



Understanding the Angolan market and making it work for you

**An information, discussion and networking session
for the SAOGA
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- Opening remarks
- Political and Economic Overview
- Customs and Excise
- Visas and work permits – Angolan consular offices
- Company registration
- Employment Regulations
- Cost of doing business with Angola
- Barriers to entry - corruption
- Logistics and transport / infrastructure in Angola
- International companies in Angola
- Bilateral agreements
- Closing remarks



- Opening remarks
- Handout
- Cross cultural business diversity
- Cross cultural personal diversity



- Political and Economic Overview
- Political
 - Stability
- Economic
 - Macro-economics
 - The USD liquidity crisis



- Customs and Excise
- The SADC free trade agreement
- The Crown Agents
- Customs vs Container terminals
- Sonils



- Visas and work permits
- The immigration law 2007
- Angola's consular offices
- Strategy
- Tactics



- Company registration
- GUE
- ANIP
- Legal advice



- Employment Regulations
- Labour Code
- HR
- Insurance



- Cost of doing business with Angola
- ECA International
- Reality
- Long term vs Short term



- Barriers to entry
- Corruption
- The NO factor



- Logistics and transport / infrastructure in Angola
- Congestion
- Routes
- The Chinese connection



- International companies in Angola
- South African
- African
- From beyond



- Bilateral agreements
- Government
- Private sector
- President to President



- Closing remarks
- Cross cultural business diversity - gap
- Cross cultural personal diversity - gap
- Bridge the gaps



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- Thank you