

SADC TRADE IN SERVICES

# BUSINESS GUIDE

*Find out which services you can trade in the communication, construction, energy, financial, tourism and transport sectors across the region.*

---



Things are about to get REALLY exciting for SADC service providers hey



Are you a service provider intending to trade in the SADC region?



Do you know your rights and obligations under the SADC Protocol on Trade in Services?



What are the trade opportunities from the first round of SADC services negotiations?



**SADC Trade in Services Business Guide 2022**

**Publisher**  
SADC Secretariat

ISBN: 978-99968-919-4-6

The SADC Trade in Services Business Guide 2022 was developed with the support of the cooperation project- CESARE of the SADC Secretariat and the Germany Cooperation, implemented by GIZ and GFA. For more information visit:  
<https://www.giz.de/en/worldwide/15987.html>.

**Publisher**

Southern African Development Community (SADC) Secretariat

Plot 54385 New CBD

Private Bag 0095 Gaborone, BOTSWANA

Website: [www.sadc.int](http://www.sadc.int)

Twitter: @sadc\_news | Facebook: [sadc.int](https://www.facebook.com/sadc.int) | YouTube: [youtube.com/sadc.int](https://www.youtube.com/sadc.int)

**Disclaimer:** The information in this Business Guide is presented for general information. All efforts have been taken to present the States Parties' liberalisation commitments in the six priority sectors, in simple and business-friendly language. Users are encouraged to consult the original Lists/Schedules of Commitments by States Parties available at [www.tis.sadc.int](http://www.tis.sadc.int) which provides specific details as presented by States Parties.

© No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, without the prior written permission of the SADC Secretariat.

The SADC Protocol on Trade in Services provides for progressive liberalisation of trade in services through the removal of trade barriers and discriminatory measures among the Member States. It calls for successive rounds of negotiations on Schedules of Specific Commitments, whereby Member States indicate the guaranteed market access and national treatment conditions. The first round which covered six priority sectors namely communication, construction, energy-related, financial, tourism and transport services began in 2012 and was concluded in July 2019. This Business Guide explains to stakeholders the results of the first round of negotiations and what they mean in terms of the opportunities for increasing trade in services within the SADC region.

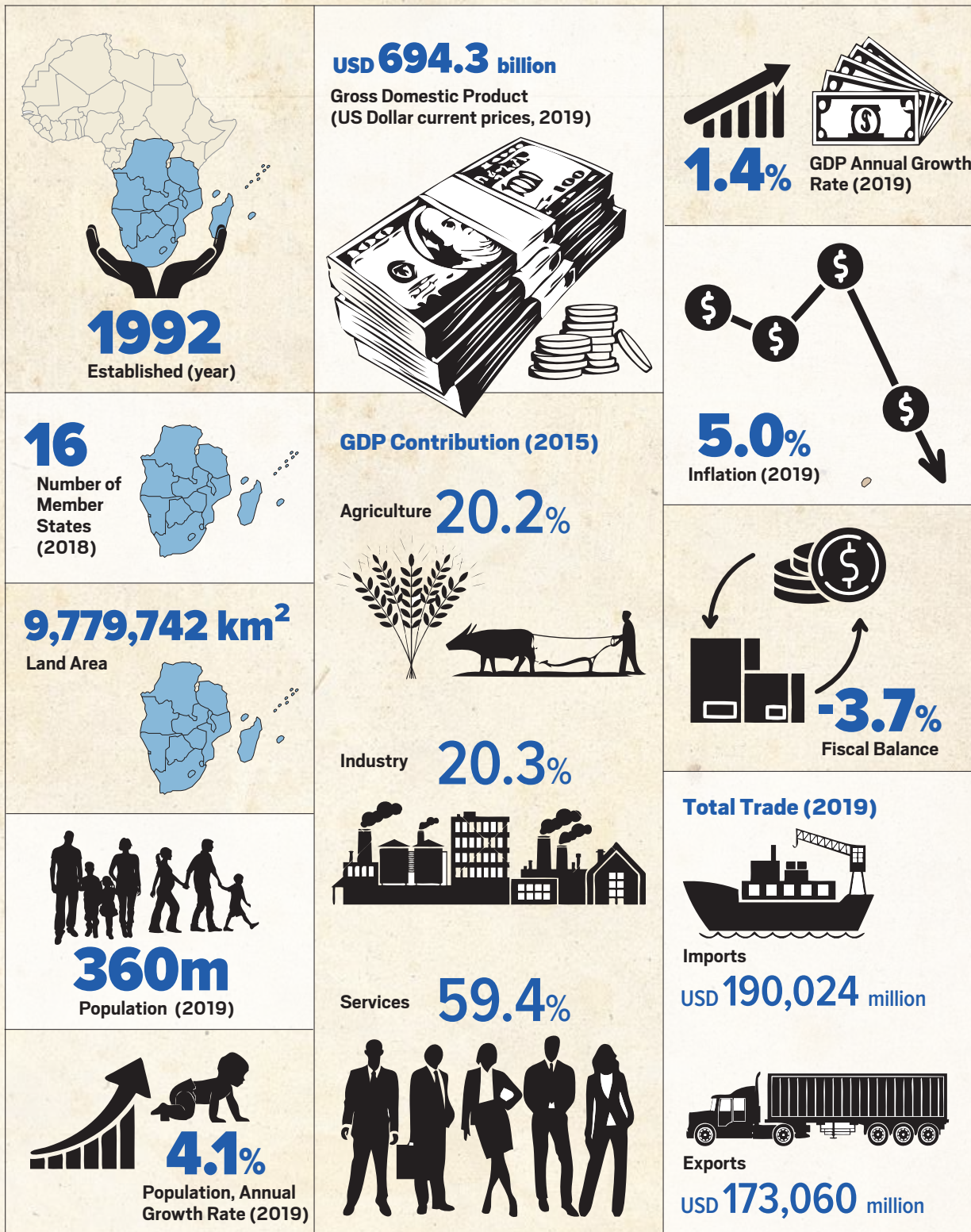


# TABLE OF CONTENTS

<b>FACTS AND FIGURES</b>	<b>8</b>
<b>PREFACE</b>	<b>10</b>
<b>WHAT DOES “TRADE IN SERVICES” MEAN FOR BUSINESS?</b>	<b>11</b>
The 4 modes of trading services	13
SADC Protocol on Trade in Services	14
What does the Protocol say?	15
Who is a SADC services supplier?	15
What is a specific commitment?	16
Do all businesses operating in SADC Member States qualify for the benefits of the Protocol?	17
Movement of Persons	18
<b>RESULTS OF THE FIRST ROUND NEGOTIATIONS BY SECTOR</b>	<b>19</b>
Communication services	20
Construction services	22
Energy-related services	22
Financial services	23
Tourism services	24
Transport services	25
<b>BUSINESS OPPORTUNITIES ARISING FROM FIRST ROUND NEGOTIATIONS</b>	<b>26</b>
Botswana	27
Democratic Republic of Congo	31
Eswatini	35
Lesotho	39
Madagascar	43
Malawi	46
Mauritius	49
Mozambique	53
Namibia	56
Seychelles	60
South Africa	64
United Republic of Tanzania	68
Zambia	72
Zimbabwe	75

# FACTS & FIGURES

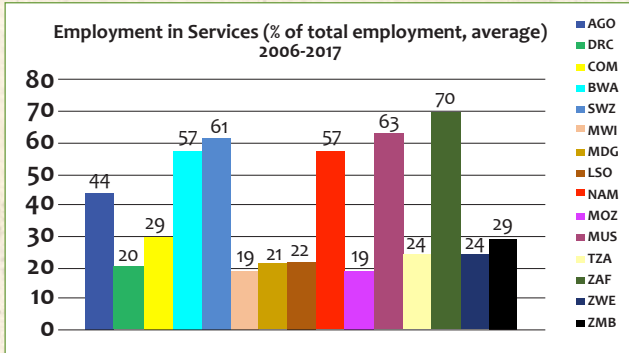
## SADC at a glance



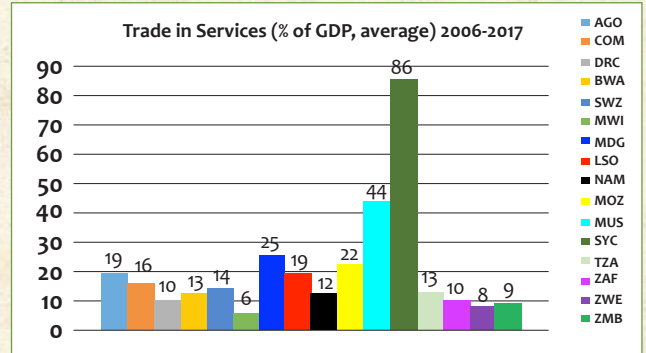
Source: SADC Secretariat 2019



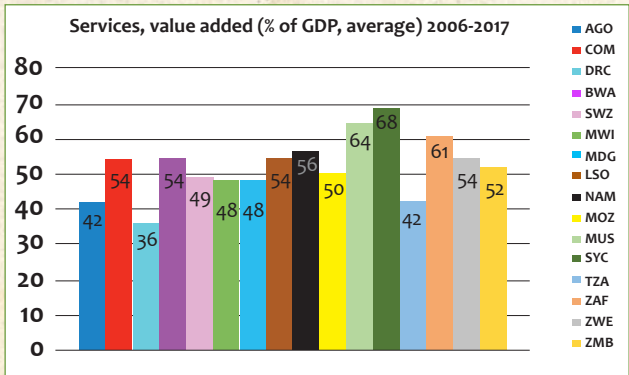
## Role of Trade in Services in SADC



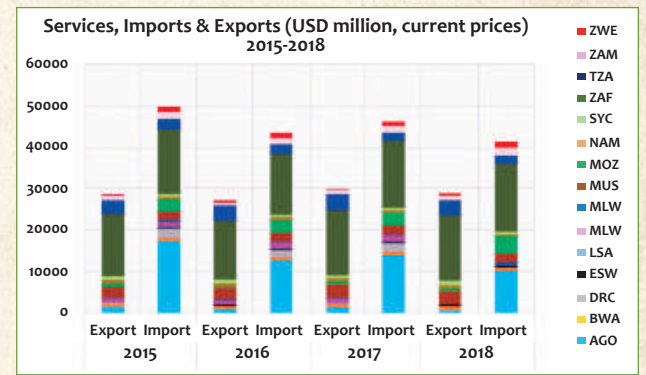
Source: World Development Indicators (WDI) database



Source: WDI database



Source: WDI database



Source: UNCTADStats database



# PREFACE

The SADC Treaty (1992) consolidated with amendments in 2015 prioritises regional integration as a cornerstone to sustainable and equitable economic growth and socio-economic development among the people of southern Africa. Article 5(2)(d) of the Treaty provides for progressive elimination of obstacles to the free movement of capital and labour, goods and services, and people across the region.

The integration agenda as stipulated in Article 21 of the Treaty prioritises areas of cooperation that include among others infrastructure and services; trade, industry, finance, investment and mining; social and human development, special programmes, etc.

Article 22 of the Treaty provides for the conclusion of protocols, as may be necessary, in the areas of cooperation spelling out the objectives and scope of cooperation and integration, as well as the institutional mechanism to achieve those objectives.

In 2000, SADC Member States adopted the Maseru Plan of Action, which outlined the SADC regional integration programme including a trade in services liberalisation agenda as provided for in Article 26 of the Protocol on Trade, prioritising (6) six services sectors, namely communication, construction, energy, financial, tourism and transport services.

The SADC Protocol on Trade in Services, which was developed in line with Article 22 of the SADC Treaty, entered into force in January 2022. It set out general trade rules governing trade in services among the Member States. The main objective of the Protocol is to progressively liberalise intra-regional trade in services, through removal of trade barriers in the services sectors, for mutual benefit of all SADC Member States, and ultimate creation of a single market for trade in services.

The Protocol requires Member States to ensure non-discrimination and equitable treatment of services and services suppliers as well as transparent regulation and mutual recognition of academic and professional qualifications of services providers of Member State. It also provides for successive rounds of negotiations whereby Member States undertake specific commitments to open their

services markets which are constituted in the Schedules of Commitments.


The Schedules of Commitments indicate the types of services that can be supplied into the territory of one SADC Member State by a supplier from another Member State. A Member State would also set out the conditions, if any, under which such services and services suppliers may enter its market and how SADC services will be treated compared to domestic services and services suppliers.

The first round of negotiations in the six (6) priority sectors commenced in April 2012 and concluded in July 2019 with the adoption of the final agreed Member States' Schedules of Commitments by the Committee of Ministers responsible for Trade.

This Business Guide explains, to all stakeholders, the role of the SADC Protocol on Trade in Services, their rights and obligations, and the results of the first round of negotiations. It elaborates the business opportunities for increasing trade in services, within the SADC region, in line with Member States' Commitments in the six (6) sectors covered under the first round of negotiations.

The implementation of the Protocol and Member States' commitments would benefit the wider stakeholders by promoting business competition and enhance availability of quality services to the SADC community.

Lastly, let me thank all SADC Member States for their support and contributions to this publication. May I acknowledge our main partners, the European Union who provided funding, through the REIS Project, and the German government, through cooperation project GIZ/CESARE who provided technical support during the first round of the SADC trade in services negotiations and preparation of this publication.



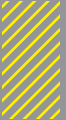
Elias M. Magosi

**Executive Secretary**

# WHAT DOES “TRADE IN SERVICES” MEAN FOR BUSINESS?

**S**uppose you are an entrepreneur wishing to open a textile factory in the SADC region. You will need to engage a wide range of services to enable you to set up your business. For example, you may need to take out a bank loan (banking services), relocate some managers or key employees to the host country (temporary movement of people), hire an architect to design the factory (architectural services), a delivery company to transport materials (transport services), an engineer to install machines (engineering services, maintenance and repair services), an advertising firm to market its designs (advertising services), utilities supplies to supply

electricity and water services, install telephones, Internet and post-boxes to communicate with clients and suppliers (communication services); take out insurance cover against fire and theft (insurance services), and a cleaning and waste management company (environmental services). Should any such services be sourced outside the country where you wish to locate your factory, their supply would qualify as trade in services. Therefore, Trade in Services refers to the sale and purchase of products which you cannot necessarily touch and happening between residents and non-residents of a particular country.

 **Trade in Services** refers to the sale and purchase of products which you cannot necessarily touch and it happens between residents and non-residents of a particular country.



The World Trade Organization (WTO) lists services into 12 broad sectors<sup>1</sup>, each of which is further divided into several sub-sectors, for example, the financial services sector comprises insurance and banking services. A detailed explanation for each sub-sector is in most cases drawn from reference to the United Nations (UN) Central Product Classification (CPC) (provisional version).

## Services sectors: what they are



### 1. BUSINESS SERVICES

- A. Professional (e.g. accounting, legal, etc)
- B. Computer and computer related
- C. Research & Development
- D. Real estate
- E. Rental and leasing
- F. Other business services



### 2. COMMUNICATION

- A. Postal
- B. Courier services
- C. Telecommunication services
- D. Audio-visual services
- E. Others



### 3. CONSTRUCTION & related engineering services

- A. General construction works for building
- B. General construction works for civil engineering
- C. Installation & assembly works
- D. Building completion and finishing works
- E. Others (site preparation, leasing of equipment, etc)



### 4. DISTRIBUTION

- A. Commission agent services
- B. Wholesale trade services
- C. Retail trade services
- D. Franchising services
- E. Others



### 5. EDUCATION SERVICES

- A. Primary education services
- B. Secondary education services
- C. Higher education services
- D. Adult education
- E. Other education services



### 6. ENVIRONMENT

- A. Sewage services
- B. Refuse disposal services
- C. Sanitation and similar services
- D. Others



### 7. FINANCIAL SERVICES

- A. All insurance and insurance-related services
- B. Banking and other financial services
- C. Others



### 8. HEALTH & related social services

- A. Hospital services
- B. Other human health services
- C. Social services
- D. Others



### 9. TOURISM & TRAVEL

- A. Hotels and restaurants (including catering services)
- B. Travel agencies and other tour operator services
- C. Tourist guide services
- D. Others



### 10. RECREATION & cultural & sporting services (other than audio-visual)

- A. Entertainment services (including theatre, live bands and circus services)
- B. News agency services
- C. Libraries, archives, museums and other cultural services
- D. Sporting and other recreational services
- E. Others



### 11. TRANSPORT

- A. Maritime transport services
- B. Internal waterways transport services
- C. Air transport services
- D. Space transport services
- E. Rail transport services
- F. Road transport services
- G. Pipeline transportation
- H. Services auxiliary to all modes of transport
- I. Other transport services



### 12. OTHER SERVICES

Other services not elsewhere included

<sup>1</sup> See document MTN.GNS/W/120

# THE 4 MODES OF TRADING IN SERVICES

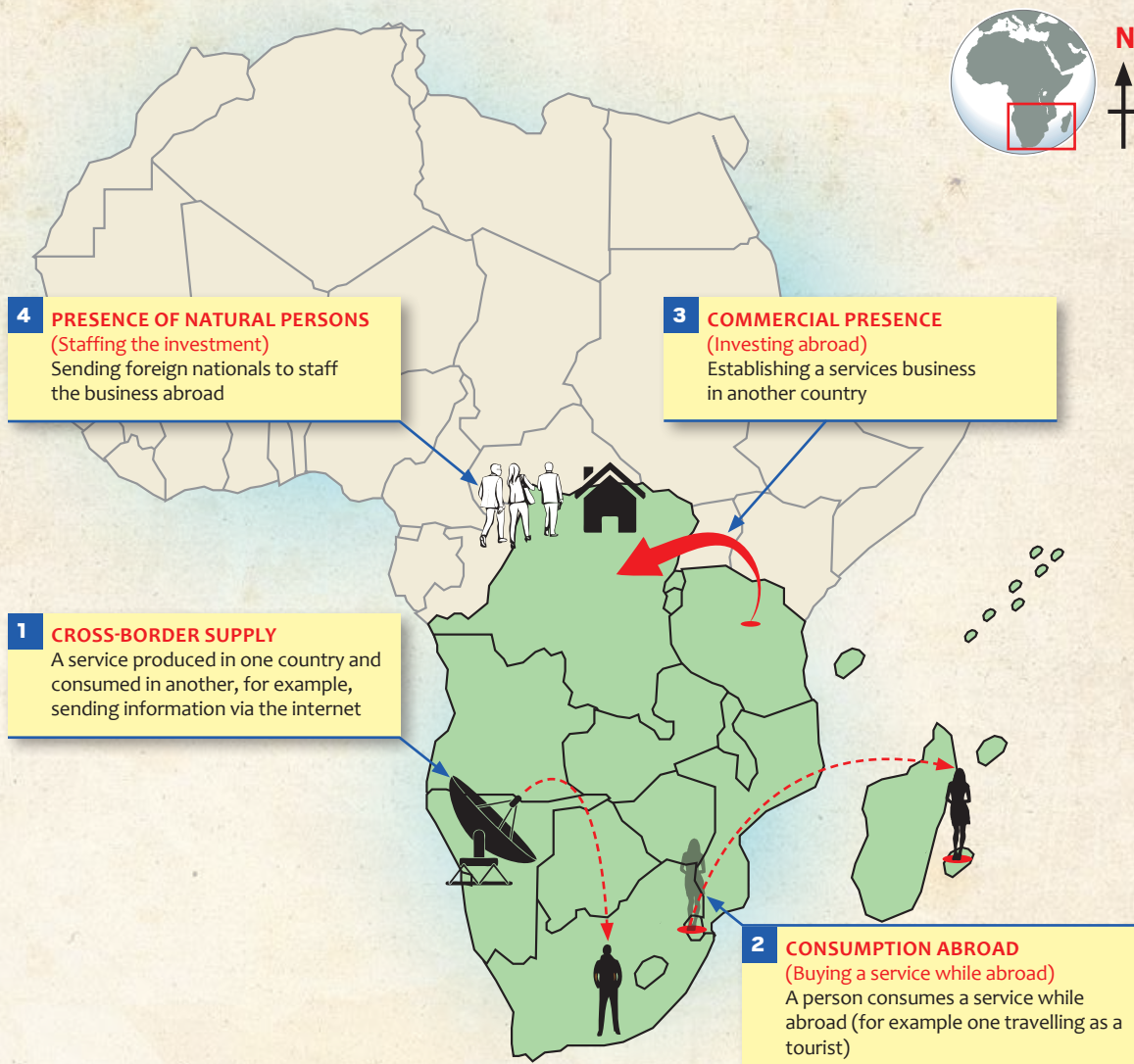
**Mode 1: “cross-border”** – where a service provider in one SADC Member State provides services to a consumer in another Member State without the need to be physically present there.

**Mode 2: “consumption abroad”** – where a consumer in a SADC Member State goes to another Member State to consume a service, for example a tourist from Eswatini travels to Mauritius to consume tourism services.

**Mode 3: “commercial presence”** – takes a form of direct investment i.e. physical establishment of a business in the territory of a SADC Member State by a services provider of another Member State.

**Mode 4: “presence of a natural person”** – involves temporary movement of a person from one SADC Member State to another specifically to provide a service, for example, a medical doctor, lawyer, teacher, engineer, consultant etc.

## Modes of supply illustrated





## Overview.

The Protocol on Trade in Services aims at the gradual removal of restrictions in order to create a single integrated market for trade in services for the Member States which have approved it.

# SADC PROTOCOL ON TRADE IN SERVICES

The Protocol on Trade in Services was signed by all SADC Member States, except Comoros which joined SADC in 2018. It entered into force in January 2022 following ratification by at least two-thirds of the SADC Member States (that is, 11 Member States formally approving it). By January 2022, Botswana, Eswatini, Lesotho, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Zambia and Zimbabwe had deposited their instruments of ratification with the SADC Secretariat. The Member States yet to do so have been urged to fast-track their ratification processes.

### SADC Protocol on Trade in Services: An Overview

The Protocol aims at the gradual removal of restrictions in order to create a single integrated market for trade in services for the Member States which have approved it. The Protocol consists of the framework agreement, eight Annexes and Member States' lists of commitments (in the six priority sectors).

### Protocol on Trade in Services

General concepts, principles and rules on measures affecting trade in services:

**Annex 1:** Settlement of Disputes

**Annex 2:** Substantial Business Operations

**Annex 3:** Movement of Natural Persons (Mode 4)

**Annex 4:** Interim Arrangements Relating to the Commitments on Subsidies

**Annex 5:** Financial Services

**Annex 6:** Telecommunication Services

**Annex 7:** Tourism Services

**Annex 8:** Postal and Courier Services

List of Commitments (horizontal section, communication, construction, energy-related, financial, tourism and transport services).

# WHAT DOES THE PROTOCOL SAY?

The framework agreement provides for the obligations and rights, and sets the key trade rules or principles similar to those adopted under the WTO General Agreement on Trade in Services (GATS), including, among others, the following:

**Most favoured nation treatment (MFN)** – means that if a Member State grants market access and removes all forms of discrimination of suppliers for a particular Member State, the same terms should be extended to the “like” services and services suppliers of all other Member States. Subject to negotiations however, a Member State may exempt certain measures from the application of the MFN principle, the agreed exemptions being annexed to its list of commitments.

**National treatment** – a Member State is obliged to ensure that a supplier from a different SADC member country receives the same treatment offered to suppliers of the host country dealing in like services, unless otherwise stated in its schedule.

**Transparency** – each Member State must ensure transparent regulation and that necessary information relating to trade in the various sectors is made available to the public (whether in electronic or print format) including licensing requirements and procedures.

**Mutual recognition** – a Member State shall, either unilaterally or through agreement, mutually recognise the requirements, qualifications,

licences and other regulations met or issued by another Member State for authorising, licensing or certifying service provision.

**Competition** – each Member State is to put in place necessary measures (i.e. legal and institutional framework) that promote fair trade in the services sectors and prevent anti-competitive business practices including abuses of market position by exclusive or monopoly suppliers.

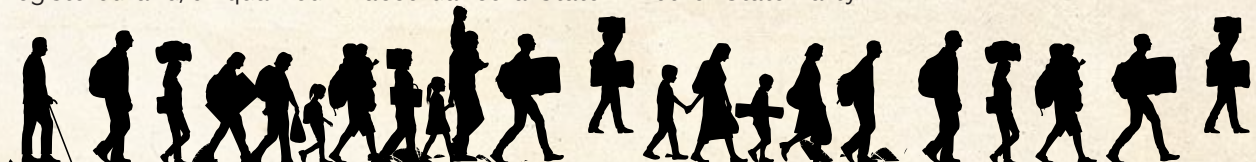
**Financial transfers** - in the case of serious balance of payment difficulties, a Member State may restrict the right of free transfers into and out of its territory, including of initial plus any additional capital, returns, payments under contract, royalties and fees, proceeds from the sale or liquidation of all or any part of an investment, with regard to transactions covered by commitments under the Protocol.

**Progressive liberalisation** – Member States are to remove substantially all existing barriers and NOT to introduce any new barriers, and in successive rounds negotiate lists of commitments. Upon adoption by the Committee of Ministers responsible for trade (CMT), the final agreed lists are to be annexed to the Protocol.

## WHO IS A SADC SERVICES SUPPLIER?

The Protocol defines a “SADC services supplier” as either (a) a natural person or (b) a juridical person that supplies a service. A “natural person” refers to a human being and includes, for example, a nurse or teacher of a State Party who is licensed, registered and/or qualified in accordance a State

Party’s national laws. A “juridical person” refers to a legal entity, for example engineering firm, bank, school or retail store, set up according to the laws of a State Party, and engaged in “substantial business operations” in the territory of that or any other State Party.



# WHAT IS A SPECIFIC COMMITMENT?

A specific commitment in a Member State's list of commitments is an undertaking by that country to guarantee certain levels of market access and ensure same treatment for foreign and local service providers alike, based on the specified terms and conditions for the service activity, and how that service will be provided, in the sectors covered by the Protocol.

For each sector a Member State has the flexibility to choose the subsectors/type of activities it undertakes not to impose any new measures that would restrict market entry or the operation of the service i.e. whether it would maintain any limitations.

● **Market access** restrictions may take the form of; (a) number of services suppliers, (b) total value of transactions or assets, (c) total number of services operations or services output, (d) number of foreign employees, (e) requirement for a specific type of legal entity or joint venture, and (f) foreign capital participation or a requirement for an economic needs test (ENT).

● **National treatment** limitations refer to whether a Member State intends to discriminate a supplier from another SADC Member State against their own domestic services or services supplier. There is no exhaustive list of national treatment limitations but they include, measures relating to access to land, government subsidies or procurement, requirements for skills or technology transfer, nationality/residency etc.

The list of commitments is divided into two sections i.e. horizontal and sector-specific. **The horizontal section** focuses on the limitations that are cross-cutting and apply to all services sectors included in the list of commitments in addition to sector-specific limitations. It is used to avoid repetition in the sector-specific section.

**The sector-specific section** comprises a list of sectors and subsectors/type of services for which a Member State undertakes to guarantee the specified level of market access and ensure same treatment

for foreign service providers as it extends to local service providers (subject to any limitations that are indicated).

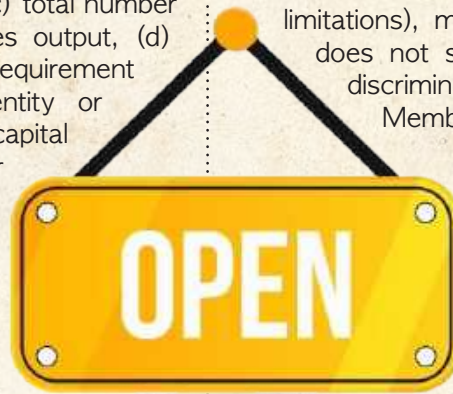
The entries in the schedule indicate the extent to which a Member State has agreed to open its market and for which different kinds of service providers, expressed as follows:

● **Full commitment – “None”** (i.e. no limitations), meaning that a Member State does not seek to limit market entry or discriminate suppliers from another Member State.

● **Commitment with limitation(s) or partial commitment –** indicates a “limitation” or measures which do not necessarily follow the guidelines on market access or guarantees of equal treatment for foreign service providers.

● **Partial commitment – “Unbound, except ...”** meaning no commitment except as stated, and a Member State remains free to maintain or introduce a measure which does not necessarily follow the guidelines as long as this is in other areas than those stated.

● **No commitment – “Unbound”** meaning that a Member State remains free to maintain or introduce a measure which does not necessarily follow guidelines on market access and equal treatment for foreign and local entities alike; or “unbound\*” indicating no commitment due to lack of technical feasibility to supply a service under question by a given kind of supplier (normally a cross-border supplier, although this is changing as services may increasingly be supplied digitally).







### **Benefits.**

The benefits of the Protocol apply **ONLY** to services and suppliers of a “State Party” i.e. a SADC Member State that has formally approved the Protocol.

## **DO ALL BUSINESSES OPERATING IN SADC MEMBER STATES QUALIFY FOR THE BENEFITS OF THE PROTOCOL?**

No. The benefits of the Protocol, including the liberalisation commitments, apply **ONLY** to services and suppliers of a “State Party” i.e. a SADC Member State that has ratified or acceded to the Protocol. In addition, Article 22 of the Protocol grants a State Party the right to deny benefits to a supplier of another State Party where the former establishes that a service is being provided by an enterprise that does not have “substantial business operations” in the latter.

“Substantial business operations” – means, among others, operations carried out by an entity incorporated in and licensed by a State Party to provide services. Furthermore, a legal entity of a non-State Party will be considered not to have substantial business operations if it does not possess a real and continuous link to the economy of a State Party or maintains negligible or no business operations in that State Party.

# MOVEMENT OF PERSONS



**A**nnex 3 on Movement of Natural Persons (Mode 4) provides basic interpretation of the various categories, which apply to all Member States which have approved the Protocol unless a Member State includes a different meaning. A Member state may choose the category/categories it wishes to open and specify the applicable periods of entry and stay for each category. The categories included in Annex 3 and their meanings are as follows:



## Business visitors (BV)

– persons visiting another Member State for short term business activities e.g. attend meetings, seminars, marketing, exhibition, etc.



## Contractual services suppliers (CSS)

– persons contracted to represent a SADC business/firm to provide a service to a client in another Member State, e.g. a lawyer appointed to represent FNB Bank (South Africa) in a court case against its branch in Namibia.



## Intra-corporate transferees (ICT)

– employees of a SADC business/firm temporarily transferred to its representative office, branch or subsidiary in another Member State, to work as executives, managers, specialists, technicians or professionals.



## Independent services suppliers (ISS)

– self-employed persons moving temporarily to another Member State to deliver a service on their own behalf to a client/customer resident in another Member State.

In some cases, Member States may only admit natural persons that wish to provide services in the local market on condition that their skills are unavailable locally or, in the case of an ICT, that they have worked with the firm for a given period immediately prior to the transfer.



# RESULTS

## OF THE FIRST ROUND NEGOTIATIONS BY SECTOR



This section provides an overview of the results of the first round of SADC services negotiations at sector-specific levels. You are encouraged to visit the country sections for details on each Member State's specific commitments.

Angola and Comoros are not featured in this section. Angola took part in the negotiations for the SADC Protocol on Trade in Services but is yet to submit any offers. Comoros on the other hand became a SADC Member State in 2018 but is yet to sign the Protocol.

# WHAT HAVE THE MEMBER STATES OFFERED TO OPEN UP IN THE SIX SECTORS?

Member States agreed to follow the WTO Services Classification List in scheduling specific commitments. Each Member State was expected to undertake commitments in each of the six priority sectors identified for the first round of negotiations but also could choose NOT to include all the sub-sectors in some sectors. This section presents an overview of the results of the first round, sector-by-sector, including the level of sub-sectoral coverage.

## Communication services

The W/120 Services Sectoral Classification List categorises communication services into four main groups as follows:

a) Postal services;

b) Courier services;

c) Telecommunication services;

d) Audio-visual services; and

e) Other communication services, e.g. paging, teleconferencing, trunking etc.

As shown in the table below, most Member States' commitments cover courier, telecommunication and audio-visual services. Three Member States: Democratic Republic of Congo (DRC), Seychelles and Zimbabwe cover postal services; all Member States except Eswatini cover telecommunication services; while DRC, Eswatini, Lesotho, Malawi, Seychelles, Tanzania, Zambia and Zimbabwe cover audio-visual services. DRC covers the entire communication sector.

### Overview of sectoral coverage on communication services

Sub-sectors/Country	Botswana	DRC	Eswatini	Lesotho	Madagascar	Malawi	Mauritius	Mozambique	Namibia	Seychelles	South Africa	Tanzania	Zambia	Zimbabwe
Postal services		√								√				√
Courier services	√	√		√		√	√			√	√	√	√	√
Telecommunication	√	√		√	√	√	√	√	√	√	√	√	√	√
Audio-visual		√	√	√		√				√		√	√	√
Others		√		√										

√ Sub-sector covered

□ Sub-sector not covered

## Construction services

The W/120 Services Sectoral Classification List categorises construction services as follows:

- General construction for building work,
- General construction work for civil engineering,
- Installation and assembly work,
- Building completion and finishing work, and
- Other construction services such as pre-erection and site preparation work, special trade construction work and renting services related to equipment for construction.

At a business level, construction activities or projects follow an industrial classification which can be viewed as consisting of two linked phases: the “design phase”, including services such as architectural and engineering services, and “physical construction” related activities, such as construction and related engineering services. Although SADC commitments follow the WTO

classification for construction services, Member States agreed to include the relevant professional services (i.e. architectural, engineering and related services) in their lists of commitments in order to ensure consistency in opening up their markets for construction services. However, it should also be noted that SADC commitments are limited to non-government procurements as Article 13 of the Protocol states that “*procurements by governmental agencies of services purchased for governmental purposes and not with a view to commercial resale or with a view to use in the supply of services for commercial sale are not covered by the Protocol*”.

The commitments under construction services are summarised in the table below. Member States’ commitments cover most of the sub-sectors, and largely maintain open market commitments. Please note that while Member States have made offers, certain limitations may apply. For details on the limitations which apply to specific sub-sectors, please visit the specific country section.

### Overview of sectoral coverage on construction services

Sub-sectors/Country	Botswana	DRC	Eswatini	Lesotho	Madagascar	Malawi	Mauritius	Mozambique	Namibia	Seychelles	South Africa	Tanzania	Zambia	Zimbabwe
Architectural	√	√		√		√	√	√		√	√	√	√	√
Engineering	√	√	√	√		√	√	√	√	√	√	√	√	√
Integrated engineering		√	√	√		√	√	√	√	√		√	√	√
Urban planning & landscape architecture		√		√		√	√	√			√	√	√	√
Quantity surveying	√											√		
Construction work for building		√	√	√		√	√	√	√	√	√	√	√	√
Construction work for civil engineering	√	√	√	√		√	√	√	√	√	√	√	√	√
Installation and assembling work		√	√	√		√	√	√	√		√	√	√	√
Building completion and finishing work		√	√	√		√	√	√	√		√	√	√	√
Others		√				√	√	√	√	√	√	√	√	√

√ Sub-sector covered      □ Sub-sector not covered

## Energy-related services

Energy is not a standalone sector in the W/120 Services Sectoral Classification List. However, based on the UN CPC Version 2.1, energy-related services are located in different sub-sectors in the WTO classification list such as business services, construction, distribution, environment and transport services. Member States therefore had the flexibility to choose how best to present their offers in this sector in order to ensure that there

were not unnecessary repetition or contradictory commitments.

In this regard, some Member States have listed energy-related services in the respective categories while others have grouped all the relevant services under “energy” as a sector. It was agreed that where a Member State covers the entire set of services under the construction and transport sectors, such commitments are deemed to cover any energy-related services falling in the respective sectors or sub-sectors.

### Overview of sectoral coverage on energy-related services

Sub-sectors/Country	Botswana	DRC	Eswatini	Lesotho	Madagascar	Malawi	Mauritius	Mozambique	Namibia	Seychelles	South Africa	Tanzania	Zambia	Zimbabwe
Business services	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Construction	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Distribution	✓	✓				✓	✓			✓	✓	✓	✓	✓
Environmental		✓		✓					✓		✓			
Transport		✓				✓		✓	✓	✓		✓	✓	✓
Others										✓		✓		

Sub-sector covered
  Sub-sector not covered



## Financial services

The W/120 Services Sectoral Classification List categorises financial services as follows:

- All insurance and related services, and
- Banking and other financial services – ranging from leasing, guarantees and commitments, money broking, asset management, settlement and clearing services, transfer and private

pension, advisory and other auxiliary services.

Most Member States' commitments cover both sub-sectors except for Botswana, which covers only insurance, while Zambia and Zimbabwe cover only banking and other financial services. The actual commitments vary at both activities or sub-sectoral level and modes of supply. For details on the commitments which apply to specific sub-sectors, please visit the specific country section.

### Overview of sectoral coverage on financial services

Sub-sectors/Country	Botswana	DRC	Eswatini	Lesotho	Madagascar	Malawi	Mauritius	Mozambique	Namibia	Seychelles	South Africa	Tanzania	Zambia	Zimbabwe
Insurance services	√	√	√	√	√	√	√	√	√	√	√	√		
Banking and other financial services		√	√	√	√	√	√	√	√	√	√	√	√	√

√ Sub-sector covered      □ Sub-sector not covered





## Tourism services

According to the W/120 Services Sectoral Classification List, tourism services comprise the following:

- a) Hotel and restaurant services
- b) Tour operator and travel agency services
- c) Tourist guide services
- d) Others

The table below provides an overview of sectoral coverage by Member State commitments in

the tourism sector. While commitments by Malawi, Mauritius and Zambia cover all the sub-sectors or tourism services, all Member States cover hotels and restaurant services, and tour operator and travel agency services. Madagascar, Mozambique, Namibia, Seychelles and Tanzania have not included tourist guide services in their commitments. Commitments in the covered tourism services largely represent open market opportunities. You are encouraged to visit the specific country sections for details on commitments the Member States have made.

### Overview of sectoral coverage on tourism services

Sub-sectors/Country	Botswana	DRC	Eswatini	Lesotho	Madagascar	Malawi	Mauritius	Mozambique	Namibia	Seychelles	South Africa	Tanzania	Zambia	Zimbabwe
Hotels and restaurant services	√	√	√	√	√	√	√	√	√	√	√	√	√	√
Travel agents and tour operator services	√	√	√	√	√	√	√	√	√	√	√	√	√	√
Tourist guide services	√	√	√	√		√	√				√		√	√
Others						√	√						√	

√ Sub-sector covered      □ Sub-sector not covered



## Transport services

The W/120 Services Sectoral Classification List categorises transport services into nine major groups, namely:

- Maritime transport services
- Internal waterways transport services
- Air transport services
- Rail transport services
- Road transport services
- Space transport services
- Pipeline transportation services
- Services auxiliary to all modes of transport
- Other transport services

Maritime, internal waterways, rail and road transportation services cover such services as passenger and freight, maintenance and repair, rental of vessels/equipment with crew, pushing and towing (except for air transport), and support

services. Pipeline transport covers transportation of fuels and other products; and services auxiliary to all transport mode include cargo-handling, storage and warehouse and freight transport agency services.

It is important to note that, as in the General Agreement on Trade in Services (GATS), the scope of Protocol on Trade in Services in respect of air transport services covers only computer reservation systems (CRS), maintenance and repair of aircraft, and selling and marketing of air transport services and excludes services related to air traffic rights. Air transport traffic issues among the African Union (AU) Member States including SADC are covered by the AU Yamoussoukro Decision that urges all AU Member States to liberalise their airspace in order to create a single air transport market for Africa. Member States could choose to include any type of transport services activity which falls within the scope of the Protocol. The commitments vary in terms of covered activities, although most Member States have included commitments in maritime, air and road transport services as shown in the table below.

### Overview sectoral coverage on transport services

Sub-sectors/Country	Botswana	DRC	Eswatini	Lesotho	Madagascar	Malawi	Mauritius	Mozambique	Namibia	Seychelles	South Africa	Tanzania	Zambia	Zimbabwe
Maritime		√			√		√	√		√	√	√		
Internal waterways		√				√					√	√	√	√
Air	√	√	√	√	√		√		√	√	√	√		√
Space		√									√			
Rail	√	√				√					√	√		√
Road	√	√	√	√		√		√	√		√	√	√	
Pipeline		√				√					√			
Services auxiliary to all modes of transport		√		√	√	√	√		√	√	√			

√ Sub-sector covered      □ Sub-sector not covered

# BUSINESS OPPORTUNITIES

## ARISING FROM FIRST ROUND NEGOTIATIONS

**W**ondering what's in it for you at the level of individual SADC Member States? This section provides the relevant socio-economic information to indicate possible business opportunities in the services sector for each of the SADC Member States as well as details on the commitments undertaken by the respective states in each of the six priority sectors covered under the first round of negotiations.

\* **Important Note:** Two Member States, namely Angola and Comoros, are not featured in this section. Angola took part in the negotiations for the SADC Protocol on Trade in Services but is yet to submit any offers. Comoros became a SADC Member State in 2018 but is yet to sign the Protocol.



Signifies that there are no limitations i.e. a full guarantee has been made



Signifies that some limitations may apply for providers of services in a given sector



# BOTSWANA

## FACTS & FIGURES



**Gaborone**  
Capital city

**581,730** km<sup>2</sup>  
Land Area



**84.5%**  
Literacy



Currency  
Pula (BWP)

**2.8%**  
Inflation (2016)

**USD15.8** billion  
GDP (2014)

**4.4%**   
GDP (annual growth 2014)

**P150,931** billion  
FDI Net flow

**2.025** million  
Population



**UCT+2**  
Time



**SEMI-ARID**  
Climate

### Natural resources

Diamonds,  
copper,  
nickel, salt,  
soda ash,  
potash, coal,  
iron ore,  
silver



### Main export destinations

European Union



### Main industries

Diamonds, tourism, financial services, subsistence farming and livestock (cattle)



### Principal imports

Machinery & electrical equipment, fuel, food, beverages and tobacco



### Principal exports

Diamonds,  
copper,  
nickel



### Main import origins

South Africa

Source: SADC Investment Guide  
Source: UNCTADStats database



Botswana has committed to permit entry and stay of the following categories of persons to provide services:



- **Intra-corporate transferees** such as executive, manager, special technicians and highly qualified professional positions shall have a guaranteed entry and stay of up to 5 years, in which case investors are required to train citizen employees in order to enable them to assume senior management positions over time;



- **Business visitors** may enter and stay for a period of up to 90 days in any 365 days. This period may be extended upon presentation of a valid reason;



- **Contractual services suppliers:** entry and stay shall be subject to non-availability of skills in the local market, and the period of stay shall be aligned to the period of contract; and



- **Independent services suppliers** may enter and stay for a period tied to the contract period.





# WHAT CAN YOU DO IN BOTSWANA?

## COMMUNICATION SERVICES

### Courier services



- There are no market access limitations and same treatment as nationals is guaranteed for the supply of courier services rendered by other operators than the public postal operator.

### Telecommunication services



- There are no limitations for cross-border supply of basic and value-added services (including internet access and backbone services) however, the conditions for establishing commercial presence in supply of these services is not guaranteed.

## CONSTRUCTION SERVICES

### Professional services



- There are no market access limitations and same treatment as nationals is guaranteed for setting up of commercial presence for the supply of architectural, engineering, integrated engineering and quantity surveying services, however cross-border supply of these services is not guaranteed.

### Construction services



- There are no market access or national treatment limitations for setting up commercial presence for the supply of general construction services of long-distance high-tension electric power transmission lines (cables), transformer stations and pylons, but cross-border supply of these services is not guaranteed.

## ENERGY-RELATED SERVICES

### Professional services



- There are no market access limitations and same treatment as nationals is guaranteed for establishing a commercial presence to supply services incidental to exploration (i.e. geological and geophysical consultancy, mineral exploration and evaluation, test drilling; oil and gas extraction as well as mining, map making, composition and purity testing), chemical product manufacturing (coal refining services i.e. washing, gasifying and liquefying services) as well as for wholesale trade in crude petroleum and natural product, rental and leasing of distribution depots and storage facilities allowed on a fee or contract basis.



- The conditions for cross-border supply of any of the above-mentioned services is not guaranteed.

## FINANCIAL SERVICES



- There are no market access and national treatment limitations with respect to setting up an insurance services enterprise, although cross-border supply of these services is not guaranteed.

## TOURISM AND TRAVEL-RELATED SERVICES



- There are no market access limitations and same treatment as nationals is guaranteed for the supply of hotel and restaurant (including catering), and tourist guide services.



## Travel agency business or tour operator



- There are no market access limitations and same treatment as nationals is guaranteed, however permanent residents may not purchase tickets to enable non-residents to visit Botswana and accept payment outside Botswana.

## Rail transport



- There are no market access or national treatment limitations for the supply of services such as maintenance and repair services which Botswana has guaranteed can be obtained from across borders in addition to allowing SADC firms to set up business operations in the country.

### TRANSPORT SERVICES

#### Air transport services



- There are no market access limitations and same treatment as nationals is guaranteed for the supply of services such as maintenance and repair of aircraft services; selling and marketing of air transport services, and computer reservation systems.

#### Road transport



- There are no limitations for the supply of services such as maintenance and repair of road transport equipment; and freight transport for bulk liquids, however, cross-border freight transport of bulk liquids is not guaranteed.



- An enterprise providing maintenance and repair of aircraft may not have more than 49% foreign equity and its principal office and the principal officer must be resident.

#### FOR ENQUIRIES

**Organisation:** Department of International Trade  
Ministry of Investment, Trade and Industry

**Address:** Private Bag 0073

Gaborone, Botswana

**Telephone:** +267 3685300

**Fax:** +267 3188380





# DEMOCRATIC REPUBLIC OF CONGO

## FACTS & FIGURES




● **Kinshasa**  
Capital city

**2,345,410 km<sup>2</sup>**  
Land Area

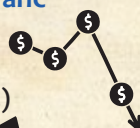



**63.8%**  
Literacy



Currency  
**Congolese Franc**

**1.60%**  
Inflation (2015)



**7.7%**  
5-year compound annual growth

**USD 55.8 billion**  
GDP (2015)

**USD 2.1 billion**  
FDI Net flow (2014)

**79.30 million**  
Population



**Natural resources**  
Gold, diamonds, coal, base metals, oil, gas, wildlife, uranium, copper, cobalt, water, fish, forestry.




**Main industries**  
Mining (copper, cobalt, gold, diamond, coltan, zinc, tin, tungsten), mineral processing, consumer products (including textiles, plastics, footwear, cigarettes, processed foods, beverages), metal products, lumber, cement, commercial ship repair



**Principal exports**  
Copper, diamonds, wood, coffee, tea, crude oil



UTC + 1 to 2 hours  
Time




**TROPICAL (HUMID & DRY)**  
Climate

**Main export destinations**  
China, Saudi Arabia, Korea Republic, Belgium, USA



**Principal imports**  
Mining related machinery, fuel, pump and self-propelled bulldozers, electrical equipment, pharmaceuticals, meat, cereal, footwear, cotton, textile and clothing & paper



**Main import origins**  
China, South Africa, Belgium, India, France, Germany, Uganda

Source: SADC Investment Guide



The Democratic Republic of Congo has undertaken to allow entry and stay of the following categories of persons seeking to supply services into its market:

**Business visitors; intra-corporate transferees** to occupy executive, manager and specialist positions; **contractual and independent services suppliers** for a period of up to 2 years. National treatment is guaranteed for the listed categories.

# WHAT CAN YOU DO IN DRC?

## COMMUNICATION SERVICES

### Courier services



- The market is open for SADC suppliers except in areas where the SCPT has exclusive rights, otherwise there are no limitations on market access and same treatment as nationals is guaranteed.

### Telecommunication services



- Foreign capital participation cannot exceed 49% for telecommunication and other communications services.

### Audio-visual services



- Private operators have an obligation to broadcast at least 50% local programmes.

## CONSTRUCTION AND RELATED SERVICES

DRC guarantees same treatment as nationals and an open market for the supply of:

### Professional services



- Professional services such as architectural, engineering, integrated engineering, and urban planning and landscape architectural services.





## Construction works



- Construction works for building, civil engineering, assembling and installation, building completion and finishing, and other construction services i.e. site preparation, special trade construction service and rental services related to equipment for the construction or demolition of buildings or civil engineering works, with operator.

### ENERGY-RELATED SERVICES

DRC guarantees an open market and for same treatment as nationals for a wide range of energy-related services as follows:

## Other business services



- These services include: technical testing and analysis services - composition and purity testing and analysis; services incidental to mining (gas and oil extraction, and other mining); maintenance, repair and installation of electrical machinery and apparatus not elsewhere classified; services incidental to electricity transmission and distribution; scientific and other technical testing (geology and geophysical consultancy, surface surveying, map making and environmental consultancy); and maintenance and repair services of commercial and industrial machinery.

## Distribution services



- Wholesale contract and commission trade services of solid, liquid and gaseous fuels and related products; and retail trade services, fixed and contract, of solid, liquid and gaseous fuels and related products and electricity.

## Environment services



- Site clean-up and remediation services, surface water; and containment, monitoring, surveillance and other remediation services of sites not elsewhere classified.

## Transport services



- Oil, natural gas and other goods pipeline transportation; and ancillary transport services of bulk liquid or gas storage services and other support transportation services not elsewhere classified.

### FINANCIAL SERVICES

## Insurance, banking & other services



- The entire financial services market is fully liberalised. DRC has removed market access limitations and guarantees same treatment as that accorded to nationals for SADC services and services suppliers.

### TOURISM & TRAVEL-RELATED SERVICES

## Tourism & travel-related services



- A guarantee of full market access and same treatment as nationals is provided for hotels and restaurants (including catering), travel agency, tour operator, and tourist guide services.

### TRANSPORT SERVICES

DRC guarantees an open market with no market access limitations and same treatment as nationals, for a wide range of transport services as follows:

## Air transport



- Maintenance and repair of aircraft, selling and marketing of air transport, and computer reservation services.



### Maritime and internal waterways



- Guarantees cover all types of services such as passenger and freight transportation, rental of vessels with crew, maintenance and repair of vessels, pushing and towing, and supporting services for maritime and internal waterway transport.

### Rail transport



- Passenger and freight transportation, rental of vessels with crew, maintenance and repair of vessels, pushing and towing, and supporting services for rail transport are permitted.

### Road transport



- DRC has provided a guarantee for an open market with no limitations, however, no commitments have been made to guarantee cross-border supply of passenger and freight transportation.



- An open market is guaranteed for rental of commercial vehicle with crew, maintenance and repair of road transport equipment, and supporting services for road transport.

### Space transport



- There are no limitations on market access and same treatment as nationals is guaranteed.

### Pipeline transport



- There are no limitations on market access and same treatment as nationals is guaranteed for pipeline transportation of goods and other products.

### Auxiliary services



- There are no limitations on market access and same treatment as nationals is guaranteed for services auxiliary to all modes of transport i.e. cargo handling, storage and warehousing and freight transport agency services.

### FOR ENQUIRIES

**Organisation:** Ministry of Commerce, Supply and Consumption

**Address:** Chief Director - External Trade  
Chimbamba industrial zone, Pointe-Noire, Congo

**Email:** [ministereducommercercd@gmail.com](mailto:ministereducommercercd@gmail.com)

**Telephone:** +243 818112581 / +243 893776532



# ESWATINI

## FACTS & FIGURES



● **Mbabane**  
Capital city

**17,363** km<sup>2</sup>  
Land Area



**90%**  
Literacy

Currency  
**Lilangeni (SZL)** – singular;  
**Emalangeni** – plural



**5.7%**  
Inflation (2015)



**USD 4.413** billion  
GDP (2014)

**2%**  
GDP (annual growth 2015)

**USD 86.61** million  
FDI Net flow (2015)

**1.269** million  
Population (2015)



**UCT+2**  
Time



**TROPICAL TO  
NEAR TEMPERATE**  
Climate

### Natural resources

Minerals {asbestos, coal, clay, cassiterite, small gold and diamond deposits, quarry stone, talc}, hydropower, forests & picturesque landscape



### Main industries

Sugar, forestry and mining; manufacturing (textile and sugar products)



### Principal exports

Soft drink concentrates, sugar, wood pulp, cotton yarn, refrigerators, citrus and canned fruit



### Main export destinations

South Africa, EU, USA, SADC, COMESA



### Principal imports

Motor vehicles, machinery, transport equipment, foodstuffs, petroleum products, chemicals



### Main import origins

South Africa, China, SADC, USA

Source: SADC Investment Guide



Eswatini guarantees entry and stay of the following categories of persons for the purpose of supplying services:



- **Intra-corporate transferees** such as executive, specialists are guaranteed stay of up to 2 years and the maximum number of foreign employees for executive and manager positions (who must have at least 2 years' experience prior entry in their home country) is limited to 2 years; and



- **Business visitors** for a period of 90 days in every 365 days;



- **Contractual services suppliers** may be allowed to stay for up to 30 days, renewable for up to 90 days in every 365 days.

While all the guaranteed categories of persons enjoy the same treatment as nationals, foreign subsidiaries employing foreigners for executive, manager or specialist positions are required to train one (1) Swazi citizen per foreign employee over the period of the foreign employee posting in Eswatini.



# WHAT CAN YOU DO IN ESWATINI?

## COMMUNICATION SERVICES

### Audio-visual services



- Full market access and same treatment as nationals is guaranteed for providers of audio-visual services such as motion picture projection services, with the only exception being provision of television broadcasting services.

## CONSTRUCTION AND RELATED SERVICES

### Professional services



- There are no limitations on market access and same treatment as nationals is guaranteed for engineering and integrated engineering services, and no guarantees are provided on cross-border supply.



## Construction services



- Construction services are liberalised for building works of a value above E120 million; civil engineering work of a value above E200 million; and installation and assembly work with a value above E60 million. There are, however, no guarantees on cross-border supply of the same. Setting up commercial presence to provide these services requires a joint venture with a Swazi contractor and foreign ownership cannot exceed 40%.



- Registration fees for foreigners may be higher than those for local contractors. Additionally, foreign contractors are required to transfer technical skills to a national (whether person or local company).

## ENERGY-RELATED SERVICES

### General construction of power plants, and geological and geophysical consultancy



- There are no guaranteed conditions for cross-border supply of services such as general construction of power plants, and geological and geophysical consultancy, while setting up commercial presence to provide these services requires a joint venture with a Swazi contractor and foreign ownership cannot exceed 40%.



- The registration fee for foreign contractors is higher than local contractors, and a foreign contractor is required to transfer technical skills to a national (whether person or local company).

## FINANCIAL SERVICES

Eswatini is part of the Common Monetary Area (CMA), which also includes Lesotho, Namibia and South Africa. All members enjoy preferential access to the Eswatini capital and money markets, and the transfer of funds to or from any these countries is exempt from exchange controls.

### Insurance services



- The guarantee covers only supplementary services (including broking and agency services but excludes other services auxiliary to pension funding). Furthermore, there is no commitment for cross-border supply and enterprises must be locally incorporated.



- There are no limitations for one obtaining these services from another SADC Member State.

### Banking & other financial services



- Local incorporation is required for the supply of banking and other financial services and at least half the Board of Directors of financial institutions must be comprised of Swazi.



- At least 65% shares in a foreign exchange bureau must be held by citizens of Eswatini.

## TOURISM AND TRAVEL-RELATED



- There are no limitations on market access and same treatment as nationals is guaranteed, and no commitment given for cross-border supply.



## TRANSPORT SERVICES

### Air transport



- Cross-border supply is not guaranteed and foreign equity participation is limited to 49% in supply of maintenance and repair of aircrafts, and selling and marketing of air transport services in Eswatini.



### Road transport



- Cross-border supply of passenger and road transport services is not guaranteed except for countries that have signed bilateral road transport agreements with Eswatini or a company which is locally established in Eswatini. Furthermore, foreign equity participation is limited to 80% for establishment in road freight industry.



- There are no limitations for rental of commercial vehicles with operators, and maintenance and repair of road transport equipment.

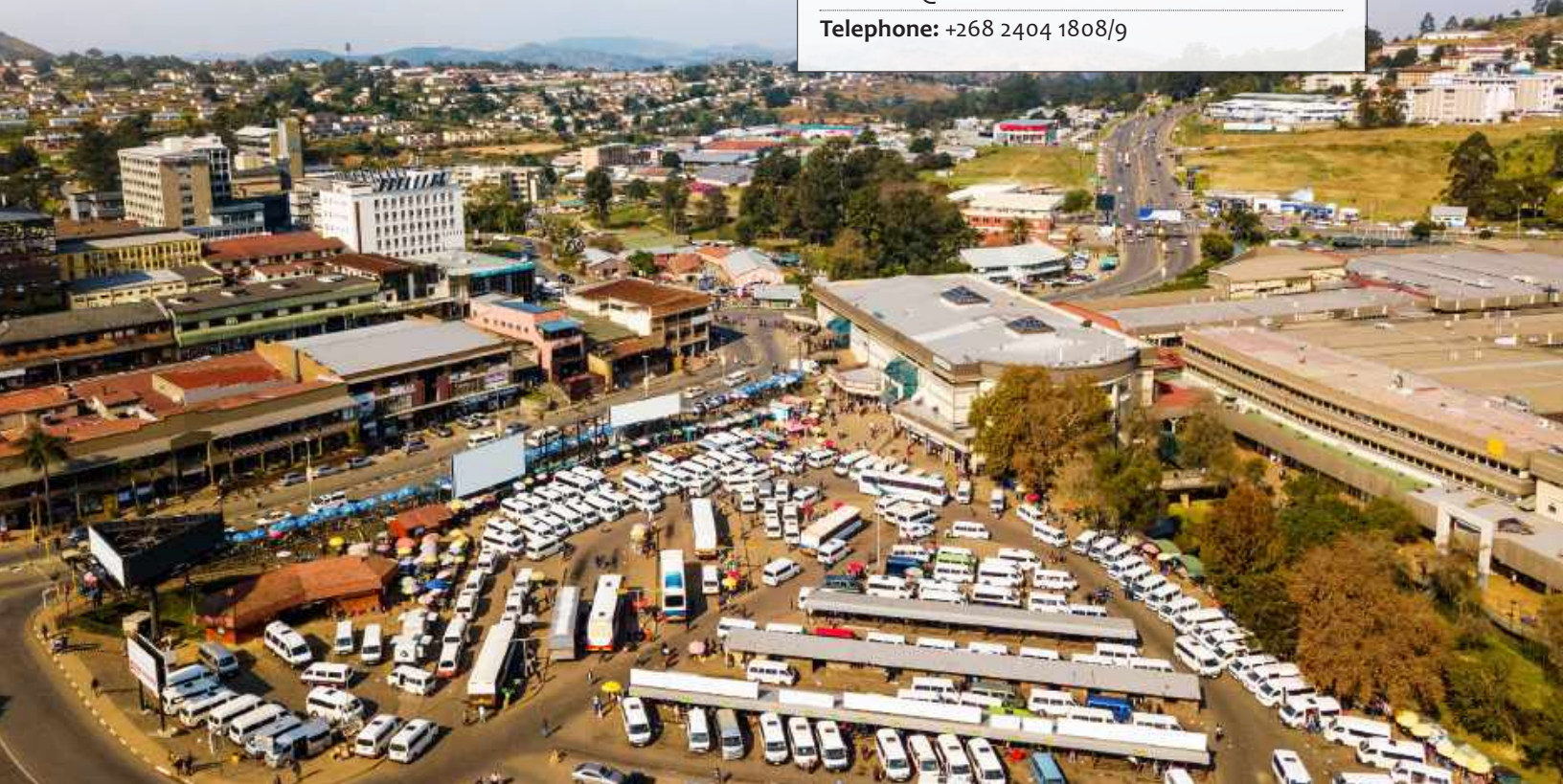
### FOR ENQUIRIES

**Organisation:** International Trade Department  
Ministry of Commerce, Industry and Trade

**Address:** P.O. Box 451, Mbabane, H100

**Email:** [itd@realnet.co.sz](mailto:itd@realnet.co.sz)

**Telephone:** +268 2404 1808/9





# LESOTHO

## FACTS & FIGURES



• Maseru  
Capital city

**30,335** km<sup>2</sup>  
Land Area

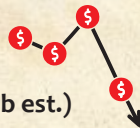


**85%**  
Literacy



Currency  
Loti, plural Maloti; at par with South African Rand (ZAR)

**3.9%**  
Inflation (2015b est.)



**USD 2.181** billion  
GDP (2014)

**4.40%**  **5%**  
GDP (annual growth 2014, 2015)

**USD 1,237** million  
FDI Net flow

**2.097** million  
Population

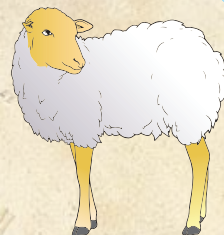


**UCT+2**  
Time



**CONTINENTAL**  
Climate

Natural resources  
Water, diamonds, wool and Mohair



Main export destinations  
SACU, Europe, North America



Main industries

Manufacturing (food, beverages, textile & apparel), construction & mining



Principal exports

Manufactured goods (garments, electronics & footwear), crude materials (diamonds, wool and mohair) and water



Principal imports

Fuel, machinery & building materials & food



Main import origins

SACU (South Africa), Asia

Source: SADC Investment Guide



**L**esotho requires all foreign enterprises, including joint ventures, intending to provide services to register or incorporate their operations in the country. A minimum capital outlay of US\$ 200,000 is required for a wholly foreign-owned company and US\$ 50,000 for a joint venture. A further guarantee is given for admission of up to four (4) expatriates consisting of senior executives, managers and specialised skill personnel who shall be granted work permits for a period of up to two (2) years. However, employment of foreigners is subject to non-availability of the skills in Lesotho. Service providers with the minimum capital outlay, will enjoy the same treatment as nationals.



## COMMUNICATION

### Courier services



- There are no limitations.

### Telecommunication services



- The total number of licences to be issued for voice telephony services will be determined by an economic needs test.

### Audio-visual services



- Local incorporation is required for provision of motion picture projection, and radio and television transmission, while no commitment has been made for the establishment of commercial presence to supply motion picture and video production, and distribution services.

## CONSTRUCTION AND RELATED SERVICES

### Professional services



- There are no limitations on market access and same treatment as nationals is guaranteed for the supply of engineering, integrated engineering and urban planning and landscape architectural services.



- Cross-border supply of architectural services of building plans of 500 square metres and above requires involvement of a locally registered architect, otherwise same treatment as nationals is guaranteed.



## Construction services



- For general construction works for building, civil engineering, installation and assembling, building completion and finishing no commitment has been given due to lack of technical feasibility for cross-border supply. Other than that, no other limitations exist.

## ENERGY-RELATED SERVICES

### Business services



- Open market access and same treatment as nationals guaranteed for business services such as management consultancy, technical testing and analysis, services incidental to mining, general construction services of power plants, as well as composition and purity testing and analysis service.



- There is no commitment on cross-border supply due to lack of technical feasibility for engineering-related scientific and technical services.



- While national treatment is guaranteed, there is no commitment on the terms and conditions for establishment of commercial presence for the supply of site remediation and clean-up, surface water and containment, control and monitoring services and other site remediation services.

## FINANCIAL SERVICES

### Insurance services



- There is no commitment on cross-border supply of services such as direct life, non-life, reinsurance and retrocession services, or consumption of the same from another SADC Member State, while local incorporation is required for establishment of commercial presence.

### Banking & other services



- Same treatment as nationals is guaranteed for firms establishing commercial presence in all subsectors excluding providers of financial services such as asset management, settlement and clearing for financial assets, advisory and other ancillary financial services and provision and transfer, data processing and related software).

## TOURISM AND TRAVEL-RELATED SERVICES

### Restaurant and hotel services



- No limitations on market access and same treatment as nationals guaranteed for restaurants and hotels of 3 stars and above, and beverage serving services for consumption on the premises.

### Travel agent & tour operator services



- Cross-border supply is guaranteed with no limitations on market access and same treatment as nationals.



## Tourist guide services



- There are no limitations on establishment of commercial presence by a SADC firm but the conditions for cross-border supply are not guaranteed.

## Air transport



- There are no limitations on market access and same treatment as nationals for the supply of maintenance and repair of aircraft services.

## TRANSPORT SERVICES

### Road transport



- There are no limitations for the supply of passenger and freight road transport services through establishment of commercial presence. Additionally, there are no limitations for maintenance and repair of road transport equipment services.



- There is no commitment for cross-border supply of passenger and freight road transport services.

### Auxiliary services



- There are no limitations on market access and same treatment as nationals for the supply of cargo handling services. While cross-border supply of freight transport agency services is guaranteed, there is no commitment on market access conditions for firms establishing commercial presence but same treatment as nationals is guaranteed.

### FOR ENQUIRIES

**Organisation:** Director of Trade,  
Ministry of Trade and Industry

**Address:** LNDC, P.O. BOX 747, Maseru 100

**Email:** [directoroftradeles@gmail.com](mailto:directoroftradeles@gmail.com)

[mary.motebang@gov.ls](mailto:mary.motebang@gov.ls)

**Telephone:** +266 22313737 / 59199797





# MADAGASCAR

## FACTS & FIGURES



• **Antananarivo**  
Capital city

**587,295** km<sup>2</sup>  
Land Area

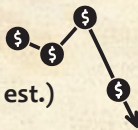


**64.7%**  
Literacy

Currency  
**Malagasy Ariary (MGA)**



**6.7%**  
Inflation (2015 est.)



**USD 35.49** billion  
GDP (2015 est.)

**3.2%**  
GDP (annual growth, 2015 est.)



**USD 290** million  
FDI Net flow (2014)

**23.81** million  
Population (June 2015 est.)



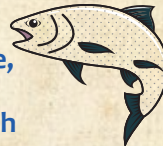
**UTC +3**  
Time



**TROPICAL ALONG COAST,  
TEMPERATE INLAND,  
ARID IN SOUTH**  
Climate

### Natural resources

Nickel, cobalt,  
ilmenite, graphite,  
chromite, coal,  
bauxite, rare earth  
elements, salt,  
quartz, tar sand,  
semiprecious  
stones, mica, fish,  
hydropower



### Main export destinations

France, US, Netherlands,  
China, Germany, India,  
Japan, Korea Republic,  
Belgium, South Africa



### Main industries

Agroindustry, fishery,  
aquaculture, ICT,  
infrastructure, energy,  
mining, real estate, textile and  
garments, tourism



### Principal exports

Nickel, beverages, spices,  
textile and garments,  
fish, essential oils and  
perfumes, edible fruits  
and vegetables,  
sugar etc



### Principal imports

Petroleum, machinery, electrical  
and electronic equipment,  
minerals, vehicles, cereal,  
plastics, pharmaceutical  
products, cotton, iron and steel,  
paper, edible oils, textile, etc.



### Main import origins

China, Bahrain, United  
Emirates, India, France, South  
Africa, US, Pakistan, Mauritius,  
Germany, Qatar

Source: SADC Investment Guide



**M**adagascar stipulates that at least one (1) corporate officer must be resident within 3 months of registration and no foreign person shall have direct access to land but they may take “emphyteutic” lease for up to 99 years. The commitment covers entry and stay of only one category of persons i.e. **intra-corporate transferees** occupying executive and managerial positions, whose entry and stay shall be for period of up to one (1) year and they shall enjoy same treatment as nationals.

## WHAT CAN YOU DO IN MADAGASCAR?

### COMMUNICATION SERVICES

#### Telecommunication services



- Madagascar may limit the number of available licences. It also requires an applicant to have operations in at least 10 countries totalling at least 100 million lines.



- There are no limitations on market access and same treatment as nationals is guaranteed for the supply of actuarial services.

### FINANCIAL SERVICES

#### Insurance services



- Cross-border supply of insurance services such as direct life and non-life insurance, insurance mediation etc is not guaranteed.



- Companies offering direct insurance must be incorporated as a public limited or mutual insurance company and the chief representative of a foreign company must be resident or domiciled in Madagascar for at least 12 months.



- Cross-border supply of reinsurance and retrocession services is guaranteed with no limitations, however, there are no commitments on setting up commercial presence.

#### Banking services



- A credit institution must be constituted as a legal entity and must have at least two of the principal directors resident in Madagascar.





- Cross-border supply of banking services is limited to movement of funds arising from sale of shares, stocks, business assets or other assets, liquidation bonus shares, and expropriation of allowances for foreign investors.

## TOURISM AND TRAVEL-RELATED SERVICES

### Hotels & restaurants



- There are no limitations on market access and same treatment as nationals is guaranteed for establishing hotels and restaurants rated 3 stars or above.

### Travel agency & tour operator services



- Cross-border supply of a service is guaranteed when it is done in collaboration with a company based in Madagascar, however there is no commitment to guarantee establishment of commercial presence.

## TRANSPORT SERVICES

### Maritime transport



- There are no market access limitations and same treatment as nationals is guaranteed for cross-border supply of passenger and freight services (excluding cabotage).



- Market access for establishment of commercial operations is guaranteed only for subsidiary foreign ship-owners flying foreign flags.



- Establishment of commercial operations for pushing and towing services is subject to authorisation which may take a form of public service concession for up to 30 years if the concession provides for construction by the concessionaire of heavy infrastructures such as jetties, moles, quays, etc.

## Services auxiliary to maritime



- Cross-border supply is not guaranteed for services such as cargo handling, storage and warehousing, and pilotage and berthing, while establishment of commercial presence is subject to authorisation which may take the form of public service concession for up to 30 years.

## Air transport



- Approval by the civil aviation authority required for maintenance and repair of aircraft workshops.



- Market access for foreign firms seeking to establish commercial presence to provide aircraft repair and maintenance services shall be based on an economic needs test.

## FOR ENQUIRIES

**Organisation:** Ministry of Industry, Trade and Crafts

**Address:** Immeuble MICA Anosy – BP 527  
Antananarivo, MADAGASCAR







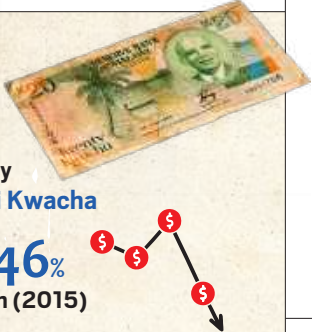




**Email:** [sdcsmica@gmail.com](mailto:sdcsmica@gmail.com)

**Telephone:** +261 34 05 524 42



# MALAWI

## KEY DATA

 <p>● Lilongwe Capital city</p> <p><b>118,484</b> km<sup>2</sup> Land Area</p> 	<p><b>16.7</b> million Population (2014, World Bank)</p> 	<p><b>UCT+2</b> Time</p> 
<p><b>65.8%</b> Literacy</p>	<p><b>Natural resources</b> Arable land, water, and hydropower, mineral deposits of uranium, limestone, coal, bauxite, gemstones, and niobium</p> 	<p><b>TROPICAL</b> Climate</p> <p>Malawi's climate is hot in the low-lying area in the south of the country and temperate in the northern highlands</p> 
<p>Currency <b>Malawi Kwacha</b></p> <p><b>20.46%</b> Inflation (2015)</p> 	<p><b>Main industries</b> Tobacco, tea and sugar processing, sawmill products, cement and consumer goods</p> 	<p><b>Main export destinations</b> Belgium, Luxembourg, Germany, Canada, South Africa, Mozambique</p> 
<p><b>USD 4.257</b> billion GDP (2014, World Bank)</p> <p><b>5.4%</b> GDP (annual growth 2015, EPD)</p> <p><b>USD 694,160,000</b> FDI Net flow (2014, Reserve Bank of Malawi)</p> 	<p><b>Principal exports</b> Tobacco, tea, radioactive chemicals, dried legumes, cotton, coffee and sugar</p>	<p><b>Principal imports</b> Refined petroleum, packaged medicaments, nitrogenous fertilizer, wheat and mixed mineral or chemical fertilisers</p>  <p><b>Main import origins</b> South Africa, India, Mozambique, China, United Arab Emirates</p>

Source: SADC Investment Guide




**M**alawi requires each company to have at least three (3) local (national) directors of whom one (1) shall be designated chairperson and at least three (3) or more directors (including the chairman) must be resident.<sup>4</sup>


The following are the permitted categories of workers:



- **Business visitors** are guaranteed entry and stay for up to 90 days in a calendar year.



- **Contractual services suppliers and intra-corporate transferees** (executive, managers and specialists) who should have worked for the same company for at least 2 years; and




- **Independent services suppliers** for a period of up to 5 years.

Same treatment as nationals guaranteed for these categories of temporary workers.

## WHAT CAN YOU DO IN MALAWI?


### COMMUNICATION SERVICES

#### Courier services




- Malawi has granted open access for providers of courier services, except for mailing of items weighing less than 350g which is reserved for Malawi Post.

#### Audio-visual services



- No limitations on provision of audio-visual services such as motion picture production and distribution. Foreign shareholding for radio and television transmission services is, however, limited to 40%.


#### Telecommunication services



- No limitations for cross-border supply of telecommunication services, although foreign shareholding for locally-based firms is limited to 80%.


### CONSTRUCTION & RELATED ENGINEERING

#### Construction services



- There are no limitations on market access and same treatment as nationals is guaranteed with regard to supply of general construction works for building and civil engineering, installation and assembling works, building completion and finishing, and other services i.e. pre-erection at construction site, special trade and renting service for construction equipment with operator.

#### Professional services



- Requirements for joint ventures with foreign equity of up to 49% for architectural, engineering and integrated engineering services, and urban planning and landscape architectural services apply.

<sup>4</sup> This requirement does not apply to suppliers of services such as accountancy, medical & dental, those by midwives, nurses, physiotherapists & paramedics, technical testing and analysis, incidental to mining, construction & related engineering, banking, hospital, other human health, tourism and travel services.



## ENERGY-RELATED SERVICES



- Open market with no limitations for any kind of service provider supplying a wide range of services comprising of management consulting, technical testing and analysis; mining services and distribution of gaseous fuel; wholesale trade services on a fee or contract basis, of solid, liquid and gaseous fuels and related products; gas distribution services through mains (on a fee or contract basis); and site remediation and clean-up services.

## FINANCIAL SERVICES

### Insurance services



- There are no guarantees provided on the cross-border supply of insurance services such as life and non-life insurance, reinsurance and retrocession and services ancillary to insurance including broking and agency services covering all type of insurance.



- Setting up of a branch permitted, but it requires local incorporation and at least 5% of reinsurance business must be placed with African Reinsurance Corporation.

### Banking & other financial services



- There are no limitations on market access and same treatment as nationals is guaranteed for providers of banking and other financial services in respect to acceptance of deposits and other repayable funds from the public services.



- Local incorporation is mandatory for a service provider to set up a branch to provide all banking/ financial services other than acceptance of deposits and other repayable funds.

## TOURISM AND TRAVEL-RELATED SERVICES



- Malawi has no limitations on market access and guarantees same treatment as nationals for the supply of any type of tourism and travel-related services.

## TRANSPORT SERVICES

### Internal waterways, rail & road services



- There are no limitations on market access and same treatment as nationals is guaranteed for the supply of transport services in these subsectors: internal waterways, rail and road transport services such as passenger and freight transportation, rental of vessels or equipment with crew, maintenance and repair, pushing and towing, and supporting services.

### Road transport



- Malawi has given no commitment for cross-border road transport service providers.

### Pipeline transportation



- There no limitations on market access and same treatment as nationals guaranteed for pipeline transportation services for transportation of fuel and other goods.

### Auxiliary services



- There are no limitations on market access and same treatment as nationals is guaranteed for auxiliary services to all modes of transport such as cargo handling, storage and warehousing, and freight transport agency.

## FOR ENQUIRIES

**Organisation:** Ministry of Industry and Trade

**Address:** Independence Drive, City Centre Gemini House, City Centre, Lilongwe

**Email:** moit@moit.gov.mw

**Telephone:** +265 1 770 244 / +265 999 15 06 18









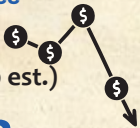



**Website:** www.trade.gov.mw





# MAURITIUS

## FACTS & FIGURES

 <p>● Port Louis Capital city</p> <p><b>2,040 km<sup>2</sup></b> Land Area</p> 	<p><b>1.3 million</b> Population</p> 	<p><b>UTC +4</b> Time</p> 
 <p><b>89.9%</b> Literacy</p>	<p><b>Natural resources</b> Arable fertile soil, fish, small phosphate (bird guano), basaltic rocks, calcareous coral sands, and raised coral reef deposits</p> 	<p><b>Main export destinations</b> France, US, Netherlands, China, Germany, India, Japan, Korea Republic, Belgium, South Africa</p> 
<p><b>Currency</b> Mauritian Rupee</p>  <p><b>2.5%</b> Inflation (2020 est.)</p>  <p><b>USD 10.82 billion</b> GDP (2020)</p> <p><b>-14.9%</b> GDP growth rate</p> <p><b>USD 440.80 million</b> FDI Net flow (2019)</p>	<p><b>Main industries</b> Sugar, tourism, textile &amp; apparel industries, financial services, horticulture, fish processing</p> 	<p><b>Principal imports</b> Manufactured goods, capital equipment, foodstuffs, petroleum products, chemicals</p> 
<p><b>Principal exports</b> Clothing and textiles, sugar, cut flowers, molasses</p> 		<p><b>Main import origins</b> India, China, France, South Africa</p>

Source: SADC Investment Guide



**M**auritius requires foreign service suppliers intending to establish in the country to incorporate or register their business under the Company Act. For movement of persons, the guaranteed period of stay is up to 90 days in any 365 days for business visitors. Contractual and independent services suppliers who travel to Mauritius may stay for a period of up to one (1) year while intra-corporate transferees (i.e. managers, executives and specialists) may apply for an Occupational Permit to work for a period of up to 3 years or a Work and Residence Permit for up to 5 years, renewable. Same treatment as nationals is guaranteed for the specified categories of persons.



## WHAT CAN YOU DO IN MAURITIUS?

### COMMUNICATION SERVICES

#### Courier services



- There are no limitations on market access and guarantees same treatment as nationals is guaranteed for cross-border supply of courier services, or establishment of commercial presence in Mauritius.

#### Telecommunication services



- There are no limitations on cross-border supply of telecommunication services (both basic and value added), while establishing commercial presence is allowed except for voice telephony which is subject to an economic needs test.



## CONSTRUCTION AND RELATED SERVICES

### Construction services



- Under construction services such as building, civil engineering, installation and assembling, building completion and finishing, and other construction services) there are no market access limitations however there is a higher processing or registration fee for foreign contractors or consultancy firms on a project basis.

### Professional services



- Cross-border supply of architectural services to Mauritius is not guaranteed, while the establishment of commercial presence by a SADC service provider requires a joint venture partnership with up to 49% foreign participation.



- For establishment of commercial presence or temporary movement of workers, a partnership with a locally registered architect is required. For establishment of an urban planning services firm, a joint venture is required. Majority foreign ownership is permitted.



- There are no limitations for engineering and integrated engineering services, but foreign firms are required to obtain a provisional registration with Construction Industry Development Board (CIDB) and urban planning services. Furthermore, A SADC service provider with foreign majority ownership can establish commercial presence but a joint venture is required.

## ENERGY-RELATED SERVICES



- A full guarantee for market access and same treatment as nationals is in place for a wide range of energy-related services except that there is a higher processing/registration fee for foreign contractors/ consultancy firms on a project basis.

## FINANCIAL SERVICES

### Insurance services



- Cross-border supply of direct non-life insurance requires registration in Mauritius. There are no limitations however on establishment of commercial presence by a SADC firm/service provider.



- There is a mandatory requirement to place at least 5% of reinsurance and retrocession services with African Reinsurance Corporation



- Insurance agents in Mauritius can only act for a locally licensed insurer and third-party insurance cannot be placed outside the country.

### Banking & other financial services



- There are no limitations to market access and same treatment as nationals is guaranteed for the supply of any type of banking and other financial services.



- Cross-border supply is not guaranteed for money brokering, asset management, inter-bank settlement and clearing services, loan brokering and financial consultancy services.

## TOURISM & TRAVEL-RELATED SERVICES

### Hotel and restaurant services



- There are no market access or national treatment limitations for hotel services. Foreign restaurants may establish presence in Mauritius provided they are staffed predominantly by Mauritians and the investment is more than 10 million Rupees (RS 10 million).

### Travel agency & tour operator services



- There are no limitations on market access and same treatment as nationals is guaranteed.

### Other tourism services



- There are no limitations for tourism services such as car rentals, circus, amusement parks and similar attractions, and recreational parks services.

### Tourist guide services



- Foreign tourist guides are allowed only in areas of language scarcity and foreign capital participation in tourist duty-free shops is limited to 30%.

## TRANSPORT SERVICES

### Maritime transport



- There are no limitations for passenger and freight transportation (except for foreign transporters) as well as for maintenance and repair of maritime vessels.

### Air transport



- There are no limitations on market access and same treatment as nationals is guaranteed for air transport services such as computer reservation systems, and maintenance and repair of aircrafts, while selling and marketing of air transport services must be through an agent.

## FOR ENQUIRIES

**Organisation:** International Trade Division,  
Ministry of Foreign Affairs, Regional Integration  
and International Trade

**Address:** 4th Floor, Medine Mews,  
Chaussee Street, Port-Louis

**Email:** motas@intnet.mu

**Telephone:** +230 260 2911



# MOZAMBIQUE

## FACTS & FIGURES



• **Maputo**  
Capital city

**800,000** km<sup>2</sup>  
Land Area

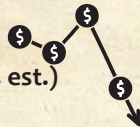


**58.5%**  
Literacy



Currency  
**Metical**

**2.6%**  
Inflation (2014 est.)



**USD 17.5** billion  
GDP

**7.4%**  
GDP (annual growth)



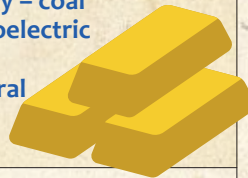
**USD 7.1** billion  
FDI Net flow

**27** million  
Population



### Natural resources

Mineral resources including gold, gemstones, titanium, coal and bauxite, abundance of cheap energy – coal reserves, hydroelectric capacity and abundant natural gas reserves



### Main industries

Food processing, beverages, chemicals (fertiliser, soap, paints), aluminium, petroleum products, textiles, cement, glass, asbestos, coal and tobacco



### Principal exports

Aluminium ingots, electricity, natural gas, titanium, coal, tantalite, timber, sugar, banana, baby-corn, cotton, tea, cashew nut, tobacco, precious and semi-precious stones, marble, textiles and prawns



**UTC +2**  
Time



**TROPICAL**

Climate

### Main export destinations

Belgium, South Africa, Spain, Portugal, United Kingdom, Italy, Holland, Zimbabwe, Swaziland, Japan, USA, Brazil and India



### Principal imports

Cereals, citrus, automobiles, fuels (gasoline and diesel), machinery, aluminium products, medicine, clothing, beverages and tyres



### Main import origins

South Africa, Australia, USA, India, Portugal, China, Germany, France, Japan, Spain, Italy, United Kingdom

Source: SADC Investment Guide



**F**oreign services and service suppliers have no guaranteed access to government subsidies in Mozambique except for those in the banking and other financial services (excluding insurance). Mozambique undertakes to permit varied periods of entry and stay of persons as follows (same treatment as nationals is guaranteed for the listed categories):



- **Business visitors, independent<sup>5</sup> and contractual services suppliers** shall be granted 30 days, renewable for up to 90 days.



- **Intra-corporate transferees** (executives, managers and experts) who must have at least 2 years prior employment in SADC. A supplier shall have a permitted stay for a period aligned to their work contract period.



## WHAT CAN YOU DO IN MOZAMBIQUE?

### COMMUNICATION SERVICES

#### Telecommunication services



- There are no limitations to market access and same treatment as nationals is guaranteed for both basic and value-added services. *\*This excludes telecommunication services provided for the distribution of radio or television programmes for direct reception by services consumers.*

### CONSTRUCTION AND RELATED SERVICES

Mozambique guarantees no limitations on market access and same treatment as nationals for the supply of the following services:

#### Construction services



- These include general construction works for building and civil engineering works, installation and assembling work, building completion and finishing works, and other construction services i.e. pre-rection services at construction site, special trade and rental services relating to construction equipment with operator.

<sup>5</sup> Independent services suppliers are permitted only for banking and other financial services, tour operators, hotel and restaurants services only.



## Professional services



- These include architectural, engineering, integrated engineering and urban planning and landscape architectural services; and other business services such as road infrastructure services.

## ENERGY-RELATED SERVICES

Mozambique has indicated that she is yet to submit her offer in energy-related services however the following apply:



- The open offer in construction services also applies to construction services in the energy sector.



- There are no market access limitations and same treatment as nationals is guaranteed for some energy-related services under other business services such as management consultancy and related services with respect to the energy and mining sectors.

## FINANCIAL SERVICES

### Insurance services



- For insurance services such as life, non-life, re-insurance and retrocession and support services such as brokerage and agency, cross-border insurance and reinsurance are exclusively through the competent agency.



- Foreign insurance companies need to be incorporated but foreign branches may only be authorised on individual request whereby the authorisation criteria shall be accreditation in the home country by a financial supervisory authority.

## Banking & other financial services



- There are no limitations to market access and same treatment as nationals is guaranteed for the supply of any type of banking and other financial services.

## TOURISM & TRAVEL RELATED SERVICES

### Hotel and restaurant services



- There are no guarantees provided for cross-border supply of tourism and travel-related services, while establishment of commercial presence is guaranteed only for establishments (hotels and restaurants) of 3 stars or above.

### Travel agency & tour operator services



- While same treatment as nationals is guaranteed, foreign capital participation is limited to 49% for establishment of commercial presence.

## TRANSPORT SERVICES

### Maritime transport



- There are no limitations on market access and same treatment as nationals is guaranteed for any type of maritime transport services (except for cabotage which is not permitted).

### Maritime transport



- There is no commitment for cross-border passenger and freight road transport, although there are no limitations applicable to SADC services and suppliers.

## FOR ENQUIRIES

**Organisation:** Ministry of Industry and Trade

**Address:** Av. Praça 25 de Junho, nº 300

Maputo – Moçambique

**Email:** mic@gov.mz

**Telephone:** +258 21 343500

**Website:** www.mic.gov.mz



# NAMIBIA

## FACTS & FIGURES

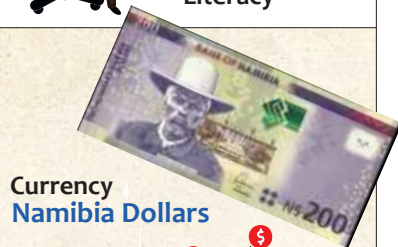


● Windhoek  
Capital city

**824,292** km<sup>2</sup>  
Land Area

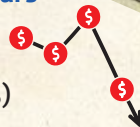


**65%**  
Literacy




Currency  
Namibia Dollars

**6.6%**  
Inflation (2015)



**USD 13** billion  
GDP (2015)

**5.7%**   
GDP (2015)

**N\$13.8** billion  
FDI Net flow (2015)

**2.4** million  
Population (2016)



Time

**UCT+1**  
in summer  
(Sept. to April) +2h



**HOT**  
Climate



varies from hyper-arid and semi-arid to subtropical

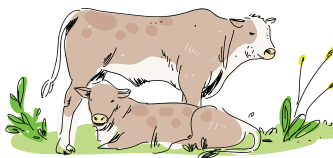
### Natural resources

Diamonds, copper, gold, uranium, lead, tin, zinc, salt, vanadium, fisheries and wildlife



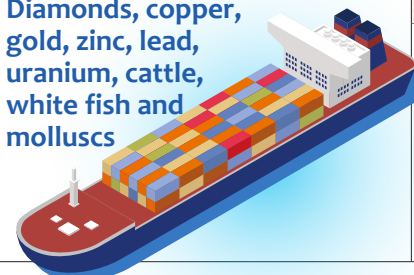
### Main industries

Meat processing, fish processing, agro processing, dairy products and mining



### Principal exports

Diamonds, copper, gold, zinc, lead, uranium, cattle, white fish and molluscs



### Main export destinations

Botswana (24.0%), South Africa (20.9%), Switzerland (16.4%), Eurozone (14.5%), Angola (4.8%), Zambia (4.3%), China (3.7%), Democratic Republic of Congo (2.9%), United States of America (2.0%), Canada (1.8%), Rest of the world (4.7%)



### Principal imports

Foodstuffs; petroleum products and fuel, machinery and equipment, chemicals



### Main import origins

South Africa (63.9%), China (6.5%), Eurozone (4.6%), Switzerland (2.5%), Botswana (2.4%), Bahamas (2.2%), Zambia (2.2%), India (1.9%), Democratic Republic of Congo (1.9%), Peru (1.1%), Rest of the world (10.8%)

Source: SADC Investment Guide





**N**amibia requires all foreign service providers to register or incorporate their businesses locally and transfer managerial and technological skills to local employees. Access to government subsidies is not guaranteed for foreign service suppliers. The guaranteed categories for workers are as follows:



- **Business visitors** - up to 90 days in any consecutive 12 months.



- **Contractual and independent services suppliers** as well as **intra-corporate transferees** (management and expert jobs) whose entry is subject to labour market test – up to 2 years. Same treatment as nationals is guaranteed for these categories.



## WHAT CAN YOU DO IN NAMIBIA?

### COMMUNICATION SERVICES

#### Telecommunication services



- For provision of both basic and value added services, foreign capital participation in a local branch is limited to 49% unless approved by the Minister of Communications.

### CONSTRUCTION AND RELATED SERVICES

#### Professional services



- There are no limitations to market access and same treatment as nationals is guaranteed for professional services such as engineering and integrated engineering.

<sup>6</sup> The requirement for skills transfer is not applicable to business services related to scientific and technical consulting services: offshore oil and gas exploration, hotel and restaurant services, and travel agencies and tour operator services.



## Construction services



- There are no guarantees on cross-border supply and establishment of commercial presence for the supply of construction services (i.e. building and civil works, installation and assembling, and building completion and finishing work).



- Cross-border supply and market access are guaranteed for provision of renting services related to equipment for construction and demolition of building and civil engineering works without operator, however, establishment of commercial presence is subject to joint venture partnership of up to 49% foreign ownership.

## ENERGY-RELATED SERVICES

The guarantees given by Namibia include full market access and same treatment as nationals for the supply of energy-related services but limited to the following business services:



- Management consulting related to energy and mining sector, services related to management consulting for the energy sector, technical testing and analysis, related scientific and technical consulting services: off-shore oil and gas exploration; services incidental to mining and energy distribution; and related scientific and technical consulting services (i.e. geological and geophysical consultancy, surveying and map making; and environmental consultancy services).

## FINANCIAL SERVICES

### Insurance services



- Cross-border supply of services is not guaranteed.



- There are no limitations on market access and same treatment as nationals is guaranteed for establishment of commercial presence to supply services of a supplementary nature to insurance including broking and agency services.



- For life, accident, health, and non-life insurance, reinsurance and retrocession services, the following requirements should be met:
  - a) the acquisition of shares or any other interest resulting in a 25% holding must be approved by the regulator;
  - b) every firm must cede to the national reinsurance corporation 20% of the value of each reinsurance contract and 18% of each insurance policy issued/renewed.

### Banking & other financial services



- There is no commitment guaranteeing cross-border supply of banking and other financial services.



- A foreign entity in the banking sector may only establish a direct branch or representative office if the institution is registered in a SADC Member State which has signed up to this Protocol.



## TOURISM & TRAVEL-RELATED SERVICE



- There are no limitations to market access and same treatment as nationals is guaranteed for hotel and restaurants, and travel agency and tour operator services.

## TRANSPORT SERVICES

### Air transport



- SADC services suppliers are guaranteed open market access and same national treatment for the supply, maintenance and repair of aircraft.

### Road transport



- No market access commitment for cross-border supply of road transport services such as maintenance and repair of road transport equipment, otherwise there are no limitations.

### Auxiliary services



- Except for cross-border supply, market access and national treatment are guaranteed for cargo handling services to all modes of transport.



- There are no limitations on freight transport agency services.

## FOR ENQUIRIES

**Organisation:** Ministry of Industrialisation and Trade

**Address:** Bredan Simbwaye Building, Block B, Cnr. Dr. Kenneth Kaunda & Goether Street

Private Bag 13340 Windhoek, NAMIBIA

**Email:** Anna.Ashaanda@Mit.gov.na

**Telephone:** +264 61 283 7332/73/69

**Fax:** +264 61 220 227





# SEYCHELLES

## FACTS & FIGURES

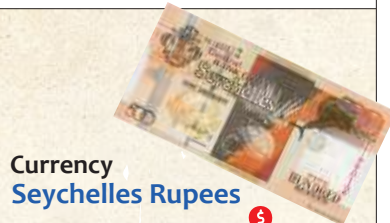


• **Victoria**  
Capital city

**455 km<sup>2</sup>**  
Land Area

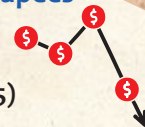


**96%**  
Literacy



Currency  
Seychelles Rupees

**2.6%**  
Inflation (2015)



**USD 2.404 billion**  
GDP

**4.3%**  
GDP (annual growth)



**USD 114 million**  
FDI Net flow

**91,400**  
Population (2014)



**UCT+4**  
Time



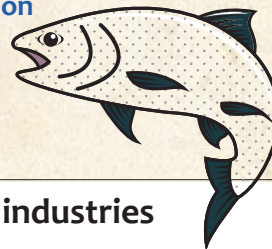
### SHADE TEMPERATURE

Climate

Seychelles lies outside the cyclone belt and enjoys a stable weather system. Shade temperature of around 25 to 31 degrees Celsius all year round

### Natural resources

Fish, copra, cinnamon trees



### Main industries

Tourism, processing of coconuts and vanilla, coir (coconut fibre) rope, boat building, printing, furniture, beverages, fisheries, real-estate, non-banking financial services



### Principal exports

Canned tuna, frozen fish, cinnamon bark, copra, petroleum products (re-exports)



### Main export destinations

France, UK, Japan, Italy



### Principal imports

Machinery & equipment, foodstuffs, petroleum products, chemicals, other manufactured goods



### Main import origins

Saudi Arabia, Spain, France

Source: SADC Investment Guide



**L**easing of land to a foreign enterprise and the renewal thereof, in the Seychelles requires government approval but there is no guarantee for acquisition of land or access to subsidies by foreigners.

Seychelles provides the following guarantees on movement of persons:



- **Business visitors** as well as **installers** and **maintainers** have a guaranteed entry and stay for a period up to 90 days.



- **Intra-corporate transferees** (managers, executives and specialists) who have been in prior employment for at least 1 year – up to 2 years, renewable.



- **Contractual services suppliers** – not more than three (3) consecutive contracts of 2 years each, i.e. a maximum of 6 years; and **independent professionals** – not more than 180 days.

Same treatment as nationals is fully guaranteed for the listed categories of persons.

SADC services providers including individuals seeking to supply their services in Seychelles may not be granted same preferences as those granted to traders from countries that have bilateral investment treaties with Seychelles.





# WHAT CAN YOU DO IN SEYCHELLES?

## COMMUNICATION SERVICES

### Postal and courier services



- There are no limitations on market access and same treatment as nationals is guaranteed for postal and courier services including express delivery services by private and state operators alike.

### Telecommunication services



- There are no limitations on market access and same treatment as nationals guaranteed for telecommunication services covering both basic and added value services.

### Audio-visual services



- The market for audio-visual services is fully liberalised except for television broadcasting.

## CONSTRUCTION AND RELATED SERVICES

### Construction services



- Providers enjoy full market access and same treatment as nationals in supplying construction services such as building and civil engineering works (Class I only); site investigation and renting of equipment with operator.

## Professional services



- Providers enjoy open market access and same treatment as nationals to supply professional services such as architectural, engineering, integrated engineering, and urban planning and landscape architectural services.

## ENERGY-RELATED SERVICES



- There are no limitations for the supply of the following energy-related services: research and development for crude oil, natural gas and condensate (analysis of petroleum products, management consulting related to energy and mining, services related to management consulting sector only, services incidental to mining, related scientific and technical consulting services for gas, mining and oil industry; and site preparation work for mining and energy services.

## FINANCIAL SERVICES

### Banking & other services



- Cross-border supply of banking and other financial services is not guaranteed except for private pension funds. Other than that, there are no limitations to market access and service providers can expect to enjoy same treatment as nationals.



## TOURISM AND TRAVEL-RELATED SERVICES

### Hotel & restaurant services



- Full guarantee provided for establishment of facilities (hotels/lodging) for more than 15 units for purposes of providing/letting of furnished accommodation for long stays (excluding units and boarding houses and cabins).



- Foreign equity is limited to 80% for hotel establishments with 16-24 units (excluding staff quarters) located on Mahe, Praslin, La Digue, Silhouette, Cerf and St Anne islands.

### Restaurants and motel lodging



- There is no limit to market access and service providers can expect to enjoy same treatment as nationals for restaurant (excluding restaurant with less than 21 covers) and motel lodging services (excluding establishments with less than 15 units).

### Tour operator service



- Foreign equity in a business setting up operations in the country is limited to 49%. Other than that, there are no other limitations.

## TRANSPORT SERVICES

### Maritime transport



- Full market access and same treatment as nationals is guaranteed with respect to passenger and freight service.



- Foreign equity is limited to 49% for establishments seeking to offer maintenance and repair of vessels (excluding vessels below 60 metres in length) and vessel salvage and re-floating services.

### Ancillary services



- There are no limitations to market access and service providers can expect to enjoy same treatment as nationals for services ancillary to all modes of transport such as cargo handling, storage and warehouse, and freight transport agency services.

### FOR ENQUIRIES

**Organisation:** Ministry of Finance, Economic Planning and Trade

**Address:** Liberty House, Independence Avenue  
P.O. Box 313, Victoria, Mahe

**Telephone:** +248 438 2000

**Website:** <http://www.finance.gov.sc/>



# SOUTH AFRICA

## FACTS & FIGURES



• Pretoria  
Capital city

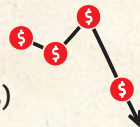
**1.22 million km<sup>2</sup>**  
Land Area



**94.3%**  
Literacy

Currency  
Rand

**4.8%**  
Inflation (2015)



**USD 724 billion**  
GDP (2015)

**1.4%**  
GDP (annual growth 2015)



**USD 5.7 billion**  
FDI Net flow (2014)

**54 million**  
Population (2015)



### Natural resources

Wide range of minerals, which include: gold, gem diamonds, platinum, manganese, vanadium, gold, chromium, antimony, coal, iron ore, nickel, phosphates, tin, rare earth elements, uranium, copper, salt, natural gas



### Main industries

Mining (world's largest producer of platinum, chromium), automobile assembly, metal works, machinery, textile, iron and steel, chemicals, fertilisers, foodstuffs, commercial ship repair



### Principal exports

Minerals & mineral products, precious metals (gold, diamonds, platinum) & metal products, chemical food products, machinery & equipment



Time

**UCT+2**  
in summer (Sept. to April) +2h



Climate

South Africa is a subtropical region, moderated by ocean on the two sides of the triangle-shaped country and the altitude of the interior plateau. These account for the warm, temperate conditions so typical of South Africa – and so popular with its foreign visitors

### Main export destinations

China, USA, Japan, Botswana, Germany, Namibia & India



### Principal imports

Machinery & equipment, chemicals, petroleum products, scientific instruments, foodstuffs



### Main import origins

China, USA, Japan, Germany, UK, India

Source: SADC Investment Guide





Local borrowing by a South African company with a non-resident shareholding of more than 25% is limited. Generally, South Africa guarantees temporary presence for a period of up to three years, unless otherwise specified, of the following categories of temporary workers without requiring compliance with an economic needs test: intra-corporate transferees (executives, managers, specialists and professionals), and persons engaged in establishment (but who must be in employment with the same SADC business/firm outside the country for at least one (1) year prior to the application for admission. Presence of services sales persons in the country is guaranteed for up to 90 days, and same treatment as nationals is fully guaranteed for all the listed categories of workers.

## WHAT CAN YOU DO IN SOUTH AFRICA?

### COMMUNICATION SERVICES

#### Courier services



- There are no limitations on market access and same treatment as nationals is guaranteed.

#### Telecommunication services



- For telecommunication services (both basic and value-added services) only two licences are available (public-switched/satellite-based telecommunications), while three licenses are available for mobile cellular services. For either, foreign investment is permitted up to a cumulative maximum of 30%.

#### Audio-visual services



- There are no limitations for the supply of electronic messaging/data processing services.

### CONSTRUCTION AND RELATED SERVICES

#### Construction services



- There are no limitations for construction services such as general construction work for building, civil engineering, installation and assembling, building completion and finishing, and other construction services i.e. pre-erection at construction site, special trade and renting service for construction equipment with operator). However, there is no commitment for cross-border supply due to lack of technical feasibility.

#### Professional services



- There are no limitations for the supply of engineering, integrated engineering, urban planning and landscape architectural services. For cross-border supply of building plans of 500 m<sup>2</sup> and over, the services of a locally registered architect have to be utilised.



## ENERGY-RELATED SERVICES

- In addition to those covered under construction and the related professional services, South Africa has guaranteed full market access and same treatment as nationals for the supply of:



- (i) other business services – management consultancy, services relating to management consultancy, technical testing and analysis, and engineering related scientific and technical consulting;
- (ii) distribution services – wholesale trade services of solid, liquid and gaseous fuels and related products, and retail sales of fuel oil, bottled gas, coal and wood), and
- (iii) environmental services (only consultancy) – cleaning of exhaust gases.

- There are no guarantees on cross-border supply of services incidental to mining and manufacturing although there are no limitations on establishing commercial presence.



## FINANCIAL SERVICES

South Africa is part of the Common Monetary Area (CMA), which also includes Eswatini, Lesotho and Namibia. All members enjoy preferential access to the South African capital and money markets, and the transfer of funds to or from any of these countries is exempt from exchange controls.

### Insurance services

- Acquisition of shares or any other interest (by a resident or non-resident) in a registered South African insurer resulting in the holding of 25% or more of all the shares or other interest in that business, requires the written approval of the regulatory authority plus, the public officer, majority of directors and statutory actuary must be resident in South Africa.



- Cross-border life and non-life insurance services, insurance intermediation and supplementary services and all insurers (and insurers on whose behalf policies are sold) offering these services need to be incorporated as a public company in South Africa and registered with the supervisory authority to carry on insurance business in the country.



- There are no limitations on cross-border supply of re-insurance although no guarantee is given for same treatment as nationals. In addition, reinsurers must be locally incorporated.

## Banking & other services





- Cross-border supply of banking and other financial services (excluding insurance) is not guaranteed except for asset management, collective investment schemes and advisory services whereas obtaining these services abroad is only permitted for asset management, collective investment schemes, advisory services provision and transfer of financial information and financial data processing.



- Dealings in foreign exchange in South Africa must be carried out through a dealer authorised by the Reserve Bank, and only banks registered to operate in South Africa with the required minimum capital base are eligible to seek authorisation as foreign exchange dealers.



 Custodial services for securities and financial instruments (including equities and bonds) need to be incorporated as public companies in South Africa.


 Trading for the account of customers on a licensed exchange, other than derivative products, requires separately capitalised incorporation in South Africa as a public or private company while trading for the account of customers in derivative products on a licensed exchange requires local incorporation.

**TOURISM & TRAVEL-RELATED SERVICES**


 South Africa guarantees full market access and same treatment as nationals on the supply of hotels and restaurants (including catering), travel agencies and tour operator, and tourist guide services.

**TRANSPORT SERVICES**


**Maritime, internal waterways, rail, road, space**


 There are no guarantees for providers to engage in cross-border supply or establish commercial presence for maritime, internal waterways rail, road, pipeline, and space transport services.

**Auxiliary services**

 There are no guarantees on market access or same treatment as nationals for services auxiliary to all modes of transport (cargo handling, storage and warehouse, and transport agency services), except for some air transport services.

**Air transport**

 Cross-border supply is guaranteed only for maintenance and repair of aircraft but not for selling and marketing or computer reservation services.

 Foreign equity is limited to 49% for operations in South Africa and 25% for operations from South Africa to third parties in the case of an establishment dealing with maintenance and repair of aircraft as well as computer reservation services.

**Road transport**

 South Africa makes exceptions for road transport operators to carry goods and passengers to or from South Africa and between third countries based on existing agreements with certain countries. The beneficiaries of the exemptions include Botswana, Eswatini, Malawi, Zimbabwe and other sub-Saharan African countries.

**FOR ENQUIRIES**  
**Organisation:** Department of Trade, Industry and Competition  
**Address:** 12 Robert Sobukwe 77 Meintjies Street, Sunnyside, Pretoria Private Bag X84, Pretoria, Gauteng, 0001  
**Telephone:** +27 12 394 9500  
**Website:** <http://www.thedtic.gov.za>



# UNITED REPUBLIC OF TANZANIA

## FACTS & FIGURES



• **Dodoma**  
Capital city

**947,300** km<sup>2</sup>  
Land Area



**80.3%**  
Literacy



Currency  
Tanzanian shillings (TZS)

**5.6%**  
Inflation (2015)



**USD 138.3** billion  
GDP (2014)

**7%**  
GDP (annual growth)



**USD 2.04** billion  
FDI Net flow (2014)

**51.82** million  
Population (2014)



**UTC +3**  
Time



**TROPICAL**  
Climate

### Natural resources

Gold, diamonds, nickel, silver, uranium, copper, coal; natural gas and Tanzanite gemstone, which is found nowhere in the world other than Tanzania



### Main industries

Textile, light consumer goods, agriculture, precious metals & gems



### Principal exports

Gold, tobacco, coffee, cotton, cashew nuts, tea and cloves



### Main export destinations

India, South Africa, China, Kenya and Japan



### Principal imports

Refined petroleum, palm oil, wheat



### Main import origins


India, China, United Arab Emirates, Switzerland, Kenya

Source: SADC Investment Guide




**T**anzania requires all foreign establishments to be registered and licensed in the country. Government approval is required for acquisition of domestic firms and mergers, and leasing of land by foreigners or foreign companies (with at least 51% shares held by a foreigner) while in the case of real estate an economic needs test would apply. Foreign services suppliers are required to transfer technology and skills to locals. Lastly, there is no guarantee that foreigners will have access to subsidies.


Tanzania guarantees access of the following categories of temporary workers:



- **Business visitors** for a period of up to 90 days in every 365 days, without renewal.

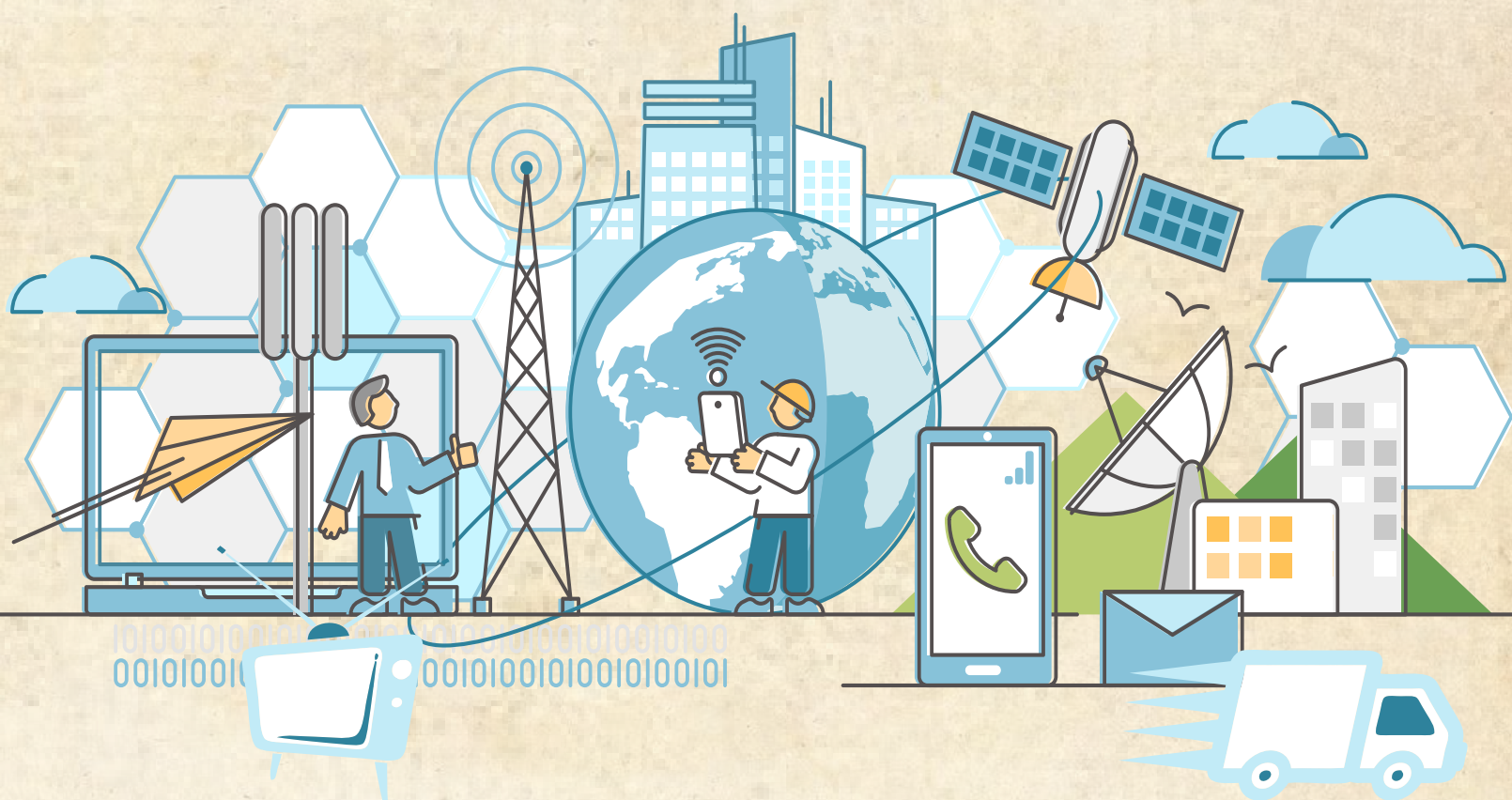


- **Intra-corporate transferees** such as executives, managers and specialists: only for short periods of stay up to nine (9) months.



- **Contractual services suppliers** for a period of up to 2 years but only in the specific sectors in which contract has been entered into and employees should have appropriate educational and professional qualifications relevant to the services to be provided and approval by competent authority is required.

Same treatment as nationals is guaranteed for all the listed temporary worker categories.





# WHAT CAN YOU DO IN TANZANIA?

## COMMUNICATION SERVICES

### Courier services



- Full market access and same treatment as nationals are guaranteed.

### Telecommunication services



- The maximum shareholding by SADC suppliers may not exceed 75% of the company's paid-up shares.

### Audio-visual services



- There are no limitations on market access and same treatment as nationals is guaranteed on cross-border supply of audio-visual services such as radio and television services, and radio and television transmission services, however foreign capital participation is limited to 49% for the establishment of commercial presence.

## CONSTRUCTION AND RELATED SERVICES

### Construction services



- There are no market access limitations and same treatment as nationals is guaranteed for establishment of commercial presence for provision of construction services of Class 1 works only (as defined based on project of any value in the respective type of work) in general construction for building and civil engineering, installation, assembling and erection of pre-fabricated construction, building completion and finishing, and other services i.e. pre-erection work at construction site, and special trade. However, there is no commitment for cross-border supply of the same.

## Professional services



- There are no guarantees provided for cross-border supply of professional services such as architectural, engineering, integrated engineering and urban planning, however, guarantees are given for market access and same treatment as nationals with regard to establishment of commercial presence.

## ENERGY-RELATED SERVICES



- There are no market access limitations and same treatment as nationals is guaranteed for establishment of commercial presence for energy-related advisory services, industrial and manufacturing, oil and gas transportation, power and other projects, among others. The scope of cover for energy-related services is limited to Class 1 services (as defined based on a project of any value in the respective type of work). In addition, there is no commitment for cross-border supply of the same.



- There are no guarantees on cross-border supply of services incidental to mining and manufacturing although there are no limitations on establishing commercial presence.



## FINANCIAL SERVICES

### Insurance services

- There is no commitment on cross-border supply of insurance services such as life, accident and health insurance services; non-life insurance; reinsurance and retrocession and services auxiliary to insurance (including broking and agency).



- At least a third of the controlling interest, whether in terms of shares, paid up capital or voting rights must be held by citizens of Tanzania, and at least a third of the members of the Board must be citizens of Tanzania.



### Banking & other services

- A banking institution may not employ more than five foreigners and at least two members of the Board of Directors must be citizens.



## TOURISM AND TRAVEL-RELATED SERVICES

- Tanzania guarantees full market access and same treatment as nationals in the supply of tourism services such as hotels and restaurants, and tour operator services. However, the scope of the commitment covers hotels and restaurants of 3 stars and above but 4 stars and above for islands, national parks and game reserves; and tour operator services in Mainland Tanzania only.



## TRANSPORT SERVICES

### Maritime & internal waterways transport

- There are no limitations on market access for maritime and internal waterways transport services such as passenger and freight transportation, rental of maritime vessels with crew but the national treatment for establishment of commercial presence is on condition that a vessel flies the Tanzanian flag and that seven (7) out of 10 executive posts are held by Tanzanian citizens.



### Air transport

- There are no market access limitations and same treatment as nationals is guaranteed for air transport services such as maintenance and repair of aircraft.



### Road transport

- Cross-border supply of road transport services such as passenger and freight transportation is not guaranteed and neither are market access or national treatment for establishment of commercial presence.



## FOR ENQUIRIES

**Organisation:** Director of Trade Integration,  
Ministry for Industry and Trade,

**Address:** Government City, Mtumba Area  
P.O. BOX 2996, Dodoma

**Email:** ps@mit.go.tz cc: dti@mit.go.tz

**Telephone:** +255 262963470





# ZAMBIA

## FACTS & FIGURES



• Lusaka  
Capital city

**752,000** km<sup>2</sup>  
Land Area



**68%**  
Literacy

Currency  
Zambian Kwacha



**10.1%**  
Inflation (2015)



**USD 21.2** billion  
GDP (2015)

**3.2%**   
GDP (annual growth, 2015)

**USD 3.2** billion  
FDI Net flow (2014)

**15.72** million  
Population (2014)



**UTC +2**

Time



**SUB-TROPICAL**

Climate



Zambia's geographic position and high altitude provides the country with sub-tropic vegetation and climatic conditions

**Natural resources**

Copper, cobalt, coal, emerald, gold, water, wildlife, timber



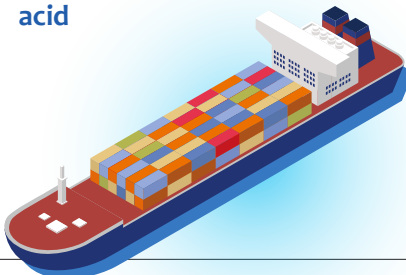
**Main industries**

Copper mining and processing, construction, foodstuffs, beverages



**Principal exports**

Refined copper, raw copper, raw tobacco, cobalt and sulphuric acid



**Main export destinations**

Switzerland, China, Democratic Republic of Congo, South Africa, Australia



**Principal imports**

Copper ore, refined petroleum, delivery trucks, iron structures, large construction vehicles



**Main import origins**

South Africa, Democratic Republic of Congo, China, Kenya, India

Source: SADC Investment Guide






**R**egistration and/or incorporation in Zambia is mandatory for foreign companies seeking to operate in all sectors except for construction and tourism sectors, in which case the requirement is optional. For a registered company, the company secretary and half of the directors including the managing director and for branches at least one (1) director must be resident<sup>9</sup>.

Guarantees on entry of temporary workers:



- **Business visitors, contractual and independent services suppliers** – up to 30 days in any 12-month period




- **Intra-corporate transferees** (executives, managers & specialists) – up to 2 years renewable for 2 years.

Same treatment as nationals is fully guaranteed for the listed temporary worker categories except that intra-corporate transferees in higher skills must train Zambians to enable them to assume specialised roles.

## WHAT CAN YOU DO IN ZAMBIA?


### COMMUNICATION SERVICES

#### Courier services



- Courier services such as multimodal courier services for remailing of items weighing more than 1kg do not attract any market access restrictions and same treatment as nationals is guaranteed for cross-border supply and establishment of commercial presence.

#### Telecommunication services




- There are no market access limitations on telecommunication services covering voice telephony, data transmission leased circuit, value-added services and other services (i.e. paging and teleconferencing) other than the fact that an additional licence for establishment of commercial presence to supply voice mobile telephony services for public and fixed, mobile and satellite lease is subjected to an economic needs test (ENT)<sup>10</sup>.

### CONSTRUCTION AND RELATED SERVICES

#### Professional services



- For professional services such as architectural and engineering services, there are no market access or national treatment limitations for the supply of engineering services. The scope of architectural services however is limited to non-residential building projects of office (above 10,000m<sup>2</sup>), retail (above 20,000m<sup>2</sup>), hotels (above 20,000m<sup>2</sup>), convention centres (above 30,000m<sup>2</sup>), health care (above 40,000m<sup>2</sup>) and entertainment, recreational excluding cultural buildings (above 25,000m<sup>2</sup>).



- Cross-border supply requires services of a locally registered architect while establishment of commercial presence is subject to a joint venture, on project basis of up to 49% foreign participation. Where temporary relocation is necessary, a foreign architect is required to partner with a locally registered architect on a contractual and project-specific basis.

<sup>9</sup> This requirement does not apply to suppliers of services such as accountancy, medical & dental, those by midwives, nurses, physiotherapists & paramedics, technical testing and analysis, incidental to mining, construction & related engineering, banking, hospital, other human health, tourism and travel services

<sup>10</sup> ENT is undertaken periodically and takes into account the following: availability of spectrum; population levels; per capita income; subscriber base; market penetration levels; competition levels; national coverage; and tariff levels.



## Construction services

- There are no market access limitations and same treatment as nationals is guaranteed for supply of construction services such as general construction works for building and civil engineering, assembling and installation, building completion and finishing, and other services (site preparation, special trade and rental of construction equipment without operator).



## ENERGY-RELATED SERVICES

- There are no market access limitations and same treatment as nationals is guaranteed for supply of the following energy related services: technical testing and analysis and services incidental to mining; construction; electricity transmission and distribution (on own account), wholesale trade related to coal and peat goods, and crude petroleum and natural gas; pipeline transportation of petroleum and natural gas; and refined petroleum products manufacturing services.



## FINANCIAL SERVICES

### Banking & other services

- Legal entities must be registered or incorporated, licensed or designated by the appropriate authority in Zambia to provide banking and other financial services (excluding insurance services).



- Acquisition of more than 25% voting shares in a bank/financial institution may only happen with the prior approval of the Bank of Zambia, unless listed on a recognised stock exchange. Furthermore, national treatment will be accorded to those meeting specific voting share requirements prescribed by the central bank.



## TOURISM & TRAVEL-RELATED SERVICES



- Zambia has guaranteed it has no limitations for the supply of hotel and restaurants, travel agency and tour operator, tourist guide services; and other tourism services.

## TRANSPORT SERVICES

### Internal waterways transport



- For internal waterways transport such as passenger transportation by ferries and freight transportation of frozen or refrigerated goods there is no guarantee for cross-border freight transport or national treatment guarantee for establishment of commercial presence for passenger transport.

### Road transport services



- There is no guarantee for cross-border supply of road transport services such as freight transportation of build liquid or gas and containerised freight (excluding cabotage), while maximum foreign shareholding where commercial presence is established is limited to 25% and directors must be exclusively Zambian.

## FOR ENQUIRIES

**Organisation:** Ministry of Commerce, Trade and Industry

**Address:** New Government Complex  
8th, 9th and 10th floors, Nasser Road  
P.O. Box 31968 Lusaka, Zambia

**Email:** info@MCTI.gov.zm






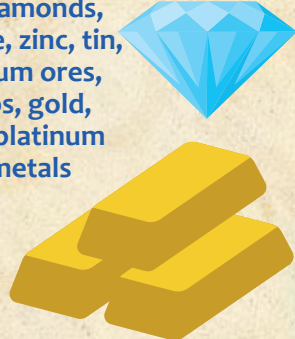




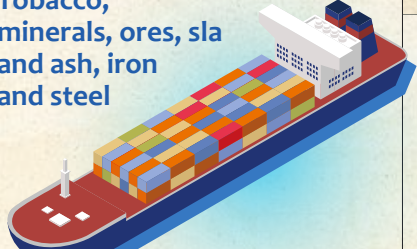

**Telephone:** +260 211 228301/9

**Fax:** +260 211 226984



# ZIMBABWE

## FACTS & FIGURES

 <p>• Harare Capital city</p>	<p><b>14.1 million</b> Population (2015 Est.)</p> 	<p><b>UCT+2</b> Time</p> 
<p><b>390,580 km<sup>2</sup></b> Land Area</p>   <p><b>97%</b> Literacy</p>	<p><b>Natural resources</b> Coal, diamonds, iron ore, zinc, tin, chromium ores, asbestos, gold, nickel, platinum group metals</p> 	<p><b>Main export destinations</b> South Africa, Mozambique, United Arab Emirates, Zambia</p> 
<p><b>Currency</b> Multi-currency system (USD, Rand, GBP, Euro)</p>  <p><b>1%</b> Inflation (2015)</p>  <p><b>USD 4.1 billion</b> GDP</p> <p><b>1.5%</b>  GDP (annual growth, 2015)</p> <p><b>USD 535 million</b> FDI Net flow</p>	<p><b>Main industries</b> Agriculture, manufacturing, tourism</p>  <p><b>Principal exports</b> Tobacco, minerals, ores, sla and ash, iron and steel</p> 	<p><b>Principal imports</b> Machinery, fuel, motor vehicles, cereals</p>  <p><b>Main import origins</b> South Africa, United Kingdom, United States of America, Argentina, Germany, Japan</p>

Source: SADC Investment Guide



The purchase of shares in companies listed on the stock exchange by foreign investors is limited to 49% per counter of the issued capital, in addition to any existing foreign holding in a company. A single investor however may not buy more than 15% of the shares on offer.

The guarantee for the categories of temporary workers is as follows:



- **Business visitors**, for up to 90 days in 365 days but each visit is not to exceed 30 days.



- **Contractual and independent services suppliers** – up to 180 days renewable for another 180 days.



- **Intra-corporate transferees** (executives, managers & specialists) – up to 2 years renewable for 2 years.

Same treatment as nationals is fully guaranteed for business visitors, executives and managers but specialists must train and transfer specialist knowledge and skills to a Zimbabwean.

## WHAT CAN YOU DO IN ZIMBABWE?

### COMMUNICATION SERVICES

#### Postal and courier services



- There are no limitations on market access and same treatment as nationals is guaranteed on cross-border supply and establishment of commercial presence for postal and courier services, including express delivery services.



- There are no market access limitations and same treatment as nationals is guaranteed for cross-border supply and establishment of commercial presence for the provision of telecommunication services.

#### Audio-visual services



- Cross-border supply of audio-visual services is guaranteed with full market access and same treatment as nationals except for live recording. Establishment of commercial presence by a SADC firm is, however, subject to a joint venture partnership requirement with foreign ownership limited to 49%.



## CONSTRUCTION AND RELATED SERVICES

### Professional services



- There are no guarantees provided for cross-border supply of professional services such as architectural services for non-residential building projects and engineering services for industrial and manufacturing projects. Establishment of commercial presence is subject to a maximum of 49% foreign ownership.

### Construction services



- There are no limitations on establishing commercial presence for construction works, however, there are no commitments for cross-border supply of the same.



- There is no commitment for cross-border supply of construction services of outdoor sport and recreation facilities and other civil engineering works, while establishment of commercial presence is subject to a joint venture of up to 49% of foreign ownership.

## ENERGY-RELATED SERVICES



- Zimbabwe guarantees full market access and same treatment as nationals for the supply of technical testing and analysis, refined petroleum products manufacturing, support services to electricity transmission and distribution; and management consulting, business consultancy and other management services, except construction project management services.

## FINANCIAL SERVICES



- Foreign equity participation in financial institutions is restricted to 60% for banking and other financial services (excluding insurance services).

## TOURISM AND TRAVEL-RELATED SERVICES



- There are no market access limitations and same treatment as nationals is guaranteed for hotel and restaurant, travel agency and tour operator services, and tourist guide services.

## TRANSPORT SERVICES

### Internal waterways services



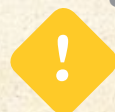
- There is no commitment on cross-border supply for passenger and freight transport services while establishment of commercial presence is subject to a joint venture requirement of up to 49% foreign partnership.

### Air transport



- There are no market access limitations and same treatment as nationals is guaranteed for air transport services as computer reservation systems (CRS), maintenance and repair of aircraft, and selling and marketing of air transport services.

### Rail transport



- There are no limitations on cross-border supply for rail transport services such as maintenance and repair of rail equipment, and for passenger and freight transportation. Establishment of commercial presence is subject to a joint venture requirement of up to 49% foreign partnership.

## FOR ENQUIRIES

**Organisation:** Ministry of Foreign Affairs and International Trade

**Address:** P.O Box 4240. Munhumutapa Building Samora Machel Avenue/Sam Nujoma Street, Harare

**Email:** [tradediaspora@zimfa.gov.zw](mailto:tradediaspora@zimfa.gov.zw)  
[tradediaspora@gmail.com](mailto:tradediaspora@gmail.com)

**Telephone:** +263 242 794681-6 / +263 242 793372-5













## SOUTHERN AFRICAN DEVELOPMENT COMMUNITY


### TOWARDS A COMMON FUTURE


The Southern African Development Community (SADC) is an inter-governmental organisation headquartered in Gaborone, Botswana. Its goal is to further regional socio-economic cooperation and integration as well as political and security cooperation among 16 countries in southern Africa.

 Facebook: [sadc.int/](https://www.facebook.com/sadc.int/)  Twitter: @SADC\_News  Email: [registry@sadc.int](mailto:registry@sadc.int)  Website: [www.sadc.int](http://www.sadc.int)

 SADC House  
Plot No. 54385  
Central Business District  
Gaborone, Botswana

 Tel: +267 395 1863

 Fax: +267 397 2848  
+267 318 1070

 Private Bag 0095  
Gaborone, Botswana



Implemented by:



ISBN: 978-99968-919-4-6