

ATLAS OF WORLD TRADE



SENEGAL



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INSTITUTE
OF EXPORT
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If you are looking to export or trade with Senegal, we can help, advise and support you on that journey.

We empower organisations and equip individuals with the expertise to trade effectively, sustainably and competitively.

The Institute is the leading association of exporters and importers. We provide education and training to help professionalise the UK's international traders. We have almost 200 expert staff from 26 nationalities with expertise in 30 vertical sectors – both industry-focused and government-focused.

As a partner with UK and other governments around the world, we deliver national and international programmes, acting as evangelists for the UK and establishing UK processes and standards globally.

IOE&IT co-partners in running the online Customs Academy, the world's first training platform dedicated to customs skills and developed at the request of HM Revenue & Customs (HMRC).

We also lead in the provision of customs and international trade training and education, whether that is short training courses, formal education programmes or bespoke courses for your specific business needs.

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*Sunset in baobab grove
close to Dakar*



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The Institute of Export & International Trade extends its sincere thanks to all collaborators for their pivotal roles in realising the Atlas of World Trade Senegal Handbook. The organisation is grateful to the Department for Business & Trade, the British Embassy Dakar, UK Export Finance, and APIX Senegal for their invaluable contributions. This collective effort underscores the importance of international partnerships in fostering global trade relations, and the Institute looks forward to continued collaboration in advancing understanding and connections in the realm of international trade.

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*Mosque of Divinity,
Dakar*



At a glance...

Thinking about Senegal as an investment or export opportunity?

Here's your 60-second glance at Senegal:

- Senegal is a stable democracy in the middle of a major programme of investment in its people, infrastructure and economy. It is seeking partners, including companies from abroad, to work with.
- Its location on the west coast of Africa makes it an important gateway for trading with other African countries.
- Senegal is the world's 111th largest economy and the UK's 97th largest export market. UK exports to Senegal increased 24.2% in most recent year-on-year figures and there remains much untapped potential.
- Growth prospects for Senegal's economy are strong.
- The important Port of Dakar handles over 22 million tonnes of goods a year.
- The Senegalese government has established an organisation called APIX, designed to ease the administrative burden and facilitate the processes of both Senegalese and foreign businesses. For example, it is now possible to register a company within 48 hours.
- Passport and visa requirements are undemanding and the timezone makes it easy for UK businesses to work with Senegalese partners.
- Senegal is 95% Muslim and religiously tolerant. The official languages of Senegal are French and Wolof. Local languages are also spoken, but English is not.
- Senegal abides by the ECOWAS (Economic Community of West African States) Common External Tariff (CET).
- Transport infrastructure is sound, especially in the big cities. Dakar's relatively new Blaise Diagne International Airport (DSS) is Senegal's main airport. You can drive in Senegal with a valid UK driving licence for up to six months, or on a valid International Driving Permit.
- Opportunities exist in many sectors, particularly:
 - Oil and gas
 - Power generation
 - Automotive/transport
 - Mining
 - Construction
 - Agriculture
 - Medical
 - Telecommunications
 - Insurance and pensions
 - I.T.

Welcome



Marco Forgone
Director General
Institute of Export &
International Trade

John F Kennedy once said that if more politicians knew poetry and more poets knew politics, the world would be a better place.

This ideal comes to mind when I think of Senegal. Senegal's first president was Leopold Sedar Senghor, also regarded as the country's best-known poet. Is it his legacy, this blend of poetry and politics, that has led to Senegal being one of the most peaceful countries in West Africa since independence in 1960?

Or is it something deeper in the country's culture and psyche that makes Senegal such a beacon of positive prosperity and a natural haven for investors? Whatever the cause, this is an excellent time to consider doing business with or in Senegal. The government is stable, and the economy is growing.

Although 50% of Senegal's economy remains focused on the primary sector - with fishing, agriculture and minerals all important exports - it is also home to a sophisticated and well-maintained infrastructure, including incredibly stable and surprisingly fast internet across the country.

It all adds up to making Senegal a great place to do business, but also a useful gateway into the region and the rest of Africa.

And now is a fabulous time to invest in Africa. The potential has always been there, but it is now backed up by some serious infrastructure and better economic organisation. The African Continental Free Trade Area (AfCFTA) is just one example of the changing dynamics for trade across the continent, bringing with it more investment and more opportunities.

At present most UK exports to Senegal by value are accounted for by just two products - refined oil and gas. Together they account for almost 60% of UK exports to Senegal. That tells me there are huge opportunities to tap into this rapidly maturing economy, with consumer and business demand rising across a wide range of sectors.

This guide is designed to help anyone with an interest in getting started doing business in Senegal, as well as being of value to those already active in the country. It is full of information on UK-Senegal trade, with all the facts, figures and insights you need.

I hope you find it useful.

Marco Forgione
Director General
Institute of Export & International Trade

Foreword



Juliette John
British Ambassador
to Senegal

Senegal is a country on the rise. A beacon of stability and democracy with a fast-moving economy, it offers a wealth of opportunities for UK exporters. Strong oil and gas production prospects mean that Senegal is expected to grow by 9.9% in 2024, and 5.2% in 2025.

The country is strategically located, has a well-qualified and young workforce and a significant industrial sector. It is one of the leading phosphate producers in the world, with other significant sectors including mining, agriculture, fishing and tourism. In addition, it recently signed a Just Energy Transition Partnership with the G7, worth \$2.5bn to support Senegal to reach 40% renewable energy by 2030.

Senegal is actively seeking British investment. Year-on-year export figures indicate an annual increase, at the time of writing, of 25% in the value of exports from the UK to Senegal, on top of a 50% increase the year before. However, the UK has just a 2.7% market share of trade with Senegal, a clear demonstration of the potential that remains untapped and the opportunities for UK businesses with ambition.

In 2000, the government of Senegal set up the National Agency for the Promotion of Investments and Major Works (APIX) to:

- Support foreign and national investors in the realisation of their Senegal projects
- Promote the economic image and attractiveness of Senegal as a destination
- Pilot improvement to the business environment
- Contribute to the national effort to upgrade infrastructure
- Provide quality services to investors
- Reform the business environment.

APIX has a one-stop-shop service bringing together all the competent authorities to offer

investors a simplified framework for business. This has proved an invaluable resource for many investors, simplifying a process that could otherwise be a stumbling block.

The economic partnership between Senegal and the UK has been growing rapidly in recent years. In January 2023, the first ever economic Memorandum of Understanding between the UK and Senegal was signed by Minister Andrew Mitchell. In July 2023, the UK was an institutional partner of the inaugural Invest in Senegal Forum, which succeeded in registering a total of FCFA 6394.5bn in financing and investment intentions, including FCFA 4820bn in direct investment pledges that will not generate additional debt for the state.

The UK is the largest foreign investor in Senegal's energy sector, and is very active in infrastructure, agriculture, mining and telecommunications. The UK is co-investor in the modern, deep water port of Ndayane, a US\$1.1bn project, and in the Grand Tortue gas project, a US\$5.5bn investment between Senegal and Mauritania.

UK Export Finance is actively investing in Senegal. In September 2021, the Government of Senegal and UK firm ASGC signed a £139m deal for the supply of firefighting equipment to the Ministry of Interior, with a direct lending facility granted by UKEF. There is a pipeline for another \$1bn of infrastructure projects.

The UK is hosting the second Africa Investment Summit in April 2024. This summit brings together key players from various African nations, including Senegal, to foster closer economic ties and showcase investment opportunities across the continent, further turbocharging collaboration between the UK and Africa, and mutual growth and development.

In the meantime, do not hesitate to reach out to my Department of Business and Trade team in Dakar for information and advice. Senegal is growing and changing fast. I hope you will see the opportunities that await you here. I look forward to saying "*Daleen ak jamm*" in Senegal.

Juliette John
British Ambassador to Senegal

*Monument of the African
Renaissance, Dakar*





UK Export Finance (UKEF): Who we are

UK Export Finance (UKEF) is the UK's export credit agency and a government department, strategically and operationally aligned with the Department for Business and Trade.

Our mission

We advance prosperity by ensuring no viable UK export fails for lack of finance or insurance, doing that sustainably and at no net cost to the taxpayer over time.

We help UK companies to...

 <p>Win export contracts by providing attractive financing terms to their buyers</p>	 <p>Fulfil export contracts by supporting working capital loans and contract bonds</p>	 <p>Get paid for export contracts by providing insurance against buyer default</p>
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How we do it

We fulfil our mission by providing insurance, guarantees and loans where the private sector will not, backed by the strength of the government's balance sheet.

Our work means that...

- more UK companies realise their ambitions for international growth
- more jobs in the UK are supported
- overall UK exports are higher.

We complement, rather than compete with, the private sector and work with around 100 private credit insurers and lenders. We help to make exports happen that otherwise might not, helping UK exporters and their supply chains grow their business overseas. In this way, we provide security of support through economic cycles and market disruptions.

You can check the current UKEF cover position for Senegal by visiting www.gov.uk/guidance/country-cover-policy-and-indicators#senegal

For future information about UKEF please go to www.ukexportfinance.gov.uk



Overview

Senegal is ideally located in the hub of West Africa, among member countries of ECOWAS (Economic Community of West African States). It recently enacted unprecedented reforms, headlined by the Plan for an Emerging Senegal, an economic and social development programme.

Being well aware of the need to attract inward investment and international trade, the government has been particularly focused on improving the environment for doing business.



Senegal is a stable democracy with an increasingly advanced infrastructure and ambitious plans for expanding private investment. It presents good trade and investment opportunities for UK firms. As well as encouraging trade in the country, it also positions itself as a gateway for companies looking for a foothold to serve the West African regional market.



The opening of the new Blaise Diagne International Airport in 2012, along with significant work on the highways, has helped improve transportation. There is a lot of construction work underway, including some innovative new business parks.



Plan for an Emerging Senegal has seen growth through economic reforms and private sector investment projects. With this plan, Senegal hopes to structurally transform its economy, improve its already strong macroeconomic performance and achieve emerging market status by 2035.



Senegal's major export industries include fish, gold, phosphates, horticulture products, cement, peanuts, and nut oil. Prior to the COVID-19 slowdown, tourism was important and is now showing a recovery.



The total UK market share of exports is just 2.7% and it is the UK's 97th largest export market, so there is much untapped potential across the country.



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Economic integration in West Africa



UK companies who are weighing up whether to begin exporting to Senegal may be concerned about a complex and difficult legal and economic environment. But these concerns should be consigned to the past.

Here we explore four important bodies that are an integral part of the integrated regulatory framework in West Africa that should give potential exporters the reassurance they need.

Badara Niang, Managing Partner, Deloitte Senegal, also offers his expert comment on these four critical bodies that help maintain West Africa's highly integrated regulatory framework, which allows investors to standardise access to the region's markets.

OHADA: Harmonization of business law

The Organization for the Harmonization of Business Law in Africa (OHADA) is an intergovernmental organization for legal integration, which brings together 17 African countries.

OHADA was created in a context of acute economic crisis and a drastic fall in the level of investment in Africa. Legal and judicial insecurity were identified as a major cause of investor distrust. OHADA was tasked with streamlining the legal environment in order to guarantee the legal and judicial security of economic activities, with a view to stimulating investment and creating new development in Africa.

OHADA has inarguably made this happen. The organization produces simple, up-to-date, harmonized and suitable business laws for its member states in order to facilitate business activities. The law is contained in Uniform Acts which, once adopted, apply equally in all Member States. Ten Uniform Acts have been adopted so far; this ensures that the harmonized law is applied with due diligence, under conditions that guarantee the legal security of economic activities.

Badara Niang: *Since 1998, the Organization for the Harmonization of Business Law in Africa (OHADA)¹ has set up a uniform framework applicable to business law. This framework goes beyond West Africa and its great interest for the international investor is to have the same business law rules on a large part of the continent (corporate law, solvency, accounting law, securities law, general commercial law, simplified collection procedures, arbitration law etc).*

In parallel, in order to harmonize jurisprudence, the OHADA area has set up a common court of justice and arbitration which plays the role of a Supreme Court for the OHADA member states in the harmonized matters of business law.

ECOWAS Common External Tariff (CET)

Considered one of the pillars of the African economic community, ECOWAS was set up to foster the ideal of collective self-sufficiency for its member states. As a trading union, it was also designed to create a single, large trading bloc through economic cooperation.

ECOWAS's principal objective is the harmonization and co-ordination of national policies and the promotion of integration programmes, projects and activities - particularly in food, agriculture, natural resources, industry, transport and communications, energy, trade, money and finance, taxation, economic reform policies, human resources, education, information, culture, science, technology, services, health, tourism and legal matters.

Badara Niang: *The Economic Community of West African States (ECOWAS)² has a common trade policy towards third countries. Thus, any import of goods to an ECOWAS country is subject to the same customs nomenclature with five tariff bands as follows:*

- *First band: Social goods subject to 0% customs duty*
- *Second band: Raw materials, capital goods, essential goods, and specific inputs subject to 5% duty*
- *Third band: Inputs and intermediate products subject to 10% duty*
- *Fourth band: Final consumer goods subject to 20% duty*
- *Fifth band: Specific goods for economic development subject to 35% duty.*

The advantage of the CET is that it prevents door taxes from being a discriminating factor between countries in the West African economic space.

1 Benin, Burkina Faso, Cameroon, Central African Republic, Comoros, Congo, Cote d'Ivoire, Gabon, Guinea, Guinea Bissau, Equatorial Guinea, Mali, Niger, Democratic Republic of Congo, Senegal, Chad, Togo.

2 Benin, Burkina Faso, Cabo Verde, Cote d'Ivoire, The Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone, and Togo.



ECOWAS Trade Liberalization Scheme (ETLS)

The ETLS is a trade instrument aimed at encouraging duty free trade among ECOWAS member states. The objective of the ETLS is to liberalize trade by abolishing customs duties levied on imports and exports and the elimination of non-tariff barriers among member states, leading to the establishment of a free trade area at the community level.

The ETLS is a trade instrument aimed at encouraging duty free trade among ECOWAS member states. The objective of the ETLS is to liberalize trade by abolishing customs duties levied on imports and exports and the elimination of non-tariff barriers among member states, leading to the establishment of a free trade area at the community level.

ETLS is designed to ensure the free movement of goods, capital and persons and the rights of residence and establishment.

Badara Niang: *The ECOWAS Trade Liberalization Scheme is the main tool for promoting a free trade area in West Africa. It allows products originating in the zone to circulate freely between member countries without paying customs duties. To qualify for admission into the ETLS, products must originate from the ECOWAS region, with products being entirely obtained on the Community territory, or in the manufacture of which the constituent elements entirely originating from the same zone represent more than 60% of the product.*



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West African Economic and Monetary Union (WAEMU)³

The West African Economic and Monetary Union (WAEMU – also known as UEMOA) is designed to create a harmonized and integrated economic space in West Africa, within which is a total freedom of movement of people, capital, goods, services and production.

The Union aims to reinforce the economic and financial competitiveness of the member states and create a common market between member states by having a common external tariff.

Badara Niang: *In coexistence with ECOWAS, WAEMU, which includes all the French-speaking countries of West Africa plus Guinea Bissau (and excluding Guinea Conakry and Mauritania), has a more complete integration model. Indeed, in addition to the CET, WAEMU has uniform banking rules with a common central bank, a single currency and uniform exchange rate regulations.*

3. Benin, Burkina Faso, Cote d'Ivoire, Mali, Niger, Senegal, Guinea Bissau and Togo. In addition, WAEMU has adopted a treaty on the avoidance of double taxation and against tax evasion.

The team



Badara Niang, Managing Partner, Deloitte Senegal

Badara Niang has over 25 years' experience, including 23 years of tax advisory services, of which eight were in-house in a London-based FTSE 100 company. He is Deloitte's lead tax partner for the French-speaking area of West Africa and Managing Partner of the Senegal Office. He has particular expertise in: power and utilities; FMCG; tax structuring; due diligence – transaction; and high level stakeholder engagement.

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Dicko Selly, Partner, Audit & Assurance Services

Dicko Selly supervises a team of 48 professionals across a range of specialisms, calling on her 20 years' experience in auditing and consulting in a wide variety of sectors including banking, insurance, TMT, mining, energy, industry and services in West Africa. She is Head of the National Committee for Internship Regulation and Control for ONECCA, the Senegalese Board of Chartered Accountants, and is a member of the Senegalese National Council for Credit.

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El Hadji Malick Gueye, Partner, Leader Risk Advisory Services

El Hadji Malick Gueye leads the risk advisory business line at Deloitte Senegal. He has led numerous projects in the financial sector for both conventional banks and digital financial services, which have resulted in strengthening of their internal control systems and cybersecurity. A former Mandela Washington Fellow, he has been trained to navigate complex multicultural environments with astute leadership.

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Abdou Khadre Mboup, Partner, Tax Advisory Services

Abdou Khadre has over 12 years' experience providing tax and legal advisory services to major multinational organisations operating in West Africa. He has particular expertise in the Energy sector, including mining and power, with a great knowledge of the Greater Tortue Ahmeyim project, the first integrated oil and gas field in West Africa.

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Tafsir Ibnou Ndoeye, Partner, Audit & Assurance Services

Tafsir I Ndoeye has over 20 years' experience providing audit and consulting services to small and large public and private companies across a range of industries and sectors. Including experience working within the United Nations, he has developed an unwavering focus on risk, to the benefit of clients.

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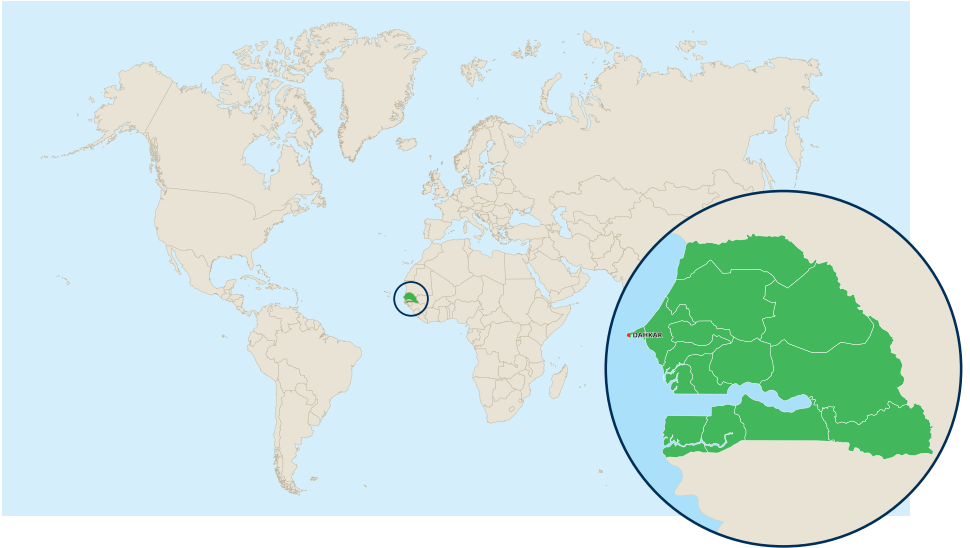
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*Downtown
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Geography and politics



Senegal is located on the extreme western tip of Africa. This strategic geographical location places Senegal on the border of investment and trade opportunities in the broader West Africa region. It is an important gateway for African countries exporting to markets in Europe, Asia and the Americas.

Senegal is a stable country and religiously tolerant. Africa's first democratic elections were held there in the year 2000 and the country remains a multi-party system and has a free press.

The Plan for an Emerging Senegal transformed the country in the second half of the last decade, with those positive changes continuing to the present day. New roads, new cities, a new airport, new energy infrastructure and better connections have all helped develop the country at some speed, while business and industry have experienced remarkable growth.

Senegal is a member of a number of regional and international organisations, including the important West African Economic and Monetary Union (WAEMU), an organisation that falls under the auspices of ECOWAS (Economic Community of West African States), which itself was established to promote the free movement of goods among the 15 member countries.

The duties Senegal performs for the African Union through NEPAD (New Partnership for the Economic Development of Africa) have led it to represent the continent in various EU-Africa, China-Africa and India-Africa summits, as well as at the G7 and G20 summits.

In addition, President Macky Sall is actively engaged in ensuring the stability of the West-African sub-region (in Mali, Burkina Faso, Guinea-Bissau and elsewhere).

In 2015, Senegal was elected as a non-permanent member of the UN Security Council for a two-year term. On the international stage, Senegal is a UN Member State and was elected to the Presidency of the United Nations Human Rights Council with 188 of 193 available votes, making Senegal a major player in the international community.

In February 2022, President Sall was elected President-in-Office of the African Union for the 2022-2023 term, marking a first for Senegal since the creation of the African Union in 2002.

Senegal has developed strong democratic institutions since gaining independence in 1960. Free and fair elections in 2012 brought President Sall to power and consolidated Senegal's role as an example of democracy following the 12-year tenure of Abdoulaye Wade. Results of the July 2022 legislative elections were split between the ruling and opposition parties and conducted under transparent and peaceful conditions, according to international observers.

One of the most significant recent construction projects to be completed was the Trans-Gambian Bridge. This bridge over the Gambia River had been a political point of contention since the 1950s, but was finally financed and completed in 2019. The river had prevented easy movement of people from the main portion of Senegal, which lies north of The Gambia, to its southern province of Casamance which is south of the river. Travellers had previously used a ferry crossing but delays of 10–20 days waiting for a ferry were not uncommon.

Another important infrastructure project, especially for those looking to export to the country, is the new, modern Blaise Diagne International Airport, located 27 miles east of Dakar. This replaced the previous airport, which had become too small. Major airlines from across the world fly in and out of the airport daily, including to and from the UK.

The Port of Dakar is the hub for most of the country's import and export of goods and is integral to the continued growth of the economy. The third-largest port in West Africa, its location on the extreme western point of the continent makes it a natural port of call for shipping companies. It handles over 22 million tonnes of goods a year.

Houda

Cabinet
d'Avocats
et Associés

“

Established in 1977, we have been part of the evolution of the legal landscape in Senegal. We are perfectly placed to ensure that UK companies in particular are aware of all the legal requirements of exporting to Senegal, and our longstanding experience in the market helps us understand our clients' needs and anticipate potential hurdles.”



Houda Law Firm – helping you navigate the legal landscape

UK companies seeking to create a new export market in Senegal will of course have to navigate a new legal and regulatory landscape. It is critical that those companies choose a trusted partner with considerable experience in the country, who can guide them smoothly through the journey.

Houda is a leading, full-service law firm based in Dakar, Senegal and since 1977 it has been advising overseas companies in every aspect of working with Senegal. The firm:

- Has extensive experience in establishing foreign companies
- Has extensive experience providing counsel, legal assistance and litigation representation in court
- Assists clients including private companies and individuals with all their legal needs; private company clients include both local and overseas companies, investment funds and credit brokers.
- Is always ahead of the game regarding any legal or regulatory changes, so we can anticipate and take action on any potential issues or benefits for UK clients.
- Walks UK companies through the difference in legal cultures between the UK and Senegal to ensure effective communication and complete support through any legal queries.



“

We have a team of diverse lawyers from common law and civil law backgrounds that are uniquely able to understand the importance of communicating with our UK clients in terms that are understandable, easily applied and coherent.”

The team



Khaled Abou El Houda

The firm is managed by the managing partner **Khaled Abou El Houda** and by partners **El Hadji Daouda Seck** and **Malick Lo**.

Khaled Abou El Houda is an excellent business law practitioner who has developed a solid and recognised expertise in the areas of banking, finance, restructuring, mergers and acquisitions, financing of large infrastructure projects, energy, oil and gas and mining.



El Hadji Daouda Seck

The firm has a staff of 61 people, half of whom are highly qualified and specialised lawyers and legal advisers. We benefit from the experience of senior lawyers registered at foreign bars and practising as legal counsels in Senegal and Côte d'Ivoire.

The firm has worked with clients in Africa (Senegal, Ivory Coast, Mali, Guinea-Conakry, Guinea-Bissau, Burkina Faso, Benin, Niger, Togo), Europe (United Kingdom, France, Spain, Italy, Switzerland, Netherlands), North America (United States, Canada), Asia (India, United Arab Emirates, China) and Australia.



Malick Lo

“We are deeply convinced that law is a structuring element in business as it contributes to its growth through organization and adaptation to its technical and social developments.”

Khaled Abou El Houda

Mission

Our mission is to support our clients in all stages of development in Africa, including:

- **Legal and tax structuring** for investment projects
- **Legal assistance** in negotiations with national & foreign authorities
- **Support** in the practical aspects of the project
- **Representation** before administrative & judicial authorities.

Services

- Legal advice & assistance
- Franchise agreements
- Mergers & acquisitions
- Alternative dispute resolution
- Legal & social due diligence
- Commercial & company contacts
- Tax
- Labour law
- OHADA law
- Restructuring
- Investment funds
- Company formation

Sectors

- General business
- Mining, Oil & Gas
- Agriculture
- Energy & Infrastructure
- Banking, Finance & Industry
- Real estate
- Tourism
- Health & Education
- Transport, automobile & aviation
- New technology of information & communication



Certifications and references

- The firm is ranked as a 2023 leading Senegalese firm for general business law by Chambers and Partners Global
- The firm is ranked as a 2023 leading Senegalese firm for general business law by Legal 500
- Rated in 2022 as a rising star by the International Finance Law Review
- Featured in African Law and Business 2022 special report on investment in Africa, based on its competence in providing legal support and counsel in litigation in Senegal and throughout WAEMU
- Recognized as a mining expert in Who's Who Legal 2023
- Exclusive contributor of "Doing Business in Senegal" for Legal 500 EMEA 2023.



Houda

Cabinet
d'Avocats
et Associés

Providing legal assistance, expertise
in community law and a perfect knowledge
of local markets in Senegal.

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- ▶ We are a **world leading** professional body that equips individuals and organisations to take advantage of **international trade**.
- ▶ As a **key partner** of national governments and international organisations, **we deliver** programmes that help drive trade, employment and **growth**.

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Senegalese traditional fisherman



Know the economy

The COVID-19 pandemic and ongoing conflict in Ukraine have had an impact on Senegal, leading to sustained high fiscal deficits and debt levels and slowing GDP growth. But Senegal's response has helped to mitigate the impact and the Plan for an Emerging Senegal is providing the bedrock for economic transformation.

Services remain the main contributor to GDP, and the primary sector (agriculture, in particular) the most dynamic engine of growth.

Senegal was the 111th largest economy in 2022, in terms of GDP, but the International Monetary Fund (IMF) has said the country's growth prospects are strong. Edward Gemayel, IMF Mission Chief for Senegal, has said the country has strong prospects, reinforced by the production of oil and gas, which will give the economy a boost for the next few years. Growth is projected to accelerate to 10.6% in 2024 and 7.4% in 2025, with non-hydrocarbon growth expected to reach 6%.

Additional revenues from oil and gas exports will be set aside, in line with the new fiscal rule adopted, to ensure public spending can be sustained in the future, as the country transitions to renewables.

Inflation hit a multi-decade high of 9.7% in 2022, driven largely by the surge in food prices, but has since eased to around 9% and is projected to fall to around 5% by the end of 2023.

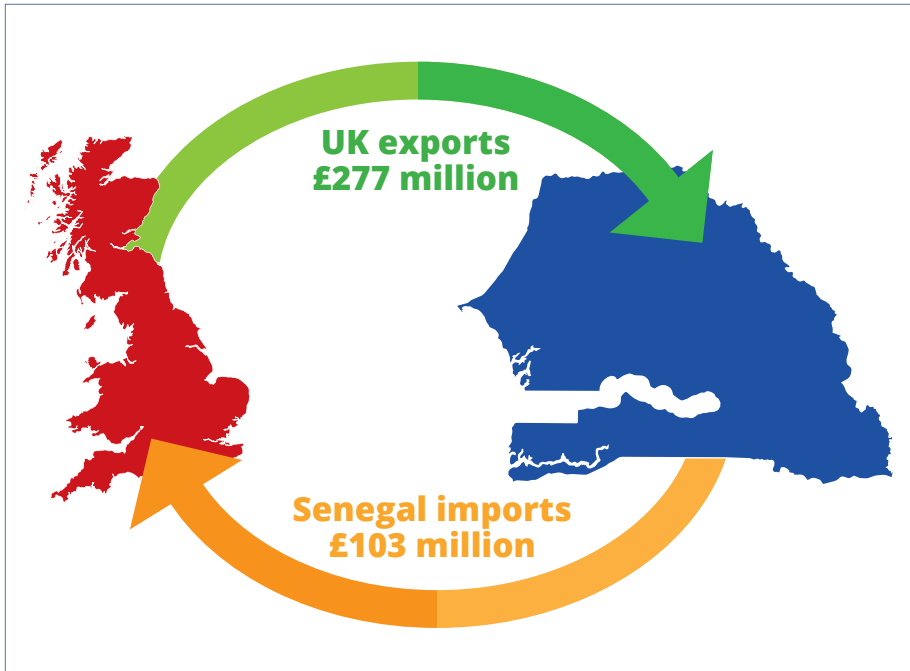


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Senegal and the UK

The total trade in goods and services (exports plus imports) between the UK and Senegal was £380m in the four quarters to the end of Q4 2022, an increase of 25.0% or £76m in current prices from the four quarters to the end of Q4 2021. Of this £380m:

- **Total UK exports to Senegal** amounted to £277m in the four quarters to the end of Q4 2022 (an increase of 24.2% or £54m in current prices, compared to the four quarters to the end of Q4 2021); this makes Senegal 97th ranked out of all UK's trading partners.
- **Total UK imports from Senegal** amounted to £103m in the four quarters to the end of Q4 2022 (an increase of 27.2% or £22m in current prices, compared to the four quarters to the end of Q4 2021).



Economic data and projections for Senegal ^{4 5}

The following table presents economic statistics for Senegal. Projections include assumptions of the effects of COVID-19 and may be subject to change in the future. Estimated data, as well as projections up to 2028, are presented in italics and are subject to revision.

Year	2020	2021	2022	2023	2024	2025	2026	2027	2028
TRADE GROWTH									
Change in exports	-12.0	18.0	-12.4	18.6	21.8	-1.1	0.3	-0.2	7.1
CURRENT ACCOUNT									
Current account balance (% of GDP)	-10.9	-13.6	-16.0	-10.4	-4.6	-4.6	-5.1	-5.3	-4.6
GDP									
Change in real GDP (%)	1.3	6.1	4.7	8.3	10.6	4.8	5.1	5.0	6.5
GDP per capita (1,000 \$USD)	1.5	1.6	1.6	1.7	1.9	1.9	1.9	1.9	2.1
GDP PPP (Int'l \$billion)	58.7	65.1	72.9	82.0	92.7	99.1	106.1	113.3	123.0
INFLATION									
Inflation, year average (CPI %)	2.5	2.2	9.7	5.0	2.0	2.0	2.0	2.0	-10.3
POPULATION									
Population (million)	16.7	17.2	17.7	18.2	18.7	19.2	19.7	20.2	20.8
INVESTMENT-SAVINGS									
Total investment (% of GDP)	35.2	37.8	43.0	40.8	36.5	34.9	33.9	34.0	33.0
Gross national savings (% of GDP)	24.3	24.2	27.0	30.4	31.9	30.2	28.8	28.7	28.4
BUDGET DEFICIT-DEBT									
General government net lending/borrowing (% of GDP)	-6.4	-6.3	-6.1	-4.9	-4.0	-3.0	-3.0	-3.0	-3.0
General government gross debt (% of GDP)	69.2	73.2	75.0	73.1	69.9	69.3	69.0	69.0	65.0

Senegal was the 111th largest economy in 2022, in terms of gross domestic product (GDP). The UK was the 6th largest economy in 2022⁶.

⁴ International Monetary Fund (IMF) provide economic commentary in their World Economic Outlook reports. The latest data presented here can be found in the World Economic Database, April 2023.

⁵ Projections and estimates are given in italics. More information for each metric and each partner, as well as historic data pre-2020, can be found on the IMF website.

⁶ GDP ranking based on values in current prices (nominal terms) in \$USD. Some GDP values for partners are based on estimates which may influence the rankings when revised.



Adobe | 644451861

Distribution

Distribution occurs both by modern and traditional systems. Lebanese, Turkish, and Chinese merchants play an important role in the import-export business, along with local traders specialising in wholesale and retail distribution of consumer goods. A Chinese immigrant community is making headway in Dakar's street markets, selling inexpensive consumer goods. More formal distribution channels, such as shopping centres are beginning to spring up in Dakar. A dynamic informal sector engages roughly 80% of the workforce and carries out a sizable portion of domestic trade.

Telecommunications

Senegal has a relatively advanced telecommunications infrastructure with approximately 17.5 million mobile phone accounts and 338,000 landlines in a population of 17.2 million. Mobile phone penetration, defined as the ratio of SIM cards to the total population, reached 114% in 2020, while individual internet use was 43% in 2020.

*Overview of Dakar from
the observation deck*



00001 96703368



Challenges and issues

In Senegal, geopolitical tensions represent the biggest challenges, as they do in many countries. Russia's invasion of Ukraine curtailed the availability of wheat and refined oil products. Russia is Senegal's leading supplier of wheat (51%) and refined oil products (14%), putting upward pressure on consumer prices, which the government has ameliorated with energy subsidies and food price stabilisation measures.

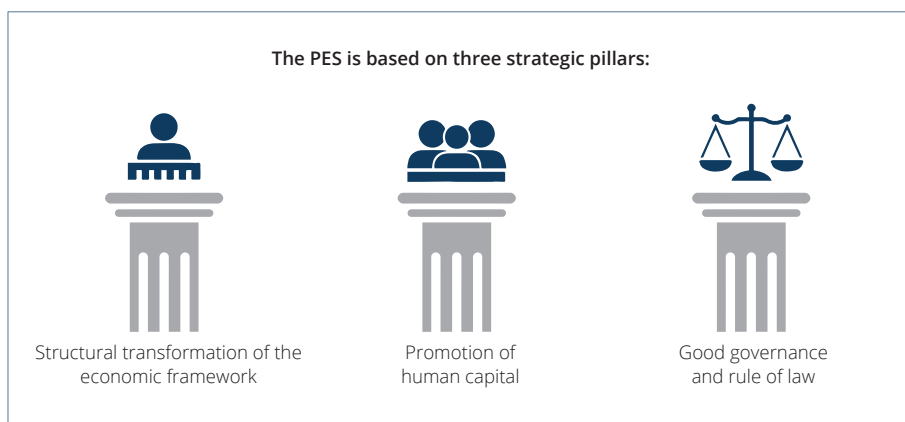
Additionally, while Senegal is a beacon of stability, there have been recent tensions in the region. These have grown in Niger, in particular, but also Burkina Faso, Mali and Nigeria. The ECOWAS bloc, of which Senegal is a member, is playing an active role in trying to restore constitutional order in Niger.

Finally, within Senegal, there is a significant informal economy that some commentators believe creates a heavier tax burden on the legitimate companies that do pay tax. At the same time, the government is making significant progress in broadening its tax base. Similar improvement is being made on historically slow bureaucracy and legal systems.

Plan for an Emerging Senegal

It is important to understand one programme at the heart of Senegal's economic development: the Plan for an Emerging Senegal (PES).

The PES is the policy framework aimed at getting Senegal onto the road to development by 2035. The challenge is to bring populations out of poverty by offering the means of autonomy to every Senegalese man and woman through effective inclusion into the economic fabric.



Bringing about a structural transformation of the economy by strengthening current drivers of growth and developing new sectors that can create wealth, jobs, and social inclusion, with a strong power of attraction for export and investments.

Promoting human capital through a significant improvement of people's living conditions and a more sustained fight against social inequalities, while preserving the resource base and fostering the emergence of viable territories.

Enabling good governance to strengthen security and stability, protect rights and liberties, consolidate the rule of law and create a setting more conducive to social peace.

Through the converging and cumulative effects of these three strategic priorities, the government has begun, with considerable success, to establish the conditions needed for the emergence of a new Senegal.

*The Great Mosque,
Touba*



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Huge growth for OLEA Senegal

OLEA Senegal has been a major success story. In just the past three years, the company has engaged 250 new clients, ranging from very small to very large businesses and has recruited 25 new team members to ensure those clients remain delighted with the service they receive.

Those new team members, alongside their existing colleagues, are a crucial part of OLEA's success. The company places a huge premium on meeting the needs of its clients in highly collaborative partnerships, and it is this approach that has so appealed to Senegalese clients. The company is pleased to say it has ten female employees in an industry where women are traditionally under-represented and this number is set to grow.

While OLEA services a broad range of clients across many sectors and will continue to do so, it does have innovative digital tools that enables it to assist clients with more specialized needs, for example those with fleets of vehicles or employee health.

The company's health extranet gives its clients the ability to track and manage their employees' health insurance contracts in real time, from any location in the world. It also enables businesses to track and assess the development of their employees' health plans in real time.

Regarding vehicles, OLEA's customers may declare and manage claims, as well as control the entry and exit of vehicles from the fleet, with only a few clicks thanks to the company's vehicle extranet.



OLEA Senegal Managing Director

In 2011, Cédric de Zélicourt began working for Marsh in Paris as a Junior Account Manager for the Key Accounts division for 2.5 years. From 2013 to 2015, he served as a Volunteer for International Experience (VIE) in Gras Savoye Ghana as an Account Manager and later as a Business Development Manager.

Before joining the OLEA holding company in Paris in 2017, he continued his career as an Account Executive for French companies with large operations in Africa.

Cédric de Zélicourt
Managing Director
OLEA Senegal

Cédric has been OLEA Senegal's Managing Director since the end of 2019.





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Passports, visas and other travel information

If you are visiting Senegal, your passport should be valid for six months from the date you arrive. You don't need a visa to travel to Senegal. If you intend to stay in Senegal for longer than three months, you'll need to register with the local authorities in order to obtain a 'Carte d'étranger'. You should do this after your arrival in Senegal.

You will need evidence of return or onward travel and you may be refused entry if you don't have it.

You will need to meet yellow fever certificate requirements. Check whether you need a yellow fever certificate by visiting the [TravelHealthPro](#) website.

There is currently no restriction on travel between regions, and authorisation is not needed to travel between regions.

Currency

The currency in Senegal is the CFA franc, also sometimes written as XOF. Avoid exchanging large quantities of CFA francs for foreign currency anywhere other than reputable exchange bureaus. ATMs are widespread and reliable in Dakar, but banking facilities are sparse in the rest of the country. Credit cards are accepted in larger establishments that cater for tourists. Commission is often added for their use.





Be aware

Pick pocketing, bag snatching and low-level street crime are common in Dakar, particularly around Place de l'Indépendance, the central area of the Plateau and the Western Corniche, as well as Gorée Island. Be vigilant and take sensible precautions. Be cautious when changing cash given the risk of false money circulating.

If you're expecting someone to collect you at the airport, make sure they properly identify themselves before you set off. Officials wear uniforms and have a visible airport pass.

Demonstrations about political issues occur frequently and are likely to increase in the build up to presidential elections.

You should be vigilant when travelling in Casamance, the region south of The Gambia, although there is a lower level of risk in the main tourist areas of the Casamance.

These are warnings only and most visits to Senegal are peaceful and free of trouble.

Tax and customs: the practicalities

Senegal is a member of the West African Economic and Monetary Union (WAEMU) as well as the Economic Community of West African States (ECOWAS). Through these organisations, Senegal has adopted broad economic, import, customs, tariffs, and export regulations. Senegal abides by the ECOWAS Common External Tariff (CET) with a special import tax (TCI) on selected food products whose prices drop below a certain threshold.

In March 2018, Senegal signed the African Continental Free Trade Area agreement (AfCFTA), a step toward a continent-wide liberalised market for goods and services. The AfCFTA entered into force in May 2019, and as of July 2021, 40 countries out of 54 signatory countries have ratified the agreement, including Senegal. Negotiations for full implementation of the AfCFTA are ongoing.

Customs duties and import tariffs

- Customs duties are 0%, 5%, 10%, or 20%, depending on the nature of the goods.
- Statistical import charge is 1%.
- Community solidarity levy is 0.8%.
- Economic Community of West African States (ECOWAS) levy is 0.5% (only applicable to products originating from non-ECOWAS countries).
- Senegalese Shippers Council (COSEC) royalty is 0.4% (only applicable on importation by sea).
- A 1.5% levy for the Customs Modernisation Program was introduced by the 2022 Finance Act. It is applicable to the customs value of eligible goods, excluding those placed under customs and tax regimes promoting investment.
- A 0.5% levy is added to the fees due for commercial operations carried out outside legally prescribed hours and for customs computer services. It is applicable to the customs value of eligible goods, excluding those placed under customs and tax regimes promoting investment.

Excise taxes

- Beverages: 50% for beverages containing alcohol, plus an additional tax ranging from FCFA 2,000 to FCFA 6,000 per litre; 5% for sparkling beverages and juices.

- Tobacco: 65%
- Coffee: 5%
- Tea: 5%
- Private cars: 10%
- Cosmetic products: 15%
- Oil products (rates per nature and per hectolitre):
 - FCFA 21,665 for super-petrol.
 - FCFA 19,847 for conventional petrol.
 - FCFA 3,856 for petrol for the use of pirogues.
 - FCFA 10,395 for diesel.
- Plastic bags:
 - For bags with contents:
 - Produced in Senegal:
 - 0.5% of the transfer price of products contained in bags with a volume of less than 20 litres or a weight of less than 25 kg.
 - 0.3% of the transfer price of products contained in bags with a volume of more than 20 litres and weight of more than 25 kg.
 - Imported into Senegal:
 - 0.6% of the customs value of products contained in bags with a volume of less than 20 litres or a weight of less than 25 kg.
 - 0.8% of the customs value of products contained in bags with a volume of less than 20 litres or a weight of more than 25 kg.
 - For bags without contents:
 - Produced in Senegal:
 - 1.5% of the transfer price.
 - Imported into Senegal:
 - 2.5% of the customs value.
- Fats and charcuterie: 15% for butter, milk, cream, and substitutes or mixtures containing butter or cream, regardless of the proportions of the mixture; 10% for charcuterie and other fats.
- Textile products: 5%.

Value-added tax (VAT)

- Subject to certain exclusions, most commercial operations are subject to 18% VAT.
- VAT on tourism activities is 10%.
- A 17% special tax on financial activities (mainly banking, money transfers, interest, premiums and other remunerations received on loans, keeping of bank accounts or equivalent, financial intermediation, and change operations) is applicable instead of VAT.
- VAT returns must be filed monthly.

Other taxes

There are also further taxes and obligations to be aware of, including:

- stamp and registration duties
- payroll taxes
- employer tax
- social security contributions
- retirement contributions
- medical coverage
- local economic contribution
- telecommunication use and access
- vehicles
- insurance companies
- insurance contracts
- sampling of consignments of petroleum products and hydrocarbon stores from foreign-flagged vessels
- Industrial Energy Tax

*Correct as at August 2023. Information from <https://www.trade.gov/country-commercial-guides/senegal-customs-regulations> and [pwc.com](https://www.pwc.com)



Safety and security

There are protests from time to time in Senegal, especially near government buildings. Elections tend to see more protests, so be aware of this, especially in Dakar and other major cities. Protestors sometimes block major roads and can become violent.

Armed bandits and separatist groups operate in the Casamance region and there are landmines in the area, especially near the Guinea-Bissau border. The risk is lower in the cities of Cap Skirring and Ziguinchor.

Take extra care in large crowds to avoid pickpockets and bag snatches. In Dakar, the most common areas for petty crime are: in the restaurant district of La Petite Corniche, along the Corniche d'Ouest, at the Leopold Senghor International Airport, around Place de l'Indépendance, and the central area of the Plateau.

The rainy season is July to September. Flooding may happen, which makes some roads hard to travel.

Malaria is a serious risk to travellers in Senegal, as are dengue fever and other tropical diseases, especially during the rainy season. There is a risk of Zika.

Every traveller should take out appropriate travel insurance and at least eight weeks before your trip, check the latest country-specific health advice from the National Travel Health Network and Centre (NaTHNaC). This gives specific information on vaccine recommendations, any current health risks and further information on staying healthy.



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*National Park
Niokolo Koba*

Sector-specific opportunities in Senegal

Top sectors with potential for UK companies include the oil and gas sector; power generation systems and equipment; gas-to-power systems and equipment; automobiles/trucks and automotive parts; aircraft; construction equipment; agricultural equipment; medical equipment, accessories, and services; telecommunications equipment; software; data management systems; and computers and peripherals.

Major offshore oil and gas discoveries will soon put Senegal on the world map of oil and gas producing countries. First gas is expected in late 2023 from the Grand Tortue Anaheim (GTA) offshore gas field, straddling the border with Mauritania.

The GTA field, operated by bp, contains an estimated 25 trillion cubic feet of natural gas, and Senegal has plans to become a major LNG hub. The Sangomar oil field near Dakar, operated by Woodside (Australia), is also expected to produce first oil in 2023. Senegal is seeking to replace existing heavy fuel oil and diesel-run powerplants with natural gas (initially imported LNG, eventually from local sources).

Major infrastructure projects include the development of a new city in Diamniadio near Dakar, healthcare and hospital upgrades, toll road development, dam construction on the Senegal River, electrical power lines and distribution upgrades, fibre optic cable landings and extensions and carrier-neutral datacentres. Construction activities fuel demand for construction equipment, with particularly strong demand for reconditioned equipment.

Key commercial opportunities in the agricultural sector include farming equipment, expanded irrigation systems, post-harvest crop handling systems and storage and silo facilities.

Know the landscape

The top five goods by commodity exported from the UK to Senegal in the four quarters to the end of Q4 2022 were:



- 33 - Refined oil (£105.7m - 43.1% of UK goods exported to Senegal)
- 34 - Gas (£39.5m - 16.1%)



- 28 - Metal ores & scrap (£9.9m - 4.0%)
- 67 - Iron & steel (£7.8m - 3.2%)
- 78K - Road vehicles other than cars (capital) (£5.4m - 2.2%)

The top 10 goods imported from the world by Senegal in 2021 were:



- 27 - Mineral fuels or oils, products of their distillation USD\$2.5bn - 25.3%
- 84 - Machinery and mechanical appliances USD\$0.9bn - 9.1%
- 10 - Cereals USD\$0.9bn - 8.9%



- 85 - Electrical machinery and equipment USD\$0.6bn - 5.8%
- 87 - Vehicles other than railway or tramway stock USD\$0.5bn - 5.6%



- 72 - Iron and steel USD\$0.4bn - 4.3%
- 30 - Pharmaceutical products USD\$0.3bn - 3.5%
- 39 - Plastics and articles thereof USD\$0.3bn - 3.3%
- 73 - Articles of iron or steel USD\$0.3bn - 3.1%
- 19 - Preparations of cereals etc. USD\$0.2bn - 2.4%

The top five services imported from the world by Senegal in 2021 were:



- Other business services USD\$1199m - 39.3%
- Transport USD\$1089m - 35.7%
- Construction USD\$346m - 11.3%



- Insurance and pension services USD\$129 m - 4.2%
- Telecommunications, computer, and information services USD\$113m - 3.7%



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*Traditional wooden fishing
boat in Djiffer*



Franchising

Senegal offers excellent potential for franchising, in part due to the emergence of a growing middle-class population concentrated in Dakar. Franchises in food distribution, clothing, dry cleaning, and car servicing - mostly French brands - have opened in Dakar.

Until now, US franchises have had limited presence in Senegal, except for Hertz and Avis. But major US restaurant franchises have begun to explore opportunities in Senegal, as part of a broader expansion in sub-Saharan Africa. KFC has a presence in Dakar. But high entry costs, limited market size and supply chain challenges have impeded the full development of the sector.

Another notable challenge is limited access to finance, which translates into a relatively small pool of entrepreneurs and companies with the ability to absorb the costs of master licences for popular international brands. A group of these entrepreneurs have now created a franchise association to develop the sector and attract international franchises.





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Getting started

Senegal's government has taken significant steps to improve the country's business environment, with a particular focus on making it easier to start and operate a business.

The government says that investors are now able to:

- Register a company in 48 hours
- Complete an import or export operation in 10 days
- Make a transfer of ownership in 50 days
- Get a building permit online in 40 days
- Make an online return and a tax payment
- Benefit from the abolition of the requirement of share capital for the creation of a company
- Benefit from the creation of commercial courts
- Benefit from the digitisation of all procedures related to company operations.



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Know the culture

Senegal is 95% Muslim and religiously tolerant. The official languages of Senegal are French and Wolof. Additional local languages are also spoken. English is not widely spoken. Anyone seeking to visit Senegal for market research should consider deploying French-speaking staff and/or hiring an interpreter.

The Senegalese like to do business in person as much as possible. For most sectors, there are no laws requiring the retention of a local agent or distributor when exporting to Senegal, although retaining an experienced agent or distributor who understands Senegal's business environment is likely to be highly beneficial when entering the market.

Senegal's business customs are similar to those of France. Expect a high level of sophistication among Senegalese businesspeople. The official business attire is a suit and tie, even during the hottest months of the year.

The Senegalese people are very welcoming to foreigners and typically invite them to share their Senegalese culture.

Local laws reflect the fact that Senegal is a predominantly Muslim country and it's important to respect local traditions, customs, laws and religions at all times. Be aware of your actions, especially during the holy month of Ramadan or if you intend to visit religious sites or areas.

You should dress and behave modestly in public outside the main tourist areas. Bars and restaurants usually serve alcoholic drinks, but drunkenness is considered offensive, and penalties for drink driving are severe.

Penalties for possession, use or trafficking of illegal drugs are severe. Homosexual activity is illegal and not tolerated in Senegal's conservative society.



*Daily life in
Saint Louis*

Transport

Air

Dakar's Blaise Diagne International Airport (DSS) is Senegal's main airport. Almost 30 airlines operate out of Blaise Diagne. Dakar is linked to numerous African cities by air, and there are daily flights to many of Europe's major cities.

Port

Dakar has one of the largest deep-water seaports along the West African coast. Its deep-draft structure and 640-foot wide access channel allow round-the-clock access to the port. Current infrastructure includes tanker vessel loading and unloading terminals, a container terminal with a storage capacity of 3,000 20-foot-equivalent units, a cereals and fishing port, a dedicated phosphate terminal, and a privately-run ship repair facility. Additionally, a new port concession at Ndayane was granted to Dubai Ports World.





Road

You can drive in Senegal with a valid UK driving licence for up to six months, or on a valid International Driving Permit. If you're staying longer or living in Senegal, you'll need to get a Senegalese driving licence. While some main roads are of good quality, other roads can be poor, especially during the rainy season from June to September. Driving standards are also unpredictable.

Taxis are cheap and readily available everywhere in Dakar; it is customary to negotiate the fare. For travel outside Dakar, public transportation is available but often unreliable and uncomfortable. Senegal has yet to open its market for Uber-type ride-sharing solutions.

Dakar serves as Senegal's hub for most economic activity and contains the largest consumer market, with 90% of its manufacturing base and 22% of the country's population. Almost all goods entering Senegal transit through the Port of Dakar and are distributed, mainly by truck, to interior areas of Senegal and to the neighbouring landlocked country of Mali.



*Port of
Dakar*

Adobe | 431253116



Investing in Senegal, its businesses, its people and its future

bp entered Senegal in 2017, following the discovery of a gas field which straddles the maritime border of Mauritania and Senegal. Since then, the company has committed to playing its part in the transformation of the region's energy system, and supporting the local communities where we operate.

Through construction activities related to the Greater Tortue Ahmeyim (GTA) project, bp has already generated over 3,000 local jobs and engaged over 300 local companies in Mauritania and Senegal. bp's ambition is to build a multi-decade, successful partnership with the governments of Senegal and Mauritania and along with its partners, has recently agreed a concept for the next stage of the project, GTA Phase 2.

As well as building a successful energy hub in the region, bp also aims to bring benefits from its operations to the wider economy in Senegal by sourcing locally, where local suppliers meet industry standards; developing the people and workforce of Senegal; delivering important social and economic benefits within local communities; and supporting sustainable development in line with bp's Net Zero aims and commitment to the development of low carbon energy.

In July 2021, the GTA project was granted the status of 'National Project of Strategic Importance' by the Presidents of Mauritania and Senegal. This important recognition shows the commitment of the host governments and the significance of the project to both countries.

The GTA Project in detail

In Mauritania and Senegal, bp and its partners - Société Mauritanienne des Hydrocarbures (SMH), Société des Pétroles du Sénégal (PETROSEN) and Kosmos Energy - are developing the GTA project, an innovative offshore project and multibillion-dollar investment to establish the basin as a world class gas province and major Liquid Natural Gas (LNG) Hub. The project will produce natural gas and convert it to LNG for delivery to the markets.

The field is located 120km offshore in a water depth of 2,850m, one of the deepest subsea infrastructures in Africa. It is set to produce around 2.3 million tonnes of LNG per year, enough to support production for over 20 years.

The GTA Project aims to export gas from wells to an FPSO (floating production storage and offloading unit) approximately 40km offshore, where the gas will be processed before being moved to floating LNG facilities moored to the Hub 10km offshore. Here the gas is stored and then sent to market.

The FPSO is the processing facility through which all the field's gas will pass to be cleaned and dried prior to being exported to bp's LNG facility for liquification. When operational, the FPSO will process around 500 million standard cubic feet of gas per day.

The majority of the gas will be liquefied by the FLNG (floating liquidized natural gas cooling unit) facilities, enabling export to international markets, while some is allocated to help meet growing demand in the two host countries.

Having reached more than 89% completion as of the end of June 2023, teams are working hard to ensure a smooth hook-up and integration, and start-up to bring all the pieces together into one single mega-project.





Commitment to the future

Phase 1 of GTA

is the first step in establishing the basin as a world class gas province and major LNG Hub.

bp and partners confirmed

in February 2023 the development concept for the second phase of the GTA project, which they will take forward to the next stage of evaluation.

Beyond GTA phase 1,

bp is committed to exploring future growth opportunities in the region. As well as progressing options for GTA phase 2, discussions are also underway to determine future pathways for the Senegalese national gas to power project, Yakaar Teranga, and the BirAllah gas resource in Mauritania.





Engaging the local economy in world-class operations

bp measures success in many different ways, not least in the enduring transformation of its host communities. The company has been working hand-in-hand with both Mauritania's and Senegal's national governments and in local communities to ensure positive change is cemented into the economy, local businesses and the local workforce.

The company's dedication to local workforce development sees bp supporting 47 national apprentice technicians from Mauritania and Senegal. On a multi-year training programme in preparation to work offshore, helping to build a strong talent pipeline, create jobs and supply chain opportunities, and benefit local communities. The apprentice technicians have been seconded to a range of bp operating regions to gain hands-on experience. Their focus is on operational excellence to ensure safe, compliant, and best-in-class project delivery.

Once these apprentice technicians have finished the programme, they will bring their knowledge and experience from around the world back home to Mauritania and Senegal as they are deployed to work as qualified technicians on GTA phase 1.



Creating opportunities for long term development

There is a major social investment strategy aligned to the GTA, whose purpose is to provide positive benefits through sustainable socio-economic development for the communities in the project-affected areas in Mauritania and Senegal. For bp, this is as integral to the project as any other part because the company wants to leave a positive mark on every part of the community.

The region of St Louis in Senegal is the focus for a multimillion-dollar social investment programme from bp. It covers these areas:

- **Community health** – strengthening the access and quality of health services and increasing community health awareness. At the St Louis hospital, bp has renovated the maternity unit, which now also has two new operating rooms and separate recovery rooms and resuscitation rooms, as well as modern equipment. The maternity ward is expected to host 10,000 consultations and 5,000 deliveries per year. bp also supports a mobile clinic to operate in remote areas around St Louis and Gandiol. In the first half of 2023, over 1,000 patients benefitted from this service.
- **Economic development** – contributing to the development of the local communities. bp initiated a local cereal processing project, creating numerous jobs and opportunities for women in the community. bp is also supporting local economic development by investing in areas such as fishing, women's cooperatives, micro-finance, and business skills training.
- **Education** – strengthening the access and quality of primary and secondary education. bp has created education projects, starting in 2019, to improve the access and quality of the education services in primary and secondary schools in Langue de Barbarie and Gandiol. These projects strengthen community involvement in school management and broaden education outreach through a mobile education programme that provides classes in Arabic and French, and which has seen more students, especially girls, enrolled in schools.
- **Environment** – increasing environmental awareness access to water, sustainable use of resources, marine biodiversity research and conservation. bp has helped create easy access to water for many communities.

Learn more about bp's work in Senegal at bp.com/en_sn/senegal/home.html




Mauritania and Senegal

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African prosperity
together by
re-imagining energy



*Aerial view
of Dakar*



Help and Support

Index of key organisations



Conseil National du Patronat du Sénégal (CNP)

Mr. Baidy Agne, President
+221-33 869 656 Cnp@Orange.sn cnp.sn
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Conseil National des Entreprises du Senegal (CNES)

Mr. Mor Talla Kane, Permanent Secretary
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CNES is the second largest business association. CNES members include companies in the informal sector.



British Embassy

gov.uk/world/organisations/british-embassy-dakar
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UK Export Finance

ukexportfinance.gov.uk



APIX Senegal

investinsenegal.com

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