



2009年中国国际矿业大会
天津滨海国际会展中心(BICEC)
2009年10月20-22日

赞比亚共和国
矿业与矿产发展部

马克斯维尔·姆瓦勒阁下
矿业与矿产发展部长

**ZAMBIA - AFRICA'S MOST ATTRACTIVE INVESTMENT
DESTINATION**

INVEST IN ZAMBIA'S MINING INDUSTRY

INVESTMENT OPPORTUNITIES IN THE MINERAL SECTOR IN ZAMBIA



- In the Heart of Africa
- Landlocked
- Size: 752,614 sq.km
- Population: 12 million
- Tropical Climate
- **Major Economic Drivers:**
 1. Mining
 2. Agriculture
 3. Tourism
 4. Manufacturing



MASTER OF CEREMONY, THE ORGANISING COMMITTEE, DISTINGUISHED PARTICIPANTS,

LADIES AND GENTLEMEN,

- 司仪先生/女士
- 大会组委会,
- 各位参会嘉宾,
- 女士们, 先生们,

IT GIVES ME A GREAT HONOUR AND PLEASURE TO BE ACCORDED AN OPPORTUNITY TO ADDRESS YOU AT THIS YEAR'S CHINA MINING CONGRESS AND EXPO.

我非常荣幸有此机会在今年的中国国际矿业大会向你们演讲。

EXPO 2009 - THE WORLD'S TOP MINING EVENT AND THE LARGEST MINERAL EXPLORATION AND MINING INVESTMENT AND TRADING PLATFORM.

本矿业大会作为世界顶级四大矿业活动之一，也是最大的矿产勘探和矿业投资和贸易平台。



**EXPO 2009 - THE FORUM FOR GOVERNMENTS AND THE PRIVATE SECTOR TO
SEEK BUSINESS OPPORTUNITIES AND CO-OPERATION.**

大会给了我们一个谋求政府于国际矿业公司、跨国公司间的合作的机会，并将政府和私营领域的投资者联系起来。

**THE CONTRIBUTION OF THE MINING INDUSTRY TO SUSTAINABLE
DEVELOPMENT OF THE WORLD ECONOMY CANNOT BE UNDERPLAYED.**

矿业对于世界经济可持续发展的贡献不容小视。在本次大会，我们将会有所作为：

EXPO 2009 : THE MINING INDUSTRY – CONTINUOUSLY SUSTAINING THE ECONOMIC DEVELOPMENT OF THE WORLD



- SHARE EXPERIENCES
- 分享经验。
- LEARN FROM EACH OTHER AND IMPROVE OUR BUSINESS.
- 相互学习并促进贸易合作。
- DEMONSTRATE TO THE WORLD THAT WE OPERATE A RESPONSIBLE INDUSTRY.
- 向世界昭示，我们在运行一个负责任的产业。



SHOWCASE OUR ABILITY TO LEVERAGE YOUNG, WEAKER AND POORER ECONOMIES TO ENABLE THEM DEVELOP AND BECOME FAIR PARTNERS IN TRADE AND DEVELOPMENT.

我们将展示帮助年轻、弱小和贫穷的经济体并使他们发展和公平成为贸易和发展成员的能力。

WE WORK IN SOME CASES WITH EXTREMELY WEAK ECONOMIES, WHO NONETHELESS HOST WORLD CLASS RESOURCES WHICH ARE ATTRACTIVE TO THE INVESTORS.

我们在一些经济非常脆弱的国家也有工作，他们虽然经济脆弱，但无疑蕴藏着世界级的资源，吸引着投资者。



**CORPORATE SOCIAL RESPONSIBILITY IN THE COMMUNITIES WHERE WE
CONDUCT OUR MINING AND MINING RELATED BUSINESS.**

我们对我们运营的矿业及相关产业负有社会责任

QUICK RECOVERY IN THE FACE OF ECONOMIC MELT-DOWNS

我们在经济滑坡面前成功地实现了快速恢复的手段。

**SHIELD THE DEVELOPING ECONOMIES FROM HARSH ECONOMIC RECESSIONS
OF THE FUTURE.**

在将来窘困的经济衰退中保护经济发展。

MAKE STRATEGIES FOR FUTURE ECONOMIC RECESSIONS.

为应对经济衰退做好规划。

**TAKE ON THE FUTURE OF MINING BEING MORE PREPARED IN THE FACE OF
ECONOMIC DIFFICULTIES.**

我们在矿业领域要继往开来，更好地为未来的经济困难做好准备。



CHINA'S HOME DEVELOPMENT AND OUTBOUND FOREIGN DIRECT INVESTMENT HAS MADE THE COUNTRY THE WORLD'S SECOND LARGEST ECONOMY AND CONTRIBUTED OVER 10% TO GLOBAL ECONOMIC OUTPUT IN 2007 AND 2008.

中国国内发展和外向型外国直接投资使其称为世界第二大经济体，在2007和2008年占世界经济产出的10%，这使得由中国主办本次矿业大会再合适不过。

CHINA'S DEMAND FOR MINERAL RESOURCES CONTINUES TO RISE LEADING TO STABILITY IN COMMODITY PRICING.

中国对矿产资源的需求持续增长，并对国际市场商品价格产生重大影响。



**EMERGENCE OF EXPLORATION, DEVELOPMENT OF GREENFIELD MINES,
EXPANSION OF EXISTING MINES AND METAL PROCESSING PROJECTS.**

新矿山的开发和现有矿山的扩张以及金属处理项目的开发。

CONTINUATION OF EXISTING MINING COMPANIES OPERATIONS.

现有的矿业公司在继续运营。

**PROCESS ENGINEERS ARE INCREASINGLY BEING CHALLENGED TO DEVELOP
PROCESSES THAT CAPTURE LOW GRADE MINERALS RESOURCES AT HIGH
RECOVERY RATES AND AT LOWER OPERATING COST PROFILES.**

矿山设计工程师也不断面临的以高回收率和低运营成本开发低品位矿产资源的挑战。



CONTINUOUS IMPROVEMENT IN MINING EQUIPMENT

不断促进采矿设备

SUPPLIERS ARE MORE THAN EVER BEFORE SENSITIVE TO THE KNOCK ON EFFECTS THE UNPREDICTABLE COMMODITY PRICING HAS ON THEIR LONG TERM BUSINESS VIABILITY.

供应商对于不可预测的商品价格对于其长期生存能力的影响也有了前所未有的敏感。

MORE IMPORTANTLY, THE INVESTOR TODAY IN THE MINING AND MINING RELATED INDUSTRY IS AWARE OF THE RISK THE UNSTABLE COMMODITY DEMAND CREATES ON THE RETURN OF THEIR INVESTMENTS

更重要的是，今天矿业及其相关产业的投资者也意识到不稳定的商品需求对其投资回报产生的风险。



THERE IS A GREAT NEED TO CREATE INVESTOR CONFIDENCE IN THE HOST COUNTRY.

矿业中最重要的的是在投资接收国建立投资者信心，

ZAMBIA IS WELL ENDOWED WITH A VARIETY OF MINERAL RESOURCES SUCH AS BASE METALS, ENERGY AND INDUSTRIAL MINERALS AND GEMSTONES.

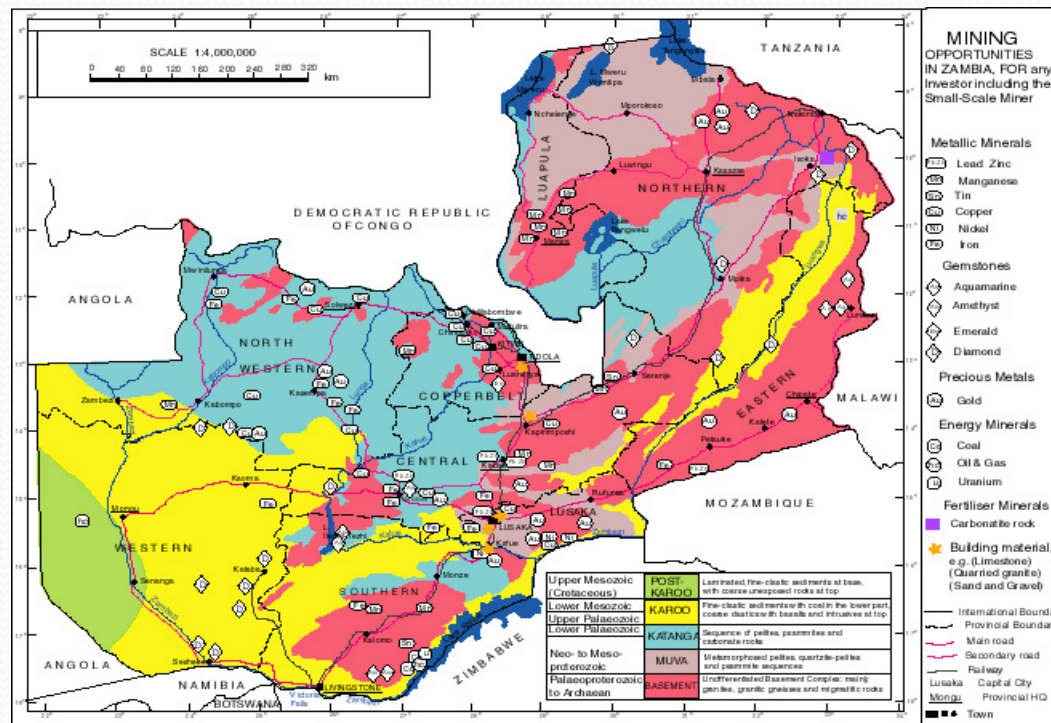
赞比亚蕴含丰富的矿产资源，包括基础金属、能源和工业矿物以及宝石。

THERE ARE VAST INVESTMENT OPPORTUNITIES IN EXPLORATION AND EXPLOITATION OF THIS RESOURCE IN ZAMBIA.

赞比亚资源勘探和开采具有广泛的投资机遇。



● **GEOLOGICAL MINERAL OCCURRENCES MAP OF ZAMBIA**





ZAMBIA'S INVESTMENT MODEL AND VISION

赞比亚投资模式及愿景

TO HAVE A VIBRANT, WELL ORGANIZED PRIVATE SECTOR AND PRIVATE-PUBLIC PARTNERSHIP DRIVEN MINING SECTOR CONTRIBUTING IN EXCESS OF 20% TO GDP AND PROVIDING A PLATFORM FOR SUSTAINABLE ECONOMIC GROWTH OF THE COUNTRY.

建成具有活力、组织良好的私营部门和私有-公共合作的矿业部门，他们占GDP的20%，为国家的可持续经济发展提供平台。

FROM OUR OWN EXPERIENCE, DIRECT FOREIGN INVESTMENT (FDI) PROVIDES THE BEST WAY TO PROMOTE EXPLORATION AND DEVELOPMENT OF MINES TO PRODUCTION.

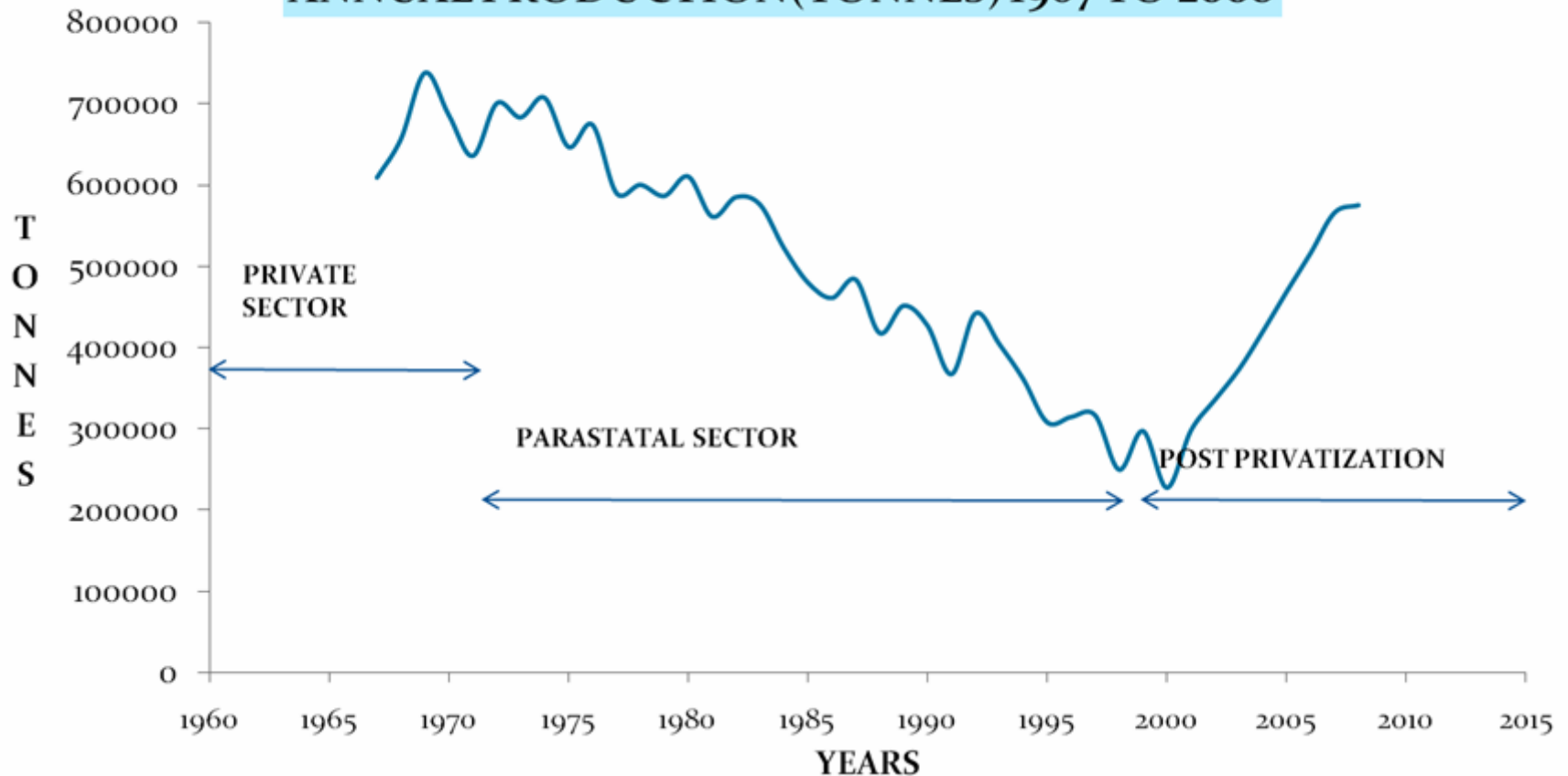
基于我们的经验（如下表所示），我们相信外国直接投资为促进矿业勘探和开发提供了最好的途径。

INVESTMENT OPPORTUNITIES IN THE MINERAL SECTOR IN ZAMBIA

Brief background of the Mining Industry in Zambia



ANNUAL PRODUCTION(TONNES) 1967 TO 2008





THEREFORE, MY GOVERNMENT ENDEAVORS TO ATTRACT AND ENCOURAGE PRIVATE SECTOR PARTICIPATION IN THE EXPLORATION FOR, AND COMMERCIAL EXPLOITATION OF MINERAL RESOURCES.

因此，我国政府致力于吸引和鼓励私营部门参与矿产资源的勘探和商业开采。

TOTAL DEVELOPMENT, FROM EXPLORATION TO MINING TO DOWNSTREAM VALUE ADDITION STAGE.

我们鼓励贯穿勘探到开采到下游增值过程整体开发的一揽子投资。

ZAMBIA IS COMMITTED TO ENHANCING TRANSPARENCY AND ACCOUNTABILITY IN THE MINERALS SECTOR AND ENSURING THAT THE EXPLOITATION OF MINERALS IS USED FOR THE BENEFIT OF CITIZENS AND INVESTORS.

赞比亚致力于增强矿产部门的透明性和可靠性，并确保矿产开发用于公民和投资者的利益。



MAJOR EXPLORATION AND MINING COMPANIES IN ZAMBIA

赞比亚矿业部门投资机遇
赞比亚主要勘探和采矿公司

Key Exploration Companies

主要勘探公司

- Equinox-Australia
- First Quantum Plc – Canada
- Kiwara Plc – UK
- China Non ferrous Mining Co (Group)
- Teal – Australia
- BHP – Canada
- Mwembeshi Resources – Australia
- Laiwu Iron & Steel Group – China
- Rio Tinto – UK/Canada
- Caledonia - Australia
- ARM – South Africa/Canada
- Zhonqui – China
- Jinchuan Nickle Co.
- Dennison Mines/Omega Corp – Canada/Australia

Key Mining Companies

主要采矿公司

- Vedanta Resources – UK
- First Quantum Plc – Canada
- China non ferrous Mining Co (Groups) – CNMC, NFCA, Sino Metals & Chambeshi Mines, Luanshya Mine.
- Sino Metals
- Equinox-Australia
- Glencore – Switzerland
- Metorex – South Africa



PROTECTION OF THE INVESTOR'S INVESTMENT AND HIS PERSON.

保护投资者及其投资

ATTRACTIVE INCENTIVES FOR INVESTORS.

有吸引人的投资鼓励政策

SENSITIVE TO GLOBAL INVESTMENT ETIQUETTE.

敏锐的国际化投资理解



ZAMBIA'S MINING FISCAL AND REGULATORY REGIME:

赞比亚新的矿业财政和条例体制提供以下措施：

- 30% CORPORATE TAX;
- 30%的公司税
- MINERAL ROYALTY RATE ON BASE METALS AT 3% OF GROSS VALUE;
- 基础金属矿山使用税按总值3%收取；
- 15% WITHHOLDING TAX ON INTEREST, DIVIDENDS, ROYALTIES, MANAGEMENT FEES AND PAYMENTS TO AFFILIATES OR SUBCONTRACTORS IN THE MINING SECTOR;

对矿业领域利息、红利、版税、管理费和对附属或下属机构的支付款实行15%的代扣所得税；

- NO WINDFALL TAX
- 无暴利税；



- 100% CAPITAL ALLOWANCE DEDUCTIONS FOR THE MINING SECTOR
- 矿业领域100%的资本补贴扣除；
- THERE ARE NO RESTRICTIONS IN RESPECT OF THE AMOUNT OF PROFITS, DIVIDENDS, OR ROYALTIES THAT MAY BE EXTERNALIZED.
- 对于利润、红利、或版税可汇出的，没有限制。



OIL AND GAS POTENTIAL IN ZAMBIA.

赞比亚的油气资源的潜力

ADVERTISED FOR TENDERS FOR THE EXPLORATION FOR OIL AND GAS IN SOME PARTS OF ZAMBIA ON THE BASIS OF PRELIMINARY EXPLORATION RESULTS.

在迄今为止进行的初步工作结果的基础上，我国政府对于结果显示有商业价值矿藏存在的地区，近期进行了油气勘探的招标公示。

ZAMBIA IS IN A REGION IN WHICH BOTH TO THE NORTH EAST, NORTH WEST AND SOUTH-EAST, OIL AND GAS HAS RECENTLY BEEN DISCOVERED.

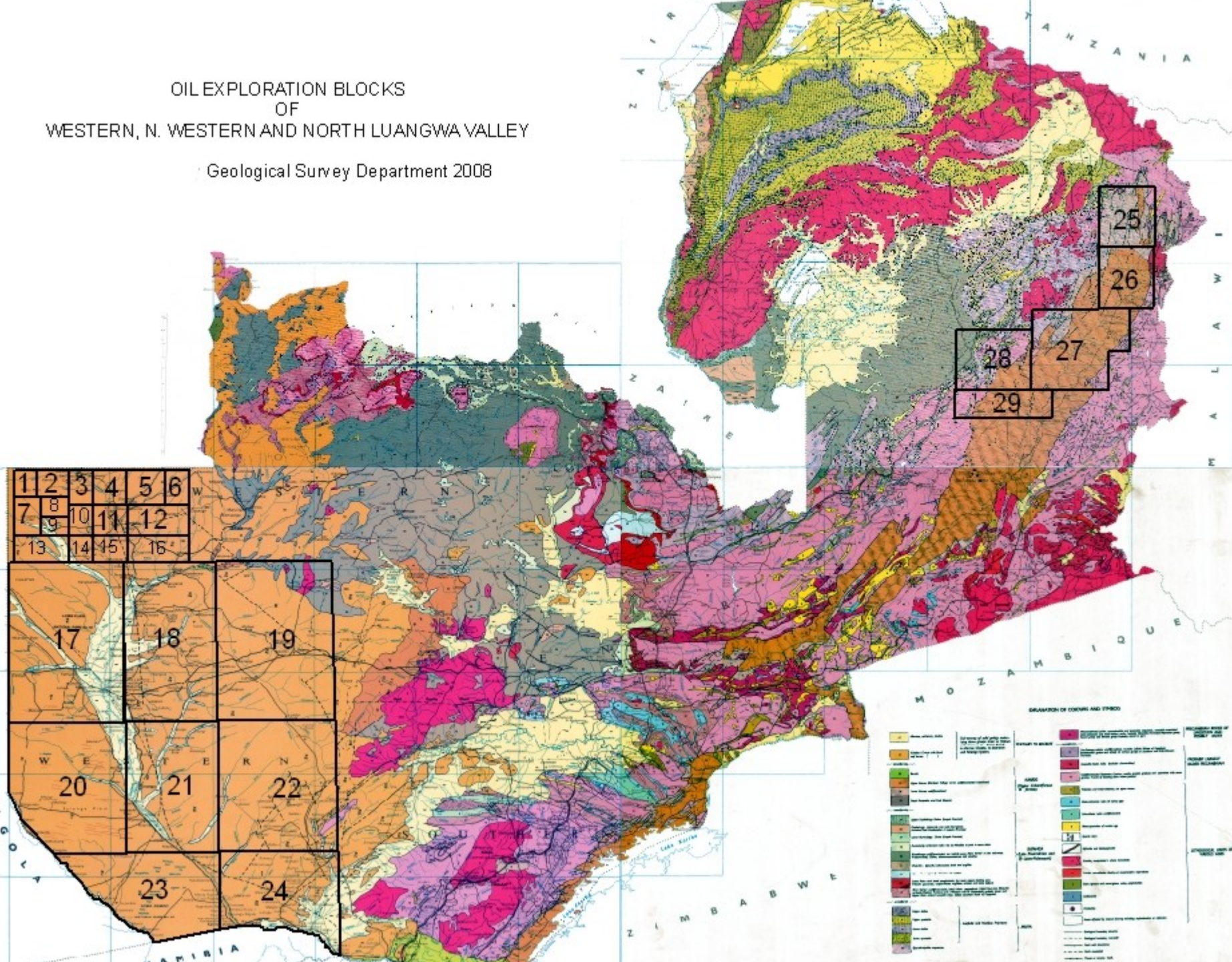
我们近期在在东北、西北和东南区域均发现有燃油和燃气。

ENACTED A LAW ON OIL EXPLORATION AND PRODUCTION. NOW INVITE EXPERTS IN THE OIL AND GAS EXPLORATION FIELD TO COME TO ZAMBIA TO EXPLORE FOR OIL AND GAS.

我们制订了油气勘探和生产的法律。现在，我们邀请油气勘探领域的专家来赞进行油气勘探。

OIL EXPLORATION BLOCKS
OF
WESTERN, N. WESTERN AND NORTH LUANGWA VALLEY

Geological Survey Department 2008





OTHER INVESTMENT OPPORTUNITIES IN THE MINING INDUSTRY IN ZAMBIA:

赞比亚其他方面的投资机遇也很巨大:

✓ **VALUE ADDITION TO THE COPPER**

✓ 铜金属的增值

✓ **PRODUCTION OF MINING INDUSTRY CONSUMABLES.**

建立生产矿业消耗品的制造业。

✓ **DEVELOPMENT OF MANUFACTURING FACILITIES BASED ON INDUSTRIAL
MINERALS**

开发和制造设施：基于工业矿物，



STAINLESS STEEL MANUFACTURING INDUSTRIES:

不锈钢制造业:

FERROSILICON AND FERROMANGANESE INDUSTRIES:

铁矽和锰铁工业:

MINING MACHINERY, EQUIPMENT AND SPARE PARTS PLANTS:

矿业机器、设备和零件厂:



INDUSTRIAL PARKS UNDER MULTI-FACILITY ECONOMIC ZONES (MFEZ).

“多设施经济区”模式的工业园区

INCENTIVES IN A MULTI FACILITY ECONOMIC ZONE (MFEZ)

多设施经济区享有以下优惠政策：

- ZERO PERCENT TAX RATE ON DIVIDENDS FOR FIVE (5) YEARS FROM THE DATE OF FIRST DECLARATION ;
- 首次宣布红利日期起5年内对红利实行零税率；



ZERO PERCENT TAX ON PROFITS FOR FIVE (5) YEARS FROM THE FIRST YEAR PROFITS ARE MADE. FOR YEAR 6 TO 8, ONLY 50% OF THE PROFITS ARE TAXABLE AND YEARS 9 AND 10, ONLY 75% OF PROFITS ARE TAXABLE;

产生利润首年起5年内对利润实行零税率；第6-8年，对利润的50%征税；第9、10年，仅对利润的75%征税；

ZERO PERCENT IMPORT DUTY RATE ON RAW MATERIALS, CAPITAL GOODS, MACHINERY INCLUDING TRUCKS AND SPECIALIZED MOTOR VEHICLES FOR FIVE (5) YEARS;

原材料、资本货物、机器，包括卡车和专用车辆五年内进口关税零税率；



Closing

结束语

THANKS TO THE MINISTRY OF LANDS AND NATURAL RESOURCES AND
THE CHINA EXPO ORGANIZING COMMITTEE FOR THE OPPORTUNITY
TO DELIVER THIS KEYNOTE SPEECH AND INVITE YOU ALL TO INVEST
IN THE MANY OPPORTUNITIES IN THE ZAMBIA MINERAL SECTOR.

我想感谢中国国际矿业大会组委会主席，感谢他给我机会进行这个主旨发言，并同时欢迎
诸位到赞比亚充满机遇的矿业领域投资。

I THANK YOU FOR YOUR ATTENTION

谢谢



**ZAMBIA AFRICA'S
BEST INVESTMENT DESTINATION**

