



CONCEPT NOTE

Consultative Meetings for the Review and Development of the Zambia National Local Content Strategy

1.0 Background

The Ministry of Commerce, Trade and Industry (MCTI) in Zambia is responsible for providing policy direction in the commercial, trade and industrial sectors of the country. In its role to develop programmes for industrial development and to enhance the sectors' contribution to Zambia's sustainable socio-economic growth and development, the Ministry of Commerce, Trade and Industry (MCTI) formulated a National Local Content Strategy (NLCS) (2018-2022) to provide guidance on the use of local content, including primary resources in industrial activities and value chains.

At country level, the NLCS aims to promote inclusive growth and sustainable development through increased utilization of local goods and service, mainly in the growth sectors. For Zambia, the strategy was used as a tool to ensure that Foreign Direct Investment and domestic resource mobilization such as enhanced technology utilization, and improved managerial skills in key sectors of the economy are realized. This included ensuring that local companies play a central role in domestic distribution networks by promoting linkages between local and foreign enterprises and enhancing the competitiveness of local firms to spur industrialization and diversification. Ultimately the Zambia NLCS serves as a framework for integrating the use of local primary resources and locally manufactured goods and services into the broader economy. As demonstrated in successful Local Content Strategies in other countries, such approaches support increased employment of locals and participation of local service providers in production processes. A NLCS may also serve as a framework for strengthening institutional capacity and the regulatory framework, demonstrate transparency and streamline measures in a manner that investors are not unduly burdened with the requirements for compliance with local content regulations.

Status of the Implementation of the Zambia NLCS (2018-2022)

The Strategy facilitated the development of Zambia's local content initiatives through various streams. Specifically, some of the strategies include;

- **Government Procurement:** The strategy has enabled the Zambian government to prioritize the purchase of locally made goods and services, including uniforms and personal protective equipment (PPE) for various institutions, including mines and manufacturing companies.
- **Support for local suppliers:** The strategy enabled the Zambia Development Agency to facilitate linkages between foreign companies and local businesses, encouraging equal participation in the economy. In this regard, some mining companies are implementing supplier development programs (SDP), providing training and support to local businesses.
- **Capacity Building and Skills Development:** The strategy enabled several programs on capacity building of local suppliers and MSMEs to be implemented enabling them to participate in regional and global value chains. Training and capacity-building initiatives are being provided to help local businesses improve their competitiveness and meet the demands of the market.
- **Strengthened Local Content Regulations:** Through the strategy, the government strengthened local content regulations, requiring mining and other industries to prioritize the use of local resources and labor through for instance the Local Content Act aimed at streamlining and solidify the policies for local content.

However, with the expiry of the 2018-2022 NLCS, the Ministry requires an updated policy framework and intends to develop a successor NLCS which will continue to promote inclusive growth and sustainable development through strengthening the utilization of locally available goods and services by all the companies operating in Zambia. The development of the successor NLCS will involve review of the implementation of the NLCS (2018-2022) to identify strengths and weaknesses and leverage the findings as well as other pertinent new developments to draft a successor NLCS, its implementation plan and attendant monitoring and evaluation framework. The development of the successor NLCS for Zambia will focus on the following subsectors: Agro processing; Textiles and Garments; Engineering; Wood and Wood product; Leather; Mineral beneficiation (metallic and non-metallic); and Pharmaceuticals. In Addition, the Ministry will also review and revise the NLCS legal and regulatory framework to ensure effective enforcement mechanisms for the Successor NLCS strategy.

The United Nations Economic Commission for Africa Sub regional Office for Southern Africa (ECA SRO SA) has engaged the services of a consultant to develop the successor NLCS. As part of the process for this initiative **Two (2)** consultative meetings will be undertaken in Ndola, Zambia on (31st March -1st April), 2026 and Lusaka, Zambia on (7th-8th April,2026). The consultative meetings represent a crucial step in launching a structured, participatory, and Member State-driven process that will ensure that the successor NLCS is grounded in national priorities with strong ownership, focusing on the seven (7) sub sectors outlined above.

2. Objectives of the Consultative Meetings

The overall objective of the consultative meetings is to initiate a national, multi-stakeholder dialogue that will inform the design of the successor NLCS for Zambia, its implementation plan and attendant monitoring and evaluation framework. In Addition, the Consultative meetings will also inform on the review and revision of the NLCS legal and regulatory framework to ensure effective enforcement mechanisms for the Successor NLCS strategy.

Specific meetings objectives include:

1. Reviewing the current state of industrialisation in Zambia with a focus on the seven (7) sub-sectors in terms of policy, institutional, environmental, and product-related dimensions.
2. Assessing the prevailing scenario of aspects relating to the development of the local content strategy in Zambia.
3. Identifying national challenges, opportunities and priority areas towards the implementation of local content strategies in Zambia.
4. Collecting stakeholder's perspectives to ensure that national needs and aspirations inform the successor's strategy development.
5. Establishing a preliminary set of strategic pillars and thematic areas for the strategy.
6. Agreeing on a roadmap, responsibilities, and timelines for drafting, reviewing, and validating the Strategy.

2. Workshop Methodology

The consultative meetings will adopt a participatory and interactive approach, consisting of technical presentations, thematic group discussions, plenary sessions: to consolidate group recommendations, reach consensus, and refine focus areas for the facilitated consultations.

3. Expected Outcomes

The consultative meetings are expected to deliver the following outcomes:

- A consolidated assessment of local content challenges and opportunities in Zambia.
- Consensus on key components, structure, and thematic priorities of the Zambia NLCS.
- A preliminary outline of priority interventions, proposed programmes, and cooperation mechanisms.
- Clarified linkages between the Successor NLCS and other continental frameworks on Local Content Policies and Frameworks.
- Strong Member State buy-in and ownership of the NLCS development process.
- A detailed roadmap outlining next steps, timelines, responsibilities, and modalities for stakeholder engagement.

4. Expected Outputs

- i. Draft Revised National Local Content Strategy.
- ii. Launch and sensitization of the Strategy.
- iii. Report of the Proceedings.

5. Participants

Participants will include:

- Senior officials from Government ministries responsible for Industry, MSME development, Planning and Trade.
- Private sector actors including Mining, Agri- business, Leather and Textile, Pharmaceuticals hotel associations, tour operators, tourism investors, and MSME representatives.
- Academia and tourism research institutions.
- Development partners such as UNDP and COMESA and aligned organisations supporting Local Content and Supplier Development programmes.

6. Date and Venue

The consultative meetings will be held on the following dates and venues:

1. 30th March 2026- 1st April 2026- Ndola, Protea Hotel.
2. 7-8 April 2026 – Lusaka (TBA).

7. Contacts

Confirmation of participation and requests for additional information should be addressed to:

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