



# LARGE SCALE LAND ACQUISITIONS PROFILE

## ZAMBIA

This country profile presents the Land Matrix data for Zambia, detailing large-scale land acquisitions (LSLAs) that:

- entail a transfer of rights to use, control or own land through sale, lease or concession;
- cover an area of 200 hectares (ha) or larger;
- have been initiated since the year 2000;
- are affected by a change of land use;
- include deals for agricultural purposes. Mining and forestry operations are excluded.

The objective of this country profile is to present LSLA data at national level to a wide panel of stakeholders, stimulating broad engagement and data exchange, facilitating the continuous improvement of the data. The data used in this profile was downloaded on 1 February 2016<sup>1</sup>.

<sup>1</sup> Land Matrix Zambia deals database: [click here](#)

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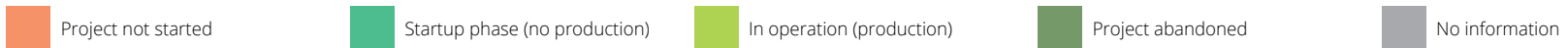
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**Table 1:** Zambia's key socio-economic and institutional indicators

BASIC SOCIO-ECONOMIC CHARACTERISTICS	
Population (2015) (million)	15.4
Total land (million hectares)	74
Total agricultural land (million hectares)	23
Total agricultural land (as a % of total land)	32.1
Contribution of agriculture to GDP (% , 2013)	17.68
Food imports (% of merchandise imports, 2014)	4.8
Food exports (% of merchandise exports, 2014)	7.4
INSTITUTIONAL VARIABLES	
Political stability index (2014)	0.21
Voice and accountability index (2014)	-0.14
Government effectiveness index (2014)	-0.47
Control of corruption index (2014)	-0.41
Investor protection rank (2014)	68

The World Bank, <https://data.worldbank.org/indicator>

# CONCLUDED AGRICULTURAL LAND DEALS IN ZAMBIA





## OVERVIEW OF LARGE-SCALE LAND ACQUISITIONS

**Table 2:** Dynamics of international large-scale land acquisitions according to negotiation status.

	NUMBER OF DEALS	INTENDED SIZE (HA)	SIZE UNDER CONTRACT (HA)	SIZE UNDER CONTRACT (% OF INTENDED SIZE)
Concluded (Contract Signed)	24	1 303 916	383 784	29.43
Concluded (Oral Agreement)	2	20 000	5 990	29.95
<b>Concluded</b>	<b>26</b>	<b>1 323 916</b>	<b>389 774</b>	<b>29.44</b>
Intended (Expression of interest)	1	21 000	n.a	n.a
Intended (Under Negotiation)	3	108 000	n.a	n.a
<b>Intended</b>	<b>4</b>	<b>129 000</b>	<b>n.a</b>	<b>n.a</b>
Failed (Negotiations Failed)	3	135 000	0	0.00
Failed (Contract cancelled)	1	1 000	300	30.00
<b>Failed</b>	<b>4</b>	<b>136 000</b>	<b>300</b>	<b>0.22</b>
<b>TOTAL</b>	<b>34</b>	<b>1 588 916</b>	<b>390 074</b>	<b>24.55</b>

- Zambia has a total of 34 LSLA, of which the size under contract is 390 074 ha, representing 1.6% of the total agricultural land available in Zambia (full intended size was not acquired).
- The majority of the land deals are concluded; the size under contract is however significantly smaller than intended size.
- Of the intended deals, two are likely failed (no further info since 2011), the remaining two are more recent and can still be under active negotiation.

**Table 3:** Concluded deals according to implementation status.

IMPLEMENTATION STATUS	NUMBER OF CONCLUDED DEALS	SIZE UNDER CONTRACT (HA)	AVERAGE SIZE UNDER CONTRACT (HA)	CURRENT SIZE UNDER PRODUCTION (HA)	AVERAGE SIZE UNDER PRODUCTION (HA)
Project not started	2	32 700	16 350	n.a	n.a
Start-up phase	2	196 103	98 052	8 <sup>□</sup>	8
In operation	15	114 611	7 641	10 006*	1429
Project abandoned	4	26 860	6 715	n.a	n.a
No information	3	19 500	6 500	n.a	n.a
<b>TOTAL</b>	<b>26</b>	<b>389 774</b>	<b>14 991</b>	<b>10 014</b>	<b>1251</b>

<sup>□</sup> N (number of observations) =1 deal,  
\* N=7 deals

- 65% of the concluded deals are operational (start-up and in production).
- This being said, the average size under production is less than 5% of the average size under contract.
- 15% of signed projects have been abandoned (the land ownership might still be with investor).

**Figure 2:** Concluded deals over time (2000 to 2015)



- Land deals have been concluded consistently since 2003
- The pace increased since 2011.
- The highest number of deals being concluded was in 2011 and 2014.
- The largest size of land was contracted in 2012, totalling 199 577 ha (45% of the total size under contract) - covering only three deals.



## INVESTORS AND INVESTOR COUNTRIES

**Table 4:** Top 10 Investor countries\* according to size under contract.

INVESTOR COUNTRIES	INTENDED SIZE (HA)	SIZE UNDER CONTRACT (HA)	% OF LAND ACQUIRED	NUMBER OF INTENDED DEALS	NUMBER OF CONCLUDED
South Africa	271 878	226 962	83.5	8	7
Zimbabwe	45 700	45 700	100.0	4	4
Germany	62 700	41 460	66.1	2	2
United Kingdom of Great Britain	31 172	30 172	96.8	5	4
India	731 000	17 000	2.3	4	2
Hungary	17 500	10 000	57.1	1	1
United States of America	5 000	5 000	100.0	1	1
China	303 400	4 400	1.5	3	2
Singapore	5 866	4 380	74.7	1	1
Denmark	3 000	3 000	100.0	1	1

\* Note: deals with investors from various countries are represented by the investor with the largest share in the deal.

- Overall 32 investors from 14 countries engaged in LSLA in Zambia.
- South African investors have the most concluded deals and largest size under contract.
- Indian and Chinese investors have the largest share of intended size but often fail to conclude these plans.

**Table 5:** Dynamics of deals by investor type.

INVESTOR TYPE	INTENDED SIZE (HA)	SIZE UNDER CONTRACT (HA)	% OF LAND ACQUIRED	NUMBER OF INTENDED DEALS	NUMBER OF CONCLUDED DEALS
Private Company	384 000	234 594	61.1	10	6
Stock Exchange Listed Company	169 866	47 140	27.8	6	5
Investment Fund	44 600	35 590	79.8	4	4
Individual Entrepreneur	400	400	100.0	1	1
Public Private Partnership	30 000	30 000	100.0	1	1
State-owned	3 000	0	0.0	1	0
Other	5 000	0	0.0	1	0
No Information	952 050	42 050	4.4	10	9
<b>Total</b>	<b>1 588 916</b>	<b>389 774</b>	<b>24.5</b>	<b>34</b>	<b>26</b>

- The investor type of many investors is not clear (lack of information).
- However, private companies seem to be the major type of investors, followed by stock-exchange listed companies.

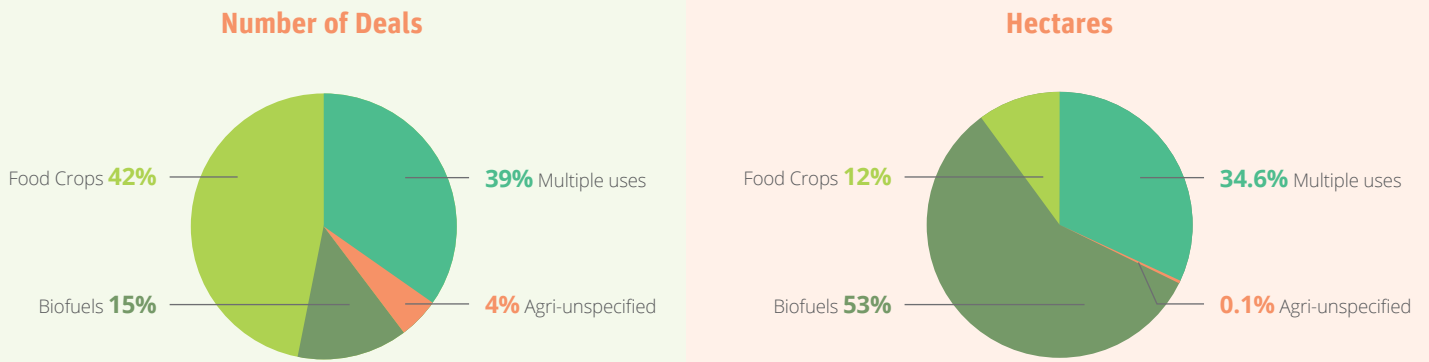
**Table 6:** Involvement of domestic partners.

	INTERNATIONAL INVESTORS WITHOUT DOMESTIC PARTNER	INTERNATIONAL INVESTORS WITH DOMESTIC PARTNER	TOTAL	% WITH DOMESTIC PARTNER
Intended size (ha)	653 916	935 000	<b>1 588 916</b>	58.85
Size under contract (ha)	373 774	16 000	<b>389 774</b>	4.1
Intended deals	30	4	<b>34</b>	11.76
Deals under contract	24	2	<b>26</b>	7.69

- Once more, information regarding domestic actors is scarce.
- Only a minority of the deals seems to have domestic investors.
- The size of these projects are smaller (although their intended size is often high).

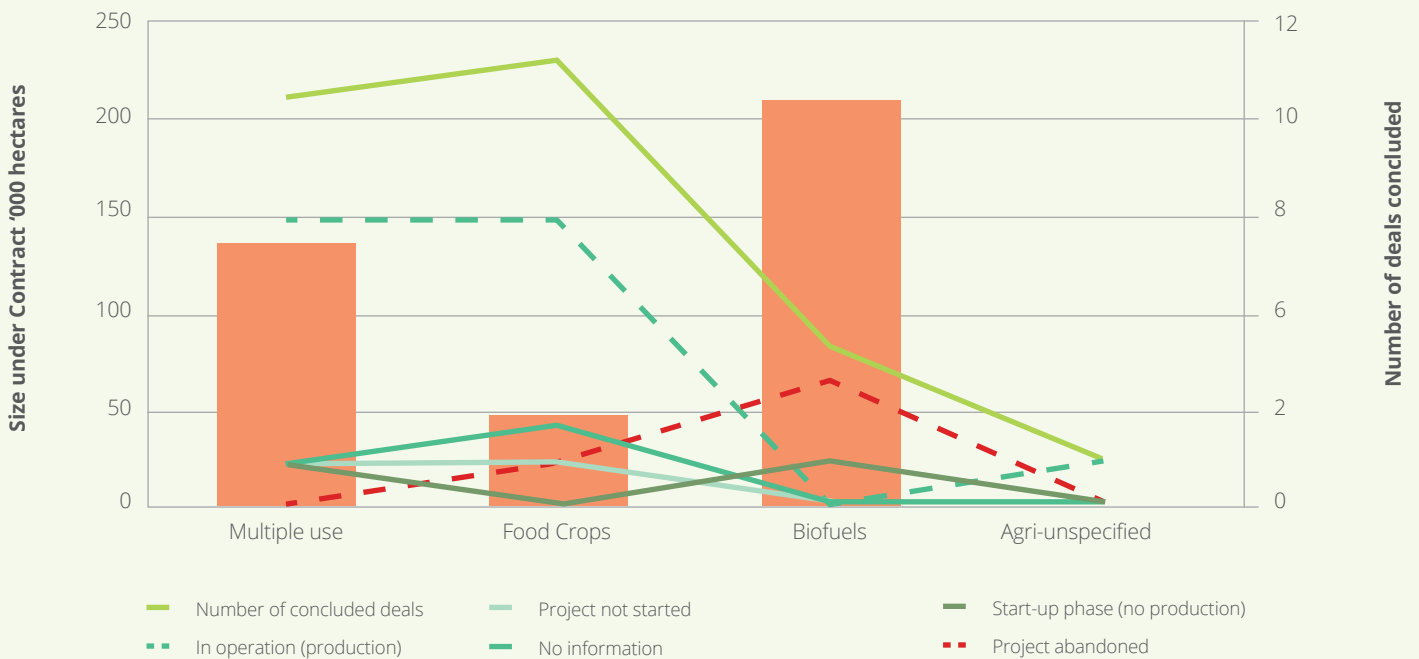


**Figure 3:** Aim of investment (concluded deals).



- The majority of concluded deals aim at food production and projects with multiple use crops (maize, soybeans, rice, wheat on irrigated land and cattle on marginal land).
- Despite a large number of deals (42%), food crops cover a small size under contract (12%).
- The largest area under contract is for biofuel crops (53%), although they concern only a small number of projects (15%).

**Figure 4:** Land acquisitions by category of production, according to implementation status.



- Most deals producing food crops (64%) or multiple use crops (70%) are in operation.
- Biofuel deals have the lowest implementation rate with most cases being abandoned.

<sup>2</sup> Intention of investments include: food crops only, biofuel crops only, non-food crops only (e.g. cotton or tobacco) – no reported cases in Zambia, livestock (including fisheries), forestry – no reported cases in Zambia, agri-unspecified crops which can be used for multiple purposes (mostly palm oil), multiple uses: a combination of the above options.



## FORMER LAND USE, TENURE AND OWNERS

**Table 7:** Former land use for concluded deals and deals in implementation.

FORMER LAND USE	INTENDED SIZE (HA)	SIZE UNDER CONTRACT (HA)	% OF LAND ACQUIRED	INTENDED DEALS	DEALS UNDER CONTRACT
Commercial agriculture	118 288	89 656	75.8	6	6
Pastoralists	17 500	10 000	57.1	1	1
Smallholder agriculture	541 103	201 093	37.2	5	4
Conservation	5 000	0	0.0	1	0
No information	907 025	89 025	9.8	21	15
<b>Total</b>	<b>1 588 916</b>	<b>389 774</b>	<b>24.5</b>	<b>34</b>	<b>26</b>

- Most land concerned with LSLA (intended projects) was previously used by smallholder communities.
- Deals on previous commercial agricultural land have a highest conversion rate.
- The former land use is not known for a large number of cases.



## POTENTIAL BENEFITS AND IMPACTS

**Table 8:** Contract Farming in concluded deals.

CONTRACT FARMING	NUMBER OF DEALS	NUMBER OF FARMERS	CONTRACT SIZE (HA)
Yes	11	26 000	153 600
<i>Not on the lease</i>	9	26 000 <sup>#</sup>	153 600 <sup>*</sup>
<i>On the lease</i>	0	0	0
<i>No information</i>	2	n.a	n.a
No	12	n.a	n.a
No Information	3	n.a	n.a

<sup>#</sup>N=2, <sup>\*</sup>N=4

- Nearly 50% of concluded deals involve contract and local farmers operating their own land, outside the investor's lease area.
- There is little information on other benefits for local communities.

## DATA FIELDS WHICH WERE NOT INCLUDED IN THIS COUNTRY PROFILE DUE TO A LACK OF DATA

Please help us enhance the data, by contributing to the following fields:

- The destination of production from large-scale land deals
- In-country processing activities
- Water usage
- Former Legal Land Owner
- Involvement of the community in pre-contract negotiations
- Number of projects with reported evictions
- Compensation received by communities
- Reported community benefits
- Employment (planned and actual)

View the **Zambian database here:**

[http://www.landmatrix.org/en/get-the-detail/by-target-country/zambia/?order\\_by=&starts\\_with=Z](http://www.landmatrix.org/en/get-the-detail/by-target-country/zambia/?order_by=&starts_with=Z)

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- Contact the Africa team: [africa@landmatrix.org](mailto:africa@landmatrix.org)

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Contributed to this country profile:

Angela Harding, Wytse Chamberlain, Ikageng Maluleke, Saliou Niassy, Ward Anseeuw, Gaia Manco

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