



AGÊNCIA DE INVESTIMENTO PRIVADO  
E PROMOÇÃO DAS EXPORTAÇÕES

# Investment opportunities

# SUMMARY







- 1. AIPEX – Mission and Objectives;**
- 2. Legal Framework for Private Investment (Law No. 10/18, 26 of June 2018);**
- 3. Why Should you Invest in Angola?;**
- 4. Private Investment Opportunities in Angola;**
- 5. Private Investment Statistics;**
- 6. Angola's Export Industry**

# AGENCY FOR PRIVATE INVESTMENT AND PROMOTION OF EXPORTS - AIPEX

## Mission

Implementation of the Government Policy for the realization of National and Foreign Private Investment and Promotion of Angola's Exports

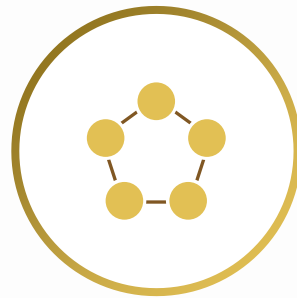
## Assignments

-  Promote and Attract Private Investment
-  Promotion of Exports and Internationalization of Angolan Companies
-  Evaluate Private Investment Proposals, Legal Process (One-Stop Service)
-  Institutional Cooperation

# NEW LEGAL PARADIGM PRIVATE INVESTMENT LAW No. 10/18



Investment  
Amount



Priority  
Sectors



Development  
Zones



Investment  
Regimes




Investor's  
Rights



Jurisdictional  
Guarantees

- ❖ **NO MINIMUM AMOUNT OF INVESTMENT FOR PRIVATE PROJECT;**
- ❖ **THERE IS NO OBLIGATION OF ANGOLAN CO-PARTICIPATION IN SOCIAL CAPITAL;**

# INVESTMENT'S AMOUNT

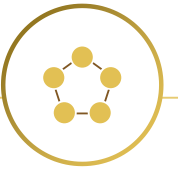


There is no Minimum Amount in Private Investment in Angola



There is no Obligation of Angolan Participation in the Capital Stock of 35%

# PRIORITY ACTIVITY SECTORS THAT BENEFITS FROM TAX INCENTIVES ACCORDING TO LAW 10/18



Agriculture, Food and Agro-industry;

Information Technology & Telecommunications

Education, Technical and Vocational Training,  
Higher Education, Scientific Research/Innovation;

Construction & Public Works,

Specialized Health Units and Services;

Airport and Railway Infrastructures;

Textile, Clothing and Footwear;

Basic Sanitation, Collection and Treatment of Solid  
Waste.

Hospitality, Tourism and Leisure;

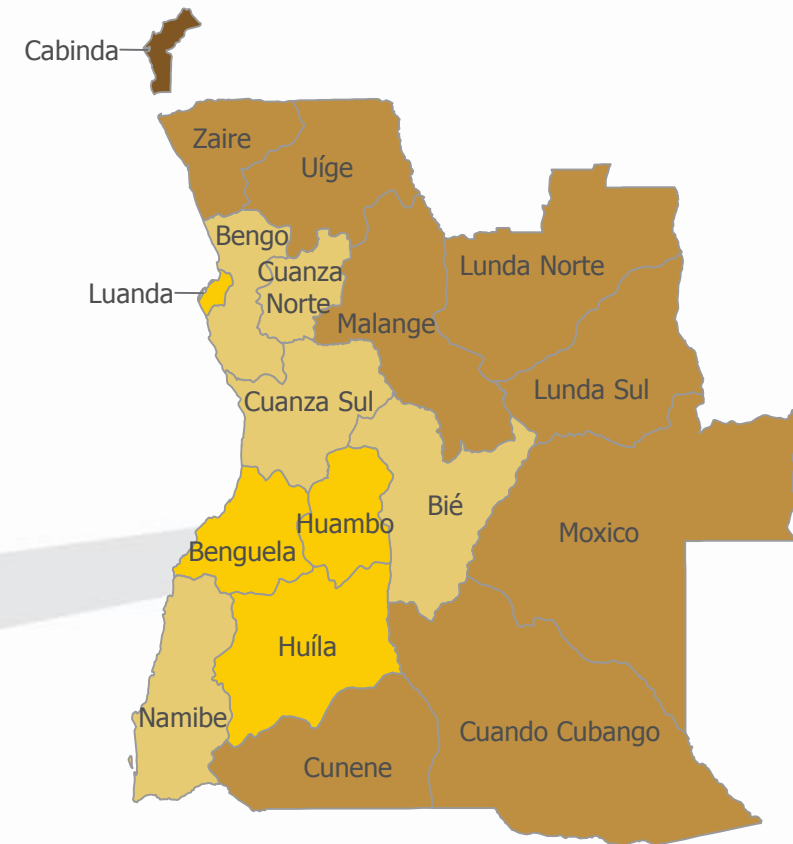
Reforestation, industrial transformation of forest  
resources and forestry;

Production and distribution of electricity;

# DEVELOPMENT AREAS



- **Zone A:** Province of Luanda and the municipalities that shelter the provinces of Benguela, Huíla and the municipality of Lobito;
- **Zone B:** Provinces of Bié, Bengo, Cuanza-Norte, Cuanza-Sul, Huambo, Namibe and other municipalities in the provinces of Benguela and Huíla
- **Zone C:** Provinces of Cuando-Cubango, Cunene, Lunda-Norte, Lunda-Sul, Malange, Moxico, Uige and Zaire
- **Zone D:** Province of Cabinda.



# INVESTMENT REGIMES



## PRE-DECLARATION REGIME

- Submit the investment proposal to AIPEX with the purpose of obtaining tax benefits for projects automatically inserted in the non-priority sectors;
- Companies must be previously registered, it does not require the presentation of the CRIP for the act of constitution of the company;

## SPECIAL REGIME

- Submit the investment proposal to AIPEX for project registration under the priority sectors;
- Incentives are granted automatically, benefits depending on the Development Zone where the project is going to be implemented;



# FISCAL BENEFITS 1 (2)

## Prior Declaration Regime

| Taxe Benefits            | SISA Tax (2%) | Industrial Tax (General, Agriculture, Provisory) (30%; 15%, 2%) | Application of Capital Tax (10%) | Stamp Tax (1%) |
|--------------------------|---------------|---|----------------------------------|----------------|
| Period of validity       | N/A           | 2 years   | 2 years                          | 2 years        |
| Percentage Tax Reduction | 50%           | 20%   | 25%                              | 50%            |

**Sisa:** This tax is levied on transfers of property or any right for property, real estate, capital contributions of companies, acquisition of 75% or more in limited companies, in a collective name or in limited partnership .

**Industrial:** It is levied on the profits obtained in the exercise of any activity of a commercial or industrial nature, even if accidental.

**Application of Capital:** It is levied on income from the simple application of capital

**Stamp:** It concerns all acts, contracts, documents, titles, books, papers and operations.

## FISCAL BENEFITS 2 (2) SPECIAL REGIME

| Development zones | Benefits                    | SISA tax (2%) | Industrial tax (30%; 15%; 2%) | Application Capital tax ( 10%) | Urban Property tax (0,5% on the excess AKZ 5 Million) |
|-------------------|-----------------------------|---------------|-------------------------------|--------------------------------|---|
| <b>Zone A</b>     | Percentage reduction of tax | 50%           | 20%                           | 25%                            | N/A   |
|                   | Period of validity          | 2 years       | 2 years                       | 2 years                        | N/A   |
| <b>Zone B</b>     | Percentage reduction of tax | 75%           | 60%                           | 60%                            | 50%   |
|                   | Period of validity          | N/A           | 4 years                       | 4 years                        | 4 years   |
| <b>Zone C</b>     | Percentage reduction of tax | 85%           | 80%                           | 80%                            | 75%   |
|                   | Period of validity          | N/A           | 8 years                       | 8 years                        | 8 years   |
| <b>Zone D</b>     | Percentage reduction of tax | 92,50%        | 90%                           | 90%                            | 82,50%  |
|                   | Period of validity          | N/A           | 8 years                       | 8 years                        | 8 years   |

# INVESTOR'S RIGHTS



## TRANSFER ABROAD



Amounts corresponding to **dividends**



Amounts corresponding to the product of **liquidation** of its enterprises



Amounts corresponding to **compensations** payable to them



Amounts corresponding to **royalties or other income** from the renumbering of indirect investments, associated with the transfer of technology

# JURISDICTIONAL GUARANTEES



1

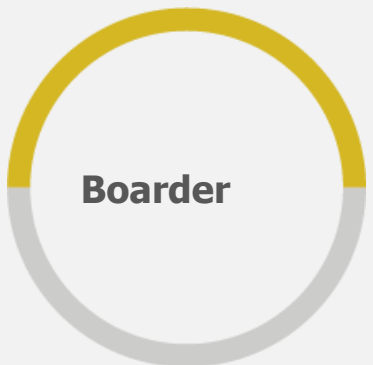
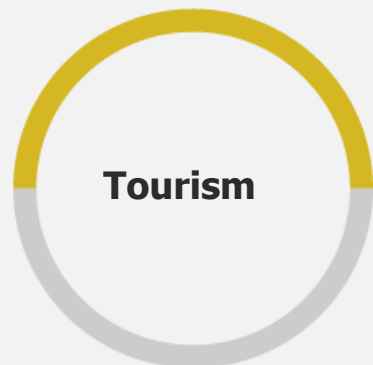
Access to Angolan Courts - Equal Rights for all Investors;

2

Use of alternative means of dispute resolution in relation to Private Investment;  
Negotiation, Conciliation And Mediation.

# OBTAINING VISAS PROCESS

## TYPES OF VISAS



## Simplification of Tourism / Business Visas (Border Visas)

**61 countries**

|   |                  |
|---|------------------|
| Lesotho, Madagascar, Malawi, Cape Verde, Sao Tome and Principe, Morocco, Swaziland, Algeria and Zambia                | → <b>AFRICA</b>  |
| All countries from European Union (27), Norway, United Kingdom, Iceland, Monaco, Russia, Switzerland and the Vatican. | → <b>EUROPE</b>  |
| Argentina, Uruguay, Brazil, Canada, Chile, Cuba, the United States and Venezuela                                      | → <b>AMERICA</b> |
| South Korea, United Arab Emirates, China, India, Indonesia, Israel and Japan  | → <b>ASIA</b>    |
| Australia, New Zealand and Timor-East   | → <b>OCEANIA</b> |

# OBTAINING VISAS PROCESS

## AGREEMENT OF SUPPRESSION OF VISAS / MARCH 30, 2018 (Ordinary Passports)

11 Countries

Botswana, Republic of the  
Seychelles, Republic of Zimbabwe,  
Cape Verde, Rwanda, Namibia,  
Mozambique, South Africa and  
Zambia

→ **AFRICA**

## MARKET POTENTIAL

- ❑ 29.3 Million of Citizens
- ❑ GDP per capita US\$ 3,484.60
- ❑ 300 Million consumers in SADC
- ❑ Replace imports with Private Investment in the priority sectors

## SOCIOECONOMIC STABILITY

- ❑ Democratic Regime & Free Elections

## POLITICAL WILL

- ❑ Government focused on attracting Private Investment
- ❑ New PIL 10/18
- ❑ Law of Competition
- ❑ Custom tariffs SA 2017
- ❑ Programs to encourage investment and diversification

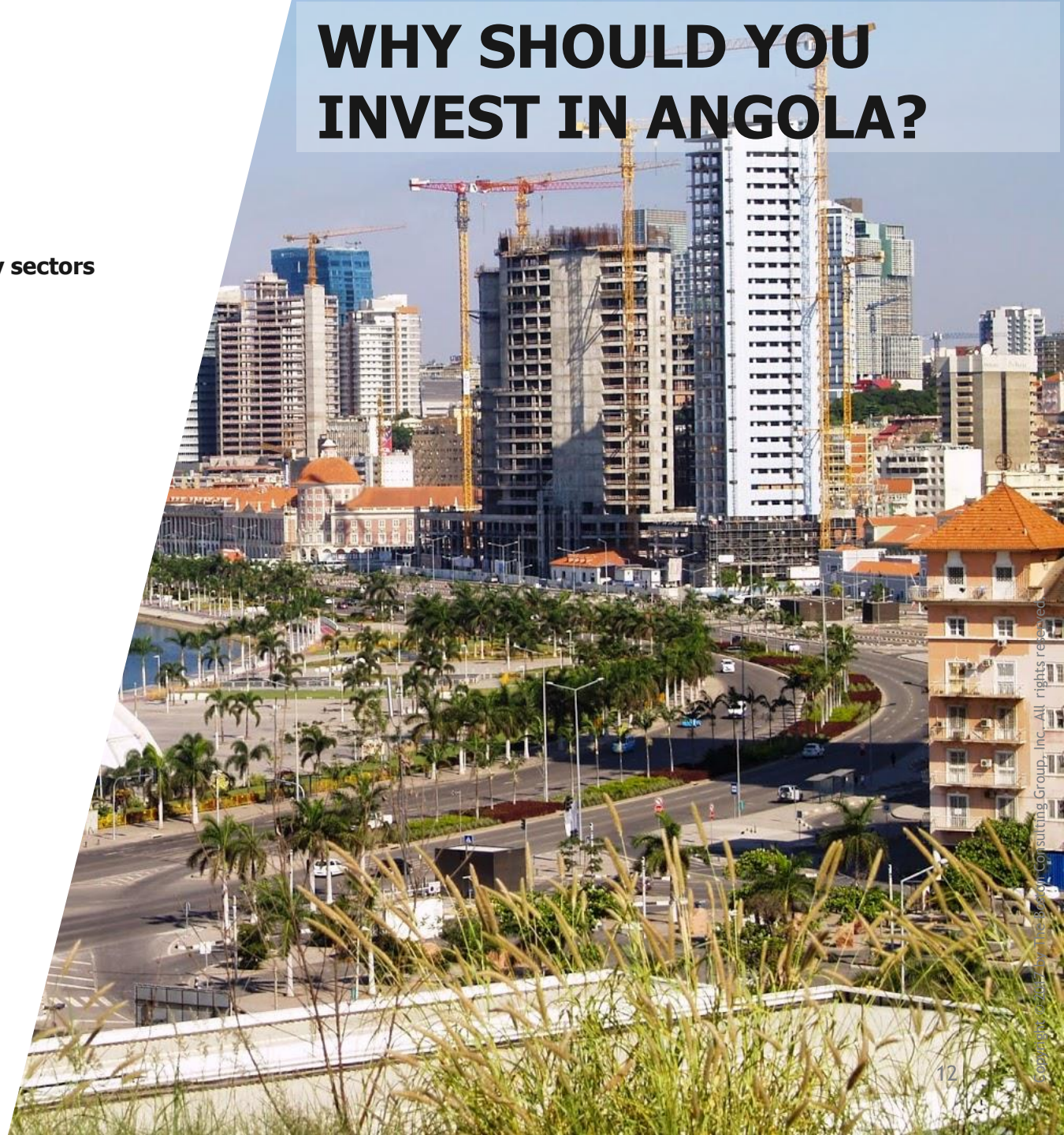
## VARIABLE CHALLENGES TO IMPROVE

- ❑ Infrastructures
- ❑ Human Capital
- ❑ Business Environment (Ranking No *Doing Business*)
- ❑ Productive Chains
- ❑ State support (Purchasing and Protection)

## FACTORIAL APPROPRIATIONS

- ❑ 50M Hectares of Forest
- ❑ 35M Hectares of Arable land (14% in Use)
- ❑ 1650 KM de Costa and Irrigation Capacity of 7.5M Hectares
- ❑ SADC, AGOA, WTO

# WHY SHOULD YOU INVEST IN ANGOLA?



# INVESTMENTS IN THE MOST POTENT RANK AND CLUSTERS IN AFRICA AND ANGOLA





# SPECIFIC INVESTMENT OPPORTUNITIES



## AGRICULTURE

- Seed production, improved and seedlings
- Fertilizers, pesticides
- Irrigation systems (large pivot on the small dribs)
- Assembly units for tractors and implements



## LIVESTOCK PRODUCTION

- Poultry
- Small ruminants
- Bovinoculture



## FISHERIES

- Shipbuilding
- Construction of Fisheries
- Processing and production of salt
- Aquaculture
- Exploitation of fish waste for animal feed and agriculture



## VEGETABLES PRODUCTION

- Perennial Cultures: Corn, Beans, Rice, Cassava, Soy and Cultures traditional
- Industrial crops / yield: Coffee, Cocoa, Palmares, Cashew and Cotton



## EXTRACTION OF METALS AND MINERALS

- Iron ore
- Gold ore
- Quartz
- Aluminum
- Copper
- Manganese
- Ornamental rocks



## FOREST PRODUCTION

- Row of wood



## TOURISM

- Cabo Ledo Touristic Pole
- Kalandula Touristic Pole
- House project - Okavango
- Campsite
- Tourist Information Desk

# INVESTMENT OPPORTUNITY IN ANGOLA BY REGION 1 (2)

## Cuanza-Norte

- Maize production, palmar culture
- Coffee and cotton crops
- Agro-industry
- Dynamization of Industrial poles of Lucala and Dondo

## Bengo

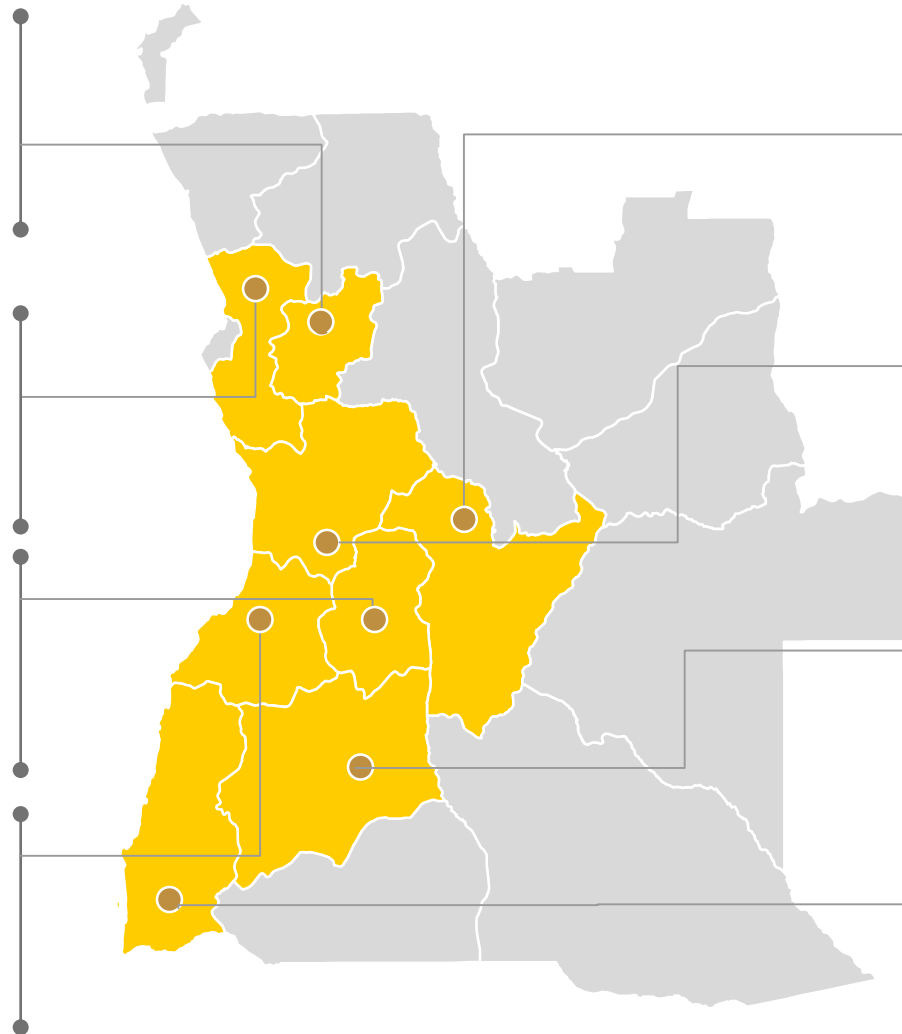
- Transformation of products oriented to the internal market of Luanda
- Sustainable forestry
- Industrial fishing and salinas

## Huambo

- Modernization of family farming, forestry, inland fisheries and beekeeping activities
- Promotion of agro-industry

## Benguela

- Recovery of Agro-livestock industry
- Development of the local fishing cluster mainly in Lobito, Benguela and Baía Farta
- Valorization of coastal and hunting tourism



## Bié

- Development of the provincial cluster of agro industry, to take advantage of the high agricultural potential

## Cuanza Sul

- Agricultural production on scale
- Industrial fishing center at Porto Amboim and other sea products

## Huíla

- Agricultural and agro-industrial development
- Exploration of iron, gold and ornamental stones
- Tourism Potential

## Namibe

- High Potential for the fishery sector
- High Potential of the agro-livestock sector and promotion of agro-industrial
- High Potential for Beach Tourism

1. Sunflower, peanut, beans, cereals, fruits and tubers and large-scale livestock farming.  
 2. Industrial poles in Lubango, Matala, and Jamba  
 Fonte: Plano de Desenvolvimento Nacional 2018-2022

# INVESTMENT OPPORTUNITY IN ANGOLA BY REGION 2 (2)



## Cabinda

- Development of wood industries
- Exploration of gold
- Exploitation of agriculture and commercial fishing
- Tourist attraction (Maiombe forest)



## Zaire

- Industrial production of agricultural prod.
- Coffee crop production (Robusta)
- Sustainable forestry
- Craft fishing
- Beach tourism, nature and historical-cultural



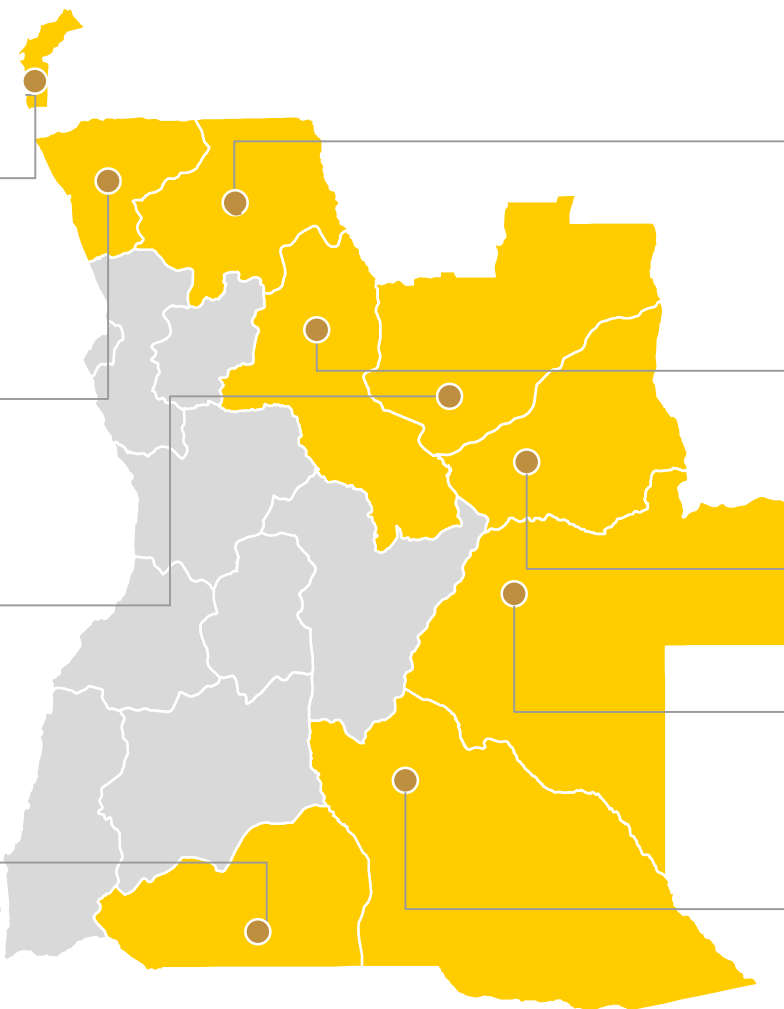
## Lunda Norte

- Development of mining (diamond and related activities);
- Increase in Agriculture and livestock;
- Promoting sustainable tourism



## Cunene

- Valorization of existing livestock and potential of agricultural production
- Exploration of mineral and forestry resources
- Promotion of landscape, historical and cultural tourism



## Uíge

- Coffee and citrus production (by mass) sustainable forestry
- Minomg (Prospecting the Mavoio mine)
- Dynamization of the pole Ind. from Negage



## Malange

- Agro-livestock farming and agro-industry development
- Forestry and Timber Industry
- Touristic poles (eg Kalandula Falls)



## Lunda Sul

- Promotion of family and sustainable agriculture, forestry and inland fisheries



## Moxico

- Large-scale rice production
- Exploration of the 2nd timber reserve
- Use of mineral resources
- Hotel and Tourism Opportunities



## Quando Cubango

- Intensive rice and maize farming
- Boosting Okavango Tourism
- Exploration of the row of wood

1. Palm tree, banana, citrus, pineapple, peanut, beans, sweet potatoes and reindeer

2. Precious and semi-precious stones, iron

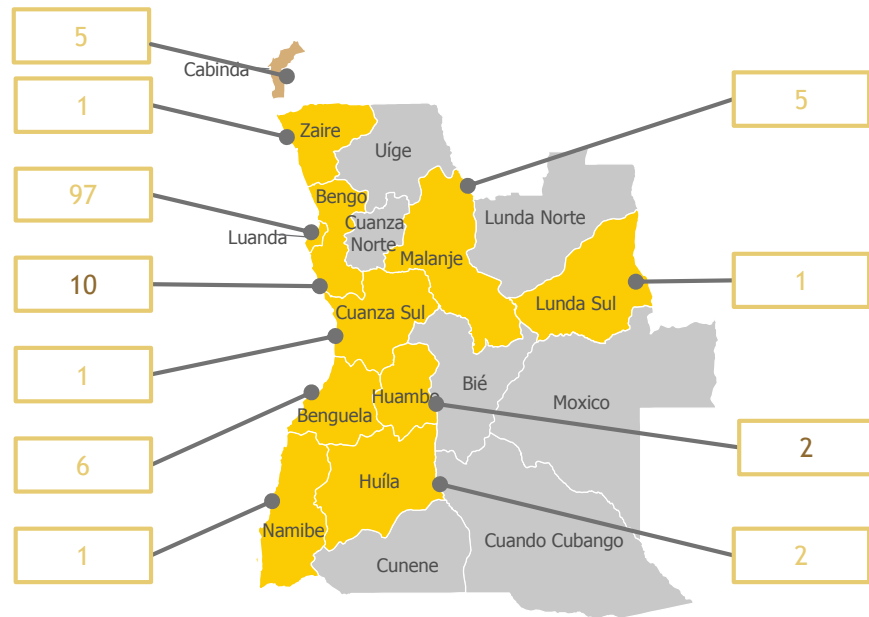
3. Girassonde, mussivi, muvala, muvuca, etc.

4. Cameia National Park, Luizavo River Falls, Dilolo Lake, Calundo Lake, Chafinda Falls, Blue Water Lagoon, Mussuma Mitete Nature Reserve

# REGISTERED INVESTMENT PROPOSALS (AUGUST 2018 up to 24th of May 2019)



Number of registered proposals by province<sup>1</sup>



**8.645** Jobs for nationals<sup>2</sup>

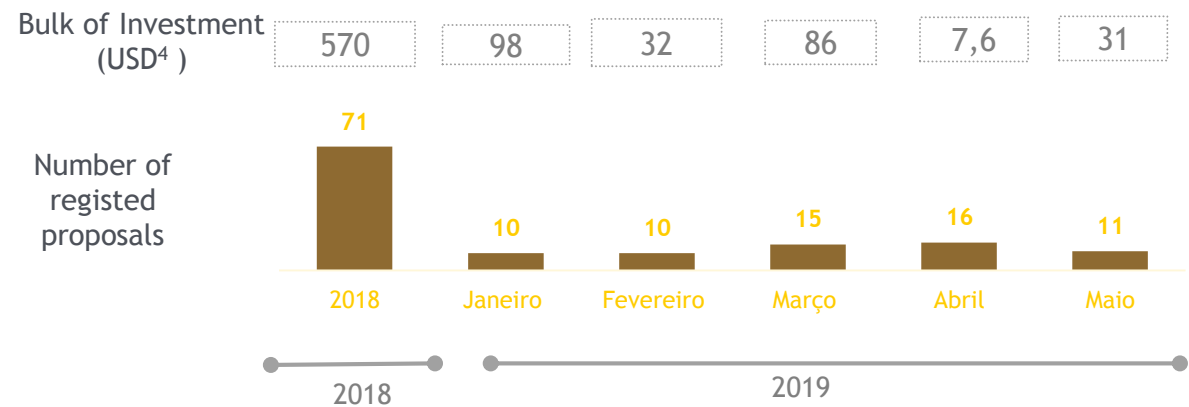
**661** Jobs created for Expats<sup>2</sup>



Number of Registered Proposals by sector of activity (USD)<sup>4</sup>



Evolution of number of proposals<sup>3</sup>

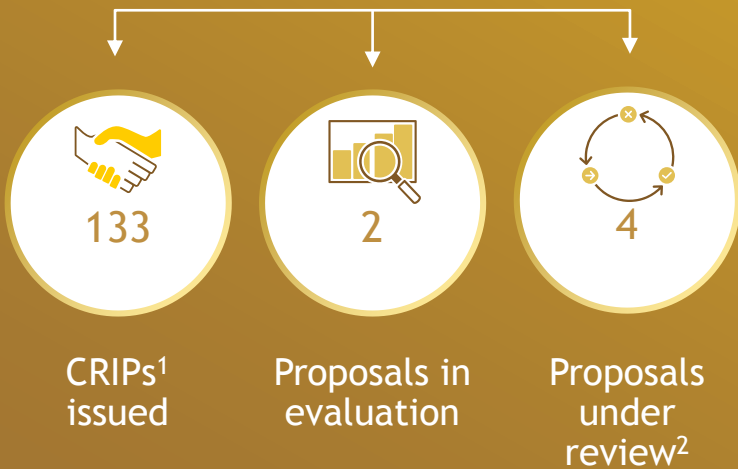


1. Investment by location of implementation; 2. Predicted workplaces; 3. investment by period; 4. Investment Values

## Investment proposals registered

133

Total of proposals submitted



1. Certificates of Private Investment Registration;  
 2. To be reviewed by the promoter for final evaluation  
 Source: AIPEX Monthly Report

## CRIPs analysis and Project monitoring

Vision process



Average issue time



Investment value



Potential of generating jobs

Monitoring vision



29 Implemented projects



88 Projects in implementation

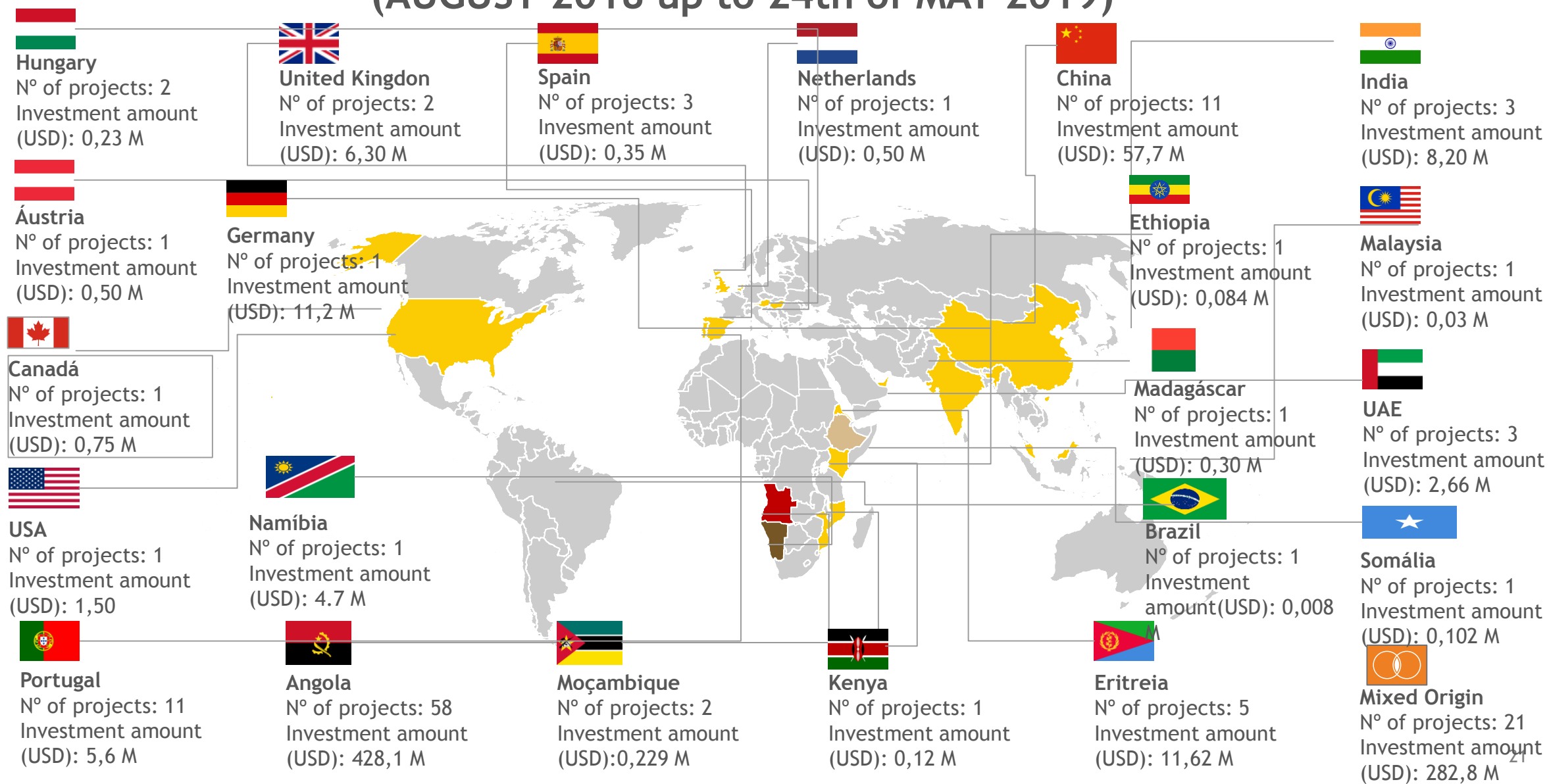


5 Projects to be implemented



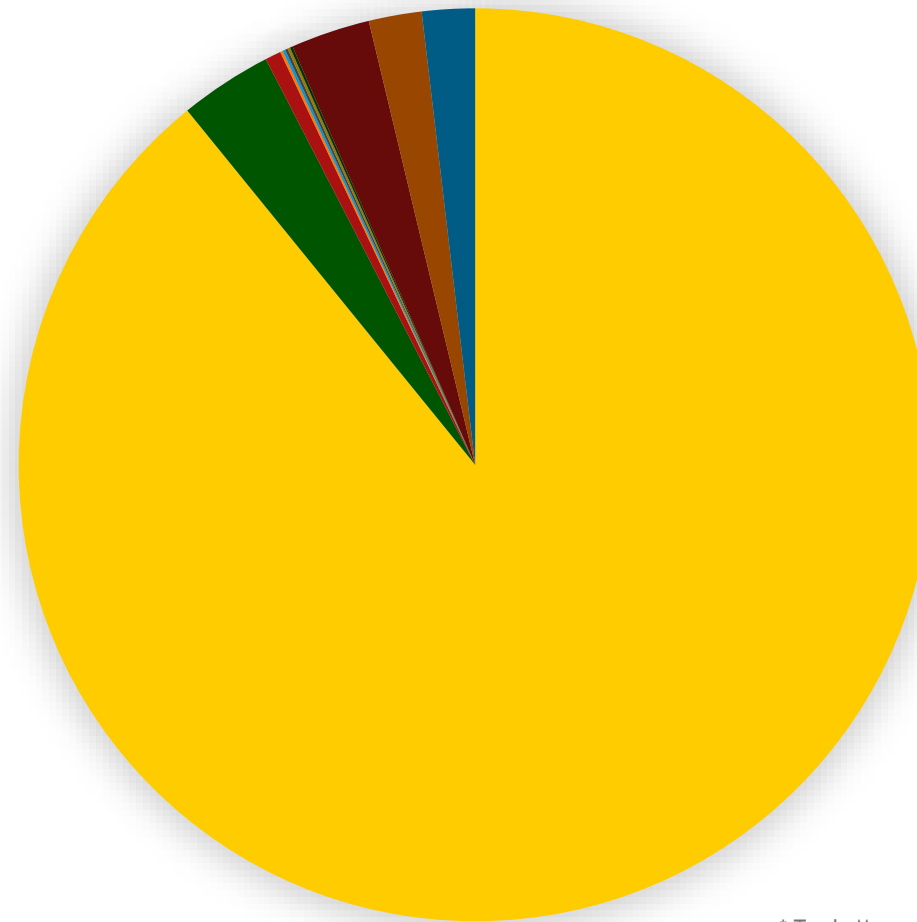
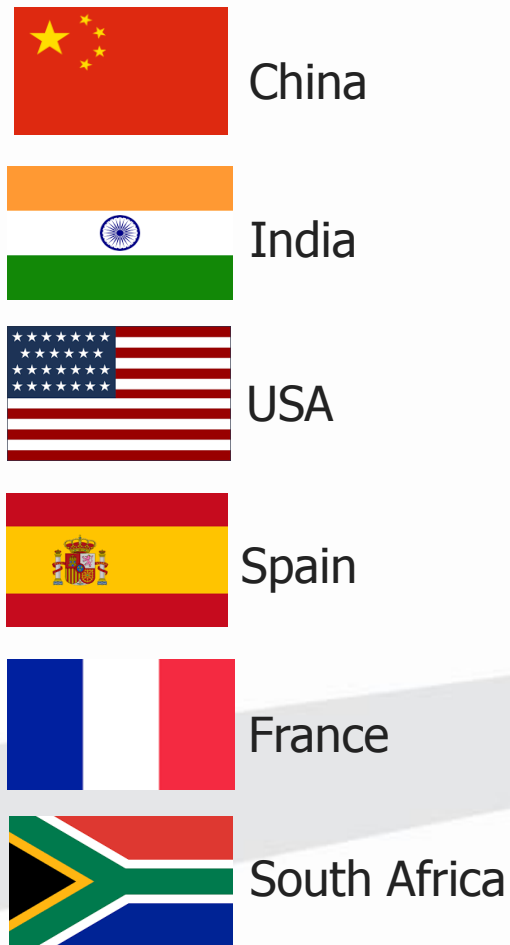
Jobs actually created

# ORIGIN OF INVESTMENT PROPOSALS REGISTERED (AUGUST 2018 up to 24th of MAY 2019)



Note: approximate investment values

# ANGOLA'S EXPORT INDUSTRY



- Mineral fuels including oil (95.20%)
- Precious metals including diamonds (3.5%)
- Excavation and heating machines (0.6%)
- Salt, sulfur, stone, cement: (0.1%)
- Wood (0.10%)
- Coffee (0.1%)
- Fish and Crustaceans (0,1%)
- Aluminum (0.1%)
- Residues of food industry, animal fodder (3%)
- Optical, technical and medical devices (2%)
- Articles made of steel or iron (2%)

\* Trade Map

# POTENTIAL EXPORT MARKETS

| SECTOR                 | PRODUCTS   | POTENTIAL EXPORT MARKET   |
|------------------------|--|---|
| AGRICULTURE & FORESTRY | Horticulture<br>(Sweet Potato, Onion, Watermelon, Lettuce) | Democratic Republic of Congo, Namibia, Republic of Congo, Poland  |
|                        | <b>Coffee</b>  | Egypt, Argentina, Malaysia, Germany, <b>EU</b>  |
|                        | <b>Honey</b>   | Democratic Republic of Congo, Republic of the Congo, Panama & United States of America, <b>EU</b>   |
|                        | <b>Banana</b>  | United States of America, Democratic Republic of Congo, <b>EU</b>   |
|                        | <b>Wood</b>  | USA,<br>Mozambique, India, China, Vietnam, Turkey, Hong Kong, Cuba, <b>EU</b> ,<br>Ethiopia, Japan, South Korea and Namibia                     |
|                        | Organic Fertilizer (Bat Guano)                             | South Africa, Congo, DRC  |
| GEOLOGY & MINING       | <b>Ornamental Rocks</b>                                    | <b>EU</b> & Asia  |
|                        | <b>Iron Ore</b>  | China, India, South Korea, <b>EU</b>  |
| INDUSTRY               | <b>Beverages</b>   | Guinea-Bissau, Equatorial Guinea, DRC, Ivory Coast, Mozambique, <b>EU</b> , Namibia, Singapore, Panama, Malta, Argentina, United Kingdom, China |
|                        | Cement   | DRC, Republic of the Congo, São Tome e Príncipe, Cape Verde, Zambia   |
|                        | Glass  | Burkina Faso, Benin, DRC, Republic of Congo, Ivory Coast, Madagascar, Guinea-Bissau, Mali, Niger, Senegal, Togo                                 |
| FISHERY                | Fish, Seafood & Shellfish                                  | Malaysia, Portugal, Guinea Conakry, Hong Kong, Namibia, Netherlands, DRC  |
|                        | Iodized Salt   | DRC, Republic of Congo  |
|                        | Fish's Flour   | Turkey, Namibia, South Africa   |
| SERVICES               | Telecommunications   | Brazil, Portugal, South Africa, USA, Senegal and China  |
|                        | <b>Tourism</b>   | Portugal, South Africa, USA, Germany, <b>EU</b>   |
|                        | Transports   | Namibia, DRC, Congo, Zambia   |





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**"AIPEX, WORKING TOWARDS THE DIVERSIFICATION  
OF THE ANGOLAN ECONOMY"**

**THANK YOU!**

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