



## **Developments in Senegal**

Several important specific economic developments in the maritime, agricultural and energy sectors in Senegal present opportunities for cooperation between Dutch and Senegalese companies and governmental actors.

Firstly, Senegal is strategically located on the crossroads of global shipping routes and regional trucking routes. The country therefore has the potential to serve as a vital link for global and regional trade. An important development is the decision to build a completely new port of Dakar in Bargny, 45 km. south of Dakar, as to largely replace the current, aging and congested port. The Senegalese government has asked the Netherlands for support in important issues such as the dredging and port development in the Casamance region and a coastal breach near St. Louis. Furthermore, there are concrete plans for port development in St. Louis and Casamance. This large potential for cooperation hasn't sufficiently been brought to the attention of the Dutch maritime sector.

Further, a large part of the population is dependent on agricultural production for subsistence. At the same time, a large part of food products is imported and a lot of the production does not reach the market due to logistic barriers. Peanuts, sugarcane, and cotton are important cash crops, and a wide variety of fruits and vegetables are grown for local and export markets. In the Netherlands there is a lot of expertise and technology on conservation, certification, transport of agricultural products, that the Dutch private sector could export to Senegal of which the sector is not yet well aware. Also opportunities for import of agricultural products from Senegal are not yet well known among Dutch importers. Also a market study has been performed, which provides detailed insights of the present opportunities for Dutch companies, knowledge institutes and governmental actors. There is potential for the Embassy to support the sector to produce for the local, regional and international market, i.e. by supporting companies to produce for the local and international market, promoting private investment in logistical services and quality in Senegal (conservation, certification, transport), and supporting Senegalese companies to (prepare) to export to the Netherlands, Europe and West Africa, facilitating the modernization of the agricultural sector and facilitating business contacts.

The energy sector in Senegal is relatively small. Energy is a costly matter. More than half of the energy sources are from biomass. There is potential for the development of renewable energy. Also, recent discoveries of substantial offshore oil and gas reserves have been found in Senegalese waters and on the border with Mauritania (incl. the largest gas reserve of West Africa). The business day will contribute to further making Dutch companies and other actors aware of these discoveries and the opportunities they present.

Senegal is a stable, democratic country, it is a diverse country with good weather and beautiful beaches, and is not far from the Netherlands or other European countries. Nevertheless Senegal is not a well-known tourist destination.

Furthermore, the tourism industry still has much room for development. With the (awaited) opening of a new airport which is closer to tourist destinations, this might be stimulated. Given the difficult political situation in several more traditional tourist destinations, Dutch tourists are looking into alternative destinations. The business day will contribute to highlighting this potential.

### **Developments in Guinea**

The largest potential on the Guinean market are found in the maritime and agricultural sector. 95% of Guinean trade is dependent on maritime transport, although port capacity is limited. The infrastructure of the primary port of Conakry has aged, it has insufficient capacity and only a limited range of ships can reach the port, limiting economic activity and raising prices. There is large potential for the development of the port, dredging in/near the ports, ship construction, maritime transport and logistics. The Embassy foresees a task to facilitate, for example, business opportunities for Dutch companies, supporting infrastructure development, carrying out maritime studies, facilitating business contacts, and supporting main maritime institutions.

Furthermore, Guinea is the 'water tower' of Western Africa, although there is a large potential to improve river management in the 23 river basins. Only 450 of the 6250 km. of rivers is navigable. The Guinean government has strongly advocated improving electricity supply through water power. There is potential for cooperation in the field of water management, river basin management, dredging and river transportation. There is room for, inter alia, facilitating business contacts, studies and infrastructure development. During the business day, these opportunities will be presented to interested Dutch parties.

In the agricultural sector, Guinea has 6.2 mln. hectares of arable land. Up to now only 25% of this is being used. There is limited use of irrigation systems. Livestock breeding is mostly focused on cattle and poultry. Different regions of Guinea present different possibilities. The largest potential has the region of Guinea-Maritime. Here most cash-crops are grown: bananas, pineapples, mangos and avocados. Most of the fishery activity also takes place here. It is closest to Conakry as well, and thereby the best accessible region (as road infrastructure in Guinea is challenging). The Embassy foresees, inter alia, a task in promoting investment/export/import by Dutch companies and supporting Guinean companies to (prepare) to export to the Netherlands and Europe, facilitating the modernization of the agricultural and fishery sector and facilitating business contacts. The Dutch participants to the business day will receive an insight in this potential.

### **Developments in Cabo Verde**

In the field of renewable energy, the government of Cabo Verde wants to replace a significant part of its energy fuel based by renewable energy in the coming years. Hence, there is room for development in this market and Electra, the agency responsible of energy distribution, would be willing to work directly with companies bringing competitive offers. The Embassy could use its network and available instruments to support Cabo Verde in reaching its energy mix targets.

Among other initiatives, the business day will facilitate information of these opportunities and further contact between Dutch companies, knowledge institutes and governmental actors and local authorities with regard to renewable energy projects.

Tourism is the most important source of income for Cabo Verde. The country's objectives are challenging and include diversification and integrating the tourist economy with the local economy. The Embassy aims at supporting the government of Cabo Verde to promote its touristic destinations and develop its touristic services. The business day will highlight the potential of, for example, collaborating with Cabo Verde to identify diversification opportunities in the sector and promoting Dutch private investment in this field and promoting Cabo Verde as a tourist destination.

The tourism industry represents a market of yearly 60 million euros, being spent on consumption goods on the islands of Sal and Boa Vista only. Local agricultural production needs to modernize as to be capable of serving this market. Developing the sector is, hence, one of the priorities of country. Most consumer goods are currently imported. The business day will facilitate this, inter alia, by facilitating the connection between Dutch private actors willing to invest in the country and the local investment agency CVI.

As far as the maritime sector is concerned, Cabo Verde works on various projects, among them the purchase of tug boats and the construction of a cruise terminal (both supported by ORIO). Other opportunities might present themselves as a result of the development of a project that would connect several Cabo Verdean islands, including smaller ones. Dutch expertise and partnership with experienced companies is highly expected by authorities and professionals of Cabo Verde in this regard. In the field of maritime security and fishery, Dutch expertise could also play a more important role. This in part of the study carried out by Amilcar Monteiro, who will be able to present this during the business day.

On the 12th of January 2016, a similar activity was organized in cooperation with Atlantico Business Development. The approximately 50 companies that participated received information on the most relevant developments in Senegal, Cabo Verde and Guinea. The good participation shows that there is a particular interest from the private sector.

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