Invest in the business friendly destination

Senegal
AGENDA

1. OUTLOOK ON SENEGAL
2. VISION OF AN EMERGING SENEGAL
3. INFRASTRUCTURE DEVELOPMENT
4. BUSINESS ENVIRONMENT
5. KEY INVESTMENT OPPORTUNITIES
6. APIX: A CATALYST INSTITUTION
## MACROECONOMIC DATA

<table>
<thead>
<tr>
<th>Key Indicators</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area</td>
<td>196.722 km²</td>
</tr>
<tr>
<td>Population</td>
<td>15.726 million</td>
</tr>
<tr>
<td>Capital (Dakar)</td>
<td>3.63 million</td>
</tr>
<tr>
<td>Currency</td>
<td>Franc CFA (XOF), pegged to the euro (1 € = 655,957 FCFA)</td>
</tr>
<tr>
<td>GDP growth</td>
<td>6.1% (2003-2005); 3.2% (2006-2011); 3.8% (2012-2014); 6.6% (2016); <strong>7.2%</strong> (2017)</td>
</tr>
<tr>
<td>GD/capita</td>
<td>973,091$ US (2017)</td>
</tr>
<tr>
<td>Inflation rate</td>
<td>1.4% (2000-2005); 4.6% (2006-2008), 1.2% (2012-2014); 1.4% (2016), 2.0% (2017)</td>
</tr>
<tr>
<td>Sovereign risk</td>
<td>B+/B Stable (S&amp;P) Ba3 Stable (Moody’s)</td>
</tr>
</tbody>
</table>
A Strong leadership
The Emerging Senegal Plan (ESP) is comprised of 3 axes: Inclusive growth; Human development; and Good governance.

The inclusive growth axis is intended to efficiently reduce social inequalities and to fund sustainably programs for human development and good governance.

The ESP is the government’s unique framework for economic and social policies.

---

(1) Emerging Senegal Plan
2020-2025 Infrastructure Vision

Dakar-Tamba-Kédougou-Bamako: nouvelle voie standard

Dakar-Tamba-Kidira-Bamako – Nord (rail): réhabilitation voie métrique existante

Plateforme « conteneurs »
Plateforme « céréales »
Plateforme « matériaux de construction »
Plateforme « agrocommercialisation »
Plateforme « distribution »

Dakar-Tamba-Thiès - Saint-Louis

Port of the Future
Bulk and Mineral Port of Bargny
DISEZ: DAKAR INTEGRATED SPECIAL ECONOMIC ZONE

• Land supply fully serviced for companies willing to establish in Sénégal, to relocate from Dakar and to move closer to the airport

• Development of a new growth pole capable of exercising a ripple effect on the economy

• Creation of direct and indirect jobs in the development phase (works) and implementation phase (business)

• Benefits for neighboring local authorities (services, population, taxation, land use, etc.)
DISEZ location
**DIAMNIADIO INTEGRATED INDUSTRIAL PARK**

**P2ID - General Features**

- **Overall surface**: 53 hectares
- **Type of activities**: Light manufacturing Industries

---

**Phase 1 Characteristics**

- **Area**: 13 hectares
- **Features**:
  - Offices: 5,200 m²
  - 4 turnkey hangars + Offices (23,815 m²)
  - Serviced lands (near 13 ha)
- **Completion Date**: December 2016

---

**Phase 2 Characteristics**

- **Area**: 40 hectares
- **Features**:
  - Office park
  - Housing
  - 19 turnkey warehouses + Offices
  - Serviced lands (near 40 ha)
- **Completion Date**: June 2017
A sound and secure business environment

Increasing private investments
An ambitious program aiming at reforming the business environment

The Business Environment Reform and Competitiveness Program (PREAC I and II)

Four (4) Strategic axes

- Administrative Procedures
- Production factors
- Legal and regulatory framework
- Investments with big social impact
A comprehensive program

Administrative Procedures

- Simplification
- One-stop Desk
- Digitization
- E-procedures

- Company registration
- Building permit
- Ownership transfer
- Company creation
- Tax
- Building permit
- Cross-border trade
Achievements

- Company registration: 1 DAY
- Ownership transfer: 50 DAYS
- Trade Justice: [image]
- Online tax declaration: 0 PAPER
- Building permit: 40 DAYS
- Cross-border Trade: 10 DAYS
Key Business Opportunities

- Agriculture and Agribusiness
- Mining
- Energy
- Infrastructure development
- Light manufacturing and Pharmaceutical Industries
- Social Housing
- Tourism and Hospitality
- Digital Economy and IT-enabled services
Agribusiness

- **4 million ha** of arable land equivalent to **385 ha per 1000 inhabitants** (world average is **86 ha per 1000 inhabitants**)

- **35 billion m$^3$** of renewable fresh water resources with **4 billion m$^3$** of underground fresh water resources

- **240 000 ha** of irrigable land available in the northern Delta valley

- **Important hydrological potential** (underused in some areas of the country)
An attractive, straightforward legal framework to support this vision:

- Law No. 98-31 of 14 April 1998 on import, refinement, storage, transportation and distribution of hydrocarbons;
- Law No. 98-05 of 8 January 1998 on the **Petroleum Code**;
- Law 2010-22 of 15 December 2010 laying down the law of **orientation of the biofuels sector**; and
- Law 2017-06 on **Economic Zones**
Current Electricity Sector Statistics (2016)

- Access to Electricity: 56% (90% urban, 31.5% rural)
- Generation: 52% SENELEC, 40% IPPs, 8% isolated networks
- Fuel Mix: 85% HFO and diesel; 10% hydro and 5% solar
- Cost/kWh: approx. 22¢, high cost of local concessions

Growth rate of 8% per year
- No discrimination between national and foreign companies
- No limitation upon the number of foreign employee to hire
- Guaranty and protection of property rights
- Guaranty of access to foreign currencies
- Guaranty of transfer capital and benefits
- Existing fiscal and non-fiscal advantages
Free investment facilitation services provided ... in strict compliance with international quality standards

- Management incentive schemes
- Investment tracking
- Facilitating administrative procedures (*company incorporation, administrative formalities, Problem Solving*)
- Information Services
- A comprehensive satisfaction of investors needs
- Continuous improvement of the quality of services provided
Investor Services

CENTER FOR FACILITATION OF ADMINISTRATIVES PROCEDURES

COMPANY INCORPORATION

- Assistance to investors for registration formalities
- Recording of the company statutes
- Delivery of the Commercial Register and NINEA
- Declaration of Establishment

ADMINISTRATIVES AND LAND RELATED FORMALITIES

- Required authorizations to operate
- Licenses and permits
- Access to land
- Specialized authorizations (Pharmaceutical, transport, etc.).

PROBLEM SOLVING
Investor Services

ONE-STOP SHOP

FRONT OFFICE

- Welcomes and informs investors
- Receive applications for certification
- Attends to investors in completing applications for certification

BACK OFFICE

- Prepares certification files
- Processes applications for certification
- Prepares corresponding certification documents for the Minister in charge of Economy and Finance

Guaranteed delivery times

- Issuance of the certification under the Investment Code in less than 10 days
- Issuance of the certification under the Status of Free Export Company in less than 21 days
Senegal the Business friendly destination

www.apix.sn
www.investinsenegal.com
infos@apix.sn
Thank You