TAX UPDATES

A presentation made at:

The 2022 ZICA Pre-AGM Workshop

Theme: "Resilient Leadership for Sustainable Economic Growth"

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ZAMBIA My Tax REVENUE Your Tax AUTHORITY Our Destiny

11th August 2022

This presentation is structured as follows: Introduction

SWOT Analysis and Corporate Strategic Objectives

Summary of 2022 TADAT Outcomes

2022 Revenue Target and Key Revenue Performance Updates

Improving Customer Experience

Updates on Revenue mobilisation strategies

Updates of Tax Systems

The role of accounting professionals in tax administration



Introduction

- The Zambia Revenue Authority (ZRA), established by the ZRA Act of 1994, is a corporate body mandated to collect tax revenues on behalf of the Government.
- The Authority implements a three-year cycle Corporate Strategic Plan (CSP) which outlines what ZRA intends to deliver during the duration of the plan.

• This presentation highlights the **first-half performance of ZRA** and also to **share various tax updates** with the membership of the Zambia Institute of Chartered Accountants (ZICA).



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STRATEGIC PLAN



SWOT Analysis for 2022-2024 CSP

AUTHORITY

KEY POSITIVE FACTORS	KEY NEGATIVE FACTORS
 Strengths Electronic services (e-services) Innovation's hub Established business processes Good corporate governance Competent and qualified staff(for business as usual) 	 Weaknesses 1. ICT system instability 2. Limited geographical spread 3. Ineffective debt management process
 Opportunities Goodwill of Government and cooperating partners Unexploited taxpayer base Technology adoption by stakeholders Institutional and regional collaborations 	 Threats Large cash economy Low compliance levels Duplicated NRCs and Business Registration Numbers (interface of ZRA with National Registration Office) Inadequate interface with government agencies, contributing to revenue leakages (interface to Government Service Bus) Underdeveloped national ICT and other infrastructure Economic crimes and illicit financial flows

ZRA Underwent IMF's TADAT Assessment

- Tax Administration Diagnostics Assessment Tool (TADAT) is:
 - 1. Tool used to provide objective, standardized performance assessment of a country's tax administration system (Health Check of Tax Admin).
 - 2. Assesses the performance outcomes achieved for major direct and indirect taxes.
 - 3. Identifies relative strengths/weaknesses in a country's tax administration system.
 - 4. Has nine (9) PerformanceOutcome Areas.





Summary of 2022 TADAT Assessment Outcomes

STRENGTHS

- 1. ZRA responds to dispute outcomes of a material nature and adjusts legislation as necessary.
- 2. A wide range of taxpayer information and services is available through various services channel
- 3. Use of ICT to support key functions, improve compliance and reduce compliance cost.
- 4. Efficient collection systems through withholding at source and advance payments.
- 5. Audit quality assurance reviews and integrated audit manuals to support the audit function.
- 6. Perception surveys are used to improve ZRA's relationship with taxpayers.

WEAKNESSES

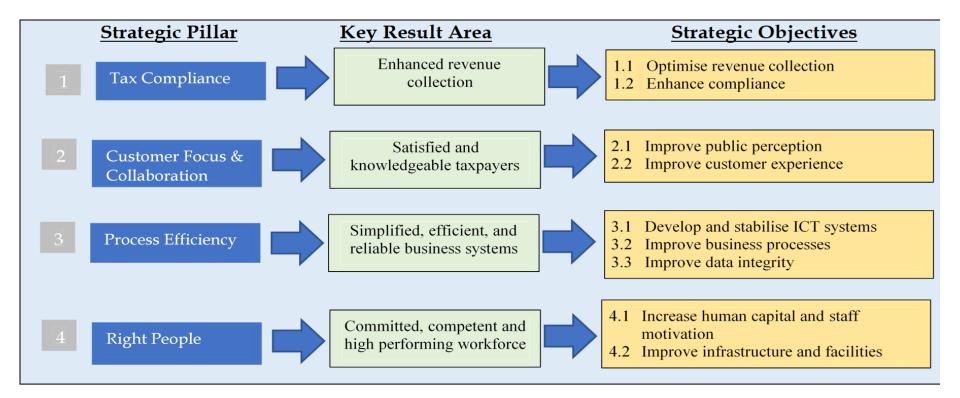
- 1. Inaccuracies in the taxpayer register.
- 2. The on-time filing rates are low across all core taxes.
- 3. Excessive arrears
- 4. The rate of processing VAT refund claims is extremely low and the funding available to pay refund claims is insufficient.
- 5. The revenue accounting system does not interface with that of the Ministry of Finance.



https://www.tadat.org/



Summary of 2022-2024 CSP





My Tax, Your Tax, Our Destiny

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REVENUE



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KRA1:Forecast Variables for 2022 Target

- ZRA revenue target is set by the Ministry of Finance and National Planning and is approved by Parliament.
- The forecast variables underpinning the 2022 revenue target are as follows:

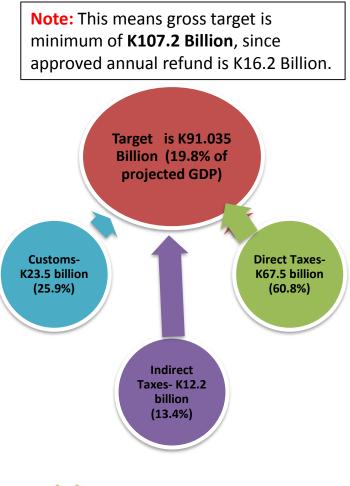
Variable

- **1** Tax Refunds per month, K'Million
- **2** CPI inflation (annual average)
- **3** Exchange Rate (K/US\$)
- **4** GDP Deflator (growth)
- **5** Real GDP Growth
- 6 Nominal GDP, K' Millions
- 7 Copper prices (in U.S. \$ per MT)
- **8** Copper production (MT)
- Other assumptions were efficiency gains due to enhanced reforms and stability around the Covid-19 situation.



KRA1: Parliament Target for 2022 (compared to 2021)

a) 2022 Target by Division



b) 2022 Parliament Target versus 2021 Parliament Target

	2022	2021	Variance	% Variance
	Target	Target		
Total Revenue	91,035.0	59,369.2	31,665.8	53.3%
1. Company tax	16,284.2	9,114.6	7,169.7	78.7%
2. PAYE	17,258.9	12,867.2	4,391.7	34.1%
3. Withholding taxes & others	8,732.3	5,082.8	3,649.5	71.8%
4. Mineral royalty tax	12,839.0	5,686.1	7,152.9	125.8%
5. VAT	22,686.6	16,938.0	5,748.6	33.9%
6. Customs and Excise	12,673.2	8,847.8	3,825.4	43.2%
7.Other	560.8	832.8	(272.0)	-32.7%

c) 2022 Parliament Target broken down into First and Second Half

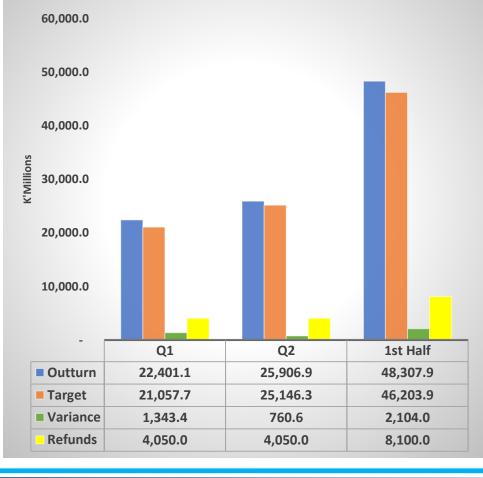
	2022 Target	Jan-Jun Target	Jul-Dec Target
Total Revenue	91,035.0	46,203.9	44,831.1
1. Company tax	16,284.2	9,330.9	6,953.4
2. PAYE	17,258.9	8,680.5	8,578.4
3. Withholding taxes & others	8,732.3	4,462.1	4,270.2
4. Mineral royalty tax	12,839.0	6,681.6	6,157.4
5. VAT	22,686.6	10,747.0	11,939.6
6. Customs and Excise	12,673.2	6,011.6	6,661.6
7.Others	560.8	290.2	270.7



KRA1:Tax Revenue Performance (January to June 2022)

- During first half 2022:
 - a) ZRA collected net tax of **K48.3 billion**.
 - b) Above period target of K46.2 billion by **K2.1 billion** or 4.6 percent.
 - c) Paid a total of **K8.1 billion** in refunds compared to K5.1bn for same period in 2021, a growth of 57.4%

Revenue Performance in Q1, Q2 and 1st Half of 2022, K' Millions





KRA1:Comparison of First Half 2022 Collections

• The net collections during First Half of 2022 were higher than the collections for First Half of 2021 by K8.0 billion or 19.9%.

	2022 Net	2021 Net	Variance	% Variance
Total Revenue	48,307.9	40,273.7	8,034.3	19.9%
1. Company tax	14,052.2	8,542.7	5 <i>,</i> 509.5	64.5%
2. PAYE	8,995.9	7,447.6	1,548.3	20.8%
3. Withholding taxes & others	4,411.3	3,647.4	763.9	20.9%
4. Mineral royalty tax	6,241.0	6,352.2	(111.2)	-1.8%
5. VAT	9,346.5	9,433.0	(86.5)	-0.9%
6. Customs and Excise	4,895.2	4,587.1	308.1	6.7%
7.Other	365.8	263.7	102.1	38.7%



KRA1:Key Revenue Drivers (January to June 2022)

Positive Factors

- High Copper prices in 2021 which positively affected the 2022 declarations of Income Tax.
- Higher receipts of interest on Government securities which positively affected Withholding Taxes.
- Payment of outstanding arrears by some taxpayers including Government, which positively affected PAYE, among others.
- Various tax administration initiatives that have made tax compliance easier e.g debt swaps, third-party data matching, etc.

Negative Factors

- Lower Copper price compared to projection (Budget projection was US\$9,395/metric tonne, while outturn has recently been below US\$8,000/metric tonne) .
- Lower metal export volumes compared to projection (378,000 metric tonnes exported compared to projected 424,000 metric tonnes); low ore content, logistics challenges exacerbated by Durban floods.
- Increased revenue foregone on account of concessions including zero-rating and suspension of excise and customs duty on fuel; amounting to K13.1 billion compared to K11.5 billion in first half 2021.
- Low payment compliance, especially by withholding VAT Agents.
- Steep appreciation of the Kwacha than anticipated (short-run negative impact on Mineral Royalty and Customs Duty).



KRA1: Sector Contribution to Tax Revenue

- In first half 2022, the largest contributor to gross collections was mining sector with a contribution of 43.0%, marginally lower than the 43.9% in first half 2021, due to increase in sectors such as Financial and Insurance sector.
- In comparison to first half (Jan-June) 2021, the contribution of all economic sectors increased (nominal terms) in 2022.

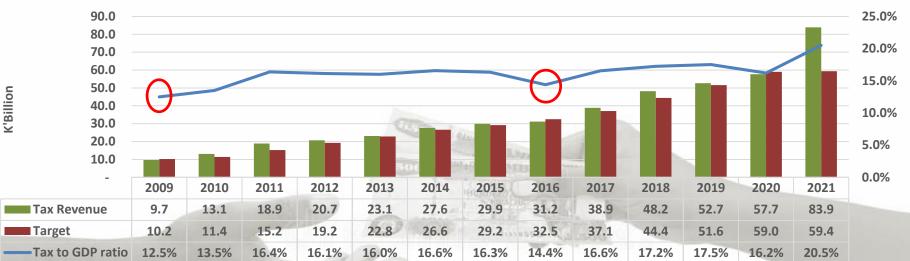
Rank	Economic Sector	Gross Tax	Collections ZMW)	(Value,	Gross Tax Collections (% of Total)						
		2022	2021	% Var	2022	2021	% Var				
1	Mining and Quarrying	24,241.1	19,926.7	21.7%	43.0%	43.9%	-0.9%				
2	Wholesale and retail trade	6,636.2	5,549.1	19.6%	11.8%	12.2%	-0.5%				
3	Manufacturing	4,816.0	4,310.2	11.7%	8.5%	9.5%	-1.0%				
4	Financial and insurance activities	3,563.7	2,305.8	54.6%	6.3%	5.1%	1.2%				
5	Public administration and defence	3,244.5	2,118.5	53.2%	5.8%	4.7%	1.1%				
6	Others	13,906.4	11,210.1	24.6%	24.6%	24.6%	0.0%				
	Total	56,407.9	45,420.4	24.2%	100.0%	100.0%	0.0%				





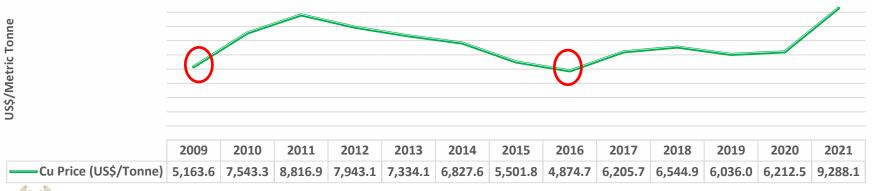
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KRA1:Revenue Performance and Copper Price, 2009-2021



Tax Revenue vs Target (2009 - 2021) and Tax to GDP Ratio

Copper Price (US\$/Metric Tonne)



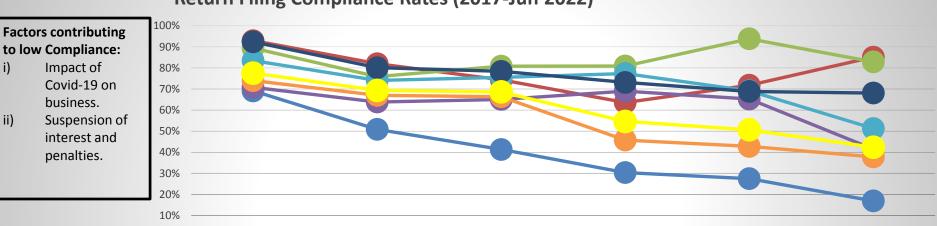


STATUS UPDATES



Tax Compliance Rates (2017-2022)

• Return filing compliance rates have trended downwards since 2017, across all tax types.

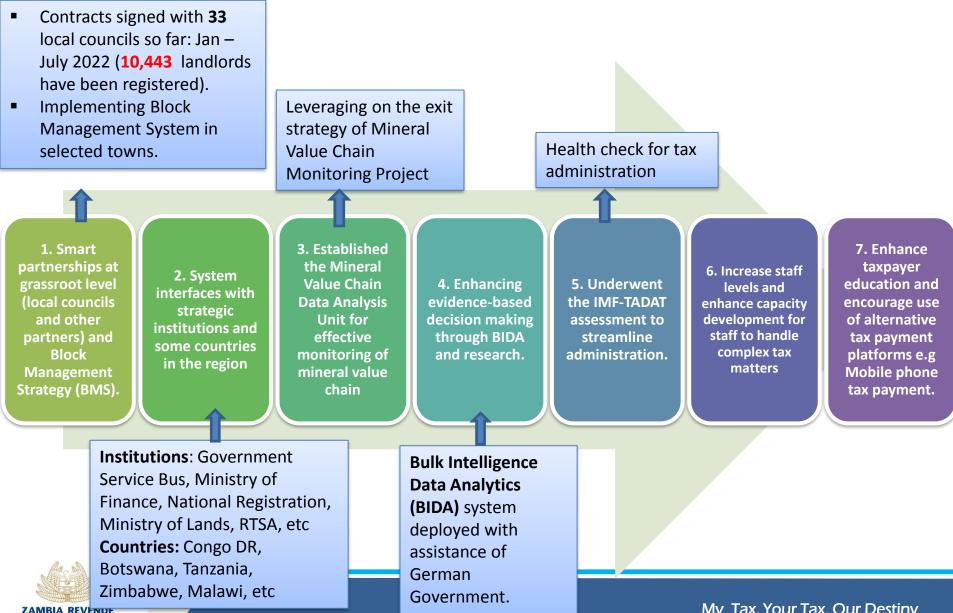


Return Filing	Compliance	Rates	(2017-Jun	2022)	
incluin i ining	compliance	nates	LOT Juli	20221	

0%	2017	2018	2019	2020	2021	First Half 2022
Income Tax	69%	51%	41%	30%	28%	17%
Insurance Premium Levy	93%	82%	74%	64%	72%	85%
Local Excise	89%	76%	81%	81%	94%	83%
Mineral Royalty	71%	64%	65%	69%	65%	42%
PAYE	83%	74%	76%	77%	69%	51%
Turnover Tax	74%	67%	66%	46%	43%	38%
Value Added Tax	92%	80%	78%	73%	69%	68%
AVERAGE	78%	69%	69%	55%	51%	42%



Strategic Measures being Implemented



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Fixing VAT Refunds

- As at end-June 2022, the total outstanding VAT refund claims amounted to **K46.5 billion**.
- To address this challenge, the Ministry of Finance and National Planning approved an increase in the monthly refund amount to K1,350 million in October 2021 from an average of K850 million per month before.
- ZRA implemented a predictable, transparent First In First Out (FIFO) model; Refunds Module to be done by Q3 of 2022.

Period	Amount	% of Total			Age	distrik	oution o	of VAT re	efund a	rrears		
Rule 18	4,013.6	8.6%	40.0%									33.9%
Pre (Approved) 2015	21.2	0.0%	35.0% 30.0%									
2015	1,721.0	3.7%	25.0%								20.9%	
2016	833.1	1.8%	20.0%								20.970	-
2017	3,607.2	7.8%	15.0%	9.8%				9.0%		13.5%		
2018	2,419.7	5.2%	10.0%			4.2%		9.0%	6.4%			
2019	4,738.3	10.2%	5.0% 0.0%		0.1%		2.1%					
2020	10,944.7	23.5%	0.076	Rule 18	Pre	2015	2016	2017	2018	2019	2020	2021
2021	12,171.2	26.2%			(Approved) 2015							
2022 (Jan – May)	6,020.0	12.9%										
TOTAL	46,490.1	100.0%					9	6 of Total				
						2(า					

ZAMBIA REVENU AUTHORITY

Tax Systems and Innovations



Fixing Core Tax Systems

- Re-constituted the TaxOnline Project Team in March 2022 to fix the system.
- Fixing in phased approach.
- Milestones expected starting September 2022 until June 2023.
- 277 issues were identified for resolution, so far 79 issues have been fixed.
- The Accounting and Refunds Modules are expected to be deployed in Q3 of 2022.

ONLINE TAX FILING

- System software had not been upgraded since 2015.
- Middleware was 12 versions behind.
- Phase 1 upgrade of the system was effected on 9th July 2022.
- Upgrade being supported by COMESA/EU/UNCTAD.

ASYCUDAWorld

- TaxOnphone was upgraded to handle Rental Income Tax in March 2022.
- TaxOnphone does not require internet.
- 95,475 TPINs were registered and 15,747 retruns were filed using TaxOnPhone during first-half 2022
- Now working on receiving payments on TaxOnPhone, expected to be deployed in Quarter 3-2022.
- TaxOnApp was deployed in 2021 for interactive taxpayer assistance.
- 10,903 uploads of the app were done during first half

Mobile Phone Platforms



TaxOnline

Roadmap for Fixing TaxOnline-2022

First-half 2022

- Reconstituted the TaxOnline II Project Team
- Fixed 79 of the issues (ITX Returns Capital allowance, VAT Schedule 14/9), Cooperative Registrations etc

Quarter 3

Deploy Accounting ModuleDeploy Refunds Module

- Timely posting of returns
- Timely posting of payments
- Correct liabilities reflecting on the taxpayers account statement
- Real-time issuance of TCCs that are dependant on payments (e.g PTT, WHT)
- Dropping of provisional returns once final return is submitted
- Dropping of liabilities once settled

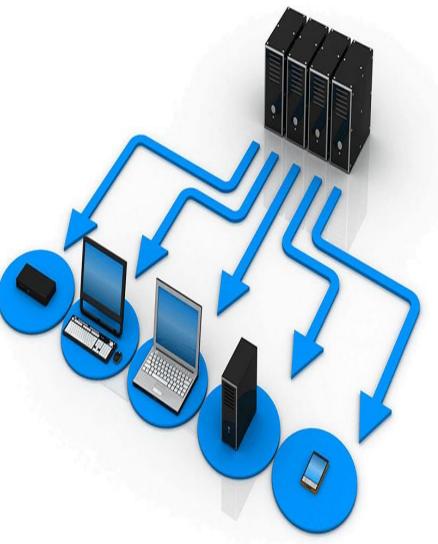


Quarter 4

- Deploy Debt Management Module
- Deploy the invoice-matching
- Deployed the Tax Agency Module

Fixing the Live ICT Environment

- As part of fixing our systems, we identified that we also need to upgrade the ICT live environment, which has lagged behind over the years. The challenges include:
 - i. Slowness/sluggishness of the system
 - ii. Inconsistency in communicating notifications
 - iii. Failures in completing some processes e.g registrations, returns filing
- By October-2022 we expect to address:
 - i. ICT infrastructure improvement
 - ii. Database Optimisation (increasing processing efficiency)
 - iii. Improvement of support ICT systems – SMS gateway, email gateway etc.





Other Tax Innovations



- 59 Government ministries and agencies are now connected; of which 14 were added in first-half 2022.
- •Rolled out the e-Permit system for the three agencies under Ministry of Agriculture.
- •37,705 e-permits were issued during first-half 2022.
- •Plan to automated other process of application, approval and monitoring of permits under Control of Goods Act
- 174,493 Single Point Payment (SPP) transactions were made during first-half 2022



Mobile Satellite Van

• The mobile satellite van was launched in 2022.

- The van has mobile satellite connectivity to the ZRA operating systems from anywhere in Zambia.
- Assisting in combating smuggling and other vices.



Scanner

Non-intrusive Customs

- Efficient nonintrusive inspection of cargo, based on risk-profiling.
- Mobile scanners can be deployed wherever there is need.
- Working on introducing scanners at more borders.

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National Electronic Single Window

VAT Challenge

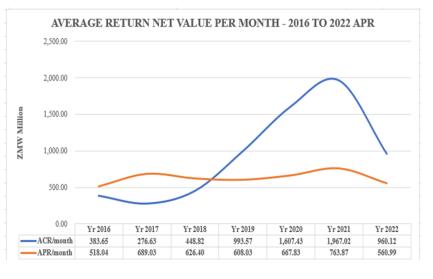
VAT Problem in Zambia:

- 1. VAT refund claims per month are higher on average than the domestic VAT payments.
- 2. This means that on average, ZRA would always be in net refund should all the claims be found to be legally TRUE .
- 3. However, VAT revenue leakages and fraud has been identified.

Year	Average Claim Rtns per month*	% Claim Rtns to total lodged	Average Pmnt Rtns per Month*	% Pmnt Rtns to total lodged
2022	960.1	63%	561.0	37%
2021	1,967.0	72%	763.9	28%
2020	1,607.4	71%	667.8	29%
2019	993.6	62%	608.0	38%
2018	448.8	42%	626.4	58%
2017	276.6	29%	689.0	71%
2016	383.6	43%	518.0	57%
*Amount	ts in ZMW and rounded off	f to nearest million		

 Table 1: Trend of Claim and Payment Returns Lodged 2016 To 2022

*Amounts in ZMW and rounded off to nearest millio Data source: ICT extract 15.05.2022





Roadmap for fixing VAT

-Prosecution of

cases of suspected VAT fraud;

- Discipline some

Enhance data analytics

ZRA staff 1. Curbing import VAT claims fraud 1. Ensuring that declarations are correct 2. Matching import records with domestic VAT claims 2. Avoidance of fraudulent claims **3. Input-Output Invoice** 1. Import VAT interface -**TaxOnline & ASYCUDAWorld** matching Q3-2022 **Q4 2022** 2023-2025 01-2022 4. Mandatory Electronic Fiscal 2. Export validation **Devices (EFDs)** 1. Changed model to Applicationbased to adapt to currently obtaining 1. Validation of zero-rated supplies for exports with customs records on the market. 2. Utilise accreditation of 2. Interfacing the Export data on ASYCUDAWorld with VAT return vendors/suppliers of EFDs to manage both cost of administration and cost of module compliance 27 My Tax, Your Tax, Our Destiny ZAMBIA REVENUE

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Mining Sector Challenge

Problem/Challenges Identified:

- 1. Low tax compliance among small, medium and artisanal mining licence holders:
 - Currently 2,416 mines are registered for tax, of which 12 are large
 - Only about 171 small, medium and artisanal mines declared Mineral Royalty in 2021
- 2. Inconsistencies in some cases between Mineral Analysis Certificates based on which revenue is collected and the actual Minerals being exported;
- 3. Limited specialised expertise to undertake complex mining audits.
- 4. Limited regulatory capacity for the mining sector



Large Mine Production Reporting Status on MOSES

• 100% production reporting on MOSES by the 12 large mines

COMPANY NAME	LICENSE CODE		Q1-20			Q2-20			Q3-20			Q4-20			Q1-21			Q2-21			Q3-21			Q4-21			Q1-22		Q2-22			
1	1	-2	-4	0	-2	-3	-6	-8	-6	-5	-6	-2	-2	0	-1	-2	-3	-3	-2	-4	-1	-2	-3	0	-2	0	-1	-1	-2	0	-2	
	2	-2	-4	0	-2	-3	-6	-8	-6	-5	-6	-2	-2	0	-1	-2	-3	-3	-2	-4	-1	-2	-3	0	-2	0	-1	-1	-2	0	-2	
2	1	-5	-5	-9	-3	-11	-5	-1	-5	-6	-5	-6	-1	-3	-4	-3	-10	-8	0	-3	-6	0	-5	0	-1	1	4	0	-1			
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7	2	-3	-2	0	0	0	0	-1	0	0	-1	0	-1	0	0	0	-1	-1	-1	0	0	0	1	-1	0	0	0	-1	-1	1	0	
'	3	5	-2	0	0	0	0	-1	0	0	-1	0	-1	0	0	0	-1	0	0	0	0	0	0	0	0	0	0	-1	-1	0	0	
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8	1	-8	-9	0	-6	-6	-7	-9	-6	-6	-9	-7	-8	-10	-4	-7	-5	-11	-6	-6	-6	-7	-5	-8	-8	-5	-8	-7	-9	-6	-4	
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Small and Medium Mines Production Reporting on MOSES

• Low compliance by small and medium mines of reporting production on MOSES: Out of about 2,404 Registered SME Mines with ZRA

Number of Mines Reporting Production on MOSES



Fixing Mining Compliance

Solutions:

- 1. In Q1 of 2022, established the Mineral Value Chain Data Analytics Unit (MVCDAU) in ZRA by leveraging on the Mineral Value Chain Project exit strategy:
 - Utilise the Mineral Output Statistical Evaluation System (MOSES); TO2 and AsycudaWorld data matching Production/Mineral Content/Mineral Royalty Returns/Export declarations.

2. Progressively increase number of staff in Transfer Pricing and Mining Units;

3. Planning to establish a dedicated Unit for Small & Medium Scale Mines in 2023

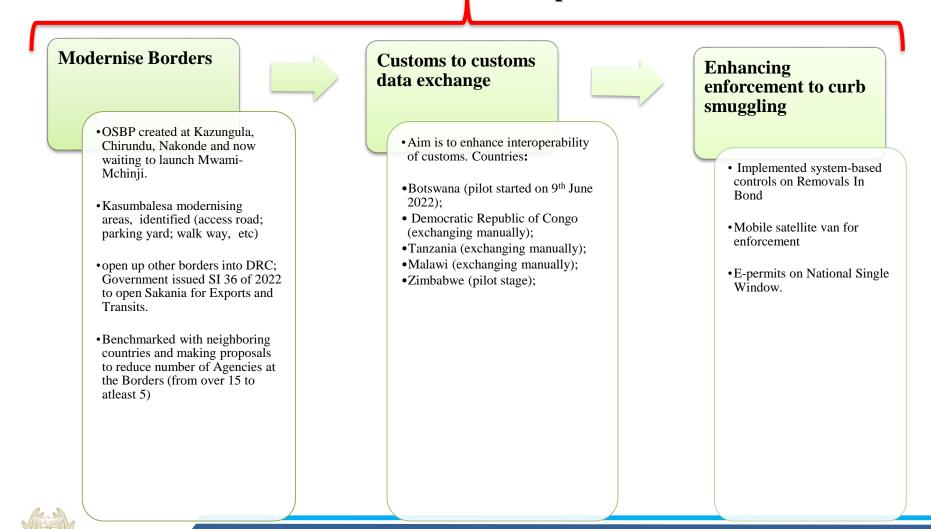
4. Advocacy for consideration to set up a Regulator for the Mining Sector in Zambia

MVCDAU Key Outputs

- Concluded a 2015 to June 2022 Mineral Royalty compliance Report based on matching mineral exports and mineral productions:
 - i. One taxpayer has since paid K426,785.64 for the assessments;
 - ii. Others are being engaged by the Mining Unit.
- Made policy and structural framework proposals for the Gemstones subs-sector.
- Facilitated development of electronic reporting and monitoring of the Gemstones sub-sector on MOSES, scheduled to begin in Q4 2022.



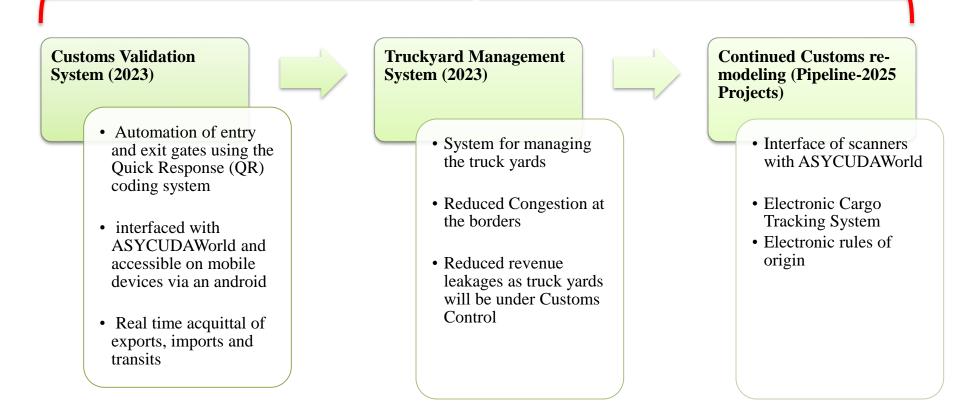
Specific Measures for Trade Facilitation Customs initiatives under implementation



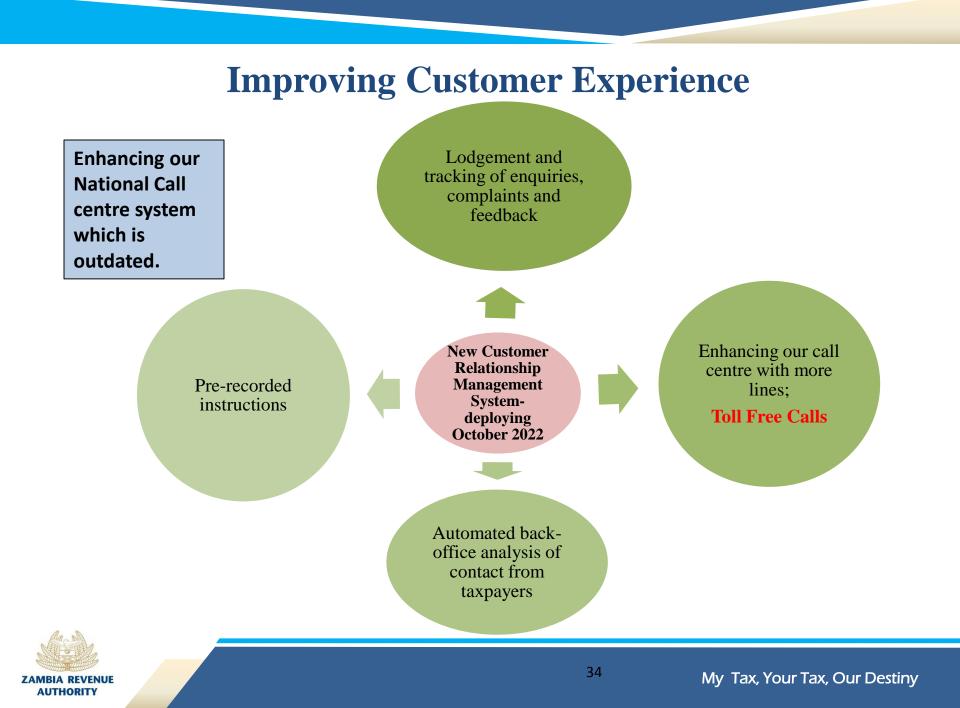


KRA3: Specific Measures for Trade Facilitation, Cont'd

Customs initiatives for implementation in the Medium-term (2023-2025)







EXPECTATIONS FROM ZICA



Accounting Professionals and Tax Administration

TAX Accountant



ZRA Expectations from ZICA

- 1. *Governance:* facilitate good corporate governance of ZRA through representation on the ZRA board;
- 2. *Collaboration:* active quarterly and ad-hoc engagements with ZRA management on various matters of common interest. As at July 2022, ZICA and ZRA signed a Memorandum of Understanding (MOU); publication of Practice Note for Country-by-Country Reporting
- **3.** *Facilitate Tax compliance:* Through the accounting and book-keeping function, ZICA members are a critical part of the day-to-day operations of most businesses, regardless of the sector, hence:
 - i. Accountants and finance professionals are key in facilitating tax compliance through various advisory and consultancy services to businesses.
 - ii. ZRA relies on your professional capacity, to ensure timely and accurate registration, filing and payment of taxes.
 - **4.** *Ethical Standards:* ZRA will continue to expect high ethical and professional standards in its interactions with accounting professionals.



THANK YOU

