GRAIN TRADERS 
ASSOCIATION OF ZAMBIA 

Prospects for regional maize exports from Zambia
Current and prospective markets

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

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

1,200,000mt
Regional Competition

- **Zambian Exports to Zimbabwe**
  - Competing with South Africa – formal exports
  - Competing with Mozambique – informal exports

- **Zambian Exports to Malawi**
  - Competing with South Africa – formal exports
  - Competing with Mozambique – informal exports

- **Zambian Exports to DR Congo**
  - Competing with South Africa – formal exports
  - Competing with Tanzania – informal exports
Alternative maize supply during deficit years

- South Africa - formal imports
- Tanzania – formal & informal imports
- Malawi – formal & informal imports
- Mozambique – informal imports
Zambian Market prices v Export Parity prices
Possible Scenario - Restricted Export Market
200,000mt surplus:

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