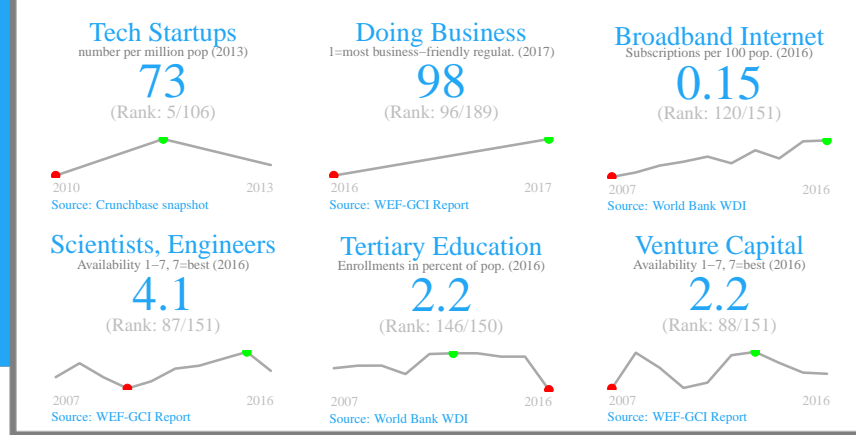


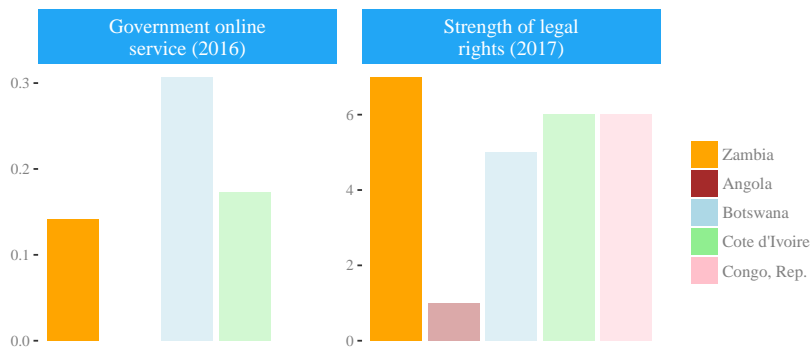
Zambia

Country Snapshot



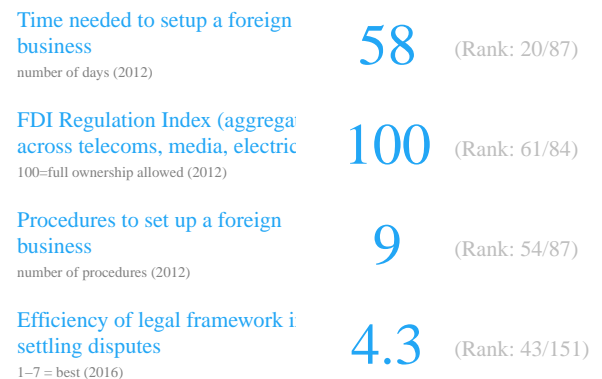
POLICY Laws, regulations, and government initiatives

GOVERNMENT INDEXES



SOURCES: GLOBAL INFORMATION TECHNOLOGY REPORT; WORLD BANK - WDI

INVESTMENT FRIENDLINESS

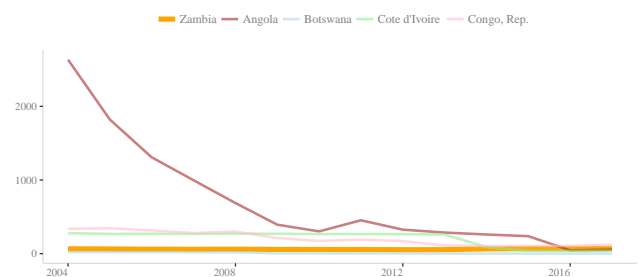


SOURCE: INVESTING ACROSS BORDERS

DOING BUSINESS 2017

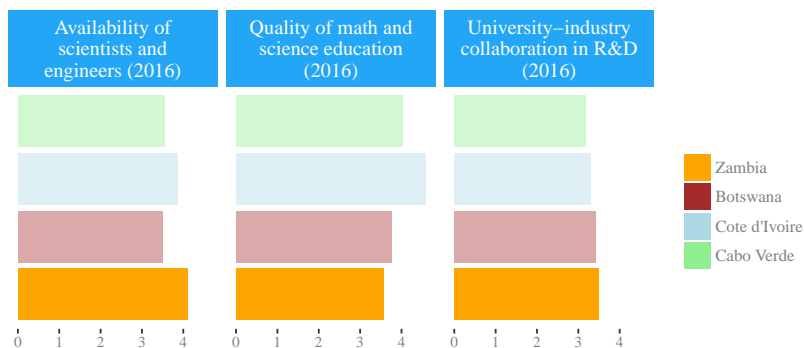
	2016	DTF	2017	Change	2016	Rank	2017	Change
Ease of doing business index	60.77	60.54	-0.23		94	98	-4	
Dealing with Construction Permits	71.62	70.85	-0.77		67	78	-11	
Enforcing Contracts	49.89	49.89	0		133	135	-2	
Getting Credit	75	75	0		19	20	-1	
Getting Electricity	62.25	49.86	-12.39		109	153	-44	
Paying Taxes	79.94	80.16	0.22		56	58	-2	
Protecting Minority Investors	53.33	53.33	0		85	87	-2	
Registering Property	40.61	49	8.39		170	145	25	
Resolving Insolvency	45.4	49.4	4		89	83	6	
Starting a Business	84.88	84.95	0.07		96	105	-9	
Trading Across Borders	46.99	46.99	0		161	161	0	

SOURCE: DOING BUSINESS

COST OF BUSINESS STARTUP PROCEDURES
% of GNI per capita

SOURCE: WORLD BANK WDI

HUMAN CAPITAL State of educational institutions and access to skilled labor

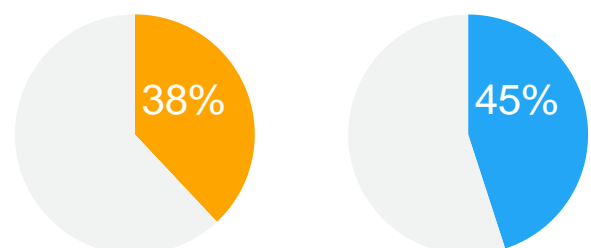
AVAILABILITY OF SKILLED LABOR AND EDUCATION
(1-7, 7 = best)

SOURCE: WEF-GCI REPORT

POPULATION EMPLOYED IN SERVICES SECTOR

(% total employed population)
Zambia (2012)

SSF (simple average, 2012)



SOURCE: WORLD BANK WDI

FINANCING

Sources of capital available for digital entrepreneurs, including debt, equity, grants, blended financing, etc

FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

FDI, net inflows
BoP, current US\$, as % GDP (2015)

7.8

(Rank: 78/195)



Investment in Telecoms w/ Private Part.

Millions, \$US (2014)

39

(Rank: 77/136)



Market Capitaliz. of Listed Companies

% of GDP (2011)

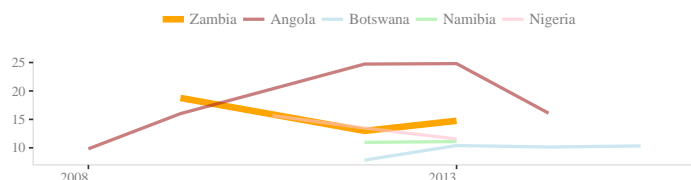
14

(Rank: 57/115)



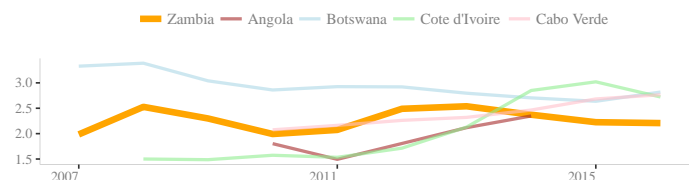
SOURCES: WEF-GCI REPORT; WORLD BANK - WDI

INFORMAL INVESTORS RATE (% of 18-64 population)



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

VENTURE CAPITAL AVAILABILITY (1-7, best)

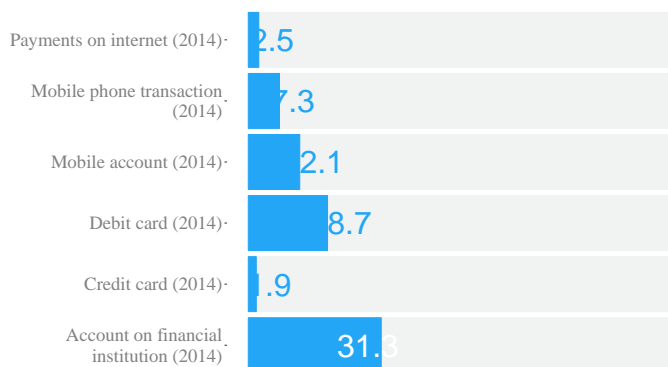


SOURCE: WEF-GCI REPORT

MARKETS

Existence of early customers and distribution channels

FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

DIGITAL COMMERCE & INTERNET ACCESS

New business density

new registrations per 1,000 people ages 15-64 (2009)

1

(Rank: 82/137)

Ratio of online/in store purchases

Percentage (2016)

(Rank: /54)

Firms using email to interact with clients/suppliers (%)

% of firms (2010)

53.1

(Rank: 112/146)

Firms with their own Website

% of firms (2014)

20.3

(Rank: 120/143)

ICT service exports

% of service exports, BoP (2014)

9.8

(Rank: 135/178)

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI

CULTURE

Societal attitudes toward entrepreneurship

	Avg 2003-2011	2011	2012	2013	2014	2015	2016	
Company spending on R&D, 1-7 = best	2.7	3.2	3.5	3.5	3.4	3.2	3.2	
Listed domestic companies, total, Number	13.4	20.0	NA	NA	NA	NA	—	
Perceived Capabilities, % of 18-64 population	77.5	NA	83.8	79.7	NA	NA	—	
Fear of Failure Rate, % of 18-64 population	12.8	NA	16.7	15.4	NA	NA	—	
Number of tech startups, number per million pop	70.7	NA	77.5	72.7	NA	NA	—	
High Status Successful Entrepreneurship, % of 18-64 population	71.8	NA	78.7	71.2	NA	NA	—	
Media Attention for Entrepreneurship, % of 18-64 population	72.5	NA	71.6	69.0	NA	NA	—	
Total early-stage Entrepr. Activity (TEA), % of 18-64 population	32.6	NA	41.5	39.9	NA	NA	—	
Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA	41.1	NA	46.2	37.2	NA	NA	—	
New Product early-stage Entrepr. Activity, % of TEA	26.6	NA	31.8	19.4	NA	NA	—	

SOURCES: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION; WORLD BANK - WDI

SUPPORTS

Infrastructure and support services available through incubators, accelerators and other NGOs

	Avg 2003-2011	2011	2012	2013	2014	2015	2016	
% firms identifying transportation as major constraint, % of firms	NaN	NA	NA	16.40	NA	NA	—	
% of firms with an annual fin. Statem. reviewed by ext. audit., % of firms	NaN	NA	NA	54.30	NA	NA	—	
Quality of electricity supply, 1-7 = best	3.42	3.48	3.52	3.10	3.33	3.35	2.51	
Broadband Internet subscriptions, per 100 population	0.04	0.08	0.06	0.11	0.07	0.14	0.15	
Internet bandwidth, kb/s/capita	0.14	0.14	0.45	2.76	4.18	4.22	3.19	
Access to electricity, % population	18.50	NA	22.06	NA	NA	NA	—	
ICT goods imports, % total goods imports	3.43	2.97	2.28	2.22	2.48	NA	—	
Internet users, per 100 population	5.36	11.50	13.47	15.40	19.00	21.00	—	

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI