DOING BUSINESS WITH AFRICA: WHY ZAMBIA?

11



Εισηγητής: John Kourkoutas <u>www.linkedin.com/in/johnkourkoutas</u>

In collaboration with the Hellenic-African Chamber of Commerce and Industry

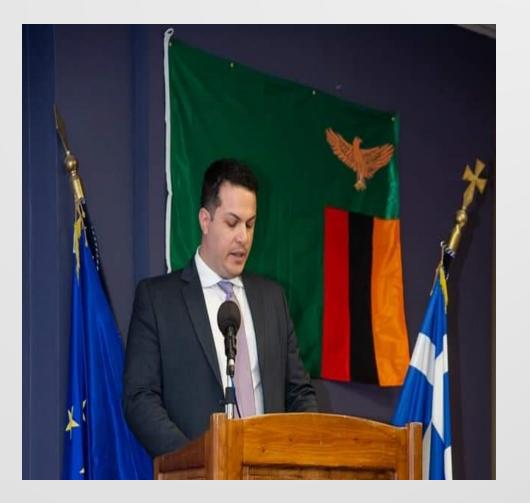


PRESENTER... JOHN KOURKOUTAS

- MrExportToAfrica Founder & MD
- Secretary of the Zambian consulate in Greece
- 10+ years of experience in Africa in 20 countries
- Advisor to many Africa related organizations

www.linkedin.com/in/johnkourkoutas





OUR SERVICES

Consulting & Execution

We provide a wide range of consulting and execution services, customized to your needs, top to bottom, starting from the basics up to full outsourcing of your exports department.

EXPORTS
IMPORTS
IMPORTS
TRAINING
BRANDING
BRANDING
COMPANY SETUP
BUSINESS DEVELOPMENT MARKET INTELIGENCE
BRANDING
EXPORT PLAN
GOLDEN VISA



TOAFRICA

Business with Afric



CONTACT US

Contact us and unlock the most rapidly emerging markets!

Greece, Zambia & Worldwide

P.O. Box: 70075

Plot 7A, Vitanda Street, 1st Floor

Ndola, Copperbelt Province, Zambia



info@mrexporttoafrica.com



www.mrexporttoafrica.com



COMMON MISCONCEPTION





ZAMBIA IS A LANDLOCKED COUNTRY IN SOUTHERN AFRICA THAT IS BORDERED BY EIGHT COUNTRIES WITH AN ESTIMATED POPULATION OF 18.5 MILLION PEOPLE





WHY ZAMBIA?



- Abundance of natural resources and manpower, which are highly under-utilizedDemographics-50% under 25 years old
- Political Stability since attaining independence in 1964
- Duty Free Access
- Banking, financial, legal and insurance services of international standard as well as a Stock Exchange
- Double Taxation Agreements with several European, North American, African, and Asian countries.

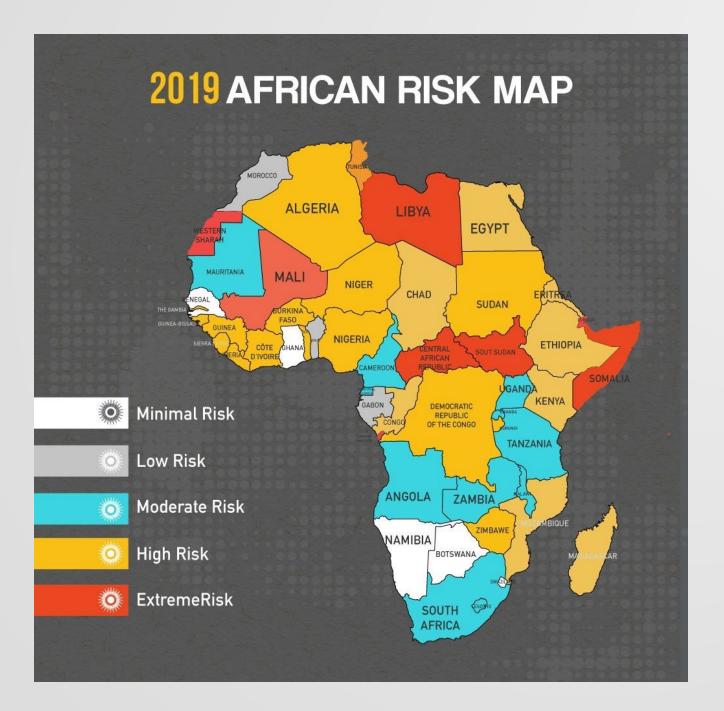




WHY ZAMBIA?

- Great place to work and live sub-tropical climate. Friendly people, mostly English speaking, with high literacy rate.
 Educational establishments to university level. Strong religious values. Open-air lifestyle with nature reserves, game parks, rivers, lakes, and waterfalls.
- Several commercial opportunities: Energy, Infrastructure, Mining, Agriculture, Manufacturing, ICT, Tourism
- Wholesale trade



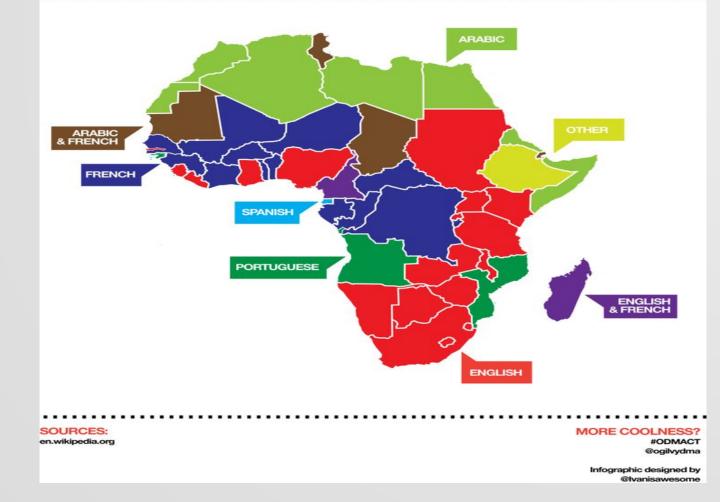




LINGUISTIC DIVERSITY



Business Languages in Africa

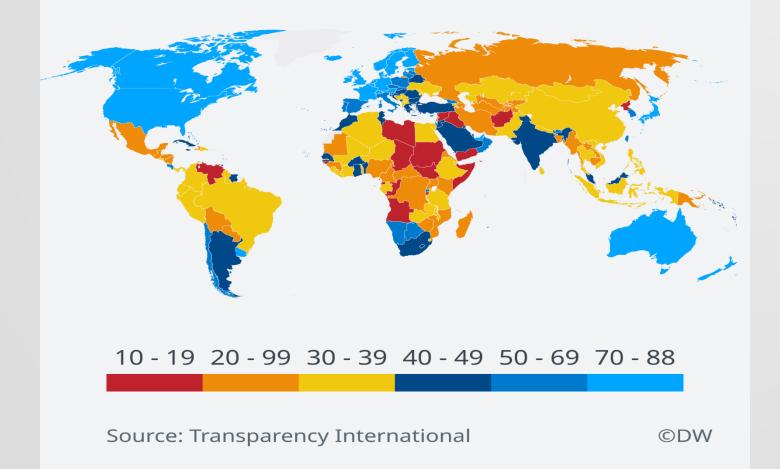


CORRUPTION



Shade of corruption

Perceived levels of corruption in 180 countries



CASES OF COUNTRIES - ZAMBIA

Zambia's macroeconomic environment is stable and considered to be the most favorable in the region resulting in reduction in the cost of doing business. Key strengths that make Zambia an attractive investment destination include:

-Natural resources and manpower.

- -Political stability since attaining its independence in 1964.
- -The abolition of controls on: prices, interest rates, foreign exchange rates and free repatriation of debt repayments.
- -100% repatriation of net profits.
- -International standard as well as a well-developed Stock Exchange.
- -Double Taxation Agreements with several European countries.
- -The establishment of Multi Facility Economic Zones (MFEZs).
- -The acquisition of land by foreign entities facilitated by the Zambia Development Agency.

ZAMBIA	
GDP/CAPITA (MARKET PRICES)	KER
US\$1,417 (26 out of 54)	Sec. A
<u> </u>	
RMB INVESTMENT ATTRACTIVENESS SCORE	Lusaka Ving C
4.7 (17 out of 54)	BUSINESS LANGUAGE
(17 out of 54)	English
	POPULATION (MILLIONS)
GDP (PURCHASING POWER)	17.8 (22 out of 54)
US\$72.9bn	PRIMARY EXPORT
(17 out of 54)	Copper
	PRIMARY EXPORT DESTINATION
GDP (AVERAGE ANNUAL GROWTH 2019-2024)	Switzerland
2.8%	PRIMARY IMPORT
(40 out of 54)	Capital goods
na na sana sa	PRIMARY IMPORT SOURCE
OPERATING ENVIRONMENT SCORE	South Africa
4.7 (Boutof 54)	MOST PROBLEMATIC FACTOR FOR DOING BUSINESS
	Access to financing

Excavation Machinery 1.92%	Broadcasting Equipment 1.07%	Transmissions 0.54% Video Displays	Low-voltage Protection Equipment 0.42% Combustion Engines	Weshing and Bottling Machines 0.4%	Ele	Electric Batteries 0.38% ctric tors	Liquid	Nitrogenou Fertilizers		Packaged Medicaments	Mixed Mineral or Chemical Fertilizers	Iron Structures	Cast Iron Pipes Costed Rolled i 0.35% 0.34 Other Cast Iron Blocks Iron Blocks	ron Iron Products	27% R 27% T	ubbe ires L.32%		ers Polymers
Stone Processing Machines 1.34% Large Construction Vehicles 1.27%	Electrical Transformers 0.81% Other Construction Vehicles 0.69% Insulated Wire	0.49% Refrigerators 0.48% Industrial Food Properation Machinery 0.47% Computers	0.33% Mill Machinery 0.23% Electric 0.22% Telephones 0.21% Other Heating 0.21%	0.3% (Other Lifting	29% 0.27%	6 0.23% L Forle- Lifts	2.23% Industrial Fatty Acids, Oils and Alcohols 1.02% Pesticides	cultures 0.7	1000000000000000000000000000000000000	1.62%	1.9% Other Steel Bars 0.9% Hot-Rolled Iron 0.65%	0.25% 0.24% Aluminium Iron 0.2% 0.14% Raw Iron Bars 0.19% Raw Iron Bars 0.19% Metal 0.17%		Pol	lyacetals 0.5% stic Pipes 0.46% ylene Polymers 0.46%	Raw Plastic	0.66% Plastic other Lids other 0.34% other Image:
Liquid Pumps 1.12% Refined	0.56% Centrifuges 0.54%	0.47% Valves 0.46%	Other Engines 0.296 Electric 0.1896	Cranes High	Video	Sul	Velues < 0.1496	0.99% Cobalt Oxides and Hydroxides 0.93%	Scented I O.4 Cleaning Pr O. Sulfoneted,	42%	Values < 0.01%	Beer Pruit Julice 0.34% Malt Extract 0.17% 0.17% Other Edible Flavored 0.31% 0.16%		Non-fi Frozer 1.3	llet n Fish	Toilet Paper	0.27%	Medical 0.33% X-Rey 0.16%
Petroleum	l	Petr	oleı 6.0			1.1 Petrole Coke 0.37		Deliver Trucks 2.56%	у	Cars 1.34% Vehicle Parts	Tractors 1.3%	Animal Food 0.23% Hard Liquor Gold 2.34 Used Clothing Knit.		Poultry Meat 0.26% Concentrated 0.21% Glass Bottles 0.29% Refractory Ericks 0.28%	0.15%	Uncosted 0.14% Paper Rice 0.25% Com Spices		Palm Dil 0.47%
8. 849	%	Сорре		<u>;</u>	<u>ه</u> ۲	Salt 0.13% Coke		Planes, Helicopte and/or Spacecraf 1.6%	ft	0.83% Trailers 0.72%	0.34% 0.26%	0.37% Light. K	nr	0.39%	0.1596 0.1	Fake	0.1%	tary



ZAMBIA'S TOP FIVE IMPORT COMMODITIES

Zambia's top five import commodities are mineral fuels, oils and products of their distillation (US \$334.85 million), boilers (US \$311.76 million), vehicles and vehicle accessories (US \$149.00 million), electrical machinery, equipment and parts thereof (US \$131.21 million), and articles of iron.





ZAMBIA MAJOR TRADING PARTNER COUNTRIES FOR EXPORTS







Zambia major trading partner countries for exports are Switzerland, China, Dem. Rep. of Congo, Singapore, and South Africa and for imports are South Africa, China, United Arab Emirates, India and Congo, Dem. Rep

FREE TRADE ZONES AFRICAN CONTINENTAL FREE TRADE AREA



- The African Continental Free Trade Area (AfCFTA)[8] is a free trade area which, as of 2018, includes 28 countries
- It was created by the African Continental Free Trade Agreement among 54 of the 55 African Union nations.
- The free-trade area is the largest in the world in terms of the number of participating countries since the formation of the World Trade Organization.

FREE TRADE ZONES VARIOUS FREE TRADE AREAS

Source: UNCTAD

	Africa	n Economic C	ommunity			
Pillars	A === (1, == 2)	Demulation	GDP (PPP)	Member		
regional blocs (REC) ¹	Area (km ²)	Population	in millions	per capita	states	
AEC	29,910,442	853,520,010	2,053,706	2,406	54	
ECOWAS	5,112,903	349,154,000	1,322,452	3,888	15	
ECCAS	6,667,421	121,245,958	175,928	1,451	11	
SADC	9,882,959	233,944,179	737,335	3,152	15	
EAC	2,440,409	169,519,847	411,813	2,429	6	
COMESA	12,873,957	406,102,471	735,599	1,811	20	
IGAD	5,233,604	187,969,775	225,049	1,197	7	
Other			GDP (PPP) (\$US)			
		Population	GDP (PPP)) (\$US)	Member	
African blocs	Area (km²)	Population	GDP (PPP)) (\$US) per capita	Member states	
African	Area (km²) 3,020,142	Population 34,970,529				
African blocs		-	in millions	per capita	states	
African blocs CEMAC ²	3,020,142	34,970,529	in millions 85,136	per capita 2,435	states 6	
African blocs CEMAC ² SACU	3,020,142 2,693,418	34,970,529 51,055,878	in millions 85,136 541,433	per capita 2,435 10,605	states 6 5	
African blocs CEMAC ² SACU UEMOA ¹	3,020,142 2,693,418 3,505,375	34,970,529 51,055,878 80,865,222	in millions 85,136 541,433 101,640	per capita 2,435 10,605 1,257	states 6 5 8	

A common market spanning half of Africa A step towards a continental free trade area ■ countries 26 m population 625 million **Tripartite Free Trade Area** = total GDP \$1 trillion Links 3 regional blocs aim boost trade COMESA Common Market between of East and Libya Egypt African Southern Africa countries SADC South African Development Community Sudan Eritrea EAC East African Community Djibouti Ethiopia COMESA + EAC South COMESA + SADC Sudan Uganda D. R. Congo Kenya Zambia Intra-regional Rwanda trade as a share Malawi Burundi of the region's Zimbabwe Seychelles SADC + EAC total exports Swaziland Tanzania (2007-2011) Madagascar Comoros Angola Africa 11% Namibia Mauritius Latin America/ 21% Mozambique Botswana Caribbean 50% **Developing Asia** Lesotho South Africa 70% Europe



450



ZAMBIA'S FOUNDING FATHER



Let the West have its Technology and Asia its Mysticism! Africa's gift to world culture must be in the realm of Human Relationships.

(Kenneth Kaunda)

izquotes.com



ZAMBIA IS IN YOUR HANDS





OUR SERVICES

Consulting & Execution

We provide a wide range of consulting and execution services, customized to your needs, top to bottom, starting from the basics up to full outsourcing of your exports department.

EXPORTS
IMPORTS
IMPORTS
TRAINING
BRANDING
BRANDING
COMPANY SETUP
BUSINESS DEVELOPMENT MARKET INTELIGENCE
BRANDING
EXPORT PLAN
GOLDEN VISA



TOAFRICA

Business with Afric



CONTACT US

Contact us and unlock the most rapidly emerging markets!

Greece, Zambia & Worldwide

P.O. Box: 70075

Plot 7A, Vitanda Street, 1st Floor

Ndola, Copperbelt Province, Zambia



info@mrexporttoafrica.com



www.mrexporttoafrica.com