AN INTERNATIONAL MARKET ACCESS PROGRAMME

Egypt–Zambia Business Forum

LUSAKA • 3–12 MAY 2027

Proposed dates within the Nafath 2027 programme

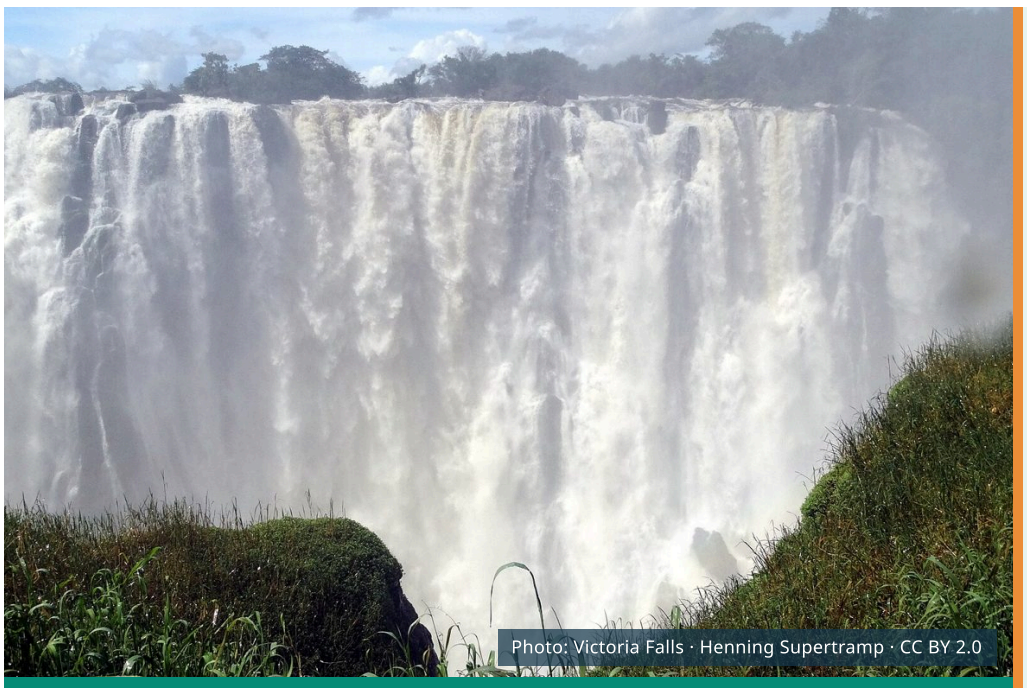


Photo: Victoria Falls · Henning Supertramp · CC BY 2.0

EGYPTIAN PRODUCTS. ZAMBIAN OPPORTUNITIES.

Meet the market. Build the relationship.

Connecting Egyptian exporters with qualified Zambian buyers through focused, mutually matched business meetings.

Organised by B2B Matchmaking

01 / ABOUT NAFATH

Opening markets. Creating connections.

Nafath is an export development programme designed to connect Egyptian companies with qualified international buyers through sector-focused trade missions and business forums.

The programme brings together market intelligence, exporter preparation, buyer selection and structured matchmaking to help companies build lasting commercial relationships.

The Zambian edition

The Egypt–Zambia Business Forum connects Egyptian suppliers with Zambian retailers, food and FMCG manufacturers, mining houses, power utilities and fertiliser distributors. Record copper output, a fast solar build-out and new rail corridors are lifting demand, and Egypt and Zambia trade duty-free as members of the COMESA Free Trade Area.

100
Trade missions targeted annually

1,000
Egyptian exporters targeted

30%
Target reduction in participation costs

A practical route from market understanding to meaningful business conversations.

Programme figures are targets, rather than results achieved by this forum.

02 / THE ORGANISER

B2B Matchmaking

An Egyptian company specialising in the development and delivery of trade missions and business forums, connecting exporters with international purchasing networks.

800
Trade missions in the company's track record

100,000
B2B meetings delivered

US$2bn
Deals concluded

16 years
Experience by 2027

A team of 75 international trade specialists supports activity across Africa, the Middle East, Europe, Asia and the Americas.

Explore B2B Matchmaking ↗

Company credentials and performance figures supplied by the organiser.

Copper. Power. A market on the move.

Africa’s second-largest copper producer, investing in mines, solar power and rail links to the sea.

890,346 t
Record copper output / 2025

US$11.27bn
Merchandise imports / 2024

841 MW
Solar capacity / 2026, up from 88 MW in 2021

3.8%
Real GDP growth / 2025

3m t Annual copper output targeted by 2031, more than triple the 2025 level

Multiple routes to market

Opportunities span supermarket groups and food manufacturers, mining houses and their contractors, power and road agencies, and fertiliser and chemical distributors. Zambia is landlocked, so Egyptian goods arrive through Dar es Salaam or Durban. COMESA certificates of origin, competitive landed prices and reliable lead times are central to winning business.

Copper output: Ministry of Mines via Mining.com, Jan 2026 ↗

Imports: UN Comtrade, 2024, via Trading Economics ↗

Solar capacity: Ministry of Energy via Industrial Info, 2026 ↗

Growth: Zambia Statistics Agency, via African Development Bank, African Economic Outlook 2026 ↗

2031 target: Presidential Delivery Unit, 2026 ↗

04 / EGYPT–ZAMBIA TRADE

A growing trade relationship.

EGYPT'S NON-OIL EXPORTS TO ZAMBIA / 2025

US$19.9m

Egypt-reported, all non-oil goods

GROWTH SINCE 2020

+135%

Egypt's exports to Zambia, from US$8.47m in 2020

TOTAL BILATERAL TRADE / 2025

US$27.5m

All goods, exports plus imports

EGYPT'S TRADE SURPLUS

US$12.4m

All goods, exports minus imports, 2025

EGYPT'S EXPORTS TO ZAMBIA BY MISSION SECTOR / 2025

2 of 8 sectors grew in 2025; fastest: Chemicals & Paints **×4.2**

Engineering, Electrical & Metals

US$5.98m

▲ **+96%** vs 2024 **+74%** since 2020

Food & Beverages

US$4.53m

+184% since 2020 −44% vs 2024

Chemicals & Paints

US$3.78m

▲ **×4.2** vs 2024

Plastics

US$2.08m

+48% since 2020 −29% vs 2024

Furniture & Home Textiles

US$0.70m

−14% vs 2024

Building Materials, Marble & Ceramics

US$0.39m

−52% vs 2024

Garments & Textiles

US$0.14m

▲ up from under US$0.5m in 2024

Detergents & Home Care

US$0.11m

US$ values of Egypt's reported exports. Non-oil exports exclude mineral fuels (HS 27) and gold and precious metals (HS 71). Growth compares 2025 with 2024 and with 2020; small 2024 bases (under US$0.5m) are not given a rate. Mission sectors by HS chapter: food & beverages 04, 11, 15–22; agricultural produce 06–10, 12–14; building materials 25, 68–70; engineering, electrical & metals 72–76, 78–91; garments & textiles 50–56, 58–62; furniture & home textiles 57, 63, 94; plastics 39; printing & packaging 48–49; chemicals & paints 28–29, 31–32, 38; detergents 34; cosmetics 33. Sectors under US$0.1m in 2025: Cosmetics & Personal Care, Agricultural Produce, Printing & Packaging.

Egypt's trade with Zambia, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

WHY JOIN THIS FORUM

Room to grow. Reasons to join.

Egypt's non-oil exports to Zambia have grown +135% since 2020, yet Egypt supplies under 0.2% of Zambia's US$11bn imports. Every sector at this forum has room to grow.

+135%
Growth in Egypt's non-oil exports to Zambia since 2020, to US$19.9m in 2025

<0.2%
Egypt's share of Zambia's US$11.27bn imports

0%
Duty on qualifying Egyptian goods inside the COMESA Free Trade Area

FASTEST-GROWING MISSION SECTORS IN ZAMBIA / EGYPT'S EXPORTS

▲ ×4.2
Chemicals & Paints
US$3.78m in 2025, from US$0.90m in 2024

▲ +96%
Engineering, Electrical & Metals
US$5.98m in 2025, from US$3.05m in 2024

+184%
Food & Beverages
Since 2020: US$4.53m in 2025, from US$1.59m

+48%
Plastics
Since 2020: US$2.08m in 2025, from US$1.40m

30%
Target reduction in participation costs through Nafath

100,000
B2B meetings delivered by the organiser

US$2bn
Deals concluded by the organiser

Zambia imports by product, 2024: UN Comtrade via Trading Economics ↗

Egypt exports to Zambia, 2025: UN Comtrade via Trading Economics ↗

Egypt's trade with Zambia, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

05 / THE PROJECT PIPELINE

Landmark projects. Future opportunities.

Six mining, energy and transport programmes shaping Zambia's demand for materials, equipment and consumer goods.

MINING / TO 2031

Three million tonnes of copper

A national plan to more than triple copper output by 2031, with new mines and expansions across the Copperbelt and North-Western Province.

POTENTIAL SECTOR FIT

Electrical equipment, steel, chemicals, plastics.

MINING / ONGOING

Kansanshi S3 expansion

First Quantum's US$1.25bn expansion raises milling capacity and extends the mine's life into the 2040s.

POTENTIAL SECTOR FIT

Cables, fabricated metals, pumps, paints.

ENERGY / 2026

1,000 MW solar programme

Solar capacity rose from 88 MW in 2021 to 841 MW in 2026, with plants at Chisamba, Itimpi, Mansa and Chirundu, and 1,000 MW targeted.

POTENTIAL SECTOR FIT

Cables, transformers, electrical components.

RAIL / FROM 2026

Lobito corridor railway

About 550 km of new line in Zambia linking the Copperbelt to Angola's Lobito port. AFC and AfDB have each committed US$500m.

POTENTIAL SECTOR FIT

Steel, cement, electrical systems.

RAIL / ONGOING

TAZARA rehabilitation

A Chinese-led concession to rebuild the Tanzania–Zambia railway to Dar es Salaam, valued at about US$1.4bn.

POTENTIAL SECTOR FIT

Steel, building materials, engineering.

ROADS / 2022–2025

US$7.6bn of PPP concessions

Thirteen road, rail and border-post concessions signed between 2022 and 2025.

POTENTIAL SECTOR FIT

Asphalt and paints, cement, steel, lighting.

Project summaries: Zambia Presidential Delivery Unit, Ministry of Energy, Freight News, Railways Africa and Mining Weekly. Sector fit is indicative analysis; procurement opportunities depend on project schedules and supplier qualification. No affiliation or participation is implied.

06 / PARTICIPATING SECTORS

One forum. Multiple buying channels.

Nine Nafath mission sectors, matched to what Zambian buyers already source from Egypt.

- Food & Beverages
- Agricultural Produce
- Chemicals & Paints
- Engineering, Electrical & Metals
- Building Materials, Marble & Ceramics
- Plastics
- Printing & Packaging
- Detergents & Home Care
- Furniture & Home Textiles

> Product-level qualification determines the buyer shortlist for every exporter.

SECTOR OPPORTUNITIES

Who buys, and how.

FOOD & CONSUMER GOODS

Food, Beverages & FMCG

Packaged foods, flour and milk preparations, confectionery and beverages for retail and food service.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Shoprite Zambia ↗
- Zambeef ↗
- National Milling Corporation ↗
- Hungry Lion ↗
- Trade Kings ↗

BUYING ROUTE Retail category buyers, manufacturer procurement and approved importers.

Detergents, Home Care & Packaging

Detergents, home-care ranges and packaging inputs for local manufacturers and retailers.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Trade Kings ↗
- Shoprite Zambia ↗
- Zambeef ↗
- National Milling Corporation ↗

BUYING ROUTE Manufacturer procurement and retail category teams.

MINING, POWER & CONSTRUCTION

Engineering, Electrical & Cables

Cables, transformers, switchgear, pumps and lighting for mines, solar plants and grids.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- ZESCO ↗
- Copperbelt Energy Corporation ↗
- First Quantum Minerals ↗
- Konkola Copper Mines ↗

BUYING ROUTE — Utility tenders and mine supply chains, subject to technical approval.

Building Materials, Steel & Paints

Cement, steel, tiles, paints and finishing materials for roads, rail and housing.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Road Development Agency ↗
- ZCCM Investments Holdings ↗
- Konkola Copper Mines ↗
- **Contractors on road and rail concessions** — Shortlisted per product

BUYING ROUTE — Public tenders and contractor procurement.

AGRICULTURE & CHEMICALS

Fertilisers & Agricultural Inputs

Fertilisers and crop inputs for Zambia's maize, soya and wheat farmers.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- Nitrogen Chemicals of Zambia ↗
- United Capital Fertilizer ↗
- Zambeef ↗

BUYING ROUTE — Distributors, blenders and estate farm procurement.

Chemicals & Plastics

Industrial chemicals, reagents, plastics and pipes for mining and manufacturing.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

- First Quantum Minerals ↗
- Konkola Copper Mines ↗
- Trade Kings ↗

BUYING ROUTE — Mine procurement and manufacturer supply programmes.

Illustrative invitation targets; attendance and purchasing interest are subject to qualification and confirmation. Names identify their respective owners.

Product fit
Positioning, ingredients, pack formats and category relevance.

Supply readiness
Pricing, capacity, documentation and reliable replenishment.

07 / HOW TO APPLY

Your route to the Zambian market.

A clear, six-step journey from registration to business meetings.

01 **Register your interest**
Submit your contact and company details, website, participating sector and product information.

02 **Analyse your export opportunities**
We assess your product's potential in the Zambian market and identify relevant opportunities and buyer categories.

03 **Confirm your participation**
Review and sign the participation agreement to formalise your company's place in the forum.

04 **Review the initial buyer list**
Receive an initial list of potential buyers, review their profiles and share your feedback on relevance.

05 **Submit your buyer wish list**
Nominate the buyers you would like to meet. Your preferences inform outreach and the matchmaking process.

06 **Attend your B2B meetings**
Take part in the scheduled business meetings with buyers, based on mutual interest and confirmed availability.

YOUR PRIORITIES SHAPE THE MATCHMAKING

The initial buyer list is provided for your review. You may also submit a wish list of additional buyers you would like to meet.

Buyer nominations are subject to qualification, interest and availability. A wish-list submission does not guarantee an appointment.

NAFATH / ZAMBIA

Your next market.
Your next connection.

Bring an export-ready product. Meet a relevant purchasing partner.

Egypt–Zambia Business Forum

Lusaka · 3–12 May 2027

Proposed dates; event day and venue to be confirmed.

www.i-b2b.co ↗