

# **GRAIN TRADERS ASSOCIATION of ZAMBIA**

Prospects for regional maize  
exports from Zambia

# Current and prospective markets

- Zimbabwe
- Malawi
- DR Congo
- Namibia
- Tanzania
- Angola

# Quantities Required

- Zimbabwe 800,000mt
  - Malawi 150,000mt
  - DR Congo 100,000mt
  - Namibia 50,000mt
  - Tanzania 70,000mt
  - Angola 30,000mt
- 1,200,000mt

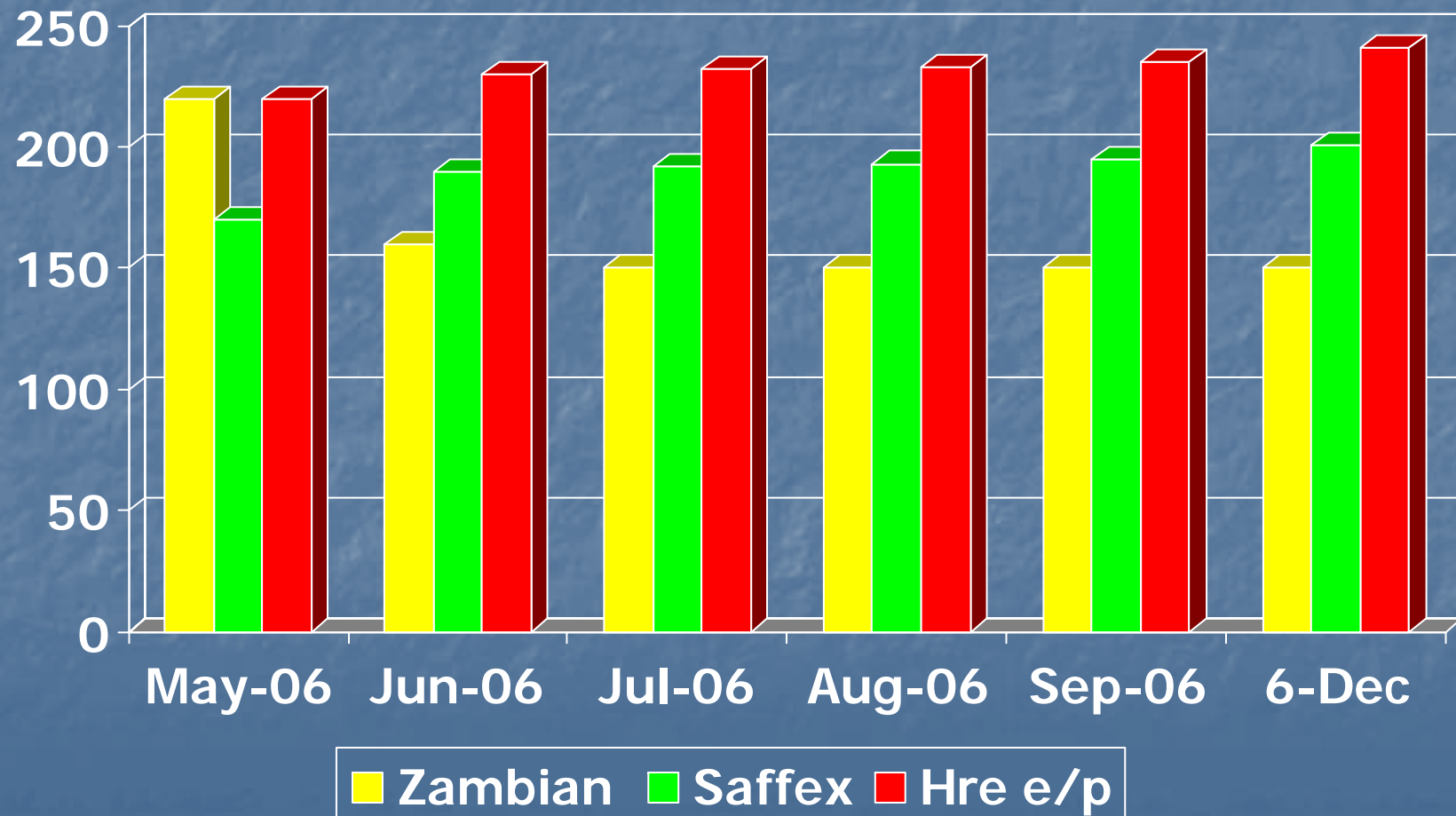
# Regional Competition

- ❑ **Zambian Exports to Zimbabwe**
  - ❑ Competing with South Africa – formal exports
  - ❑ Competing with Mozambique – informal exports
- ❑ **Zambian Exports to Malawi**
  - ❑ Competing with South Africa – formal exports
  - ❑ Competing with Mozambique – informal exports
- ❑ **Zambian Exports to DR Congo**
  - ❑ Competing with South Africa – formal exports
  - ❑ Competing with Tanzania – informal exports

# Alternative maize supply during deficit years

- South Africa - formal imports
- Tanzania – formal & informal imports
- Malawi – formal & informal imports
- Mozambique – informal imports

# Zambian Market prices v Export Parity prices



# Possible Scenario - Restricted Export Market

## 200,000mt surplus:

- Prices might drop to as low as US\$110/mt
- Low Prices will cause restricted plantings next season that will cause the “boom & bust” cycle to continue
- South Africa to service regional shortages with +  
- 800,000mt GMO-free maize on hand
- Spoiling of surplus grain during the rainy season due to lack of storage