

Zambia

Brief Country Analysis

- 1) Population: 16 million.
- 2) Capital: Lusaka (2.5 million inhabitants)
- 3) State: Presiding Democracy
- 4) Health Issues: For protection one needs to get only the yellow fever vaccine, which is now optional. The crime is not serious and depends on where you are circulating. The problem is malaria.
- 5) Temperatures from September to March during the day from 20 to 38 degrees, at night it drops to around 20. The country is located at an altitude of about 950 meters above sea level.
- 6) Investment environment: If you want to invest in the country, either with local production of products, or you are a manufacturer, or you do repackaging, then you enjoy the benefits of the investor. There is a profit exemption for five years. Also, when you have official profitability, you send your profits wherever you want. If you only deal with packed products, namely you only import and sell, you do not have tax exemptions. If you are in the first category, you are entitled to a residence and work permit and you can bring up to 5 foreign partners to the country, with the same rights.

Domain that one can invest in today:

- 1) Creation of a dye house for aluminum. — *Coboy*
- 2) Egg production.
- 3) Rent or purchase of land for wheat and corn production and cultivation of exotic fruits, e.g. bananas, pineapple, coconuts, coffee, mango etc. many. Also, rental of mines for mining, such as gold, copper, nickel, manganese, etc.
- 4) Due to the economic crisis, the sector of construction of houses, offices, etc. is frozen. There are many homes and offices for sale.
- 5) The local currency is the Kwacha. Inflationary tendency have created a major problem for workers. In 2012, 6 kwacha were equal to 1 Euro and 5 kwacha were equal to 1 US Dollar. Today, 1 Euro is 21 kwacha and 1

Dollar is 18 kwacha. The peak was 5 months ago, when prices were 28 and 22 kwacha, respectively. Wages have increased in these 9 years, by about 40%, and the salary of a worker, or an employee, ranges from 100 Euros to 250 Euros for the highly educated.

6) Other categories of occupation / investment are the repackaging of oil products, detergents, cleaning products. For packed products, all food and health products. The country imports 80% of these products from South Africa and even duty free, due to the economic zone to which both countries belong. Normally the duties are 25% and the VAT is 16%. Some products (mainly medical items and medicines) have nothing.

A serious advantage is that whatever you produce, or package in the country, you export duty-free to the 22 countries that belong to the economic zone that belongs to Zambia.

There is great difficulty in finding local representatives, while if you find Greeks for cooperation (cash only), in order to achieve partial success, you will have to make the decision to be there month after month. The majority of the local staff are not related to the subject of the assignment, so they need constant and continuous training.

In my case, which is the drug, at the beginning of 2013 I approved drugs in a period of six months and the cost at that time was \$ 300 / form. In the period 2016-18 I deposited in their National Medicines Agency, 5 new drugs with a new cost per form of \$ 2,000 and up today no license has been approved. In addition, they added a new fee of \$ 800 / format / year.