

T&C

Snapshots

Data Note

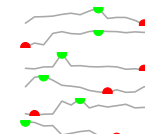


Zambia

| GDP (US\$ billions) (2016) | Population (millions) (2016) | Income per capita (current US\$) (2016) | Poverty rate (2010) | Unemployment rate (2014) |
|-------------------------------|------------------------------------|---|------------------------|-----------------------------|
| 29 | 17 | 1,757 | 64 | 13 |

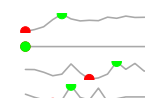
Macro Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|-------|--------|-------|-------|-------|
| GDP growth (annual %) | 7.36 | 6.73 | 6.71 | 5.60 | 4.00 | 5.30 |
| Current account balance | -19.92 | 2.91 | -1.32 | 1.83 | -0.26 | 1.06 |
| Fiscal balance (% of GDP) | -0.87 | -2.39 | -5.84 | -5.15 | -6.71 | -6.10 |
| Remittances, received (% of GDP) [1] | 0.45 | 0.29 | 0.20 | 0.22 | — | — |
| Real Effective Exchange Rate (2010=100) | 94.61 | 99.19 | 101.98 | 94.86 | 95.81 | 95.61 |
| Consumer Price Index, annual percent change | 14.70 | 6.22 | 7.00 | 7.80 | 7.50 | 7.70 |



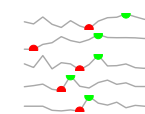
Investment indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|------|------|------|------|------|
| Gross domestic investment (% GDP) | 26.9 | 32.3 | 34.6 | 33.2 | 33.4 | 33.7 |
| Gross domestic investment, of w: Private investment (% GDP) [1] | 29.9 | — | — | — | — | — |
| Inward FDI (% of GDP) [2] | 6.4 | 11.8 | 8.1 | 11.0 | — | — |
| Inward FDI, % of private investment [2] | 34.2 | 30.3 | NA | — | — | — |



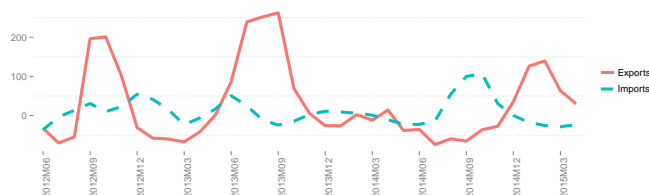
Trade Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|-------|-------|-------|-------|-------|
| Total Trade in Goods and Services (% of GDP, real terms) | 63.67 | 70.50 | 74.60 | 71.10 | 67.91 | 68.70 |
| Trade balance (% GDP, real terms) | -2.18 | 5.90 | 6.00 | 5.70 | 4.71 | 7.30 |
| Exports, Goods and Services, annual percent change (real terms) | 12.39 | 7.10 | 12.58 | 0.62 | -1.67 | 10.21 |
| Imports, Goods and Services, annual percent change (real terms) | 6.44 | 8.25 | 13.32 | 0.67 | 0.50 | 2.30 |
| Total reserves in months of imports [1] | 2.87 | 3.80 | 2.65 | 3.14 | — | — |



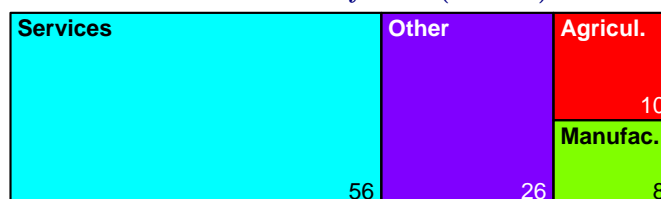
Sources: MFM note, [1] World Development Indicators (WDI), [2] UNCTADSTAT, [3] World Economic Outlook (WEO)

Goods Export and Import volume growth, 2012-2015



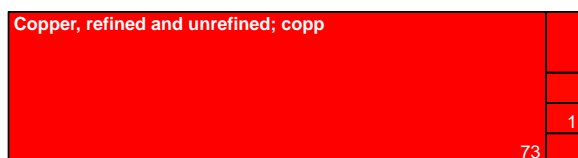
Source: Development Prospects Group (DECPG)

Gross Value Added by Economic Activity 2013 (% GDP)



Source: World Development Indicators (WDI)

Top 5 Exports by % of Total Value, 2014



Imports Categories by % of Total Value, 2014



Source: World Integrated Trade Solution (WITS)

Doing Business 2015 Ranks (among all countries)

| | DB 2015 Rank | DB 2016 Rank | Change in Rank |
|-----------------------------------|--------------|--------------|----------------|
| Dealing with Construction Permits | 116 | 110 | 6 |
| Ease of Doing Business Rank | 91 | 97 | -6 |
| Enforcing Contracts | 133 | 134 | -1 |
| Getting Credit | 24 | 19 | 5 |
| Getting Electricity | 120 | 123 | -3 |
| Paying Taxes | 81 | 46 | 35 |
| Protecting Minority Investors | 87 | 88 | -1 |
| Registering Property | 154 | 157 | -3 |
| Resolving Insolvency | 103 | 107 | -4 |
| Starting a Business | 73 | 78 | -5 |
| Trading Across Borders | 110 | 152 | -42 |

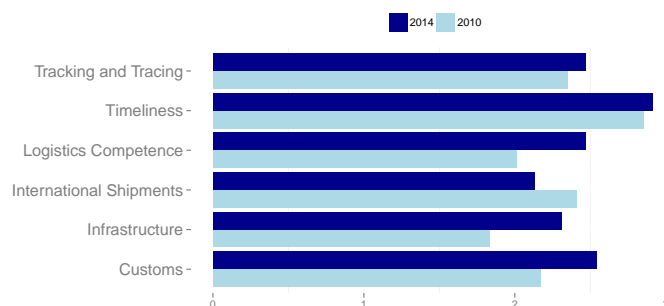
Source: Doing Business Report 2015

WEF Competitiveness Indicators (Scale 1-5, 5=best)



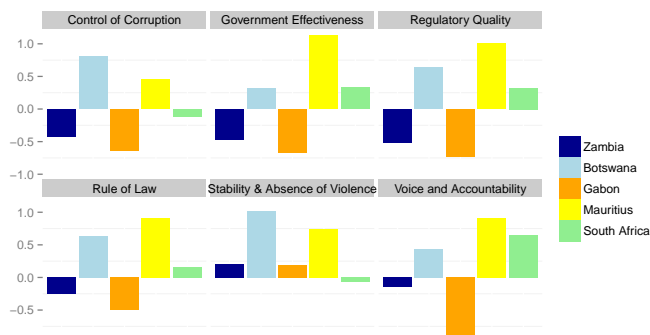
Source: WEF Global Competitiveness Report 2015

Logistics Performance Index (Scale 1-5, 5=best)



Source: Logistics Performance Index (World Bank)

World Governance indicators (Std. score, High=best)



Source: Worldwide Governance Indicators

Trade Policy

| | 2010 | 2014 |
|--|------|------|
| Applied Tariff (Incl. Prefers. and Trade-Weighted) | 11.2 | — |
| Binding (%) | 16.8 | — |
| Dispersion (Standard Deviation) | 9.9 | — |
| Import duties collected (%; 2009-2011) [1] | — | 6.2 |
| MFN Tariff (Agriculture) | 19.1 | — |
| MFN Tariff (Non-Agriculture) | 12.2 | — |
| MFN Tariff (Simple Average) | 13.4 | — |
| Services sectors with GATS commitments [1] | — | 16 |

Sources: WITS, [1] WTO Trade Profiles

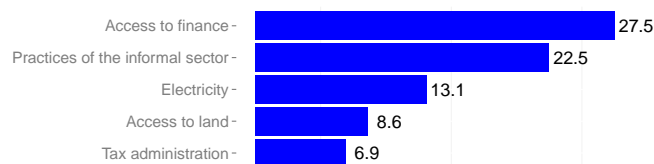
Private Sector's Views

Enterprise Survey 2013

| | Zambia | Sub-Saharan Africa | All Countries |
|---|--------|--------------------|---------------|
| Number of electrical outages in a typical month | 5.20 | 8.30 | 6.30 |
| Percent of firms with a bank loan/line of credit | 8.80 | 23.10 | 34.30 |
| Proportion of investment financed by banks (%) | 6.50 | 9.90 | 14.30 |
| Proportion of investment financed internally (%) | 80.50 | 76.70 | 71.80 |
| Senior management time spent dealing with the requirements of government regulation (%) | 8.80 | 8.20 | 9.90 |

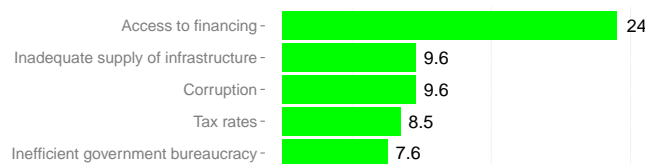
Source: Enterprise Survey 2013

Top 5 constraints according to ES 2013 (% respondents)



Source: Enterprise Survey 2013

Top 5 constraints according to WEF 2015 survey (% respondents among 88 executives)



Source: WEF Global Competitiveness Report 2015



T&C Snapshots Operations Note



Zambia

SCD/CPF

Most Recent

| Product | Document | Date |
|--|----------|------------|
| Zambia - Joint IDA/IFC/MIGA Country partnership strategy | | 2014-03-25 |

Planned

| Product | Concept Review Date | Board Date |
|--------------------------------------|---------------------|------------|
| Zambia Performance & Learning Review | 2015-04-07 | 2015-08-26 |

WB Lending Pipeline

| Project ID | Project Name | Team Leader | Approval Date | Lending Inst. Type | Begin Appraisal | Commitment (US\$M) | Latest Sort Overall Risk Rating | FY Expenses (US\$K) | Cum Expenses (US\$K) | FY Prob |
|------------|--|-----------------|---------------|--------------------|-----------------|--------------------|---------------------------------|---------------------|----------------------|---------|
| P156492 | Zambia Agro Processing and Trade Project | Brian G. Mtonya | 2016-10-27 | IPF | 2016-06-20 | 50 | — | 0 | 0 | B |

WB Portfolio

Active

| Project ID | Project Name | Team Leader | Approval Date | Lending Inst. Type | Closing Date | Commitment (US\$M) | Undisbursed Balance (US\$M) | Project Rating DO | Project Rating IP | Overall Risk | Months in Problem Status |
|------------|--------------|-------------|---------------|--------------------|--------------|--------------------|-----------------------------|-------------------|-------------------|--------------|--------------------------|
| None | | | | | | | | | | | |

Closed

[illegible]

WB ASA
Active

| Task ID | Task Name | Team Leader | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|-----------|-------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| None | | | | | | | | | |

Closed

| Task ID | Task Name | Team Leader | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|--|--------------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P145855 | ZAMBIA MINING LOCAL CONTENT PROGRAM | Brian G. Mtonya | 2015-03-22 | TA | N | 0 | 0 | 114 | 114 |
| P132612 | Diagnostic Trade Integration StudyZambia | Nora Carina Dihel | 2014-07-05 | EW | N | — | 0 | 9 | 386 |
| P107751 | Jobs & Prosperity: Building Zambia's Com | W. Marie Sheppard | 2010-06-30 | EW | N | — | 0 | 1,608 | 1,608 |
| P107980 | ZM-IF Follow Up (FY08) | Ian John Douglas Gillson | 2007-10-22 | TA | N | — | 0 | — | 0 |
| P103663 | ZM-IF Follow Up (FY07) | Ian John Douglas Gillson | 2007-06-11 | TA | N | — | 0 | 53 | 53 |
| P106077 | Zambia: Tools for Trade Policy Analysis | Soamiely Andriamananjara | 2007-04-13 | TE | N | — | 0 | — | 0 |
| P095256 | Participation to SATRN researchers wkshp | Soamiely Andriamananjara | 2005-05-20 | TE | N | — | 0 | 8 | 8 |
| P083121 | TRADE POLICY REVIEW | Fahrettin Yagci | 2003-07-07 | EW | N | — | 0 | 0 | 0 |

IFC ASA
Active

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|---|---------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 584967 | Zambia Investment Climate Program II | Nuamah, Peter | 2012-12-12 | 2016-12-31 | 2,857 | 1,948 | 170 |
| 599819 | WTO Trade Facilitation Agreement (TFA) Implementation Support | Salem, Yara | — | — | 0 | 0 | 0 |

Pipeline

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--------------|-------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| None | | | | | | | |

Closed

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--|----------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 576627 | Investment Climate Rapid Response | Miller, Maria D. | 2011-03-01 | 2013-12-31 | 2,285 | 1,958 | 0 |
| 564308 | Zambia Investment Climate Program | Scheuermaier, Markus | 2009-02-06 | 2010-12-31 | 644 | 593 | 0 |
| 537787 | Review of the Legal Framework | Stern, Richard | 2005-08-29 | — | 0 | 0 | 0 |
| 537766 | Sectoral Study of the Effective Tax Burden | Stern, Richard | 2005-08-23 | — | 0 | 0 | 0 |
| 538760 | Administrative Barriers Study to Update the Investor Roadmap | Pepper, Roy | 2005-08-22 | — | 0 | 0 | 0 |
| 538822 | Review of Proposed Amendments to Investment Act | Pepper, Roy | 2005-08-22 | — | 0 | 0 | 0 |