



**SENEGAL
EMERGENT**

*Invest in
the business friendly
destination*

Senegal



AGENDA

- 1. OUTLOOK ON SENEGAL**
- 2. VISION OF AN EMERGING SENEGAL**
- 3. INFRASTRUCTURE DEVELOPEMENT**
- 4. BUSINESS ENVIRONMENT**
- 5. KEY INVESTMENT OPPORTUNITIES**
- 6. APIX: A CATALYST INSTITUTION**



MACROECONOMIC DATA

Key Indicators

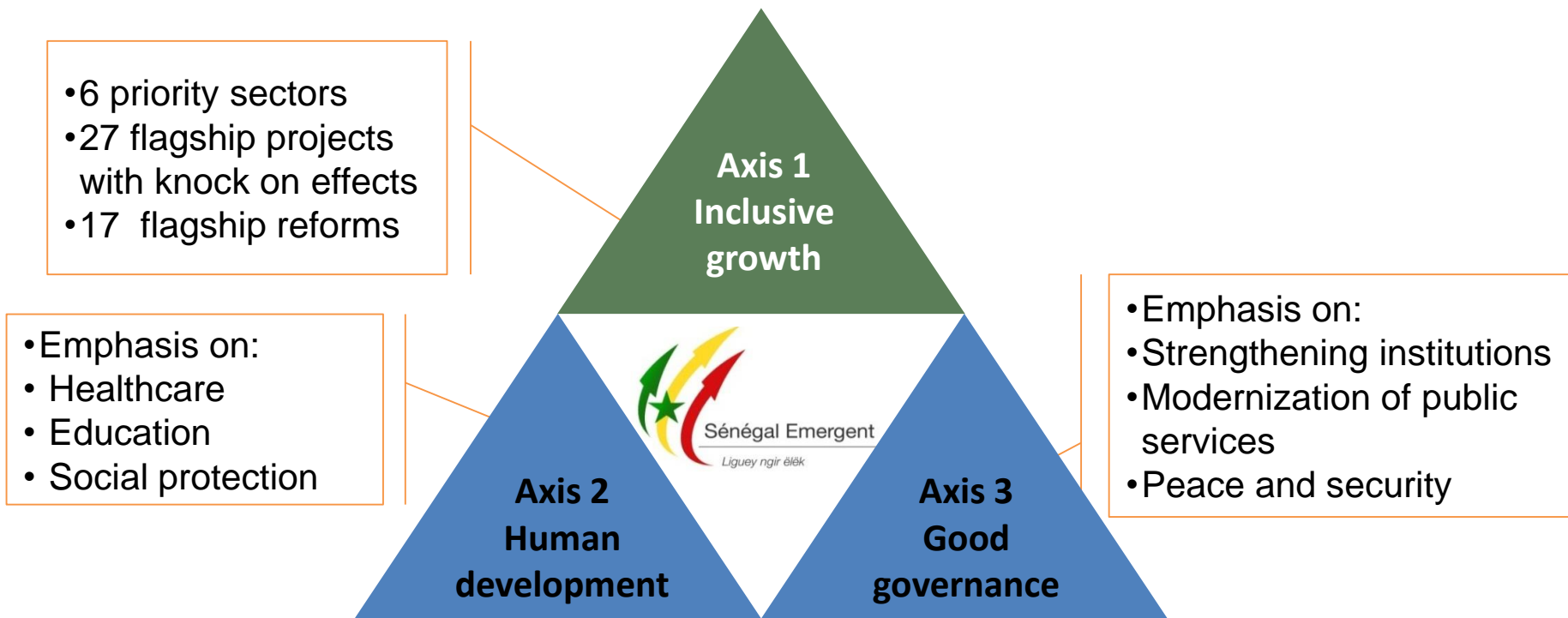
Area	196.722 km ²
Population	15.726 million
Capital (Dakar)	3.63 million
Currency	Franc CFA (XOF), pegged to the euro (1 €= 655,957 FCFA)
GDP growth	6.1% (2003-2005); 3.2% (2006-2011) ; 3.8% (2012-2014); 6.6% (2016); 7.2% (2017)
GD/capita	973,091\$ US (2017)
Inflation rate	1,4% (2000-2005) ; 4,6% (2006-2008), 1,2% (2012-2014); 1,4% (2016), 2.0% (2017)
Sovereign risk	B+/B Stable (S&P) Ba3 Stable (Moody's)

A Strong leadership



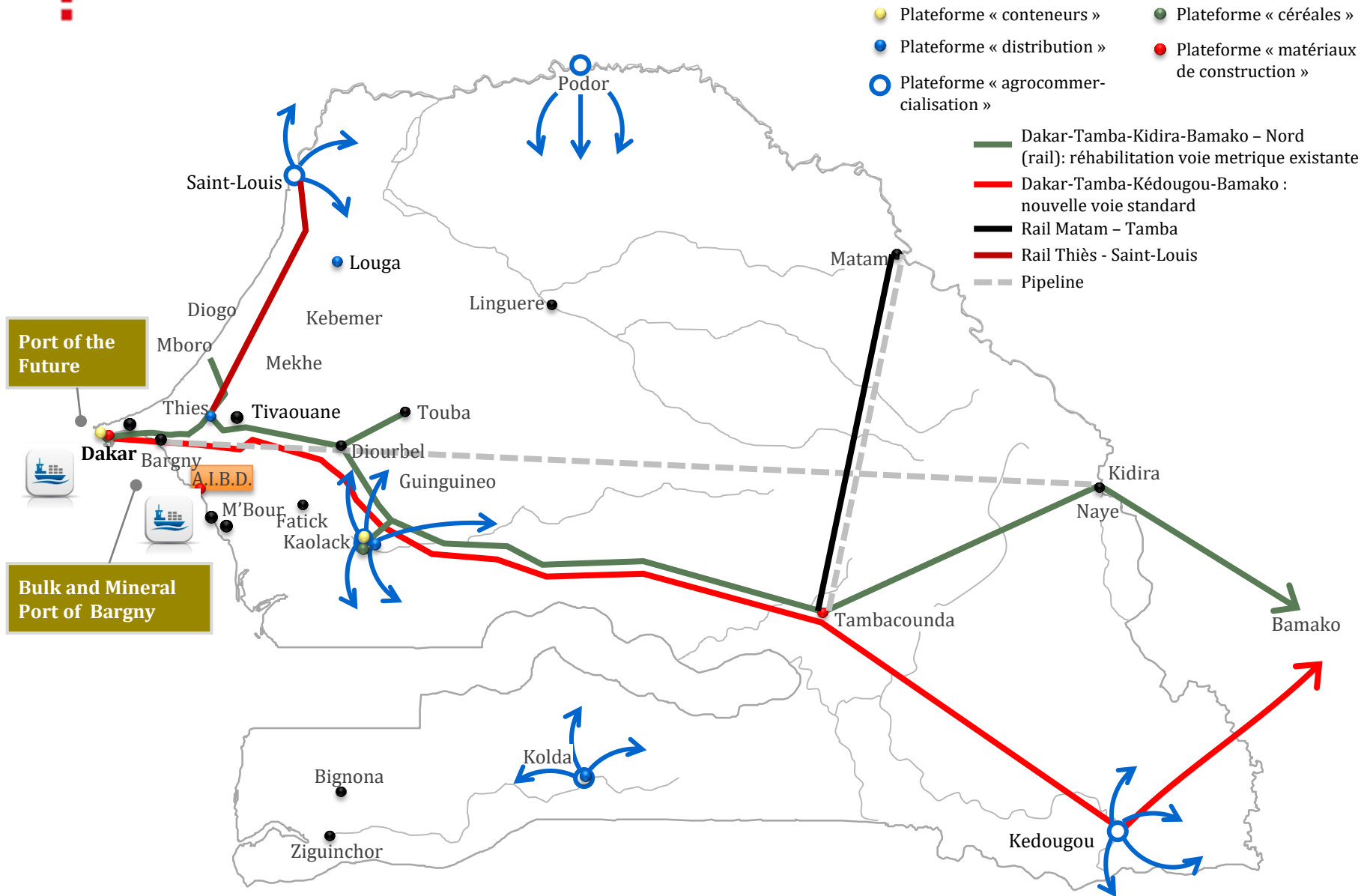
Son Excellence Monsieur Macky SALL
PRÉSIDENT DE LA RÉPUBLIQUE DU SÉNÉGAL

The ESP is the strategic development plan for Senegal through 2035



- **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**

2020-2025 Infrastructure Vision



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



0 5 10 km

APIX – Nouveaux Projets - 021212

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 Data SIO, NOAA, U.S. Navy, NGA, GEBCO
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Google earth

DIAMNIADIO INTEGRATED INDUSTRIAL PARK

P2ID - General Features

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

Phase 1 Characteristics

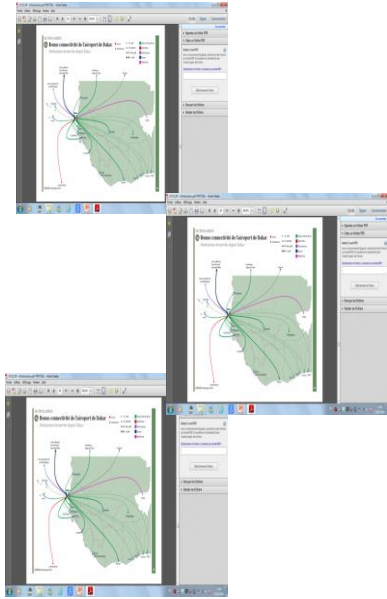
- ◆ Area: 13 hectares
- ◆ Features :
 - ❖ Offices : 5200 m²
 - ❖ 4 turnkey hangar + Offices (23, 815 m²)
 - ❖ Serviced lands (near 13 ha)
- ◆ Completion Date : December 2016

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

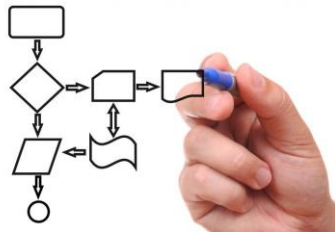
Administrative Procedures

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



Online tax declaration

0 PAPER



Ownership transfer

50 DAYS



Building permit

40 DAYS



Trade Justice



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 m³** of renewable fresh water resources with 4 billion m³ of underground fresh water resources

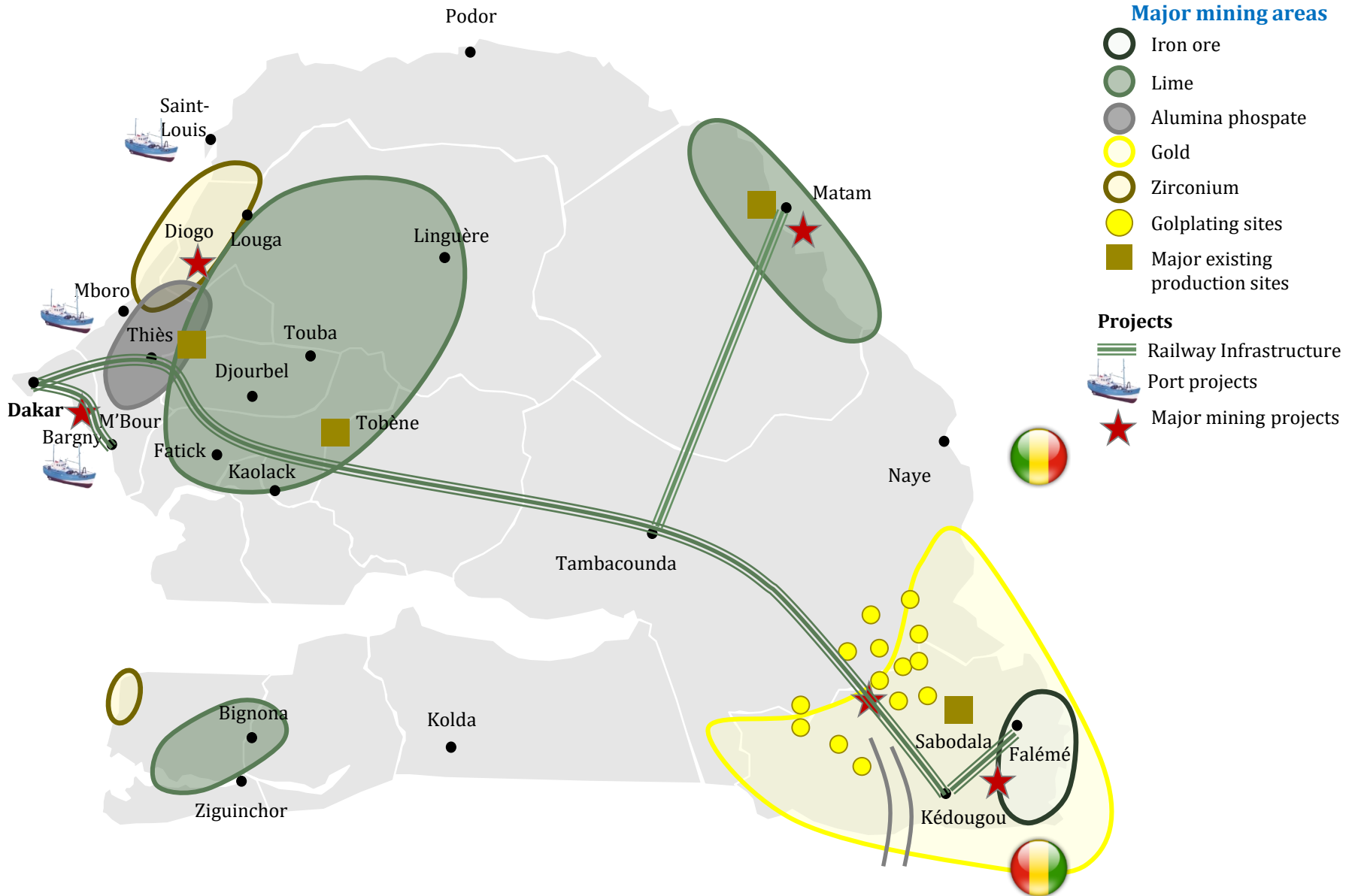


- **240 000 ha** of irrigable land available in the northern Delta valley

- **Important hydrological potential** (*underused in some areas of the country*)



Mining



Energy

SECTOR VISION AND OVERVIEW

Vision: Availability of energy at a low cost and universal access to modern services, while respecting social and environmental standards.

An attractive, straightforward legal framework to support this vision:

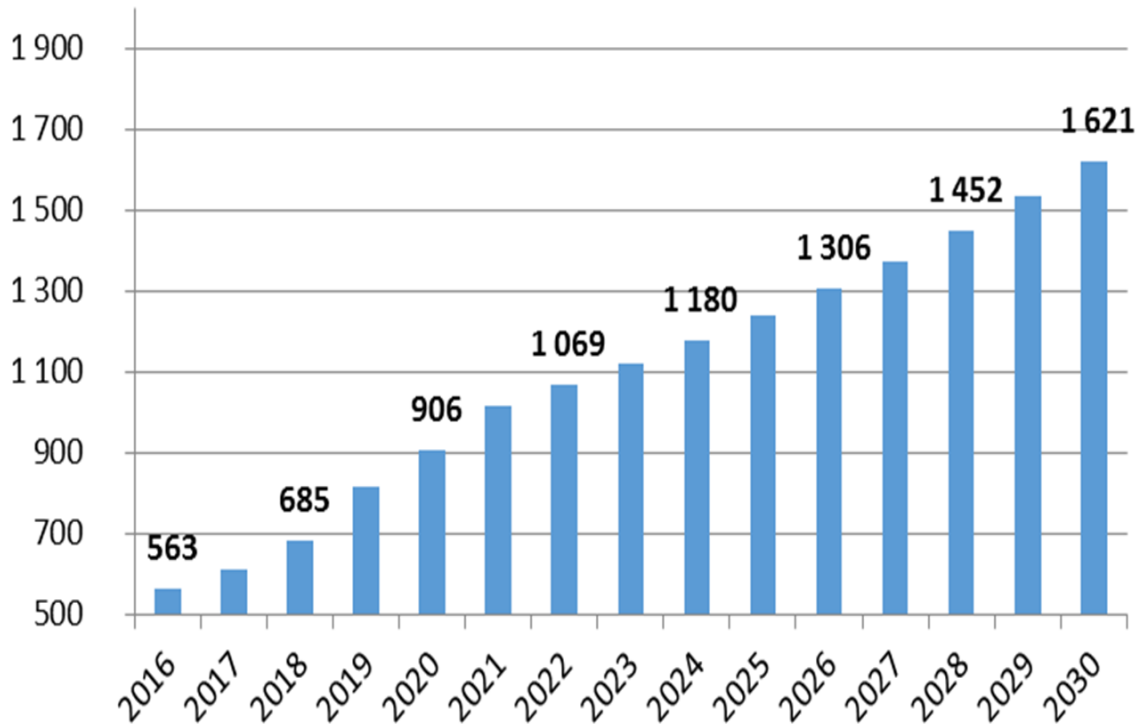
- Law No. 98-29 (14 April 1998) relating to the electricity sector, amended by Law No. 2002-01; Supplemented by Law 2010-21 of 20 December 2010 laying down the **Renewable Energy Guidance Act**
- Law No. 98-31 of 14 April 1998 on **import, refinement, storage, transportation and distribution of hydrocarbons**;
- 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**





ENERGY SECTOR VISION AND OVERVIEW

Projected Demand Growth (MW)



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

Investor services



- **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**





APIX: A catalyst institution



Free investment facilitation services provided ...

- Management incentive schemes
- Investment tracking
- Facilitating administrative procedures (*company incorporation, administrative formalities, Problem Solving*)
- Information Services

... in strict compliance with international quality standards

- 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

Sénégal

Emergent

2035

L'élan

Senegal the Business
friendly destination

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