

ZAMBIA DEVELOPMENT AGENCY- PROJECT CONCEPTS

Industry / Sector: Real Estate

Sub-Sector: Housing/Property Development

Title of Project: Eastwood Development

Project Location: Lusaka

Lead Agency / Project Promoter: Zambia Development Agency

Project Description: Development of Mixed use Commercial Centre

Shopping Centre + Restaurants

- Hotel; Accommodation / Conference / Exhibition
- Commercial Offices / Showrooms
- Mixed - Commercial Uses (retail, offices apartments)
- Residential Apartments
- Residential Villa Estates
- Residential Townhouses
- Community Centre / Market
- School / Crèche
- Hospital
- Public Squares/Open Space

Proposed Land Utilization Plan

Land has been secured by the project promoters and the proposed land utilization plan is as follows:

<u>Description</u>	<u>M²</u>
Private Hospital	3,000
Commercial Retail Centre	98,000
Community Centre & Market	16,000
Hotel	28,000
Conference Centre	5,000
Creche	1,500
Residential - High Cost	50,000
Residential - Town Houses	100,000
Residential - Villas	33,000
Mixed Use - Residential & Commercial	80,000
Office Park	60,000
Primary School	7,500
Total	482,000

Current Status/ Stage of Project: Greenfield

Actions Required/ Implementation Arrangements/ Contract Type: Strategic Equity Partners

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: To Be Assessed

Estimated Cost of the Project: US\$600-US\$800m

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: Lomthunzi.Mbewe@zda.org.zm/ Noah.Ndumingu@zda.org.zm

Remarks:

Industry / Sector: ICT
Sub-Sector: Broadband Wireless Services

Title of Project: Koza Telecoms Limited

Project Location: Lusaka

Lead Agency / Project Promoter: Dr. Mbita Chitala

Project Description: Koza Telecoms Limited intends to deploy mobile 4G WIMAX internet Technology in Lusaka, and North Western Provinces and later nationwide. Koza will also offer annexed services such as ground wave mobile TV service provide high quality, high speed broadband and competitively priced ICT access services.

Current Status/ Stage of Project: Existing

Actions required/ Implementation Arrangements/ Contract Type: Strategic Equity or Debt partners

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: Feasibility studies available

Estimated Cost of the Project: US\$5 million in capital Investment

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: Zambia Development Agency / Dr. Mbita Chitala – email:
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Remarks:

Industry / Sector: ICT

Sub-Sector: Payments solutions- Electronic Voucher Distribution machines

Title of Project: Garona Communications Zambia Limited

Project Location: Lusaka

Lead Agency / Project Promoter: Garona Communications Zambia Limited

Project Description: Garona Communications Zambia ltd is a payments solutions company specializing in versatile electronic voucher (EVD) machines capable of handling up to 29 different payment applications including sale of electronic airtime, money transfers, lottery, fuel vending, mobile tanker fuel vending, Insurance, kiosk integration, financial inclusion, utility bill payments(electricity, cable tv)

Current Status/ Stage of Project: Existing

Actions required/ Implementation Arrangements/ Contract Type: 33.51% Equity partners

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: Feasibility studies available.

Estimated Cost of the Project: US\$3.2 million

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: The Zambia Development Agency/ Ms. Mary Musonda cell number: +260-977-577-999 / +260-966-577-999

Remarks:

Industry / Sector: Transport
Sub-Sector: Railway
Title of Project: Chipata/Mchinji Rail
Project Location: Eastern part of Zambia
Lead Agency / Project Promoter: Zambia Development Agency

Project Description: The Government is looking for an investor to carry out detailed feasibility studies, engineering designs and construct a 406 km railway line on a Build, Operate and Transfer basis. The China Civil Engineering Construction Corporation (CCECC) carried out the pre-feasibility studies in February 2012. The estimated cost of this project from pre-feasibility studies report is over **US\$3.5billion**. The railway line involves linking the Chipata–Mchinji line through Petauke District to the port of Nacala in Mozambique.

Current Status/ Stage of Project: Greenfield

Actions Required/ Implementation Arrangements/ Contract Type: BOT

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: Feasibility Studies required

Estimated Cost of the Project: US\$ 3.5 billion

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: Maureen.Mulindwa@zda.org.zm; Henry.Sakala@zda.org.zm

Remarks:

Industry / Sector: Real Estate
Sub-Sector: Housing/ Property Development
Title of Project: Choma Housing Project
Project Location: Choma, Southern Province
Lead Agency / Project Promoter: Zambia Development Agency

Project Description:

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type: Strategic Equity partners or outright buyers

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: Feasibility not available

Estimated Cost of the Project: To Be Assessed

Investment Required: To be Assessed

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: Lomthunzi.Mbewe@zda.org.zm/ Noah.Ndumingu@zda.org.zm

Remarks: The project promoters acquired 700 hectares of farm land which they have subdivided into 3,003 demarcations comprising Residential and Commercial Plots. The project is situated approximately 1 km from the main Lusaka-Livingstone highway in the Choma CBD.

Industry / Sector:	Real Estate/ Property Development
Sub-Sector:	Mixed use residential estate & International University
Title of Project:	Oak Ridge Realty
Project Location:	40km outside Lusaka along Leopards Hill Road
Lead Agency / Project Promoter:	Zambia Development Agency

Project Description: Oak Ridge Realty is a proposed special purpose vehicle mandated with the development of Kalanga River Estates to create Oak Ridge, a private residential development. Kalanga River Estates is currently a farm covering a total of over 2600 acres, all of which is enclosed in an electric fence that stretches close to 15 kilometres. The founders of Oak Ridge Realty currently own Kalanga River Estates

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type: Private Equity Investors

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: To be assessed

Estimated Cost of the Project: Feasibility study required to assess project cost

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Contact: Lomthunzi.Mbewe@zda.org.zm/ Noah.Ndumingu@zda.org.zm

Remarks: Oak Ridge Realty is seeking Private Equity investors to participate in the development by contributing capital via equity investment. Oak Ridge Realty has also invited eminent Zambian entrepreneurs to participate in the development and hold minority interests in Oak Ridge Realty. Oak Ridge will be governed by a seven person board of directors including two representatives of its private equity investors, two representatives of the promoters, two representatives of the invited eminent Zambians and one independent director. The board will meet four times a year, and will consist of three board committees:

- Investment Committee:
 - Responsible for infrastructure development, sales, stakeholder management and marketing activities
- Audit Committee:
 - Responsible for reviewing financial performance and operations
- Remuneration Committee:
 - Responsible for employee remuneration and dividend pay-outs. Day to day management of Oak Ridge will be vested in the company's management.

Industry / Sector: Transport
Sub-Sector: Railway
Title of Project: Rail Link between Tazara and Mpulungu Port
Project Location: Northern Zambia

Lead Agency / Project Promoter: Zambia Development Agency

Project Description: Construction of a 192 km railway link between TAZARA and Mpulungu Port. The Project involves the linking of Mpulungu Port to TAZARA line at Nseluka in Northern Province. This is in anticipation of the increase in volume of trade with the Great Lakes Region. Zambia is currently exporting sugar and cement products to the Great Lakes Region by road to the Port of Mpulungu. ZDA is looking for private investors to carry out detailed feasibility studies and engineering design to construct the railway line on PPP basis.

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type: Public Private Partnership

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: Pre-Feasibility study available

Estimated Cost of the Project: US\$ 1.5 billion

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Contact: Maureen.Mulindwa@zda.org.zm; Henry.Sakala@zda.org.zm

Remarks: By developing this spur, bulk and heavy cargo will be transported by rail which would be cheaper and efficient for the Country to the great lakes region of East Africa via Lake Tanganyika

Industry / Sector: Transport

Sub-Sector: Railway

Title of Project: Kafue- Lion's Den Rail line

Project Location: Central Zambia

Lead Agency / Project Promoter: Public Investments Department-ZDA

Project Description: To connect the 341 km Zambian Railway line to the National Railway Systems in Zimbabwe at Zawi to the Port of Beira in Mozambique. This is the shortest route to the port of Beira for Zambia

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type: The ZDA is looking for investors to carry out feasibility studies and construct the railway line on the Build Operate and Transfer Basis.

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: No feasibility study

Estimated Cost of the Project: US\$ 238,700,000.00

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: Maureen.Mulindwa@zda.org.zm; Henry.Sakala@zda.org.zm

Remarks:

Industry / Sector: Transport

Sub-Sector: Railway

Title of Project: Zambia- Namibia Rail Link

Project Location: Western Zambia

Lead Agency / Project Promoter: Public Investments Department-ZDA

Project Description: To provide an alternative sea route by linking Zambia to the Namibian Port of Walvis Bay through the Trans-Namib transport system.

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type: Private investors to carry out feasibility studies and construct the railway line on the Build Operate and Transfer Basis.

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: No feasibility study

Estimated Cost of the Project: US\$ 140,000,000.00

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Period of Implementation:

Contact: Maureen.Mulindwa@zda.org.zm; Henry.Sakala@zda.org.zm

Remarks: The construction of this line involves the partial rehabilitation of the Mulobezi line and feasibility studies for construction of a spur between Livingstone and Katima Mulilo via Kazungula and connect to the Namibian System at (Border) as part of the Walvis Bay – Livingstone – Lusaka – Ndola – Lubumbashi Corridor

Industry / Sector: Health
Sub-Sector: Medical Services
Title of Project: Premium Medical Services
Project Location: Lusaka
Lead Agency / Project Promoter: Premium Medical Services

Project Description: PMSL is a small private clinic. It operates mostly as an out-patient clinic, but does have the amenities to function as an in-patient facility when necessary. It offers a variety of medical services, which include the following:

1. Consultations
2. Laboratory tests: PMSL performs many tests including blood (hematology), biochemistry, lipid profile, rapid HIV/STI tests, malaria parasite tests, blood-culture/sensitivity tests, urine - microscopy/culture/sensitivity (m/c/s), stool - m/c/s, throat - m/c/s, wounds - m/c/s, ear - m/c/s, high vaginal - m/c/s, and collect samples for cervical cancer screening which are sent out for testing.
3. Diagnosis
4. X-rays: PMSL performs simple x-rays and special x-rays, such as Barium Meal, HSG, ECHO, simple ultrasound scanning, and ECG.
5. Treatment: PMS's treatment includes provision of drugs from its pharmacy, admitting patients to stabilize them by providing them with in-house medicine (intravenous), treatment of wounds, and occasionally applying POPs.
6. Surgery
7. Ante-natal care, Maternity
8. Specialists: obstetricians, opticians, physicians, dermatologists, etc.
9. Follow-ups, Pre-employment physical examinations and laboratory tests
10. In-patient (15 beds available) and out-patient procedures.

Current Status/ Stage of Project: Existing

Actions required/ Implementation Arrangements/ Contract Type: Loan Financing

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: Available

Estimated Cost of the Project:

Investment Required: The management team seeks financial backing, through the presentation of this plan, to build a hospital and acquire the assets, as well as to meet working capital requirements and the cost of implementation of this massive expansion programme, as follows:

Expenditure	Category	Amount in Kwacha	Funding Source
Working Capital		1,500,000	Internal
Hospital Construction		19,290,595	Loan
Surgical Equipment		4,309,405	Loan
Total investments Financing		<u>25,100,000</u>	

Once the re-development programme and growth strategy is in place, the business can sustain its working capital requirements through internal funding.

Contact: Lomthunzi.Mbewe@zda.org.zm / Noah.Ndumingu@zda.org.zm

Industry / Sector: Tourism

Sub-Sector: Hotel Development

Title of Project: 3 star Hotel and Conferencing Facility

Project Location: Lusaka

Lead Agency / Project Promoter: National Museums Board

Project Description: The National Museums Board owns a piece of land in a prime location in Zambia's capital city, Lusaka which is a modern, highly populated urban city and an existing and growing destination for conference tourism. It has become an urgent need to turn this piece of land from a non-performing asset into a performing one. Therefore, using the Design - Build – Operate – Transfer Private Public Partnership vehicle the Board envisages constructing:

1. A One Hundred room 3 star hotel
2. Conference Centre
3. Rental Office block - also housing National Museums Board Secretariat and central storage facilities (as in collections and conservation storerooms & documentation centre)

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type:

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: No Feasibility Studies

Estimated Cost of the Project: To Be Assessed

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Contact: Martinet.Malvo@zda.org.zm

Industry / Sector: Tourism
Sub-Sector: Conferencing and Hotels
Title of Project: Livingstone Convention Centre
Project Location: Livingstone
Lead Agency / Project Promoter: Ministry of Tourism & Arts

Project Description: A brain child of the Greater Livingstone Tourism Area Action Plan for tourism development. The area is earmarked for among others, Hotel and Lodge developments ranging from 50 to 400 bed capacity, Conference centres with at least 5,000 seating capacity and Shopping Arcades. The Lease periods of the sites will be up to 30 years renewable on performance.

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type:

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: No Feasibility Studies

Estimated Cost of the Project: To Be Assessed

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

Contact: Martinet.Malvo@zda.org.zm

Industry / Sector: Education

Sub-Sector: Skills Training

Title of Project: Zambia Open University (ZAOU) - School of Agricultural Science

Project Location: Mbala

Lead Agency / Project Promoter: Zambia Open University

Project Description: 500ha of land has been acquired for the development of a University Campus in Mbala. This will be a flagship school which will be engaged in teaching, research and setting commercial crop and livestock and aquaculture enterprises. In addition the school will establish out-grower schemes and set up agro processing plants. The established school will conduct its teaching mostly by contact mode other than Open Distance Learning as is currently the case.

Current Status/ Stage of Project: Greenfield

Actions required/ Implementation Arrangements/ Contract Type:

Availability of Pre-Feasibility Studies, Feasibility Studies, and other Studies: No Feasibility Studies

Estimated Cost of the Project: To Be Assessed

Investment Required:

Projected Financial Position:

- **Internal Rate of Return (IRR):**
- **Weighted Average Cost of Capital (WACC):**
- **Net Present Value (NPV):**
- **Cost-Effectiveness Ratios:**

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