



INVEST IN ZAMBIA'S ENERGY SECTOR



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1.0 OVERVIEW OF THE ENERGY SECTOR

Zambia's main energy sources include; hydro-electricity, solar, petroleum, coal, and biomass. Of all its energy sources, petroleum and its derivatives are the only sources of energy which are wholly imported into the country. Thus, Zambia is self-sufficient in all the other energy resources, and has substantial unexploited solar, biomass, hydro, nuclear, petroleum, and wind energy resources. With an annual GDP growth rate averaging 5.2 percent per annum over the past 10 years, and a population growth rate of 3.1 percent, demand for energy has been rising. The demand for electricity has been growing at an average of about 3 percent per annum mainly due to increased economic activity in the country especially in the Agriculture, Manufacturing and Mining sectors. Demand for power has also been generated by increased access to grid power through the Rural Electricity Programme.

The demand for renewable energy has seen significant growth in recent years as the market explores alternative sources such as biofuels, solar, and wind energy to supplement conventional energy sources and to hedge against energy risk associated with climate change.

Following the approval of the Renewable Energy Feed-In Tariff (REFiT) Strategy by the Government, the nation will benefit from an additional 200 MW through renewable energy generating projects. Further, progress was made under the Industrial Development Corporation (IDC) scaling solar projects for the construction of Bangweulu (54 MW) and Ngonye (34 MW). To promote investment in the renewable energy sub-sector, the Government finalised the development of a framework for regulating off-grid renewable energy projects.

In the electricity sub-sector, the supply and demand situation remained relatively stable on the backdrop of energy shocks due to drought in 2019. Investment in the sub-sector continued to grow through projects such as the construction of the Kafue Gorge Lower project with an estimated generation capacity of 750 MW. This project had reached an advanced stage with over 60 percent of the works completed as at December 2018.

2.0. INVESTMENT OPPORTUNITIES IN THE ENERGY SECTOR IN ZAMBIA

There is enormous potential for investment in the Energy sector to meet the country's energy demands as well as to position it to meet the increasing energy needs of the Southern African region. The main opportunities are in hydroelectric power generation, petroleum, coal, biofuels, solar, and wind energy sources.

2.1 ELECTRICITY

2.1.1 Installed Electricity Generation Capacity – Supply

Hydro power is the most important energy source in the Country after wood fuel that contributes about 10 percent to the national energy supply. It is estimated that Zambia possesses 40 percent of the water resources in the Southern African Development Community and has about 6,000 MW unexploited hydro power potential with only about 2,898.23 MW that has been developed. On the other hand, the demand for power in the various sectors of the economy has grown rapidly over the years. In 2018, Zambia's electricity generation mix continued to significantly rely on hydro power accounting for 82.76 percent of total installed generation capacity. The remainder of the generation mix was made up of coal (10.35%); Heavy Fuel Oils (3.80%); diesel (3.06%); and solar (0.04%). The hydro generation mix comprised of

large, small and mini power generation stations¹. ZESCO owns the bulk of the generation stations, while the rest are owned by private participants.

The national installed capacity increased by 0.05 percent to 2,898.23 MW in 2018, from 2,757.81 MW in 2017. The increase was due to the new CEC's Kitwe-Riverside 1 MW grid Solar Plant, Muhanya Solar's Sinda Village 0.03 MW (Sinda District), and Standard Micro Grid's Mugurameno Village 0.01 MW (Chirundu District) Solar mini-grids, respectively.

The following is a breakdown of installed capacity:

Undertaking	Station	Machine	Installed
		Type	Capacity (MW)
ZESCO Limited	Kafue Gorge	Hydro	990
	Kariba North	Hydro	720
	Kariba North extension	Hydro	360
	Victoria Falls	Hydro	108
	Lunzua River	Hydro	14.5
	Lusiwasi	Hydro	12
	Chishimba Falls	Hydro	6
	Musonda Falls	Hydro	10
	Shiwang'andu	Hydro	1
Itezhi-tezhi Power Corporation	Itezhi-tezhi	Hydro	120
Zengamina Limited	Ikelengi	Hydro	0.75
Lusemfwa Hydro Power Company	Mulunguish	Hydro	32
	Lunsemfwa	Hydro	24
Total Hydro			2,398.25
Maamba Collieries Limited	MaambaPowerPlant	Coal	300
Total Coal			300
Copperbelt Energy Generation Plants	Bancroft	Diesel	20
	Luano	Diesel	40
	Luanshya	Diesel	10
	Mufulira	Diesel	10
ZESCO Generation Plants	Kabompo	Diesel	2

¹ For this report, large power stations have a generating capacity of over 20 megawatts, while small power stations have a generation capacity of between 1 megawatt and 20 megawatts and mini hydro power stations have generation capacity of less than 1 megawatt.

	Zambezi	Diesel	1.36
	Mufumbwe	Diesel	0.8
	Luangwa	Diesel	2.6
	Lukulu	Diesel	0.32
	Chavuma	Diesel	0.8
	Shango'mbo	Diesel	1
Total Diesel			88.88
Ndola Energy Generation Plants	Ndola	Heavy Fuel Oil	110
Total HFO			110
Rural Electrification Authority			
Generation Plants	Samfya	Solar	0.06
Copperbelt Energy Corporation	Kitwe	Solar	1
Muhanya Solar Limited	Sinda Village	Solar	0.03
Mugurameno Lubuto 2018	Chirundu	Solar	0.01
	Total Solar		1.1
Grand Total			2,898.23

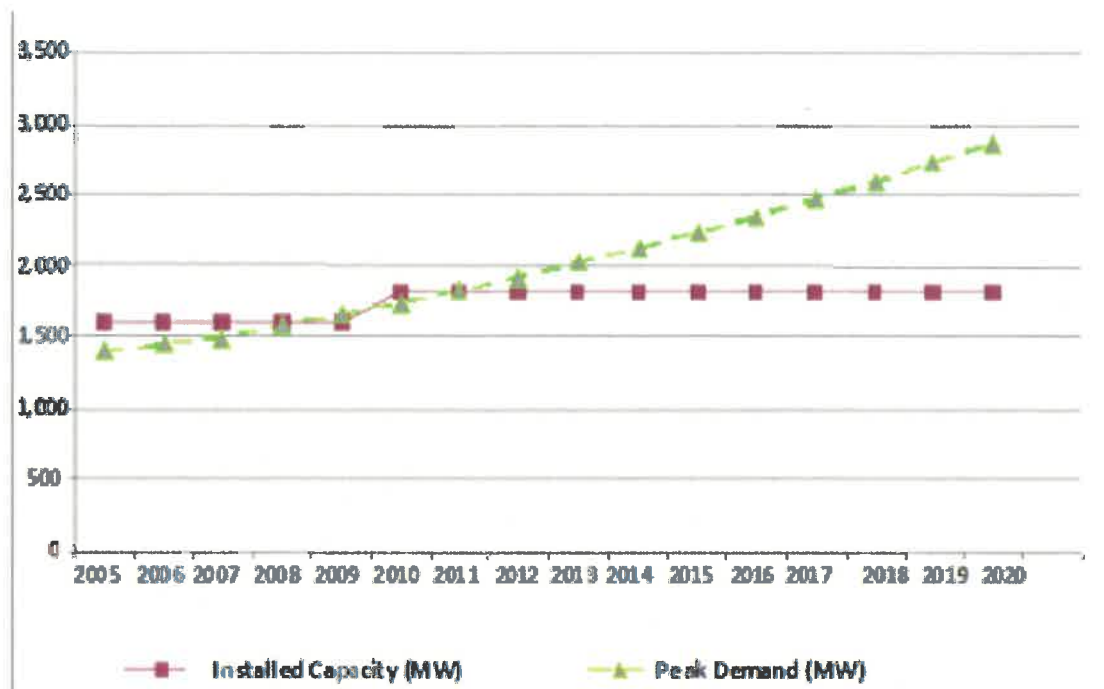
Table 2.1: Installed Generation Capacity in Zambia

2.1.2 Electricity Demand

A. Local Demand

Zambia has been experiencing positive economic growth in the recent past with an average real GDP growth rate of 5.2% during the past 10 years, leading to an increase in demand for power. As a result of an increase in economic activities especially in the mining, agriculture, and construction sectors, respectively, the peak demand for electricity in Zambia increased from 1,100 MW in 2001 to 1,600 MW in 2009 while the country's installed generation capacity is 2,434 MW. The growth in demand is estimated to be between 150 MW and 200 MW per annum. Given these factors, the demand for electricity in the country is expected to exceed 2,500 MW by the year 2020.

Figure 2.1.2: Electricity Demand Forecast for Zambia (2005 to 2020)



B. Regional Demand

Electricity consumption by the Southern African Power Pool (SAPP) is about 50,000 MW per annum. The SAPP has an installed capacity of 55,000 MW and its membership comprises Botswana, DRC, Lesotho, Mozambique, Namibia, South Africa, Swaziland, Zambia, and Zimbabwe.

The highest consumer of electricity in the region is South Africa with an average growth rate of 3 percent per year. Other leading consumers in the region are Zimbabwe (with a growth rate of 2 percent), Zambia (with a growth rate of 3 percent) and the Democratic Republic of Congo (DRC) with a growth rate of 3 percent. Angola has the highest annual growth rate of 11 percent with a consumption of 593 MW per annum.

The annual growth rate of overall electric power consumption in the SAPP averages 5 percent per annum, and the regional demand is likely to reach 90,000 MW per annum by year 2020.

2.1.3 Electricity Market in Zambia

There are currently three main electricity companies in Zambia, namely: ZESCO, the Copperbelt Energy Corporation (CEC), and the Lussembwa Electricity Company.

2.1.4 Investment Opportunities in Electricity

The Energy sector is a priority sector for development in Zambia. Its prioritization was premised on the need to reduce the cost of developing power plants and attract independent power producers to increase the generation capacity of Zambia and meet the growing demand for power for the productive sectors, especially mining and manufacturing.

Therefore, building of power plants to generate power from various sources of energy such as hydro, thermal, biofuels, wind, and solar qualifies for fiscal incentives under the Zambia Development Act.

2.2. PETROLEUM

2.2.1 Petroleum Supply

Zambia imports all of its petroleum requirements that contribute about nine (9) percent to Zambia’s total energy requirements. Petroleum and its derivatives run the engines of growth and development through the crucial role that they plays in the production and transportation of goods and services.

The procurement of petroleum feedstock in Zambia is done through an international competitive bidding process. The imported feed stock is in the form of spiked crude oil, transported through the 1,705 Km TAZAMA pipeline (jointly owned by the Governments of Zambia 67 percent and Tanzania 33 percent), and refined at the Government owned Indeni Petroleum Refinery in Ndola.

In 2018, INDENI contributed 35.4 percent to the national fuel requirement for petrol and diesel² (gas oil) compared to 30.4 percent in 2017. The rest of the national demand for petrol and diesel was met by the importation of finished products by Government and Oil Marketing Companies (OMCs). OMCs obtain finished products from Government fuel depots and distribute them to their own depots, service stations and commercial customers.

2.2.2 Demand for Petroleum Products in Zambia

There has been a steady increase in the consumption of petroleum products in recent years. For instance, the national consumption of diesel grew from an average of 794,485 MT in 2017 to 823,822 MT in 2018. The current demand for petroleum products in the country is around 52 million liters per month. This demand is projected to grow at an average of about 40 percent per annum, mainly due to the growing economy, an increase in the number of motor vehicles due to increased disposable income, and increased mechanization of production processes. The following is the average monthly consumption for petroleum products:

Table 2.2.2 Demand for Petroleum Products in Zambia

	Type of Petroleum Product	Average monthly consumption (liters)
1	Petrol Premium	12,000,000
2	Diesel /Gas Oil	30,000,000
3	Liquefied Petroleum Gas	190,000
4	JET-A-1	2,900,000
5	Heavy Fuel Oil	5,800,000
6	Kerosene	918,000
	TOTAL	51,808,000

² Diesel includes low Sulphur gas oil)

Source: Energy Regulation Board,

It is important to note that new investment projects in agriculture, construction and mining, which are expected to be actualized in the short term, will significantly increase the demand for petroleum products.

2.2.3 Petroleum Market Analysis in Zambia

Indeni Oil Refinery processes the petroleum feed stock to meet the requirements of the market by supplying OMCs, who in turn supply final products to consumers. The current capacity of the refinery is 850,000 metric tons per year.

Finished products are transferred from the oil refinery via pipelines into storage facilities at the Ndola Fuel Terminal for loading, transportation (by rail or trucks) and delivery to the OMCs. There are 21 registered OMCs in Zambia.

2.2.4 Investment Opportunities in Petroleum

Investment opportunities exist in the petroleum industry with regards to upstream petroleum projects as well as downstream petroleum projects.

i. Upstream Petroleum

Historically, the country has had two major exploration programs by Mobil and Placid Oil undertaken between 1986 and 1991 within the Luangwa Rift Valley, one was terminated before intersecting the most favorable reservoir horizons. Considerable thicknesses of littoral and continental sediments underlain by carbonaceous rocks with oil generating potential are present within the Karoo-age graben of both the Luangwa and Mid-Zambezi Valleys. Recent exploration work for petroleum covering parts of North-Western, Western and Eastern Provinces of Zambia, using the Microbial Prospecting for Oil and Gas technique, indicated that the Okavango and North Luangwa basins have potential for oil and gas. Government has tendered the oil blocks for oil and gas prospecting by the private sector.

ii. Downstream Petroleum

The Downstream petroleum sector in Zambia has a deficit of bulk storage facilities of petroleum products. There is currently a legal requirement that mandates all OMCs operating in Zambia to keep reserves equivalent to 15 days of their working petroleum stocks. Due to the deficit in storage, most of the OMCs have not been able to meet this requirement.

In order to address this situation, Government is looking towards engaging strategic partners to construct a 50 million litre Petroleum Terminal in Lusaka on a Build, Operate and Transfer (BOT) basis.

2.3. BIOFUELS

2.3.1 Biofuels Supply in Zambia

Zambia has enormous potential for biofuel production. The biofuels subsector is characterized by a two-pronged system involving feedstock production and promotion on one hand, and biofuels production on the other. Currently, limited quantities of bio-ethanol are being produced from molasses, though not in sufficient quantities to enable blending with petrol. There is a strong drive towards promotion of jatropha and bagasse as the main feed stocks for biofuels in Zambia. However, due to the infancy of the biofuels subsector, availability of technology and knowledge of crop husbandry techniques still remain a challenge.

2.3.2 Biofuels Demand in Zambia

The Ministry of Energy and Water Development estimates that about 84 million litres of bio diesel and about 40 million litres of bio-ethanol are required by the country per annum.

2.3.3 Bio-fuels Market in Zambia

The Bio-fuels industry in Zambia is relatively in its infancy with only about five (5) main companies engaged in the production of biofuels in Zambia. The companies have entered into out grower schemes with local communities within their areas of operation to grow and supply the feed stock.

Jatropha is currently the most commonly produced biofuel in the country and there are about 6,000 hectares of land being used for jatropha production.

2.4.4 Investment Opportunities in Bio-fuels

Zambia has a suitable climate for the cultivation of biofuel crops. The country has abundant land and water resources for cultivation of biofuel crops. Projections show that only 11 percent of the arable land (about 46,000 square Km) would be required to satisfy the country's diesel consumption of 360 million litres per annum, using biodiesel.

2.4. COAL

2.4.1 Coal Deposits in Zambia

Zambia's current coal deposits are located in the Southern Province and estimated to be about 80 million tonnes. Other reserves have been reported in Luangwa North, Luano, Lukusashi in the Luangwa Valley and Kahare, Chunga and Lubaba in the Western Province. These reserves are estimated to be about 700 million tones, though more exploration work is required to ascertain the exact quality and quantity of the deposits.

2.4.2 Demand for Coal in Zambia and in the Region

Although current estimated demand for local coal is about 240,000 tonnes per annum, it is possible to develop the local market further by improving reliability of supplies from coal mines. Major domestic customers include the copper mines, the brewery companies, tobacco farmers, and manufacturers. Export opportunities exist in Malawi, Democratic republic of Congo and other sub regional countries. The current export market is estimated at 15,000 tonnes per month to Tanzania, Democratic Republic of Congo and Malawi.

2.4.3 Coal Mines in Zambia

Currently Zambia only has two coal mines - the major one being the former Government owned Maamba Collieries Limited, and the other being Collum Coal Mine, both in the Southern Province.

2.4.4 Investment Opportunities in Coal Energy

Coal remains an important source of energy for the mines and industry. However, despite the availability of large coal reserves, the country has no coal fired plants. Coal fired plants depend on the exploration of coal deposits, most of which have been undertaken in the Gwembe Valley, Sinazongwe, and the Kafue Basin.

With the regional power deficit, Coal has the potential to become a major source of power generation given the availability of more efficient generation technologies.

2.5. RENEWABLE ENERGY

Although Zambia is endowed with Nuclear and Renewable Energy Resources, efforts to harness these resources have been minimal. The Government recognizes the need for promoting renewable energy and has clearly stated its intentions in the Draft Renewable Energy Feed in Tariff (REFIT) policy that was finalized in April, 2015. This policy was intended to promote private sector participation in the renewable energy sector.

Zambia has massive potential in the following renewable energy sources:

2.5.1. Solar Energy

The country has an average of 2001-3000 hours of sunshine per year but the penetration of solar energy has remained relatively low due to high initial costs of investment. As such, the solar market in Zambia is dominated by donor funded projects, Government, NGOs and mission institutions for the provision of solar power for schools, clinics, staff housing and water supply. Annual sales are in the range of US\$ 2 million to US\$ 3 million, with as much as 70 percent procured through large donor financed projects.

Investment opportunities in this subsector include the local production of solar system components, setting up grid and off grid plants, and sale of solar panels and related accessories.

2.5.2. Wind Energy

Wind energy in Zambia is relatively low. Wind data collected at 10 meters per second (m/s) above the ground indicate speeds of between 0.1 to 3.5 meters per second with an annual average of 2.5 m/s. These wind speeds are not particularly suitable for electricity generation, but are well suited for water pumping for household use and irrigation purposes. There are specific areas where wind regimes are said to be as high as 6 m/s in the Western Province for Zambia. Government has plans to develop a wind atlas to identify areas where electricity can be generated from wind.

Investment opportunities therefore lie in the supply of equipment for wind measurement; production of wind mills for water pumping; and more advanced technology that can facilitate the production of electricity.

2.5.3. Geothermal Energy

Zambia has more than 80 hot springs. Of these, 35 were rated high in terms of surface temperature; flow rate, proximity to power lines; ease of access and relative energy potential. These springs have not been tapped for industrial or energy provision purposes owing in large part to the initial cost of investment. At present there is only one small geothermal generation plant which was installed due to an initiative with the Italian Government in the mid 1980's. Kapishya hot springs was developed to run a 2 x 120 kilo watts turbine in 1987.

Recent estimates indicate that the plant can be upgraded to produce 2 MW of electricity. Efforts are being now being made by ZESCO to revive the plant.

2.5.4. Mini / Micro Hydroelectric power stations

Zambia has a number of potential sites on smaller rivers suitable for local small-scale power generation especially in the Northern and the North-Western parts of the country because of their topography, the geology of the ground, and rainfall patterns.

3.0. INCENTIVES FOR ENERGY SECTOR INVESTMENT

The Energy Sector is a priority sector, so the Zambia Development Act provides for investment thresholds that have to be met to qualify for fiscal and non-fiscal incentives.

1. Investors that invest not less than US\$500,000 in a Multi Facility Economic Zone, an Industrial Park, a Priority Sector, or in a rural area are entitled to the following fiscal incentives:
 - (i) Accelerated depreciation on capital equipment
 - (ii) Duty free import of equipment and machinery

In addition to fiscal incentives, the above category of investors is entitled to the following non-fiscal incentives;

- (i) Investment guarantees and protection against expropriation;
 - (ii) Free facilitation of immigration permits, secondary licenses, land acquisition and utilities
2. Investors that invest an amount not less than US\$250,000 in any sector are entitled to non-fiscal incentives as follows:
 - i. Investment guarantees and protection against expropriation; and
 - ii. Free facilitation of immigration permits, secondary licenses, land acquisition and utilities

4.0 LEGAL FRAMEWORK FOR INVESTING IN THE ENERGY SECTOR

Licenses regulate and stipulate various conditions under which the licensed undertakings should operate.

The following are the licenses issued by the Energy Regulation Board, the Government Agency that regulates the Energy sector:

- Generation-30 years(irrespective of energy source)
- Transmission -30 years
- Distribution-15 year
- Supply -5 years
- Solar- 5years

4.1 COMPANY FORMATION AND REGISTRATION

The Company's Act Cap 388 governs the registration of companies in Zambia. Registration is done at the Patents and Companies Registration Office. Any two or more persons can incorporate a company under the Company's Act. The persons will be required to submit the following documents:

- Application for name clearance, in order to avoid use of an existing or similar name
- Application for incorporation by subscribing the names of directors and secretaries of the company
- Articles of the company
- Statutory declaration as to compliance with the Company's Act
- Signed consent to act as director or secretary by each person named in the company's application
- Declaration of guarantee, if a company is limited by guarantee.

The minimum share capital of a company is K15, 000 (about US\$ 1, 500).The law requires that half the directors of the company be residents in Zambia. All companies are required to submit annual returns to the Registrar of Companies within three months after the end of the financial year or one month after the Annual General Meeting if it is held within three months after the financial year.

The Company's Act allows foreign companies to register with the Registrar of Companies within 28 days of setting up or acquiring an established place of business. The documentation requirement may be obtained from the Office of the Registrar of Companies.

4.2 CERTIFICATE OF REGISTRATION

The Zambia Development Agency Act No. 11 of 2006 provides for investment incentives and investment guarantees. Applications for a certificate of registration should be submitted to the Zambia Development Agency, a statutory body mandated by government to foster economic development through the promotion and facilitation of investment and international trade.

The documents required to support an application for a Certificate of Registration include:

- Copy of Certificate of Incorporation, issued by the Registrar of Companies
- Certificate of Share capital
- Official list of shareholders / directors
- Proof of finance (audited financial statements, certificate of deposit at bank or latest bank statement)
- Detailed Business Plan
- Brief resumes/CVs for shareholders and/or directors
- Certified Identity cards of shareholders and/or directors

Applications for a Certificate of Registration in some sectors of the Economy require proof that applications for subsidiary permits from relevant institutions or ministries have been lodged.

4.3 EMPLOYMENT LICENCES / PERMITS

The following employment licenses and permits are required in all sectors of the economy;

a) Investors permit

Immigration Headquarters are responsible for issuance of Investors Permits to deserving foreign investors. An application for the permit should be supported by the following documents:

- Two passport-size photos
- Bank statement
- Valid copy of the company's certificate of incorporation
- Copy of the certificate of registration issued by the Zambia Development Agency

b) Employment permit

Immigration Headquarters, may issue employment permits after an investor submits the following documents:

- Certified copy of the applicant's highest education qualification and any other additional qualifications and certificate of employment from previous employers;
- Letter from the prospective employer explaining steps taken to employ Zambian citizens to fill the vacancy

4.4 OTHER SECTOR PERMITS AND LICENCES

There are also a number of other general permits and licenses as follows;

a) The Project Brief and Environmental Impact Statement

Most projects in all sectors other than the service sector require authorization from the Zambia Environmental Management Agency (ZEMA). It is a requirement under the Environmental Protection and Pollution Control Act (EPPCA) Cap 204 of the Laws of Zambia that before a project is undertaken, an Environmental Project Brief (EPB) or an Environmental Impact Statement (EIS) is submitted to ZEMA to ascertain its impacts on the environment. A Decision Letter will be issued by the ZEMA when they are satisfied that the project will have no negative environmental impact.

b) Title Deed

Lands Department is responsible for issuance of Title Deeds upon submission of the following documents:

- Certificate of Incorporation
- Land sketch
- Letter of consent from the chief
- Recommendation letter from the local council

c) Whole Sale, Manufacturer's and Agents' License

Upon submission of the Certificate of Incorporation, the local council would issue the above licences.

d) Forest Concession License

The following documents are required to support an application for the above license:

- Letter of consent from the local chief and letter of consent from the local council
- Letter of recommendation from the respective Principal Extension Officer
- Company's Certificate of Incorporation
- Map of the area of operation
- Plan of operation
- Bank statement to prove that the applicants have more than K10, 000, about US\$1667.

The applicants must be able to pay for a minimum of 200 to 600 trees and have adequate machines and equipment.

4.5 TAXATION

- 35% corporate tax
- Duty free on productive equipment
- Import duty of 25% for finished products, 15% for intermediate goods, and 0-5% for raw materials.
- 4% on business turnover below K 800,000/year
- 16% VAT
- 20% Withholding Tax Rate on dividends, interest, and branch profit remittances
- Graduated Pay As You Earn rates from 0-37.5% with ZMW 3,300 exemption threshold

APPENDIX 1 – STEPS WHEN STARTING A BUSINESS



1. Patents and Companies Registration Agency

- ❖ Certificate of Incorporation



2. Zambia Revenue Authority

- ❖ Tax Payers Identification Number (TPIN) Certificate



3. Zambia Development Agency

- ❖ Investment Certificate

4. Utilities and Secondary Licenses such as:



ZESCO Ltd

- ❖ Electricity



Zambia Environmental Management Agency

- ❖ Environmental licenses



Energy Regulation Board

- ❖ Energy Licenses



Immigration Department

- ❖ Immigration/work Permits



Local authorities

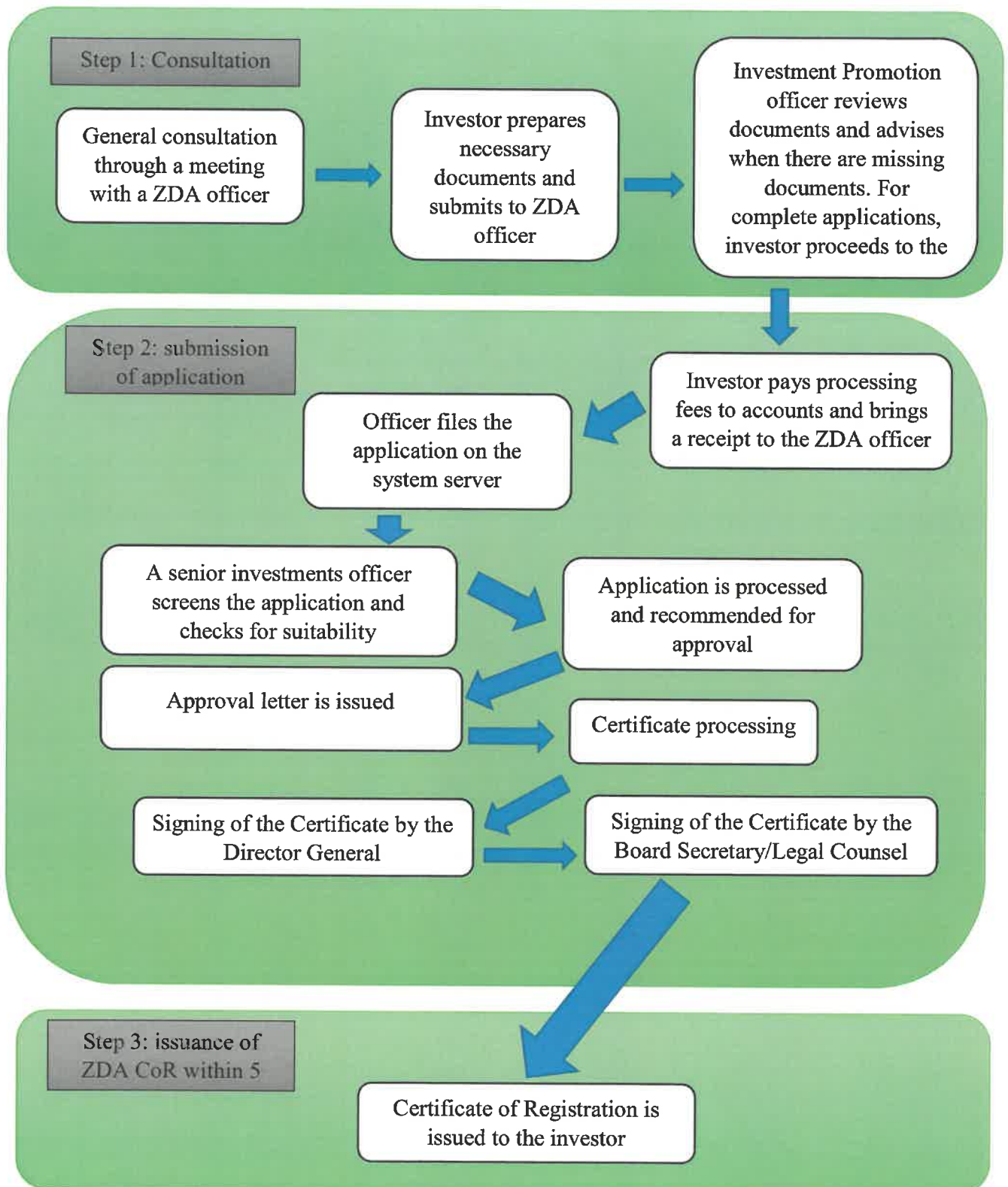
- ❖ Business permits/Land



National Pensions Scheme Authority

- ❖ Social security

APPENDIX 2: APPLICATION FOR A ZDA CERTIFICATE



APPENDIX 3: USEFUL CONTACTS

NAME	ADDRESS	TELEPHONE	EMAIL
1. Zambia Development Agency (ZDA)	P.O Box 30819, Lusaka	260-211-220177	info@zda.org.zm
2. Energy Regulation Board (ERB)	P.O Box 37631, Lusaka	260-211-236002	erb@erb.org.zm
3. Zambia Environmental Management Authority (ZEMA)	P.O Box 51254, Lusaka	260-211-254130 260-211-254023 260-211-254059	zema@zema.org.zm
3. Ministry of Mines, Energy and Mineral Development (MMEWD)	P.O Box 51254, Lusaka	260- 21154686260211- 251337	info@mcmd.gov.zm www.mcmd.gov.zm/
4. Office for Promoting Private Power Investment (OPPI)	P.O Box 36079, Lusaka	260-211-255184	www.oppi.gov.zm/
5. National Water Supply and Sanitation Council (NWASCO)	P.O. Box 34358, Lusaka - Zambia	260 211 226941/2 260977790138 Complaints: Toll Free 5252	nfo@empire.com
6. ZESCO	P.O Box 33304, Lusaka	260-211-361111	zesco@zesco.co.zm
7. Zambezi River Authority	P.O Box 30233, Lusaka	260-211-227971 260-211-227972 260-211-227973	info@zaraho.org.zm zaraho@coppernet.zm