance, most processed food products are imported at cheaper prices owing to the comparative advantage in technology advancement and economies of scale acquired in other countries. Textiles are also a subsector where cheap imports from countries like China have decimated the local industry. Investment in technologically advanced production methods could make local products more competitive.

Uncertainty in the regulatory framework
Government policies have often been implemented without the full consultation of the private sector. This has led to uncertainty and reduced investor confidence. Nonetheless, more efforts are being done to engage the private sector through the Business Council forum that includes Government and a consortium from the private sector.

High cost and limited access to long-term finance
The high interest rates and short term financing has impeded the expansion of many existing businesses and promotion of start-up companies in Zambia. In 2012, the Central Bank introduced the BOZ Policy Rate to better effect monetary policy which led to the reduction in commercial bank lending rates to an average of 16% in 2012 from as high as 28%.

However, the pass-through inflationary effects of the recent depreciation of the kwacha in the first quarter of the year 2014 led to an upward revision in the BOZ policy rate and consequently interest rates. Currently, the BOZ Policy Rate stands at 12.5% and bank lending interest rates average around 22%.

Major Stakeholders and their Roles in the Manufacturing Industry

Ministry of Commerce, Trade and Industry (MCTI):
This ministry is responsible for the promotion of the growth of the industry, domestic and cross border trade and general commerce activities. It is the contact between regional economic communities such as SADC and COMESA and negotiates bilateral trade relations with other countries.

Contact Details
Tel: +260 211 228301/9
Address: New Government Complex, 8th, 9th and 10th Floors, Nasser Road, Lusaka.
Website: http://www.mcti.gov.zm

Zambia Association of Manufacturers (ZAM):
ZAM is a business association representing the interests of the entire manufacturing sector and other related economic and/or production sectors in Zambia. It fosters dialogue and relations between the Manufacturers and the Government in order to increase industrialisation in Zambia.

Contact Details
Tel: +260 211 253696
Address: Stand No. 2374 Mopani Parade, Showgrounds, Lusaka.
Website: www.zam.co.zm

Zambia Development Agency (ZDA):
The focus of the agency is investment promotion and privatization; exports promotion and market development; and micro and small enterprises. ZDA provides investment incentives for businesses investing in priority sectors and provides information on the available investment opportunities.

Contact Details
Tel: +260 211 252 288 / 253 640
Email: info@zda.org.zm
Address: Privatisation House, Nasser Road, Lusaka
Website: http://www.zda.org.zm

Other Useful Contacts

Patents and Company Registration Agency (PACRA)
Tel: +260 211 255151/255127
Email: pro@pacra.org.zm
Address: Mwayi House, Haile Selassie Avenue, Longacres, Lusaka
Website: http://www.pacra.org.zm

Zambia Chamber of Commerce and Industry (ZACCI)
Tel: +260 211 252 483
Email: secretariat@zacci.co.zm
Address: Showgrounds, Lusaka
Website: http://www.zambiachamber.org

Zambia Environmental Management Agency (ZEMA)
Tel: +260 211 254023/59
Address: Corner of Church and Suez Roads, Plot No. 6975, Ridgeway, Lusaka.
Website: http://www.zema.org.zm

Zambia Public Procurement Agency (ZPPA)
Tel: +260 211 250632/250642
Address: Red Cross House, Angeles Boulevard, Lusaka
Website: http://www.zppa.org.zm

Zambia Revenue Authority (ZRA)
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