

# INVESTMENT GUIDE | ZAMBIA

(January 2022)



AfRise

## General information

Demography			Main centres			Multilateral context		
Land area 752,618 km <sup>2</sup>	Population 19.2 million	Language English	Capital Lusaka	Industry Copperbelt	Tourism Livingstone	Blocs COMESA/SADC	BITs 28/9-ratified	MIGA Signatory
Global ranking			Annual event			Natural wonder		
HDI 146/189	CPI 2020 117/180	DB 2020 98/190	Regatta Zambezi	Ceremony Kuomboka	Wildlife Bat migration	Waterfalls Musi-oa-Tunya	Wetlands Bangweulu	Quadripoint Kazungula

## Key economic indicators

Trade and investment			GDP			Major sectors		
FDI \$753m	Exports \$9.47 bn	Imports \$8.85 bn	Nominal \$28.17 bn	Pc (ppp) \$4,247	AGR 3.3%	Agriculture 31%	Industry 41%	Services 28%
Key exports Copper, cobalt, lead, Zinc, coal, tobacco, flowers, cotton, sugar cane, coffee, vegetables, maize		Main export destinations Tanzania, South Africa, China, Japan, Switzerland		Key imports Capital machinery & equipment, foodstuffs, fuels, petroleum, electricity, fertiliser, clothing		Main import sources South Africa, Zimbabwe, United Arab Emirates, United Kingdom		

## Requirements and procedures

Immigration	Business registration	Statutory approvals
Foreign nationals must obtain relevant visas and work/residence permits prior to entering the country. Visas can be obtained from any High Commission or Embassy abroad. This is also possible at port of entry. Certain vaccinations are required or recommended prior to arrival.	Unlimited freedom to establish, own and operate businesses, as well as engage in remunerative activities. Foreign investors not restricted from any economic sector. There are no nationality requirements for shareholders, but there are some residence requirements for directors.	Business licenses are required in certain sectors (e.g. mining, finance, tourism, insurance, transport, energy, telecoms, health, education, manufacturing, stockbrokers). Most projects, except in service sectors, require environmental impact assessment. All investment proposals must be screened by the ZDA Board.
Land acquisition	Taxation	Transfers and assignments
All land is state ultimately state land (i.e., no absolute title). State tenure allows foreign ownership on 99-years renewable leasehold.	All businesses are required to register for tax purposes. Tax liability is based on source of income and residence. Taxes include income tax, VAT, property transfer tax, and turnover tax for small businesses.	Tax chargeable on transfer of property/shares. Approval is required to transfer ownership of certain licenses (e.g. telecoms, mining, energy, banking, insurance, petroleum).

## Regulatory agencies

Zambia Development Agency (ZDA)	Patents & Companies Registration Agency (PACRA)	Zambia Revenue Authority (ZRA)
Promotes and facilitates investment, trade, and enterprise development by providing incentives and guarantees.	Administers the registration of companies and business names, and intellectual property rights and merchandise marks.	Implementing agency (of the Ministry of Finance) responsible for legal framework relating to the regulation and administration of tax.
Zambia Environmental Management Agency (ZEMA)	Department of Immigration (MoHA)	Labour Department (MLSS)
Regulates economic activities that have an impact on the natural environment.	Responsible for issuing investor and employment permits to foreign investors.	Responsible for formulation of labour policy, and administration of governing employment laws.
Other investment service providers		
<ul style="list-style-type: none"> <li>Business Regulatory Review Agency (BRRA) – Charged with the responsibility of ensuring that the cost associated with meeting business regulatory requirements is minimal.</li> <li>Competition and Consumer Protection Commission (CCPC) – Statutory body to safeguard competition and protect consumers.</li> </ul>		

## Culture and society

Business hours	Etiquette and dress	Networking
08:00–13:00hrs, 14:00–17:00hrs (Mon–Fri) Private/service sector hours vary and may include weekends. No more than 48hrs/wk.	Greet most senior person first. Use title and surname. No first names unless permitted. Dress smartly for business meetings.	Local connections, links and trusted alliances to facilitate opportunities, partnerships and community engagement.
Public holidays (13) New Year's Day (1st January); International Women's Day (8th March); Youth Day (12th March); Good Friday (end of March); Easter Monday (first Monday after Good Friday); Labour Day (1st May); Africa Freedom Day (25th May); Heroes' Day (first Monday in July); Unity Day (first Tuesday in July); Farmers Day (first Monday in August); National Prayer Day (18th October); Independence Day (24th October); Christmas (25th-26th December) (Many organisations close shortly before Christmas for 'industrial break' and reopen after the first week in January)		

## Useful links and online resources

- Seventh National Development Plan – (7NDP is the country's development blueprint for 2017–2021)
- 2021 National Budget – (delivered to National Assembly on 25 September 2020)
- Vision 2030 – (long term plan for prosperous middle-income nation status by 2030)
- Zambia Business Licensing Information Portal – (licenses and permits depending on type of activity)
- Zambia Trade Information Portal – (import/export legal documents, measures, standards)

Sources: UNCTAD World Investment Report, 2020; CIA Factbook, 2020; ZSA Monthly Bulletin; ZDA Investor Guide; MFEP Economic Report; World Gazetteer