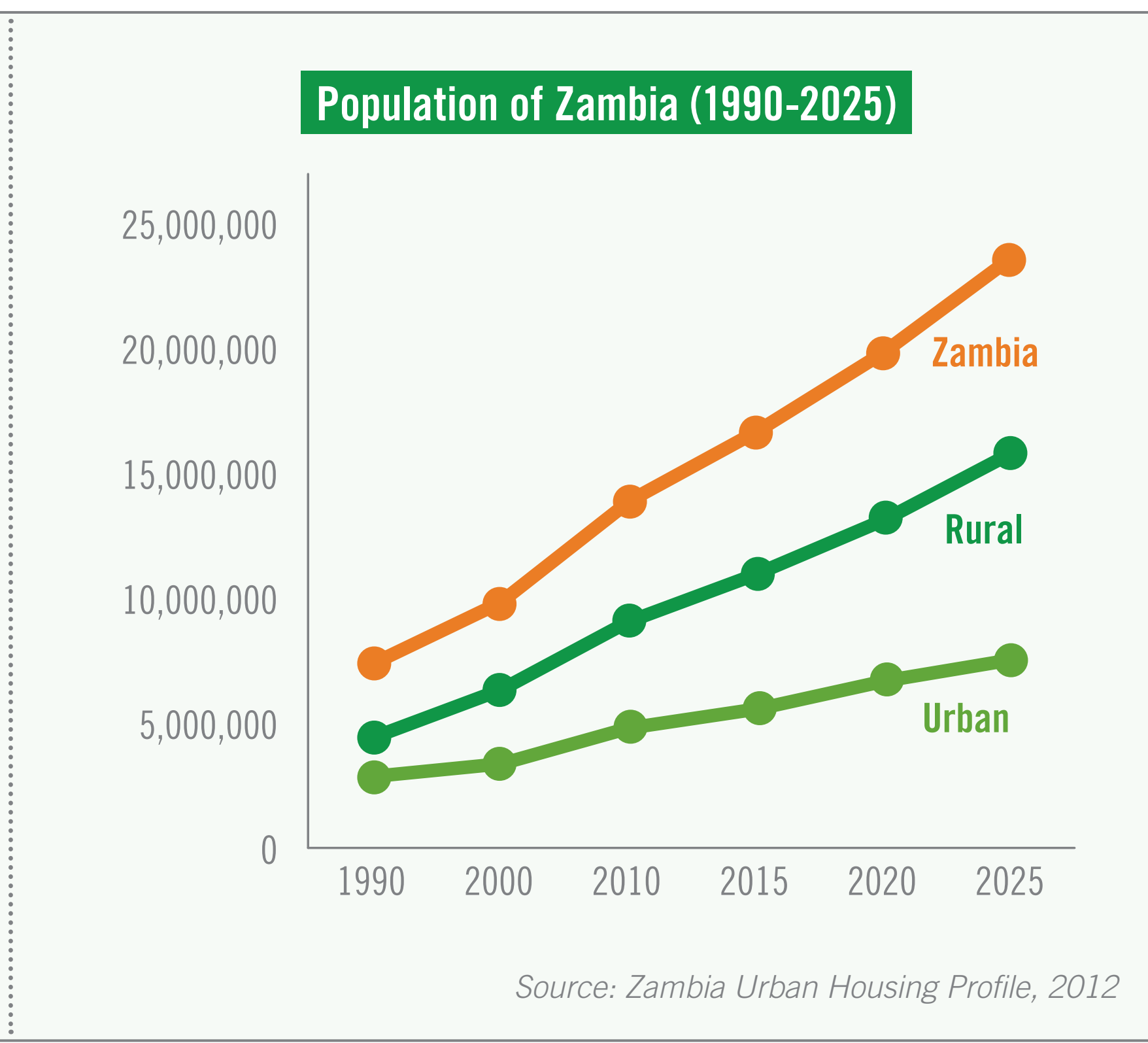
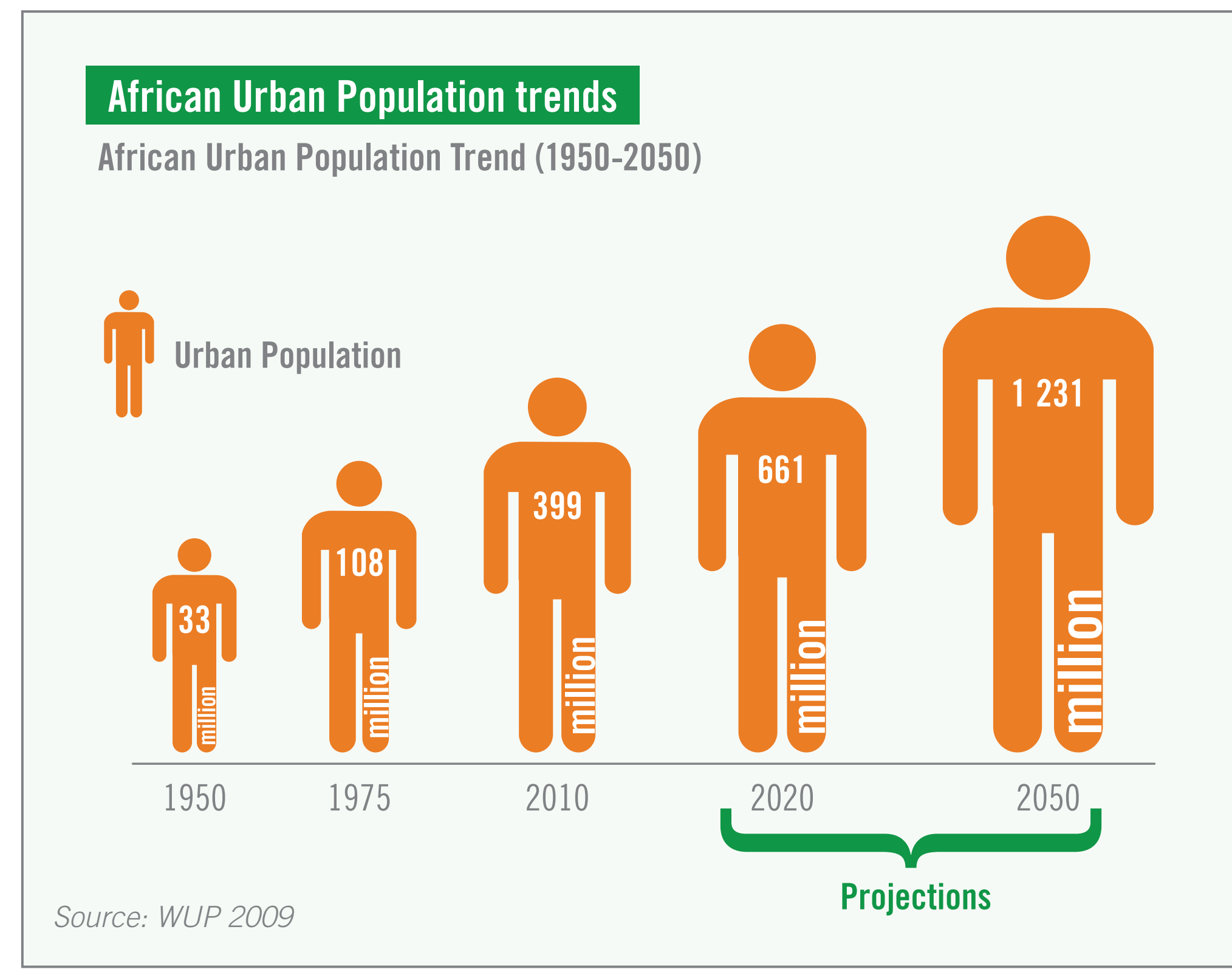


» Business Linkages for Green Affordable Housing in Zambia

» 1. Increased urbanisation and need for affordable quality housing



In Zambia, the housing backlog will reach 1.3 million by 2030

“There will be a need for about **1.3 million** new urban dwellings between **2011 and 2030** or **one house** every **two minutes** of a working day for **19 years.**”



» Zambia's quest for affordable housing

Growing annually with **4.5%**

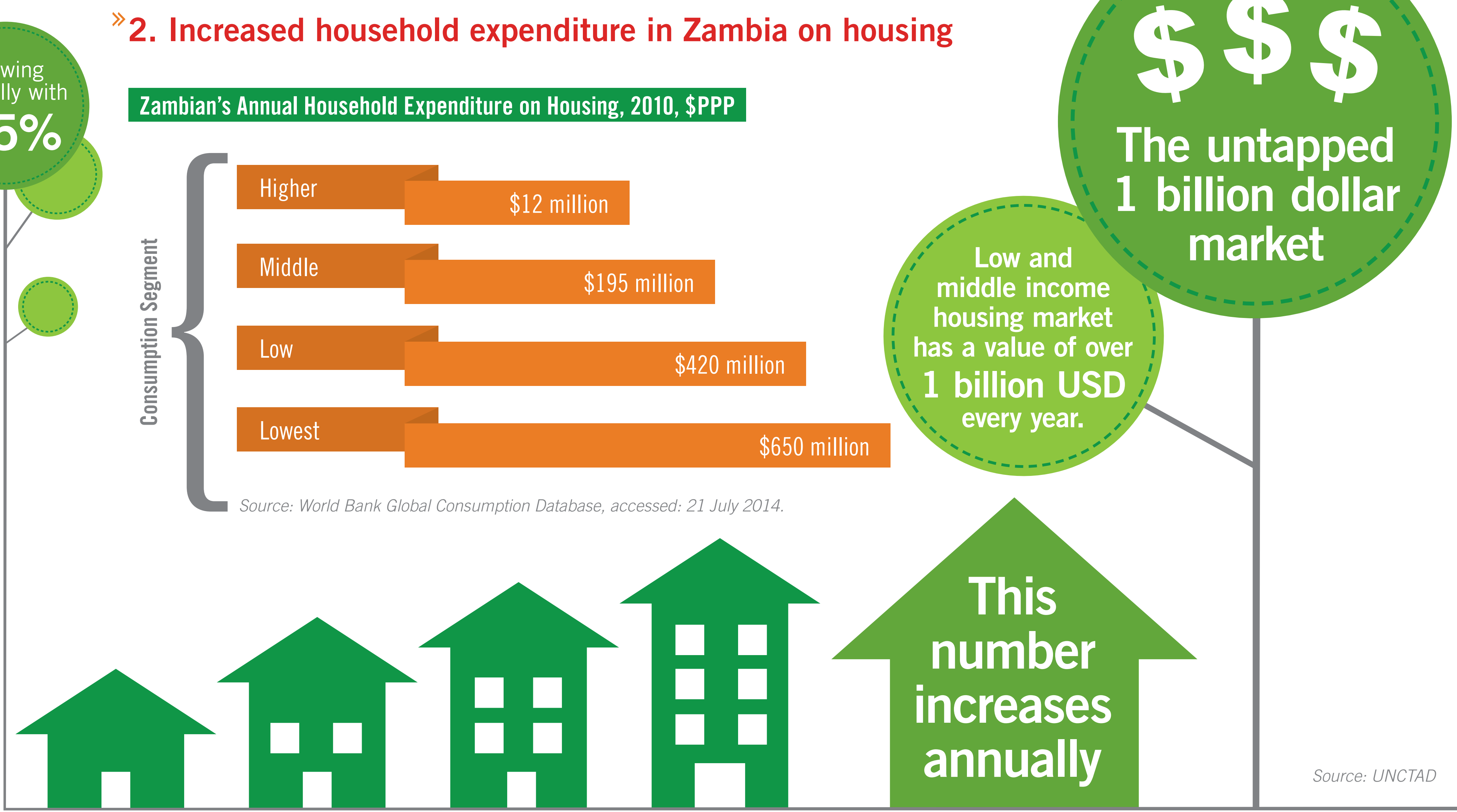
Are we building the right houses?

Big gap between demand and offer

Demand: 10,000-40,000 USD

Market Offer: 68,363 USD

Inaccessible mortgage market



» 3. Why invest in green?

Environmental

- Emissions reduction
- Water conservation
- Storm-water management
- Temperature moderation
- Waste reduction

Economic

- Energy and water savings
- Lower utility demand
- Reduced building costs
- Increased property values
- Decreased infrastructure strain
- Tax benefits

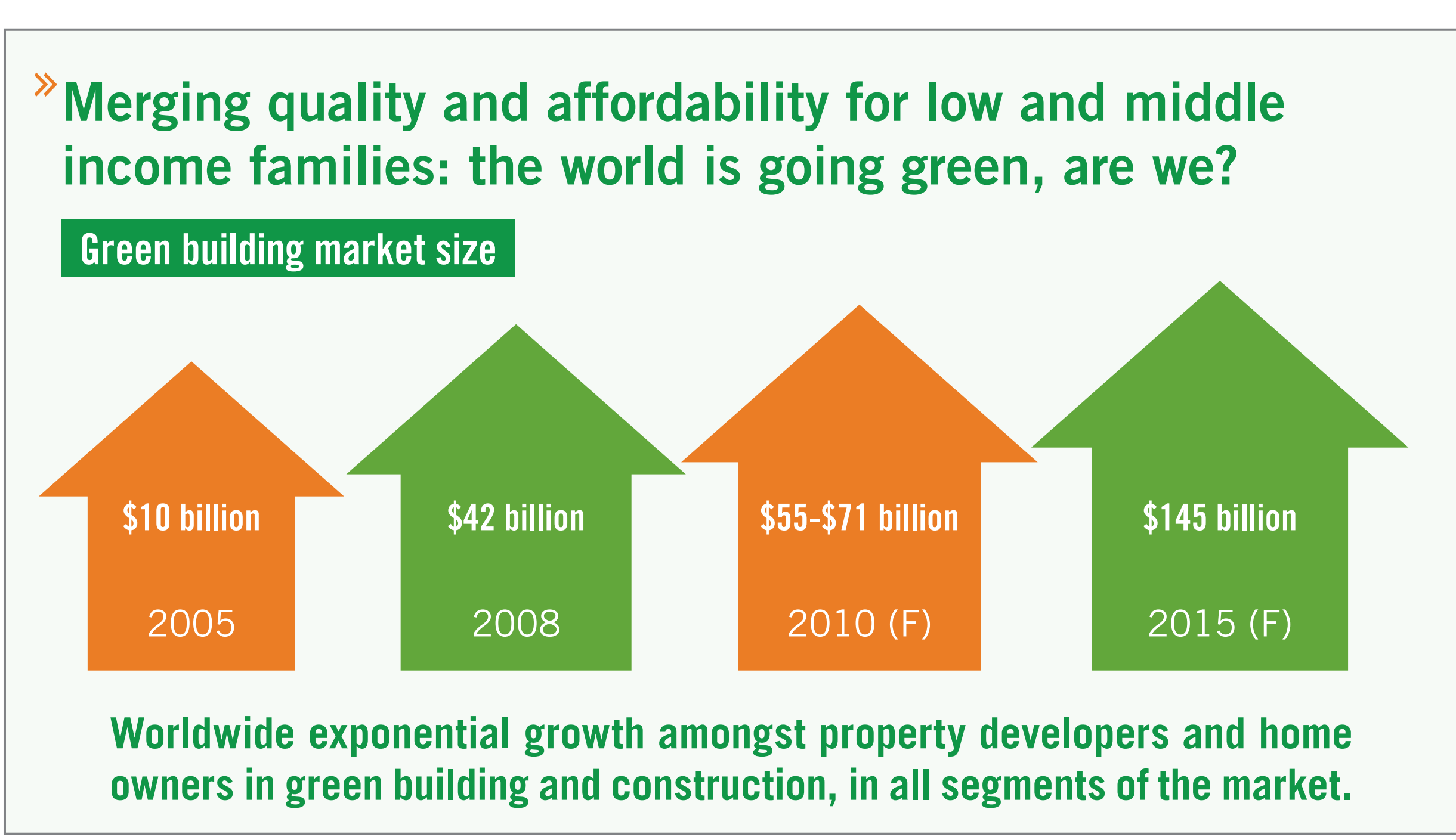
Social

- Improved health and productivity
- Improved quality of life
- Green bragging rights
- Better sustainable conscience

» 4. Going green = going local

Business linkages for local value chains, Micro, Small and Medium Enterprises (MSMEs) and local green building materials

“In many cases **green building materials** such as compressed earth blocks or sustainably harvested timber can provide developers with **significant cost savings** whilst offering residents the same or **superior levels of quality and comfort**”



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» 5. Matching interests, creating business: Opportunities for local MSMEs and international firms

... for international firms

- Leading bids for new housing development projects (e.g. for workforce accommodation in the mining industry).
- Providing advanced technical know-how or building materials to local partners
- Transferring successful business models for low and middle income housing to the local Zambian market
- Working with building material wholesalers to market innovative construction materials and inputs
- Developing own distribution channels for building material inputs

... for local MSMEs

- Providing local building material inputs
- Sub-contracting works or building-related services from larger firms
- Providing insights into local market conditions to international firms
- Providing specialist works and services (e.g. electricity, plumbing)
- Participating in building maintenance and expansions

Key activities and services:

- leading bids
- technical know-how
- market innovative construction
- distribution channels
- local building material
- sub-contracting
- specialist works
- insights into local market
- building maintenance