ZAMBIA DEVELOPMENT AGENCY

Investment for Prosperity



2023

Annual Report

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ACRONYMS

8NDP	Eighth National Development Plan
AfCFTA	African Continental Free Trade Area
ACC	Anti-Corruption Commission
AGOA	African Growth and Opportunity Act
AGS	Accelerated Growth for SMEs
B2B	Business 2 Business
B2G	Business 2 Government
BDS	Business Development Support
BGC	Boston Global Consultant
BIMI	Business Intelligence and Market Information
BOPSC	Balance of Payments Statistical Committee
BOZ	Bank of Zambia
CAMINEX	Copperbelt Agriculture, Mining and Trade Expo
CBU	Copperbelt University
CDF	Constituency Development Fund
COMESA	Common Market for Eastern and Southern Africa
COR	Certificate of Registration
CPR	Communications and Public Relations
CRM	Customer Relationship Management
CSR	Corporate Social Responsibility
CSS	Customer Satisfaction Survey
CTPD	Centre for Trade Policy and Development
DDI/LDI	Domestic Direct Investment /Local Direct Investment
DRC	Democratic Republic of the Congo
ECF	Extended Credit Facility
EPM	Enterprise Performance Monitoring
EU	European Union
FACIM	Mozambique International Trade Fair
FDI	Foreign Direct Investment
FILDA	Angola International Trade Fair
FPI & IP	Foreign Private Investment and Investor Perceptions
GBP	Great British Pound
GDP	Gross Domestic Product
IATF	Intra-African Trade Fair
ICT	Information and Communication Technology
IMF	International Monetary Fund
IP	Industrial Park
IPCC	Intergovernmental Panel on Climate Change
IPPA	Investment Promotion and Protection Agreement
IRC	Information Resources Centre
ITBD	Investment Trade and Business Development
ITC	International Trade Centre
IZIC	Investment in Zambia International Conference
LBDP	Local Business Development Programme
LDC	Least Developed Country
M & E	Monitoring and Evaluation
MCTI	Ministry of Commerce, Trade and Industry
MFEZ	Multi-Facility Economic Zone
MLNR	Ministry of Lands and Natural Resources
MFAIC	Ministry of Foreign Affairs and International Co-operation
MoFNP	Ministry of Finance and National Planning
MoHAIS	Ministry of Home Affairs and Internal Security
MoJ	Ministry of Justice
MLSS	Ministry of Labour and Social Security
MTL	Ministry of Transport and Logistics
MOU	Memorandum of Understanding
MSME	Micro, Small and Medium Enterprises

MST	Ministry of Science & Technology
MYSA	Ministry of Youth Sport and Arts
NAPSA	National Pensions Scheme Authority
NGOs	Non-Governmental Organizations
NPS	Net Promoter Score
NTBs	Non-Tariff Barriers
NTEs	Non-Traditional Exports
PACRA	Patents and Companies Registration Authority
S.I	Statutory Instrument
SADC	Southern African Development Community
SEZ	Special Economic Zone
TFO	Trade Facilitation Office
UAE	United Arab Emirates
UK	United Kingdom
UN	United Nations
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Program
UNGA	United Nations General Assembly
UNIDO	United Nations Industrial Development Organization
UNILUS	University of Lusaka
UNZA	University of Zambia
USAID	United States Agency for International Development
USD	United States Dollar
VAT	Value Added Tax
ZABS	Zambia Bureau of Standards
ZACCI	Zambia Chamber of Commerce and Industry
ZAFWIB	Zambian Federation Association of Women in Business
ZAM	Zambia Association of Manufacturers
ZAMSTATS	Zambia Statistics Agency
ZANACO	Zambia National Commercial Bank
ZAR	South African Rand
ZCGS	Zambia Credit Guarantee Scheme
ZDA	Zambia Development Agency
ZEDF	Zambia Export Development Fund
ZEGA	Zambia Export Growers Association
ZEMA	Zambia Environmental Management Agency
ZICA	Zambia Institute of Chartered Accountants
ZIPAR	Zambia Institute for Policy Analysis and Research
ZMW	Zambian Kwacha
ZNBC	Zambia National Broadcasting Cooperation
ZPPA	Zambia Public Procurement Authority

FOREWORD BY PERMANENT SECRETARY



> *"The Statutory Instrument (S.I) No. 47 of 2023 has introduced manufacturing, construction, energy, water supply as well as information and technology as new priority sectors.*
>
> *In accelerating industrialization, value addition and job creation, the Luano Multi-Facility Economic Zone was declared through the Investment, Trade and Business Development (Luano Industrial Park) (Declaration) Order 2024 and will focus on textiles."*

It is an honour and privilege to present the Zambia Development Agency (ZDA) Annual Report for the year 2023.

The Ministry of Commerce, Trade and Industry (MCTI), through ZDA, has continued promoting and facilitating the growth of the private sector by providing the policy direction required for the Agency to fulfil its mandate of promoting investment, trade and business development.

In view of the aforementioned, in 2023, the Ministry developed policies and strategies that were aimed at enhancing the Agency's ability to fulfil its mandate. The major ones include: -

National e-Commerce Strategy

The e-Commerce Strategy has been developed to actualise trade policy pronouncements with a view of enhancing e-commerce. The strategy plays a critical role in the economy as it facilitates the creation of new channels for trade, jobs and the improvement of efficiency in trade. It also enables both goods and service providers to participate in regional and global value chains by connecting and easing transactions among businesses and consumers.

Issuance of Statutory Instrument (S.I) No. 47 of 2023

In operationalization of the Investment Trade and Business Development (ITBD) Act, S.I No. 47 of 2023 replaced Statutory Instrument (S.I) No. 17 of 2014. The new S.I has introduced manufacturing, construction, energy, water supply as well as information and technology as new priority sectors. Through this S.I, Government intends to widen promotion of investment and trade opportunities to include emerging sectors such as ICT, and water supply and sanitation, which have a cross cutting impact on other economic sectors.

In prioritising the critical minerals value chain, the Ministry is complementing Government efforts aimed at exploiting the potential of the electric vehicle battery manufacturing sub-sector.

Special Economic Zone Development

In accelerating industrialization, value addition and job creation, the Ministry has continued facilitating the development of Special Economic Zones (SEZs). In 2023, the Luano Multi-Facility Economic Zone was declared through the Investment, Trade and Business Development (Luano Industrial Park) (Declaration) Order 2024 and will focus on textiles.

In conclusion, I would like to congratulate ZDA Management and staff for the successes scored such as exponential increase in investment commitments and value of exports. The Ministry and Government will continue to provide the requisite support to the Agency in fulfilling its mandate.



John A. Mulongoti
Permanent Secretary
MINISTRY OF COMMERCE, TRADE AND INDUSTRY

BOARD CHAIRPERSON'S STATEMENT



Committed Investments
USD 39.97 bn

Actualised Investments
USD 2.1 bn

Committed Jobs
160,280

Actualised Jobs
25,890

Exporters Linked to Export markets
283

Export Leads
USD 98.3 mn

Confirmed Orders
USD 3.7 mn

Business Development Support Service
8,487 MSMEs

Jobs Created by MSMEs
12,930

It is with great honour to report that the Zambia Development Agency (ZDA), in 2023, achieved significant milestones in our vision to be a World Class Agency in promotion of trade, investment and business development. During the period under review, the Board approved the 2022-2026 Strategic Plan and its Implementation Plan. The Plan provides the strategic direction for the Agency for the indicated period. The Agency's success in 2023 was largely attributed to improved Government funding and pro-business reforms that increased investor confidence.

In 2023, the Agency achieved an overall program implementation rate of 85 percent compared to 81 percent in 2022, representing an increase of 4 percent, as measured by the implementation of planned programmes and activities.

During the period under review, the Agency recorded committed investments amounting to USD 39.97 billion from 379 registered projects, compared to USD 8.61 billion recorded from 359 projects in 2022, representing an increase of 364 percent.

A total of 160,280 commited jobs were recorded in both new and renewal projects compared to 75,320 jobs in 2022, representing an increase of 113 percent.

In the period under review, USD 2.1 billion was actualised against the committed investment of USD 2.7 billion from 232 monitored enterprises in various sectors and regions across the country, representing an actualisation rate of 78 percent. In addition, 25,890 jobs were created from 27,353 committed jobs, representing a performance of 95 percent.

The Agency successfully linked 283 exporters from various sectors to export markets. From the linkages, USD 98.3 million worth of export leads and USD 3.7 million confirmed orders were recorded mainly from the agro-processing, chemicals and manufacturing sectors.

A total of 8,487 MSMEs received Business Development Support (BDS) services. The MSMEs supported with BDS created a total of 12,930 jobs.

In 2024, the Agency will focus on the following strategic areas:

1. Attracting local and foreign direct investment that is export oriented and creating more jobs;
2. Promoting cotton, beef, leather and electric vehicle battery value chains with potential to enhance growth, value addition, job creation and exports;
3. Promoting the development and commercialisation of Special Economic Zones (SEZs);
4. Facilitating product development for export markets;
5. Profiling climate-smart investment projects;
6. Facilitating Joint Ventures and Partnerships;
7. Enhancing provision of business development services in order to transition growth-oriented businesses into large enterprises; and
8. Providing evidence-based policy recommendations that will facilitate an enabling business environment for growth and competitiveness of businesses.

Professor Biemba Maliti
Board Chairperson
ZAMBIA DEVELOPMENT AGENCY

DIRECTOR GENERAL'S ACKNOWLEDGEMENT



> *"I wish to thank the Ministry of Commerce, Trade and Industry and the ZDA Board for their support during the year.*
>
> *I also wish to thank our co-operating partners for the support rendered."*

During the year under review, the Agency realigned its programmes to the Zambia Development Agency Act No. 17 of 2022 and the Investment, Trade and Business Development (ITBD) Act No. 18 of 2022 as well as the 2022-2026 Strategic Plan. The Agency undertook specific interventions such as targeted trade and investment missions and provided business development services to support the expansion and competitiveness of businesses in various economic sectors.

The emphasis on investment and trade as a means of achieving meaningful and sustainable growth resonated with most of Government's pronouncements. Consequently, the Agency attracted a great deal of inquiries from investors to invest in Zambia in various sectors, including mining, manufacturing, energy, construction, and agriculture.

The Agency launched the online Application Portal enabling both local and international investors to apply for Certificate of Registration, MFEZ Permit and MFEZ Developer Licence remotely. The Agency is working towards ensuring that Licences are approved within Twenty-Four (24) hours.

The Agency wishes to thank the Ministry of Commerce, Trade and Industry and the ZDA Board for their support during the year. The Agency also wishes to thank its co-operating partners for the support rendered.

Finally, I would like to express my sincere appreciation to the Management and staff for their dedication and commitment towards achieving our goals.

In 2024, ZDA will be dynamic in executing its mandate. Whilst we expect the challenges of external shocks to persist in 2024, we remain optimistic that it will also be filled with new opportunities for the business community. Therefore, the Agency will continue leveraging on Government's pro-business reforms in contributing to economic transformation and job creation through trade and investment promotion.

Albert Halwampa
Director General
ZAMBIA DEVELOPMENT AGENCY

CORPORATE GOVERNANCE

Pursuant to the Zambia Development Agency Act No. 17 of 2022, the Agency is overseen by a Board of Directors ("the Board") appointed by the Minister of Commerce, Trade and Industry. The Board is the custodian of corporate governance principles for the Agency.

THE BOARD OF DIRECTORS

The ZDA Board provides strategic oversight of the Agency and management of its resources. It also approves and monitors the implementation of the Corporate Strategic Plan and other administrative policies necessary for efficient operation of the Agency. The Minister of Commerce, Trade and Industry appoints the members of the Board while the Director General, who is the Chief Executive Officer of the Agency, is appointed by the Board.

BOARD MEMBERS

The following constituted the Board as at 31st December, 2023:



Prof. Biemba Maliti
Board Chairperson



Mr. Ashwini Ashu Sagar
Board Vice Chairperson



Mr. Michael Couvarus
Board Member



Ms. Thandiwe Shonga
Board Member



Dr. McGerald Mvula
Board Member



Mr. Jonathan Phiri
Board Member



Dr. Peggy Kapunda Banda
Board Member



Mr. Musokotwane Sichizuwe
Board Member

The Board is assisted by the following committees in discharging its duties:

1. **Audit and Risk Management Committee-** The purpose of the committee is to assist the Board and Management in discharging their responsibilities for the smooth running of all operations of directorates, functions and the integrity of the Agency's financial statements.

Committee Members

Mr. Ashwini Kumar Ashu Sagar	Chairperson
Ms. Thandiwe Shonga	Member
Ms. Molly Mbachi Kamwanya Kambole	Member
Mr. Gideon Hakanema	Member
Mrs. Florence Maboshe	Member

2. **Trade and Investments Committee-** This committee serves to guide on matters relating to industry, industry development and productivity, investments, exports of goods and services, operations of Special Economic Zones (SEZs) and matters relating to small scale enterprises.

Committee Members

Dr. McGerald Mvula	Chairperson
Mr. Michael Alexander Couvaras	Member
Mr. Musokotwane Sichzuwe	Member
Mr. Ashwini Kumar Ashu Sagar	Member
Mr. Jonathan Phiri	Member

3. **Finance and Administration Committee-** The committee supervises, evaluates and provides guidance to management on matters relating to human resource management, procurement and budgeting.

Committee Members

Mr. Jonathan Phiri	Chairperson
Mr. Ashwini Kumar Ashu Sagar	Member
Ms. Thandiwe Shonga	Member
Dr. McGerald Mvula	Member
Mrs. Prudence Malilwe	Member

4. **Licences, Permits and Certificates Approval Committee-** The purpose of the committee is to consider and approve Certificates of Registration, MFEZ Permits and Developers Licence.

Committee Members

Mr. Musokotwane Sichizuwe	Chairperson
Mr. Albert Halwampa	Member
Mr. James Kankondo	Member
Mr. Chimuka Nketani	Member
Mr. Gabriel Musentekwa	Member
Mr. Innocent Melu	Member
Mrs. Jessica Chombo	Member
Mr. Constantine Mwembela-ZEMA	Member
Ms. Mofya Mwenda- Office of the President	Member
Mr. Jones Zulu	Member

EXECUTIVE MANAGEMENT

The following constituted the Executive Management of ZDA as at 31st December, 2023:



Mr. Albert Halwampa
Director General



Mr. Innocent Melu
Director - Corporate Strategy



Ms. Jessica Chombo
Director - Export Development



Mr. Gabriel Musentekwa
Director – Business Development



Ms. Chama Chilambwe
Director – Finance



Mr. Chimuka Nketani
Director - Investments



Mr. James Kankondo
Director – Legal
(Board Secretary)

EXECUTIVE SUMMARY

The Zambia Development Agency leveraged on the improved funding from Government and pro-business reforms to accelerate trade and investment promotion programmes and activities.

In terms of investment promotion, the Agency recorded committed investment amounting to USD 39.97 billion from 379 registered projects, compared to USD 8.61 billion recorded from 359 projects in 2022, representing an increase of 364 percent. A total of 160,280 jobs were recorded in both new and renewal projects compared to 75,320 jobs in 2022, representing an increase of 113 percent.

The Agency recorded actualised investment worth USD 2.1 billion against USD 2.7 billion committed investment from 232 monitored enterprises in various sectors and regions across the country, representing an actualisation rate of 78 percent. In addition, 25,890 jobs were created from 27,353 committed jobs, representing a performance of 95 percent.

A total of 8,487 MSMEs were provided with Business Development Support (BDS) services. The supported MSMEs created a total of 12,930 jobs.

During the period under review, the country recorded total export earnings amounting to USD 10.42 billion in 2023 compared to USD 11.65 billion in 2022, representing a decrease of 10.54 percent. From the Total Exports recorded in 2023, USD 6.19 billion were Traditional Exports while USD 4.23 billion were Non-Traditional Exports (NTEs).

In comparison to 2022, Traditional Exports decreased by 23.88 percent from USD 8.13 billion in 2022 to USD 6.19 percent in 2023. Further, NTEs increased by 20.28 percent from USD 3.52 billion in 2022 to USD 4.23 billion in 2023. The share of NTEs to Total Exports increased by 10.41 percent from 30.21 percent in 2022 to 40.61 percent in 2023. The increase in share of NTEs to total exports was attributed to the increased trade between Zambia and countries in Southern Africa Development Community (SADC) and ASIA market blocs as well as the deliberate efforts through the Agency's trade missions, fairs and expos.

During the period under review, the Agency linked 283 exporters from various sectors to export markets. From the linkages, USD 98.3 million worth of export leads and USD 3.7 million confirmed orders were recorded mainly from the agro-processing, chemicals and manufacturing sectors.

The Agency undertook the annual Client Satisfaction Survey to measure the levels of satisfaction with the services provided by ZDA to its clients and other stakeholders. The survey findings revealed an overall client satisfaction score of 91 percent as measured by the Net Promoter Score (NPS), an improvement from 2022 which recorded an NPS of 79 percent.

Furthermore, in meeting its policy advocacy mandate, the Agency produced nineteen (19) policy briefs/position papers/ parliamentary memoranda and provided recommendations at the Tax Policy Review Committee. In fostering and strengthening stakeholder collaborations, the Agency executed seven (7) Memoranda of Understanding (MOUs).



Zambian delegation to the Intra Africa Trade Fair led by Minister of Commerce, Trade and Industry Hon. Chipoka Mulenga flanked by ZDA Board Member Mr. Michael Couvarus and Director General Mr. Albert Halwampa, among others


ZDA
RECEPTION

1.0 INTRODUCTION

The 2023 annual report highlights the performance of the Agency for the year, premised on the Annual Work Plan and the 2022-2026 ZDA Strategic Plan.

1.1 About the ZDA

The Zambia Development Agency (ZDA) is Zambia's premier economic development Agency with a multifaceted mandate of promoting and facilitating trade, investment and business development in the country. The Agency is also responsible for building and enhancing the country's investment profile for increased capital inflows, capital formation, employment creation and growth of businesses.

The Agency plays a key role to Zambia's economic growth and diversification agenda leveraged on attraction and facilitation of targeted investment and re-investment in all economic sectors. Additionally, it fosters business growth and expansion of markets for Zambian goods, particularly Non-Traditional Exports (NTEs).

In creating a favourable business climate, the Agency promotes the growth of the private sector through stakeholder engagement, public-private discourse, and evidence-based policy advocacy.

Our Vision

"A world class Agency fostering a transformed and prosperous economy for Zambia."

Our Mission

"To promote and facilitate sustainable trade and investment for a diversified and industrialised economy"

Our Core Values

i. **Diversity:** We embrace all stakeholders regardless of culture, ethnic group, colour, gender;

ii. **Integrity:** We are honest, morally upright, accountable, professional and impartial in the course of duty;

iii. **Excellence:** We discharge our duties with high quality standard and superior performance;

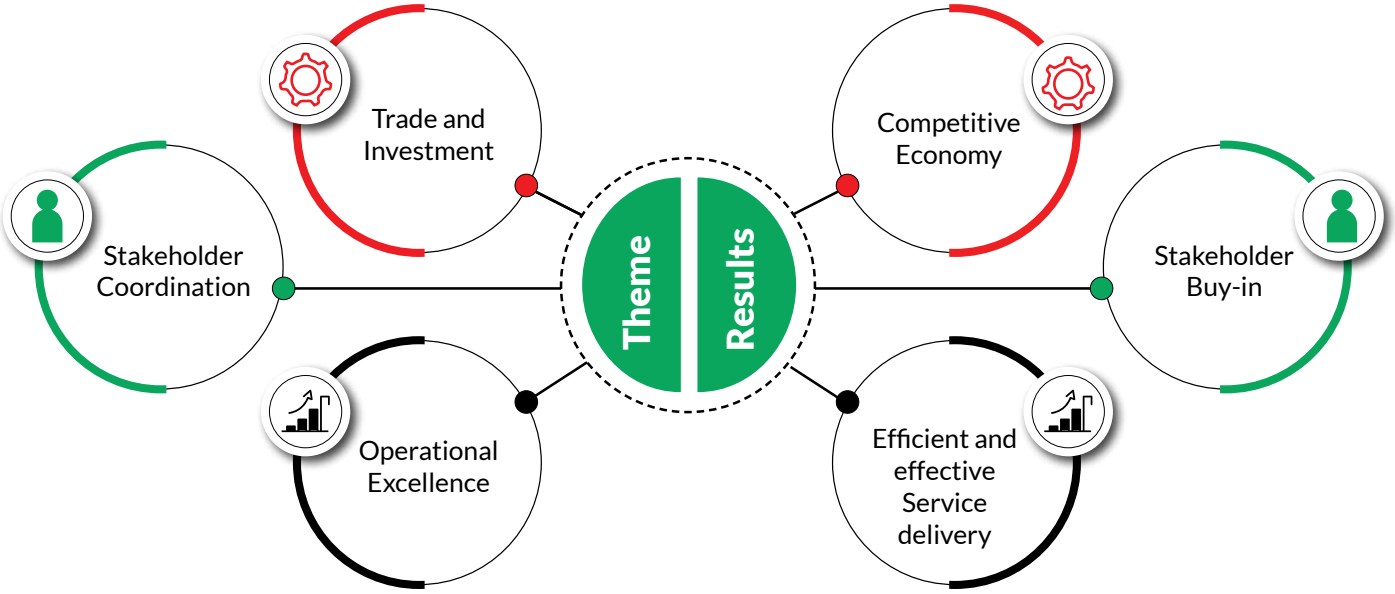
iv. **Team Spirit**: We embrace unity of purpose in achieving common goals;

v. **Innovation:** We are responsive, adaptive and embrace a culture of continuous improvement; and

vi. **Courtesy:** We are polite, respectful and have regard for feelings and rights of others.

Strategic Focus

To realise its Vision, the Zambia Development Agency identified the following three (3) areas of focus (themes) and associated strategic results:



Source: ZDA Strategic Plan (2022-2026)



ZDA Board Chairperson Prof. Maliti (c) and other Board Members, flanked by ZDA DG Mr. Halwampa and Management at the launch of the ZDA 2022-2026 Strategic Plan at Mulungushi International Conference Centre in Lusaka

2.0 ECONOMIC OVERVIEW

According to the International Monetary Fund (2023), the global economy growth rate was projected to reduce from an estimated 3.5 % in 2022 to 3.0 % in both 2023 and 2024. This was mainly attributed to global economic activity experiencing a broad-based and sharper than expected slowdown, with inflation higher than seen in several decades, cost-of living crisis, tightening financial conditions, and geo-political tensions in most regions as well as the Israel-Hamas and the Russia – Ukraine conflicts.

In 2023, the Zambian economy grew by 5.8% from a growth of 4.7% in 2022. Growth was mainly driven by the Arts, Entertainment and Recreation (39.2%), Information and Communication (28.8%), Accommodation and Food services activities (25.7%).

In the year under review, the Kwacha depreciated against all major convertible currencies. On average, it traded at ZMW 20.21 in 2023 compared to ZMW 16.94 per USD in 2022. The depreciation of the Kwacha was mainly on account of reduced earnings from traditional exports (Copper, Cobalt).

Commercial banks' average lending rates increased by 1.94 percentage points to 25.75 percent in 2023 from 25.26 percent in 2022. In addition, lending rates remained high due to market risk and tight liquidity conditions. The end-year inflation rate recorded an increase of 32.32 percentage poin ts to 13.1 percent in 2023 from 9.9 percent in 2022. This was mainly attributed to price movements of selected food and non-food items.

The country recorded total export earnings amounting to USD 10.42 billion in 2023 compared to USD 11.65 billion in 2022, representing a decrease of 10.54 percent. From the Total Exports recorded in 2023, USD 6.19 billion were Traditional Exports while USD 4.23 billion were Non-Traditional Exports (NTEs). In comparison to 2022, Traditional Exports decreased by 23.88 percent from USD 8.13 billion in 2022 to USD 6.19 percent in 2023. Further, NTEs increased by 20.28 percent from USD 3.52 billion in 2022 to USD 4.23 billion in 2023. The share of NTEs to Total Exports increased by 10.41 percent from 30.21 percent in 2022 to 40.61 percent in 2023.

Overall, the country's macroeconomic environment exhibited resilience despite pressure from external shocks such as increased oil prices. The Government remain resolute in intervening to stabilize the macroeconomic environment through fiscal and monetary interventions. Table 1 outlines the macroeconomic performance of the country for specific selected indicators.



Real GDP Growth Rate
5.8%



Inflation Rate
13.1%



Total Exports
USD 10.4 billion



Non-Traditional Exports
USD 4.2 billion

Table 1: Selected Key Macroeconomic Indicators 2022 – 2023

No.	Indicator	2022	2023
1	Real GDP Growth Rate (%)	4.7	5.8
2	Exchange Rate (Period Average)		
	ZMW/USD	16.94	20.21
	ZMW/GBP	21.06	25.16
	ZMW/EUR	18.02	21.86
	ZMW/ZAR	1.05	1.10
3	Commercial Banks' Lending Rate (Period Average, %)	25.26	25.75
4	Inflation (End Period, %)	9.9	13.10
5	Commodity Prices (Period Average)		
	Copper (USD/Tonne)	8,375.40	8,490.29
	Cobalt (USD/Tonne)	59,985.00	34,270.50
	Crude Oil (Dubai) (USD/Barrel)	73.6	81.98
6	Total Export Earnings (USD, Billion)	11.65	10.42
7	Traditional Exports	8.13	6.19
8	NTEs Export Earnings (USD, Billion)	3.52	4.23
9	Share of NTEs to Total Exports (%)	30.21	40.61

Source: BOZ, ZAMSTATS, MoFNP



President Hakainde Hichilema addressing the Italy-Zambia Business Forum

3.0 OPERATIONAL AND PERFORMANCE REVIEW

In 2023, the Agency achieved an overall program implementation rate of 85 percent compared to 81 percent in 2022, representing an increase of 4 percent, as measured by the implementation of planned interventions.

The Strategic Plan for the period 2022-2026 was successfully launched. The Plan was developed to position the Agency to effectively contribute to the economic transformation agenda of the country as espoused in the Eighth National Development Plan (8NDP) and Vision 2030.

In improving service delivery, the Agency launched the online Application Portal enabling both local and international investors to apply for Certificate of Registration, MFEZ Permit and MFEZ Developer Licence remotely. As at 31st December, 2023, 48 applications were issued online.

The Agency enhanced its efforts towards promoting and facilitating trade and investment by undertaking various targeted trade and investment missions and participating at various business fora, exhibitions and fairs including; Intra-Africa Trade Fair, South Africa Mining Indaba, Congo DR Trade Mission, China-Africa Economic and Trade Expo, among others. The heightened efforts towards promoting and facilitating trade and investment was attributed to increased funding by Government and stakeholder collaboration.

The increase in Government funding to the Agency, and strengthened stakeholder collaboration and partnerships, enhanced the implementation of planned programmes.



ZDA Director General, Mr. Albert Halwampa making a presentation on trade and investment opportunities at the China - Zambia Entrepreneur Investment Promotion Symposium in China

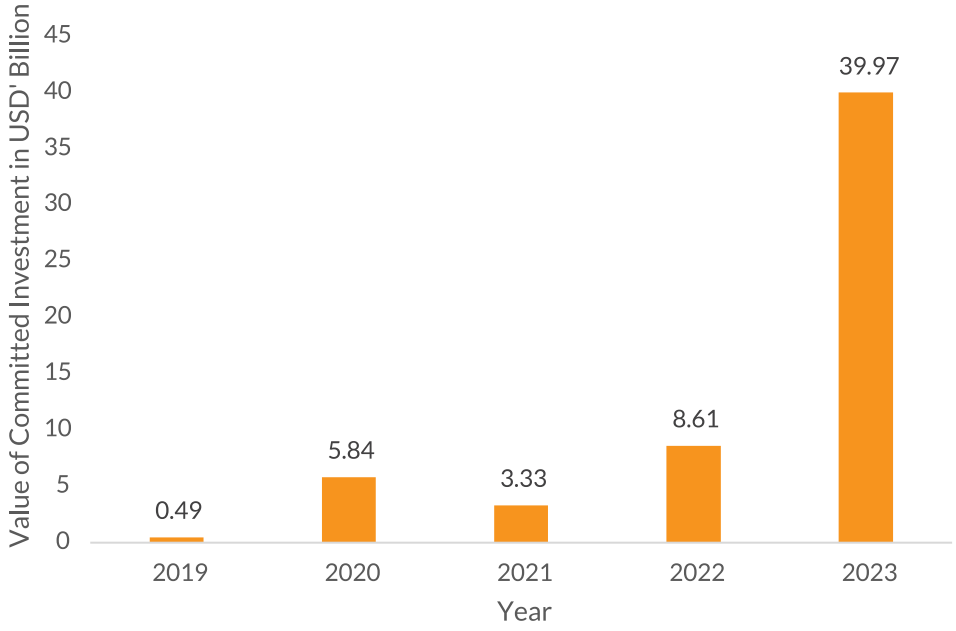
4.0 INVESTMENT PROMOTION AND FACILITATION

Committed Investment

The Agency continued to drive its investment promotion and facilitation agenda by implementing a number of programmes that included targeted missions as well as provision of investment support services.

In 2023, committed investment[1] valued at USD 39.97 billion was recorded from 379 registered projects, compared to USD 8.61 billion recorded from 359 projects in 2022, representing a performance of 364.23 percent. The increase in committed investment was largely attributed to enhanced effort in investment promotion and facilitation and pro-business reforms by Government that led to increased investor confidence. The trend analysis indicates that the highest committed investment was recorded in 2023 whereas the lowest was recorded in 2019. Figure 1 shows the trend in committed investments in the last five years.

Figure 1: Trends in Registered Committed Investment, 2019 – 2023



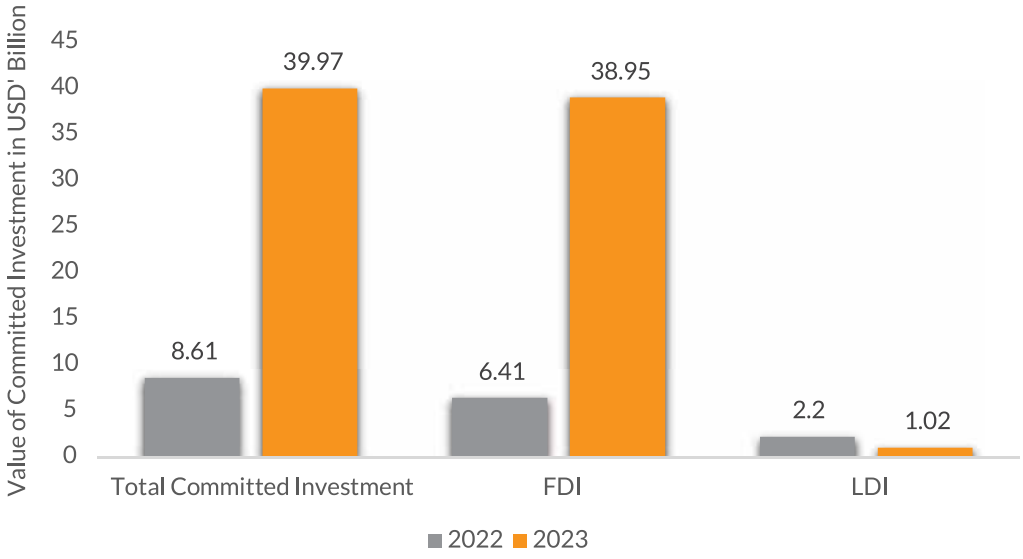
Source: ZDA

Furthermore, re-investments worth USD 229.63 million from 52 investment projects were recorded in 2023 as compared to USD 709.48 million from 39 projects in 2022. These projects committed to expand their businesses and create 4,775 additional jobs in 2023, compared to the 5,754 jobs in 2022.

From the total value of committed investment recorded in 2023, USD 38.95 billion was Foreign Direct Investment (FDI) while USD 1.02 billion was Domestic Direct Investment (DDI), representing 97.45 and 2.55 percent, respectively. Refer to Figure 2.

1 Committed investment and employment figures in this report represent the investments facilitated by the ZDA

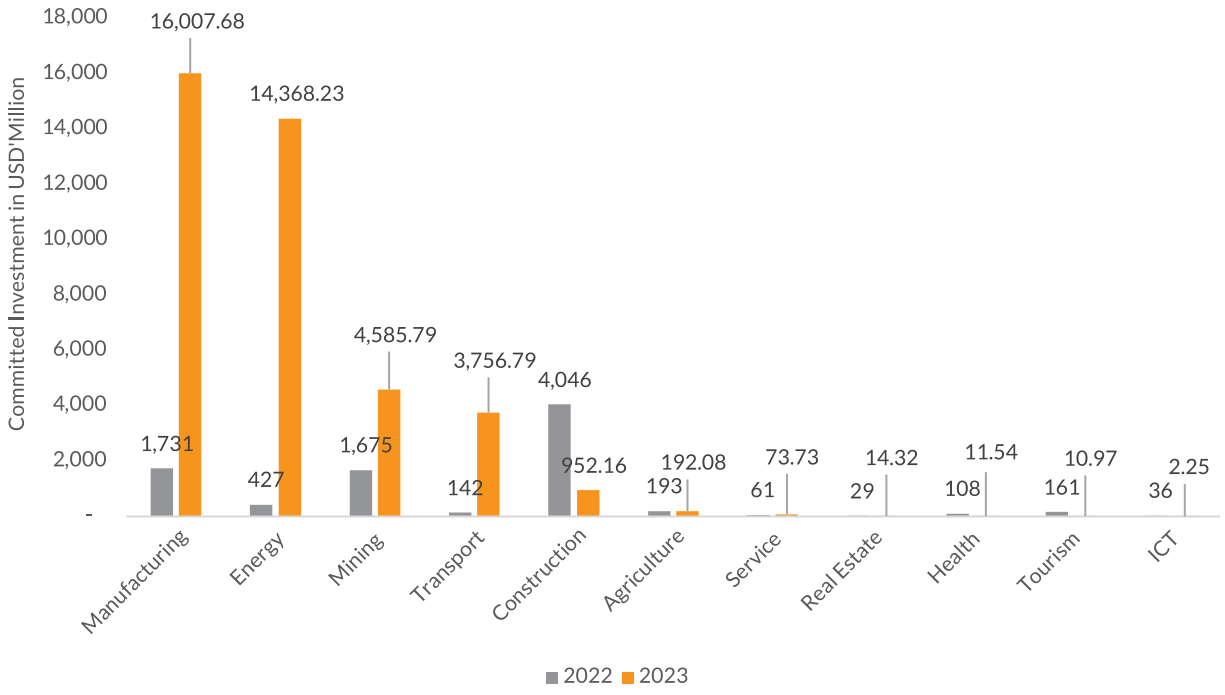
Figure 2: Value of Committed Investment by Type, 2022 – 2023



Source: ZDA

With regard to sector representation, the Manufacturing sector recorded the highest committed investment of USD 16 billion, representing 40 percent of total investment. This was followed by the Energy, Mining and Transport sectors with committed investment of USD 14.36 billion, USD 4.58 billion and USD 3.75 billion, representing 36, 11 and 9 percent respectively. The rest of the sectors combined recorded USD 1.26 billion and accounted for 3 percent of the total committed investment. Refer to Figure 3.

Figure 3: Sectorial Contribution to Commited Investment, 2022 – 2023



Source: ZDA

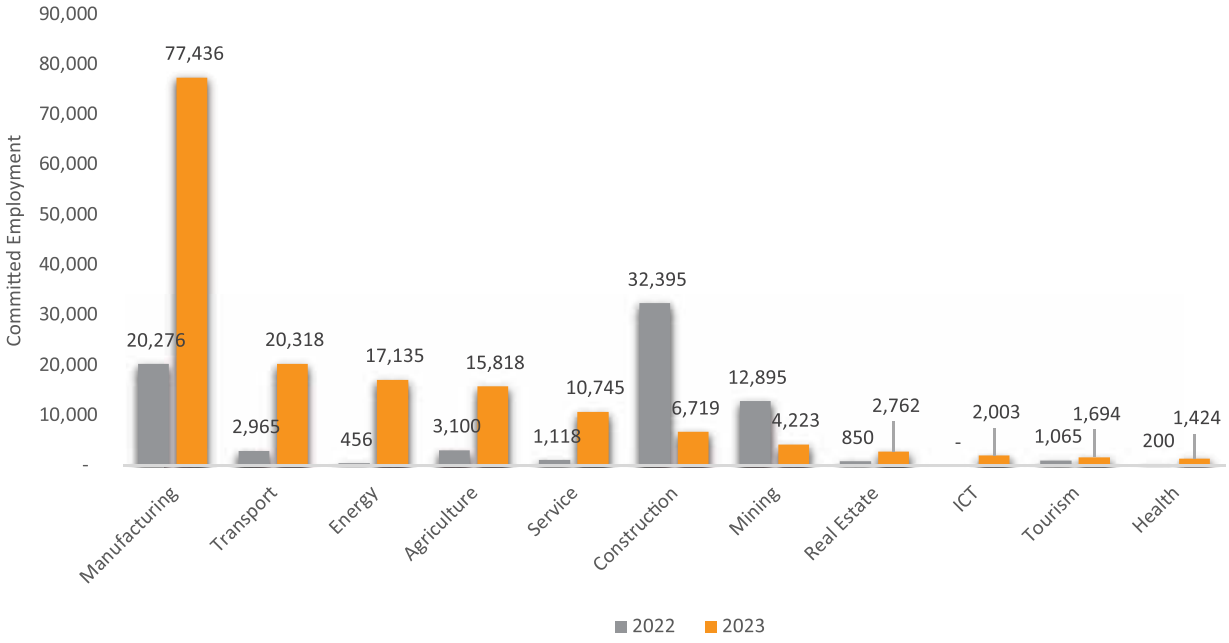


President Hakainde Hichilema, Minister of Mines and Minerals Development Hon. Paul Kabuswe and First Quantum Minerals Chief Executive Officer Tristan Pascal during the groundbreaking ceremony of the Enterprise Nickel Mine in Kalumbila

Committed Employment

In terms of committed employment, a total of 160,280 jobs were recorded in 2023 in both new and renewal projects compared to 75,320 jobs in 2022, representing an increase of 112.8 percent. In particular, the Manufacturing sector recorded the highest committed employment of 77,436 jobs, representing 48 percent. This was followed by the Transport and Energy sectors with 20,318 and 17,135 jobs, representing 13 and 11 percent respectively. Other sectors combined accounted for 45,390 jobs, representing 28 percent of the total committed employment. Refer to Figure 4.

Figure 4: Sector Contribution to Committed Employment, 2022 - 2023



Source: ZDA

High-Value Investments by Sector and Source Countries

Significant levels of investment were attracted from various countries with the Manufacturing sector recording the highest value of committed investment while ICT recorded the lowest committed investment. Table 2 shows committed investment and employment by sector and source country.

Table 2: High-Value Investment by Sector and Source Country in 2023

Sector	Source Country	Committed Investment (USD Million)	Committed Employment
Manufacturing	Bangladesh, Belgium, Britain, Burundi, Canada, China, Egypt, Eritrea, Greece, India, Kenya, Lebanon, Lithuania, Malawi, Rwanda, Singapore, Somalia, South Africa, Sweden, Tanzania, Turkey, United Kingdom, United Arab Emirates, United States of America, Zambia, Zimbabwe	16,007.68	77,436
Energy	Belgium, China, Singapore, Switzerland, United Arab Emirates, Zambia	14,368.23	17,135
Mining	British Virgin Islands, China, India, Israel, United Kingdom, United States of America, Zambia	4,585.79	4,223
Transport	Botswana, China , Congo DR, Ethiopia, Greece, India , Kenya, Mauritius, Namibia, Netherlands, Pakistan, Serbia, Somalia , South Africa, Sweden, Tanzania, UAE, United Kingdom, United States of America, Zambia, Zimbabwe	3,756.79	20,318
Construction	Belgium, China, India, Lebanon, Zambia, Zimbabwe	952.16	6,719
Agriculture	Angola, Britain, China, India, Ireland, Poland, Portugal, Seychelles, South Africa, Tanzania, United Arab Emirates, United Kingdom, United States of America, USA, Vietnam, Zambia, Zimbabwe	192.08	15,818
Service	Australia, Botswana, China, India, Mauritius, Rwanda, Somalia, South Africa, United Arab Emirates, Zambia	73.73	10,745
Real Estate	Botswana, Eritrea, Somalia, South Africa, United Kingdom, United States of America, Zambia	14.32	2,762
Health	India, United Arab Emirates	11.54	1,424
Tourism	China, Eritrea, India, Zambia	10.97	1,694
ICT	China	2.25	2,003
TOTAL		**39,975.54**	**160,280**

Source: ZDA

Actualised Investment

A total of 232 enterprises were monitored in 2023 compared to 167 in 2022, representing an increase of 38.92 percent. The targeted enterprises included: enterprises which benefited from fiscal incentives; companies that intended to renew their licences; and enterprises registered in 2021 and 2022. Refer to Table 3.

Table 3: Actualised Investment by Category of Enterprise Monitored

Category of Enterprise		Number of Enterprises Monitored	Committed Investment (USD Million)	Actualised Investment (USD Million)	Committed Employment	Actualised Employment
Enterprises with fiscal incentives		74	1,452.28	1,496.25	8,668	11,442
Renewals		52	229.63	388.45	4,775	8,872
Targeted Enterprises Registered[2] (2021-2022)	2021	32	802.21	164.95	6,838	2,666
	2022	74	289.45	118.48	7,072	2,910
Total		**232**	**2,773.57**	**2,168.13**	**27,353**	**25,890**

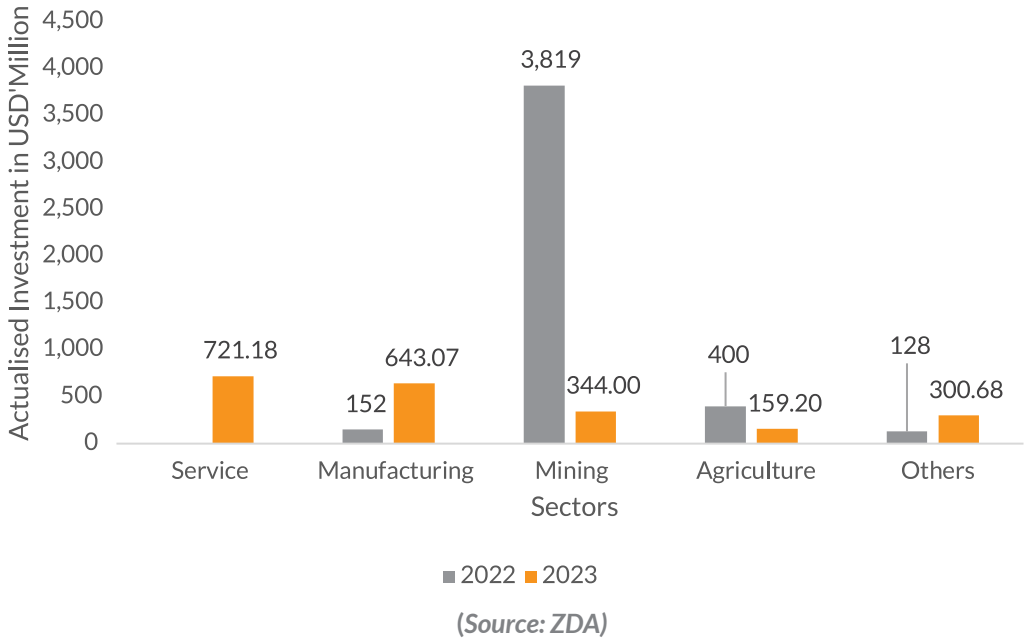
(Source: ZDA)

From the total 232 monitored enterprises, USD 2.1 billion worth of investment was actualised[3], representing a decrease of 51.88 percent compared to USD 4.51 billion actualised in 2022. This decrease was mainly attributed to a change in sampling criteria for monitored enterprises. In the previous year, the monitored enterprises had lead-time of operation of at least three (3) years from date of registration while in 2023, the monitored enterprises had a lead-time of at least one (1) year which were mostly at construction, procurement of plant and machinery, and production stages. The change in monitoring criteria was to assess the rate of actualisation of enterprises registered in 2021 and 2022.

With regard to actualisation performance, the monitored enterprises committed USD 2.77 billion worth of investments and actualised USD 2.1 billion, representing an actualisation rate of 78.17 percent. In comparison to 2022, USD 4.51 billion worth of investment was actualised against committed investment of USD 6.61 billion, representing an actualisation rate of 68.23 percent. Notably, in 2023, an enterprise in the Service sector in Central province accounted for the largest share of actualised investment worth USD 700 million, representing 34.58 percent.

In terms of sectorial contribution, the Service sector had the highest actualised investment of USD 721.18 million. This was followed by the Manufacturing sector that recorded USD 643.07 million compared to USD 152 million in 2022. The Mining and Agriculture sectors recorded USD 344 million and USD 159.20 million in comparison to USD 3.82 billion and USD 400 million recorded in 2022 respectively. The rest of the sectors recorded USD 300.68 million in 2023 in comparison to USD 128 million recorded in 2022. Refer to Figure 5.

Figure 5: Actualised Investment by Sector, 2022 – 2023



(Source: ZDA)

2 The Agency gives a lead time of at least one year to monitor an enterprise after registration
3 Actualised investment and employment figures in this report represent the findings from monitored enterprises registered with ZDA



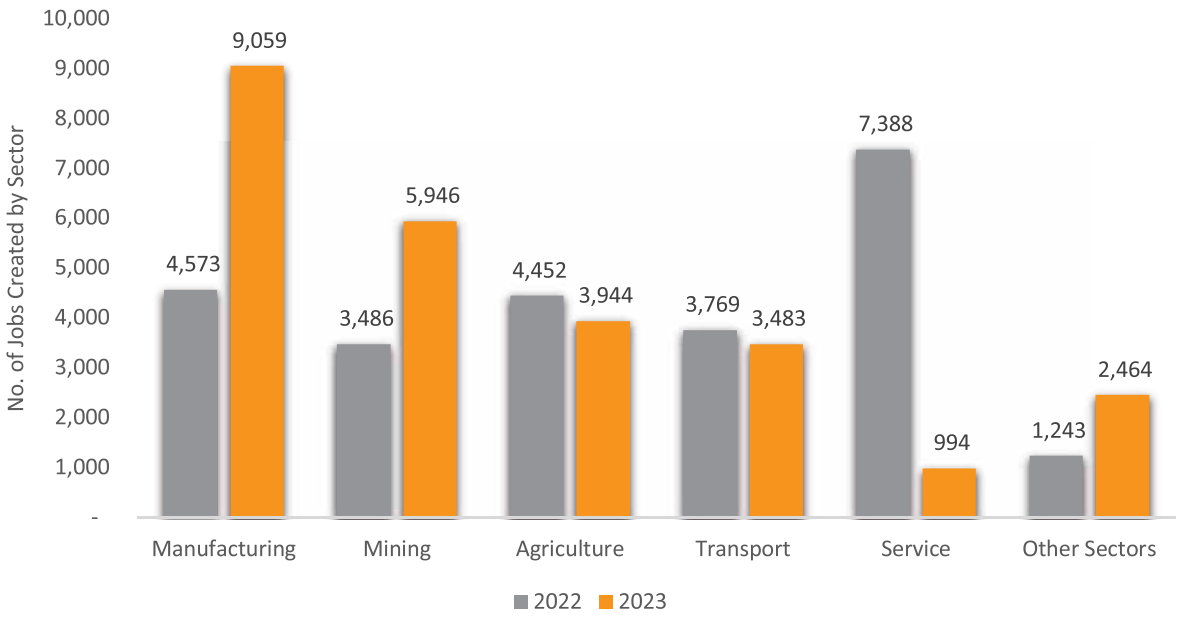
Roofing sheet manufacturing plant at MMI Steel Limited in Kitwe

Actualized Employment

The monitored enterprises created employment[4] of 25,890 compared to 24,911 jobs that were actualised in 2022, representing an increase of 3.9 percent.

The Manufacturing sector created the highest number of jobs with 9,059, representing 35 percent. This was followed by Mining (5,946 jobs); Agriculture (3,944 jobs); Transport (3,483 jobs); and Service (994 jobs), representing 23, 15, 13 and 4 percent respectively. The rest of the sectors (Construction, Energy, Health, ICT, Real Estate and Tourism) combined actualised 2,464 jobs, representing 10 percent of the total actualised jobs. Refer to Figure 6.

Figure 6: Actualised Employment by Sector, 2022 – 2023



(Source: ZDA)

4 NAPSA verified data

4.1 Other Economic Development Benefits / Impact from the Monitored Enterprises

Apart from investments and jobs, the monitored enterprises contributed to national development through social security, Local Business Development Programme (LBDP), treasury through taxes and other statutory obligations as well as Corporate Social Responsibility (CSR). Specifically, in pensions (USD 0.67 million); taxes (USD 2.53 million); and Exports (USD 42.36 million).

Performance of Special Economic Zones

To foster industrialisation, value addition, and job creation, the Agency continued to promote the development and commercialization of Special Economic Zones which includes; Multi-Facility Economic Zones (MFEZs) and Industrial Parks (IPs). As at 31st December, 2023, five (5) MFEZs and two (2) IPs were operational.

Table 4 highlights the progress made in the Multi-Facility Economic Zones and Industrial Parks. Total committed investment in 2023 amounted to USD 2.11 billion while committed employment totalled 44,085.

Table 4: Operational Status of Special Economic Zones in 2023

Name	Focus	Number of Companies Attracted	Committed Employment	Committed Investment (USD)	Developer
Chambishi MFEZ (1158 ha)	Copper processing industries; Mechanical Industries; Light Industries; electrical appliance industries; clothing industries; food industries; Medical Industries	35	9,500	220 million	China Non-Ferrous Mining Company
Lusaka South MFEZ (2,100 ha)	Pharmaceutical manufacturing; chemicals; plastics	101	32,000	1.5 billion	Government of Zambia
Lusaka East MFEZ (570 ha)	Agriculture; pharmaceutical manufacturing; construction vehicles and materials; logistics	15	900	55 million	China Non-Ferrous Mining Company
Roma Park (104 ha)	Residential and commercial real estate; warehousing; manufacturing	21	1,030	20 million	CBD Properties
Sub-Sahara Gemstone Exchange Industrial Park (130 ha)	Gemstone and oil processing; construction materials; chemicals; logistics: vocational training; Manufacturing; and Industrial Yards	5 24 Industrial Yard Workshops	200	30 million 2.5 million	Sub-Sahara Gemstones Exchange Limited
Kalumbila MFEZ (5,040 ha)	Mining, Engineering equipment assembly, Construction materials, Fertilizers, Agriculture, Service sectors	2	155	180 million	Kalumbila Town Development Cooperation
Jiangxi (Chibombo) MFEZ (2 880 ha)	Mining services; manufacturing and processing activities; agro processing; tourism; commercial activities; logistics; educational institutions, higher education institutions and colleges registered under the Technical Education, Vocational and Entrepreneurship	8	300	100 million	Jiangxi Provincial Government

Source: ZDA



His Excellency President Hakainde Hichilema during the Jiangxi MFEZ Commissioning ceremony in Chibombo District



ZDA signing an MoU with Oriental Electrical Company at Jiangxi MFEZ in Chibombo District



ZDA signed an MOU with Chinese Investors during a State Visit to China



President Hakainde Hichilema and First Quantum Minerals Chief Executive Officer Tristan Pascal during the groundbreaking ceremony of the Enterprise Nickel Mine in Kalumbila

4.2 Key Interventions aimed at Promoting and Facilitating Investment

The Agency implemented and facilitated a number of interventions that included targeted investment promotion and business facilitation aimed at attracting investment and re-investment in Zambia across sectors. During the period under review, the following were the key interventions implemented as displayed in Table 5.

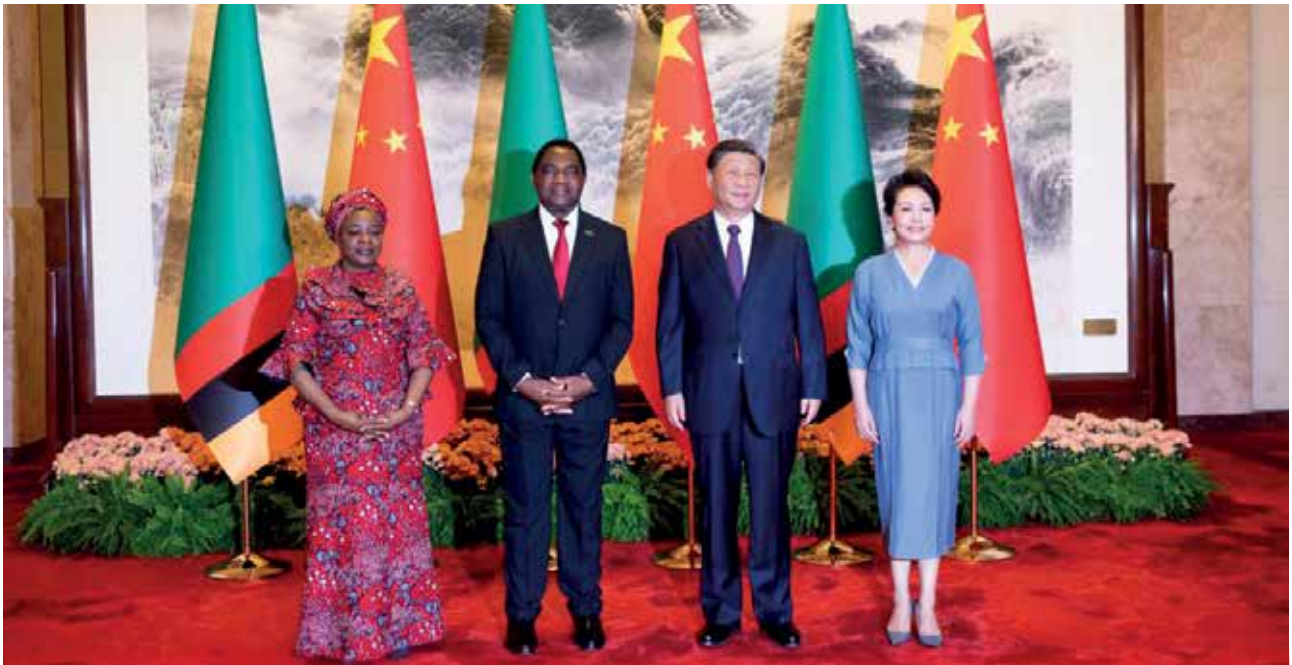
Table 5: Summary of Investment Promotion Interventions, 2023

S/N	Interventions	Outputs
Key Local Investment Promotion		
1.	Project Profiling	72 profiled projects were published on the Global Impact Investing Network Website and UNIDO's Investing ACP Portal
2.	Zambia - EU Pharmaceutical forum	Over 600 participants from Europe, Zambia and the region representing over 50 pharmaceutical companies, financial institutions, government institutions, cooperating partners and diplomatic missions
3	Land-linked Conference	Over 200 companies participated in the 2023 Land-Linked Conference which was organized by Africast Conferences and Exhibitions in partnership with ZDA
4	Coalition of African Parliamentarians on Human Animal Health and Environment (CAPAH)	The Exposition showcased the natural endowment and investment potential of North-Western Province and attracted participation from various Government agencies and the Private sector. 30 visitors visited the ZDA comprising mainly of locals
5	Muchinga Province – Project profiling workshop	At the invitation of the Muchinga Provincial Administration, ZDA held a 2 day workshop for training DAOs and DPOs from Muchinga Province
6	Diaspora Policy Implementation Action Plan	As a key stakeholder ZDA with other stakeholders met for a Diaspora policy implementation action plan retreat in Livingstone to track work regarding the diaspora policy
7	Zambia International Agriculture Financing & Investment Summit	Over 200 delegates from Public and Private sector, characterised by Panel discussions, exhibitions and Presentations.
8	Provincial Sensitization Report	More than 5 provinces were visited namely; Copper belt, Northern, North western, Luapula, Muchinga provinces
Key Inward Mission		
1	COMESA business forum, alongside the COMESA heads of states summit	Over 1,300 delegates from Africa and around the world, characterised by high level panel discussions, presentations, B2B and B2G meetings
2	Czech – Zambia Business Forum	Over 200 delegates were in attendance
3	Irise – Future earth	Future Earth met with 3 key permanent secretaries from 3 different ministries
4	Belgium – Zambia Start up pitch up event	Over 50 delegates were in attendance
5	Turkey – Zambia Business Forum	A virtual business forum was held with over 60 people in attendance
6	Egypt – Zambia Business Forum	Egyptian companies in the ICT, Agriculture, Manufacturing and Trade sectors participated at the Egyptian Round-table and Innovation Africa Summit
7	Tanzania –Zambia Business Forum	The business forum took place alongside the state visit with over 250 delegates in attendance. Characterized by business to business (B2B), (B2G) meetings, presentations, a panel discussion, and speeches from Zambian and Tanzanian public and private sectors with 2 MoUs signed

S/N	Interventions	Outputs
8	Saudi Arabia – Zambia Forum	Over 150 delegates were in attendance from both the private and public sector. Characterized by business to business (B2B), (B2G) meetings, presentations, a panel discussion, and speeches from Zambian and Saudi Arabian public and private sectors
Key Outward Missions		
1	USA – Africa Summit (Botswana)	Potential committed investment of US$19,950,000 5 companies in various sectors participated
2	Zambia Investor Forum (UK)	4 leads generated and an MoU was signed between ZDA and Invest Africa
3	Third China – Africa Economic Trade Expo	Deal was sealed between Sinopharm and Pharmanova
4	Zimbabwe International Trade Fair	Six (6) investment leads were recorded
5	World Investment Forum	Over 5,000 people attended the 5 day investment forum
6	Intra Africa Trade Fair Report (Cairo Egypt)	Two (2) investment leads were recorded. The Fair attracted over 35,000 visitors and hosted more than 1,600 exhibitors
7	Business forum on the side-line of State visit to Italy	USD 6 million was recorded from 4 leads
8	Business forum on the side-line of State Visit to China	USD 11.085 billion recorded from 7 leads.
9	United Nations Framework Convention on Climate Change (COP-28)	7 Investment leads were recorded in energy, mining and carbon credits; 6 Potential Cooperating Partners in promoting green investments and exports as well research engaged
10	Investment Roadshows in the USA on the side-lines of the 78th UN General Assembly UNGA78	USD 13.5 Million was recorded from 4 leads from the Roadshows in Texas and California. The agency also recorded 19 inquiries
11	Qatar Business Exhibition at the 5th Least Developed Countries Conference (LDC5) in Doha, Qatar	USD 3.3 million recorded from 4 leads
Facilitation of Fiscal Incentives		
1	Recommendation for incentives	28 companies recommended for fiscal incentives
2	Rebates	45 rebates facilitated for 39 companies with ZRA for customs duty exemption
Investment Promotion and Protection Agreements		
1	IPPAs	3 IPPAs facilitated for with a combined projected investment of USD 3.08 billion and 12,100 jobs
Business Development Support		
1	Business facilitation Support services	150 Investors were given business development support services with respect to CoR processes and procedure, activation of tax incentives procedures, & priority sectors
Aftercare Services		
1	Aftercare Visitations	127 companies were visited for aftercare across the country
2	Issues resolved	12 Investors' issues were resolved
MFEZ and Industrial Park Development		
1	MFEZ / IP Approved	1 MFEZ was declared (Luano MFEZ)

Source ZDA

Photo Highlights of Targeted Trade and Investment Missions



The President of the Republic of Zambia, His Excellency Mr. Hakainde Hichilema and the President of the People's Republic of China, His Excellency Mr. Xi Jinping along side their First Ladies in China during a State Visit where ZDA held a number of business fora



President Hakainde Hichilema sharing investment opportunities with an investor



Zambia and Tanzania signed a Joint Permanent Commission (JPC) on trade and investment



President Hakainde Hichilema with a Zambian businesses delegation at the Italy - Zambia Business Forum, organised by Confindustria and ZDA led by DG Mr. Halwampa



The President of the Republic of Zambia, His Excellency Mr. Hakainde Hichilema along side the President of the United Republic of Tanzania Her Excellency Ms. Samia Suluhu Hassan during a Business Forum in Lusaka



The Kingdom of Saudi Arabia – Zambia Business Forum in Lusaka



ZDA Director General, Mr. Albert Halwampa (left) at the Italy-Zambia Busines Forum during a State Visit to Italy



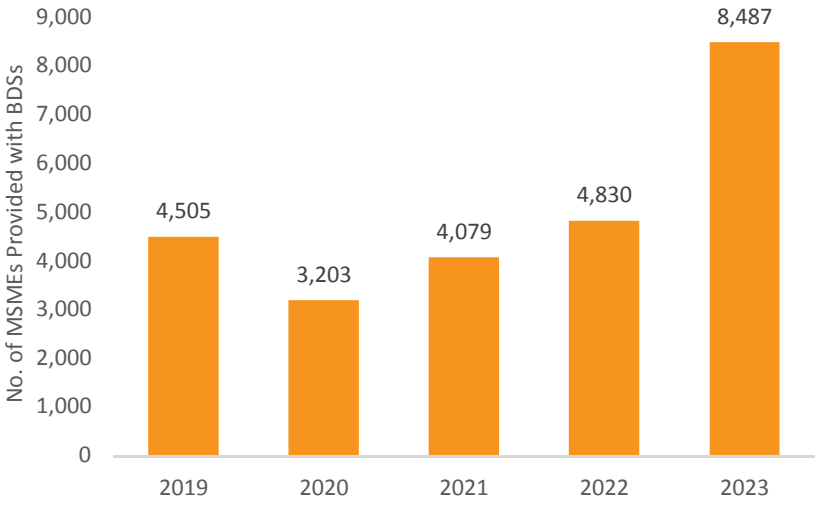
President Hakainde Hichilema, alongside other Heads of State and dignitaries, at the G20 Compact with Africa conference in Berlin, Germany

5.0 DEVELOPMENT OF MICRO, SMALL AND MEDIUM ENTERPRISES

The Agency targeted Business Development Support (BDS) to Micro, Small and Medium Enterprises (MSMEs) in key sectors of the economy which included among others; Agriculture, Manufacturing, Construction and Services.

In 2023, a total of 8,487 MSMEs were provided with BDS services compared to 4,830 in 2022, representing an increase of 175.7 percent. Refer to Figure 7.

Figure 7: Trend in Number of MSMEs supported with BDS, 2019 – 2023

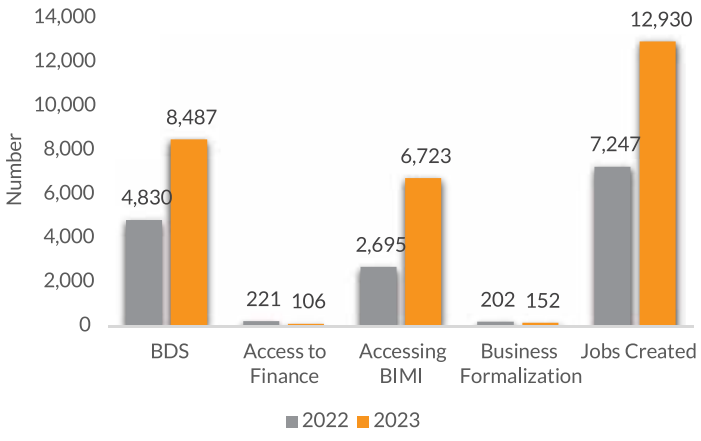


(Source: ZDA)

Employment Creation

The 8,487 MSMEs supported with BDS created a total of 12,930 jobs, compared to 7,247 jobs created by 4,830 MSMEs supported in 2022. Refer to Figure 8.

Figure 8: MSMEs Supported and Employment Created, 2022 – 2023



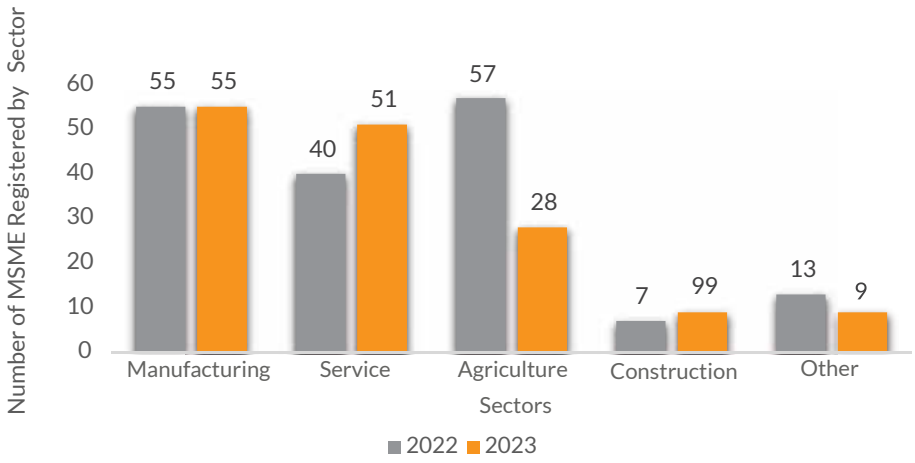
(Source: ZDA)

Business Formalization

A total of 152 Micro, Small and Medium Enterprises (MSMEs) were formalised with ZDA in 2023 compared to 202 in 2022, representing a decrease of 24.8 percent. This was attributed to the revision of the ZDA mandate which necessitated the transfer of the enterprise development functions previously undertaken by ZDA to the new Ministry of Small and Medium Enterprises Development.

The Manufacturing sector recorded the largest number of formalized MSMEs totaling 55. This was followed by Service, Agriculture and Construction sectors with 51, 28 and 9, respectively. The other sectors recorded 13 MSMEs. Refer to Figure 9.

Figure 9: MSME Business Formalization by Sector, 2022 – 2023

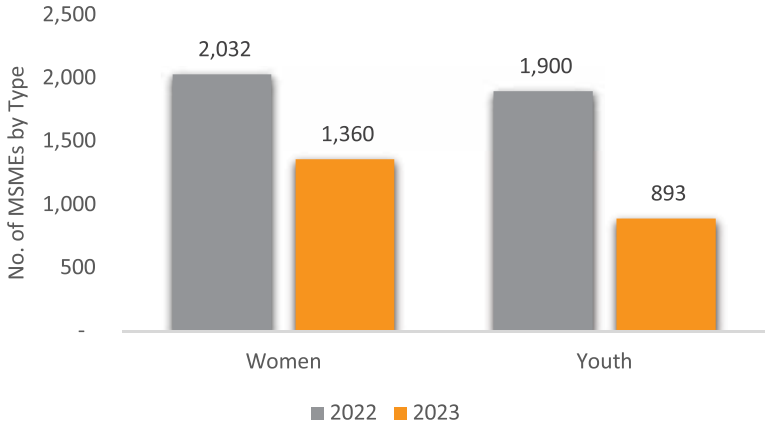


(Source: ZDA)

Support to Youth and Women

The Agency was deliberate in targeting support to women and youth led enterprises. In 2023 a total of 1,999 entrepreneurs were provided with capacity building of which 1,360 were women and 639 were men, of which 893 were youths. This is in comparison to 2,032 women and 1,900 youths provided with capacity building in 2022, representing a decline of 33.1 and 53 percent respectively. Refer to Figure 10.

Figure 10: MSMEs Supported by Ownership, 2022 - 2023



(Source: ZDA)

5.1 Key Interventions aimed at Developing Micro, Small and Medium Enterprises

The Agency employed various interventions to support 8,487 MSMEs across the different sectors of the economy that created 12,930 jobs. Table 6 summarises the interventions provided to MSMEs during the period under review.

Table 6: Summary of Interventions aimed at Developing MSMEs, 2023

S/N	Interventions	Outputs
Entrepreneurship Development Services		
1	Capacity Building Trainings	1,999 local business owners benefited from trainings conducted in Entrepreneurship skills development, Business Management, Corporate Governance and Financial Literacy among others
2	Business Formalization	152 local businesses formalized their businesses with ZDA
3	Business Plan guidance and review	45 local businesses were guided on their respective business plans which made them bankable for ease access to appropriate finance
Enterprise Development Services		
1	Business Linkages	213 local businesses were facilitated with business linkages; of which 106 was access to finance and 107 was access to markets
2	Business Intelligence and Market Information (BIMI)	6,723 local businesses were sensitized on ZDA services

Source ZDA



ZDA Business Development Officer Precious Phiri (l) with participants at a business management training session

6.0 EXPORT FACILITATION AND MARKET DEVELOPMENT

The Agency continued to promote and facilitate trade through a number of programmes which include; targeted trade missions, expositions and fairs among others.

During the period under review, the Agency participated alongside private sector, in a number of trade promotion missions which include: Mozambique International Trade Fair (FACIM); Nairobi International Trade Fair; Angola International Trade Fair (FILDA); Mozambique Business Forum (State Visit); and DRC Trade Mission and Mining Week. In addition, the Agency enhanced collaboration with various stakeholders in implementing planned strategic activities, including the: China Africa Economic and Trade Expo; Intra Africa Trade Fair; and Africa Big 7.

Through these interventions among others, the Agency successfully linked 283 exporters from various sectors to export markets as compared to 311 linked in 2022, representing a decrease of 9 percent. The decrease is largely attributed to exporters' inability to meet participation costs. In addition, USD 98.3 million worth of export leads and USD 3.7 million confirmed orders were recorded mainly from the agro-processing, chemicals and manufacturing sectors.

Trade finance amounting to USD 582,692 was disbursed in 2023 through the Zambia Export Development Fund (ZEDF) to four (4) exporters as compared to USD 500,000 disbursed to seven (7) exporters in 2022. The funds were disbursed to exporters in the Manufacturing, Mining and Agriculture sectors.



Minister of Commerce, Trade and Industry Hon. Chipoka Mulenga accompanied by His Excellency Major General Topply Mulambo Lubaya (Rtd) and ZDA DG Mr. Halwampa touring exhibition stands at the Intra Africa Trade Fair in Egypt

6.1 Overall Performance of Traditional and Non-Traditional Exports

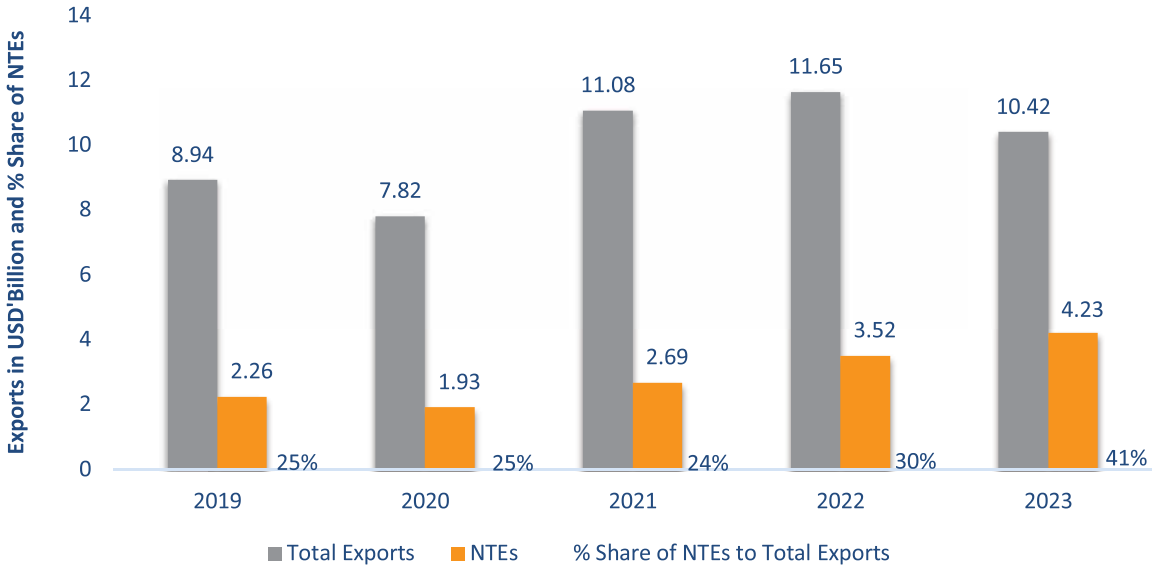
Zambia's Total Export earnings in 2023 were valued at USD 10.42 billion compared to USD 11.65 billion that was recorded in 2022, representing a decrease of 10.54 percent. The value of Traditional Exports (TEs) decreased to USD 6.19 billion from USD 8.13 billion in 2022, representing a decrease of 23.88 percent. The value of Non-Traditional Exports (NTEs) increased to USD 4.23 billion in 2023 from USD 3.52 billion in 2022, representing an increase of 20.28 percent. The share of NTEs to total export increased to 40.61 percent in 2023 from 30.21 percent in 2022. The increase in NTEs was attributed to the high levels of trade with the COMESA/SADC trading bloc. Refer to Table 7.

Table 7: Analysis of Exports, 2019 - 2023

	2019	2020	2021	2022	2023
Total Exports (USD, million)	8,944.14	7,816.57	11,084.86	11,646.68	10,418.82
Total Exports Growth (Percent)	(1.36)	(12.61)	41.81	5.07	(10.54)
Total TEs (USD, million)	6,680.01	5,889.03	8,397.88	8,128.78	6,187.56
Total TEs Growth (Percent)	(2.49)	(11.84)	42.60	(3.20)	(23.88)
Total NTEs (USD, million)	2,264.13	1,927.54	2,686.99	3,517.90	4,231.27
NTE Growth (Percent)	2.12	(14.87)	39.40	30.92	20.28
NTEs as Percent of Total Exports	25.31	24.66	24.24	30.21	40.61

(Source: ZAMSTATS, ZDA)

Figure 11: Zambia's Export Composition, 2019 - 2023

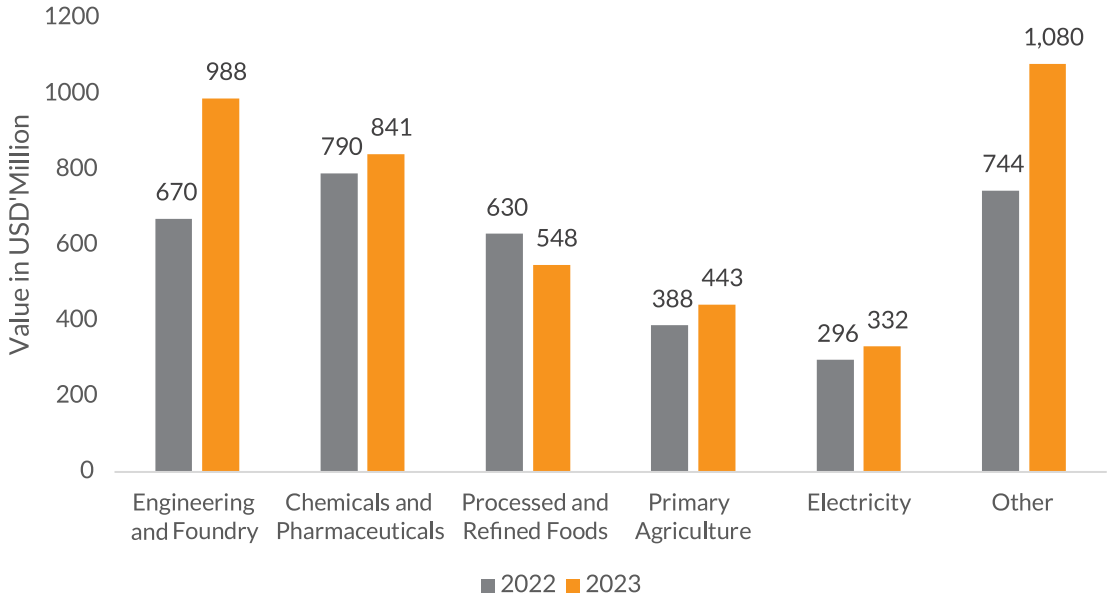


(Source: ZAMSTATS, ZDA)

Sectorial Contribution of NTEs

At sectorial level, the Engineering and Foundry sector recorded the largest share of NTEs in 2023, accounting for USD 988 million, representing 23.36 percent of the total NTEs in comparison to USD 670 million in 2022 which represented 19.04 percent. This was followed by Chemicals and Pharmaceuticals (USD 841 million); Processed and Refined Foods (USD 548 million); Primary Agriculture (USD 443 million); and Electricity (USD 332 million), representing 19.87, 12.94, 10.46 and 7.84 percent respectively. The rest of the sectors combined contributed a total of USD 1.08 billion, representing 25.53 percent. Refer to Figure 12.

Figure 12: Sectorial Contribution to NTEs, 2022 - 2023



(Source: ZAMSTATS, ZDA)

Top Ten NTE Products

The top ten (10) NTE products in 2023 totalled USD 1.55 billion in comparison to USD 1 billion in 2022, representing an increase of 55%. Table 8 shows the top 10 NTE products in 2023 in comparison to the top 10 NTE products in 2022.

Table 8: Top Ten NTE Products, 2022 -2023

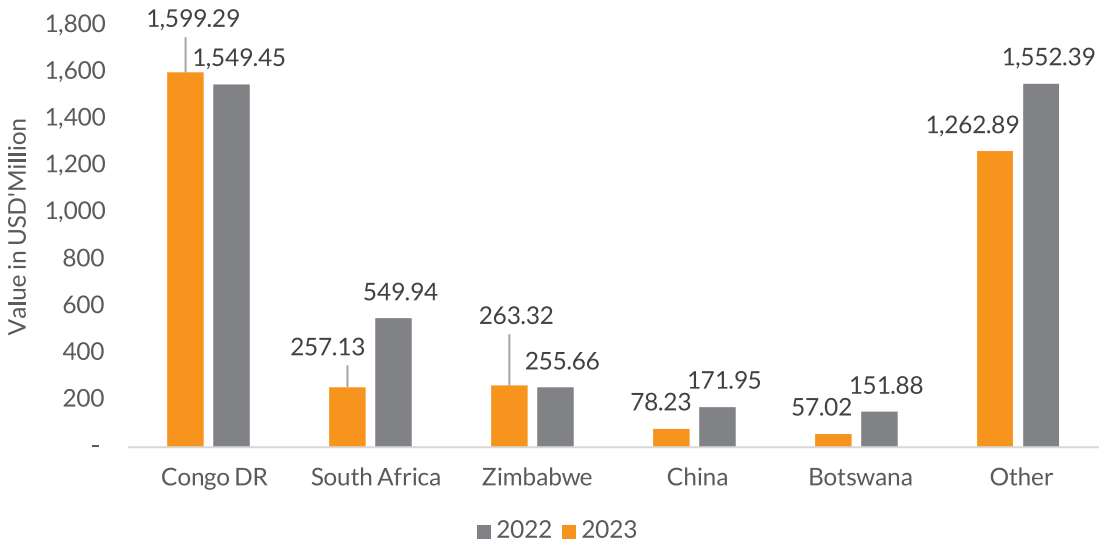
S/N	2022			2023		
	Product	Value in USD' Million	Percentage contribution to NTEs (%)	Product	Value in USD' Million	Percentage contribution to NTEs (%)
1	Other non-alcoholic beverages, NES	123.86	3.52	Electrical energy	331.68	7.84
2	Ferro-silico-manganese	122.91	3.49	Sulphur of all kinds (excl. sublimed, precipitated and colloidal sulphur)	296.40	7.01
3	Portland cement	117.65	4.84	Dumpers for off-highway use	164.38	3.88
4	Electrical energy	113.73	3.84	Gas oils	123.89	2.93
5	Sulphur of all kinds	108.78	3.38	Nickel ores and concentrates	115.69	2.73
6	Rubies, sapphires and emeralds	96.57	3.23	Tobacco, partly or wholly stemmed/stripped	112.95	2.67
7	Oil-cake and other solid residues, of soya-bean	85.52	3.06	Other raw cane sugar	108.92	2.57
8	Nickel ores and concentrates	82.23	2.91	Oil-cake and other solid residues, of soya-bean	106.77	2.52
9	Tobacco	77.14	2.41	Portland cement (excl. white)	97.72	2.31
10	Wire of refined copper	74.96	2.13	Ferro-silico-manganese	96.59	2.28

(Source: ZAMSTATS)

Top Five (5) NTE Markets

The top five (5) major export markets recorded USD 2.68 billion, representing 63.31 percent of total NTEs. These include; Congo DRC (USD 1.54 billion) South Africa (USD 549.94 million); Zimbabwe (USD 255.66 million; China (USD 171.95 million) and Botswana (USD 151.88 million), representing 36.62,13, 6.04, 4.06 and 3.59 percent respectively. Other markets combined accounted for the remaining USD 1.55 billion, representing 36.99 percent of total NTEs. Refer to Figure 13.

Figure 13: Top 5 NTE Export Markets, 2022 – 2023

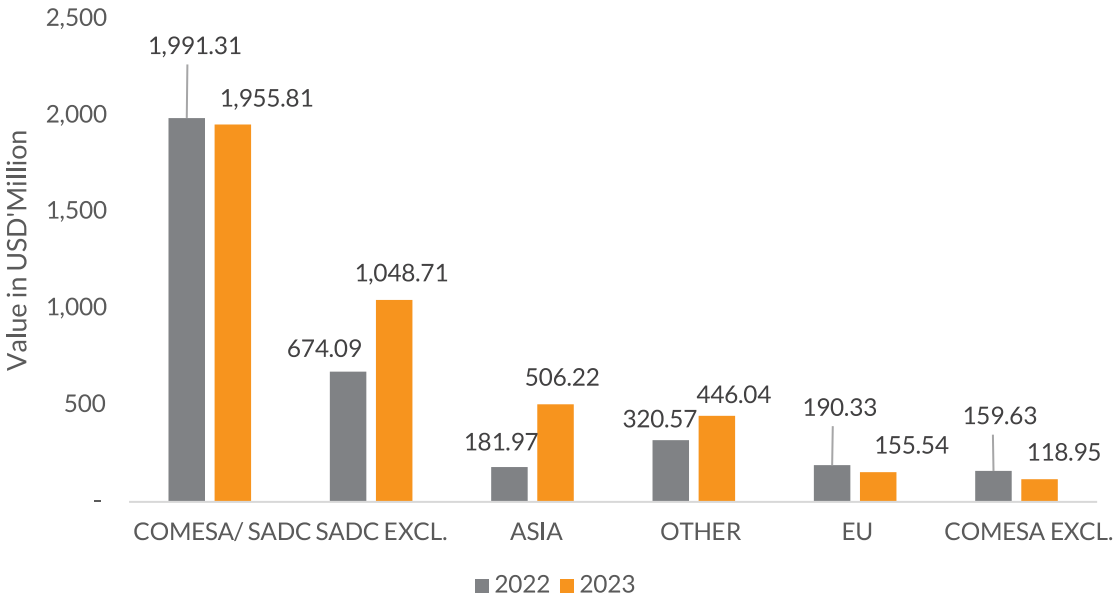


(Source: ZAMSTATS, ZDA)

Performance by Market Blocs

Zambia's major export destinations by market blocs in 2023 was dominated by trading partners within COMESA/ SADC with exports amounting to USD 1.95 billion, representing 46.22 percent of total NTEs. In comparison to 2022, which recorded exports amounting to USD 1.99 billion, NTEs declined by 1.78 percent. The SADC Exclusive and ASIA market blocs recorded exports amounting to USD 1.05 billion and USD 506.22 million, representing 24.78 and 11.96 percent respectively. Amongst all market blocs, COMESA Exclusive countries accounted for the least share of exports amounting to USD 118.95 million, representing 2.81 percent of the total market share. Refer to Figure 14.

Figure 14: Total Export Performance by Market Bloc, 2022 -2023



(Source: ZAMSTATS, ZDA)



ZDA officers with the Board Chairperson Prof Maliti (c) at the ZDA stand during CAMINEX in Kitwe

Evidenced by the trend in export markets, the aforementioned analysis shows that COMESA and SADC markets continue to the Zambia's biggest trading partner. Furthermore, membership of Zambia in these bodies continues to be viable for the country's trade in terms of market access.

6.2 Key Interventions aimed at Export Promotion and Market Development

The Agency facilitated and promoted a number of interventions that included targeted trade missions, expositions and fair. Table 9 below highlights key export promotion and market development interventions implemented and facilitated during the year under review.

Table 9: Summary of Export Promotion and Market Development Interventions, 2023

S/N	Interventions	Outputs
	Trade Promotion	
1	Mozambique Business Forum (State Visit)	USD 2 million worth of export leads recorded. 6 companies participated
2	China Africa Economic and Trade Expo	USD 14 million worth of confirmed export deals. 18 companies exhibited at this Expo.
3	Intra Africa Trade Fair	USD 59 million worth of export leads recorded. 25 companies participated at this Biannual event and generated
4	Congo DR Trade Mission	USD 13.8 million worth of export leads recorded. 37 companies participated in this multi sectorial trade mission
5	Africa Big 7	USD 833,700 worth of export leads recorded. 7 companies sponsored TFO Canada participated in this event
6	Mozambique International Trade Fair (FACIM)	3 inquiries were recorded from 3 Zambian Companies that exhibited at the FACIM on rechargeable bulbs, water and electricity meters, agricultural equipment and fish feed
7	Malawi International Trade Fair	Inquiries on Agro chemicals, Cooking oil, Timber, Honey and Biscuits were recorded from 8 Zambian companies that exhibited their products

S/N	Interventions	Outputs
8	Congo DR Mining Week	USD 2.35 million worth of deals to supply weighing and automation systems, chemicals and packaging were recorded. 4 Zambian companies exhibited under the ZDA and 6 other Zambian companies exhibited independently
9	Zimbabwe International Trade Fair	USD 4 million worth of export leads recorded. 4 companies exhibited at this event out of which 2 were in attendance and the companies
10	Macfrut International Fair	3 companies Exhibited at this international fair. The companies participated in various B2B with the objective of finding machinery for processing agro products
11	Nairobi International Trade Fair	USD 3.7 million worth of export leads recorded. 6 companies were linked to the market
12	Angola International Trade Fair (FILDA)	USD 2.32 million worth of export leads recorded. 1 company participated at this Fair
	Exporter Capacity Building	
1	Export Readiness Training in Lusaka, Copperbelt and Eastern Provinces	347 local businesses were trained in Export Readiness
	Market Access	
1	Tripartite FTA	Agreement & update on tariff offers and rules of origin
2	Tripartite meeting involving DRC, Malawi & Zambia to address NTBs imposed by DRC	Resolution to address the NTBs imposed by DRC on products from Zambia & Malawi
3	Bilateral meeting between Malawi & Zambia to address NTBs imposed by both parties	Resolution to address NTBs imposed on each other's export products

(Source: ZDA)



Participants at the Export Readiness Training of Copperbelt based exporters in Ndola supported by TFO Canada

7.0 RESEARCH, POLICY ADVOCACY AND STAKEHOLDER ENGAGEMENT

The Agency undertakes research, policy advocacy, and stakeholder engagement aimed at identifying opportunities and business constraints with a view to supporting businesses to harness the opportunities and provide evidence based policy recommendations to improve the business environment.

The following were the interventions undertaken during the period under review:

Foreign Private Investment and Investor Perceptions Survey (FPI&IP)

This Survey is conducted annually by the Balance of Payments Statistical Committee (BOPSC) of the Republic of Zambia of which the Bank of Zambia (BOZ), Zambia Development Agency (ZDA) and Zambia Statistics Agency (ZAMSTATS) are Lead institutions. The objectives of the survey are to measure the source, magnitude, and direction of foreign private capital flows and stocks as well as determine investor perceptions on the domestic economy which will enable the Lead institutions to make informed policy recommendations to the Government.

The 2022/2023 FPI&IP survey revealed that a net FDI inflow of USD 831.0 million was recorded in 2022 as compared to USD 394.2 million recorded in 2021, representing an increase of 210.81 percent. In terms of investor perceptions, the overall investor perception improved in 2022 and 2023 with a perception scores of 40.5 and 38.9 percent respectively. The trend denotes a significant improvement from 2021 whose perception indicated deterioration of -21.6 percent.

Client Satisfaction Survey (CSS)

The CSS is an annual survey that is undertaken to assess levels of satisfaction with the services provided by ZDA to clients and other stakeholders. The survey findings revealed an overall client satisfaction score of 91 percent as measured by the Net Promoter Score (NPS), an improvement from 2022 which recorded an NPS of 79 percent.

7.1 Policy Advocacy

During the period under review, the Agency facilitated and participated in a number of consultative meetings and developed papers addressed to different stakeholders, as summarized in Table 10.

Table 10: Summary of Key Papers and Outcomes, 2023

S/N	Title of Paper	Thematic Area/Issues Addressed/Raised	Addressed to	Expected Outcomes/ Results
1	Policy Brief on Tanzania - Zambia Bilateral Relations	Highlighted issues on trade and investment relations between Tanzania and Zambia	Ministry of Foreign Affairs	Enhanced trade and investment between the two countries
2	Parliamentary Memorandum On The Walvis Bay-Ndola-Lubumbashi Development Corridor And The Lobito Corridor Transit Transportation And Facilitation Agreements	To assess and comment on the benefits and disadvantages of the two agreements mentioned	The National Assembly	Ratification and implementation of the agreement expected to increase trade and investment

S/N	Title of Paper	Thematic Area/Issues Addressed/Raised	Addressed to	Expected Outcomes/ Results
3	Parliamentary Memorandum on Road Freight Transport in Zambia	To comment on the policy and legal issues affecting freight transport in Zambia and determine the adequacy of the National Road Transport Policy	The National Assembly	Improved road freight sub-sector in Zambia to enhance trade and investment
4	Parliamentary Memorandum on the Auditor General's Report on Zambia Medicines Regulatory Authority (ZAMRA)	To comment on the findings of Auditor Generals Audit Report	The National Assembly	Improve ZAMRAs efficiency and operations
5	Parliamentary Memorandum on the Public-Private Partnership Bill	To comment on the ratification and ramification of the PPP Bill	The National Assembly	Increased uptake of PPP projects by the private sector
6	Parliamentary Memorandum on the Rural Electrification Authority Bill	To comment on the ratification and ramification of the Bill	The National Assembly	Improve electricity infrastructure and increase access
7	Parliamentary Memorandum on the Effectiveness of Tourism Development Strategies	To comment on the adequacy of the policy and legal framework strategies	The National Assembly	Improved competitiveness of the tourism sector for investment, trade and job creation
8	Parliamentary Memorandum on the operation and management of Zambia Airways	To comment on the management and operations of Zambia Airways	The National Assembly	To improve the efficiency and operations of Zambia Airways
9	Policy brief on influx of foreigners engaging in small scale businesses	Investigate the influx of foreigners engaging in small scale businesses ideally meant for Zambians	Ministry of Commerce, Trade and Industry	Increased participation of local businesses
10	Budget policy paper for the 2024 Budget and 2024 to 2026 Medium Term Plan	Provide ZDAs budget position for the 2024 budget preparation	Ministry of Finance	Increased funding to the Agency
11	Impact of the 2022 and 2023 national budget	Assess the performance of the 2022 and 2023 national budgets on the Zambian economy	Ministry of Commerce, Trade and Industry	Enhanced economic growth and job creation
12	Engineering sector review paper	Provide comments on the development of the draft engineering strategy	Ministry of Commerce, Trade and Industry	Increased contribution of the engineering sector to the economy

S/N	Title of Paper	Thematic Area/Issues Addressed/Raised	Addressed to	Expected Outcomes/ Results
13	Research Paper Benchmarking Best Performing SEZs	Challenges prevailing in the SEZs, solutions for increasing investment in SEZs	ZDA Management	Implement best practices in managing SEZs adopted from selected top performing SEZs
14	Industrialization Agenda Roadmap Paper	Proposal to accelerate investment attraction, industrialization and job creation	ZDA Board	Resource mobilization for implementation of the Industrialization Agenda Roadmap
15	Fiscal incentives proposal matrix	Proposals for tax incentives to improve the competitiveness of businesses	Ministry of Commerce, Trade and Industry/ Tax Policy Review Committee	Improved competitiveness of the business environment
16	Copper wire industry market analysis and investment forum	Comments on the terms of reference on the Copper wire industry market analysis and investment forum	European Union	Increased investment in the copper value chain
17	Best practice on immigration permit	Benchmarking best practices in the administration of Immigration permits	ZDA Board	Increased investment
18	Investor Guide Handbook	Updated for use to promote investment	ZDA/ Stakeholders/ Clients	Provision of relevant information on the Investment process in Zambia
19	Fiscal incentives proposal matrix	Proposals for tax incentives to improve the competitiveness of businesses	Ministry of Commerce, Trade and Industry/ Tax Policy Review Committee	Improved competitiveness of the business environment leading to increased investment and trade

Source: ZDA

7.2 Stakeholder Collaboration

The Agency worked closely with stakeholders in line with its strategic objective of enhancing stakeholder engagement. The stakeholders included both public and private institutions, international organizations, academia, think-tanks, and the media, among others.

Key among them included:

Table 11: Stakeholder Collaboration

S/N	Stakeholder Cluster	List of Stakeholders
1	Government Bodies	• The National Assembly • Cabinet Office • Ministry of Commerce, Trade and Industry • Ministry of Education • Ministry of Finance and National Development Planning (MoFNP) • Ministry of Science and Technology (MST) • Ministry of Foreign Affairs and International Co-operation (MoFAIC) • Ministry of Lands and Natural Resources (MoLNR) • Ministry of Home Affairs and Internal Security (MoHAIS) • Ministry of Labour • Ministry of Transport and Logistics (MoTL) • Ministry of Justice (MoJ) • Ministry of Youth, Sport and Arts (MYSA) • Ministry of Agriculture (MoA)
2	Foreign Missions Accredited to Zambia	Embassies of: The People's Republic of China, Italy, Czech Republic, Japan, USA, Swedish, Finish, Brazil, Rwanda, Kenya, Ghana, Botswana, Mozambique, Congo DR, Angola, Arab Republic of Egypt, French Republic, among others.
3	Quasi-Government Institutions	BOZ, ZAMSTAT, ZEMA, ZRA, ZABS, Immigration, NAPSA, PACRA, ZPPA, ZTA, ZIPAR
4	Academia	UNZA, CBU, UNILUS
5	Development Partners	World Bank, UNIDO, EU, COMESA, SADC, UNCTAD, UNDP, USAID, ITC, IFPAB, AGS, ActionAid, Technoserve, and TFO among others.
6	Civil Society Organisations	VSO Zambia, PUSH, Hivos, WECREATE, PACT Zambia, Civil Society for Poverty Reduction
7	Business Associations	ZACCI, ZAM, ZEGA, ZNFU, and Federation of Small- Scale Miners; ZAFWIB, Association of Small-Scale Women in Mining
8	Media	ZNBC, Zambia Daily Mail, Times of Zambia, Hot FM, Radio Phoenix

Source: ZDA

During the period under review, seven (7) MOUs were executed to enhance: collaboration, coordination, promotion, information sharing, investment, business development and facilitation of trade. Refer to Table 12.

Table 12: Memoranda of Understanding (MOUs) and Other Agreements Executed

S/N	Name	Overall Purpose
1	ZDA and Charter Cities International	To develop governance framework and enhance competitiveness and performance of Special Economic Zones through devolved governance and partnerships with private sector for sustainable economic growth
2	ZDA and Invest Africa Limited	To collaboration in facilitating and promoting investment in Zambia
3	Non – Disclosure Agreement between ZDA and Alakahi Global	To ensure utmost confidentiality and restrict the parties from disclosing information arising from discussions between ZDA and Alakahi Global
4	ZDA and China – Asia Economic Development Association - UN and International Procurement Committee	To develop a framework of cooperation and enhance the implementation of reciprocal economic objectives, with the good practices of cooperation between ZDA and CAEDA-UN IPPC
5	ZDA and Jiangxi Bureau of Geology	To collaborate in promoting investment and financing in infrastructure, renewable resources, mining and other projects
6	ZDA and Oriental New Energy Electrical Power Co Ltd	To collaborate in implementation of Wind & Solar Projects.
7	ZDA and iRise Global Limited	To collaborate in promoting green investment, and export (carbon credits) in Zambia

Source: ZDA



Minister of Small and Medium Enterprise Development Hon. Eng. Elias Mubanga and Minister of Science and Technology Hon. Felix Mutati pose for a group photo at the Ministry of Commerce Trade and Industry Stand at the Zambia International Trade Fair



Minister of Small and Medium Enterprise Development Hon. Eng. Elias Mubanga and Minister of Science and Technology Hon. Felix Mutati touring the ZDA stand during the Zambia International Trade Fair

8.0 COMMUNICATIONS AND PUBLIC RELATIONS

The Communications and Public Relations (CPR) Unit has the primary mandate to enhance the visibility of the Agency and its contribution to economic development. This is done through public relations programs, social media, and media relations, branding/advertising and corporate publications among others.

The Agency undertook various communication and public relations initiatives to disseminate essential information on investment, trade and business development and build mutually beneficial relationships with clients, cooperating partners and the general public.

Table 13: Summary of Interventions aimed at Increasing Visibility

Interventions	Outputs	Comment(s)
TV/Radio Programmes dubbed "Investment Trends"	40 TV and 3 radio programs produced and aired	Programmes televised on the Zambia National Broadcasting Corporation (ZNBC) TV1 Platform with an estimated viewership of 5,261,507
Press Releases	14 press statements published on investment, trade and business development	Marketing and publicising of outcomes of various trade and investment interventions
Promotional Materials	Produced promotional materials (Farm Blocks, Investor Guide, Invest in Zambia, Promotional Videos)	Promoting investment and trade opportunities and enhanced visibility
Media Briefings and Media Coverage	3 Media briefings held on Agency performance, 2 media launches and media coverage of various activities and events.	Publicising the Agency's performance
Trade Fair, shows and exhibitions	395 visitors to the ZDA stand during exhibitions	Participation in local events where it directly interacted with its clients and stakeholders to market its services and get feedback
Facebook	34,031 followers recorded	Followers mainly from Zambia, South Africa, United States, United Kingdom, Nigeria, India, Kenya, Zimbabwe, Botswana and Australia
LinkedIn	48,674 followers recorded	Followers mainly from Lusaka, Kitwe,Ndola, Luanshya, Mazabuka, Mufulira, Luangwa, Kenya, Johannesburg Metropolitan Area - South Africa, London Area - United Kingdom
X	7,322 followers recorded	Followers mainly from Zambia, South Africa, United States, United Kingdom and Zimbabwe, Botswana
YouTube	850 followers recorded	Followers mainly from Zambia, Zimbabwe, South Africa, United States, United Kingdom and, Botswana
Instagram	402 followers recorded	Followers mainly from Zambia, Zimbabwe and Botswana
Website	159,896 number of visits recorded	Sessions: were 83,848; Visitors: 52,492; New Visitors: 50,112

Source: ZDA

9.0 SUCCESS STORIES - CASE FOR IMPACT ON DEVELOPMENT

Following various interventions undertaken towards promotion of trade and investment, the Agency recorded various successes from investment projects registered with it in terms of contribution to national development. Some of these companies include:

9.1 INTERNATIONAL DRUG COMPANY LIMITED

International Drug Company (IDC) Limited is a Zambian incorporated pharmaceutical company registered with ZDA, located in Kabwe, Central Province. The company manufactures intravenous fluids and pain balms for the local and international market. In 2023, IDC expanded its project with two additional plants, for manufacturing antibiotics and a variety of other consumable medicines.

The company committed investment worth USD 500,000 and actualized USD 4.6 million, representing a performance of 920 percent. Further, 128 jobs were created against 20, representing an achievement of 640 percent. IDC conducts Continuous Medical Education Programs (CMEs) at various medical facilities including: Maina Soko Military Hospital, Kitwe Central Hospital and University Teaching Hospital. The purpose of these programmes is to educate health personnel on emerging trends in the pharmaceutical industry in terms of products and procedures that the health sector is moving towards. The company also conducts Corporate Social Responsibility through donation of medical consumables and equipment.



ZDA LPCA Committee tour of International Drug Company in Kabwe


International Drug Company IVF Fluid plant

9.2. MUPIKA SERICULTURE COMPANY LIMITED

Mupika Sericulture Company Limited located in Mpika, Muchinga Province is a subsidiary of the Wonderful Group of Companies which is Chinese-owned. Its principal business is silk production. As at 31st December, 2023, the company was constructing a silk processing plant which is planned to be commissioned by mid-year 2024. The company is set to become one of Africa's largest producers of silk targeting local and international markets such as China and the United States of America.

Within 2 years of establishment, the company actualized USD 15 million against committed investment of USD 18.9 million representing an achievement of 79.4 percent. In addition, the company has so far created 500 jobs out the 2,950 jobs that were committed. In 2023, as part of its Local Business Development Programme, the company created an out grower scheme for cooperatives to grow mulberries to feed silk worms within Muchinga, Southern and North-Western Provinces. Further Mupika Sericulture intends to build 1,000 housing units, 3 schools, a hospital and a police station as part of corporate social responsibility.



ZDA LPCA Committee tour of the Mupika Sericulture Company Limited in Mpika, Muchinga Province



Warehouse rearing silk worms at Mupika Sericulture Company Limited in Mpika, Muchinga Province

9.3. ALLER AQUA ZAMBIA LIMITED

Aller Aqua Zambia Limited is an agro-processing project located in Siavonga, Southern Province. The project is a fish feed plant producing 3000 tons per month. The company supplies the fish feed locally and exports to Uganda and other surrounding East African countries.

The company actualized investment value of USD 196.3 million against a committed investment of USD 8.7 million, representing an achievement of 2,256.3 percent. In addition, 219 jobs were actualized from the committed 170 jobs.





Aller Aqua Zambia Limited feed processing plant in Siavonga, Southern Province

9.4. ZAM TERRAIN ONE LIMITED

Zam Terrain One Limited is, located in Kazungula District Southern Province of Zambia. The company's principal business is poultry and livestock raring and processing. In addition, the company has a hatchery with a capacity of 100,000 chicks per week.

The company committed investment worth USD 1.2 million and actualized USD 1.6 million, representing an achievement of 137 percent.

The company has an out grower scheme engaging 20-poultry farmers in the community keeping 2,000 chickens each leading to a production of 4500 trays of eggs per week, 20,000 breeders, and 9,000 males. The company's Local Business Development Programs include Ebenezer Agricultural Training College where they train youths and run a youth empowerment program.



Animal feed making plant at Zamterrain One Limited in Kazungula, Southern Province

9.5. KEDA CERAMICS COMPANY LIMITED

Keda Ceramics Limited is located in Lusaka South Multi-Facility Economic Zone. The company manufactures ceramic tiles for both domestic and export markets.

The company has actualized USD 100 million against committed investment of USD 40 million, representing 250 percent. Further, the company actualized 932 jobs against the committed 300, representing 311 percent.

Through its Corporate Social Responsibility, Keda drilled boreholes in Chibombo and Mkushi districts.



ZDA team touring the plant at Keda Ceramics Limited in Lusaka

9.6. LOSACCO AND COMPANY LIMITED

Losacco & Company is located in Vubwi District of Eastern Province. The farm grows Tobacco, Chillies, Maize, and Macadamia. The company processes macadamia in macadamia nuts and oil and exports to South Africa and Europe. As at 2022, the farm had exported macadamia nuts and oil to the tune of USD 1,064,152 from USD 2,001.53 in 2017.

The company has created over 500 jobs. The company has embarked on an ambitious programme to expand its Macadamia fields in a bid to grow its export volumes.





Losacco and Company Limited Macadamia proccessing plant in Vubwi District Eastern Province

Special Feature

FIRST QUANTUM MINERALS LTD.

9.7. FIRST QUANTUM MINERALS FOLLOWS THROUGH ON USD 1.35 BILLION COMMITTED INVESTMENT



President Hakainde Hichilema with FQM Chief Executive Officer Tristan Pascal at the African Mining Indaba

First Quantum Minerals (FQM) is one of Zambia's most prominent mines that has been in operation for the past 20 years and continues to significantly contribute to economic growth of the country. The company's commitment to sustainable development and community empowerment has long been recognised, and its ongoing projects in Zambia continue to shape the socio-economic landscape.

In 2023, FQM continued with its aspiration to maintain its status as one of the biggest mines in Zambia by expanding its operations. The company undertook two notable expansion projects, namely the S3 Expansion project at Kansanshi and Enterprise Nickel Mine in Kalumbila worth USD 1.35 billion.

These projects also demonstrate real follow-through of the USD 1.35 billion of committed investment for these two initiatives made in 2022 and unveiled by President Hakainde Hichilema at the Mining Indaba in Cape Town.

Two years on these investments are already making a positive impact, with the Enterprise nickel mine achieving its first production in 2023 and the S3 Expansion on target for first production in 2025.

Total Project Expansion Investment Worth
USD 1.35 bn

S3 Investment Project Worth
USD 1.25 bn

Enterprise Nickel Project Worth
USD 100 mn

800
Permanent Jobs

+1,800
Temporal Jobs During Construction

700
Permanent Jobs

S3 Expected Production
200,000 tn
Copper, Annually

Enterprise Nickel Expected Production
30,000 tn
Nickel, Annually

Actualised Investment
USD 215 mn

+USD 545 mn
In Committed Orders

Zambia as a Nickel Powerhouse

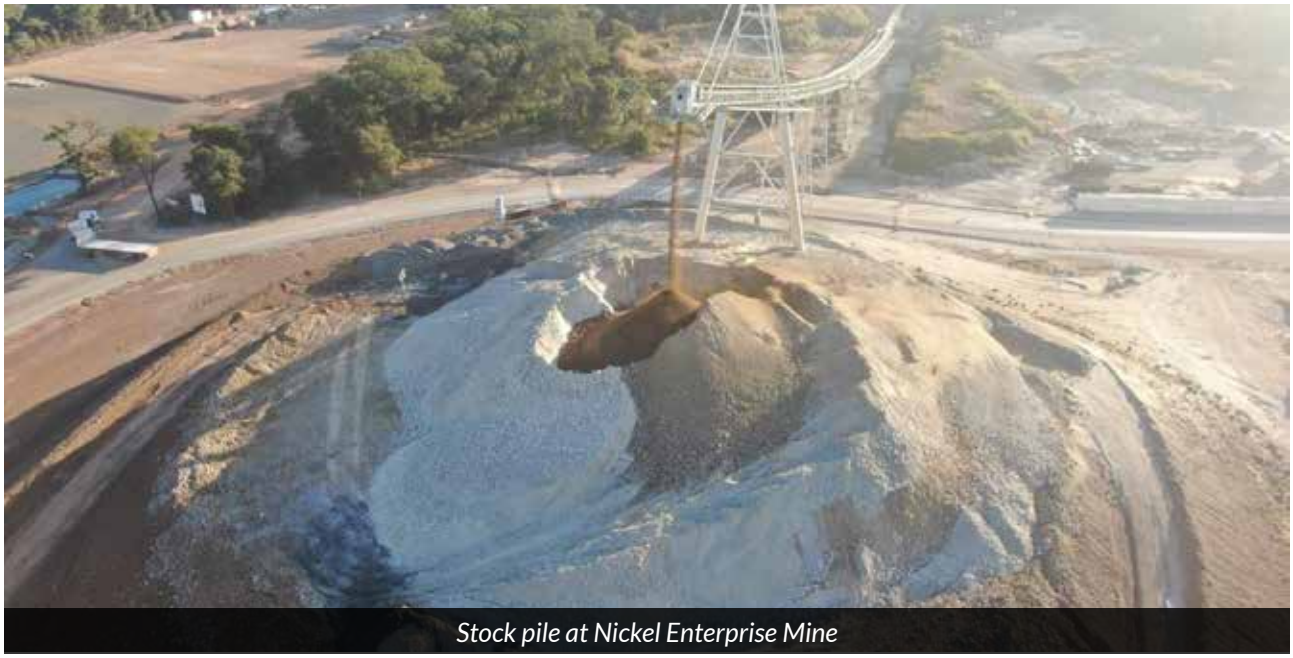
FQM committed to invest USD 100m in 2022 in the development of the Enterprise project. As part of this commitment, the Enterprise Nickel Mine's concentrator was commissioned in August 2023 which marked a significant milestone for Zambia's mining diversification strategy.

The mine is now up and running with a 2024 forecast at an initial 10-20,000 tonnes, ramping up to projected production of around 30,000 tonnes annually. The Enterprise Nickel Mine was a major win for Zambia and a testament to the country's commitment to sustainable development as the mine will solidify Zambia's position as Africa's largest nickel producer and the 10th largest globally. This achievement is expected to create 700 permanent jobs and generate substantial economic benefit for the nation.

Zambia is poised to become a major player in the global electric vehicle industry, thanks to its abundant nickel reserves. This investment will help to ensure that Zambia is at the forefront of this new and growing market.



President Hakainde Hichilema with His Royal Highness Chief Mumena at the Nikel Enterprise ground breaking ceremony



Stock pile at Nickel Enterprise Mine

Investing in Kansanshi's Future

FQM committed USD 1.25 billion worth of investment for the S3 Expansion project in 2022. The S3 Expansion project included expansion of the mine pit and the mining fleet, construction of a new processing plant and an expansion of the Kansanshi smelter earmarked for completion in 2025.

The project is a key part of FQM's ongoing commitment to Zambia, which is supported by the continuing stable investment climate in the country under the current Zambian government administration.

This investment will extend Kansanshi's mine life, increase annual copper production to over 200,000 tonnes a year and will continue to drive economic development and job creation in Zambia. The project is expected to generate roughly 800 permanent positions, along with an additional 1,800 jobs during the construction phase.

The S3 Expansion will transition Kansanshi from the current, more selective high-grade, medium-scale operation, to a medium-grade, larger-scale mining operation, reinvigorating production at one of the country's largest copper mines.

A number of key milestones have already been achieved in relation to the S3 Expansion, including commissioning approximately 30% of the mining fleet and progressing 80% of the engineering. Earthworks and civil works continue to progress and project procurement is approximately 70% committed in terms of orders already having been placed for equipment required.

Total capital expenditure for the S3 Expansion project remains unchanged at USD 1.25 billion, with approximately USD 215 million spent to date and a further USD 545 million in orders which have already been committed to. The majority of the remaining capital spend on the S3 Expansion is expected to occur in 2024.



Aerial view of the S3 Expansion project

Collaboration for a Sustainable Future

FQM has acknowledged the crucial role of collaboration between the government and the private sector, stating that by working together, the government and the private sector can ensure that Zambia's mining sector continues to be a major driver of employment and economic growth.

The Enterprise project signifies Zambia's strategic move towards diversifying its mineral basket and positioning itself as a key producer of future-essential metals. This not only benefits the mining sector but also paves way for further investments and propels the country towards a sustainable future. The S3 Expansion secures Kansanshi's place as one of Zambia's flagship copper producers.

FQM's emphasis on skills training and knowledge transfer underscores its recognition of the importance of addressing unemployment and fostering sustainable development within the local economy where it operates. By prioritising the development of the local economy, the company demonstrates its commitment to contributing positively to the communities it serves.

FQM's investments are also a reflection of its confidence in the stable business-friendly environment of Zambia, which has attracted one of the largest mining investments in the nation's history in the form of the S3 Expansion.

10.0 TOWARDS SERVICE EXCELLENCE

In 2023, ZDA improved its business processes and procedures aimed at improving service delivery to facilitate trade and investment in key sectors of the economy, as outlined in the ZDA Strategic Plan.

The Agency continued to implement the following key initiatives during the period under review:

a) Development and Implementation of the Online Registration and Payments System

In the period under review, the number of applications on the system increased and this platform was more visible to the clientele. A total of 48 online applications were processed.

b) Implementation of Zambia Virtual Deal Room

The Zambia Virtual Deal Room is a digital investment promotion platform to promote investment opportunities and track global interest. During the period under review, the consultant Boston Global Consulting (BGC) shared the proposed methodology for the rollout of the Deal Room with a focus on helping to advance ZDA's investment acceleration capabilities and resources and supporting existing investment opportunities within two (2) key investment priority sectors including energy and Agriculture.



The Permanent Secretary MCTI Mr. Mulongoti, ZDA Board Members led by Chairperson Prof. Maliti, ZDA Management and Staff led by DG Mr. Halwampa and Cooperating Partners at the launch of the ZDA Online Registration Portal in Lusaka

11.0 HUMAN CAPITAL

The Agency is committed to creating an all-inclusive workforce with intent on making a difference. Diversity, team spirit and innovation are among the Agency's 7 core values. Our fully integrated retention strategy includes our ambition to build a fair and more equitable workforce where everyone is encouraged to thrive.

During the period under review, the Agency operated with a staffing level of 82 employees against the staff establishment of 121, representing a 67.77 percent staff complement. Following the review of the Strategic Plan, the organisational structure was revised to effectively contribute to the strategic objectives. The new structure has a staff establishment of 122 and is planned to be implemented in January, 2024.

In 2023, the Agency recorded a staff turnover rate of 6 percent. In order to resolve the low staffing levels, improve stability, avoid work disruptions and ensure business continuity, Management resolved to implement a staff optimum utilization exercise for selected positions and recruited 27 employees.

11.1 Capacity Building

The Agency facilitated twenty-five (25) trainings to members of staff in various capacity building programmes as highlighted in Table 14:

Table 14: Summary of Human Capital Training and Development

S/N	Type Of Training	No. Trained	Objective(s)
1	Corporate Governance	20	To orient the new Board of Directors and Management staff
2	Integrity Committee Training	8	To enhance the effectiveness of corporate governance through corruption prevention best practices
3	Sage 300 Payroll	2	To enhance and optimise usage of the payroll system
4	Sage 300 ERP Distribution Suite	2	To enhance and optimise usage of the procurement system
5	Sage 300 Performance Management System	18	To enhance and optimise usage of the Human Resource System.
6	Certificate in International Trade (1 year)	1	To build skills and knowledge in International Trade
7	Profiling Investment Projects (UNIDO)	20	To build skills in investment project profiling
8	Export Promotion for Developing Countries	1	To enhance knowledge and best practices in trade promotion
9	Computer Model for Feasibility Analysis and Reporting (COMFAR)	12	To enhance best practices in investment promotion
10	Sage 300 Web SS User Interface Set Up	1	To orient new staff on self-service system on Sage 300
11	Leading Empowered Teams and Feelings for Professionals	2	Training of Trainers to facilitate the Feelings for Professionals and Leading Empowered Teams
12	Trade and Business Development Certificate	1	To enhance skills and knowledge in international trade, policy instruments, challenges and opportunities
13	Investor Perception Survey Training	4	To enhance best practices in collecting and analysing data

S/N	Type Of Training	No. Trained	Objective(s)
14	Zambia Institute of Chartered Accountants (ZICA) Annual Conference	2	To learn best practices and emerging trends in the Accountancy practice
15	ZDA Outreach Plan Training (World Bank)	10	To introduce and acquaint ZDA staff with essentials of conducting targeted research for investment promotion outreach and lead generation
16	Feelings – Customer Service Training	10	To enhance Customer Service Delivery
17	E-Commerce Promotion	10	To enhance knowledge and best practices in trade promotion
18	Leadership and Policy Implementation	1	To build skills and knowledge in policy implementation
19	Advanced Auditing Skills	1	To learn emergent trends in Auditing
20	Defensive Driving Course	4	To improve skills in defensive driving
21	UNIDO Investor Tracking Survey	11	To orient staff on the soon to be implemented investor tracking tool
22	AfCFTA Standards, Protocol and Dispute Resolution Workshop	10	To gain understanding on AfCFTA standards, protocols, aftercare activities and conflict resolution in line with investment agreements and bilateral investment treaties
23	Master Class Environmental, Social Governance Risk Training	8	To train trainers in Environmental, Social Governance Risk Training
24	ZIPS Annual General Conference	4	To learn best practice and emerging trends in the Procurement practice
25	Electronic Government Procurement System	8	To build skills and knowledge in the usage of the Government procurement system

Source: ZDA

11.2 Annual Health and Wellness

The Agency held the Health and Wellness event on Friday 1st September, 2023. The theme for the event was "***Promoting Innovation and Entrepreneurship".*** Part of the activities included a workshop on Innovation and Entrepreneurship, staff sensitization by Benefits Consult on the benefits of a parallel fund and many other vendor displays such as LOLC Finance, Yeti Motors, Phil Optician, Furnishing World, Tyre King and Builders Warehouse. The Agency also held team building games for staff in order to encourage team work and communication.





ZDA Staff exercising during the Health and Wellness Day at ZDA premises

11.3 National Events

Table 15 highlights the Agencys participation in key national events.

Table 15: Summary of National Events participated in

S/N	Description of the National Event	Comment (s)
1	International Women's Day	The Agency participated in the International Women's Day on 8th March, 2023 under the theme "***Digit ALL - Innovation and Technology for gender equality'.*** The Agency also joined the Ministry of Commerce, Trade and Industry (MCTI) and other institutions under the ministry by participating in a two day sensitisation programme in Kafue and Chongwe on the digital platforms that were available to small scale farmers and business owners.
2	Youth Day	The Agency took part in commemorating Youth Week by exhibiting at the 2023 Youth Exhibition, having representation at the Youth Indaba from which was held at Mulungushi Conference Centre.
3	Labour Day	The Agency participated in the 2023 Labour Day march past celebration under the theme: "***Accelerating job creation for economic growth'.***
4	Public Service Day	The Agency took part in the 2023 Public Service Day Exhibition. The event was held under the theme "Transforming the public service for service excellence and realisation of the Africa Continental Free Trade Area (AfCTA).
5	16 Days of Gender Activism	The Agency participated in the sixteen days of gender activism against gender based violence under the theme ***"Invest to prevent violence against women and girls"***. During the commemoration, MCTI and its statutory bodies conducted awareness activities targeting traders and other key relevant stakeholders in Chirundu and Lusaka Districts
6	Anti- Corruption Day	The Zambia Development Agency participated in the International Anti-Corruption Day dubbed: **" UNCAC at 20: Uniting the world against corruption."**



ZDA Team Participating at the Public Service Day Exhibitions at East Park Mall in Lusaka

12.0 OUTLOOK FOR 2024

12.1 Global Outlook

The world economy will continue to face challenges that may impede growth. Persistence geopolitical tensions and the growing intensity and frequency of extreme weather events have increased underlying risks and vulnerabilities. Furthermore, tight financial conditions will continue to pose risks to global production of goods. Global GDP growth is expected to decelerate from 2.7 percent in 2023 to 2.4 percent in 2024, signalling a continuation of sluggish growth trends (United Nations World Economic Situation and Prospects 2024 report).

Global investment growth is expected to remain low due to economic uncertainties, high debt burdens, and rising interest rates. Technology-driven sectors like green energy and digital infrastructure have emerged to be leading sectors were developed countries are channelling investments while developing countries may face challenges such as capital flight and supportive infrastructure to attract investment in these sectors.

Global trade growth is expected to increase from 0.6 percent in 2023 and to 2.4 percent in 2024. This will be mainly driven by a shift in consumer spending from goods to services (United Nations World Economic Situation and Prospects 2024 report).

12.2 Zambia's Economic Outlook

The Zambian economy is projected to grow at least 4.8 percent in 2024. It is expected that growth in 2024 will be spurred from the financial and insurance, information, communications and technology, wholesale and retail trade, mining and quarrying, agriculture, as well as education sectors.

Inflation is projected to fall within the range of 6 to 8 percent. This projection is underpinned mainly by the finalised USD 6.3 billion debt restructuring agreement which will pave way for the disbursement of USD 188 million from the International Monetary Fund (IMF), a significant milestone towards economic recovery and growth. Government and the International Monetary Fund (IMF) completed the second review of the Extended Credit Facility (ECF) for Zambia which contributes towards aspirations to achieve fiscal and debt sustainability expected to result in restoration of investor confidence.

Further, the World Bank will disburse a grant of USD125 million. This support will help restore Zambia's macroeconomic stability, create fiscal space as well as promote private sector led inclusive growth.

12.3 ZDA's Outlook

The 2024 ZDA work plan outlines the key interventions that the Agency plans to undertake in order to achieve the desired results that ultimately feed into the Eighth National Development Plan (8NDP) and the Vision 2030. To enhance the tracking system, the Agency revised the Monitoring and Evaluation Results Measurement Framework with clear demonstration of how outputs and outcomes will contribute to the 8NDP[1].

Key Planned Interventions and Expected Results

1. **Online Applications**: To enhance efficiency of service delivery, ZDA launched the online application Portal enabling both local and international investors from around the world to apply for ZDA certificates of registration remotely. With this development, the Agency is phasing out the physical registration and will be fully online for both registration and reporting purposes in 2024.

2. **Enhanced Investment Promotion**: With the promulgation of Statutory Instrument (SI) No. 47 of 2023 which provides the list of priority sectors, the Agency will upscale targeted investment promotion programmes and missions in a bid to stimulate and attract investments into the country.

3. **Invest in Zambia International Conference:** ZDA will launch their flagship investment event scheduled to take place in the fourth quarter of 2024. This event is expected to attract potential investors from across the world.

1 In order to demonstrate how the immediate results, contribute to the desired medium to long term objectives, an M & E framework is attached for ease of reference (Appendix 1).

4. The Agency through the Integrity Committee will ensure the development of all corruption prevention documents (guidelines) and sensitization of staff.

5. **Other focus areas include:**
   i. Facilitate development of Special Economic Zones;
   ii. Implement the Virtual Deal Room;
   iii. Enhance Tracking for investments;
   iv. Facilitate development of Electric vehicle batteries and battery accessories value chain; and
   v. Promote Climate Smart Investments.

6. **Upscale Export promotion and Development**:
   i. The Agency is increasing the number of Trade Missions into the Democratic Republic of Congo (DRC);
   ii. Participate in trade fairs in regional markets; and
   iii. Enhance market access into AfCFTA, AGOA, China; and Middle East.

7. **Business Development Services**:
   i. Develop and promote cotton, leather, and beef value chains;
   ii. Facilitate product development for domestic and export markets;
   iii. Facilitate market linkages, partnerships and joint ventures; and
   iv. Facilitate packaging of value chains and projects to be supported through CDF.

8. **Decentralization**: Opening of new offices in Copperbelt and North-Western Provinces.



Mr. Jito Kayumba Special Assistant to the President on Finance and Investment touring works at the S3 Expansion Project at Kansanshi Mine

APPENDIX I: MONITORING AND EVALUATION RESULTS MEASUREMENT FRAMEWORK

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Investment promotion and facilitation	Conduct Business Forums with other countries/regions	Investment leads identified	No of Business Forums with other countries/ regions conducted	Number of Inquiries generated	50	50	65	1. Value of investment into the economy. 2. Create decent jobs. 3.Contribution of Actualised Investment to GDP	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
				Number of Leads generated	15	15	35			
	Conduct Business Forum during the Zambia International Trade Fair	Investment leads identified	No of Business Forum during the Zambia International Trade Fair conducted	Number of Inquiries generated	50	15	20			
				Number of Leads generated	15	50	17			
	Participate at the Provincial EXPOs	Investment leads identified	No Investment leads identified	No Investment leads identified	0	30	0			
	Outward Missions - Zambia South Africa Business Forum	Investment leads identified	No Investment leads identified	No Investment leads identified	0	20	0			
	Targeted Investment Missions to China, Brazil, Italy, Saudi Arabia and India	Investment leads identified	No Investment leads identified	No Investment leads identified	0	40	10			
	Provincial Sensitization Workshops on Investment Guidelines & ZDA CoR Procedures/ Investment Opportunities	Businesses sensitized	No of Provincial Sensitization Workshops on Investment Guidelines & ZDA CoR Procedures/ Investment Opportunities	No of Provincial Sensitization Workshops on Investment Guidelines & ZDA CoR Procedures/ Investment Opportunities	0	10	5			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Investment promotion and facilitation	Non-Fiscal Incentives Package Development	Non-Fiscal Incentives Package Developed	Develop Non-Fiscal Incentives Package	Non-Fiscal Incentives Package Developed	0	1	1	1. Value of investment into the economy. 2. Create decent jobs. 3.Contribution of Actualised Investment to GDP	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Intl' Virtual Meetings with Zambian Missions/ Embassies & Consulates abroad	Investment leads identified	No Investment leads identified	No Investment leads identified	0	20	12			
	Profile and Package New and Existing Bankable Impact Investment Project Proposals from Both Public and Private Promoters	Projects profiled	No Projects profiled	No Projects profiled	0	12	0			
	Business Forum alongside State Visits (x4)	Investment leads identified	No Investment leads identified	No Investment leads identified	20	20	22			
	Profile and Package Green Economy Investment Project Proposals	Projects profiled	No Projects profiled	No Projects profiled	0	4	0			
	Package Proposed Investment Incentives for Green Projects and Those that Dis-incentivise Non-green Activities	Investment Incentives for green projects packaged	No Investment Incentives for green projects packaged	No Investment Incentives for green projects packaged	0	1	0			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Investment promotion and facilitation	Conduct Investment Missions Targeted at Identified Leading Green Economy Investors	Green projects investment leads identified	No Investment Missions Targeted at Identified Leading Green Economy Investors conducted	No Investment Missions Targeted at Identified Leading Green Economy Investors conducted	0	4	1	1. Value of investment into the economy. 2. Create decent jobs. 3.Contribution of Actualised Investment to GDP	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Virtual Deal Room	Virtual Deal Room	Operationalize Virtual Deal Room	Virtual Deal Room Operationalized	0	0	0			
	Licences, Permits & Certificates Approval Committee Meetings	Certificates/ Licences granted	No Licences, Permits & Certificates Approval Committee Meetings	No Licences, Permits & Certificates Approval Committee Meetings	12	24	26			
	Provision of aftercare services to investors for investment retention and reinvestment	No. of Aftercare Visits conducted	No of aftercare services to investors for investment retention and reinvestment	No of aftercare services to investors for investment retention and reinvestment	77	80	139			
				Percentage of Issues resolved after conducting Aftercare.	70%	70%	90%			
	Undertake IPPA Pre-Approval Inspections	IPPA Pre-Approval Visits Undertaken	No. of Visits Undertaken	No. of Visits Undertaken	159	4	3			
	Attend IPPA Signing Ceremonies Outside Lusaka	IPPAs Signed	No IPPAs Signed	No IPPAs Signed	4	4	3			
	Host a Workshop for MFEZ Developers	MFEZ Workshops Hosted	No. Of Workshops Hosted	No. Of Workshops Hosted	0	1	0			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Investment promotion and facilitation	Website Update to Host MFEZ Specific Information	MFEZs Whose Data is Uploaded	No. of MFEZs Whose Data is Uploaded	No. of MFEZs Whose Data is Uploaded	0	7	7	1. Value of investment into the economy. 2. Create decent jobs. 3.Contribution of Actualised Investment to GDP	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Visits to Farm Blocks	Visits to Farm Blocks	No. of Visits to Farm Blocks	No. of Visits to Farm Blocks	0	3	3			
	Undertake Annual MFEZ Aftercare Visits	MFEZs Visited	No. of MFEZs Visited	No. of MFEZs Visited	0	7	6			
	Farm Block Investment Facilitation	Investment projects facilitated	No Investment projects facilitated	No Investment projects facilitated	0	4	0			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Trade Promotion and Facilitation	Audit of companies	Companies audited	No Companies Audited	No Companies Audited	50	50	101	1. Grow Total Exports. 2. Increased contribution of Non-Traditional Exports to Exports.	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Coaching and mentoring of exporters	Exporters coached/ mentored	No Coaching and mentoring of exporters	No Coaching and mentoring of exporters	0	2	8			
	Sensitization of Exporters on Export Information	Exporters sensitised	No Sensitization of Exporters on Export Information	No Sensitization of Exporters on Export Information	65	25	661			
	Facilitation of Exporters to participate in Regional & International Trade Fair	Trade Fairs Coordinated	No Trade Fairs Coordinated	No. Trade Fairs Coordinated	40	6	11			
		Exporters participated	No Exporters participated	No Exporters participated	0	60	185			
		Local Trade Fairs	No Local Trade Fairs	No Local Trade Fairs	0	3	5			
	Facilitation of Exporters to participate in Trade Mission DRC, Angola, Mozambique etc.	Participation in trade mission	No of trade mission participated In	No of trade mission participated In	0	3	1			
		Value of Export Leads (US$ million)	Value of Export Leads (US$ million)	Value of Export Leads (US$ million)	USD 101.67	64.21	USD 98.3			
		Exporters linked to Export Markets	No Exporters linked to Export Markets	No Exporters linked to Export Markets	311	100	283			
	Exporter Capacity Building	Export Readiness Trainings	No Export Readiness Trainings	No Export Readiness Trainings	0	2	3			
		Exporters Trained in Export Readiness	No Exporters Trained in Export Readiness	No Exporters Trained in Export Readiness	165	150	347			
	Participate in regional trade negotiations	Participation in JPCs	JPCs Participated In	No JPCs Participated In	0	2	3			
		Participation in regional trade negotiations	Regional trade negotiations	No. of regional trade negotiations	0	2	1			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Business Development	Business Development Support services (BDS) provision	Businesses supported with BDS	No. of businesses supported with BDS	No of businesses supported with BDS	4,830	5,000	8,487	1. Wealth and Job creation through Transition of Medium sized business into large Multinational Corporations. 2. Inclusive economic growth and poverty reduction	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Promote Inclusive Business (identification of large businesses for inclusive business	Inclusive Business promoted	No. of Inclusive Business promoted	No. of Inclusive Business promoted	0	20	5			
	Conducting Capacity Building (Export readiness training, product development, how to bid for GRZ tenders and any other trainings that might be needed	Businesses provided with capacity building	No. of Businesses provided with capacity building	No. of Businesses provided with capacity building	2,380	500	1,999			
	Facilitating Financial modelling (franchising, innovative financing, venture capital, capital markets etc.	Businesses Accessing Finance	Businesses Accessing Finance (franchising, innovative financing, venture capital, capital markets)	Businesses Accessing Finance (franchising, innovative financing, venture capital, capital markets)	221	50	106			
	Access to Markets	Businesses linked to markets	No of businesses facilitated with markets	No of businesses facilitated with markets	168	50	107			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Business Development	Identify leads and facilitating deals structuring (Investment & Export);	Leads and deals facilitated and structured	No. of leads and facilitating deals structured (Investment & Export);	No. of leads and facilitating deals structured (Investment & Export);	0	200	18	1. Wealth and Job creation through Transition of Medium sized business into large Multinational Corporations. 2. Inclusive economic growth and poverty reduction	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Provision of Business Intelligence and Market Information (BIMI)	Businesses accessing BIMI	No of Businesses accessing BIMI	No of Businesses accessing BIMI	2,695	5,000	6,723			
	Facilitating Partnerships and Joint ventures		No. of Partnerships and joint ventures facilitated	No. of Partnerships and joint ventures facilitated	0	20	5			
	Promotion and Facilitation of Supply and Value Chain Development and Enhancement	Value Chains Developed and Enhanced	No. of Value Chains Developed and Enhanced	No. of Value Chains Developed and Enhanced	0	2	7			
	Business Formalization	Businesses formalised	No. of Business registered with the Agency	No. of Business registered with the Agency	199	100	151			
	Job Creation	Employment created	No. of Jobs recorded during business registration	No. of Jobs recorded during business registration	2262	0	1588			
	Job Creation BDS + Registration	Employment creation and business registration	No. of Jobs recorded BDS + Registration	No. of Jobs recorded BDS + Registration	9,509	5,000	12925			

Strategic Objectives	Activity	Activity Output	Output Indicator	Indicator	Baseline 2022	2023 Target	Actual 2023	Impact	Source of Verification	Assumptions
Improve Investment and trade promotion and facilitation	Collect, update and provide relevant information on investments, Business development and trade	Investor Guide Handbook, product profiles produced	No of Product Profiles Reviewed/ Produced	No of Product Profiles Produced	0	6	7	1. Wealth and job creation 2. Poverty reduction 3.Contribution of Actualised Investment to GDP	Annual / Quarterly Reports	1. Optimal organisational structure. 2. Adequate skilled and Committed Staff 3. Timely and adequate mobilisation of resources 4. Continued Political Stability 5. Continued support from cooperating partners and other key stakeholders 6. Implementations of Regulations under the ITBD
	Conduct policy advocacy, analysis and formulation	Policy briefs/ reports produced	No of Policy briefs/ reports produced	No of Policy briefs/ reports produced	2	6	8			
	Conduct market and economic research	Research reports	No of market and economic research conducted	Reports	0	4	4			
	Foreign Private Investment and Investor's Perceptions (FPI & IP) survey report produced and disseminated	Survey held	Conduct Foreign Private Investment and Investor's Perceptions (FPI & IP) survey	Reports	1	1	1			
	Customer Satisfaction Survey (CSS) Report produced and disseminated	Survey held	Conduct Customer Satisfaction Survey (CSS)	Reports	77% Satisfaction	100%	91.20%			
	Businesses monitored	Businesses monitored	Number of businesses monitored	Value of Actualized Investments	USD 4.51 Bn	USD 2.16 Bn	USD 2.17 Bn			
				Number of Actualized Jobs	24,911	20,004	25,890			
	Participation in Global conference/ seminars/study tours in Best practices	Reports	No of Global conference/ seminars/ study tours in Best practices Participated in.	Reports	0	16	1			
	Produce annual workplan	Workplan produced	Produce a Workplan	Reports	1	1	1			
	ZDA Annual Report	ZDA Annual report produced	Produce ZDA Annual Report	Reports	1	1	1			

2023 ZDA Annual Report Drafting Committee





AUDITED FINANCIAL STATEMENTS

Zambia Development Agency Financial Statements
for the year ended 31st December, 2023



APPENDIX II: AUDITED FINANCIAL STATEMENTS

REPORT OF THE DIRECTORS

The Directors present their report on the activities of Zambia Development Agency (ZDA) for the year ended 31 December 2023.

1. The ZDA

The Zambia Developed Agency is a statutory body established under the Zambia Development Agency Act No. 17 of 2022. The Agency's mandate is detailed in the Investment, Trade and Business Development Act. No. 18 of 2022.

2. Principal function

The Agency's principal function is to promote trade and investment in Zambia through an efficient, effective and coordinated private sector led economic development strategy.

3. Results

The Agency's results for the year are as follows:

	2023	2022
	ZMW	ZMW
Revenue	74,724,003	56,581,417
Surplus for the year	3,012,429	12,452,605

4. Directors and Secretary

The Directors and Secretary who served during the year were as follows:

Professor Biemba Maliti	Private Business Person – Chairperson (Appointed January 2023)
Mr. Ashwini Kumar Ashu Sagar	Zambia Association of Manufacturers - Vice Chairperson (Appointed January 2023)
Mr. Sunday Chikoti	Representative Ministry of Commerce Trade and Industry (Appointed January 2023 and Resigned May 2023)
Mr. Musokotwane Sichizuwe	Representative Ministry of Commerce Trade and Industry (Appointed May 2023)
Ms. Thandiwe Shonga	Representative of the Attorney General (Appointed January 2023)
Mr. Jonathan Phiri	Representative of Ministry of Finance (Appointed January 2023)
Dr. Peggy Kaponda Banda	Representative of the Zambia Institute of Chartered Accountants (Appointed August 2023)
Ms. Subeta K. Mutelo	Private Business Person (Appointed January 2023 and Resigned April 2023)
Mr. Geoffrey M Samukonga	Private Business Person (Appointed January 2023 and Resigned April 2023)
Mr. Michael Alexander Couvaras	Private Business (Appointed January 2023)
Dr. McGerald Mvula	Private Business Person (Appointed May 2023)

Secretary

Mrs. T.L. Kampata	Board Secretary (Resigned June 2023)
Mr. J. Kankondo	Board Secretary (Appointed November, 2023)

5. Management

The management of the ZDA was as follows:

Mr. Albert Halwampa	Director General (Appointed February 2023)
Mrs. Theresa .L. Kampata	Board Secretary and Legal Counsel (Resigned June 2023)
Mr. James Kankondo	Board Secretary and Legal Counsel (Appointed November 2023)
Mr. Chimuka. Nketani	Director Investments (Appointed October 2023)
Ms. Chama. Chilambwe	Director Finance (Appointed June 2023)
Mr. Jessica. Chombo	Director Export Development
Mr. Gabriel. Musentekwa	Director Enterprise Development
Mr. Innocent. Melu	Director Policy and Planning

REPORT OF THE DIRECTORS (continued)

6. Employees

The average number of persons employed by the Agency during the year was 82 (2022: 60). The total employees' remuneration paid by ZDA was **ZMW 34,598,130** (**2022: ZMW 25,250,075**).

7. Donations

ZDA did not make any donations during the year (2022: ZMW Nil).

8. Property, plant and equipment

Additions to Property, plant and equipment in the year amounted to ZMW 14,253,377 (2022: ZMW 865,915). In the opinion of the directors, the fair values of Property, plant and equipment are not less than the amounts at which they are included in the financial statements.

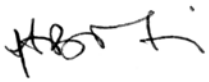
9. Other material facts, circumstances and events

The directors are not aware of any material fact, circumstance or event which occurred between the accounting date and the date of this report which might influence an assessment of ZDA's financial position or the results of its operations.

10. Annual financial statements

The annual financial statements on pages 61 to 84 have been approved by the Directors.

By order of the Board



Board Chairperson

Lusaka

Date: 15th March 2024

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The Zambia Development Agency Act requires the Directors to prepare financial statements for each financial year which give a true and fair view of the financial position of Zambia Development Agency (ZDA) and of its financial performance and its cash flows for the year then ended. In preparing such financial statements, the Directors are responsible for:

- designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error;
- selecting appropriate accounting policies and applying them consistently;
- making judgments and accounting estimates that are reasonable in the circumstances; and
- preparing the financial statements in accordance with the applicable financial reporting framework, and on the going concern basis unless it is inappropriate to presume that the ZDA will continue in business.

The Directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the ZDA and enable them to ensure that the financial statements comply with the Zambia Development Agency Act, No. 17 of 2022 of the Laws of Zambia. They are also responsible for safeguarding the assets of the ZDA and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors confirm that in their opinion

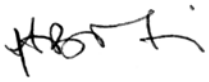
(a) the financial statements give a true and fair view of the financial position of Zambia Development Agency as of 31 December 2023, and of its financial performance and its cash flows for the year then ended;

(b) at the date of this statement there are reasonable grounds to believe that ZDA will be able to pay its debts as and when these fall due; and

(c) the financial statements are drawn up in accordance with International Financial Reporting Standards.

This statement is made in accordance with a resolution of the Board of Directors.

Signed at **Lusaka** on 15th March, 2024



BOARD CHAIRPERSON

REPORT OF THE INDEPENDENT AUDITORS TO THE

ZAMBIA DEVELOPMENT AGENCY BOARD OF DIRECTORS

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Zambia Development Agency which comprise the statement of financial position as at 31 December 2023, and the statement of comprehensive income, statement of changes in funds and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the Agency's financial statements give a true and fair view of the financial position of the Agency as at 31 December 2023, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs).

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Agency in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Zambia, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation of the financial statements that give a true and fair view in accordance with International Financial Reporting Standards and in the manner required by the Zambia Development Agency Act No. 17 of 2022 of the Laws of Zambia and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Agency's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Agency or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Agency's financial reporting process.

REPORT OF THE INDEPENDENT AUDITORS TO THE

ZAMBIA DEVELOPMENT AGENCY BOARD OF DIRECTORS (CONTINUED)

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatements, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Agency's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Agency's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements, or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Agency to cease to continue as a going concern.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including significant deficiencies in internal control that we identify during our audit.

Report on Other Legal and Regulatory Requirements

In our opinion, the financial statements of Zambia Development Agency as at 31 December 2023 have been properly prepared in accordance with the Zambia Development Agency Act No. 17 of 2022 of the Laws of Zambia, and the accounting and other records and registers have been properly kept in accordance with the Acts.

Mark Daniels
Chartered Accountants

WKKKKasongo
Winston Kasongo (AUD/F003127)

Name of Partner signing on behalf of Mark Daniels Chartered Accountants

Lusaka
Date: 18/03/24

STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2023

	Note	2023	2022
Revenue		ZMW	ZMW
GRZ and other revenue grants	5	69,999,999	49,999,996
Other income	6	10,075,769	11,149,033
Total revenue		80,075,768	61,149,029
GRZ Control 99 deposits	6	(5,351,765)	(4,567,612)
Net Revenue		74,724,003	56,581,417
Staff costs	8	(34,598,130)	(25,250,075)
Depreciation	10	(2,068,379)	(387,366)
Other operating expenses		(35,045,065)	(18,491,371)
Surplus before taxation		3,012,429	12,452,605
Income tax expense	9	-	-
Surplus for the year		3,012,429	12,452,605
Other comprehensive income		-	-
Comprehensive Surplus for the year		**3,012,429**	**12,452,605**

STATEMENT OF CHANGES IN FUNDS

FOR THE YEAR ENDED 31 DECEMBER 2023

	Revaluation Reserve	Accumulated deficit	Contributed reserves	Total
	ZMW	ZMW	ZMW	ZMW
At 31 December 2021	3,570,442	(40,166,025)	24,336,863	(12,258,720)
Assets Revaluation	23,033,718	-	-	23,033,718
Comprehensive surplus for the year	-	12,452,605	-	12,452,605
At 31 December 2022	26,604,160	(27,713,420)	24,336,863	23,227,603
Comprehensive surplus for the year	-	3,012,429	-	3,012,429
At 31 December 2023	26,604,160	(24,700,991)	24,336,863	26,240,032

STATEMENT OF FINANCIAL POSITION - 31 DECEMBER 2023

FOR THE YEAR ENDED 31 DECEMBER 2023

	Note	2023	2022
		ZMW	ZMW
ASSETS			
Non-Current Assets			
Property, plant and equipment	**10**	40,204,913	28,019,915
Intangible Assets	**11**	-	-
		40,204,913	28,019,915
Current Assets			
Inventory	12	519,933	243,676
Other receivables	13	498,715	509,151
Cash and cash equivalents	14	11,358,420	17,515,931
		12,377,068	18,268,758
Total assets		52,581,981	46,288,673
RESERVES AND LIABILITIES			
Funds and reserves			
Contributed reserves	**15**	24,336,863	24,336,863
Revaluation reserve	**10**	26,604,160	26,604,160
Accumulated deficit		(24,700,991)	(27,713,420)
		26,240,032	23,227,603
Current liabilities			
Trade and other payables	**16**	26,341,949	23,061,070
		26,341,949	23,061,070
Total reserves and liabilities		52,581,981	46,288,673

The financial statements on pages 61 to 84

were approved by the Board of Directors

on 15/03/2024

and were signed on its behalf by

) **BOARD CHAIRPERSON**

) **DIRECTOR GENERAL**

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2023

	Note	2023	2022
		ZMW	ZMW
Cash flows from operating activities			
Surplus for the year		3,012,429	12,452,605
Depreciation	10	2,068,379	387,366
Increase in inventory		(276,257)	(14,452)
Decrease/increase) in other receivables		10,437	(1,168)
Increase in trade and other payables		3,280,878	_3,670,997
Net cash inflow operating activities		8,095,866	16,495,348
Investing activities			
Purchase of property, plant and equipment	10	(14,253,377)	(865,915)
Net cash used on investing activities		(14,253,377)	(865,915)
(Decrease)/increase in cash and cash equivalents		(6,157,511)	15,629,433
Cash and cash equivalents at beginning of the year		17,515,931	1,886,498
Cash and cash equivalents at end of the year	14	11,358,420	17,515,931
Represented by:			
Bank balances		11,353,837	17,506,248
Cash		4,583	9,683
Cash in hand and at bank		11,358,420	17,515,931

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023

1. Activities

a) The Zambia Development Agency (ZDA) was established by an Act of Parliament, the Zambia Development Agency (ZDA) Act to promote trade and investment in Zambia through an efficient, effective and coordinated private sector economic development strategy.

b) The ZDA Act repealed the following Acts:

- Investment Act;
- Small Enterprise Development Act;
- Export Processing Zones Act
- Export Development Act.

c) From the commencement of the Zambia Development Agency (ZDA) Act the statutory officers or bodies (appropriate authorities) that were vested or bestowed with functions and powers under the repealed Acts only existed for the purpose of winding up their affairs. By virtue of the ZDA Act, rights and obligations of the appropriate authorities were transferred to, vested in and subsisted all assets, against the agency.

d) The assets and liabilities taken over from predecessor institutions have been incorporated in the books of accounts based on the statements of affairs (SOAs) prepared at the closure of these institutions. The SOAs were prepared based on information deduced from various documents and management and directors representations. At the time the forerunner institutions merged in 2006 audit reports for these institutions were not up to date.

e) The Zambia Development Agency Act No. 17 of 2022 repealed and replaced the Zambia Development Agency Act, 2006 and continued the existence of the Zambia Development Agency, re-defined its functions and re-constituted the Board of the Agency. The Agency's mandate is detailed in the Investment, Trade and Business Development Act. No. 18 of 2022.

2. Basis of preparing the financial statements - going concern basis

During the year, the Agency recorded a surplus of ZMW 3,012,429 and net assets of ZMW 26,240,032. The Agency meets its day to day working capital requirements from government grants and some donor grants.

The financial statements have been prepared on a going concern basis which assumes that the Agency will continue in operational existence for the foreseeable future.

The validity of this assumption depends on continued receipt of grants from the Government of the Republic of Zambia. The Government of the Republic of Zambia as a guarantor, through the Ministry of Finance, will continue to fund the Agency a statutory body established by an Act of Parliament, to meet its funding requirements.

If the Agency were unable to continue in operational existence for the foreseeable future, adjustments would have to be made to reduce the statement of financial position values of assets to their recoverable amounts, to provide for further liabilities that might arise and to reclassify property, plant and equipment as current assets.

The directors have reviewed the effects of the matters mentioned above and believe that it is appropriate for the financial statements to be prepared on a going concern basis.

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies

The principal accounting policies applied by ZDA in the preparation of these financial statements are set out below:

(a) **Basis of presentation**

The financial statements are prepared in accordance with International Financial Reporting Standards (IFRS). The financial statements are presented in accordance with IAS 1 "presentation of financial statements" (Revised 2018). The Agency has elected to present the "Statement of Comprehensive Income" in one statement the "Statement of Comprehensive Income". They have been prepared under the historic cost convention, as modified by the revaluation of financial assets and liabilities at fair value as explained in the accounting policies below. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Agency's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 3(n).

(b) Application of new and revised International Financial Reporting Standards (IFRSs)

(i) New standards and amendments-applicable 1 January 2023

The following standards and interpretations apply for the first time to financial reporting periods commencing on or after 1 January 2023.

Title	Key requirements	Effective date*
IFRS 17 *Insurance Contracts*	The overall objective of IFRS 17 is to provide an accounting model for insurance contracts that is more useful and consistent for insurers. In contrast to the requirements in IFRS 4, which were largely based on grandfathering previous local accounting policies, IFRS 17 provides a comprehensive model for insurance contracts, covering all relevant accounting aspects. The core of IFRS 17 is the general model, supplemented by: • A specific adaptation for contracts with direct participationfeatures (the variable fee approach) • A simplified approach (the premium allocation approach) mainly for short-duration contracts The main features of the new accounting model for insurance contracts are as follows: • The measurement of the present value of future cash flows, incorporating an explicit risk adjustment, re-measured every reporting period (the fulfilment cash flows).	1 January 2023

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(b) Application of new and revised International Financial Reporting Standards (IFRSs) (continued)

Title	Key requirements	Effective date*
IFRS 17 Insurance Contracts (continued)	• A Contractual Service Margin (CSM) that is equal and opposite to any day one gain in the fulfilment cash flows ofa group of contracts, representing the unearned profit of the insurance contracts to be recognised in profit or loss based on insurance contract services provided over the coverage period • Certain changes in the expected present value of futurecash flows are adjusted against the CSM and thereby recognised in profit or loss over the remaining coverageperiod • The effect of changes in discount rates will be reported in either profit or loss or other comprehensive income, determined by an accounting policy choice • The presentation of insurance revenue and insurance service expenses in the statement of comprehensive income based on the concept of services provided duringthe period. • Amounts that are paid to a policyholder in all circumstances, regardless of whether an insured event occurs (non-distinct investment components) are not presented in the income statement, but are recogniseddirectly on the balance sheet • Insurance services results (earned revenue less incurredclaims) are presented separately from the insurance finance income or expense • A loss-recovery component of the asset for the remaining coverage of a group of reinsurance contracts held is determined and recorded in profit or loss when an entity recognises a recovery of a loss on initial recognition of an onerous group of underlying issued contracts as well as forsubsequent measurement of the recovery of those losses • Entities should present separately in the statement of financial position, the carrying amounts of portfolios of insurance contracts issued that are assets and those thatare liabilities, with the same requirement applying to portfolios of reinsurance contracts held • Extensive disclosures to provide information on the recognised amounts from insurance contracts and the nature and extent of risks arising from these contracts	1 January 2023
	Impact: The IFRS does not have an impact on the Agency's financial statements.	

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(b) Application of new and revised International Financial Reporting Standards (IFRSs) (continued)

Title	Key requirements	Effective date*
Disclosure of Accounting Policies – Amendments to IAS 1 and IFRS Practice Statements 2	**In February 2021, the Board issued amendments to IAS 1** Presentation of Financial Statements and IFRS Practice Statement 2 Making Materiality Judgments (the PS), in which it provides guidance and examples to help entities apply materiality judgments to accounting policy disclosures. The amendments aim to help entities provide accounting policy disclosures that are more useful by: • Replacing the requirement for entities to disclose their 'significant accounting policies' with a requirement to disclose 'material accounting policy information' and • Adding guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures • Replacement of the term 'significant' with 'material' In the absence of a definition of the term 'significant' in IFRS, the Board decided to replace it with 'material' in the context of disclosing accounting policy information. 'Material' is a defined term in IFRS and is widely understood by the users of financial statements, according to the Board. In assessing the materiality of accounting policy information, entities need to consider both the size of the transactions, other events or conditions and their nature. Disclosure of standardised information Although standardised information is less useful to users than entity-specific accounting policy information, the Board agreed that, in some circumstances, standardised accounting policy information may be needed for users to understand other material information in the financial statements. In those situations, standardised accounting policy information is material, and should be disclosed.	1 January 2023
	Impact: The amendments do not have any impact on these financial statements.	
Definition of Accounting Estimates - Amendmentsto IAS 8	In February 2021, the Board issued amendments to IAS 8, in which it introduces a new definition of 'accounting estimates'. The amendments clarify the distinction between changes in accounting estimates and changes in accounting policies and the correction of errors. Also, they clarify how entities use measurement techniques and inputs to develop accounting estimates. Changes in accounting estimates The amended standard clarifies that the effects on an accounting estimate of a change in an input or a change in a measurement technique are changes in accounting estimates if they do not result from the correction of prior period errors.	1 January 2023

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(b) Application of new and revised International Financial Reporting Standards (IFRSs) (continued)

Title	Key requirements	Effective date*
Definition of Accounting Estimates - Amendments to IAS 8 (continued)	The previous definition of a change in accounting estimate specified that changes in accounting estimates may result from new information or new developments. Therefore, such changes are not corrections of errors.	1 January 2023
	Impact: The amendments do not have any impact on these financial statements.	
Deferred Tax related to Assets and Liabilities arising from Single Transaction- Amendments to IAS 12	In May 2021, the Board issued amendments to IAS 12 Income Taxes, which narrow the scope of the initial recognition exception under IAS 12, so that it no longer applies to transactions that give rise to equal taxable and deductible temporary differences. Determining the tax base of assets and liabilities The amendments clarify that where payments that settle a liability are deductible for tax purposes, it is a matter of judgment (having considered the applicable tax law) whether such deductions are attributable for tax purposes to the liability recognised in the financial statements (and interest expense) or to the related asset component (and interest expense). This judgment is important in determining whether any temporary differences exist on initial recognition of the asset and liability. Changes to the initial recognition exception Under the amendments, the initial recognition exception does not apply to transactions that, on initial recognition, give rise to equal taxable and deductible temporary differences. It onlyapplies if the recognition of a lease asset and lease liability (or decommissioning liability and decommissioning asset component) give rise to taxable and deductible temporary differences that are not equal. Nevertheless, it is possible that the resulting deferred tax assets and liabilities are not equal (e.g., if the entity is unable to benefit from the tax deductions or if different tax rates apply to the taxable and deductible temporary differences). In such cases, which the Board expects to occur infrequently, an entitywould need to account for the difference between the deferredtax asset and liability in profit or loss.	1 January 2023

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(b) Application of new and revised International Financial Reporting Standards (IFRSs) (continued)

Title	Key requirements	Effective date*
Deferred Tax related to Assets and Liabilities arising from Single Transaction-Amendments to IAS 12 (continued)	Transition An entity should apply the amendments to transactions that occur on or after the beginning of the earliest comparative period presented. In addition, at the beginning of the earliest comparative period presented, it should also recognise a deferred tax asset (provided that sufficient taxable profit is available) and a deferred tax liability for all deductible and taxable temporary differences associated with leases and decommissioning obligations.	1 January 2023
	Impact: The standard has no impact on the Agency's financial statements.	
International Tax Reform-Pillar two Model Rules – Amendments to IAS 12	The amendments clarify that IAS 12 applies to income taxes arising from tax law enacted or substantively enacted to implements the Pillar Two Model Rules published by the organisation for Economic Cooperation and Development (OECD), including tax law that implements qualified domestic minimum top-up taxes. Such tax legislation, and the income taxes arising from it, are referred to as 'Pillar Two legislation' and 'Pillar Two income taxes; respectively.	1 January 2023
	Impact: The standard has no impact on the Agency's financial statements.	
Classification of liabilities as Current or Non-Current Liabilities with Covenants – Amendments to IAS 1	In January 2020 and October 2022, the Board issued amendments to IAS 1 to specify the requirements for classifying liabilities as current or non-current. The amendments clarify: What is meant by a right to defer settlement That a right to defer settlement must exist at the end of the reporting period. That classification is unaffected by the likelihood that an entity will exercise its deferral right. That only if an embedded derivative in a convertible liability is itself an equity instrument would the term of a liability not impact its classification. Disclosures	1 January 2023
	Impact: The amendments have no impact on these financial statements.	

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(ii) Forthcoming requirements

There are a number of standards, amendments to standards, interpretations which have been issued by the IASB that are effective in future periods and the company has decided not to adopt early.

Title	Key requirements	Effective date*
Lease Liability in a Sale and Leaseback – Amendments to IFRS 16	The amendment to IFRS 16 *Leases* specifies the requirements that a seller-lessee uses in measuring the lease liability arising in a sale and leaseback transaction, to ensure the seller-lesseedoes not recognise any amount of the gain or loss that relates to the right of use it retains.	1 January 2024
	Impact: The amendments have no impact on these financial statements.	
Disclosures: Supplier Finance Arrangements – Amendments to IAS 7 and IFRS 7	In May 2023, the Board issued amendments to IAS 7 *Statement of Cash Flows* and IFRS 7 *Financial Instruments: Disclosures.* The amendments specify disclosure requirements to enhance the current requirements, which are intended to assist users offinancial statements in understanding the effects of supplier finance arrangements on an entity's liabilities, cash flows and exposure to liquidity risk. *Characteristics* The amendments clarify the characteristics of supplier finance arrangements. In these arrangements, one or more finance providers pay amounts an entity owes to its suppliers. The entity agrees to settle those amounts with the finance providersaccording to the terms and conditions of the arrangements, either at the same date or at a later date than that on which the finance providers pay the entity's suppliers. *Disclosure requirements* The amendments require an entity to provide information about the impact of supplier finance arrangements on liabilitiesand cash flows, including terms and conditions of those arrangements, quantitative information on liabilities related to those arrangements as at the beginning and end of the reporting period and the type and effect of non-cash changes inthe carrying amounts of those arrangements. The information on those arrangements is required to be aggregated unless the individual arrangements have dissimilar or unique terms and conditions. In the context of quantitative liquidity risk disclosures required by IFRS 7, supplier finance arrangementsare included as an example of other factors that might be relevant to disclose.	1 January 2024
	Impact: The amendments have no impact on the Agency's financial state-ments	

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(c) Revenue

(i) **Grants**

Government grants are accounted for when there is reasonable assurance that ZDA will comply with the conditions attached to them and that the grants will be received. Grants that relate to specific capital expenditure are treated as capital grants which are then amortised through the statement of comprehensive income over the related asset's useful life. Other grants are credited to the statement of comprehensive income in the period in which they are received.

(ii) **Donor Funds and other income**

Donor funds and other income is accounted for when it is probable that economic benefit associated with the activities will flow to the Agency and the amount of revenue can be measured with reliability.

(d) Property, plant and equipment

Property, plant and equipment are stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as deemed appropriate, only when it is probable that future economic benefits associated with the item will flow to ZDA and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

(d) Property, plant and equipment (continued)

Depreciation is calculated to write off the cost of property, plant and equipment on a straight line basis over the expected useful lives of the assets concerned. The principal annual rates used for this purpose are:

	%
Leasehold land and buildings	2
Motor vehicles	25
Computer Hardware	33.3
Office Equipment	30
Office Furniture and fittings	20

Land and capital work in progress are not depreciated.

The assets' residual values and useful lives are reviewed at each reporting date and adjusted as appropriate.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its recoverable amount.

Gains and losses on disposals are determined by comparing the proceeds to the carrying amount. These are included in the statement of comprehensive income in the other operating income. When revalued assets are sold, the amounts included in the revaluation surplus relating to these assets are transferred to retained earnings.

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

3. Principal accounting policies (continued)

(e) Financial assets

Classification

ZDA classifies its investments into the following categories: financial assets at fair value through profit or loss, trade and other receivables, held-to-maturity financial assets and available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired.

Management determines the classification of its investments at initial recognition and re-evaluate this at every reporting date.

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.

(f) Financial Assets

For assets measured at fair value, gains and losses will either be recorded in profit or loss or OCI. For investments in equity instruments that are not held for trading, this will depend on whether the Agency has made an irrevocable election at the time of initial recognition to account for the equity investment at fair value through other comprehensive income (FVOCI).

The Agency reclassifies debt investments when and only when its business model for managing those assets changes.

Recognition and derecognition

Regular way purchases and sales of financial assets are recognised on trade date, being the date on which the Agency commits to purchase or sell the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Agency has transferred substantially all the risks and rewards of ownership.

Measurements

At initial recognition, the Agency measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss (FVPL), transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in profit or loss

Equity instruments

The Agency subsequently measures all equity investments at fair value. Where the Agency's management has elected to present fair value gains and losses on equity investments in OCI, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in profit or loss as other income when the Agency's right to receive payments is established.

Changes in the fair value of financial assets at FVPL are recognised in other gains/ (losses) in the statement of profit or loss as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are not reported separately from other changes in fair value.

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

4. Principal accounting policies (continued)

Impairment

The Agency assesses on a forward-looking basis the expected credit losses associated with its debt instruments carried at amortised cost and FVOCI. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

For trade receivables, the Agency applies the simplified approach permitted by IFRS 9, which requires expected lifetime losses to be recognised from initial recognition of the receivables, see note 7(b) for further details.

(g) Impairment of assets

Goodwill and intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows which are largely independent of the cash inflows from other assets or groups of assets (cash-generating units). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at the end of each reporting period.

(h) Cash and cash equivalents

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term highly liquid investments and balances held with banks. Bank overdrafts that are repayable on demand are included as a component of cash and cash equivalents.

(i) Borrowing costs

Borrowing costs, being interest payable on loans, are accounted for on an accruals basis. Transaction costs arising on arranging a new financial liability are debited to the liability and amortised over the life of that liability. Borrowing costs are charged to the statement of comprehensive income for the year in which they are incurred.

(j) Interest bearing liabilities

Short term interest bearing liabilities include all amounts expected to be repayable within twelve months from the reporting date, including instalments due on loans of longer duration. Long term interest bearing liabilities represent all amounts repayable more than twelve months from the reporting date.

(k) Foreign currencies

(i) Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which ZDA operates (the 'functional currency'). The financial statements are presented in Zambian Kwacha, which is ZDA's presentation currency.

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

5. Principal accounting policies (continued)

(ii) Transactions and balances

Foreign currency transactions are translated into the functional currency using the rates of exchange prevailing at the date of transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

(m) Employee benefits

(i) *Provision for retirement benefits*

The pension plan is with National Pension Scheme Authority (NAPSA) where ZDA pays an amount equal to the employee's contributions. Employees contribute 5% of their gross earnings.

Gratuity is payable at 35% of Basic salary over the contract period. Provision for this has been made in these accounts on accruals basis.

(ii) Provisions for leave pay

Provision for leave pay is made in respect of all staff. Leave days are provided for up to the maximum leave days allowed under the conditions of service.

(n) Trade and other payables

Trade and other payables are stated at cost.

(o) Provisions

Provisions are recognised when: ZDA has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated.

(p) Critical accounting estimates and judgments

ZDA makes estimates and assumptions that affect the reported amounts of assets and liabilities in the financial statements. Estimates and judgments are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

In the process of applying ZDA's accounting policies, management has made judgments in determining:

(i) the classification of financial assets;

(ii) whether assets are impaired;

(iii) estimation of provision and accruals; and

(iv) recoverability of trade and other receivables.

4. Management of financial risk

(a) Financial risk

ZDA is exposed to a range of financial risks through its financial assets. The most important component of this financial risk is credit risk.

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

(i) **Credit risk**

ZDA has exposure to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when due. Key area where the ZDA is exposed to credit risk is other receivables.

(ii) **Accumulated Fund management**

ZDA's objective when managing the Fund is to safeguard ZDA's ability to continue as a going concern so that it can continue to provide benefits to stakeholders. ZDA's Fund is supported by grants from the Government of the Republic of Zambia (GRZ) and some donors.

	2023	2022
5. GRZ and other revenue grants	**ZMW**	**ZMW**
GRZ revenue grants	49,999,999	29,999,996
Supplementary Grant	20,000,000	20,000,000
Total Grants	**69,999,999**	**49,999,996**

GRZ grants represent amounts received monthly.

6. Other income

Donor Funds	4,281,001	5,836,984
Exchange Gain	-	97,961
Rebate fees	10,740	39,231
Rental income	320,290	254,729
Sundry income	111,973	352,516
	4,724,004	**6,581,421**
Income received on behalf of Government		
Licensing fees	4,546,682	3,882,732
Processing fees	805,083	684,880
	5,351,765	**4,567,612**
Total Other Income	**10,075,769**	**11,149,033**

According to the Public Finance Management Act no. 1 of 2018 all funds received on behalf of the Government must be deposited in the Consolidated Fund. In the year under review ZMW 5, 351,765 was collected and deposited in Consolidated Fund also known as control 99.

7. Surplus/ (Deficit)

Surplus/(Deficit) is stated after charging:	2023	2022
	ZMW	**ZMW**
Audit fees	59,896	84,998
Depreciation	2,068,379	387,366
Directors' emoluments	447,674	-
Staff costs (see Note 8)	34,598,130	25,250,075

NOTES TO THE FINANCIAL STATEMENTS – 31 DECEMBER 2023 (CONTINUED)

8. Staff Costs

	2023	2022
	ZMW	ZMW
Salaries	25,391,776	18,591,071
NAPSA employer's contribution	932,878	673,145
Gratuities	5,348,351	3,765,680
Leave pay	2,925,125	2,220,179
	34,598,130	**25,250,075**

9. Taxation

ZDA is exempt from taxation under Section 15 of the Income Tax Act Cap 323 of the Laws of Zambia and in accordance with paragraph 5 Part III of the Second Schedule of the same Act.

10. Property, plant and equipment

(i) **(Summary)**

	Leasehold land and Buildings	Motor Vehicles	Furnitures, fixtures and fittings	Office Equipment	Computer Hardware	Total
Cost or valuation						
At 1 January 2022	5,135,742	3,194,176	1,554,407	1,132,421	1,599,764	12,616,510
Additions	-	59,000	294,123	16,500	496,292	865,915
Revaluation	23,033,718	-	-	-	-	23,033,718
At 31 December 2022	**28,169,460**	**3,253,176**	**1,848,530**	**1,148,921**	**2,096,056**	**36,516,143**
Additions	120,000	12,281,816	255,650	39,750	1,556,161	14,253,377
At 31 December 2023	**28,289,460**	**15,534,992**	**2,104,180**	**1,188,671**	**3,652,217**	**50,769,520**
Depreciation						
At 1 January 2022	976,142	3,194,176	1,427,842	1,111,333	1,399,369	8,108,862
Charge for the year	100,314	3,073	100,910	12,271	170,798	387,366
At 31 December 2022	**1,076,456**	**3,197,249**	**1,528,752**	**1,123,604**	**1,570,167**	**8,496,228**
Charge for the year	554,991	954,192	104,978	13,581	440,637	2,068,379
At 31 December 2023	**1,631,447**	**4,151,441**	**1,633,730**	**1,137,185**	**2,010,804**	**10,564,607**
Net Book Value						
At 31 December 2022	**27,093,004**	**55,927**	**319,778**	**25,317**	**525,889**	**28,019,915**
At 31 December 2023	**26,658,013**	**11,383,551**	**470,450**	**51,486**	**1,641,413**	**40,204,913**

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2023 (CONTINUED)

10. Property, plant and equipment (continued)

(ii) In 2011 the Agency's property, plant and equipment were revalued by a Board of Survey of the Government of the Republic of Zambia.

The Agency embarked on an exercise to revalue its properties in a phased manner in the last quarter of the year 2022. Seeff Zambia properties were engaged to value the Agency properties in Lusaka namely: three Silverest houses, an office block in Longacres and a residential house on a large piece of land in Makeni. The valuations were conducted in accordance with the Royal Institute of Chartered Surveyors (RICS) valuation standards as recognised by the Surveyors Institute of Zambia (SIZ)-valuation Chapter. The basis of valuation was the market value of the property, as at the date of valuation. The 2022 revaluation adjustment to the leasehold land and buildings (note 10(i)) relates to the 5 Lusaka properties referred to.

(iii) In the opinion of the directors, the carrying values of property, plant and equipment stated above are not higher than their fair values.

(iv) Land and Buildings not in the ZDA asset register due to questionable ownership are shown in schedule 2. The Agency has been unable to secure title for these land and buildings taken over from predecessor institutions due to lack of documentation validating ownership of the properties.

	2023	2022
	ZMW	ZMW
11. Intangible Assets (Computer Software)		
As at start of the year	41,121	41,121
Amortization	41,121	41,121
At the end of the year	-	-
12. Inventories		
Office Consumables	519,933	243,676
	519,933	243,676
13. Receivables		
Receivables	8,429,582	8,429,582
Less: Provision for impairment losses	(8,429,582)	(8,429,582)
Staff advances	246,153	156,304
Other receivables and prepayments	252,562	352,847
	498,715	509,151

(i) Analysis of impairment losses

At the beginning of the year	8,429,582	8,429,582
At the end of the year	8,429,582	8,429,582

The fully impaired receivables balance is mostly a legacy issue.

14. Cash and cash equivalents		
Bank balances	11,353,837	17,506,248
Cash	4,583	9,683
	11,358,420	17,515,931

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2023 (CONTINUED)

15. Contributed reserves

	2023	2022
	ZMW	ZMW
At beginning and end of the year	10,870,909	8,300,209
	24,336,863	24,336,863

By virtue of the ZDA Act, the assets and liabilities and all rights and obligations of the former Zambia Privatisation Agency, Zambia Investment Centre, Small Enterprises Development Board, Export Board of Zambia and Zambia Export Processing Zones Authority were transferred to, vested in and subsisted against the Agency. The net difference between the values of assets and liabilities has been carried as contributed reserves.

(a) An initial amount of ZMW48, 134,624 was recognised as deficit in contributed reserves which represented the net amount of the assets and liabilities transferred from the predecessor institutions in 2007. This balance has been reduced and an ultimate surplus of ZMW24, 336,863 realised by adjustments resulting from balance confirmation exercises and write off of some predecessor liabilities as statute barred based on guidance from the Attorney General and subsequent approval by the ZDA Board.

(i) The Current balance of the Trade and other receivables and Trade and other payables are included in the Statement of Financial Position as detailed on notes 10 and 14 respectively.

(ii) Property, plant and equipment transferred to the agency from predecessor institutions were brought in the agency's books at a net book value of ZMW6,018,000 (cost of ZMW8,987,000 less accumulated depreciation of ZMW2,969,000) at the time of transfer. In the absence of adequate information we were unable to verify whether the assets and liabilities transferred from the predecessor institutions and the related contributed reserves are fairly stated.

16. Trade and other payables

	2023	2022
	ZMW	ZMW
Trade payables	10,870,909	8,300,209
Provision and Accruals	14,444,972	13,733,873
Privatisation Proceeds	-	920
Predecessor payables	1,026,068	_1,026,068
	26,341,949	23,061,070

17. Financial assets and liabilities

Financial assets

ZDA's principal financial assets are bank balances and cash and trade and other receivables. ZDA maintains its bank accounts with major banks in Zambia of high credit standing. Trade and other receivables amounts are reduced by appropriate allowances for estimated irrecoverable amounts.

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2023 (CONTINUED)

17. Financial assets and liabilities (continued)

Financial liabilities

ZDA's financial liabilities are employee liabilities and accounts payable. Financial liabilities are classified according to the substance of the contractual arrangements entered into. Accounts payable are stated at cost.

(a) Price risk

(i) Currency risk

ZDA's currency risk is low as it does not hold any foreign currency denominated liability.

(ii) Interest rate risk

Financial assets are not exposed to the risk that their value will fluctuate due to changes in market interest rates.

(iii) Market risk

ZDA is not exposed to the risk of the value of its financial assets fluctuating as a result of changes in market prices.

(b) Credit risk

(i) Trade debtors

The Directors believe the credit risk of trade debtors is low. Except for the balances taken from the predecessor institutions where the risk is high.

(c) Liquidity risk

ZDA is not believed to be exposed to significant liquidity risk, being inability to sell financial assets quickly at close to their fair value.

(d) Cash flow risk

ZDA is exposed to the risk that future cash flows associated with monetary financial instruments will fluctuate in amount.

(e) Fair values

At the reporting date the carrying values of financial instruments reported in the financial statements approximate their fair value.

18. Fair value measurement

Fair value measurement of financial instruments

Financial assets and financial liabilities measured at fair value in the statement of financial position are grouped into three Levels of a fair value hierarchy. The three Levels are defined based on the observability of significant inputs to the measurement, as follows:

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2023 (CONTINUED)

18. Fair value measurement (continued)

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly
- Level 3: unobservable inputs for the asset or liability.

The Agency does not have Financial Instruments which could be ranked under hierarchy of financial assets and liabilities measured at fair value on a recurring basis at 31 December 2023, 31 December 2022 and 31st December 2021.

Fair value measurement of non-financial assets

The following table shows the Levels within the hierarchy of non-financial assets measured at fair value on a recurring basis at 31st December 2023, 31 December 2022 and 31st December 2021:

	Level 1	Level 2	Level 3	Total
	ZMW	ZMW	ZMW	ZMW
31st December 2023				
Property, plant and equipment:				
- Land held in Zambia	-	275,000	-	275,000
- Office building in Zambia	-	28,014,460	-	28,014,460
	-	28,289,460	-	28,289,460
31st December 2022				
Property, plant and equipment:				
- Land held in Zambia	-	155,000	-	155,000
- Office building in Zambia	-	28,014,460	-	28,014,460
	-	28,169,460	-	28,014,460
31 December 2021				
Property, plant and equipment:				
- Land held in Zambia	-	155,000	-	155,000
- Office building in Zambia	-	4,980,742	-	4,980,742
	-	5,135,742	-	5,135,742

Fair value of the Agency's main property assets is estimated based on appraisals performed by independent, professionally-qualified property valuers, the Board of Survey, a team of experts appointed by Ministry of Finance. The significant inputs and assumptions are developed in close consultation with management. The valuation processes and fair value changes are reviewed by the board of directors and audit committee at each reporting date.

In December 2022, an appraisal of the Lusaka properties was carried out using a market approach that reflects observed prices for recent market transactions for similar properties and incorporates adjustments for factors specific to the property and land. This resulted in a revaluation gain of ZMW 23,033,718.

19. Related party transactions

The following transactions were carried out with related parties:

		2023	2022
		ZMW	ZMW
(i)	*Key management compensation*		
	Salaries and other short term benefits	4,871,264	4,971,309
(ii)	*Board and Board Committees*		
	Sitting allowances	447,674	-
	The Agency had no Board in the year 2022.		

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2023 (CONTINUED)

20. Contingent liabilities

Contingent liabilities not provided for in these financial statements are estimated at ZMW Nil at 31 December 2023 (2022: ZMW Nil).

The Agency inherited legal cases from predecessor institutions. The costs and damages relating to these cases are provided for and settled by the Government Treasury as and when they become due.

21. Capital Commitments

There are no capital commitments as at 31 December, 2023.

22. Previous year's amounts

Previous year's amounts have been restated or reclassified where necessary to facilitate comparison.

23. Events subsequent to reporting date

There has not arisen since the end of the financial year any item, transaction or event of a material and unusual nature likely, in the opinion of the Directors of the Agency, to affect substantially the operations of ZDA, the results of those operations or the state of affairs of ZDA in subsequent financial years.

DETAILED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2023

	2023	2022
INCOME	**ZMW**	**ZMW**
GRZ and other revenue grants	69,999,999	49,999,996
Cooperating Partner Funds	4,281,001	5,836,984
Other Income	5,794,768	5,312,049
Total income	**80,075,768**	**61,149,029**
GRZ Fees Deposited in Control 99	5,351,765	4,567,612
	74,724,003	**56,581,417**
EXPENDITURE		
Audit Fee	59,896	84,998
Bank Charge	96,361	61,113
Board Secretarial and Legal Services	188,013	83,701
Capacity Building	1,782,175	312,296
Cleaning and Sanitation	515,232	516,003
Depreciation	2,068,379	387,366
Electricity and Water	476,950	345,000
Enterprise Development Activities	2,321,769	957,694
Exchange Loss	176,243	-
Export Market Development activities	9,037,726	1,548,251
Ground Rates	146,435	111,790
Improve Service Delivery	98,488	34,570
Information & Technology Activities	1,421,946	1,223,698
Insurance	1,051,530	834,097
Investment Promotion Activities	8,673,344	8,163,521
Motor Vehicle Expenses, Fuel & Other Lubricants	579,869	452,697
Office Consumables & Printing and Stationery	1,098,640	692,698
Personal Emoluments	34,598,130	25,250,075
Postage, Telephone and Fax	14,149	16,780
Publicity and Marketing	1,832,694	1,597,745
Repairs and Maintenance	789,925	186,000
Research, Policy & Planning activities	1,724,510	602,518
Security	363,660	264,480
Staff Recruitment & Restructuring	357,441	50,763
Staff Welfare	183,328	86,924
System Assurance and Risk Management	202,820	34,490
Worker's Compensation	30,482	18,144
ZDA Directors Remuneration (Board)	447,674	-
ZDA Meeting and Other expenses (Board)	1,373,765	211,400
Total expenses	**71,711,574**	**44,128,812**
Surplus for the year	**3,012,429**	**12,452,605**

LAND AND BUILDINGS HANDED OVER TO THE AGENCY BUT NOT IN THE ASSET REGISTER

Description/Location		Cost
Plot No 1693	Chipata	400,000
Plot No F 09	Chipata	50,000
Plot No L3897	Kabwe	50,000
Premises	Kabwe	535,000
Plot No L2650	Livingstone	85,000
Plot No 98	Mansa	75,600
		1,195,600

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