

## ***Doing Safely Business in Zambia***

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I welcome everybody who participates in this important discussion for Zambia.

My name is Dimitris Loukas and I am C.E.O. of Value Right Management S.A & Chairman of Hellenic Zambian Chamber.

Zambia is a very beautiful and friendly country.

I am doing business for the last 10 years in Zambia in the sector of business and IT consulting.

When I started to get interested in sub-Saharan Africa Market, I thought about starting with the country who were close to me.

So I chose Zambia for specific reasons.

- It has a stable economy and a serious banking system.
- It has a normal political and social situation since its establishment, as a free country.
- It has the right market size for a Greek company.

- It has a specific tax and legal system without problems.
- Member of comesa.

And many other things who attract a business man, who want to ***Doing Safely Business***

Today, through my personal experience of Zambia, I would say the following:

First of all, we have the Greek companies that are trying to export to Zambia – to make trade and the Greek companies that want to invest in Zambia.

In both cases there is a need for business planning.

The most important for the business planning **is the reliable information.**

In any case in Zambia there is the possibility for a company to find all necessary information's that will help in first business steps.

You need to invest time and money in the design.

Because Zambia, like other sub-Saharan countries, differs significantly from most European countries where Greek companies usually operate.

The most interesting sectors to invest in Zambia are:

- Energy
- Mining
- Agricultural – Farms
- Private and Public Constructions
- Health
- Tourism

Everyone knows that since the founding of the Greek Zambian Chamber in 2014, we have been trying to communicate both in Greece and in other countries of the European Union that companies Doing Safely Business in Zambia.

I want to thank Mr. Kroupnik M. and orthodox archbishop Ioannis for your help all these years.

Many thanks to everyone who attended this beautiful and useful discussion.