

## Angola Business Environment News

News from the last week of 2008:

\*Prepare now for your participation in the FILDA 2009 International Fair from 14 July 2009 to 19 July 2009 <http://www.filda-angola.com/> (Portuguese version is poorly edited for 2009; English version is accessible via website but, as of December 2008, not updated for the 2009 event) – theme for 2009 is, loosely translated, “Towards Sustainable Crop and Animal Production”. Apply sooner rather than later to secure your participation.

\*President Dos Santos has announced that Angola will take account of the effect of the present lower than expected prices of oil and diamonds on the 2009 budget and development targets.

[in addition to the direct effects of reduced revenues on the Angolan budget for 2009 there may be ramifications for those non-budget development entities that depend for their income and disbursements on receipt of portion of the oil/gas and diamonds revenues]

\*Toward the end of 2008 questions were being raised in several quarters in Luanda about the apparent absence of a national register of state assets and the consequences thereof as “private” property development proceeds apace.

\*New Angolan ID documents that exclude reference to the race of the holder may be issued toward the end of the first quarter of 2009.

\*Restructuring of the Angolan electricity generation sector may soon present opportunities for Public / Private co-operation.

\*KPMG’s 2008 Banking in Angola review is available at <http://www.kpmg.co.ao/index.thtml/> and makes good reading for those interested in the banking sector.

\*Fire has destroyed some 30 hectares of wilderness in the Kissama Game Reserve South of Luanda.

**Seven Principles of Business Integrity – a checklist to make the Angolan market work better for you.**  
[with acknowledgement to Robert Moment – the “angolanisation” of these principles is the responsibility of the writer]

### Principle #1

Recognize that most Angolan customers/clients seek to do international business with a company they can trust; when trust is at the core of a company, it is easy to recognize. Trust defined is trust assured in respect of the character, ability, strength, or truth of a business. Strive for a high-integrity corporate culture.

### Principle #2

For continuous improvement of a company, the leadership of that company must be open to ideas for betterment. Ask for opinions and feedback from both customers/clients and team members and your company’s Angola business will continue to grow.

### Principle #3

Regardless of the circumstances, do everything in your power to gain the trust of past Angolan customers/clients, particularly if something has gone awry. Do what you can to reclaim any lost business by honouring all commitments and obligations.

### Principle #4

Re-evaluate all print / online materials including small business advertising, brochures and other business documents making sure they can be read and understood by Portuguese-speaking, Angolan customers/clients, are clear, precise and professional; most important make sure they do not misrepresent or misinterpret.

### Principle #5

Remain involved in Angolan community-related issues and activities thereby demonstrating that your business is a responsible community contributor. In other words, become and stay involved.

### Principle #6

Take a hands-on approach in regard to good governance (including being very well informed, applying due diligence, exercising due care and thus engaging in the Angolan market in good faith), transparency, accounting and record keeping, not only as a means of gaining a better feel for the progress of your company in the Angolan market, but as a resource for any "questionable " activities; gaining control of good governance, transparency, accounting and record keeping allows you to end any dubious activities promptly.

#### Principle #7

Treat business partners and others with the utmost respect. Regardless of differences, cultures, positions, titles, ages, or other types of distinction, always treat others with professional respect and courtesy.

#### Alerts:

The Angolan consular offices in South Africa are closed until 5 January 2009.

The SA-ACC offices are closed for the 2008 / 2009 summer break and will open again on 5 January 2009.

Ensure full compliance (no abuse; no overstay) with the new immigration law - avoid a stay at the Airport Detention Centre and a fine.  
Only recruit staff after thorough integrity testing – especially those that have worked for firms with a demonstrable track record of failed integrity.

#### Solutions-related events 2008 update:

|           |  |
|-----------|--|
| June      | *Keith Campbell on “The Outlook for the Upcoming Elections” – held on 12 June 2008 – presentation on SA-ACC website  |
| July      | *Jopie Coetzee on “Advanced Investment Risk Mitigation using Vector analysis” – held on 9 July 2008 – presentation on website<br>*Roger Ballard-Tremeer on “Trade and Investment opportunities in Angolan Agriculture” at Agribusiness Africa 2008 – 21 July 2008 – presentation on website<br>*Themis on “Mitigating governance and compliance risk using software” – held on 22 July 2008 – presentation on website  |
| August    | *WISER’s Angola Seminar – 5 August 2008<br>Africa Investor’s Angola Business Briefing – held on 6 August 2008 – with Deputy Prime Minister Dr Jaime Aguinaldo<br>*Briefing on “Trade and investment opportunities in Angola” for visiting business delegation from Malaysia – held on 7 August 2008 - Roger Ballard-Tremeer<br>*IIR’s SA-Angola Forum 2008 – held on 19/20/21 August 2008 – lead speaker Dr Gabriel Kiala; Chair / Workshop leader Roger Ballard-Tremeer |
| September | *Talk on “China / Angola / Insurance” – delivered on 11 September 2008 – Institute of Loss Adjustors in Southern Africa - Roger Ballard-Tremeer  |
| October   | *Briefing on “Agricultural Opportunities in Angola” to the Agrifica Agriculture Africa Project Access Group given on 16 October 2008 – Roger Ballard-Tremeer   |
| November  | *Heading for Angola? Make the Angolan market work for you! – held on 20 November 2008 – Cape Town at Wesgro HQ   |

#### More solutions events coming up in 2009 – details to be advised:

- \*Mitigating your human capital risk in a weak institutional, weak organisational and weak integrity environment
- \*Panel discussion on “Tackling the Worsening Port Congestion Crisis by Road”
- \*Corin Mitchell on “Accessing the Africa Enterprise Challenge Fund for your Agricultural projects”

**To activate a URL please copy and paste into your browser.**

**Chamber Manager: Ms Josefa Muteca**  
**South Africa – Angola Chamber of Commerce**  
**41 Keyes Avenue, Rosebank 2196, Johannesburg**  
**Telephone: +27 11 252 4635**  
**Fax: +27 (0) 86 537 0592**  
**Email: info@sa-acc.co.za**  
**Website: www.sa-acc.co.za**

Access the ABEN content since August 2007 on the SA-ACC website, at your convenience.

The content of the ABEN responds to your needs – make your needs known by replying to this message with your input.

ABEN enables you to engage in Angolan time travel – yesterday / today / tomorrow – look through the URLs and savour the experience.

Never rely solely on the English language versions of ANGOP and other translated reports – always refer to the original Portuguese language version for decision-making purposes.

Interpreting and translating – mitigate your legal risk – for compliance purposes only use interpreters and translators that are “sworn” and “accredited”:

|                 |                 |
|-----------------|-----------------|
| Leila Neves     | +27 72 122 5869 |
| Ricardo Branco  | +27 82 851 6413 |
| Marinela Carmo  | +27 83 657 0206 |
| João M. Cabrita | +268 623 5751   |

Ad hoc interpreting services:

|                    |              |
|--------------------|--------------|
| Induina Cambacolo  | +27764253257 |
| Malaquias Baptista | +27725513440 |

Angola-specific management coaching:

|               |              |
|---------------|--------------|
| Bronwyn Allan | +27837083475 |
|---------------|--------------|

Incorporation and ANIP support:

|                 |               |
|-----------------|---------------|
| Sandra Macieira | +244917484683 |
| José Rodrigues  | +244929336318 |

Angola – “do-it-yourself” news, profiles, blogs and image searches:

<http://www.npr.org/templates/topics/topic.php?topicId=1004>

[http://www.portalangop.co.ao/motix/en\\_us/portal/capa/index.html](http://www.portalangop.co.ao/motix/en_us/portal/capa/index.html)

<http://angolafieldgroup.wordpress.com/>

<http://archive.wn.com/2008/11/25/1400/angolaenergy/>

<http://www.noruega.ao/Development/support/current.htm>

[http://article.wn.com/view/2008/11/19/World\\_Bank\\_to\\_loan\\_Angola\\_1b/](http://article.wn.com/view/2008/11/19/World_Bank_to_loan_Angola_1b/)

[http://actsa.msg2u.net/cgi-](http://actsa.msg2u.net/cgi-bin/v.pl?p=2%2E35%2E15%2E19%2E12%2E2008%40a%3A219%2Ec%3A2%2Ee%3A59%2Er%3A4029%2E1%3A0%2Eac%3AVI%2Es%3A168)

[bin/v.pl?p=2%2E35%2E15%2E19%2E12%2E2008%40a%3A219%2Ec%3A2%2Ee%3A59%2Er%3A4029%2E1%3A0%2Eac%3AVI%2Es%3A168](http://actsa.msg2u.net/cgi-bin/v.pl?p=2%2E35%2E15%2E19%2E12%2E2008%40a%3A219%2Ec%3A2%2Ee%3A59%2Er%3A4029%2E1%3A0%2Eac%3AVI%2Es%3A168)

<http://www.ipsnews.net/index.asp>

<https://www.osac.gov/Regions/country.cfm?country=145>

<http://www.panoramio.com/>

[http://news.bbc.co.uk/2/hi/africa/country\\_profiles/1063073.stm](http://news.bbc.co.uk/2/hi/africa/country_profiles/1063073.stm)

[http://www.afroa.com/site/news/index.php?loc=en\\_US&ctr=ao](http://www.afroa.com/site/news/index.php?loc=en_US&ctr=ao)

[http://www.cfr.org/about/newsletters/editorial\\_detail.html?id=1271](http://www.cfr.org/about/newsletters/editorial_detail.html?id=1271)

Angola-related blogs:

<http://blogsquefalamdeangola.blogspot.com/>

#### Governance:

Historically, directors, and particularly non-executive directors, had little formal liability when it came to the decisions they made at their companies. Now, however, there is a much more serious fiduciary burden on directors, and they face possible fines or jail time if they fail in their duties... The negligent and / or fraudulent carrying on of business by directors and / or the company officers (including deployed country managers) thereby causing liability to the company may result in the directors and / or the company officers being personally liable at least in terms of delict in common law – in a weak governance environment the risk of negligence escalates considerably – mitigate this cross-border risk using software and gap coaching – contact ABEN

#### **South Africa – Angola Chamber of Commerce – more than five years of members doing better business and mitigating their compliance risk by applying this code of conduct in trade with, and investment in, Angola.**

##### Article 1: Extortion and coercion

No one may, directly or indirectly, demand or accept a bribe.

##### Article 2: Bribery and "Kickbacks"

a.) No Member may, directly or indirectly, offer or give a bribe and any demands for such a bribe must be rejected.  
b.) Members should not (i) kick back any portion of a contract payment to employees of the other contracting party, or (ii) utilize other techniques, such as subcontracts, purchase orders or consulting agreements, to channel payments to government officials, to employees of the other contracting party, their relatives or business associates.

##### Article 3: Agents

Members should take measures reasonably within their power to ensure:

- a) that any payment made to any agent represents no more than an appropriate remuneration for legitimate services rendered by such agent;
- b) that no part of any such payment is passed on by the agent as a bribe or otherwise in contravention of these Rules of Conduct; and
- c) that they maintain a record of the names and terms of employment of all agents who are retained by them in connection with transactions with public bodies or State enterprises. This record should be available for inspection by auditors and, upon specific request, by appropriate, duly authorized governmental authorities under conditions of confidentiality.

##### Article 4: Financial Recording and Auditing

- a) All financial transactions must be properly and fairly recorded in appropriate books of account available for inspection by boards of directors, if applicable, or a corresponding body, as well as auditors.
- b) There must be no "off the books" or secret accounts, nor may any documents be issued which do not properly and fairly record the transactions to which they relate.
- c) Members should take all necessary measures to establish independent systems of auditing in order to bring to light any transactions which contravene the present Rules of Conduct. Appropriate corrective action must then be taken.

##### Article 5: Responsibilities of Members

The board of directors or other body with ultimate responsibility for the member should:

- a) take reasonable steps, including the establishment and maintenance of proper systems of control aimed at preventing any payments being made by or on behalf of the member which contravene these Rules of Conduct;
- b) periodically review compliance with these Rules of Conduct and establish procedures for obtaining appropriate reports for the purposes of such review; and
- c) take appropriate action against any director or employee contravening these Rules of Conduct.

##### Article 6: Political Contributions

Contributions to political parties or committees or to individual politicians may only be made in accordance with the applicable law, and all requirements for public disclosure of such contributions shall be fully complied with. All such contributions must be reported to senior corporate management.

##### Article 7: Company Codes

These Rules of Conduct being of a general nature, members should, where appropriate, draw up their own codes consistent with the ICC Rules and apply them to the particular circumstances in which their business is carried out. Such codes may usefully include examples and should enjoin employees or agents who find themselves subjected to any form of extortion or bribery immediately to report the same to senior corporate management. Members should develop clear policies, guidelines, and training programmes for implementing and enforcing the provisions of their codes.

With acknowledgement to the ICC <http://www.iccwbo.org/>

Roger Ballard-Tremeer  
Hon Chief Executive  
South Africa - Angola Chamber of Commerce  
+27824347276 mobile  
+27865370592 fax  
rogerbt@sa-acc.co.za  
www.sa-acc.co.za

Panorama of the Bay of Luanda from the Fortaleza

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