



Business in Angola:

2015 Country Commercial Guide for U.S. Companies

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Chapter 1: Doing Business In Angola

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Market Overview

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Angola is the third-largest economy in Sub-Saharan Africa with a GDP of \$131 billion (2014) following South Africa and Nigeria. In 2012, the country held its first elections under the 2010 constitution and elected José Eduardo dos Santos. His political party, MPLA (the Popular Movement for the Liberation of Angola), retained its dominant position in the National Assembly during the elections, gaining 72 percent of the vote. The three main opposition parties in the National Assembly are UNITA (the National Union for the Total Independence of Angola at 19 percent), CASA-CE (Broad Convergence for the Salvation of Angola at 6 percent) and PRS (Social Renewal Party at 2 percent). The country's next elections are scheduled for 2017. The first national census, conducted in 2014, reported 24.4 million inhabitants. A U.S.-Angola Strategic Dialogue established in 2010 is increasing bilateral partnership between the two countries in numerous areas.

Angola is considered a middle-income country with GDP per capita at \$5,400 (2014). It receives limited international donor aid. Economic growth is expected to slow in 2015 to around 2.2%, down from 3.9% in 2014, due to the impact of global oil price declines. The expected downturn is projected to reduce GDP per capita by around 20%. Inflation for 2015 is estimated at 10%, up from 7.4% in 2014. Angola's World Bank designated GINI Coefficient (a measure of income distribution) is 42.7% (where 0% is perfect equality). This ranks close to Argentina, Ghana, and Israel.

Petroleum production, which is predominantly offshore, contributes over 50% of GDP and around 80% of government revenues. Oil revenues dropped 36% during 2014 forcing the government to revise its budget downward significantly in February 2015. This resulted in broad budget cuts including reduced administrative spending and electricity subsidies. To continue its economic diversification and infrastructure investment priorities targeted in Angola's 5-year National Development Plan (2012-17) the Government is accessing international financing from development and commercial banks. Significant elements of this plan include the redevelopment of agricultural capacity to reduce dependence on imports and infrastructure upgrades throughout the country including water, housing, electrical generation and distribution, and transportation/logistics. This development plan also targets "Angolization", efforts to increase local Angola value-added in production and services, especially related to the oil and gas industry.

Angola relies on imports for most food, industrial inputs, and consumer items with products coming from China (20%), Portugal (19%), the US (7.75%), South Africa (7%)

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and Brazil (6%). U.S exports to Angola increased 35% between 2013 and 2014 to reach \$1.88 billion with a major concentration in the petroleum industry.

Major categories of US exports to Angola include: machinery and parts (including gas turbines and electrical machinery), frozen chicken, aircraft, industrial inputs (steel, instruments), and vehicles.

Angola exports primarily oil followed by diamonds to foreign markets including China, the United States, India, Taiwan, and Portugal. Of the \$5.5 billion in U.S. imports from Angola, 97% is made up of fuel and oil products.

Leading reasons to consider the Angola market for U.S. export expansion include:

1. Large market size, with population of 24 million and economy of \$130 billion. Angola is a logical next market for U.S. companies active in other Sub-Saharan countries.
2. Angola imports most products due to the nominal local production capacity. Vast opportunities in infrastructure, non-petroleum industries, and niche consumer goods exist in this market that only 13 years ago ended an extensive civil war.
3. Improving U.S.-Angola government relations with strong private sector interest in working directly with U.S. companies. Currently the U.S. only supplies 7% of Angolan imports.
4. Relatively safe with strong central government and no secular conflict.
5. U.S. Commercial Service –Angola was established in 2015 to assist U.S. companies understand the business environment and find local partners and sales opportunities.

Market Challenges

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Business Environment: While its large market size and strong business opportunities are a major draw to focus on Angola, it is deemed one of the most difficult business environments in the world requiring significant time commitment and a strong, experienced local partner for success.

The World Bank *Ease of Doing Business Ranking* (2015) ranks Angola 181 of 189 countries assessed with the lowest ranking factors challenging the business environment in the areas of resolving insolvency, enforcing contracts, access to credit, starting a business, trade across borders, and property registration: www.doingbusiness.org
The private entity Transparency International also ranks Angola very low on its Corruption Perception Index at a level of 161 of 175 countries assessed: www.transparency.org/country

Foreign Exchange: Starting in late 2014 as a direct result of the decline in oil prices, foreign exchange availability for imports, royalties and remittances has greatly suffered, posing notable challenges for U.S. exports to Angola. Oil revenues contributed to 77% of government revenues and are the dominant source of foreign exchange. To address this shortfall, the Government is undertaking several steps including significantly reducing its 2015 budget and limiting foreign exchange approvals to priority imports. A process of Central Bank foreign exchange auction and approval effectively prioritizes imports related to oil sector operations, food, and medicine, but even these products currently face foreign exchange approval delays. Given this scenario, few Angolan banks are issuing letters of credit. Most imports are purchased on cash in advance basis, except in the case of long-term sales relationships. Central Bank approvals for remittance and royalties are severely delayed. Several U.S. corporations report that even following direct appeals to the Central Bank they are able to access foreign exchange to remit only very small portions of foreign exchange from their local currency accounts.

High Cost Location: Luanda ranks as one of the highest cost locations in the world for expatriates and company operations. A limited supply of executive-level hotels, apartments, and business services together with demands from the international oil industry result in extraordinary costs for expatriate staffing. Angolan executive salaries are comparable to U.S. levels and business office space is also very expensive. Business travel costs rank among the highest in the world with hotels at \$400 per night, interpreters at \$800 per day, and restaurant business meals in the \$75-100 range per person.

Portuguese Language: Angolan government officials and most business executives, outside of the oil industry, require some Portuguese-English interpretation support for meetings. Product labeling, marketing materials, and most technical level training must also be in Portuguese. Many Angolans do have familiarity with Spanish due to the historic presence of Cubans in the country and are very open to using this as a bridge language with U.S. companies. U.S. companies can take advantage of written marketing/technical material and training expertise from operations in other Portuguese language countries such as Portugal or Brazil to assist their Angola market entry efforts. However, distributors from those countries would not be effective as representatives in the Angolan market as local market expertise and in-country product servicing/training support is essential to business success in Angola.

Nascent Distribution Channels: Given Angola's fairly young stage of post-civil war development, for many industries only a limited number of local companies are well positioned to become distributors or representatives for international companies. There is a solid and growing entrepreneurial business class in Angola, so this situation is improving. The U.S. Commercial Service Angola is positioned with services specifically to assist U.S. companies to identify qualified Angolan business partners.

Market Opportunities

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Best Prospects for U.S. Exports to Angola:

- Offshore Oil and Gas Technologies

- Energy Generation and Distribution Equipment
- Agricultural Equipment and Supplies
- Medical Equipment
- Telecommunications Equipment and Services

Agricultural Best Prospects for U.S. Exports

- Processed Foods and Produce

Market Entry Strategy

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Angola offers solid business opportunities for U.S. companies focused in top prospect sectors, especially those with established experience doing business in Africa. Given its challenging business environment, companies should consider the necessary time and financial commitments required to succeed in Angola. A strong Angolan business partner knowledgeable about local business procedures and established in the target industry with established clients is essential to business success. Larger international companies often establish independent operations subject to the Angolan regulations for investing in the country (details outlined in Chapter 6 on “Investment Climate”). In all cases companies should perform thorough due diligence on potential business partners and establish contractual arrangements conformant to US and Angolan law. A list of Angolan law firms is provided under Chapter 9 and the US Commercial Service Angola offers services to assist U.S. companies in understanding market opportunities, qualifying potential business partners, and conducting necessary due diligence.

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Chapter 2: Political and Economic Environment

For background information on the political and economic environment of the country, please click on the link below to the U.S. Department of State Background Notes.

<http://www.state.gov/r/pa/ei/bgn/index.htm>

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Chapter 3: Selling U.S. Products and Services

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Using an Agent or Distributor

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An agent or distributor is important for success when establishing new business activities in Angola. A limited number of companies dominate domestic distribution. These firms are willing to partner with foreign companies exporting to Angola but may also represent competing products. A number of U.S. companies operate subsidiary or affiliate companies in Angola including in the information technology, automotive, petroleum, heavy equipment, and agribusiness sectors. U.S. companies should select well established companies already experienced with representing international products. Careful due diligence of the candidate is important as is clarifying by contract activities including product and servicing coverage as well as marketing, logistical and financing responsibilities.

The U.S. Commercial Service Angola provides business services to assist U.S. companies in the identification and due diligence of qualified business partners, distributors and representatives. For details on these services and to find your closest U.S. Commercial Service office in the United States to start this process visit: www.export.gov.

Establishing an Office

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Working with a well selected local distributor or representative can ease entrance into the otherwise complex Angolan market.

Establishing a formal presence through a direct representative office or a direct investment is complex. The World Bank's report *Doing Business 2015* identified Angola as one of the most difficult countries for conducting business with a rank of 181 out of 189 countries. For the component of this ranking related to "Starting a Business", Angola ranked 174 requiring an average of 66 days to start a business, the bulk of this time related to securing a commercial operations permit from the Ministry of Commerce.

Angolan law restricts ownership to the Angolan government with respect to activities related to defense, internal public order and state security, Central Bank and national currency related matters, seaports and airports, and national telecommunications network infrastructure. Majority Angolan government ownership is required for local telecommunications infrastructure and minerals (oil, diamonds) exploration activities.

A new investment law passed by the Parliament in August 2015 would require a 35% local partner for investments in the following industries: energy and water, hotels and tourism, transportation and logistics, telecommunications and information technology, civil construction, and communications.

For the petroleum industry, 2003 Executive Order 127/03 defines the role of international companies vis-à-vis Angolan companies based on the capital intensity and complexity of service being rendered. For details on this law see Chapter 4 "Best Prospects for U.S. Exports – Oil and Gas Equipment".

Legal options for establishing a direct presence in Angola are outlined by the Angolan National Investment Promotion agency at:
http://www.anip.co.ao/ficheiros/How_to_Invest_Mar2014_Low_1.pdf and include:

Representative Office - The sole purpose of a Representative Office is to look out for the interests of the foreign firm it represents, following up on and providing assistance to that firm's business operations in Angola. A representative office has no independent legal authority to do business in its own name and is limited to a maximum of 6 employees.

Branch Office - Branch offices are the most common form of representation for foreign firms in Angola, because they enable foreign investors to do business in Angola on the same terms and under the same conditions as firms legally established in Angola. A branch office lacks an independent legal identity, although it is considered a legal person and can go to court or be the target of legal action under certain circumstances.

Incorporation under Angolan Law – Under the jurisdiction of Law N° 1/04, Diário da República N° 13, foreign investors in Angola may choose from among five types of corporate or business entities established by law: Corporations, Limited partnerships, Limited co-partnerships, General partnerships, Limited co-partnerships by shares. In most cases, international investors can incorporate as a sole ownership but some areas such as minerals extraction operations and services require Angolan government and/or private partners.

Companies outside of the petroleum industry seeking to incorporate in Angola must go through a formal government application process and invest a minimum of \$1 million. The Angolan Government determines eligible incentives including repatriation, tax deductions, and exemption from certain taxes and duties for investors on a case-by-case review of the investment proposal.

Foreign companies are restricted from operating directly in petroleum, diamond, and financial sectors. Angolan owned companies subcontract out business in these industries to international companies. For the petroleum sector, 2003 Executive Order 127/03 dictates that exploration contracts must be in joint venture with the national oil company Sonangol. For petroleum service and equipment provider companies, basic activities are restricted to Angolan companies, for more complex work Angolan partnership is required for international companies to qualify as an Angolan company, and only in the case of the most complex work are international companies able to provide services directly to the petroleum industry in Angola. See Chapter 4 Best Prospects for U.S. Exports – Oil and Gas Equipment for details on this law.

A list of Angolan law firms that can assist international companies through the process of establishing a presence in Angola are listed in Chapter 9.

Franchising

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Strong consumer demand exists for international franchises in Angola driven by frequent travel by professional and upper middle class Angolans especially to Europe, South Africa and Dubai. However, very few franchises operate in Angola due to the challenging business environment and limited domestic supply chain. Those franchises in place began facing limited access to royalty and profit remittances starting in late 2014 due to foreign exchange shortages resulting from lower oil revenues.

International franchises operating in Angola include: Yum Brands' Kentucky Fried Chicken (KFC) through their Portuguese license holder, Brazilian companies Bob's Burgers and O Boticario (cosmetics), and Wimpy (UK). South African franchises Steers and Nando's previously operated in the Angolan market but have left the market.

Beyond franchises, few international retailers operate in Angola. Some include South African stores: Shopright (grocery), Hungry Lion (restaurant), Pep (clothing), Portuguese stores: Casa das Massas, Lanidor, and Parfios; and Brazilian Pastelândia (pastries).

There are no legal restrictions on establishing a franchising business model in Angola.

Direct Marketing

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Direct marketing is not developed in Angola.

Joint Ventures/Licensing

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Joint ventures are encouraged including under the new investment law. Foreign investors often find that a local Angolan partner who contributes financially and substantively to the company helps in doing business. However, some foreign investors do business successfully without a local partner.

See Chapter 6 for details on regulations and procedures related to direct investment in Angola.

Selling to the Government

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Angolan Government Law on Public Contracting Law 20/10 of September 7th, 2010 requires that the procurement of equipment, supplies and services by the Angolan Government must be published in the “Diário da República” (Daily Gazeta) and Jornal de Angola (government national daily newspaper) when the relevant amount is between 5 million Angola kwanzas (AOA) and 1.1 billion Angolan kwanzas (AOA), approximately \$50,000 to \$10 million U.S. dollars. Government purchases valued at under 5 million kwanza are subject to the contracting rules of the specific purchasing Ministry. Procurements above 1.1 billion kwanzas fall under the jurisdiction of the Presidency. For any project of this size, the responsible Ministry must work through the Presidency’s Procurement Office. Procurements using financing from regional and International organizations, such as the World Bank or African Development bank, are subject to the international tender rules of those organizations.

Foreign companies can compete for Angolan Government business, but to qualify must have a legal presence in Angola or have a legally designated Angolan representative.

Government institutions cannot pay vendors unless the relevant expenditure was authorized in the national budget; therefore, companies should conduct careful due diligence to ensure that an expenditure has been budgeted before pursuing.

Oil production companies operate in joint ventures with the national oil company, Sonangol, and are required to formally announce their procurement tenders through the national daily newspaper Journal de Angola and also list these business opportunities on their corporate website.

Distribution and Sales Channels

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Given that Angola is a relatively new post-civil war business environment, distribution channels for most products and services are limited to a handful of key players. Luanda, the capital city, holds one-quarter of the population followed by a limited number of secondary cities (Benguela/Lobito, Huambo, and Cabinda). With this concentration of market, it is very reasonable to appoint only one distributor or representative to cover the entire country.

A significant amount of business in Angola still flows through distributors in Portugal, due to language and historic ties. South Africa is a major regional commercial hub for Angola. However, these distribution patterns are starting to change in response to

increasing competition in Angola and demand for improved after-sales service, spare parts and maintenance that can better be offered by a local distributor. While it can initially be cost efficient for U.S. companies to use other Portuguese language countries such as Portugal to lower market entry costs into Angola, U.S. companies can be most competitive in Angola by establishing distribution and representation directly with an Angolan company that can provide in-country services and support.

In the petroleum industry, increased enforcement of long-standing regulations by Angolan government pushes for “Angolization” of the supply chain and increased local value to be provided by Angolan companies. This regulation requires most international companies providing products and services to the petroleum industry to work with Angolan distributors that can provide in-country value-added services. The most complex solutions are exempted, but the regulation does not explicitly indicate areas of complexity covered by this exemption. See Chapter 4: “Best Prospects for U.S. Exports - Oil and Gas Equipment” for more details about this regulation.

Selling Factors/Techniques

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Angola is a Portuguese-speaking country and, outside the oil sector, English is not widely spoken, even among top government officials or business leaders. Ability to do business in Portuguese is essential to succeed in the non-oil sectors. The Government requires labeling in Portuguese for all imported goods, especially in the healthcare sector for medicines, cosmetics, hair care products, skin care and processed food.

The best way to do business in Angola is to find a local distributor or representative to handle business development throughout the country. The selected distributor or representative should be financially solid, have capacity to stock inventory and aftermarket parts, provide technical capacity appropriate to the specific product, have the ability to handle the complex import process, and demonstrate strong existing end user client ties, especially if the target client is the Angolan Government. U.S. companies wanting to establish strong Angola market presence also need to provide ongoing management oversight and training for the distributor/representative.

While it can be cost efficient to use these other Portuguese language countries to lower market entry costs into Angola, U.S. companies can be most competitive in Angola by establishing distribution and representation directly with an Angolan company that can provide in-country services and support, rather than simply adding Angola onto the portfolio of a Portuguese distributor.

Electronic Commerce

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Limited access to the internet and credit cards, and an inefficient mail delivery system restrict electronic commerce in Angola.

While Angola had an estimated 4.3 million internet users in 2014, almost 20% of the population, most internet access is remote over mobile phones rather than through home computers. Mobile broadband access is available to just 12% of the population. Most internet cafes operate in Luanda and larger cities throughout the country.

Credit cards are not common in Angola, though most business executives use credit cards for international travel and overseas purchases. Some Angolan consumers use European or U.S. based B2B websites with products shipped to them in Angola by DHL or Fedex. Angolan customs duties of 60% are imposed on products purchased for personal use of over \$1000 or 30 kilograms.

Trade Promotion and Advertising

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Government-owned media include two television stations, a radio station, and Angola's only daily newspaper, Journal de Angola. Private media include one television station, several radio stations, and several privately owned press weeklies that accept advertising. Several of these focus on business and economics and are listed under "Web Resources" at the end of this chapter.

For consumer oriented products, billboard advertising is also common as is sponsorship of popular events.

In technical and professional areas, conferences, symposium by industry area, and a limited number of trade shows provide opportunities for promotion and technical presentations that can help build market visibility and develop relationships with key buyers.

Consistent marketing and business development efforts are key to business success in Angola. Given the relatively small size of the business and government market, building and maintaining a good reputation for the company and/or product is key due to substantial reliance on client referrals. A well selected distributor or representative can be key to this effort.

Press coverage can be another useful strategy for building market visibility in Angola. However, it is important that media relations are carefully managed so that messaging is not exaggerated or premature. On several recent occasions, media coverage of international company expansions in Angola did not accurately present the situation of the company's plans for the market.

The main trade show in Angola, FILDA – the International Fair of Luanda - is held annually in July. This show covers all industry sectors and is a good platform to build market visibility especially once an international company is already established in the Angola market. That same show organizer hosts other smaller trade events throughout the year. Their schedule can be found at: <http://www.fil-angola.co.ao>

Pricing

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The Angolan Government focuses on keeping inflation in single digits following years of triple digit inflation during the civil war. The inflation rate of 7.4% in 2014 is expected to rise to 9% in 2015. Due to pressure resulting from the severe drop in oil prices, the kwanza, the local currency, has devalued by 30% in the as of July 2015, adding inflationary pressure. Most goods consumed in Angola are imported leaving the consumer vulnerable to price increases due to foreign exchange fluctuations.

The cost of doing business is exceptionally high in Angola due to shortages of international quality services and products coupled with the high demand of the international petroleum industry. Angola ranks among the most expensive locations for expatriate workers so any international staffing plans as well as travel budgets should be considered. Hotel room rates are very high as are restaurants, transportation, interpreters, and other essential business goods and services. Angolan professional salaries are comparable with U.S. salaries. The skilled, English speaking labor pool is very limited, and new employees often require extensive training by international companies.

Sales Service/Customer Support

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Angolan consumers are increasingly demanding better sales service and customer support. Many regularly travel to Europe and South Africa for business and seek comparable levels of business services in Angola.

Companies that can provide strong customer service with post-sales value-added services, spare parts and technical support will be competitively positioned in the Angola market. U.S. companies should commit the time and resources to build capacity through their appointed distributors to provide this type of quality service and support.

Protecting Your Intellectual Property

Angolan law recognizes the protection of intellectual property rights. Angola's National Assembly adopted the Paris Convention for the Protection of Industrial Intellectual Property in August 2005. The Ministry of Industry administers intellectual property rights for trademarks, patents and designs under Industrial Property Law 3/92. The Ministry of Culture regulates authorship, literary, and artistic rights under Copyright Law 4/90. However, no court case involving U.S. intellectual property has ever tested the strength of these laws.

Angola is a member of the World Intellectual Property Organization (WIPO) and follows international patent classifications of patents, products, and services to identify and codify requests for patents and trademark registration. For additional information about treaty obligations and points of contact at local IP offices, please see WIPO's country profiles at <http://www.wipo.int/directory/en/>

The Angolan Institute of Intellectual Property (IAPI) is the governmental body within the Ministry of Industry responsible for improving intellectual property protection. IAPI deals primarily with the manufacturing sector. Issues related to print media, visual media, and musical production are managed by the Ministry of Culture. Despite these entities, gaps exist in the legal structure and enforcement of existing legislation is weak to nonexistent.

There are currently no statistics available regarding counterfeit goods seized by the Angolan government. Intellectual property rights infringement is rampant, most notably in the production and distribution of pirated CDs, DVDs, and other media, largely for personal consumption. The National Institute of Defense for Consumers (INADEC) under the Ministry of Commerce, tracks and monitors the seizure of counterfeit goods.

Seizure of counterfeit products is reported on an ad-hoc basis, primarily in the government-owned daily, *Jornal de Angola*.

Protecting Your Intellectual Property Angola:

Several general principles are important for effective management of intellectual property (“IP”) rights in Angola. First, it is important to have an overall strategy to protect your IP. Second, IP may be protected differently in Angola than in the United States. Third, rights must be registered and enforced in Angola, under local laws. For example, your U.S. trademark and patent registrations will not protect you in Angola. There is no such thing as an “international copyright” that will automatically protect an author’s writings throughout the entire world. Protection against unauthorized use in a particular country depends, basically, on the national laws of that country. However, most countries do offer copyright protection to foreign works under certain conditions, and these conditions have been greatly simplified by international copyright treaties and conventions.

Granting patents registering are generally is based on a first-to-file, first-in-right basis. Similarly, registering trademarks is based on a first-to-file, first-in-right basis, so you should consider how to obtain patent and trademark protection before introducing your products or services to the Angolan market. It is vital that companies understand that intellectual property is primarily a private right and that the U.S. Government cannot enforce rights for private individuals in Angola. It is the responsibility of the rights’ holders to register, protect, and enforce their rights where relevant, retaining their own counsel and advisors. Companies may wish to seek advice from local attorneys or IP consultants who are experts in Angolan law. A list of Angolan law firms with expertise in commercial law is listed in Chapter 9.

While the U.S. Government stands ready to assist, there is little we can do if the rights holders have not taken these fundamental steps necessary to securing and enforcing their IP in a timely fashion. Moreover, in many countries, rights holders who delay enforcing their rights on a mistaken belief that the USG can provide a political resolution to a legal problem may find that their rights have been eroded or abrogated due to legal doctrines such as statutes of limitations, laches, estoppel, or unreasonable delay in prosecuting a law suit. In no instance should U.S. Government advice be seen as a substitute for the responsibility of a rights holder to promptly pursue its case.

It is always advisable to conduct due diligence on potential partners. A good partner is an important ally in protecting IP rights. Consider carefully, however, whether to permit your partner to register your IP rights on your behalf. Doing so may create a risk that your partner will list itself as the IP owner and fail to transfer the rights should the partnership end. Keep an eye on your cost structure and reduce the margins (and the incentive) of would-be bad actors. Projects and sales in Angola require constant attention. Work with legal counsel familiar with Angolan laws to create a solid contract that includes non-compete clauses, and confidentiality/non-disclosure provisions.

It is also recommended that small and medium-size companies understand the importance of working together with trade associations and organizations to support efforts to protect IP and stop counterfeiting. There are a number U.S. based organizations including:

- The U.S. Chamber and local American Chambers of Commerce
- National Association of Manufacturers (NAM)
- International Intellectual Property Alliance (IIPA)
- International Trademark Association (INTA)
- The Coalition Against Counterfeiting and Piracy
- International Anti-Counterfeiting Coalition (IACC)
- Pharmaceutical Research and Manufacturers of America (PhRMA)
- Biotechnology Industry Organization (BIO)

IP Resources

A wealth of information on protecting IP is freely available to U.S. rights holders. Some excellent resources for companies regarding intellectual property include the following:

- For information about patent, trademark, or copyright issues -- including enforcement issues in the US and other countries -- call the STOP! Hotline: **1-866-999-HALT** or visit www.STOPfakes.gov.
- For more information about registering trademarks and patents (both in the U.S. as well as in foreign countries), contact the U.S. Patent and Trademark Office (USPTO) at: **1-800-786-9199**, or visit <http://www.uspto.gov/>.
- For more information about registering for copyright protection in the United States, contact the U.S. Copyright Office at: **1-202-707-5959**, or visit <http://www.copyright.gov/>.
- For more information about how to evaluate, protect, and enforce intellectual property rights and how these rights may be important for businesses, please visit the “Resources” section of the STOPfakes website at <http://www.stopfakes.gov/resources>.
- For information on obtaining and enforcing intellectual property rights and market-specific IP Toolkits visit: www.stopfakes.gov/business-tools/country-ipr-toolkits. The toolkits contain detailed information on protecting and enforcing IP in specific markets and also contain contact information for local IPR offices abroad and U.S. government officials available to assist SMEs.
- The U.S. Department of Commerce has positioned IP attachés in key markets around the world. For details please see: www.uspto.gov/learning-and-resources/ip-policy/ip-attach-program

Due Diligence

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Careful selection of a local business partner in Angola will facilitate business success. The U.S. Commercial Service Angola offers services for U.S. companies to identify top potential distributors and representatives. To support U.S. company due diligence efforts, the U.S. Commercial Service also offers an International Company Profile (ICP)

service that provides detailed background on a specific target company including business structure and ownership, financials, and business activities.

For U.S. companies pursuing a joint venture or other complex business partnership with an Angolan company, an Angolan law firm should be consulted to provide due diligence before entering into any purchase or other contractual agreement or a joint venture. A list of commercial law firms in Angola is listed under Chapter 9.

Local Professional Services

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See Chapter 9 for a listing of Angola-based business service providers in the areas of law, customs brokerage, accounting, marketing/advertising and translation services.

Web Resources

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Media Entities:

Public Television: <http://www.tpa.ao>

Radio Ecclesia: <http://www.radioecclesia.org/>

National Press Agency: <http://www.angolapress-angop.ao>

Journal of Angola: <http://www.jornaldeangola.com>

TV Zimbo

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Oil and Gas Exploration Equipment and Services

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Angola is the second largest oil producer in Sub-Saharan Africa producing 1.8 million barrels per day (bpd) of high quality, medium to light gravity (30 to 40 API) crude oil, with low sulfur content. Angola ranks fourteenth in the world among global oil producers and is an OPEC member country. Approximately three-quarters of the oil production is from off-shore deepwater fields with the balance from shallow water fields and onshore. U.S. oil companies produce one-third of the oil in Angola.

Experts estimate that Angola holds 13.7 billion barrels of proven crude oil reserves and oil and gas fields continue to be explored. Sonangol is Angola's national oil company. The Ministry of Petroleum is responsible for regulatory oversight and policy for the petroleum industry.

Angola has a petroleum-based economy with production revenues contributing to 53% of GDP and around 80% of government revenues. Given this dependence, the 2014/15 oil price declines had a major impact. The Government revised its annual budget downward based on a \$40 barrel price and adopted budget cuts of around 50%. Sonangol reported a 77% drop in net profits for 2014 and is instituting budget tightening measures including reducing third party contract values by 30-50%.

The majority of total oil production (75-85%) comes from off-shore deepwater and ultra-deepwater fields. Production expanded rapidly between 2002 and 2008 with exploration and production in the following offshore areas: Block 14 operated by Chevron; Block 18 and 31, Plutonio and Saturno operated by BP, Block 17, Dália, PazFlor, Girassol and Clov, operated by Total.

Anticipated production projects over the next five years in Angola are expected to contribute an additional 500,000 barrels per day of crude oil. Already, Chevron is initiating production in 2015 of two deepwater fields (Mafumeira Sul and Lianzi) with 133,000 bpd. Sonangol, the state-owned oil and concessionaire, is targeting a crude oil production rate of 2 million barrels by 2016. Onshore activities are very limited, although a privately-owned company, SOMOIL, is producing around 5,000 bpd in Soyo, in northern Angola.

U.S. companies hold a strong position in the Angolan market with Chevron (Cabinda Gulf Oil Company) and Exxon Mobil together accounting for one-third of total production, followed by Total and BP. Additional U.S. oil exploration companies active in Angola include Colbalt and Conoco Phillips and Vaalco Energy.

Operators	Producing Block	Country of Origin
EXXON MOBIL	Deep Water Block 15	American
CHEVRON	Shallow Water Block 0	American
CHEVRON	Deep Water Block 14	American
TOTAL	Deep Water Block 17	French
BP	Deep Water Block 18	British
BP	Deep Water Block 31	British

SONANGOL P&P	Medium Water Gimboa Field	Angolan State Oil Company
SONANGOL P&P	Shallow Water Block 3/05	Angolan State Oil Company
SONANGOL P&P	Shallow water Block 3/85	Angolan State Oil Company
SOMOIL	Onshore Soyo	Angolan Private Company
PETROPLUS	Onshore Cabinda	Argentinian

Operators	Production in BODP	Country of Origin
TOTAL	720,000	French
CHEVRON	365,000	American
BP	320,000	British
EXXON MOBIL	260,000	American
SONANGOL P&P	24,000	Angolan (State Oil Company)

International oil exploration companies in Angola are required to operate through joint ventures with Sonangol, the national oil company. Given this government involvement, major procurements are secured through a formal tender process managed by the exploration companies, with technical and financial review by Sonangol.

Local Content Requirement

The Angolan government is requiring oil exploration companies to increase local participation in their operations. Guided by a 2003 Executive Order 127/03, oil companies must use Angolan suppliers for services and equipment of low and medium technical levels. While legally required for over a decade, the Angolan Government recently has increased enforcement of this localization requirement to encourage development of Angolan company participation as distributors and value-added service providers. The Government does not currently require local content manufacturing though several companies have initiated basic local manufacturing, for example of subsea trees and gaskets.

Depending on the capital investment and expertise involved, U.S. equipment and services providers to the oil exploration companies can either establish direct operations in Angola, sell directly for highly technical solutions, or establish local Angolan distribution and service partners. Those companies seeking Angolan partners can benefit from oil exploration companies' supplier development efforts and tap the US Commercial Service Angola for assistance in identifying and qualifying Angolan distributor partners.

Ministry of Petroleum Executive Order 127/03 from November 26, 2003 establishes the following categories of company ownership for petroleum industry contracting of goods and services:

Exclusive Regime for Angolan Companies – activities not requiring heavy capital investment and with non-specialized know-how (for example: supply of technical materials, pressure testing, general equipment maintenance).

Semi-Competitive Regime – activities with a reasonable level of capital investment and higher level of know-how, though not specialized. In this case foreign companies would be permitted through association with an Angolan company (for example: geographic survey and data processing, production testing, laboratory analysis, specialized consulting, drilling production materials and equipment, well cleaning and maintenance).

Competitive Regime – activities with heavy capital investment and a higher level of specialized know-how, may be considered for foreign participation without Angolan company partnership, though local partnership is not excluded.

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Leading U.S. exports to Angola in 2014 focused heavily on sales to the oil exploration industry, by Harmonized Tariff Schedule (HTS) including the following products:

HTS Number	Product Category	U.S. Exports to Angola (2014)
HTS 84	Machinery and Parts (except gas turbines)	\$651 million
HTS 843143	Parts for boring and sinking machinery	\$254.5 million
HTS 847989	Machines and mechanical appliances	\$67.8 million
HTS 848190	Parts for taps/cocks/valves	\$34 million
HTS 843139	Parts for lifting/handling/loading machinery	\$21.1 million
HTS 842129	Filtering/purifying machinery	\$11.5 million
HTS 848130	Check Valves	\$10.7 million
HTS 841350	Reciprocating Positive Displacement Pumps	\$10.5 million
HTS 8411	Gas Turbines and Parts	\$41.7 million
HTS 73	Steel and Iron Articles	\$158 million
HTS 85	Electric Machinery and Equipment	\$97.3 million
HTS 90	Instruments	\$64 million
HTS 902620	For Pressure of Liquids/Gases	\$8.8 million
HTS 901590	Parts for Surveying, hydrographic, oceanographic, or geophysical instruments	\$8.5 million
HTS 820719	Interchangeable Hand tools	\$19.7 million

Solid opportunities exist for U.S. exports in the following areas:

- High quality, cost-saving technology solutions
- Exploration and production equipment and services
- Pre-salt related technologies

- Environmental protection and monitoring technologies
- Refining technology and transfer solutions

Opportunities

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Pre-Salt Fields: Substantial business development attention focuses on Angola's pre-salt field discovery. The west coast of Angola shares geological similarities with the Brazilian east coast, which stem from the drift of continental tectonic plates. Thus, those two coasts contain pre-salt formations estimated to hold large quantities of hydrocarbons. This new discovery will boost Angola's production as soon as companies start operating. Cobalt has had the most success with pre-salt exploration in Angola, making multiple well discoveries in blocks 20 and 21 (Cameia, Mavinga, Lontra, Bicular, and Orca). Cobalt is also the only company to have made a pre-salt discovery (Cameia) that is commercially viable. Many pre-salt offshore blocks were licensed to a few selected independent oil companies, but the combination of disappointing results and geological complexity, compounded by the high operating costs and low oil prices, have resulted in reduced investments in Angola's pre-salt fields.

Gas Production: Angola currently produces limited quantities of marketed natural gas because the vast majority of the country's gross production is associated with oil production and is flared or reinjected into oil fields to increase oil recoveries. Associated natural gas is sourced from various offshore and deepwater oil fields within blocks 0, 14, 15, 17 and 18, while non-associated gas fields are explored in blocks 1 and 2. Proven natural gas reserves are estimated at 10 trillion cubic feet of gas. A new LNG plant in Soyo, in the north of Angola, is operated by a consortium including Sonangol (22.8%), Chevron (36.4%), Total (13.6%), BP (13.6%) and ENI (13.6%). Production started in 2013 with 5.2 million tons per year capacity and an investment of US \$10 billion, but operations stalled and are expected to restart in 2016. Initial export shipments went to Brazil, China, and South Korea, but anticipated sales to the US market did not materialize due to increased domestic US production.

Refineries: Angola's single, government-owned refinery, Sonarel located in Luanda, processes only 45,000 bpd and meets 20% of domestic demand focused on medium and heavy fuels such as diesel, fuel oil, lubricating oils, and asphalt as well as Jet B for gas turbines. Demand for gasoline is high and 80% of the domestic demand is met through imports. Upgrades of new technology and operational modernization are required to accommodate processing of lighter liquids (kerosene, naphtha, Jet A1 and gasoline).

A new government refinery, Sonarel in the southern city of Lobito will focus on processing acidic heavy crude to produce 200,000 bpd of high quality fuel (unleaded gasoline, diesel, jet fuel (Jet1), illuminant oil, LPG and limited quantities of sulfur and oil coke) to meet domestic demand and for export. Its first phase of Low Conversion is scheduled for completion in 2015 with High Conversion capacity installation by the end of 2016. The raw material (acid and heavy blends) for Sonarel will be the crude sourced from onshore or offshore blocks and carried by oil tankers to Lobito bay then transferred to the refinery by pipelines. Kellogg Brown & Root (KBR) was contracted for technology design, licensing, and patent procurement for this project and construction is led by Samsung of South Korea through a BOOT (Buy-Own-Build-Transfer) contract.

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U.S. Energy Information Administration: www.eia.gov
U.S. International Trade Commission: www.usitc.gov

Sonangol: www.sonangol.co.ao
Ministry of Petroleum: www.minpet.gov.ao

Angolan Association of Petroleum Suppliers
Angolan Association of Petroleum Companies

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Electrical Power Systems

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Angola's electric power sector offers vast commercial opportunities for U.S. companies as the country embarks on a \$23 billion investment plan through 2025 aimed at:

- Quadrupling production from 2210 MW to 9500 MW
- More than doubling transmission infrastructure to 2500 Km and unifying 3 separate transmission systems
- Doubling electricity access rates for consumers

Electricity access rates are estimated to be 30% in cities and only 9% in rural areas. Therefore both businesses and residents rely heavily on generators to power their homes and businesses.

The Angola national grid currently sources 43% of its electricity from hydropower (950 MW) and 57% from thermal (diesel) sources (1,250 MW). Extensive hydropower potential exists and projections indicate that hydropower production will rise to 64% of Angola's energy mix by 2017. Growing private sector and government interest is focused on increasing small scale off-grid production leveraging thermal as well as renewable technologies (solar, wind, and biofuel).

The power system in Angola is made up of three major independent grid systems that will be integrated in the future. Angola is currently a non-operating member of the Southern African Power Pool, but plans to connect to the pool through Namibia (Baynes) and the Democratic Republic of Congo (Inga). Commercial and technical losses are substantial, and considerable portions of the customer base are not yet metered.

As a condition of a \$1 billion African Development Bank financing package, in December 2014, the Angolan Government implemented the Electricity Sector Transformation Program (PTSE). This included restructuring the public utility to create three separate

entities: a Production Company (PRODEL), the National Transmission Company (RNT), and the National Distribution Company (ENDE). Angola's Office of the Exploration of the Kwanza River GAMEK, enlarged its mandate beyond developing hydroelectric projects along the Kwanza River and now oversees the development and construction of most major power projects. Completed projects are then transferred to PRODEL for operational management.

The Government's reform program also mandates the phase out of fuel subsidies and implementation of cost-based electricity tariffs. To further these efforts, legislation under consideration by the Angolan Parliament will revise an old electricity law and offer the necessary framework for independent power production (IPP) projects.

Currently IPPs remains uncommon in Angola and purchase agreements are negotiated on a case-by-case basis. Private producers from Brazil, China, Russia, and the United States contribute up to 13% of installed capacity. For example, U.S.-based APR Energy produces 80 MW of energy for use in the greater Luanda area. The electricity law revision should simplify and strengthen the role of the Angolan electricity regulatory agency IRSE by enabling the regulatory body to regulate tariffs and independent power projects.

To support power generation capacity throughout Sub-Saharan Africa, the U.S. Government launched the Power Africa initiative to leverage private sector and government resources to increase power generation in the region by 30,000 megawatts (MW).

Major power infrastructure projects under development in Angola include:

Project	Estimated Capacity	Estimated Completion Date and prime contractor
Cambambe Hydroelectric Dam and transmission lines, 2nd Phase (supplies Luanda, Benguela, and Kwanza Sul)	Additional 960 MW	end of 2015 Prime Contractor: Odebrecht
Lauca Hydroelectric Dam and transmission lines (supplies Luanda, Huambo, Huila, Malange, and Kwanza Norte)	2070 MW	2017 Prime Contractor: Odebrecht
Soyo Thermal Combined Cycle (supplies Luanda and Zaire)	500 MW 750 MW	2017 2018 Prime contractor: China Machinery Engineering Corporation (CMEC)
Baynes Hydroelectric dam and transmission lines (connecting southern Angola connecting to Southern African Power Pool)	200 MW (Angola's share) 600 MW (Total Project)	2022 USTDA Feasibility Study Underway

Caculo Cabaça Hydroelectric Dam and transmission lines	2171 MW	2022 Prime contractor: China Genhoubu Group Corp (CGGC)
Soyo Liquid Natural Gas	750 MW 500 MW (Phase 2)	December 2016 Prime contractor: Bechtel
Tombwa Wind Farm With transmission to south and central region	100 MW	Construction began in late 2014 BOT with equipment provided by AE Energia
Biocom Ethanol (near Capanda dam)	10 MW, expanding to 30 MW	By late 2015 Project leads: Odebrecht, Damer, Sonangol, Cochran Global Capital Investments

Angola ranks highest among Sub-Saharan African countries for U.S. exports of power-related equipment totaling \$895 million in 2014. U.S.-based power product and solutions companies active in the Angola include GE, APR Energy, Cummins, and Caterpillar among others. Chinese, Brazilian and European companies and their respective export financing agencies also compete in the market.

Leading U.S. exports of power-related equipment to Angola include the following:

HTS Number	Product Category	U.S. Exports to Angola (2014)
HTS 8411	Turbojets, turbo propellers and other gas turbines, and parts thereof	\$43.3 million
HTS 8544	Insulated wire, cable and other insulated electrical conductors; optical fiber cables, of individually sheathed fibers, with conductors etc. or not	\$16 million
HTS 8537	Boards, panels etc. with two or more apparatus for switching etc. elec circuits (heading 8535, 8536) or optical etc. instrument of chapter 90	\$13 million

HTS 8502	Electric generating sets and rotary converters	\$8.3 million
HTS 8503	Parts of electric motors, generators, generating sets and rotary converters	\$4.6 million
HTS 8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits, voltage not over	\$4.1 million
HTS 8504	Electrical transformers, static converters or inductors; power supplies for adp machines or units; parts thereof	\$2.8 million

Sub-Sector Best Prospects

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Generation

- Equipment for use in small scale hydroelectric power projects
- Diesel and gas turbine generators

Transmission

- Substations
- Electric Transmission Lines
- Technologies to support high voltage transmission line

Distribution

- Pre-paid Meters - To increase revenue collection, ENDE plans to establish pre-paid meter infrastructure with an investment of \$432 million to reach over 1 million households. Already U.S. company Itron has supplied initial stock of pre-paid meters to ENDE through their Portuguese distributor Resul. ENDE anticipates offering an additional tender to expand pre-paid meter installations, with a preference for locally produced or assembled meters.

Services

- Engineering Procurement and Construction (EPC) services specific to the electric power generation industry

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The Ministry of Energy and Water's \$23 billion investment plan for 2013-17 aims to construct large infrastructure projects to increase power generation and improve grid infrastructure. The Angolan government anticipates spending \$5.32 billion on the plan, while partnering with private investors and commercial lenders to cover the remaining \$17.6 billion.

The African Development Bank's (AfDB) \$1 billion sovereign loan to the Angolan Government supports Angola's power sector restructuring process while providing technical assistance and capacity-building support. The loan focuses on enhancing power sector efficiency, fostering private sector investment in renewable energy, and improving public financial management transparency and procurement reform.

Additional financing is provided by a Chinese Government lines of credit including a \$980 million credit line for the 750MW thermal combined cycle plant under construction in Soyo with construction led by China Machinery Engineering Corporation (CMEC) and a pending \$4.5 billion loan to fund the Cacula Cabaça hydropower project.

The Brazilian development bank BNDES finances many of the Brazilian goods and services used at the Laúca hydroelectric dam.

Meanwhile, the rehabilitation and expansion of the Cambambe hydroelectric dam is being financed by \$100 million commercial banking syndicate.

To support power generation capacity throughout Sub-Saharan Africa, the U.S. Government launched the Power Africa initiative to leverage private sector and government resources to increase power generation in the region by 30,000 megawatts (MW). Details are available at: www.usaid.gov/powerafrica

Generation

With a low 30% electrification rate, both businesses and residents rely heavily on small-scale generation. Approximately one-third of businesses in Luanda and 90% of businesses outside the capital rely on private power generation through diesel generators. The government has highlighted mini- and off-grid IPP opportunities in the southern and eastern portions of the country to private investors.

Transmission

Angola's transmission system is made up of three major isolated and asynchronous grid systems (northern, central, southern), in addition to isolated grids such as in the east. The northern grid covers Luanda, Bengo, Malange, Kwanza Norte, and Kwanza Sul. The central network includes Benguela and Huambo and the southern grid serves Huila and Namibe. While these grids are currently isolated and asynchronous, there are plans to link the grids through a north-central-south backbone and expand the grid from 3,354 km to 5,500 km by 2025.

Currently, Angola has no major import or export capability for electricity, and has only limited physical ties to the Southern Africa Power Pool and Central African Power Pool. However, a planned interconnection with Namibia via the Baynes hydro development (600 MW) will link Angola to the Southern African Power Pool, and discussions with the Democratic Republic of Congo (DRC) on power evacuation from the expansion of the Inga dam project would provide a connection into the Central African Power Pool.

Distribution

The newly formed national distribution company (ENDE) faces high technical and commercial loss rates (estimated as high as 50%) due to illegal connections, non-payment problems with approximately 80% of existing electricity customers unmetered,

low tariffs, and heavy debt from predecessor companies ENE and EDEL. To improve ENDE's operation and revenues, the company plans to install 1 million prepaid meters by 2017 and enforce the elimination of illegal connections.

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Ministry of Energy and Water (MINEA) - <http://www.minea.gv.ao/>

Regulatory Institute of Electricity Sector (IRSE) - <http://www.irse.gov.ao/homepage.aspx>

Medio Kwanza Exploitation Office - (GAMEK) - <http://www.gamek.co.ao/>

Electric Sector Transformation Program (PTSE) - <http://www.aceew.org/apresentacoes/25/1.pdf?PHPSESSID=62uih96ajftdm57plkd5q07e2>

Power Africa www.usaid.gov/powerafrica

Agricultural Equipment

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Subsistence agriculture provides the main livelihood for most of Angola's population, but more than one-half of the country's food is still imported. Angola holds tremendous agriculture potential with fertile soils, a favorable climate and more than 35 million hectares of arable land, of which only approximately 10-12 percent is currently cultivated.

A feature element of the Angolan Government's National Development Plan (2013-2017) is agricultural development to diversify the economy and to build domestic food production capacity that will lessen the country's dependence on imported food. During the colonial era until the 1970's, Angola was a major producer of cotton, coffee, corn, banana, tobacco, sugar cane and sisal.

To stimulate non-petroleum economic development, especially in the agricultural sector, the Angola Government offers private sector loan programs to eligible Angolan companies as follows:

- Angola Invest: Government-guaranteed and subsidized lines of credit of up to \$5 million offered through local banks for companies with under US\$1 million in revenues; and
- Angola Development Bank: Direct Government loans of over \$5 million for large companies with over \$1 million in revenues.

To support agricultural development, the Angolan Government also purchases seed and other agricultural inputs to provide at no cost to subsistence farmers.

Angola's agricultural industry consists of both private and public companies. Private sector agriculture is expanding with several large agro-industry growers, mostly Portuguese, Brazilian, and Israeli investors operating in Angola. In addition, there are several large Angolan agricultural companies and many medium-sized companies interested in diversifying their business into the agriculture sector given its high priority for the government and vast potential.

The Angolan Government directly supports numerous large agricultural projects and companies. Some of these include:

- Gesterra S.A, (Arable Land Management) responsible for cultivation of thousands of hectares of crops throughout the country in partnership with private entities.
- SODEMAT S.A. (Matala Regional Development Company) working with almost 7000 hectares of land providing around 500 small scales farmers up to 25 hectares and technical support and inputs with tractors and irrigation equipment financed by the government development bank.
- Aldeia Nova, an Israeli Vital Capital Fund public private sector partnership focused on livestock milk and egg production.

Angola's main agricultural crops include cassava, corn, beans, potatoes, sweet potatoes, soy and bananas as well as coffee, manioc, rice, vegetables and fruits. The fertile regions are mainly in the highlands and valleys. In some regions, farmers face restricted land use due to land mines left over from the long civil war from 1970s to 2002.

The rainy season in Angola is from October to May which is considered the prime season for vegetable cultivation. Tomatoes are grown during the dry season (June to September). Greenhouses and irrigation expand these growing seasons, but these technologies are not yet commonly used in Angola.

Stimulated by a government program, Angola now produces enough eggs to meet around 60% of domestic demand. Poultry production remains nominal with most chicken imported.

Angola's livestock farming is based primarily on pastureland grazing livestock. Beef is the second largest agricultural product after cassava. Other livestock, such as goats, pigs and chickens, are raised mainly by small-scale farmers as subsistence food sources.

Sub-Sector Best Prospects

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- Seed varieties
- Fertilizer
- Irrigation systems
- Tractors and related equipment for cultivating and harvesting grains and horticulture crops
- Equipment and technologies related to livestock production
- Refrigeration/warehousing and food processing equipment

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As a priority of its National Development Plan (2013-2017), the Angolan government is providing significant policy attention and funding to support agricultural development. The World Bank's Market Oriented Smallholder Agriculture Project (MOSAP) active through 2015 focuses on land rehabilitation and installation of gravity based irrigation systems. Additional World Bank projects in the agriculture sector are under negotiation. Historically, the Chinese Government has provided significant financing for agricultural projects. In its current budget, the Angolan Government dedicated funding for private sector loan programs focused on agriculture and also earmarked \$150 million toward coffee sector redevelopment. Before independence, Angola was among the top five producers of coffee in the world.

In April 2015, the Angolan Government announced a comprehensive program to stimulate beef production by 2018, thus offsetting some of the 100,000 tons of beef imported into Angola annually. Areas of focus for this program include improving veterinary health, increasing herd production, strengthening slaughterhouse regulations, and building infrastructure capacity through government projects and credit to private entities. The Angolan Government has also announced a plan to reach corn production capacity sufficient to meet domestic demand by 2020.

Many companies already active in agriculture express concern about the lack of spare parts and services available in Angola for agricultural equipment maintenance. While some agricultural equipment distribution infrastructure exists in Angola, many farmers purchase agricultural equipment through neighboring countries or buy used equipment without receiving after sales support. U.S. data on tractor and tractor part exports to Angola show negligible sales, peaking in 2013 at \$779,000. This reflects the limited U.S. company sales directly to Angola and does not capture the existing US equipment in the market acquired indirectly through other countries or purchased as used equipment. Companies that can provide strong post-sales value-added services and support can be competitive in Angola.

Strong potential exists for U.S. exports related to cold chain logistics and food processing equipment as Angola continues to build its domestic food production and distribution capacity.

The Angolan Government initiated PRESILD (Program for Restructuring of the Logistics and Distribution System of Products Essential to the Population) to support domestic agricultural production and distribution. In 2014, the Ministry of Commerce inaugurated the Logistics and Distribution Centre "CLOD-Luanda", financed by the Spanish Government, a 50,000 square meter facility with capacity for 312,800 metric tons of fresh produce per year. The Ministry of Commerce plans to build 11 additional CLODs across the country. Ministry of Commerce regulations established in 2015 require companies to separate import from retail activities and to register their cold storage facilities. As a result, many companies are establishing new companies with associated infrastructure to participate in both import and retail business activities.

Food processing capacity in Angola should expand with increased production. For example, several flour and grain milling projects are underway including a private consortium led by Webcorp Group(Swiss)/AngoAlissar (Lebanese/Angolan) with

Multiterminais (Dutch with Angolan partners), with support from the Ministry of Industry, at the Port of Luanda with capacity of 360,000 tons per year.

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Angola Ministry of Agriculture www.minagri.gov.ao

Trade Fairs

May 2015 (Annual) NAMPO Harvest Day in South Africa – Sub-Saharan Africa’s leading agricultural trade show ; USA Pavilion available; details at: <http://www.grainsa.co.za/pages/nampo/nampo-home>

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Healthcare

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Healthcare in Angola is divided into public and private systems. The public health service is available at no cost according to Angolan law and offers basic primary healthcare to specialized health services. Angola’s public infrastructure of national hospitals, municipal hospitals, health centers, and health clinics is generally insufficient to cover the population’s needs. Most equipment is inadequately maintained and rapidly deteriorating. Healthcare staff lack proper training.

The public system is complemented by a private system developed in recent years, mostly through investments made by the state oil company Sonangol and other private companies. Private health service providers are improving access to health care, albeit only for a small portion of the population. Luanda hosts four major private clinics: Girassol - affiliated with state oil company Sonangol -, Sagrada Esperança - affiliated with the state diamond company Endiama -, Multiperfil - affiliated with the Presidency, and the Luanda Medical Center. Numerous small private clinics also service Angola’s growing middle class. There has been a welcome and significant investment in new health infrastructure also outside Luanda. The best quality of health service is found in Luanda and the other major cities of Benguela, Lobito, Lubango and Sumbe.

The government of Angola’s National Development Plan for 2013-2017 (PND) and a 2012-2025 National Health Strategic Plan (PNDS) outline the government’s goals of increasing the quality of life and increasing national productivity. The government focus

is on rehabilitating and expanding public healthcare infrastructure and capacity including to rural areas as well as building healthcare professional training. Familiarization with these plans would be beneficial for companies considering the Angolan market. The health sector receives around 7.2% of total governmental expenditures, with a rate of \$204 spending per capita. The government budget cutbacks in 2015 resulting from lower oil revenues negatively impacted healthcare together with all other government spending.

Despite a significant improvement in the main global health indicators over recent years, Angola's child and maternal mortality rates are among the highest in the world. At least one in five children dies before five years of age, and the maternal mortality rate is 610 per 100,000 live births. A high fertility rate of 5.8 births per woman places pressure on an already struggling health system to keep up with the growing population's needs. (Source: WHO).

Angola has approximately 0.1 hospital beds per 1,000 people, a total of 3,700 doctors (or about 0.2 doctors per 1,000 inhabitants), 34,300 nurses, and 6,400 diagnostic and therapeutic technicians. Cuba currently supplies around one-half of the doctors who work throughout 18 provinces of Angola. Other expatriate healthcare professionals consist of Brazilians and Portuguese. Angolan universities produce close to 200 new medical doctors per year.

The major health concerns in Angola include malaria, typhoid, tuberculosis, infectious and parasitic diseases, respiratory and diarrheal diseases, cholera, rabies, and measles, sickle cell anemia, as well as an exponential increase in chronic non-communicable diseases. Communicable diseases still account for over 50% of the deaths recorded in the population and Angola registers a high number of cases resulting from traffic accidents. Angola boasts one of the lowest HIV prevalence rates in the region. The Angolan Government together with the U.S. Government is funding the first-ever Demographic Health Survey with results expected in early 2016. Many of the current health problems are linked to insufficient access to medical coverage, lack of well-trained medical personnel, weak health management system, including logistical challenges, inadequate budgeting model within the health sector, poor access to safe drinking water, and poor sanitation conditions. Life expectancy is 55 for males and 56 for females.

To learn about new medical technologies and treatments, Angolan medical professionals frequently visit trade events and conferences worldwide including Medica in Germany and Arab Health in the UAE. Healthcare Associations of doctors (Ordem dos Médicos de Angola), pharmacists (Ordem dos Farmacêuticos de Angola), private clinics and hospitals generally organize seminars, conferences, congresses, symposiums and workshops in Angola.

In November 2015, Multiperfil Clinic is organizing the Third Scientific conference in Health, which will focus on Physiotherapy, Nursing and Sickle cell Anemia. Details are at: www.multiperfileventos.com/pt

The Annual International Congress of Angolan Physicians, Medica Hospitalar, is held each January in Luanda. This event is heavily attended by Angolan physicians, healthcare professionals, and healthcare business interest as well as international

pharmaceutical companies and medical equipment manufacturers. Details are at: www.medicahospitalarangola.com

Pharmaceuticals

Due to limited pharmaceutical manufacturing capacity in Angola, most pharmaceuticals are imported. Nova Angomédisica, a joint venture involving the Angolan Ministry of Health and the private company Suninvest, ceased pharmaceutical production during the civil war and reportedly started production again in 2013.

According to a study by the International Trade Centre (ITC), between 2001 and 2011 Angola imported pharmaceutical products from India (18%), China (12.5%), and Portugal (7%). The major competitors in the market are South Africa, China, and the European Union.

Portuguese language labelling requirements and long-standing business ties position Portugal as a major supplier of pharmaceuticals to Angola. Consequently, many products sold at leading pharmacies – Mecofarma, Moniz Silva, Novassol, Central, Mediang - are from Portugal and hold a CE mark. Importers of pharmaceuticals are required to secure import licenses from the Ministry of Health and the Ministry of Commerce.

Pharmaceuticals are distributed through pharmacies, hospitals, clinics and medical centers. The quality of products, prices, and service vary according to location. Small pharmacies in the outskirts of major cities tend to sell unregulated, lower cost pharmaceuticals from India and China, while higher quality and fully registered pharmaceuticals are more common in urban centers. The National Institute for Consumer Protection (INADEC) is attempting to enforce registration requirements and keep non-conforming pharmaceuticals off the market to protect consumer health.

Medical Equipment

Angola relies primarily on imported medical equipment, devices, supplies and consumables. Medical solutions and equipment are distributed to hospitals, clinics, medical centers and practitioners through a small network of local importers and distributors. There is nominal local manufacturing of medical supplies and consumables in Angola.

Despite strong demand, medical equipment, supplies and consumables imports and sales have suffered during the first half of 2015 due to the decline in oil prices which led to an approximately 20% cut in the federal budget for public health.

U.S. medical solutions, equipment, instruments, devices, consumables, supplies and furniture brands are well-known and valued by practitioners in Angola due to their reliability and high quality. Some U.S. manufacturers already selling in Angola through a regional office in neighboring country or through local importers and distributors, include Welch Allyn, Hill-Rom, Accu-Scope, Abbott, Baxter, Johnson & Johnson, Beckman Coulter, and Thermo Fisher Scientific.

Market Entry and Registration Process

The Ministry of Health, under the Health Inspection Office (Inspeção Geral de Saúde, IGS) is responsible for monitoring the quality of imported pharmaceuticals and medical equipment, conducting consumers' education on pharmaceutical quality, and ensuring that medical devices imported into the country meet WHO norms and Angolan regulations.

All pharmaceuticals entering the Angolan market have to be registered with the Ministry of Health, submitted for laboratory tests to meet compliance to norms and standards, and be labelled in Portuguese. To import medical devices into Angola, the registered importer must present Certificate of Origin, Certificate of Free of Sale, and a certificate proving compliance with ISO 9001 quality norms to the Ministry of Health that then processes the required import license.

Sub-Sector Best Prospects

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- Medical equipment (diagnostic and imaging)
- Instruments
- Consumables
- Pharmaceuticals
- Medical furniture
- Training and management services and technology
- Hospital and clinic design and construction
- Distance medicine services and technologies

Opportunities

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Angola's healthcare sector holds solid potential given the government priority on expanding public health services despite the challenges of government budget cuts. Meanwhile, private health care continues to grow to meet middle and upper class demand.

Given the size of the public health system, it is the largest procurer of medical supplies, equipment, devices and pharmaceuticals. The National Health Strategic Plan (PNDS) projects that about \$5.2 billion will be invested in the public system per year for the period 2013 to 2025; however, federal budget cutbacks in 2015 are slowing these plans. The focus areas of the PNDS are: expansion of the health network (42% of the projected budget), disease prevention (39%), and human resource capacity building (16%). However, federal budget cutbacks in 2015 are slowing these plans.

The governmental program includes the expansion of health care service to rural areas and villages, as well as to the less provided population in bigger cities, where traditional medicine is more common. Luanda General Hospital (Hospital Geral de Luanda) a recently built public hospital expands public health care services that were concentrated at the Josina Machel General Hospital and Pediatric Hospital David Bernardino.

Given government budgetary limitations, the private health system is expected to grow more rapidly than the public sector. The private system also has potential to expand outside of Luanda, which creates opportunities for the construction of new facilities and the supply of medical equipment (instruments, diagnostic and imaging, that enable in-depth analysis and diagnostics), consumables, pharmaceuticals, furniture and training.

Several public sector institutes are expanding capacity including the Angolan Institute for Cancer Control (IACC) that was created to ensure the health and medical care in oncology and to provide policy implementation, programs and plans for prevention and specialized treatment. Also, non-profit neurosurgery and hydrocephaly treatment center was recently inaugurated in Luanda by the Lwini Foundation to provide medical support for needy children, women, and those suffering from disabilities including spinal bifida and hydrocephaly.

The Angolan market is experiencing an upswing in the establishment of comprehensive, well-furnished pharmacies that offer prescription and over-the-counter medicines, personal hygiene, self-improvement health products, smoking cessation, first aid supplies, basic outpatient immunization and diagnosis services.

U.S. Government foreign assistance in Angola supports the Ministry of Health to develop, strengthen, and sustain Angolan health systems to reduce the spread of HIV/AIDS and other communicable diseases. U.S. assistance enhances Angola's ownership by increasing capacity within the Government Republic of Angola and among community and civil society organizations. USAID's primary focus in the health sector is providing integrated prevention, care and treatment for malaria and HIV/AIDS along with strengthening universal access to high-quality voluntary family planning services and reproductive health care.

Web Resources

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Ministry of Health – National Health Plan 2012-2025 (In Portuguese)
<http://www.minsa.gov.ao/VerPublicacao.aspx?id=1266>

U.S. Agency for International Development: www.usaid.gov/angola

World Health Organization: www.who.int/countries/ago/en/

Angolan medical associations include:

Ordem dos Médicos de Angola: ww.ordemosmedicosdeangola.org Ordem dos Farmacêuticos de Angola: www.ordemfarmaceuticosangola.org
Associação dos Farmacêuticos de Língua Portuguesa: <http://www.afplp.org>
Congressos da Clínica Girassol: www.girassol.co.ao
Clínica Multiperfil: www.multiperfileventos.com/pt

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Telecommunications

Angola offers tremendous growth potential in the telecommunication sector especially in the areas of telephone and internet. Angolan Government investment in the telecommunication infrastructure since the end of the civil war in 2002 has propelled Angola to the seventh place in Sub-Saharan Africa based on internet penetration, behind South Africa, Kenya, Nigeria, Mauritius, Sudan and Senegal (Source: World Bank and UN International Telecommunications Union – ITU). Between 2010 and 2013, internet access in Angola almost doubled from 10% to 19%. This expansion includes significant investment in Angola's regional and international telecommunication cable infrastructure.

In 2001, the Angolan Government adopted regulations to liberalize the telecommunications industry by granting a license to Unitel, the first privately-owned mobile company in the country. According to UNITU 2013 data, Angola mobile cellular access was 61.9%, with mobile broadband at 12.1%. Overall internet use is estimated at 19.9% of the population with 7.9% of households having internet access and 9.2% with home computers. Fixed telephone access stands at 1% and fixed broadband at 0.2%.

Angolan telecommunication companies budgeted over US\$2 billion for investments in mobile broadband and national fiber backbone networks during the period 2013-15. Significant investments are also underway to improve international telecommunications infrastructure through the West Africa Cable System (WACS) and South Atlantic Cable System (SACS).

Cellular and Fixed Telephone

Angola first opened its market to private telephone companies in 2005 to meet significant unmet demand and to improve service quality. Angola Telecom established mobile-cellular service in Luanda. A privately owned, mobile-cellular service provider Unitel began operations in 2001. The mobile market is dominated by these two primary carriers. Additional competition from a new licensing regime should accelerate growth further. Companies active in Angola's telephone market include:

Angola Telecom - The state-owned telecommunications (landline) and internet service provider of Angola operating since 1992. It provides 303,200 fixed lines and 9.5 million mobile cellular lines. www.angolatelecom.com

Unitel - A private, leading mobile telephone service provider in Angola operating since early 2001 with more than 10 million customers. www.unitel.ao

Movitel - The second largest private mobile telephone service provider operating since March 2003 with around 4 million customers. www.movitel.co.ao

MSTelcom - A subsidiary of the oil state company Sonangol created in 1996, MSTelcom began offering telecommunications and internet services in 1999. The company also operates a large data center. www.mstelcom.co.ao

Itelnet – A small public telecommunication operator offering fixed lines approved by the National Communication Institute (INACOM). It focusing on education and operates with cod +244 225 xxx xxx), data, wireless internet and VSAT. The National

Telecommunication Institute (ITEL) and the National Post Enterprise (ENCA) and SISTEC - Sistemas, Tecnologias e Indústria, S.A are the shareholders.
www.itelnet.co.ao

Startel - A landline telecommunications operator in Angola, fully licensed by INACOM Instituto Angolano das Comunicações. Its solutions include high speed data services, "Netbué" Internet access, "Falabué" voice services, VPN services and VSAT solutions.
www.startel.ao

Internet

First introduced in Angola in 1996, internet services reached a penetration rate of 19.9% by 2013 according to the ITU. Fixed-line broadband subscriptions, however, remain low with a penetration rate of only 0.2 percent, and are largely concentrated in the capital city, Luanda. With increased internet access, applications such as e-education and telemedicine are expanding.

Internet access in Angola is provided by various telecommunications companies and private internet service providers including:

ACS www.acs.ao

ITA - Internet Technologies Angola www.internet.ao

Multitel www.multitel.co.ao

MVcomm www.mvcomm.ao

NetOne www.netone.co.ao

TSOLNETWORKS www.tsolnetworks.com

TV-Cabo – A subsidiary of Angola Telecom www.tvcabo.ao

Angola Cable – A fiber optic provider involved in subsea cable projects (see details below). Angola Cable is a consortium of Angolan telecommunication companies, Angola Telecom (51%), Unitel (31%), MSTelcom (9%), Movicel (6%), and Mundo Startel (3%).
www.angolacables.co.ao

Sub-Sector Best Prospects

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The telecommunication sector in Angola is very vibrant and demanding with huge government and private investments in infrastructures in order to support the economy diversification, business growth and forecasted increase of users.

Best sales prospects for US firms include technologies and services related to:

- Expansion of optic fiber cable network throughout the country.
- Improvement of the national internet backbone and wireless broadband services

- Investment in GPON/FFTH network by Angola Telecom
- Smart phones and related services
- Bundled service offerings (fixed line, broadband internet and television) some also providing mobile services
- Launch of Angola satellite in early/middle 2017

Opportunities

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Angola Telecom major telecommunications infrastructure upgrades underway with strong international financial participation include:

- A \$35 million "Governmental Telecommunications Network" project being funded by South Korea credit to reduce the existing digital difficulties among Angola and other countries. Completion is expected by early 2016.
- Improvement and stabilization of the national fiber network, a \$18 million with funding from Angolan Government budget. Completion is anticipated by December 2016.
- A \$24 million LTE network investment funded by the Angolan Government budget is currently in the tender process.
- Assessment of potential investment in GPON/FFTH network (\$35 million).
- A \$40 million investment in business support, operation support and management support platforms (BSS, OSS and ERP) with estimated completion by April 2016.

Angola's participation in important domestic and international submarine cable systems with participation by newly formed company Angola Cable will further enhance the country's telecommunications infrastructure. These include:

Angola Domestic Network System (ADONES) consisting of 1,800 kilometers of fiber-optic submarine cable linking eight Angolan coastal cities where the majority of the population is concentrated. Ericsson installed steel-wire-armored, fiber-optic cable and DWDM terminal equipment along the Angola coastline. Recently, US-based company WFN Strategies announced a contract award by Angola Telecom for maintenance and repair support of the ADONES submarine cable system.

West African Cable System (WACS) www.wacscable.com .

This subsea cable project connects the west coast of Africa with western Europe. Construction began in 2012 at a cost of \$650 million and construction lead by Alcatel-Lucent. Angola is one of the 14 landing points along the west coast of Africa with Angola Cable as the project developer. WACS allows Angola direct international internet access and capacity to provide expanded broadband service.

South Atlantic Cable System (SACS) <http://www.angolacables.co.ao/en/network/sacs>

A subsea data connection between Angola and Brazil with project value of \$278 million and led by Angola Cables. With SACS completion, data traffic between Angola and

Brazil will no longer have to pass through Europe and the US so should decrease costs. In Fortaleza, the SACS will be interconnected to Seabras-1 while the Angolan end will provide onward connectivity by the SAT-3/WASC cable.

MONET <http://www.angolacables.co.ao/en/network/monet>

A subsea fiber-optic cable system to connect Brazil with Florida which together with SACS will create a direct line between Angola and North America. The project is being led by Algar Telecom (Brazil), Angola Cables (Angola), Antel (Uruguay) and Google. TE SubCom is the selected provider for the project. The marine survey has been completed.

Web Resources

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UN International Telecommunications Union Angola Profile

http://www.itu.int/en/ITU-D/Cybersecurity/Documents/Country_Profiles/Angola.pdf

Angolan telecommunications companies and major project weblinks are listed within the text of this summary above.

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Agricultural Sectors

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Processed Food Products and Produce

Agriculture accounts for 11% of Angola's economic output and provides employment, both formal and informal, for more than two-thirds of Angolans, mostly at subsistence levels. Prior to the 1975-2002 civil war, Angola was a major exporter of coffee, sisal, sugar cane, banana and cotton, and self-sufficient in all food crops except wheat. The civil war disrupted agricultural production and displaced millions of people. Angola currently imports more than half of its food, with some estimates putting the figure as high as 90%. Angola is the United States' fourth largest market for poultry products in the world, and the third largest market in Africa for all agricultural exports.

In Angola, modern retail and informal channels co-exist. In-country industry sources estimate that the informal market holds approximately 80-90% market share of fresh produce retail sales volumes. Informal retail includes both small grocers as well as open air markets (locally called "janelas abertas") in specially designated areas. Since the end of the civil war, the informal market's importance has declined in areas where formal retail is developing rapidly, especially in Luanda. Moreover, the government is trying to formalize retail in designated open markets. Luanda's municipal authorities are forcefully eradicating street vending with laws that allow for fines for both vendors and buyers. Public health concerns are the main, formal reason for the eradication of

informal open markets to protect against unsanitary and unregulated conditions for food sales.

Consumer shopping is challenging. Only a very small percentage of Angola's population owns a car with most depending on overcrowded public mini-buses to reach hypermarkets and supermarkets. Consequently, the majority of the population prefers to shop close to home in open air markets or small grocers, which are perceived as being cheaper and fresher than in hypermarkets and supermarkets, and are open all week. Even with supermarkets opening in the outskirts of Luanda over the past few years, many Angolans feel more comfortable in the informal market. For this reason, formal retailers offer strategies to attract the informal market customer. Nosso Super, for example, opened its stores at locations near traditional market places. Hypermarket Kero, in turn, tries to make lower and middle income customers feel comfortable in its shops by playing loud Angolan music.

Changes in consumer profile and demographics, increasing urbanization, improvements in infrastructure, and an increase in the number of international brands available in the Angolan market are driving rapid developments of the retailing landscape. Consumers across income levels are becoming more sophisticated and demanding in terms of food variety and quality. In the past, Angolans were satisfied with small grocers selling exclusively dry goods. Today, consumers expected a range of products including frozen goods to be offered. In the future, fresh produce will provide a competitive edge to retailers, as well as offer increased profit margins. Portuguese, Lebanese and Indian companies historically have been the dominant players in the Angolan grocery retail market, but new players are starting to enter the market. The Roque Santeiro open market, once the heartbeat of the country's informal economy, was closed and relocated in 2010. Another example of a shift from informal to formal markets is the recent opening of a formal retail market by the Indian Sanzi Group that had concentrated their business in wholesale distribution warehouses catering to the informal market.

Over the past few years, Angola's grocery retailing market has attracted interest from several major players worldwide, as shown by the market presence of Teixeira Duarte's distribution brands Bom Preço and Maxi, with a network of 14 and 11 stores, respectively. Teixeira Duarte's distribution brands manage a volume of around 130 metric tons of products per month, of which nearly 30% are locally produced fresh fruit and vegetables, especially bananas, pineapples, papayas, potatoes, onions, cabbages and tomatoes. Market entrants considering expansion into the Angola food retail market include Grupo Score (Portugal), El Corte Ingles (Spain), Massmart (Wal-Mart subsidiary) and Woolworths (South Africa), due to the high profit margins which can be achieved. Group Sonae, in partnership with the Angolan Group Condis, is expected to open four Continente hypermarkets and a logistics center in Luanda by 2015.

A number of supermarkets target wealthier Angolans and expatriates by offering the greatest choice of fresh produce and higher quality standards. This trend helps increase exposure and demand for imported fresh produce. This increased competition contributes to price competition. As a result, consumers benefit and the export opportunities for U.S. suppliers of consumer-oriented food products is promising.

For further information:

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Chapter 5: Trade Regulations, Customs and Standards

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Import Tariffs

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Import taxes for products entering Angola include:

- Import duty: 2%-30%
- Consumption tax: 2-30%
- General Customs fee: 2%
- Brokerage Fee: 2%
- Terminal Handling Port Fees up to \$764 per day (for 40' container)
- Stamp Duty: 1%

Most import duties range from 2-30% with the lower rates for industrial and agricultural inputs. Consumption taxes depend on the product with most accessed at 10%. A lower 2% consumption tax rate is imposed on priority imports such as pharmaceuticals, medical devices, some agricultural inputs and industrial equipment. Higher consumption taxes of up to 30% are assessed on luxury consumer goods and basic agricultural products where the government is encouraging domestic production. Import taxes and fees are calculated on CIF (cost, insurance and freight) value of the product; however the stamp duty is assessed on FOB (free on board) value.

There is no charge for demurrage costs for the first 15 days nor terminal storage fees for the first 5 days after delivery to port. After this time, as of this publication, rates are \$25/day for demurrage and \$120/day for terminal storage for a 40' container.

To determine the cost-build up for import duties and related taxes in Angola for specific products, and for markets worldwide, the following private, free source is useful:
<http://export.customsinfo.com/>

In March 2014, the Angolan Government revised its import duty schedule through Law N° 10/13 (November 22, 2013) that replaced Law N° 2/08 (2008). Angolan Customs

9/28/2015

regulations can be found at Ministry of Finance – Customs Agency website: www.agt.minfin.gov.ao or www.minfin.gov.ao/docs/dspPautaAduan.htm Import duty rates are listed in the Customs schedule in Portuguese at the following website: <http://www.alfandegas.gov.ao/Files/Legislacoes/pautaaduaneira2013.pdf>

The 2014 import duty schedule increased rates on primarily basic agricultural crops and beverages where some domestic production exists including: beef (15%), chicken and eggs (10%), cucumbers and onions (30%), potatoes and tomatoes (20%), and bottled water and beer (30% with a 20% consumption tax)

Luxury goods such as alcohol, tobacco, and perfume are at a 30% import duty with a 30% consumption tax. Passenger vehicle imports also face a 30% consumption tax.

Import duty exemptions or reductions exist for raw materials used in industrial production. Investors may also benefit from import duty and other tax deductions as part of their investment contract with the Angolan Government.

Sales to Angolan government are exempted from import duties.

Trade Barriers

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Import Quotas: In a continued effort to stimulate domestic production of basic foods and industrial inputs, in January 2015, the Angolan Government published Presidential Decree 34/15 calling for import quotas on nine products in six categories—basic necessities, drinks, eggs, horticultural products, construction products, and fish.

The official implementing decree (n. 22/15) published on January 23, 2015 announced quotas on 14 items--vegetable oil, corn flour, wheat flour, salt, rice, sugar, eggs, potatoes, onions, garlic, water, sodas, beer and juices, products -- where domestic production is determined to meet at least 60 percent of domestic demand.

In addition to this announcement of import quotas, the decree required importers of these products plus a broader list of products (chicken, beef, fish, cement, bricks, tomatoes, cabbage, corn, manioc, mangoes, bananas, and pineapples) to register through a new process that includes presentation of company details, projected import volume, and a demonstration of warehousing/refrigeration capacity. Further, regulations prohibit importers from participating in distribution and retail activities. In reaction to concerns from private companies and due to Angolan Government efforts to conform with international trade commitments, the Ministry of Commerce has deferred implementation of this regulation indefinitely.

Testing Requirements: Imports of foods and pharmaceutical products are subject to testing during customs clearance. Once imported into the Angolan market these products are subject to additional oversight by the Ministries of Commerce, Agriculture and Health.

Import Requirements and Documentation

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The process of importing goods into Angola is time consuming and highly bureaucratic requiring the use of a professional customs broker at a rate of 2% of the product CIF value. According to World Bank Doing Business Indicators, it takes an average of 43 days to complete the import process, including 25 days for document completion. U.S. exporters should inquire about customs broker capacities and importing experience when selecting a distributor. Angolan import regulations are subject to periodic changes so U.S. exporters should maintain close contact with their importer/distributor to avoid customs entry delays.

Importers must be registered with the Ministry of Commerce for the category of product they are importing. Only registered companies can apply for an import license which is required for imports of sensitive products such as food, medical devices, pharmaceuticals, agricultural inputs.

To minimize customs problems and delays, U.S. companies should ensure that their prospective Angolan distributor holds import registration status for the appropriate product category and has experience importing and representing international products. A competent importer company will have either in-house customs broker capacity or work with a licensed customs broker.

Documentation required for import into Angola includes:

- Original Air Way Bill (AWB) / Bill of Lading (BL)
- Original Commercial Invoice (listing HTS codes for each item)
- Packing List
- Angolan Loading Certificate issued in country of shipment
- Import License issued by the relevant Ministry, if required based on product
- Certificate of pre-shipment inspection for sensitive and used products

Angolan Loading Certificate

Shipments bound for Angolan ports require a Loading Certificate (Certificado de Embarque) issued by the the National Council of Angolan Shippers (CNCA) authorized agent in the country of origin. In the United States the CNCA agent is OIC Services Inc. in Houston at tel: (832) 912-6820 and email: info@oicservices.com

The application form for the Loading Certificate is available at the Angola Ministry of Transportation CNC website <http://www.cnc-angola.com/index.php/servicos/pautaduaneira>

For more information contact the Angolan Embassy Trade Office in the U.S. at www.angolatradeusa.org/cnc/

Bill of Lading

In 2015, to address the extreme shortage of foreign exchange slowing imports, the Angolan Government established a procedure to allow goods to be imported based on a Bill of Lading copy, rather than the original. U.S. exporters are encouraged to ship to Angola on pre-paid terms due the extended delays of several months being experienced

by Angolan importers in securing foreign exchange for imports. For more details on financing business in Angola please see Chapter 7.

Pre-shipment inspection is required for certain goods as determined by the Ministries of Agriculture, Health, Commerce, and Industry. These products include used cars, live animals, meat, fish, dairy, live plants, seeds, fruit, cereals, alcoholic beverages, tobacco, toys, chemicals, and pharmaceutical product. The foreign exporter to Angola must arrange for pre-shipment inspection with Bureau Veritas.

Import License: Goods requiring shipment-specific authorization and import licenses from Ministries include:

- pharmaceutical products for human use, saccharine and saccharine-derived products (Ministry of Health)
- radios, transmitters, receivers, and other devices (Ministry of Telecommunications);
- weapons, ammunitions, fireworks, and explosives (Ministry of Interior)
- plants, roots, bulbs, microbial cultures, buds, fruits, seeds, and crates and other packages containing these products (Ministry of Agriculture)
- fiscal or postal stamps (Ministry of Post and Telecommunications)
- poisonous and toxic substances and pharmaceuticals including animal vaccines (Ministries of Agriculture, Industry, and Health)
- samples or other goods imported for promotion and not commercial sale (Customs).

U.S. Export Controls

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There are no U.S. trade sanctions against Angola

A list that consolidates eleven export screening lists of the Departments of Commerce, State and the Treasury into a single search as an aid to industry in conducting electronic screens of potential parties to regulated transactions is available here:

<http://developer.trade.gov/consolidated-screening-list.html>.

Temporary Entry

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The temporary entry of goods or equipment into Angola are permitted for up to 12 months and can be renewed for up to 12 additional months. Temporary imports must be accompanied by all normal customs documents and are subject to a deposit to Angolan Customs of 100% of the duties and taxes on the declared value were it to have been imported normally. Regulations state that Angolan Customs refunds this deposit within three months after the temporarily imported goods are exported from Angola.

Temporary imports for display at a trade show should also be accompanied by a letter from the show organizer verifying participation in the event. Depending on the product, a pre-shipment inspection may be required. The customs deposit may be waived for official trade shows when accompanied by a formal letter from the Ministry of Foreign Relations.

Angola does not accept Carnet for the temporary import of goods.

Labeling and Marking Requirements

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The Angolan Government requires labeling in Portuguese on all products imported and sold in the country.

Unlabeled products or those with language labeling not in Portuguese are subject to confiscation, though products with labeling in only English, Spanish, or Chinese are commonly found in both formal and informal retail sales locations.

The Government's expansion of testing laboratories aimed at improving sanitary standards especially for food products and medications includes increased scrutiny of labeling and expiration dates on products. For example, in April 2013, the Ministry of Agriculture mandated that all egg imports must be stamped with the point of origin and date of production.

Due to the Portuguese language labeling requirement and historical colonial ties, a significant portion of consumer goods imported into Angola are sourced from Portugal, and to a lesser extent from Brazil. U.S. companies can leverage their Portuguese or Brazil Portuguese language marketing material and product information (labeling and user guides) for positioning in the Angolan market. Please note that Angolan Portuguese is similar to continental Portuguese, though Brazilian Portuguese is widely accepted.

While it can be cost efficient on the short-term to use other Portuguese language country-based distributors for sales into Angola, U.S. companies can be most competitive in Angola by establishing distribution and representation directly with an Angolan company. A local Angola distributor can provide in-country services and sales support to better position sales compared to simply adding Angola onto the portfolio of a Portuguese distributor.

Prohibited and Restricted Imports

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Animals and Animal by-products - The Angolan Government prohibits the import of animals and animal by-products from areas affected by epizootic diseases, plants coming from areas affected by epiphytic disease, some distilled beverages, counterfeit goods, pornography, roulette and other gambling machines, and other goods specified by law

Vehicles – Passenger vehicles over 3-years from the manufacturing date are not permitted to be imported into Angola. Used vehicles within this 3-year timeframe are subject to import duties of 20% plus a 30% consumption tax. Effective April 2015, vehicles for industrial use such as trucks and those for transportation of more than 10 persons are only prohibited if more than 5-years from the manufacturing date.

Biotechnology Products - Angola prohibits the import of viable transgenic grain or seed. The Ministry of Agriculture controls all agricultural imports and requires importers to present documentation certifying that their goods do not include biotechnology products.

Transgenic food aid is permitted, but must be milled. Biotechnology imports for scientific research are subject to regulations and controls established by the Ministry of Agriculture.

Import License - Import licenses are required for certain products including some foods, medicines, live animal and plants, as well as some communications and national security related items as outlined under the "Import Requirements" section above.

Customs Regulations and Contact Information

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Angolan Customs (Direcção Nacional das Alfandegas)
Largo das Alfandegas, Luanda Tel/Fax 244 222 339490
www.alfandegas.gv.ao

Standards

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Overview

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Angola is not a full member of the International Standards Organization (ISO), but has been a corresponding member since 2002. Angola does not yet have a fully developed national standards regime.

Given the strong presence in Angola of products distributed through Portugal, ISO and CE markings are commonly found on products sold in Angola. While these standards are not required in Angola, they give consumers a sense of confidence in the product quality.

In July 2015, ASTM International (formerly American Society for Testing Materials) signed a memorandum of understanding with the Angolan Institute of Standardization and Quality (IANORQ) that the Angolan Government states should contribute to the consistently growing strength of standards in Angola.

Standards Organizations

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The national standards organization in Angola is the Institute for Standardization and Quality (IANORQ) established in 1996 and located at the Ministry of Industry.

In July 2015, ASTM International (formerly American Society for Testing Materials) signed a memorandum of understanding with the Angolan Institute of Standardization

and Quality (IANORQ) that the Angolan Government states should contribute strengthening standards in Angola.

NIST Notify U.S. Service

Member countries of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to report to the WTO all proposed technical regulations that could affect trade with other Member countries.

Notify U.S. is a free, web-based e-mail subscription service that offers an opportunity to review and comment on proposed foreign technical regulations that can affect your access to international markets. Register online at Internet URL:

<http://www.nist.gov/notifyus/>

Conformity Assessment

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Angola is a member of the Southern African Development Community (SADC), but is not a member of SADC's Accreditation System (SADCAS) that provides regional accreditation support.

Angola is an affiliate country of the International Electrotechnical Commission that publishes consensus-based International Standards and manages conformity assessment systems for electric and electronic products, systems and services.

Product Certification

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Given the strong presence in Angola of products distributed through Portugal, ISO and CE markings are commonly found on products sold in Angola. While these standards are not required to be met in Angola, they give consumers a sense of confidence in product quality.

Imports of foods and pharmaceutical products are subject to testing during customs clearance. Once entered into the Angolan market, these products face additional oversight during retail distribution by the Ministries of Commerce, Agriculture and Health. Angola is a member country of WHO/FAO Codex Alimentarius International Food Standards and uses these standards to enforce food safety.

The recent implementation of food safety testing for all food imports has caused considerable controversy among the business community. While food safety testing fees must be paid before containers leave the port, not all products are actually tested. Bromangol is the private laboratory contracted by Angolan Customs to provide testing on imported food and pharmaceutical products.

Accreditation

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The Angolan Government does not yet require laboratories to be accredited. The Ministry of Commerce and Ministry of Industry are currently working to develop accreditation standards.

Angola is a member of the Southern African Development Community (SADC) but not a member of SADC's Accreditation System (SADCAS) that provides regional accreditation support.

Publication of Technical Regulations

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Final government regulations are published in the Angolan Diário da República. There is no established mechanism whereby U.S. entities or other international entities can comment on proposed regulations before these are finalized.

Labeling and Marking

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The Angolan Government requires labeling in Portuguese on all products imported and sold in the country.

Unlabeled products or those with language labeling not in Portuguese are subject to confiscation, though products with labeling in only English, Spanish, or Chinese are commonly found in both formal and informal retail sales locations.

The Government's expansion of testing laboratories aimed at improving sanitary standards especially for food products and medications includes increased scrutiny of labeling and expiration dates on products. For example, in April 2013, the Ministry of Agriculture mandated that all egg imports must be stamped with the point of origin and date of production.

Due to the Portuguese language labeling requirement and historical colonial ties, a significant portion of consumer goods imported into Angola are sourced from Portugal, and to a lesser extent from Brazil. U.S. companies can leverage their Portuguese or Brazil Portuguese language marketing material and product information (labeling and user guides) for positioning in the Angolan market. Please note that Angolan Portuguese is similar to continental Portuguese, though Brazilian Portuguese is widely accepted.

While it can be cost efficient on the short-term to use other Portuguese language country-based distributors for sales into Angola, U.S. companies can be most competitive in Angola by establishing distribution and representation directly with an Angolan company. A local Angola distributor can provide in-country services and sales support to better position sales compared to simply adding Angola onto the portfolio of a Portuguese distributor.

Contacts

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Angolan Institute of Standardization and Quality (IANORQ)
Ministry of Industry
Rua Cerqueira Lukoki 25, C.P. 594
Luanda, Angola
Tel. 244 222 337294 Fax. 244 222 392400
www.ianorq-angola.org

Trade Agreements

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Angola joined the World Trade Organization in 1996. A 5-year review of this membership is scheduled for September 2015.

Angola benefits from Africa Growth Opportunity Act (AGOA), the U.S. preferential trade agreement that provides duty-free status for qualifying goods exported from Angola to the United States. Given Angola's dominance on extractive industries, exports benefiting from this U.S. program are predominately oil, with some diamonds and wood exports. The Angolan Government is working to diversify its economy and recently established an export promotion agency to encourage exports including to the United States that could take advantage of AGOA.

At a regional level, Angola is a member of the Southern African Development Community (SADC), but is not party to the Southern African Customs Union (SACU) that involves 12 of the 15 member countries with the objective of reducing trade barriers among countries in the region. Angola has taken steps to examine potential participation in the future.

Angola is pursuing customs agreements with its neighboring countries: Namibia, Zambia and the Democratic Republic of Congo.

Web Resources

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Angolan Ministry of Agriculture
<http://www.minagri.gov.ao/>

Angolan Institute of Standardization and Quality (IANORQ), Ministry of Industry
www.ianorq-angola.org

Southern African Development Community (SADC)
<http://www.sadc.int>

Common Market for Southern and Eastern Africa (COMESA)
<http://www.comesa.int>

Community of Portuguese Speaking States (CPLP)
<http://www.cplp.org>

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Chapter 6: Investment Climate

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The US Embassy Angola – Investment Climate Statement provided below was completed in June 2015 based on Angola's 2003 Investment Law. Due to approval of a new Angolan Investment Law Number 14/15 on August 11, 2015 this Investment Climate Statement is currently being rewritten.

Highlights of the 2015 Angola Investment Law include:

- 35% minimum equity interest by an Angolan partner is required for the strategic industries of: Energy and Water, Tourism and Hospitality, Transportation and Logistics, Telecommunications and Information Technology, Civil Construction, and Communications.
- Minimum investment of amount of \$1 million remains unchanged for foreign investors, but is lowered to \$500,000 for Angolan investors.
- Foreign investors are required to pay a tax of 15% on profits and dividends repatriation that exceed their investment amount by up to 20%. This tax rises to 30% for profits and dividends between 20-50% of investment amount, and up to 50% when profits and dividends are above 50% of the investment amount.

9/28/2015

- Investments already approved under the previous 2003 investment law would be grandfathered.

While not addressed in the Angolan Investment Law Number 14/15, an additional law expected to be issued would transfer investment approval authority from the National Agency for Private Investment (ANIP) to the government ministry responsible for the specific industry with approval by the Economic Commission of Council of Ministers for investments under \$10 million and by the Presidency for investments above this amount. The National Agency for Private Investment (ANIP) is expected to assume an investment promotion role.

Openness to Foreign Investment

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Attitude toward Foreign Direct Investment

The Angolan government actively seeks foreign direct investment (FDI) through its investment promotion/regulatory body the National Agency for Private Investment (ANIP). Angola's private investment law describes the benefits and incentives available for investors. The minimum size requirement to qualify for investor status incentives was increased from \$100,000 to \$1 million in 2011.

Investors must enter into an investment contract with ANIP which establishes the conditions for the investments as well as the eligible incentives. The incentives, which include repatriation of funds for foreign investments, tax deductions, and exemption from certain taxes and duties, are negotiated with ANIP and other local ministries on a case-by-case basis. In determining whether to grant incentives, consideration will be given to the economic and social impact of the investment according to the economic development strategy set by the Angolan executive. The most generous benefits are offered to companies investing outside of the petroleum industry and in geographic areas, which are least-developed. In addition to the process described above, investments with a value between \$10 million and \$50 million must be approved by the Council of Ministers, and investments above \$50 million require the approval of an ad-hoc Presidential committee. The Council of Ministers has 30 days to review an application, although in practice decisions by the Council of Ministers may be subject to lengthy delays.

The private investment law expressly prohibits private investment in the areas of: defense, internal public order and state security, banking activities relating to the operations of the Central Bank and the Treasury, the administration of ports and airports, and other areas where the law gives the state exclusive responsibility. However, it is common for Angolan companies to partially or completely subcontract the entire project to foreign companies. Investment in the petroleum, diamond, and financial sectors is governed by sector-specific legislation.

Angola's foreign exchange laws require all companies operating in Angola to make all payments through locally domiciled banks using the Angolan kwanza (AOA). This law aims to strengthen demand for the AOA, thereby building up the capacity of Angola's underdeveloped financial sector. The law has been implemented in two phases. Under the first phase, which came into force in early 2012, oil companies are required to pay

their taxes owed to the Angolan treasury through a local bank. Under the second phase, which came into force in July 2013, companies operating in Angola must use local banks to make all payments, including payments to suppliers and contractors located outside of Angola.

Obtaining the proper permits and business licenses to operate in Angola can be time-consuming. The World Bank's 2015 Doing Business report identified Angola's permit and licensing process as one of the most time-consuming of all countries surveyed ranking it 181 out of 189 economies. To start a business it takes 66 days on average, compared to the regional average of 27 days. While the government has established the Guichê Único, a one-stop shop, the process still remains slow. After visiting the Guichê Unico, new businesses must still complete additional processes at the Ministry of Commerce, the tax office, and in the provincial court where the business is domiciled. In 2012, the government opened approximately twenty Balcões Únicos do Empreendedor, one-stop-shops to serve a similar role for micro, small and medium-size enterprises.

Angolan or other companies familiar with the bureaucratic and legal complexities of the business environment hold an advantage over newcomers. The Promotion of Angolan Private Entrepreneurs Law gives Angolan-owned companies preferential treatment in tendering for government contracts for goods, services, and public works. Furthermore, only firms with a majority Angolan stake can benefit from the loan guarantees, generous terms, and subsidized interest rates of the newly implemented \$1.6 billion fund to support micro, small, and medium-sized businesses. Additionally the Angolan government has required companies in certain fields to become 100 percent Angolan owned without grandfathering existing companies.

Other Investment Policy Reviews

Angola has been a member of the World Trade Organization (WTO) since 1996. The WTO has scheduled a trade policy review of Angola for September 2015. There have been no investment policy reviews from either the Organization for Economic Cooperation and Development (OECD) the United Nations Conference on Trade and Development (UNCTAD) in the last three years.

The business environment remains one of the most difficult in the world. Investors must factor in pervasive corruption, an underdeveloped financial system, poor infrastructure, and extremely high on-the-ground costs. Surface transportation inside the country is slow and expensive, while bureaucracy and port inefficiencies complicate imports and raise costs.

Laws/Regulations of Foreign Direct Investment

There have been no investment policy reviews for Angola from either the Organization for Economic Cooperation and Development (OECD), the World Trade Organization (WTO), or the United Nations Conference on Trade and Development (UNCTAD) in the last three years. The WTO has scheduled a trade policy review of Angola for September 2015. The business environment remains one of the most difficult in the world. Investors must factor in pervasive corruption, an underdeveloped financial system, poor infrastructure, and extremely high on-the-ground costs. Surface transportation inside the

country is slow and expensive, while bureaucracy and port inefficiencies complicate imports and raise costs.

Industrial Promotion

The Angolan government has not released any information on industrial promotion activities.

Limits on Foreign Control

According to Angolan law, the Government permits foreign nationals and residents to rent land for a maximum length of 99 years, though this is renewable. However, land ultimately belongs to the state.

Privatization Program

The Angolan government is seeking to privatize select state-owned enterprises (SOEs). Beginning in 2013, the government privatized two textile factories, and is currently privatizing a third, which is expected to be complete by the end of 2015. The State is also planning to start the privatization of electricity companies by the end of 2015. In the interim, these are still public companies, but the government intends to open the entire electricity sector to both foreign and domestic private firms.

Screening of FDI

The Angolan government actively seeks foreign direct investment (FDI) through its investment promotion/regulatory body the National Agency for Private Investment (ANIP). Angola's private investment law describes the benefits and incentives available for investors. The minimum size requirement to qualify for investor status incentives was increased from \$100, 000 to \$1 million in 2011. Investments with a value between \$10 million and \$50 million must be approved by the Council of Ministers, and investments above \$50 million require the approval of an ad-hoc Presidential committee. The Council of Ministers has 30 days to review an application, although in practice decisions by the Council of Ministers may be subject to lengthy delays.

Competition Law

Angola does not have a competition policy or law.

Investment Trends

Not applicable.

Table 1

Measure	Year	Index or Rank	Website Address
TI Corruption Perceptions index	2014	161 of 175	transparency.org/cpi2014/results

World Bank's Doing Business Report "Ease of Doing Business"	2015	181 of 189	doingbusiness.org/rankings
Global Innovation Index	2014	135 of 143	globalinnovationindex.org/content.aspx?page=data-analysis
World Bank GNI per capita	2013	USD 5,010	data.worldbank.org/indicator/NY.GNP.PCAP.CD

Conversion and Transfer Policies

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Foreign Exchange

Economic and financial reform measures in recent years have improved local access to foreign exchange and facilitated the remittance and transfer of funds. However, during both the 2008 global financial crisis and the current oil shock which has seen Angola's oil revenues decline by over 60 percent, the government sharply reduced the amount of U.S. dollars made available to the commercial banking system.

While the investment law passed in May 2011 guarantees the repatriation of profits for officially approved foreign investments, businesses have reported difficulties repatriating profits out of Angola. Transfers above a certain amount require Central Bank (Banco Nacional de Angola or BNA) approval and commercial banks may be reluctant to go through the required bureaucratic process. Transfers of funds out of Angola to purchase merchandise for future sale/use in Angola that can be supported by pro-forma invoices are easier to process. In addition, the Central Bank can temporarily suspend repatriation of dividends or require that repatriation take place in installments if immediate repatriation would have an adverse effect on the country's balance of payments. In the aftermath of its 2009 temporary suspension of wire transfers, the BNA is requiring much more detailed information from the transferring entity, including copies of employment contracts for any individuals paid off-shore with U.S. dollars. These new documentation requirements are expected to be permanent and have significantly increased the BNA's approval time for transfers. In turn, retail banks cannot process transfers automatically as is customary in countries like the United States.

Remittance Policies

As part of the due diligence process, U.S. banks can at times delay transfers from Angola to the United States. All transfers from Angola to the U.S. are currently processed through correspondent banks, as Angolan banks have yet to establish direct relationships with any U.S. banks.

Expropriation and Compensation

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Article 14 of the Constitution of Angola guarantees that the state will respect and protect private property of both individuals and corporate entities. Article 37 goes on to state that while government expropriation is allowed, it can only be done for public use and conditioned upon prompt payment of just compensation.

Legal System, Specialized Courts, Judicial Independence, Judgments of Foreign Courts

Angola's legal system is based on the Portuguese civil law system and customary law, recently modified to accommodate political pluralism and increased use of free markets. The judicial system includes municipal and provincial courts at the trial level and a Supreme Court at the appellant level. Courts base their judgments on legislation and precedent is not binding.

The World Bank's 2015 Doing Business report ranked Angola 187 out of 189 economies in the area of contract enforcement, and estimates takes an average of 1,296 days, at an average cost of 44.4 percent of the value of the claim. While a law adopted in 2003 introduced the concept of domestic and international arbitration, the practice of arbitration still has not been widely implemented.

In 2008, the Attorney General ruled that Angola's specialized tax courts were unconstitutional. This effectively left businesses with no legal recourse to dispute taxes levied by the Ministry of Finance, as the general courts consistently rule that they have no authority to hear tax dispute cases and refer all cases back to the Ministry of Finance for resolution.

Bankruptcy

As a former Portuguese colony, Angola inherited the Portuguese Insolvency legislation. The current civil procedure code in force since 1961 establishes two different processes:

1. A bankruptcy procedure applicable exclusively to commercial debtors
2. An insolvency procedure applicable to non-commercial debtors

Investment Disputes

Not applicable.

International Arbitration

On July 25 2003, the Arbitration Law N°16/03 introduced the concept of domestic and international arbitration. Notwithstanding, the practice of arbitration has not been widely implemented.

Angola is not a signatory to the convention on the Recognition and Enforcement of Foreign Arbitral Award (1958 New York Convention) or a member state to the International Centre for Settlement of Investment Disputes (ICSID Convention), nor the United Nations Convention on the International Sale of Goods (CISG).

Angola is a member of the Multilateral Investment Guarantee Agency (MIGA), which can provide dispute settlement assistance as part of its political risk insurance products.

The average length of local investment/commercial dispute resolution proceeding is 4 years.

ICSID Convention and New York Convention

Angola is not a signatory to the convention on the Recognition and Enforcement of Foreign Arbitral Award (1958 New York Convention) or a member state to the International Centre for Settlement of Investment Disputes (ICSID Convention).

Duration of Dispute Resolution

The Angolan justice system is slow, arduous, and not always impartial. Most businesses avoid taking commercial disputes to court because they feel they will not get adequate relief.

Performance Requirements and Incentives

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WTO/TRIMS

Not applicable.

Investment Incentives

Angola's investment law gives foreign and domestic investors equal access to investment incentives. Incentives for such high-priority sectors as agriculture, manufacturing, energy, water, and housing include exemption from industrial and capital gains taxes for up to 10 years and from customs duties for up to 6 years. Many foreign companies now operating in Angola enjoy some form of tax or duty waiver. Companies need to apply for such incentives when submitting an investment application to ANIP.

The government encourages "Angolanization" of companies' work force and urges use of Angolan suppliers of goods and services. Presidential Decrees 5/95 and 6/01 limit expatriate staffing of local companies set up in Angola by national or foreign investors to 30 percent of the workforce and require Angolan and expatriate staff with the same jobs and responsibilities to receive the same salaries and social benefits. Enforcement of these laws is inconsistent.

A 2008 decree requires oil companies to first seek Angolan employees to fill any vacant position prior to seeking expatriate appointment, which must first be authorized by the Ministry of Petroleum. International oil companies are working with the government on a new local-content initiative that will establish more explicit sourcing requirements for the petroleum sector in staffing and material. At this time, local content regulations offer only guidelines that are loosely enforced and companies lack clarity as to how much is enough to satisfy the Angolan government. While this situation may make it easier for foreign companies to comply with local content regulations, it makes it difficult for one company to ascertain its competitive position relative to a competitor when competing for lucrative concessions and licenses from the government as local content is sometimes considered during competition for government tenders.

In recent years, the government has in some ways enforced Decree 5/95 more strictly. Expatriate employees typically receive no more than three renewals to their one-year work visas, for a total of three to four years in country. Approval for the fourth year is

contingent upon the company's identifying the Angolan employee who will take over the position after the expatriate leaves. After multiple renewals, some expatriate workers get around these limits by asking for residency or starting a new process.

In the oil and diamond sectors, contracts with the government spell out the commitments companies make to invest in infrastructure and social services to benefit local communities, such as building schools, equipping hospitals, or funding microcredit programs. To win concessions, companies offer one-time social benefit bonuses that can be in excess of \$80 million. The government also encourages downstream investments in facilities such as refineries and diamond-processing plants. Some examples include the Angola LNG plant and the proposed oil refinery in Lobito.

The Angolan government requires an Environmental Impact Study for investments in petroleum, mining, road construction, or power stations. The Ministry of Environment must approve all Environmental Impact Studies before projects can be licensed.

Research and Development

Not applicable.

Performance Requirements

Not applicable.

Data Storage

Not applicable.

Right to Private Ownership and Establishment

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While foreign investors can set up fully owned subsidiaries in most sectors, they are frequently encouraged, but not required, to take on local partners.

Foreign and domestic private entities have the right to establish, acquire, and dispose of interests in business enterprises. Public enterprises hold some practical advantages in access to markets and credit as the Ministry of Finance offers credit guarantees for projects that intend to benefit the public good. Under the new constitution, which took effect in February 2010, all non-urban and some urban land is declared to be under state ownership, but can be leased to private entities. Oil and diamond production and exploration rights are granted for limited periods of time and only as partnerships between private companies and the resource owners, Sonangol and Endiama, respectively. Recent changes to the mining code have allowed for the possibility of a single contract for exploration, mining, and commercialization of diamonds, processes that were once governed by separate contracts. Both oil and diamond exploration concessions normally last for ten years. The government allows and encourages public-private partnerships and participation of private investors in public utilities such as electricity and water. Private companies have concessions to operate hydroelectric dams and shipping terminals in the port of Luanda.

Real Property

Angola's Law on Land and Urban Planning affirms that all land ultimately belongs to the State but permits most urban and some non-urban land to become effectively privately owned through long-term renewable leases, often for 60 years, from the Angolan government. Registering parcels of land over 10,000 hectares must be approved by the Council of Ministers. Registering property takes 190 days on average, according to the World Bank's Doing Business 2015 survey, with fees averaging three percent of property value. Owners must also wait five years after purchasing before selling land. Implementing regulations, once written, are expected to set out guidelines defining different forms of land occupation, including commercial use, traditional communal use, leasing, and private homes.

Intellectual Property Rights

Angolan law recognizes the protection of intellectual property rights. Angola's National Assembly adopted the Paris Convention for the Protection of Industrial Intellectual Property in August 2005, incorporating the 1979 text and the patent cooperation treaty concluded in 1970 and amended in 1979 and 1984. The Ministry of Industry administers intellectual property rights for trademarks, patents and designs under Industrial Property Law 3/92. The Ministry of Culture regulates authorship, literary, and artistic rights under Copyright Law 4/90. However, no court case involving U.S. intellectual property has ever tested the strength of these laws. Angola is a member of the World Intellectual Property Organization (WIPO) and follows international patent classifications of patents, products, and services to identify and codify requests for patents and trademark registration. There are currently no statistics available regarding counterfeit goods seized by the Angolan government. For additional information about treaty obligations and points of contact at local IP offices, please see WIPO's country profiles at <http://www.wipo.int/directory/en/>

IAPI (Instituto Angolano de Propriedade Intelectual), is a governmental body within the Ministry of Industry charged with improving IP. IAPI deals primarily with the manufacturing sector. IP issues related to print media, visual media, and musical production are managed through the Ministry of Culture. Despite this, there are holes in the legal structure, and enforcement of existing legislation is weak to nonexistent. IP infringement is rampant, most notably in the production and distribution of pirated CDs, DVDs, and other media, largely for personal consumption.

INADEC (Instituto Nacional de Defesa dos Consumidores), under the umbrella of the Ministry of Commerce, tracks and monitors the seizure of counterfeit goods. They do not currently have a website, nor do they regularly publish statistics. They publish the seizure of counterfeit products on an ad-hoc basis, primarily in the government-owned daily, *Jornal de Angola*.

Resources for Rights Holders

Please see Chapter 9 for list of Angola-based law firms with commercial practice.

The regulatory system is complex, vague, and inconsistently enforced. In many sectors, no effective regulatory system exists. The Angolan Communications Institute (INACOM) sets prices for telecommunications services and is the regulatory authority for the telecommunications sector. Revised energy-sector licensing regulations have improved legal protection for investors to attract more private investment in electrical infrastructure, such as dams, power plants and distribution grids.

Efficient Capital Markets and Portfolio Investment

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Angola's financial sector, though still underdeveloped, has grown rapidly and key indicators have improved in recent years. As of December 2013, the latest figures available, total customer deposits with the Angolan commercial banks stood at AKZ 3,9 trillion (USD 39 billion), an increase of 12.74 percent over 2012. Most banks focus their operations on such short-term commission-related activities as currency trading and trade finance. Foreign investors do not normally access credit locally, and local investors either self-finance or seek financing from non-Angolan banks and investment funds. Subsidized government loan programs to promote economic development, like the new USD 1.6 billion fund to support micro, small and medium-sized enterprises, are available only to majority-owned Angolan companies.

Money and Banking System, Hostile Takeovers

In the past, triple-digit inflation resulted in a high level of dollarization in the economy and banking system, with the majority of banking assets held in dollars. Since the end of the civil war in 2002, the Central Bank has devoted considerable effort to rebuilding trust in the kwanza, bringing inflation below 7 percent in 2014. Given that the kwanza continues to be more stable, the Central Bank established a new monetary policy framework in October 2012. A newly created Monetary Policy Committee implements monetary policy that is guided by two new concepts published daily by the Central Bank—a Base Interest Rate and a Luanda Interbank Offered Rate (LUIBOR). The mandatory reserve requirement for non-government deposits in kwanzas is 20 percent, and in foreign currency is 15 percent. The reserve requirement for government deposits is 100 percent, a measure that seriously limits lending by state-owned banks.

Angolan banks extend little unsecured credit, instead requiring significant amounts of collateral in the form of property or dollar deposits from the borrower. Commercial credit in Angola remains tight. Unclear land titles and ill-defined property rights may, in some instances, complicate and lengthen the process of applying for a mortgage.

While the Central Bank tries to limit foreign currency risk, some loans are denominated in foreign currencies but are consequently weighted at 130 percent for the calculation of risk-weighted assets.

Angola banks largely seek transactional banking, short-term trade financing, foreign exchange, and investments in high-interest government bond as a means of making profits, though increasingly also from loans, especially to the construction sector. Traditional commercial loans are still only a small part of banking in Angola however. In the past, state and state-affiliated companies enjoyed privileged access to loans, often at concessionary rates without regard to risk, leading to several bank failures.

The Central Bank has developed a market for short-term bonds, called Títulos do Banco Central, and long-term bonds, called Obrigações do Tesouro. Most of these bonds are bought and held by local Angolan banks. The Obrigações have maturities ranging from one to 7.5 years, whereas the Títulos have maturities of 91 to 182 days. For information on current rates, see <http://www.bna.ao/>.

In August 2012, Russia's second-largest bank, VTB (Vneshtorgbank/ Foreign Trade Bank), managed the sale of Angola's first international bond, a \$ 1 billion, 7-year paper with a seven percent yield through private placement.

Competition from State Owned Enterprises

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In Angola certain State-owned enterprises (SOEs) exercise delegated governmental powers, especially in the mining sector where the government is the sole concessionaire. Foreign investors may sometimes find demands made by SOEs excessive, and under such conditions, SOEs have easier access to credit and government contracts. There is no law mandating preferential treatment to SOEs, but in practice they have access to inside information and credit. Currently, SOEs are not subject to budgetary constraints and quite often exceed their capital limits.

SOEs—often benefitting from a government mandate—operate mostly in the extractive sectors, transportation, commerce, banking, and construction. All SOEs in Angola are required to have boards of directors, and most board members are affiliated with the government. SOEs are not explicitly required to consult with government officials before making decisions. By law SOEs must publish annual financial reports for the previous year in the national daily newspaper by April 1. Such reports are not always subject to publically released external auditing (though state oil firm Sonangol is publically released). The standards used are often questioned. Although not all SOEs fulfill their legal obligations, few are sanctioned.

OECD Guidelines on Corporate Governance of SOEs

Angola does not adhere to the OECD guidelines on corporate governance for State-owned enterprises.

Sovereign Wealth Funds

In October 2012, Angola established the Fundo Soberano de Angola (FSDEA) a petroleum-funded \$5 billion sovereign wealth fund that has an expressed purpose of profit maximization with a special emphasis on investing in domestic projects that have a social component. Angolans are concerned that the President has appointed his son José Filomeno Dos Santos to be the chairman of the fund.

Corporate Social Responsibility

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There is an awareness of corporate social responsibility among foreign companies and some of the larger local companies. Many foreign companies and a few local ones share concern for the environment and support community projects. Most multinationals from

the extractive sector invest significant funds in CSR projects through social benefit bonuses that are a requisite part of the negotiation process for concessions.

For more information on U.S. government policies on issues of corporate social responsibility, please see the U.S. Government Approach on Business and Human Rights, released in May 2013 (the Approach can be found here: <http://www.humanrights.gov/2013/05/01/u-s-government-approach-on-business-and-human-rights/>).

OECD Guidelines for Multinational Enterprises

Angola does not enforce to the OECD guidelines for multinational enterprises.

Political Violence

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Political violence is not a high risk throughout most of Angola. The most significant incident of political violence since the end of the civil war was the January 2010 attack on the Togolese national soccer team by FLEC-PM (Front for the Liberation of the Enclave of Cabinda—Military Position), an offshoot of the longstanding FLEC separatist group in the northern province of Cabinda. The team was traveling through Cabinda by road to take part in a soccer tournament when FLEC operatives ambushed it. Three people were killed and nine people injured in the attack.

Corruption

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Corruption, including bribery, raises the costs and risks of doing business. Corruption has a corrosive impact on both market opportunities overseas for U.S. companies and the broader business climate. It also deters international investment, stifles economic growth and development, distorts prices, and undermines the rule of law.

It is important for U.S. companies, irrespective of their size, to assess the business climate in the relevant market in which they will be operating or investing, and to have an effective compliance program or measures to prevent and detect corruption, including foreign bribery. U.S. individuals and firms operating or investing in foreign markets should take the time to become familiar with the relevant anticorruption laws of both the foreign country and the United States in order to properly comply with them, and where appropriate, they should seek the advice of legal counsel.

The U.S. Government seeks to level the global playing field for U.S. businesses by encouraging other countries to take steps to criminalize their own companies' acts of corruption, including bribery of foreign public officials, by requiring them to uphold their obligations under relevant international conventions. A U. S. firm that believes a competitor is seeking to use bribery of a foreign public official in international business, for example to secure a contract, should bring this to the attention of appropriate U.S. agencies, as noted below.

U.S. Foreign Corrupt Practices Act: In 1977, the United States enacted the Foreign Corrupt Practices Act (FCPA), which generally makes it unlawful for U.S. persons and businesses (domestic concerns), and U.S. and foreign public companies listed on stock exchanges in the United States or which must file periodic reports with the Securities

and Exchange Commission (issuers), to offer, promise or make a corrupt payment or anything of value to foreign officials to obtain or retain business. The FCPA also applies to foreign firms and persons who take any act in furtherance of such a corrupt payment while in the United States. In addition to the anti-bribery provisions, the FCPA contains accounting provisions applicable to public companies. The accounting provisions require issuers to make and keep accurate books and records and to devise and maintain an adequate system of internal accounting controls. The accounting provisions also prohibit individuals and businesses from knowingly falsifying books or records or knowingly circumventing or failing to implement a system of internal controls. In order to provide more information and guidance on the statute, the Department of Justice and the Securities and Exchange Commission published *A Resource Guide to the U.S. Foreign Corrupt Practices Act*, available in PDF at:

<http://www.justice.gov/criminal/fraud/fcpa/guidance/>. For more detailed information on the FCPA generally, see the Department of Justice FCPA website at: <http://www.justice.gov/criminal/fraud/fcpa/>.

Other Instruments: It is U.S. Government policy to promote good governance, including host country implementation and enforcement of anti-corruption laws and policies pursuant to their obligations under international agreements. Since enactment of the FCPA, the United States has been instrumental to the expansion of the international framework to fight corruption. Several significant components of this framework are the Convention on Combating Bribery of Foreign Public Officials in International Business Transactions (negotiated under the auspices of the OECD), the United Nations Convention against Corruption (UN Convention), the Inter-American Convention against Corruption (OAS Convention), the Council of Europe Criminal and Civil Law Conventions, and a growing list of U.S. free trade agreements.

OECD Antibribery Convention: The Antibribery Convention entered into force in February 1999. As of January 2015, there are 41 parties to the Convention, including the United States (see <http://www.oecd.org/corruption/oecdantibriberyconvention.htm>). Major exporters China and India are not parties, although the U.S. Government strongly endorses their eventual accession to the Antibribery Convention. The Antibribery Convention obligates the Parties to criminalize bribery of foreign public officials in international business transactions, which the United States has done under U.S. FCPA.

UN Convention: The UN Convention entered into force on December 14, 2005, and there are 174 parties to it as of March 2015 (see <http://www.unodc.org/unodc/en/treaties/CAC/signatories.html>). The UN Convention requires countries to establish criminal and other offences to cover a wide range of acts of corruption, from basic forms of corruption such as bribery and solicitation, embezzlement, and trading in influence to the concealment and laundering of the proceeds of corruption. The Convention contains transnational business bribery provisions that are functionally similar to those in the OECD Antibribery Convention and contains provisions on private sector auditing and books and records requirements. Other provisions address matters such as prevention, international cooperation, and asset recovery.

Angola is not a member state to the UN Anticorruption convention or the OECD convention on combatting bribery.

Free Trade Agreements: While it is U.S. Government policy to include anticorruption provisions in free trade agreements (FTAs) that it negotiates with its trading partners, the anticorruption provisions have evolved over time. The most recent FTAs negotiated now require trading partners to criminalize “active bribery” of public officials (offering bribes to any public official must be made a criminal offense, both domestically and trans-nationally) as well as domestic “passive bribery” (solicitation of a bribe by a domestic official). All U.S. FTAs may be found at the U.S. Trade Representative Website: <http://www.ustr.gov/trade-agreements/free-trade-agreements>.

Angola does not have a free trade agreement in place with the United States.

Local Laws: U.S. firms should familiarize themselves with local anticorruption laws, and, where appropriate, seek legal counsel. While the U.S. Department of Commerce cannot provide legal advice on local laws, the Department’s U.S. and Foreign Commercial Service can provide assistance with navigating the host country’s legal system and obtaining a list of local legal counsel.

Assistance for U.S. Businesses: The U.S. Department of Commerce offers several services to aid U.S. businesses seeking to address business-related corruption issues. For example, the U.S. and Foreign Commercial Service can provide services that may assist U.S. companies in conducting their due diligence as part of the company’s overarching compliance program when choosing business partners or agents overseas. The U.S. and Foreign Commercial Service can be reached directly through its offices in every major U.S. and foreign city, or through its website at www.trade.gov/cs.

The United States provides commercial advocacy on behalf of exporters of U.S. goods and services bidding on public sector contracts with foreign governments and government agencies. An applicant for advocacy must complete a questionnaire concerning its background, the relevant contract, and the requested U.S. Government assistance. The applicant must also certify that it is in compliance with applicable U.S. law, that it and its affiliates have not and will not engage in bribery of foreign public officials in connection with the foreign project, and that it and its affiliates maintain and enforce a policy that prohibits bribery of foreign public officials. Problems, including alleged corruption by foreign governments or competitors, encountered by U.S. companies in seeking such foreign business opportunities can be brought to the attention of appropriate U.S. government officials, including local embassy personnel, and reported through the Department of Commerce Trade Compliance Center “Report a Trade Barrier” Website at tcc.export.gov/Report_a_Barrier/index.asp. Potential violations of the FCPA can be reported to the Department of Justice via email to FCPA.Fraud@usdoj.gov.

Guidance on the U.S. FCPA: The Department of Justice’s (DOJ) FCPA Opinion Procedure enables U.S. firms and individuals and issuers to request a statement of the Justice Department’s present enforcement intentions under the anti-bribery provisions of the FCPA regarding actual, prospective business conduct. The details of the opinion procedure are available on DOJ’s Fraud Section Website at www.justice.gov/criminal/fraud/fcpa and general information is contained in Chapter 9 of the publication *A Resource Guide to the U.S. Foreign Corrupt Practices Act*, at <http://www.justice.gov/criminal/fraud/fcpa/guidance/>. Although the Department of Commerce has no enforcement role with respect to the FCPA, it supplies general information to U.S. exporters who have questions about the FCPA and about

international developments concerning the FCPA. For further information, see the Office of the General Counsel, U.S. Department of Commerce, website, at <http://www.commerce.gov/os/ogc/transparency-and-anti-bribery-initiatives>. More general information on the FCPA is available at the websites listed below.

Exporters and investors should be aware that generally all countries prohibit the bribery of their public officials, and prohibit their officials from soliciting bribes under domestic laws. Most countries are required to criminalize such bribery and other acts of corruption by virtue of being parties to various international conventions discussed above.

Anti-Corruption Resources

Some useful resources for individuals and companies regarding combating corruption in global markets include the following:

- Information about the U.S. Foreign Corrupt Practices Act (FCPA), including *A Resource Guide to the U.S. Foreign Corrupt Practices Act*, translations of the statute into numerous languages, documents from FCPA related prosecutions and resolutions, and press releases are available at the U.S. Department of Justice's Website at: <http://www.justice.gov/criminal/fraud/fcpa> and <http://www.justice.gov/criminal/fraud/fcpa/guidance/>
- The U.S. Securities and Exchange Commission FCPA Unit also maintains an FCPA website, at: <https://www.sec.gov/spotlight/fcpa.shtml>. The website, which is updated regularly, provides general information about the FCPA, links to all SEC enforcement actions involving the FCPA, and contains other useful information.
- General information about anticorruption and transparency initiatives, relevant conventions and the FCPA, is available at the Department of Commerce Office of the General Counsel website: <http://www.commerce.gov/os/ogc/transparency-and-anti-bribery-initiatives>
- The Trade Compliance Center hosts a website with anti-bribery resources, at <http://tcc.export.gov/Bribery>. This website contains an online form through which U.S. companies can report allegations of foreign bribery by foreign competitors in international business transactions
- Additional country information related to corruption can be found in the U.S. State Department's annual *Human Rights Report* available at <http://www.state.gov/g/drl/rls/hrrpt/>.
- Information about the OECD Antibribery Convention including links to national implementing legislation and country monitoring reports is available at: <http://www.oecd.org/corruption/oecdantibriberyconvention.htm> See also Antibribery Recommendation <http://www.oecd.org/daf/anti-bribery/oecdantibriberyrecommendation2009.htm> and Good Practice Guidance Annex for companies: <http://www.oecd.org/daf/anti-bribery/44884389.pdf>.

- GRECO monitoring reports can be found at:
http://www.coe.int/t/dghl/monitoring/greco/evaluations/index_en.asp
- MESICIC monitoring reports can be found at:
http://www.oas.org/juridico/english/mesicic_intro_en.htm
- The Asia Pacific Economic Cooperation (APEC) Leaders have also recognized the problem of corruption and APEC Member Economies have developed anticorruption and ethics resources in several working groups, including the Small and Medium Enterprises Working Group, at <http://businessethics.apec.org/>, and the APEC Anti-Corruption and Transparency Working Group, at <http://www.apec.org/Groups/SOM-Steering-Committee-on-Economic-and-Technical-Cooperation/Working-Groups/Anti-Corruption-and-Transparency.aspx>. For more information on APEC generally, <http://www.apec.org/>.

There are many other publicly available anticorruption resources which may be useful, some of which are listed below without prejudice to other sources of information that have not been included. (The listing of resources below does not necessarily constitute U.S. Government endorsement of their findings.)

- Transparency International (TI) publishes an annual Corruption Perceptions Index (CPI). The CPI measures the perceived level of public-sector corruption in approximately 180 countries and territories around the world. The CPI is available at: <http://www.transparency.org/research/cpi/overview>. TI also publishes an annual *Global Corruption Report* which provides a systematic evaluation of the state of corruption around the world. It includes an in-depth analysis of a focal theme, a series of country reports that document major corruption related events and developments from all continents, and an overview of the latest research findings on anti-corruption diagnostics and tools. See <http://www.transparency.org/research/gcr>.
- The World Bank Institute's Worldwide Governance Indicators (WGI) project reports aggregate and individual governance indicators for 215 economies over the period 1996-2013, for six dimensions of governance (Voice and Accountability, Political Stability and Absence of Violence, Government Effectiveness, Regulatory Quality, Rule of Law, and Control of Corruption). See <http://info.worldbank.org/governance/wgi/index.aspx#home>. The World Bank Business Environment and Enterprise Performance Surveys may also be of interest and are available at: <http://data.worldbank.org/data-catalog/BEEPS>. See also the World Bank Group *Doing Business* reports, a series of annual reports measuring regulations affecting business activity, available at: <http://www.doingbusiness.org/>
- The World Economic Forum publishes every two years the *Global Enabling Trade Report*, which assesses the quality of institutions, policies and services facilitating the free flow of goods over borders and to their destinations. At the core of the report, the Enabling Trade Index benchmarks the performance of 138 economies in four areas: market access; border administration; transport and communications infrastructure; and regulatory and business environment. See <http://www.weforum.org/reports/global-enabling-trade-report-2014>.

- Global Integrity, a nonprofit organization, publishes its annual *Global Integrity Report*, which typically assesses anti-corruption and good governance mechanisms in diverse countries. (The 2012 and 2013 reports covered a small number of countries as the organization focused on re-launching a modernized methodology in mid-2014.) For more information on the report, see <https://www.globalintegrity.org/global-report/what-is-gi-report/>.

Bilateral Investment Agreements

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In May 2009, Angola signed a Trade and Investment Framework Agreement (TIFA) with the United States, intended to provide a forum to address trade issues and to help enhance trade and investment relations between the two countries. The first meeting of the TIFA Council under this agreement took place in June 2010. The second meeting took place in April 2014 as part of a work-plan to guide the work of the TIFA Council.

In July 2010, the United States and Angola signed a Memorandum of Understanding establishing a bilateral Strategic Partnership Dialogue, which commits the two parties to increased bilateral partnership.

Angola has bilateral investment agreements in force with Cape Verde, Germany, Italy, and Russia. Angola has also signed agreements with Portugal, South Africa, Spain and the United Kingdom, but these agreements have not yet entered into force. A list of current bilateral investment treaties and their status can be found on the United Nations Conference on Trade and Development (UNCTAD) website.

Bilateral Taxation Treaties

Angola does not have a bilateral taxation treaty with the United States.

OPIC and Other Investment Insurance Programs

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Since 1994, the Overseas Private Investment Corporation (OPIC) has provided investment insurance to projects in Angola. U.S. investors can apply for OPIC insurance, including coverage under the Quick Cover program for projects valued at less than \$50 million in key sectors. OPIC's portfolio in Angola currently totals \$20.1 million. Since the agreement, OPIC has committed more than \$321 million in financing and insurance across 14 projects in Angola. OPIC's support has helped facilitate critical investments in the energy, services, and health care manufacturing and financial services sectors.

Angola is a member of the Multilateral Investment Guarantee Agency (MIGA), which provides insurance to foreign investors against such risks as expropriation, non-convertibility, and war or civil disturbance. MIGA also provides investment dispute resolution on a case-by-case basis.

Labor

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Angola's General Labor Law (Law No. 2/00) recognizes the right of workers, except members of the armed forces and police, to form and join independent unions, to collectively bargain, and to strike, but these rights are either limited or restricted. A

minimum of 30 percent of workers from a sector at the provincial level and prior authorization by authorities are required and bureaucratic formalities needed to be followed before a union can be established. Unlike workers in the private sector, civil service employees do not have the right to collective bargaining. While the law allows unions to conduct their activities without government interference, it also places some restrictions on engaging in a strike. Strict bureaucratic procedures must be followed for a strike to be considered legal, and the government can deny the right to strike or obligate workers to return to work. Members of the armed forces, police, prison staff, fire fighters, “essential services” public sector employees and oil workers. The government may intervene in labor disputes that affect national security, particularly strikes in the oil sector. Essential services are too broadly defined, including the transport sector, communications, waste management and treatment, and fuel distribution. Authorities have the power of requisitioning of workers in the essential services sector, and collective labor disputes are to be settled through compulsory arbitration by the Ministry of Labor, Public Administration and Social Security. The law does not prohibit employer retribution against strikers, and it authorizes the government to force workers back to work for “breaches of worker discipline” or participation in unauthorized strikes. The law, however, prohibits anti-union discrimination and stipulates that worker complaints be adjudicated in the labor court. Under the law employers are required to reinstate workers who have been dismissed for union activities.

The law spells out proper procedures for hiring workers. For work contracts of indefinite duration, the law provides for a basic probationary period of up to six months, during which the worker or employer can terminate the contract without notice or justification. After the probationary period ends, dismissed workers have the right to appeal to a Labor Court. Many employers prefer to reach a monetary settlement with workers when a dispute arises, rather than bring cases before the Labor Court. The World Bank Group’s Doing Business in 2015 report placed the average cost of firing a worker in Angola at 26.7 weeks of salary weighting for workers with 1 year, 5 years, and 10 years of tenure. The notice period before dismissing a worker is 4.3 weeks.

The Angolan labor force has limited technical skills, English language ability, and managerial ability. Many employers find it necessary to invest heavily in educating and training their Angolan staff.

The government conducts annual surveys of the oil industry to implement a requirement that oil companies hire Angolan nationals when qualified applicants are available. If no qualified nationals apply for the position, then the companies may request the government’s permission to hire expatriates. Outside of the petroleum sector, policies to encourage “Angolanization” of the labor force, the hiring of locals, discourages bringing in expatriate labor. As a result, visa delays for essential technicians are common.

Foreign-Trade Zones/Free Ports

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Angola is a signatory to the Southern African Development Community (SADC) Free Trade Protocol that seeks to harmonize and reduce tariffs and establish regional policies on trade, customs, and methodology; Angola has not yet begun to implement the protocol. A tariff schedule came into force in September 2008 that removed duties on the import of raw materials, equipment, and intermediate goods for industries and reduced tariffs on 58 categories of basic goods. In March 2014, a new tariff schedule entered into force that raised import taxes on items such as beverages and waters, whose rates

exceed 30 to 50 %, in an attempt to protect domestic production. Luxury goods, such as tobacco, gold jewelry, and perfumes are also included and are taxed with a maximum rate of 81%. Duties for the import of raw materials used in industrial production are exempted.

Angola has signed customs cooperation agreements with the Democratic Republic of Congo, Namibia, Portugal, São Tomé and Príncipe, and Zambia.

In 2009, Angola established a Special Economic Zone (ZEE) outside of Luanda with a principal objective of reducing Angola’s dependence on imports. To that end, the zone offers companies a conveniently located area to base their operations and guarantees a steady supply of water and energy. While the ZEE does not currently offer tax incentives to its twenty resident companies, the management reports that the Ministries of Economy and Finance are currently reviewing proposals to offer such incentives.

Foreign Direct Investment Statistics [Return to top](#)

Table 2: Key Macroeconomic Data, U.S. FDI in Host Country/Economy

	Host Country Statistical source*		USG or international statistical source		USG or International Source of Data: BEA; IMF; Eurostat; UNCTAD, Other
Economic Data	Year	Amount	Year	Amount	
Host Country Gross Domestic Product (GDP) (\$M USD)	2013	124,200	2014	131,400	www.worldbank.org/en/country
Foreign Direct Investment	Host Country Statistical source*		USG or international statistical source		USG or international Source of data: BEA; IMF; Eurostat; UNCTAD, Other
U.S. FDI in partner country (\$M USD, stock positions)	NA	NA	2013	1,286	www.bea.gov
Host country’s FDI in the United States (\$M USD, stock positions)	NA	NA	2013	141	www.bea.gov

Total inbound stock of FDI as % host GDP	NA	NA	2013	-5.7%	http://data.worldbank.org/indicator/BX.KLT.DINV.WD.GD.ZS
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Table 3: Sources and Destination of FDI

Foreign direct investment position data are not available for Angola.

Table 4: Sources of Portfolio Investment

Portfolio investment data are not available for Angola.

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Chapter 7: Trade and Project Financing

- [How Do I Get Paid \(Methods of Payment\)](#)
- [How Does the Banking System Operate](#)
- [Foreign-Exchange Controls](#)
- [U.S. Banks and Local Correspondent Banks](#)
- [Project Financing](#)
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How Do I Get Paid (Methods of Payment)

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Angolan Government economic and financial reform measures over the past few years have improved local access to foreign exchange and facilitated the remittance and transfer of funds. However, the current 2015 oil shock resulted in a significant decline in Angola's oil revenues. As a result, the government sharply reduced the amount of foreign exchange available to the commercial banking system. This is causing severe delays for Angolan companies seeking to access foreign exchange to pay for imported products.

Given this scenario, cash-in-advance or letters of credit, if available, are the most sound payment strategy for U.S. companies to pursue with Angolan buyers. Letters of credit, if available, are offered with short terms and high fees. In this uncertain climate for foreign exchange, many Angolan companies are reducing their imports and securing foreign exchange through their commercial banks in advance of formalizing import contracts. Foreign exchange delays are even more severe for companies seeking to repatriate royalties and profits. These payments are deemed a lower priority by the Central Bank compared to imported goods, especially more essential products such as food, medicines, and industrial/agricultural inputs.

The most common and secure method of payment in Angola is an electronic funds transfer between banks. Before the current foreign exchange crisis, letters of credit were commonly used as were open accounts for established clients.

How Does the Banking System Operate

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No U.S. banks operate in Angola. Commercial banks in Angola are predominately Angolan, Portuguese, and South African. Overseas international financial firms in London and New York provide corresponding banking services. Most banks concentrate on short-term commission-related activities, such as foreign exchange operations and trade financing. All the major banks offer ATM services, with many foreign network links. Credit cards use is limited in Angola and restricted to Visa and Mastercard.

Leading Angolan-based banks with international portfolios are listed under Chapter 9. For a complete listing of authorized Angolan financial institutions please visit: www.bna.ao/Conteudos/Artigos/lista_artigos_medias.aspx?idc=142&idsc=834

9/28/2015

Foreign-Exchange Controls

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Effective July 2013, all companies operating in Angola are required to use local banks to make all payments, including payments to suppliers and contractors located outside of Angola. This law aims to strengthen demand for the AOA, thereby building up the capacity of Angola's financial sector.

Travelers departing from Angola are permitted to take up to 50,000 kwanzas (local currency) out of the country. In addition, Angolan residents can carry US\$15,000 and non-residents take US\$10,000. Police officials at the Luanda airport regularly search departing passengers for currency and will confiscate amounts over these limits.

Central Bank Order 4/2003 imposes firm control over the transfer of funds abroad. Investment Law 11/03 guarantees the repatriation of profits for officially approved foreign investment. Investors can legally remit funds through local commercial banks; however, Central Bank authorization is required for repatriation of profits and dividends exceeding \$300,000.

U.S. Banks and Local Correspondent Banks

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No U.S. banks currently operate in Angola. See Chapter 9 for a listing of the most active commercial banks operating in Angola.

Project Financing

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U.S. Export-Import Bank

The U.S. Export-Import Bank (Eximbank) is open for trade and project financing in Angola. A sovereign government letter of guarantee is required for Angolan Government loan guarantees by Eximbank. Creditworthy Angolan private buyers seeking Eximbank loan guarantees for U.S. equipment purchases with medium to long-term (up to 10 years) financing must secure a guarantee from their Angolan commercial bank. U.S. companies exporting products and equipment to Angola valued at under around \$300,000 and of terms under one year can apply directly to Eximbank for export credit insurance.

In 2014, the Export-Import Bank of the United States (Ex-Im Bank) signed a memorandum of understanding (MOU) with the Government of Angola to encourage the use of Eximbank export financing guarantees and credit insurance to increase U.S. exports to Angola. This MOU identifies the following sectors for business development: energy, infrastructure, railways and roads, mining, telecommunications, agriculture, and environment, including water and sanitation projects.

Overseas Private Investment Corporation

The Overseas Private Investment Corporation's (OPIC) political risk insurance and financing is available for projects in Angola with at least 25% U.S. participation. Most recently in 2014, OPIC provided a \$9.8 million loan to support the Luanda Medical Center providing treatment and outpatient services. OPIC has committed more than

\$321 million in financing and insurance across 14 projects in Angola in the energy, services, healthcare, manufacturing and financial services sectors.

U.S. Trade and Development Agency

The U.S. Trade and Development Agency (USTDA) promotes economic growth in emerging economies by facilitating the participation of U.S. businesses in the planning and execution of priority development projects in host countries.

In Angola, USTDA has provided feasibility study grants to support project development in the transportation, electricity and port industries. Recent USTDA Reverse Trade Missions to the United States that have included Angolan private sector and government representatives focused on housing and agribusiness sectors.

African Development Bank

African Development Banks (AfDB) activities in Angola include projects in the following sectors: agriculture, rural development and environment (49%); social, including health and education (27%); water and sanitation (16%); and multi-sector (8%) with eight loans valued at a total of \$122.4 billion. The AfDB has also focuses on economic and social programs related to gender, education, private sector development, microfinance. Graduating to become an AfDB Middle Income Country borrower, the AfDB will increasingly focus on large-scale infrastructure projects including in the financial and electric power sectors. For details on AfDB activities in Angola please see: <http://www.afdb.org/en/countries/southern-africa/angola/angola-and-the-afdb/>

World Bank

The current World Bank Group portfolio in Angola includes International Development Association (IDA) funded investment projects with a total net commitment of \$426 million dollars, as listed below. For details please see <http://www.worldbank.org/en/country/angola/overview#2>

- Learning for All Project (\$75 million);
- Municipal Health Services Strengthening Project (\$70.8 million) which benefits from a co-financing by Total E&P Angola in the amount of USD \$4.5 million;
- Local Development Project (LDP), \$81.7 million implemented by the *Fundo de Apoio Social*);
- Water Sector Institutional Development Project (\$177 million)
- Market Oriented Smallholder Agriculture Project (\$30 million)

Web Resources

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Trade Finance Guide: A Quick Reference for U.S. Exporters, published by the International Trade Administration's Industry & Analysis team:
<http://www.export.gov/tradefinanceguide/index.asp>

U.S. Government Resources

Export-Import Bank of the United States: <http://www.exim.gov>

Country Limitation Schedule: http://www.exim.gov/tools/country/country_limits.html

OPIC: <http://www.opic.gov>

Trade and Development Agency: <http://www.tda.gov/>

SBA's Office of International Trade: <http://www.sba.gov/oit/>

USDA Commodity Credit Corporation: <http://www.fsa.usda.gov/cc/default.htm>

U.S. Agency for International Development: <http://www.usaid.gov>

International Development Banks

World Bank <http://www.worldbank.org/>

The Africa Development Bank: www.afdb.org

Angolan Central Bank

Banco Nacional de Angola: www.bna.ao

Angolan Commercial Banks

Please see full listing under Chapter 9

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Chapter 8: Business Travel

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Business Customs

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U.S. companies serious about the Angola market need to dedicate time and attention to develop direct contact with local distributors and clients. Building technical and after sales service capacity in Angola is also important to business success. Angola holds strong historic ties to Portugal, but rather than sales through this channel, the most effective business contacts and success are direct establishment of Angolan-based distributors or partners. U.S. companies with Portuguese or Brazilian sales can effectively leverage these marketing and staff resources as they expand into Angola. Angolan buyers report that sales through South African distributors can increase costs, cause delivery delays, and often result in poor after-sales service. Western business practices including the use of business cards are the norm. Many Angolan company and government representatives use email addresses through third countries and international service providers due to the unreliable email service through Angolan providers.

Credit card use (Visa and Mastercard only) is limited to the major hotels and some retailers in Luanda. Most banks offer ATM machines, though not all accept international credit cards. In general, Angola is primarily a cash economy and business travelers should be prepared to use local currency, the kwanza, to pay for goods and services. Currency exchange services are available at the airport and major hotels. While major hotels can procure hired cars, drivers and translators for business customers, few hotels will include the charges for such services in the hotel bill; therefore, customers may need to arrange direct payment in local currency.

A limited number of business class hotels exist in Angola, mostly concentrated in Luanda. Internet is available in major business hotels, but is generally slower than in the United States. There are some internet cafes in Luanda and in most provincial capitals.

Business appointments especially with government officials are often not confirmed until hours before the appointment time which can make advance planning challenging. Companies should be prepared to be flexible. Business travelers who intend to spend

extended time in Angola are highly encouraged to obtain a mobile telephone for use while in Angola.

Travel Advisory

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For details on Angola travel safety and health please review the current US Department of State travel information at:

<http://travel.state.gov/content/passports/english/country/angola.html>

There is no US Department of State travel alert or warning for Angola as of August 2015. For other countries please see:

<http://travel.state.gov/content/passports/english/alertswarnings.html>

Visa Requirements

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Acquiring an Angolan visa can be a lengthy process. Business travelers should begin arrangements well in advance of planned travel dates.

U.S. citizens are required to obtain visas before arriving to Angola, and visa approvals may take several weeks. The Angolan Government can require that the applicant apply for a visa in their country of citizenship, unless residency can be established in a third country. As of January 2013, applicants for Angolan visas are required to appear in person at the nearest Angolan Embassy or Consulate for processing. According to US-Angolan Government reciprocal arrangements, a 2-year multi-entry visa should be issued to U.S. citizens.

For the most current details on visa application requirements, U.S. travelers should visit the website of the Angola Embassy in Washington DC www.angola.org or your closest consulate in Houston www.angolaconsulate-tx.org, Los Angeles www.angolaconsulate-ca.org, or New York.

An invitation letter is required with the visa application from the business visitor's primary in-country business contact. For clients of the U.S Commercial Service utilizing contracted services such as a Gold Key, the U.S. Embassy Angola can issue an invitation letter upon request

Angola requires proof of a valid Yellow Fever vaccine before allowing entry into the country, so travelers should have their yellow International Immunization Card ready to present upon arrival.

U.S. companies with Angolan business contacts who plan on travel to the United States should direct them to the U.S. Embassy Angola website for visa application details at:

<http://angola.usembassy.gov/visa-info-service.html>

Telecommunications

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Angola's telecommunications infrastructure continues to improve. International calling especially via cellular and voice over internet services are fairly common in Luanda and other major cities. According to the International Telecommunications Union (ITU), as of 2013, Angola's telecommunication use as a percentage of the population includes:

mobile cell phone 61.9%, mobile broadband 12.1%, home computers access 9.2% and home internet access 7.9%.

Angola Cable, with majority ownership by Angola Telecom, is part of a consortium building the South Atlantic Cable System, a submarine cable linkage between Luanda with Brazil that is designed to link with Americas Cable consortium from Brazil to the United States. This company is also part of West Africa Cable System (WACS) consortium, a submarine communications cable running along the west coast of Africa, then to Europe

Angola's two main cellular phone operators, Unitel and Movitel, provide service to all provincial capitals and most towns. Visiting business representatives can purchase a mobile phone easily and affordably for coordination of in-country business meetings as required.

Transportation

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Ground Transportation

Taxis are available in Luanda, but for safety reasons only pre-arranged booking with established taxi companies are recommended. Most business travelers hire a car and driver. Luanda is a very congested city with heavy traffic especially during the morning and late afternoon rush hours. Public transportation, including informal street taxis, is not considered safe. Several licensed transportation, listed below, operate 24/7 and have some English language capacity. Average rates are approximately \$200 per day.

Morvic Taxi Company +244-946 493 118/21 / 915 439 208 / 931 870 127 / 222 870 127
Transcoop S.A. Taxi Company: +244-924 306 677 / 947 992 888 / 947 992 829
Taxi Divisao +244-923 696 156 / 923 810 325
Universal Goods Taxi Company +244-942 641 476 / 940 923 035
Equador +244-222-330746 www.rentacarequador.com

The general condition of roads and related infrastructure is poor, even within the city limits of Luanda. Gasoline is available in most urban areas. Rental cars are available for hire in Luanda and some major provincial cities. Driving outside of metropolitan areas can be dangerous due to poor road conditions, especially at night.

As in the United States, Angolan rental car agencies have price schedules that vary depending upon length of rental and class of car. Most prices include insurance. An International driver's license is not required, but is recommended. Hiring a local driver is highly recommended, as driving through unmarked streets, confusing routes, and Dangerous traffic can be a daunting task for a visiting traveler.

The U.S. Commercial Service Angola can schedule a vehicle and driver for U.S. companies to support contracted Gold Key and other contracted service meetings and programs.

Air Transportation

Most air traffic to Angola arrives at the 4 de Fevereiro International Airport in Luanda.

International carriers serving the Angola market include: Air Canada, Air France, British Airways, TAAG Angola Airlines, Emirates, Ethiopian Airlines, Iberia, Kenya Airways, Lufthansa Airlines, South African Airways, Brussels Airlines, Air Namibia, LAM-Linhas Areas de Mocambique, TAP Portugal, KLM-Royal Dutch Airlines, Egyptair, and Royal Air Maroc. The Houston Express, operated by U.S. carrier Atlas Air, is a private charter service that offers four times weekly service between Luanda and Houston, but is available only to members of the U.S. Africa Energy Association. Domestic flights TAAG and SonAir are also available to Luanda and other regional airports in the country.

A new international airport is under construction with projected 2017 opening that will become the second largest airport in Sub-Saharan Africa with a 13 million passenger capacity and a 10-year management contract with Emirates.

Railway Transportation

In February 2015, the Government of Angola as part of its priority Lobito Corridor project officially opened a rehabilitated railroad that runs 1,340 kilometers linking Lobito port to interior city of Luena, as well as to the borders of Zambia and the Democratic Republic of Congo. The Luanda to Malange line was reopened in December 2010, but service is unreliable. The rail service between Namibe and Matala (320 kilometers) is operational.

Marine Transportation

The Port of Luanda is the primary seaport in Angola handling 80% of cargo, a total of 11 million tons of which 70% are containers. APM Terminals is the container terminal operator. A second port north of Luanda is planned. International shipping also reaches Angola through the ports of Lobito, Namibe and Cabinda. The Lobito seaport recently completed a Chinese-government financed upgrade and expansion of new mining and general cargo ports and a dry dock. In Cabinda, the greenfield Cais Port project is underway with investments estimated at \$600 million through a private-public partnership with Swiss equity investment that would become a regional shipping hub and support the offshore oil industry.

Language

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Portuguese is the official language of Angola. Few Angolans speak English at a level appropriate for business transactions, particularly in the government; therefore, an interpreter is usually necessary. Qualified interpreters are expensive and limited in availability.

The U.S. Commercial Service Angola can schedule an interpreter for U.S. companies to support contracted Gold Key and other contracted service meetings and programs.

Health

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Medical facilities and services are available in Angola. While still limited, the quality of healthcare is improving with the expansion of private medical clinics and hospitals including: Girassol, Sagrada Esperança, Multiperfil, and the Luanda Medical Center.

Payment for services is generally required before delivery of services. Medical providers will accept U.S. dollars or local currency. Few facilities accept credit cards. Adequate care for medical emergencies is limited to Luanda, where there are some good private clinics that usually have 24-hour service provided by a physician with specialists on call. A list of physicians is available at the US Embassy Angola website: http://angola.usembassy.gov/medical_information.html Few doctors speak English, but due to the heavy concentration of Cuban doctors in Angola, Spanish is common. Routine operations such as appendectomies can be performed. Local pharmacies provide a limited supply of prescriptions and over-the-counter medication but travelers should carry an adequate supply of properly-labeled medications routinely require when living in or visiting Angola.

Angola requires proof of a valid Yellow Fever vaccine before allowing entry into the country, so travelers should have their yellow International Immunization Card ready to present upon arrival.

Malaria and dengue are endemic in most areas of Angola. CDC issued a report in 2013 about the ongoing dengue epidemic in Angola. Angola and surrounding African countries have experienced outbreaks of viral hemorrhagic fevers. Most recent incidences are the 2005 Marburg hemorrhagic fever outbreak in Uige province, and the 2008 Ebola virus outbreak in the border region of neighboring Democratic Republic of Congo (DRC).

Angola health policy stipulates that smoking is prohibited in public places unless otherwise designated as smoking areas. While Luanda produces potable water, due to poor distribution infrastructure, visitors are advised to drink only bottled water.

Detailed information on vaccinations and other health precautions can be found on the CDC website <http://www.cdc.gov/> For information about outbreaks of infectious diseases abroad, consult the World Health Organization (WHO) website <http://www.who.int/en/> which contains additional health information for travelers, including detailed country-specific health information. For the most current health information for Angola, please see: <http://travel.state.gov/content/passports/english/country/angola.html>

Local Time, Business Hours, and Holidays [Return to top](#)

Throughout the year, Standard Time in Angola is one hours ahead of Greenwich Mean Time. Generally, business hours are weekdays from 8:00 a.m. to 1:00 p.m. and 2:00 p.m. to 5:00 p.m. Most offices observe a five-day week, but many stores are open on Saturdays, and Sundays. All banks are open weekdays from 8:00 a.m. to 3:00 p.m., and some banks operate on Saturdays from 8:00 a.m. to 12:00 a.m.

Below are listed Public Holidays for the January -December 2015 period. Holidays falling on the weekend are observed the following Monday.

List of National and Public Holidays in Angola- 2015

- January 01 - New Year's Day
- February 04 - Start of Liberation War
- March 08 - International Women's Day

April 03 - Good Friday
April 04 - Peace and Reconciliation Day Angola
May 01 - Labor Day
May 25 - Africa Day
June 01 - International Children's Day
September 17 - Nation's Founder and National Heroes Day
November 02 - All Soul's Day
November 11 - Independence Day Angola
December 25 - Christmas Day

Temporary Entry of Materials and Personal Belongings [Return to top](#)

When entering Angola, residents must declare any type of currency worth more than the equivalent of \$15,000 and non-residents must declare any type of currency worth more than the equivalent of \$10,000. Travelers must declare all goods except those for the passenger's personal use. Gifts and items to be sold or traded must be declared.

Temporary Import Rules

The temporary entry of goods or equipment into Angola are permitted for up to 12 months and can be renewed for up to 12 additional months. Temporary imports must be accompanied by all normal customs documents and are subject to a deposit to Angolan Customs of 100% of the duties and taxes on the declared value were it to have been imported normally. Regulations state that Angolan Customs refunds this deposit within three months after the temporarily imported goods are exported from Angola.

Temporary imports for display at a trade show should also be accompanied by a letter from the show organizer verifying participation in the event. Depending on the product, a pre-shipment inspection may be required. The customs deposit may be waived for official trade shows when accompanied by a formal letter from the Ministry of Foreign Relations.

Angola does not accept Carnet for the temporary import of goods.

Web Resources [Return to top](#)

US Department of State – Travel Information

<http://travel.state.gov/content/passports/english/country/angola.html>

U.S. Embassy Angola - Consular Services for American Citizens

<http://angola.usembassy.gov/service.html>

Angolan Government Migration and Foreigners Service (SME)

http://www.sme.ao/index.php?option=com_content&view=article&id=82&Itemid=113&lang=en

Angola Embassy in the United States www.angola.org
Angolan Consulate in Houston www.angolaconsulate-tx.org

Angolan Consulate in Los Angeles www.angolaconsulate-ca.org

Private Healthcare

Physicians http://angola.usembassy.gov/medical_information.html

U.S. Embassy Listing: http://angola.usembassy.gov/medical_information.html

Private Hospitals/Clinics

Clinica Girassol

Av. Revolução de Outubro, Bairro Mártires do Kifangondo
226-698-000
www.clinicagirassol.co.ao

Clinica Sagrada Esperança

Av. Mortala Mohamen, Ilha de Cabo
222-309 361 or 923 416 635
www.cse-ao.com

Luanda Medical Centre

Rua Amílcar Cabral, Nº 3 (Largo Serpa Pinto)
Ingombota | Luanda | Angola
Telefone: (+244) 222 708 000 | (+244) 222 713 164 | (+244) 935869560 | (+244) 931917638
geral@lmc.co.ao
<http://www.lmc.co.ao>

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Multiperfil Clinic

Rua 21 de Janeiro, Morro Bento, Luanda
222 469 097 or 222 469 447

Clinica Miradente (Dentist)

Rua de Timor n 4-6 1andar D, Bairro Cruzeiro Luanda
923 933 363 or 945 506 071
recepcao@clanicamiradente.com

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Chapter 9: Contacts, Market Research and Trade Events

- [Contacts](#)
- [Market Research](#)
- [Trade Events](#)

Contacts

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Angolan Business-related Organizations

ANIP Angolan Government Private Investment Agency www.anip.co.ao

Angolan Embassy in the United States – Trade Office www.angolatradeusa.org

U.S.-Angola Chamber of Commerce www.us-angola.org

Commercial Banks

No U.S. banks operate in Angola. Commercial banks in Angola are predominately Angolan, Portuguese, and South African. The leading Angolan based banks with international business are listed below. Several bank representative offices also exist in Angola. For a complete listing of authorized Angolan financial institutions please visit: www.bna.ao/Conteudos/Artigos/lista_artigos_medias.aspx?idc=142&idsc=834

Banco Angolano de Investimentos, S.A. - BAI
www.bancobai.ao/

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Banco BIC, S.A. - BIC
www.bancobic.ao

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Banco Caixa Geral Totta de Angola, S.A. - BCGTA
www.caixatotta.ao/

Field Code Changed

Banco Comercial Angolano, S.A. - BCA
www.bca.co.ao/

Field Code Changed

Banco de Comércio e Indústria, S.A. - BCI
www.bci.ao/

Field Code Changed

Banco de Fomento Angola, S.A. - BFA
www.bfa.ao/

Field Code Changed

Banco Keve, S.A. - KEVE 47
www.bancokeve.ao/

Field Code Changed

Banco Millennium Angola, S.A. - BMA

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www.millenniumangola.ao/

Field Code Changed

Banco de Negócios Internacional, S.A. - BNI
www.bni.ao/

Field Code Changed

Banco de Poupança e Crédito, S.A. - BPC
<http://www.bpc.ao/bpc/en/>

Field Code Changed

Banco Privado Atlântico, S.A. - BPA
www.atlantico.ao/

Standard Bank de Angola, S.A. - SBA
www.standardbank.co.ao/

Standard Chartered Bank de Angola, S.A. - SCBA
<https://www.sc.com/ao/>

Banco Sol, S.A. - BSOL
www.bancosol.ao/

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Law Firms Based in Angola

Alexandre Pegado - Escritório de Advogados
Phone: +244 (222) 391 930; 222-397 347
Fax: +244 (222) 397 131; 222-396 295
Email: apegadolawfirm@gmail.com ; apegado@netangola.com or
alexandre_pegado@hotmail.com

Field Code Changed

Arcélio Inácio de Almeida Matias – Ardja-Prestação de Serviços e Consultoria, Lda
Cell: +244 923719169
Email: arcelio.matias@sonangol.co.ao
Languages: English, Portuguese and Spanish

Eduardo Sambo – Escritório de Advogados
Phone: +244 923 500230; 923 726036
Fax: +244 (222) 290 224
Email: eduardosambo@hotmail.com

Elisa Rangel - Escritorio de Advogados
Phone: +244 (222) 335 814
Fax: +244 (222) 372 751

Elsa Sousa Rodrigues
Phone: +244 939 378 652
Email: elsa.barradas@cuatrecasas.com
Website: <http://www.cuatrecasas.com/pt/escritorio/luanda.html>

Fátima Freitas Advogados
Phone: +244 222 372 030 / 57 / 92, +244 222 020 559
Fax: +244 222 372 017

Email: luanda@fatimafreitas.com
Web Site: www.fatimafreitas.com

FBL Advogados
In Luanda:
Phone: + 244 222 397 073 / 222 339 396 / 222 393 263
Fax: + 244 222 393 273
Email: fbl@fbladogados.com
In Benguela:
Phone: +244 272 232 467 / +244 934512355
Email: fbl.benguela@fbladogados.com
Web Site: <http://www.fbladogados.com/>

Field Code Changed

GLA Gabinete Legal Angola Advogados
Phone: +244 935 147 570
Fax: +244 222 443 388
Email: geral@gla-advogados.com
Web Site: www.gla-advogados.com

LCF - Legal Counsel Firm Lourdes Caposso Fernandes & Associados
Phone: + 244 408080 e + 244 923 888 555
E-mail: infolcf@lcfadvogados.com
Web Site: www.lcfadvogados.com

Legal Group Africa
Phone: +244 947 326 425
Email: jga@legalgroupafrica.com

Field Code Changed

Maria José Teixeira –Advogados Associados
Phone/Fax: +244 (222) 324391
Cell: +244 923 330046; 912 501410
Email: mtadvogada@netcabo.co.ao ; advogadosassociados@htomail.com

MG Advogados
Phone: +244 222337914 / 370019/26
Fax: +244 222335497
Email: lawyers@mgadvogados.org
Web Site: www.mgadvogados.co.ao

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N-Advogados Nuno Albuquerque, Deolinda Ribas Sociedade de Advogados, RL
Phone: +244 928 391 751
Email: angola@nadv.pt
www.nadv.pt

Teodoro Bastos de Almeida – Advogado
Phone: +244 (222) 443 335; 222- 443 208; 222-443 306
Cell: +244 923-400 651
Fax: +244 (222) 442 564
Email: teodoroalmeida@snet.co.ao ; teodoro@fd.uc.pt

Accounting Firms

Adam Global - Angola
<http://www.adamglobal.com/office/luanda/>
Phone: +244912550035
Email: Ana.Rodrigues@adamglobal.com

Baker Tilly International
<http://www.bakertillyinternational.com/web/worldwide-directory.aspx>
Phone: +351 210 988 710
Email: pandre@bakertillyportugal.pt / pandre@bakertilly.pt

Crowe Horwath - Angola
<https://www.crowehorwath.net/ao/>
Phone: +244 222 333 649
Fax: +244 222 333 806
Email: soniacostamatos@crowehorwath.ao

Deloitte – Angola
<http://www2.deloitte.com/ao/pt.html>
Phone: +244 222 703 000

KPMG - Angola
<http://www.kpmg.com/Africa/en/KPMG-in-Africa/Angola/Pages/default.aspx>
Phone: +244 227 280 101
Fax: +244 227 280 119
Email: aokpmg@kpmg.com

McKinsey – Angola
http://www.mckinsey.com/global_locations/africa/angola
Phone: +244 226 425 400
Fax: +244 226 425 401

PKF - Angola
<http://www.pkf.com/pkf-offices/africa/angola/pkf-angola-audidores-e-consultores-sa-luanda>
Phone: +351 213 182 720
Fax: +244 222 338 957
Email: pkfportugal@pkf.pt

Freight Companies Serving Angola

GAC – Angola
<http://www.gac.com/angola>
Phone: +244 222 320 583 / 960 / 647
Fax: +244 222 323 070
Email: hugh.okerwin@gac.com

Grimaldi Group Angola
http://www.grimaldi.napoli.it/en/filiale_grimaldi_lines.html

Phone: +244 222 310 500
Email: gal@grimaldi.co.ao

MSC – Angola
<https://www.msc.com/ago>
Phone: +244 222 339 305
Email: info@mscao.mscgva.ch

Nile Dutch
<https://www.niledutch.com>
Phone: + 244 227 326 980
Fax: + 244 227 326 963
Email: info.ao@niledutch.com

Panalpina
<http://www.panalpina.com/www/global/en/home.html>
Phone: +244 226 422 000
Email: +244 222 310 034
Email: info.angola@panalpina.com

Rangel
<http://www.rangel.com/gca/?id=103>
Phone: +244 922 695 616
Email: ademar.reis@rangel.com

SDV-AMI Angola Lda – Bollere Group
<http://www.bollere-africa-logistics.com/en/who-we-are/subsidiaries-in-africa/angola.html#>
Phone: +244 222 015 725
Fax: +244 22 015 734
Email: sales.angola@bollere.com

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Custom Brokers

Alexandre Carlos Pires Marcos
Phone: +244 222 350 224 / +244 223 456 789
Cell: +244 915 244 568 / +244 930 269 044
EMail: Alexandre.marcos@acpm-despachante.com ; geral@acpm-despachante.com
Web Site: www.acpm-despachante.com

Helder Mateus
Phone: +244 222 100 515 / +244 222 100 529 / +244 925 485 649
EMail: Geral@heldermateus.Com
Web Site: <http://www.heldermateus.com/>

José Martins
Phone: +244 222 339 984 / +244 222 339 501 / +244 923 340 395
EMail: kilengues@hotmail.com

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Luis Chagas Januário
Tel: +244 222 327 280 / +244 222 320 669

Cell: +244 912 361 068 / +244 925 084 921 / +244 936 322 147
E-Mail: despachante-luisjanuario@hotmail.com
Web Site: www.transpiramede.co.ao

Market Research

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To view market research reports produced by the U.S. Commercial Service please go to the following website: <http://www.export.gov/mrktresearch/index.asp> and click on Country and Industry Market Reports.

Please note that these reports are only available to U.S. citizens and U.S. companies. Registration to the site is required, and is free.

Trade Events

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Please click on the link below for information on upcoming trade events.

<http://www.export.gov/tradeevents/index.asp>

In Angola, the major international trade fair is the annual Luanda International Fair (FILDA), currently in its 32nd edition and usually held in July. This fair features a range of business sectors, attracts high level visibility and features several international pavilions. That FILDA show organizer also holds a variety of smaller trade events in Angola throughout the year. For details, please see <http://www.fil-angola.co.ao>

Angolan government, provincial regions, and agricultural and industry organizations hold small regional and industrial fairs around the country that can be a focus point for company and product promotion.

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Chapter 10: Guide to Our Services

National Export Initiative:

The President's National Export Initiative/NEXT marshals Federal agencies to provide customer service-driven services and actionable information resources that ensure American businesses are able to capitalize on expanded opportunities to sell their goods and services abroad.

The U.S. Commercial Service offers customized solutions to help U.S. exporters, particularly small and medium sized businesses, successfully expand exports to new markets. Our global network of trade specialists will work one-on-one with you through every step of the exporting process, helping you to:

- Target the best markets with our world-class research
- Promote your products and services to qualified buyers
- Meet the best distributors and agents for your products and services
- Overcome potential challenges or trade barriers
- Gain access to the full range of U.S. government trade promotion agencies and their services, including export training and potential trade financing sources

To learn more about the Federal Government's trade promotion resources for new and experienced exporters, please click on the following link: www.export.gov

For more information on the services the U.S. Commercial Service offers to U.S. exporters, please click on the following link: (Insert link to Products and Services section of local buyusa.gov website here.)

U.S. exporters seeking general export information/assistance or country-specific commercial information can also contact **(800) USA-TRAD(E)**.

SelectUSA:

SelectUSA was created by President Obama in June 2011 through Executive Order 13577, as the U.S. government-wide program to promote and facilitate business investment into the United States, including foreign direct investment (FDI) and reshoring.

The program is housed within the Commerce Department and coordinates investment-related resources across more than 20 federal agencies through the Interagency Investment Working Group (IIWG).

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SelectUSA provides services to two types of clients: investors and U.S. economic development organizations at the state and local level. Services include:

Information Assistance:

- SelectUSA provides information to investors on the benefits of establishing operations in the United States, as well as the information needed to move investments forward. Investors can access facts, data and local contacts for the U.S. market.
- SelectUSA also works closely with state, local and regional economic developers to provide counseling on strategy, best practices, and on-the-ground intelligence from the Foreign Commercial Service network across more than 70 foreign markets.

Services: SelectUSA coordinates federal agencies to address investor concerns relating to a wide range of federal regulatory issues – helping them to navigate an unfamiliar system.

Investment Advocacy: U.S. state and local governments often find themselves competing with a foreign location for a project. SelectUSA can coordinate senior U.S. government officials to advocate to the investor to bring those jobs to the United States.

Promotional Platform: SelectUSA brings the power of the “USA” brand to high-profile events, such as, such as the upcoming 2015 Investment Summit, to attract investors to learn about our nation’s investment opportunities. SelectUSA organizes international Road Shows and missions to trade fairs, while also offering tailored on-the-ground assistance in more than 70 markets.

Note: SelectUSA exercises strict geographic neutrality, and represents the entire United States. The program does not promote one U.S. location over another U.S. location.

For more information on SelectUSA and services provided for investors and economic development organizations please click on the following link:

<http://selectusa.commerce.gov/>

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, **The Department of Commerce** does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. **The Department of Commerce** can assist companies in these endeavors.

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