

# Newsletter

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## The Launch

The British Chamber of Commerce was launched at a reception hosted by the British High Commission on 19 February 2015.

In his address, the British High Commissioner Mr James Thornton said that the British Government is very keen to promote UK-Zambia trade and that UK business interest in Zambia is growing. To underline that development he told the 120 guests that the Zambia Development Agency informed the High Commission that for the last year for which it has data, more foreign investment in Zambia came from the UK than from any other country - and more British companies hope to do business here in future. To support business in Zambia the Department for International Development in Zambia is running a programme that has an increasing focus on promoting economic growth.

investors, referring to the need for predictable, consistent policies.

Mr Thornton went on to say that the Zambian government has a key role in promoting trade and investment and that President Lungu, in his inauguration speech spoke about balancing the interests of Zambia with the interests of investors, referring to the need for predictable, consistent policies.

He welcomed the appointment of the Honourable Mrs Margaret Mwanakatwe MP as Minister of Commerce, Trade and Industry and felt sure that she would be the voice of the private sector within the government.

In reference to the new British Chamber of Commerce, Mr Thornton said he was really excited about its launch. He said it will clearly act as a meeting place for likeminded businesspeople and hoped that it will also act as a catalyst for more trade between the UK and Zambia and, in particular, that the Chamber will articulate what it is that business needs to thrive here, and establish an ongoing dialogue with the government on that.

In closing, Mr Thornton said that the Chamber would be independent. To flourish it would need active support from businesses such as were present at the launch and hoped that many of those present would subscribe and join - members can help shape it so that it really responds to their needs and interests, he said.

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**The British High Commissioner, HE Mr James Thornton with the Hon Margaret Mwanakatwe MP, the Minister of Commerce, Trade and Industry**

## The Partnership

For more information on what the British government is doing in Zambia doing, follow the High Commission on social media. The High Commission's Facebook account is [UKinZambia](#) and the Twitter account is [UkinZambia](#).

## CEO Lunch

At an early meeting of the Chamber board it was observed that the number of opportunities for senior company executives to meet and discuss matters of mutual interest had decreased significantly in recent years. To redress this, the Board agreed to hold a monthly lunch for CEOs, their senior staff and guests.

The Chamber subsequently held its inaugural CEO's lunch on 15 April 2015 at the Taj Pamodzi hotel. This was attended by 63 members and guests, including the UK High Commissioner, HE James Thornton, the Chamber board and senior executives from about 50 companies from Zambia and from the UK. It provided an excellent opportunity for them to meet and network, and to learn more about the Chamber.



CEO Lunch Guests

The second lunch, on 20 May, attracted a similar number of guests, with one commenting that he had run out of business cards, having given out the during the lunch.

### An evening with BHC and UKTI

The British High Commission has been active in Zambia for many years. While many know that its core role is to develop and maintain relations between the United Kingdom and Zambia, that it deals with political, commercial and economic questions of interest to the UK and Zambia and provides consular assistance to British nationals in Zambia, few know more than that.

Accordingly, for its first speaker event, the Chamber was pleased to welcome the High Commissioner, HE James Thornton and the UK Trade and Investment (UKTI) officer, Mrs Vichaya Chungu, to tell the 70+ members and guests more about the work of the High Commission.

Mr Thornton, in his presentation, said that the British government in Zambia comprises three key entities:

- The High Commission
- The office of UK Trade and Investment
- The Department for International Development



Guests at the Evening with the British High Commission and UKTI

The High Commission tries to do four different things in Zambia:

The first is to support poverty reduction, economic growth and good governance in Zambia. A key word there is "support" – the government of Zambia obviously plays the key role, and we work closely with other donors.

The High Commission's second aim is to promote UK commercial activity in Zambia. Last year we took on our first member of staff whose sole role is to promote UK-Zambia trade. We recently had two trade missions from the UK in as many months. And we helped launch the British Chamber of Commerce in Zambia.

Our third aim is to encourage Zambia to use its influence in the world for good. Zambia can help seek solutions to regional and world problems, from human rights to conflicts to disarmament to climate change.

The fourth function of the High Commission is to provide assistance to British citizens in need. This is a lower-profile but extremely important part of our work.

Finally, the British Council, as ever, continues to foster educational and cultural links between our countries.

So that is what we do. We promote development and governance in Zambia; we promote UK commercial activity; we encourage Zambia to use its influence in the world; and we assist Brits in need.

Mrs Chungu then spoke about UK Trade and Investment (UKTI). UKTI works with UK based businesses to ensure their success in international markets through exports. It encourages and supports overseas companies to look at the UK as the best place to set up or expand their business. UKTI has its head office in London and staff in more than 100 countries around the world.

It is responsible for:

- international trade and investment
- helping UK companies achieve their potential overseas through exporting
- encouraging investment in the UK by overseas businesses.

Its current priorities are:

- give more support to medium-sized businesses
- give better support to small companies wishing to export
- strengthen efforts in high growth markets
- maximise the UK's export potential where we have a free trade agreement
- secure export-oriented foreign direct investment
- help to put in place the government's long-term strategy for economic growth
- increase its reach by working closely with

## Copperbelt Mining, Agriculture and Commercial Show, 27-31 May 2015

The Chamber was invited by the organisers to attend the recent Copperbelt Mining, Agriculture and Commercial Show in Kitwe as an opportunity to meet Zambian and International exhibitors and to create awareness of the Chamber to companies on the Copperbelt. The Chamber's CEO toured the stands with the Deputy Minister of Mines, Energy and Water Development and attended various official functions.



The stand of Alliance Motors, a prospective Chamber member, at the Mining, Agriculture and Commercial Show in Kitwe

## United Nations 2nd Conference on Landlocked Developing Countries, Livingstone, 2-4 June 2015

The Chamber was invited to attend this conference as one of the representatives of Zambia's private sector, together with several members.

The first Conference on Landlocked and Developing Countries was held in Almaty, Kazakhstan in 2003 and a 10-year Programme of Action adopted. This was reviewed in 2013 and followed, in November, by the Second Conference at a meeting in Vienna convened by the UN General Assembly. This resulted in the Vienna Programme of Action (VPoA). As the Chair of the Landlocked Developing Countries (LLDCs), Zambia hosted this high level follow up meeting in Livingstone from 2-4 June.

The Almaty Programme of Action had three priorities and associated actions:

- Fundamental transit policy issues
- Infrastructure development and maintenance
- International trade and trade facilitation

At the 2014 conference this was reinforced and expanded to include:

- Energy and ICT infrastructure
- Value addition and the manufactured component of LLDC exports
- Regional integration and cooperation
- Structural economic transformation
- Means of implementation

The VPoA now comprises 6 specific goals and objectives, for each of which there are sub-objectives and actions required by the LLDCs themselves, by transit developing countries and by development partners to achieve the objectives of this 10-year programme. There is also acknowledgement of the need for new stakeholders such as the private sector to participate in the implementation of the programme, reflecting its recognition by the international community that it can be a crucial driver of development by providing employment, income, products and services.



The opening session of the LLDC Conference at which HE Mr Edgar Lungu gave the keynote address

The Conference in Livingstone was opened by HE the President of the Republic of Zambia, Mr Edgar Lungu and chaired by Hon. Yamfwa Mukanga MP, Minister of Transport, Water Supply and Communications and attended by some 200 delegates, comprising ministers, ambassadors, officials and delegates from over 50 countries.

Day 2 of the Conference included a one-day Forum on the Private Sector, at which the session on 'How can the Private Sector contribute to and benefit from infrastructure development, trade facilitation and transit policy reform' was moderated by the Chamber's CEO.

For more details on the Conference and the VPoA, go to <http://unohrls.org/>

## Departure of HE James Thornton, British High Commissioner

HE Mr James Thornton, for the past few years the UK's High Commissioner in Zambia, will be leaving in July to take up his new appointment at Ambassador to Bolivia and will have his office in the British government's highest embassy, at almost 4,000m, in La Paz. Mr Thornton has been, in his own words, "the British Chamber's biggest fan". Indeed he has been an indefatigable supporter and graciously hosted the Chamber's launch in February 2015. We wish him, his wife Anne and their children all the best in this new posting.

## Membership

The Chamber currently has 25 members:

- Union Gold
- Langmead and Baker
- Standard Chartered Bank
- Barclays Bank Zambia
- Goldberg Associates
- Unilever South East Africa
- Madison Life Insurance
- Telplus Communications
- Signature Properties
- Zambia Sugar
- PMTC Zambia
- Grindrod Zambia
- Lawrence Sikutwa & Associates
- Knight Frank Zambia
- Kalahari Geoenergy
- Rift Petroleum
- Intercontinental Hotel
- Ecobank Zambia
- KPMG
- Ursa Security
- Circle Transtra International
- Kagem Mining
- Madison Asset Management
- Airtel Networks Zambia
- Marsh Zambia

## Join the British Chamber of Commerce

There are many good reasons to join the British Chamber of Commerce, including:

- Close ties to UK Trade and Investment and with Her Majesty's government
- Informative and relevant events
- Advocacy at government level
- Business linkages
- Political, policy and economic briefings from the British High Commission in Zambia
- Access to the Global Network being established by the British Chambers – to enhance linkages with members of regional and international Chambers
- Professional development activities
- Advertising and sponsorship opportunities
- Membership privileges.

The Chamber has recently expanded its membership categories to include Individual members.

The Chamber exists to support its members in doing good business in Zambia and the region. It is financed entirely by its membership. If you are not already and would like to join and benefit from the Chamber's services and activities go to:

[www.britishchamberzambia.org/membership](http://www.britishchamberzambia.org/membership) and download and complete the application form and the subscription process.

## Forthcoming events

Future events hosted by the British Chamber of Commerce include the monthly CEO's lunch, a variety of speaker events and a learning workshop for chief and senior executives

### Speaker Events



The following events are planned for the next few months:

June 25 at 18:00 at the Taj Pamodzi hotel in association with KPMG



A presentation on tax issues facing companies doing business with and in the UK and Zambia by KPMG. The UK-Zambia double tax treaty is due to come into force shortly, after it has been ratified, but there are other issues faced by businesses, such as:

- Importing goods and services from the UK into Zambia
- Exporting goods and services from Zambia into the UK
- UK companies operating in Zambia
- Individuals moving between the two countries.

These matters, and how they may change with the new treaty will be discussed by the speakers and then opened for discussion.

This will be followed over the coming months by events on:

- Regional Trade – why is trade between countries in the region so low as a percentage of total trade, what are the impediments to growth and how can these be overcome?
- Financing Zambia's economic growth – what are the key issues in determining expenditure priorities?
- The state of entrepreneurship in Zambia: what does it take to be an entrepreneur? We will hear from experienced entrepreneurs and those embarking on that journey.
- Engaging the private sector in development. For many years cooperating partners and development finance institutions (DFIs) have relied on their own staff, on contracted consultancy firms and more recently on non-governmental organisations (NGOs) to implement development activities agreed with national governments. A recent trend has been for these bodies to realise that the private sector has an up-to-now unappreciated role to play, on a commercial basis, in a country's development. This event will hear from cooperating partners, DFIs and others on their policy for engaging with the private sector and how it can become involved.

### CEO Lunch

The **CEO's Lunch** will be held on the following dates at the Taj Pamodzi hotel, starting at 12:30:

- June 17
- July 15
- August – break
- September 16
- October 21

All members, their guests and other chief executives are welcome to attend. From January 2016, however, the lunch will only be open to members and their guests.

### Learning Events



We are also planning to hold a workshop on 'Social Media for CEOs – what are the benefits and how can these be attained.' We will hear from social media experts and, hopefully, from CEOs that have embraced social media and how it has worked for them.

Details will be announced as and when each of these events has been arranged.

## Find us

For more information, contact the secretariat on:

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