



INVESTORS' GUIDE
INVEST
— IN CÔTE D'IVOIRE —



This English version of the “Investors’ Guide” is a translation from the original in French and shall serve as an informative reference only. In case of a discrepancy, the French original prevails.

INVESTORS' GUIDE

INVEST

— IN CÔTE D'IVOIRE —

PREFACE



The most dynamic economy in West Africa, Côte d'Ivoire has been showing sustained socio-economic development for years and investors have been flocking to the country.

To achieve these results, the Ivorian government has built its strategy around the National Development Plans [NDP 2012-2015 and 2016-2020]. One of the main axes of these plans is the implementation of policies to attract domestic and foreign private investment, by providing Côte d'Ivoire with a highly competitive business environment.

Thus, the country has managed to attract major national and international investors, thanks to a plethora of measures to facilitate private investment. These reforms have given Côte d'Ivoire an exemplary rise in the "Doing Business" ranking, enabling it to gain more than fifty points between 2012 and 2019, moving from 177th place to 122nd place.

Economic forecasts for the coming years are optimistic, and the energetic growth is increasingly coming from public and private investment in infrastructure, energy, mining and agro-processing, as well as from industrial expansion.

The government is striving for a structural transformation of the main development levers in order to consolidating a competitive market economy

and strengthen the private sector, the real engine of economic growth.

The Program for Employment and Promotion of SMEs in Côte d'Ivoire, which operates under the brand name "Invest for Job", whose expected results are perfectly in line with the Government's policy on the development of SMEs and the search for inclusive growth, comes at the right time.

It gives the German Cooperation a dynamic lever and a reality-driven mechanism to better direct its projects and its collaboration with national actors involved.

In order to facilitate investors' entry into the Ivorian and West African market, a consolidation of useful and necessary information in this "Investors' Guide" seems relevant.

This document is a coherent set of information and contacts, designed to :

- [1] guide companies on their investment journey in a market that is still unfamiliar to them,
- [2] answer potential questions and concerns,
- [3] advise entrepreneurs on the most effective way to do business in Côte d'Ivoire.

This guide aims to help companies better understand

the Ivorian market and properly utilize the country's various investment promotion mechanisms.

The Chamber of Commerce and Industry of Côte d'Ivoire is pleased to participate in this work as a partner and is committed to making its full contribution to achieving the objectives.

"Chances & Challenges: An Investor's Guide to Côte d'Ivoire" was developed based on a collaboration between the CCI and two international cooperation programs implemented by GIZ, Invest for Jobs and Global Business Network (GBN). The printed version is also available as an interactive online version at www.reaci.ci.

Touré Faman

President

Chamber of Commerce and Industry of Côte d'Ivoire



PREFACE



In the last decade, Côte d'Ivoire has been able to regain its dynamism that made it a regional engine, a real economic engine that benefited all the surrounding countries. Whether on an economic, political or cultural level, progress has been remarkable.

The country now offers all the facets of a professional and efficient business center, as well as a pleasant place to live that is also appreciated by families.

Economic growth remains strong and future forecast is among the most optimistic indicators in Africa and the rest of the world.

The business environment has changed dramatically, and the government remains focused on its continuous improvement in order to position itself among the most dynamic emerging economies in the world.

A strengthening of the health and education systems and a persistent effort to develop infrastructure accompany the gradual modernization of state administration and the improvement of economic performance. This should ultimately contribute to the country's harmonious and sustainable development.

Ivorian companies continue to modernize their production infrastructure and are increasingly investing in the development of new products and

services. They are investing in the recruitment and training of a competent workforce and are continuing their international expansion.

The West African region, meanwhile, has also experienced positive development and is becoming increasingly attractive to investors. With its harbor infrastructure, airports, roads and railroads, Côte d'Ivoire has been chosen by many world-class investors as an ideal regional base, from which to cover other West African markets.

In short, Côte d'Ivoire has today once again become the gateway to markets in West Africa.

Here are ten good reasons to invest in Côte d'Ivoire:

- 1. Sustained economic dynamics
- 2. Continuous progress in the "Doing Business" ranking (World Bank)
- 3. Ease of business creation
- 4. Advice, support and relief for investors
- 5. Well-developed economic infrastructure
- 6. Highly modern communication infrastructure
- 7. Good availability of skilled labor, at competitive costs
- 8. Hub of trade and regional development
- 9. Renaissance of the higher education sector and research and development
- 10. A comfortable and pleasant place to live

Marc Levesque

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Invest for Jobs (Côte d'Ivoire)



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LIST OF ABBREVIATIONS

225invest	One-stop portal for investor services in Côte d'Ivoire
ADR	Alternative dispute resolution
AEX	Export authorisation
AFD	French Development Agency
AfDB	African Development Bank
AfreximBank	African Export-Import Bank
AGEDI	Industrial Infrastructure Management and Development Agency
AGEPE	Agency for Employment Studies and Promotion
AIRP	Ivorian Pharmaceutical Regulatory Authority
AMD	District maintenance workshop
ANAGED	National Waste Management Agency
ANARE-CI	Côte d'Ivoire National Electricity Sector Regulatory Authority
ANASUR	National Urban Sanitation Agency
APBEF-CI	Côte d'Ivoire Professional Association of Banks and Financial Institutions
API	Pre-import authorisation
ATI	African Trade Insurance Agency
AU	African Union
BCEAO	Central Bank of West African States
BDV	Brussels Definition of Value
BEPS	Base erosion and profit shifting
BIC	Credit Information Office

BIT	Bilateral investment treaty
BOAD	West African Development Bank
BRT	Bus rapid transit
BRVM	Regional Stock Exchange in Abidjan
C2D	Debt reduction and development contract project
CACI	Court of Arbitration of Côte d'Ivoire
CAG	Guinea Chamber of Arbitration
CATO	Togo Court of Arbitration
CCA	Cotton and Cashew Council
CCBCI	Belgian Chamber of Commerce in Côte d'Ivoire
CCIAD	Dakar Chamber of Commerce, Industry and Agriculture
CCI-CI	Côte d'Ivoire Chamber of Commerce and Industry
CCIFCI	French Chamber of Commerce and Industry in Côte d'Ivoire
CCILCI	Lebanese Chamber of Commerce and Industry in Côte d'Ivoire
CCJA	Common Court of Justice and Arbitration
CEPICI	Côte d'Ivoire Investment Promotion Centre
CET	Common External Tariff
CGI	General Tax Code
CGRAE	Civil Service Retirement Fund
CHU	University hospital
CIE	Compagnie Ivoirienne d'Electricité (Ivorian electricity company)

LIST OF ABBREVIATIONS

CIF	Cost, insurance and freight
CNAM	National Health Insurance Fund
CNPS	National Social Insurance Fund
CNTS	National Blood Transfusion Centre
CPSAM	Centre for Motorised Agricultural Services
CREMM	Regional equipment and maintenance centre
CU	Planning permission
DAD	Directorate of Sanitation and Drainage
DCA	Turnover levy
DDU	Urban Planning Office
DEG	Deutsche Investitions- und Entwicklungsgesellschaft mbH
DFE	Taxpayer registration
DGCE	Directorate General of Foreign Trade
DGD	Côte d'Ivoire Customs Authority
DGI	Côte d'Ivoire Tax Authority
DIEM	Directorate of Infrastructure, Equipment and Maintenance
DNFS	National Dialogue on Health Financing
DNSV or DSV	[Notarised] share subscription and payment declaration
DPIC	Directorate of Industrial Production and Competitiveness
DVL	Business premises levy
DVT	Virtual business transaction file

EBID	ECOWAS Bank for Investment and Development
ECOWAS	Economic Community of West African States
EE	Energy efficiency
ESPC	Primary health care facility
ETLS	ECOWAS Trade Liberalisation Scheme
EU	European Union
EUROCHAM CI	European Chamber of Commerce in Côte d'Ivoire
FAO	United Nations Food and Agriculture Organization
FDI	Foreign direct investment
FFPSU	Fund for Financing Urban Health Programmes
FINEX	Directorate of International Finance
FOB	Free on board
FONAME	National Fund for Energy Efficiency
GBN	Global Business Network (programme implemented by GIZ)
GDP	Gross domestic product
GICAM	Cameroon Employers' Group
GIE	Economic interest grouping
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit
GNP	Gross national product
GUCE	Single Window for Foreign Trade
GUPC	Single Window for Building Permits

LIST OF ABBREVIATIONS

HDI	Human Development Index
IBRD	International Bank for Reconstruction and Development
ICC	International Chamber of Commerce (Paris)
ICCO	International Cocoa Organization
ICIEC	Islamic Corporation for the Insurance of Investment and Export Credit
ICSID	International Centre for Settlement of Investment Disputes
ICT	Information and communication technology
IDU	Unique identifier for registered businesses
IFC	International Finance Corporation
IFS	International Financial Statistics
IGR	Personal income tax
IMF	International Monetary Fund
INDC	Intended Nationally Determined Contribution
IRVM	Dividend withholding tax
KfW	Kreditanstalt für Wiederaufbau (German investment bank)
LID	Living income differential
LNSP	National Public Health Laboratory
MRI	Magnetic resonance imaging
MW	Megawatt
NDP	National Development Plan
NPSP	New Public Health Pharmacy

OAPI	African Intellectual Property Organization
OEC	Observatory of Economic Complexity
OECD	Organisation for Economic Co-operation and Development
OHADA	Organization for the Harmonization of Business Law in Africa
OIPI	Côte d'Ivoire Intellectual Property Office
ONAD	National Office of Sanitation and Drainage
ONEP	National Office of Drinking Water
PANEE	National Energy Efficiency Action Plan
PANER	National Renewable Energy Action Plan
PCT	Patent Cooperation Treaty
PNCFS	National Health Financing Coordination Platform
PNDLBC	National Programme for the Distribution of Free Energy-Saving Lightbulbs
PNDS	National Health Development Plan
PNIA	National Agricultural Investment Programme
PPCA	Cashew Value Chain Competitiveness Project
PREMU	Project to strengthen the water supply in urban areas
PRMN	Restructuring and Upgrade of Industries
ProCEM	Promotion of a Climate-friendly Electricity Market in the ECOWAS Region (project implemented by GIZ)
ProFERE	Vocational training in the sector of renewable energies and energy efficiency (project implemented by GIZ)
PRONER	National Rural Electrification Programme
PRSSE	Health Systems Strengthening and Epidemic Preparedness project

LIST OF ABBREVIATIONS

RE	Renewable energy
RFCV	Final Classification and Valuation Report
RGPH	General Population and Housing Census
RISE	Regulatory Indicators for Sustainable Energy
RL	Rental value
RNI	Ordinary tax regime
RSI	Simplified tax regime
SA	Public limited company
SARA	International Agriculture and Livestock Exhibition (Abidjan)
SARL	Private limited company
SAS	Simplified public limited company
SCS	Limited partnership
SDAD	Abidjan District Sanitation and Drainage Master Plan
SME	Small and medium-sized enterprise
SMIG	Guaranteed minimum wage
SNC	General partnership
SODECI	Société de Distribution d'Eau de la Côte d'Ivoire (Ivorian water company)
TC2	Container Terminal 2
TOB	Tax on bank transactions
TPC	WAEMU Community Preferential Tax Scheme
TSE	Special tax for equipment

UAA	OHADA Uniform Act on Arbitration Law
UHC	Universal health coverage
UN	United Nations
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
VAT	Value added tax
VET	Topographic map extract
VOC	Conformity assessment programme
WAEMU	West African Economic and Monetary Union
WAMU	West African Monetary Union
WCO	World Customs Organization
WEEE	Waste electrical and electronic equipment
WEF	World Economic Forum
WHO	World Health Organization
WIPO	World Intellectual Property Organization
WTO	World Trade Organization
ZBTIC	Biotechnology and ICT free zone

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I

**CÔTE D'IVOIRE, A STRATEGIC
INVESTMENT DESTINATION**

INVEST
IN CÔTE D'IVOIRE



I

A

OVERVIEW
OF CÔTE D'IVOIRE





A | OVERVIEW OF CÔTE D'IVOIRE

1. OVERALL ENVIRONMENT

1.1. General information

Geographic characteristics

Côte d'Ivoire covers an area of 322,462 km² in the heart of West Africa. It is situated on the Atlantic Coast and is bordered by Mali and Burkina Faso to the north, Ghana to the east and Guinea and Liberia to the west. The official language is French and the official currency is the CFA franc (XOF), which is pegged to the euro: EUR 1 = XOF 655.957.

The official capital is Yamoussoukro, located in the centre of the country, and Abidjan is the economic capital. These two cities are part of two autonomous districts, and the rest of the country is divided into 12 districts, which are further divided into 31 regions.

Côte d'Ivoire's geographic location means that it has a mix of an equatorial and a tropical climate, varying according to the region, and an average temperature of 30 °C. It is an agricultural country and the world's leading cocoa producer. It also produces coffee, cotton, sugar cane, cashew nuts, tropical fruits, etc.



YAMOUSSOUKRO
ABIDJAN

CÔTE D'IVOIRE

Surface : 322.462 km²

Official language : french

Official currency : CFA Franc

Politics and government

Côte d'Ivoire is a republic with a presidential system of government and a multi-party political system in which the president is the head of state. The president of the republic has executive power and appoints the vice-president and the prime minister. When forming the government, ministers are proposed by the prime minister and appointed by the president.

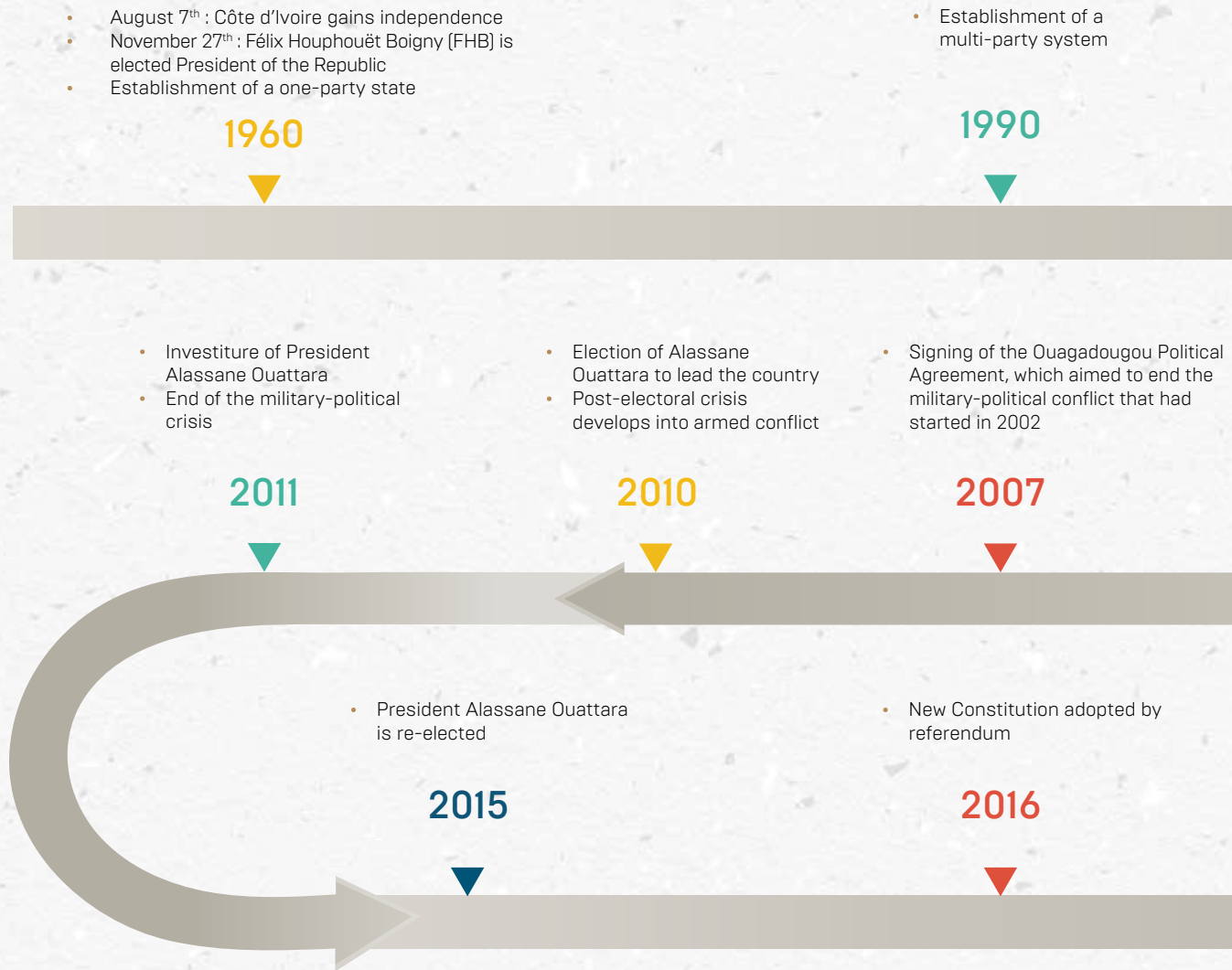
Following the adoption of the new constitution in 2016, legislative power is shared between the National Assembly (255 seats) and the Senate (99 seats).

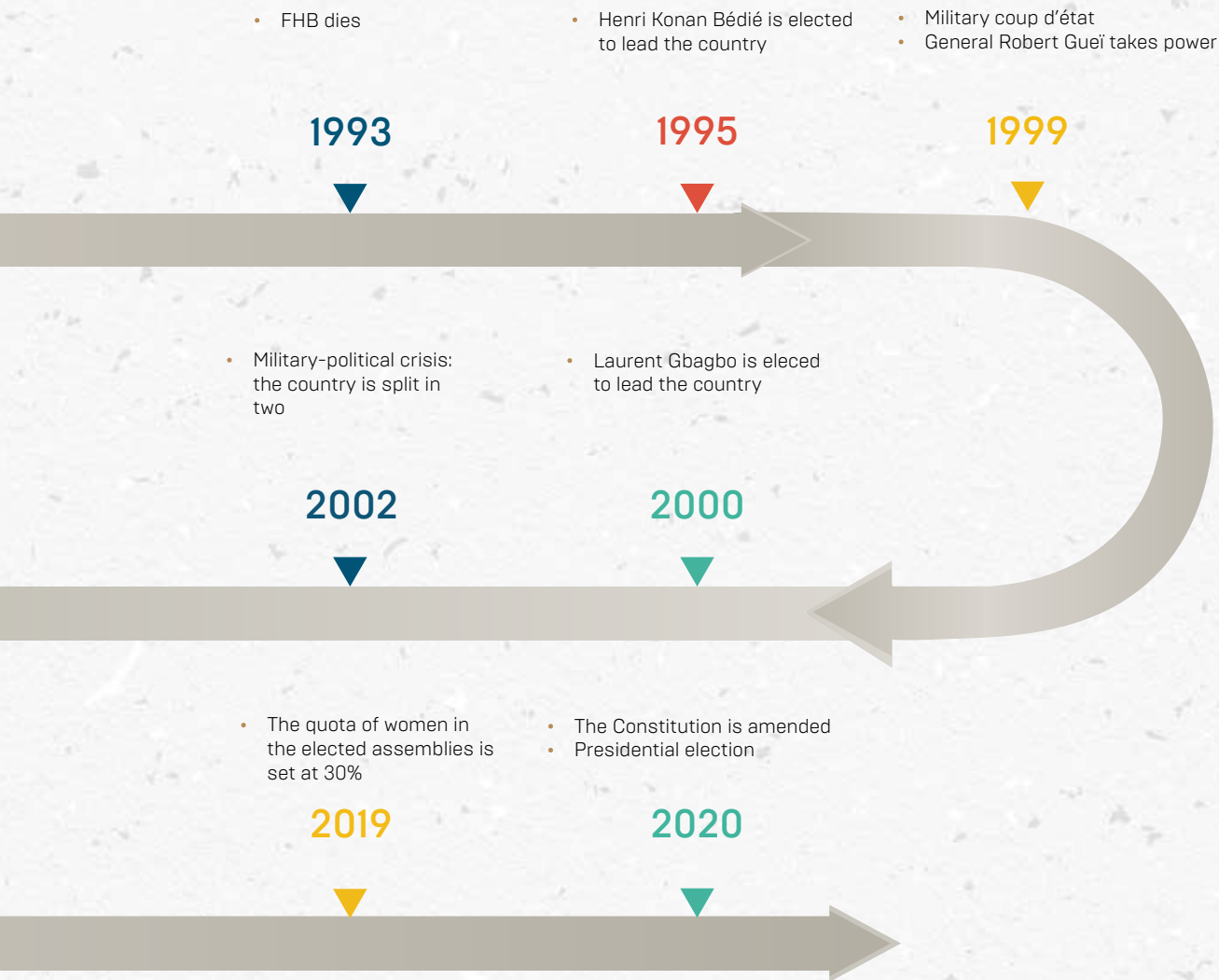
The main political parties are:

- Rally of Houphouëtists for Democracy and Peace (RHDP), the ruling party;
- Ivorian Popular Front (FPI);
- Democratic Party of Côte d'Ivoire (PDCI).

Figure 1.

Key events in Ivorian politics from 2011 to 2020





AFTER THE CRISIS OF 2011, THE POLITICAL CLIMATE IN CÔTE D'IVOIRE IMPROVED SIGNIFICANTLY.

On the Mo Ibrahim Index of African Governance (IIAG), Côte d'Ivoire was ranked in 22nd place in 2018, a significant jump up from 44th place in 2012 and one of the sharpest climbs ever seen in this ranking.

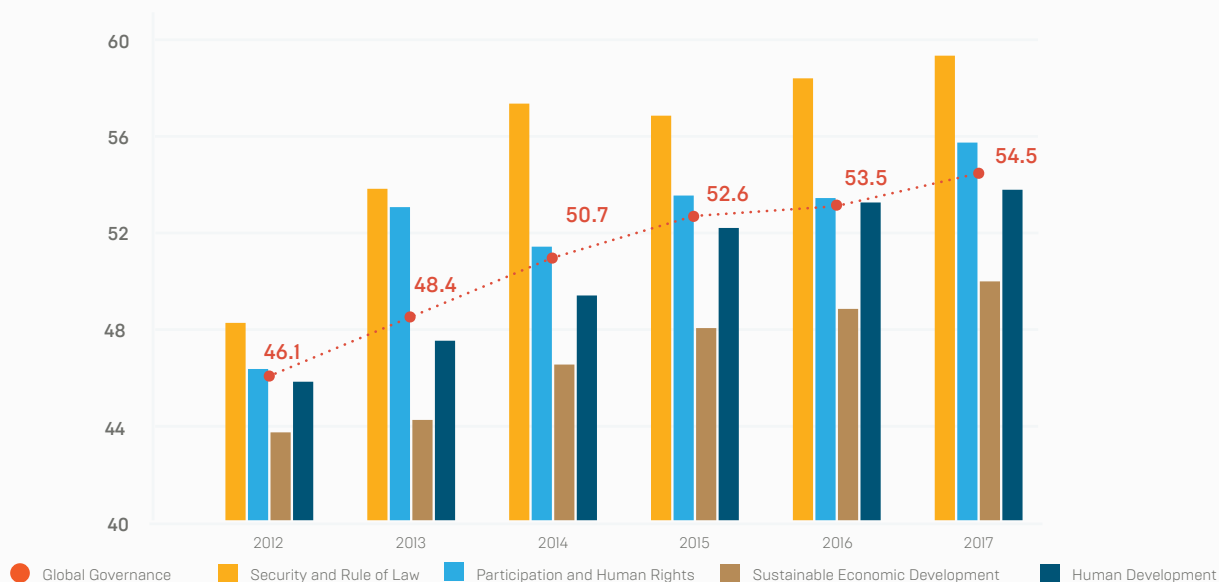
The index is calculated taking into account four criteria:

- security and rule of law;
- participation and human rights;
- sustainable economic development;
- human development.

The increase in Côte d'Ivoire's score on the index indicates a clear improvement in governance.

Figure 2.

Development of the Ibrahim Index of African Governance: Côte d'Ivoire, Global governance and the four criteria



Source: Mo Ibrahim Foundation data portal

Population

25.716 millions

INHABITANTS

Côte d'Ivoire has a population of 25.7 million inhabitants (2019), which is growing at an average rate of 2.6% a year.

4.7

LIVE BIRTHS PER WOMAN

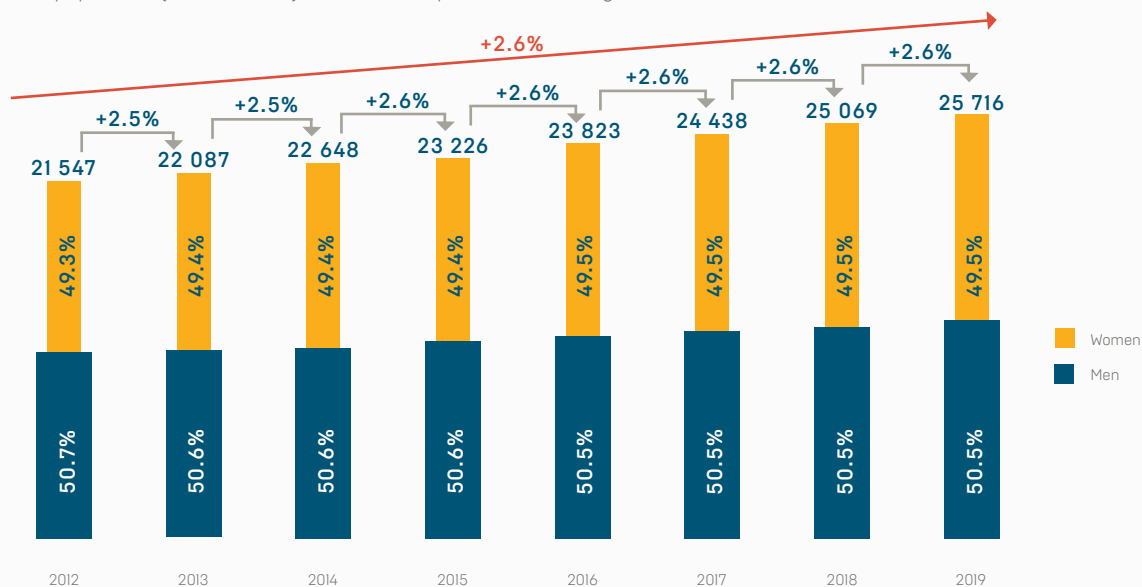
The fertility rate is 4.7 live births per woman (2017).

Like the rest of the continent, Côte d'Ivoire is experiencing rapid urbanisation, with 51.2% of the population living in urban areas in 2019, compared with 48.2% in 2012.

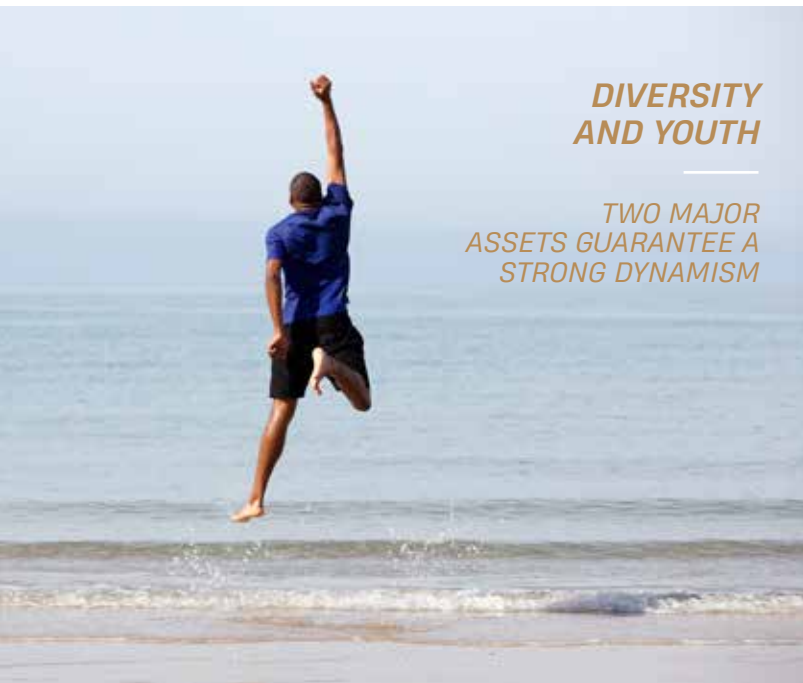
Abidjan is home to around 20% of the country's inhabitants, and the city faces numerous challenges arising from urbanisation with a population density of 11,155 inhabitants/km² compared with an average of 80.9 inhabitants/km² in the rest of the country.

Figure 3.

Côte d'Ivoire population (in thousands), distribution by sex and annual growth rate



Source : World population prospects, United Nations



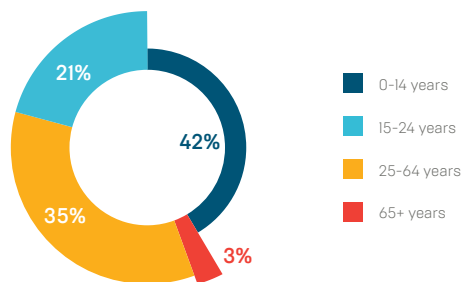
**DIVERSITY
AND YOUTH**

*TWO MAJOR
ASSETS GUARANTEE A
STRONG DYNAMISM*

Only 3% of the population are over the age of 65, and more than 60% are under 25 (Figure 4). The stream of young people entering the labour market means that the working population and the available workforce are constantly growing.

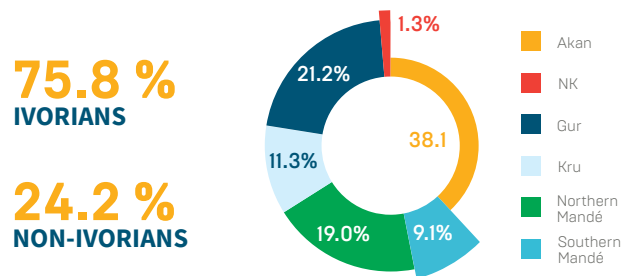
Côte d'Ivoire is a very cosmopolitan country, with foreigners, mostly from other West African countries, accounting for more than 25% of its inhabitants. According to the country's 2014 General Population and Housing Census (RGPH), the population is mainly made up of the following ethnic groups: Akan (38%), Gur (21%), Northern Mandé (19%), Kru (11%) and Southern Mandé (9%). The most widely practised religions in Côte d'Ivoire are Christianity (44.1% of the population) and Islam (37.5%).

Figure 4.
Ivorian population by age group



Source: UNESCO Institute for Statistics

Figure 5.
Distribution of the population living in Côte d'Ivoire according to the General Population and Housing Census (RGPH) 2014



Source: Ivorian Government

1.2. Level of development

Development

In terms of human development, Côte d'Ivoire is ranked 165 out of 189 countries (2019) on the United Nations Development Programme (UNDP) Human Development Index (HDI).

Although the country has managed to climb in the ranking in recent years, its HDI score is 0.52 out of 1 (2018). Life expectancy is 57.4 years (2018) compared with an average of 57.3 in West Africa and 60.5 in sub-Saharan Africa.

This is low compared with similar countries, such as Senegal where life expectancy is 67 years (2018). These development gaps are also evident in terms of gender; in 2018, the HDI score was 0.56 for men, compared with 0.45 for women (Figures 6 and 7). In spite of a fall in the poverty rate from 51% in 2011 to 37% in 2018, tackling inequalities will be one of Côte d'Ivoire's main challenges in the years to come.

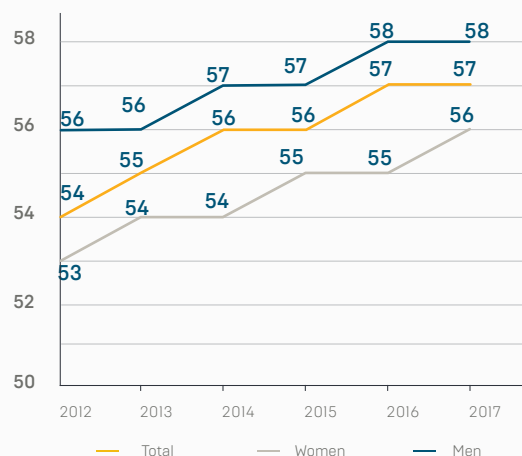
Advances in poverty reduction and, more broadly, in human development are a powerful driver of economic growth and open up a whole host of business opportunities.

Figure 6.
Human Development Index 2012-2018, distribution by sex



Source: UNDP, Human Development Report 2019

Figure 7.
Life expectancy at birth (in years) 2012-2017



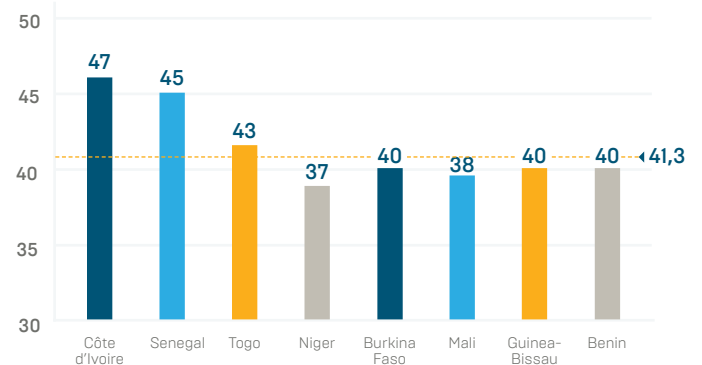
Sources: World Population Prospects, United Nations; World Bank DataBank



Côte d'Ivoire has stepped up efforts to facilitate access to health care, continuing its endeavours to reduce the lag accumulated during the periods of crisis it has undergone.

Since 2012, significant resources have been mobilised to develop the health care sector. Public spending on health care rose from 17% of the total in 2012 to 28% in 2017. Thanks to this increased government budget allocation, there has been a clear improvement in the country's health situation and funds are available to build, rehabilitate and equip health care facilities. The standard of living and several other development indicators, such as life expectancy, have improved since 2012 (Figure 7). The Ivorian Government provides a standard of health care that is higher than the average for neighbouring countries: 47% of the population have national health insurance, compared with an average of 41% in West African Economic and Monetary Union (WAEMU) countries (Figure 8).

Figure 8.
Universal health coverage index, 2017



Sources: World Bank DataBank; Save the Children, 2019 report 'Universal Health Coverage and Accountability Index'

In spite of this, health care spending accounted for just 4.5% of gross domestic product (GDP) in 2017, and significant inequalities persist in terms of access to health care.

WITH THE ROLL-OUT OF THE UHC SYSTEM, THE GOVERNMENT AIMS TO REDUCE THE BURDEN OF HEALTH CARE COSTS ON HOUSEHOLDS.

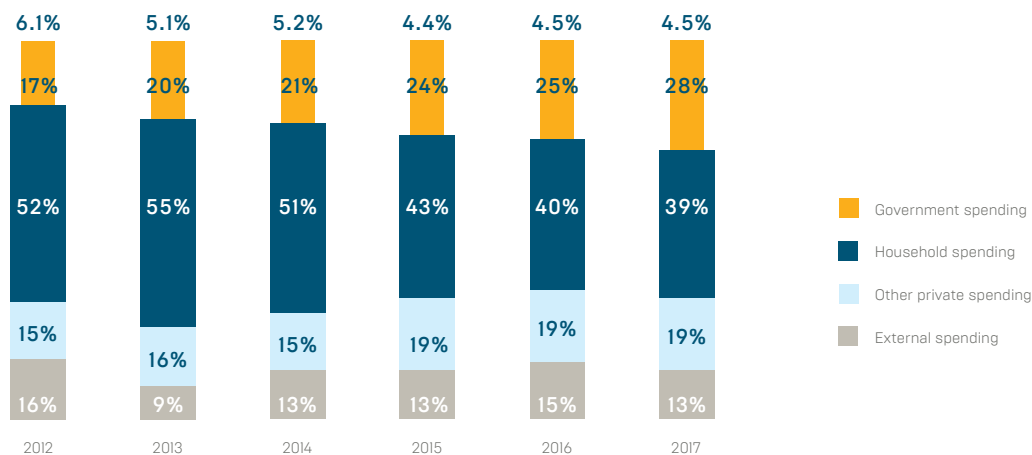
According to The Report: Côte d'Ivoire 2019 published by the Oxford Business Group, there is less than one doctor per 10,000 inhabitants for 65% of the population. In urban areas, the shortage of health care facilities is a major challenge. The Ministry of Health is addressing these issues with the implementation of the National Health Development Plan (PNDS 2016-2020), in cooperation with the World Health Organization (WHO). The main objectives are to implement a universal health coverage (UHC) system, reduce maternal, neonatal and child mortality and prevent chronic diseases.

A total of 2.9 million Ivorians were registered under the UHC system in 2019 compared with none in 2014. In spite of the increase in the government's budget over the years (Figure 9), in 2017 households were still bearing 39% of health care costs. In member countries of the Organisation for Economic Co-operation and Development (OECD), just 20.6% of health care costs are borne by the patients, and 73.6% by the government.

Government-supported private health care facilities are increasingly common. Private investment figures prominently in the strategy aimed at making up the lag in health care.

Figure 9.

Health expenditure (% of GDP) and distribution by payer, 2012-2017



Source: WHO database: Global Health Expenditure Database

Access to education and training

THE IVORIAN GOVERNMENT CONTINUES TO SHOW A STRONG COMMITMENT TO INVESTING IN EDUCATION AND TRAINING.

The national budget for education has increased by 7.5% a year since 2016, and in 2019 amounted to EUR 10 billion, accounting for 18% of public spending. The government's efforts to implement its 2015 policy of compulsory school attendance for all children aged between 6 and 16 are proof of its commitment to improving the education system.

As a result of reforms carried out prior to 2015, the age group with the highest literacy rate is 15 to 24-year-olds. In 2018, it was 64% for young people compared with 54% for the adult population as a whole (Figure 10). Reducing the illiteracy rate by 2025 remains a priority goal for the government, as set out in the Education Sector Plan (PSE).



Challenges facing the Ivorian education system affect the population in varying degrees.

Rapid population growth (50% of the population is under 20) means that the education system struggles to absorb the growing number of students each year. Further problems include the lack of qualified staff, limited access to education in rural areas, a high drop-out rate and a persistently low enrolment rate among girls.

The quality of primary, secondary and higher education is a major challenge, which could be improved through in-service teacher training and adjustments to school curricula. There is still progress to be made in addressing problems, such as improving the quality of education facilities and ensuring that all schools have electricity.

Figure 10.
Adult literacy rate (15+ years) in Côte d'Ivoire in 2018

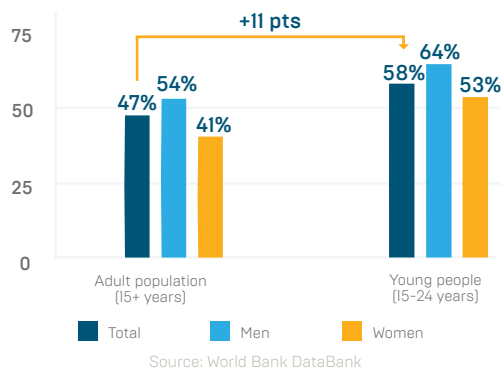
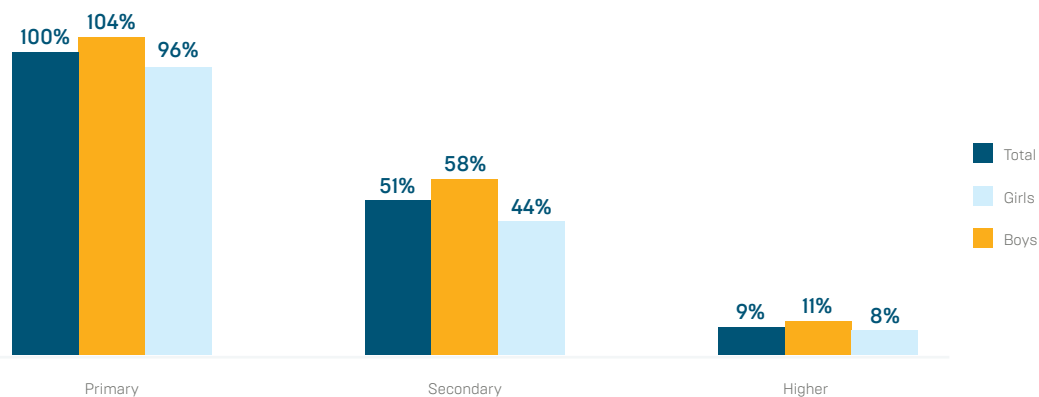


Figure II.

Gross school enrolment rate in 2018

Source: UNESCO Institute for Statistics (UIS): <http://uis.unesco.org/en/country/ci>

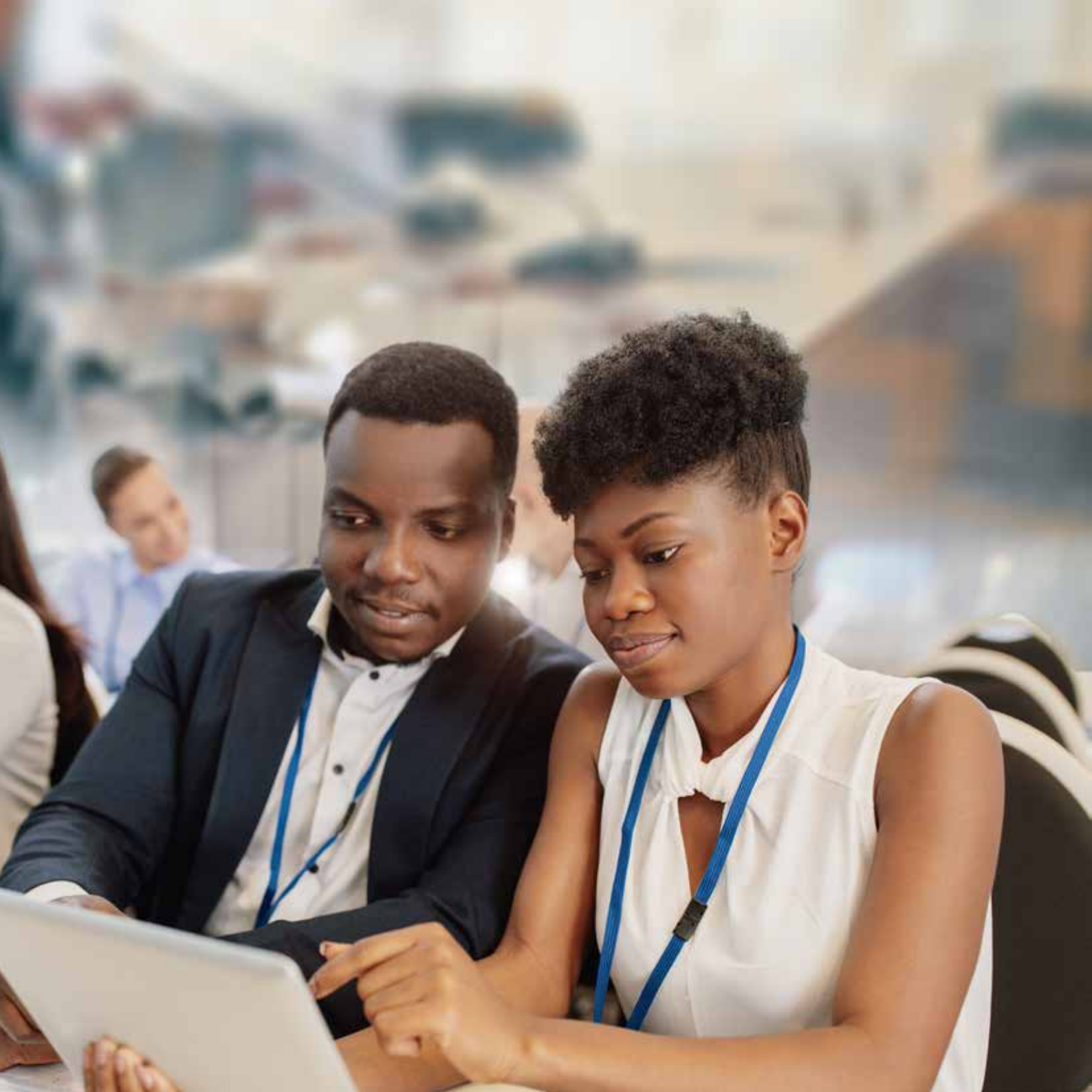
All children have access to primary education, with state schools accounting for 73% of enrolment, private schools for 26% and community schools for 1%. Between 2014 and 2018, there was an increase of 25% in the number of teachers and 27% in the number of classes, and the gross enrolment ratio rose from 86.9% in 2014 to 99.8% in 2018.

On the other hand, secondary schools are less accessible, with 72% of them being private – the gross enrolment ratio in secondary education was just 51% in 2018.

In 2019, the government announced a total investment of around EUR 1 billion in public higher education establishments, including the expansion of the University of Man and construction of the universities of San Pedro and Bondoukou. There are another five university construction projects in the pipeline for 2021.

99.8 %
GROSS SCHOOL ENROLMENT RATE IN PRIMARY SCHOOL
 in 2018

51 %
GROSS SCHOOL ENROLMENT RATE IN SECONDARY SCHOOL
 in 2018



THE IVORIAN GOVERNMENT IS DEVELOPING A NEW STRATEGY ON VOCATIONAL AND TECHNICAL TRAINING TO MEET THE NEEDS OF OF THE ECONOMY.

Increased demand for skilled labour calls for the development of vocational and technical training. Reforms are under way to develop such training in partnership with the private sector. The government encourages collaboration between the education and private sectors to improve the skills of the workforce with a view to meeting the demands of the labour market.

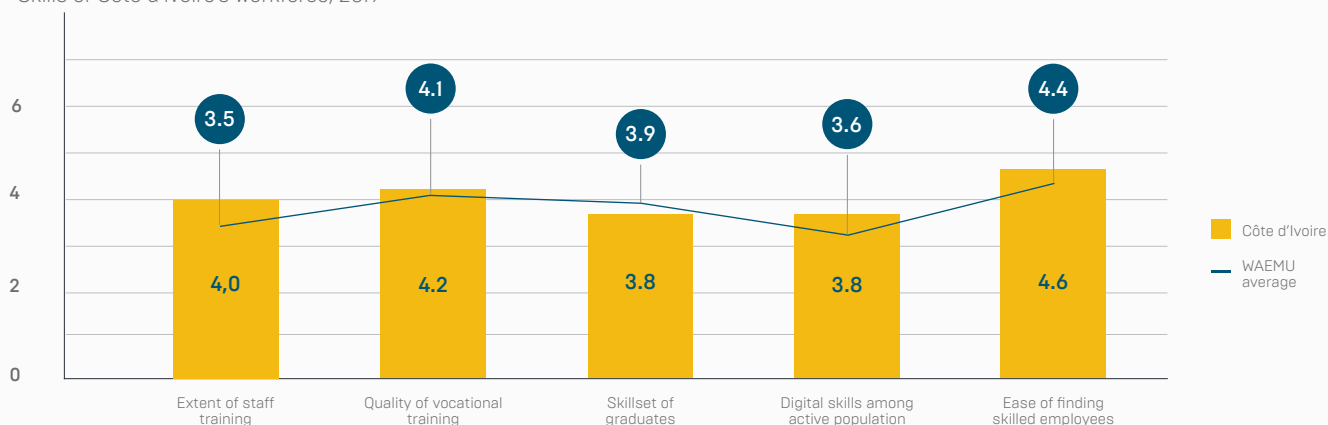
A comparative analysis of the skills of the workforce by the World Economic Forum (WEF) in The Global Competitiveness Report 2019 reveals that the level

of skills of the Ivorian workforce is the same or higher than the average for the WAEMU countries (Figure 12). Côte d'Ivoire has an above-average score in the areas of 'Extent of staff training' and 'Ease of finding skilled employees'. Students have access to a relatively wide range of training at the country's universities, and it is generally fairly easy for Ivorian businesses to find skilled workers locally.

Globally, Côte d'Ivoire ranks 71st out of 141 countries evaluated in the 'Skills of current workforce' category.

Figure 12.

Skills of Côte d'Ivoire's workforce, 2019



Source: The Global Competitiveness Report, World Economic Forum, 2019

Infrastructure

Infrastructure development is a priority for the Ivorian Government, as indicated in the National Development Plan (NDP) 2016-2020.

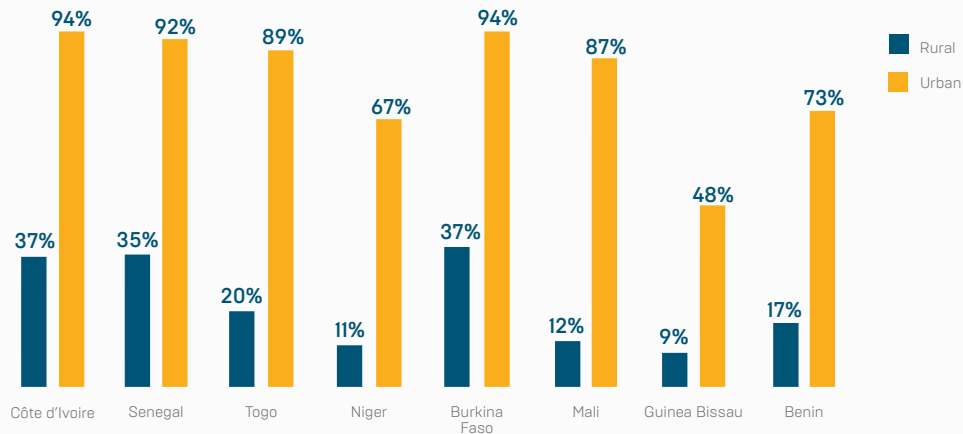


The telecommunications network is undergoing rapid development, with 134.9 mobile phone subscriptions per 100 inhabitants in 2018, compared with 84 in 2012. In 2012, the Ivorian Government launched the Backbone Project to deploy a 7,000 km fibre optic broadband network across the country. In total, the government has invested more than EUR 150 million in expanding the network, proof of its commitment to improving the country's infrastructure.



Thanks to the Water for All Programme launched in 2017, 80% of the population have access to safe drinking water (2018). In urban areas, 94% of the population have access to electricity, but in rural areas this figure is just 37% (Figure 13). To address this problem, the Ivorian Government launched a project to increase national electricity generation from around 2,200 MW in 2018 to 4,000 MW in 2020 and 6,000 MW in 2030.

Figure 13.
Urban and rural population's access to electricity (%), WAEMU countries in 2017



Source: World Bank DataBank

CÔTE D'IVOIRE STANDS OUT IN THE REGION FOR ITS EXTENSIVE TRANSPORT INFRASTRUCTURE.



The Autonomous Port of Abidjan is a regional hub, classed as the second most important West African transshipment port after Lomé. Since 2012, EUR 1.7 billion have been invested in developing the port. Traffic rose by 7% from 24,177,261 tonnes in 2018 to 25,738,345 tonnes in 2019. Imports accounted for 66% of this traffic in 2019 (16,991,505 tonnes), and exports for 34% (8,746,840 tonnes).

A second container terminal (TC2), with a quay length of 1,100 metres and a draught restriction (depth) of 18 metres, is currently being constructed to increase transshipment capacity and the overall volume of traffic. As part of the work to renovate and

modernise the Port of Abidjan, the cereal terminal is being extended to accommodate vessels carrying bulk foodstuffs of up to 50,000 tonnes (up from 30,000 tonnes at present).

The Port of San Pedro is the country's second most important port, situated not far from the border with Liberia. In 2018, it was the port that exported the most cocoa globally (more than 800,000 tonnes), and it is now diversifying and exporting a wider variety of goods including rubber, cotton and palm oil. There is also a project for the construction of a dry port in Ferkessédougou in the far north of the country to decongest the Port of Abidjan and to increase the country's attractiveness and regional trade.





Passenger traffic at Félix Houphouët-Boigny International Airport is also on the rise, with an increase of 3.3% from 2.18 million people in 2018 to 2.26 million in 2019. In 2018, the airport handled 24,800 tonnes of air freight, and the target was to reach 30,000 tonnes by 2019. There are projects under way to increase the airport's capacity, and the country has six other airports for domestic traffic in Bouaké, San Pedro, Korhogo, Man, Odienné and Yamoussoukro.



According to the Oxford Business Group reports for 2019 and 2020, the road network comprises 86,400 km of roads, including 244 km of motorways, 6,543 km of trunk roads and 4,314 km of urban roads. Several projects are in progress to extend and rehabilitate motorways, with a view to improving the quality of the road network and facilitating road freight transport with neighbouring countries. In February 2019, a financing agreement was signed by the Economic Community of West African States (ECOWAS), the African Development Bank (AfDB) and the European Union (EU) for the construction of a 1,080 km-long motorway linking Lagos and Abidjan, which will connect the region's main cities (Accra, Cotonou and Lomé).



Work is under way to develop Côte d'Ivoire's rail network, a vital means of transport for trade with the Niger and Burkina Faso. The aim is to increase the number of passengers from 200,000 to 800,000, and freight from 800,000 tonnes to 5 million tonnes by 2025. To meet these targets, the Bolloré Group decided, in 2017, to invest EUR 400 million in renovating the rail network. One of the main projects is the renovation of the Abidjan-Ouagadougou line, which is due to be completed in 2022.

Other major infrastructure projects in the pipeline include the construction of a 37 km metro line and a bus rapid transit (BRT) system to improve public transport in Abidjan. Work on Line 1 of the Abidjan underground is scheduled to start at the end of 2020 [however, now delayed].



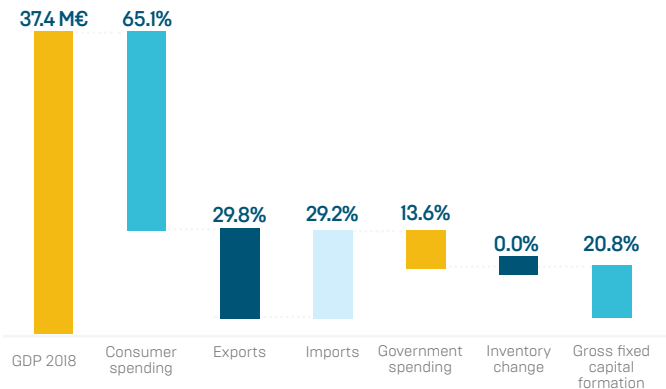
2. CÔTE D'IVOIRE'S ECONOMY OVER THE LAST FIVE YEARS

2.1. Macroeconomic overview

According to the World Bank, Côte d'Ivoire's GDP stood at EUR 37.4 billion in 2018.

Buoyant domestic consumer spending is a major driver of the Ivorian economy, and its upward trend is expected to continue in coming years, thanks to a growing population and expanding middle class. In 2018, consumer spending accounted for 65.1% of GDP (Figure 14). The investment programmes carried out by the government since 2012 in implementing the NDP 2012-2015 and its successor, the NDP 2016-2020, played a big part in spurring domestic demand.

Figure 14.
Composition of GDP in 2018 (billions of euros; % of total GDP)



Source: International Monetary Fund (IMF) data, International Financial Statistics (IFS)

+8 %
GDP GROWTH
AVERAGE
since 2012



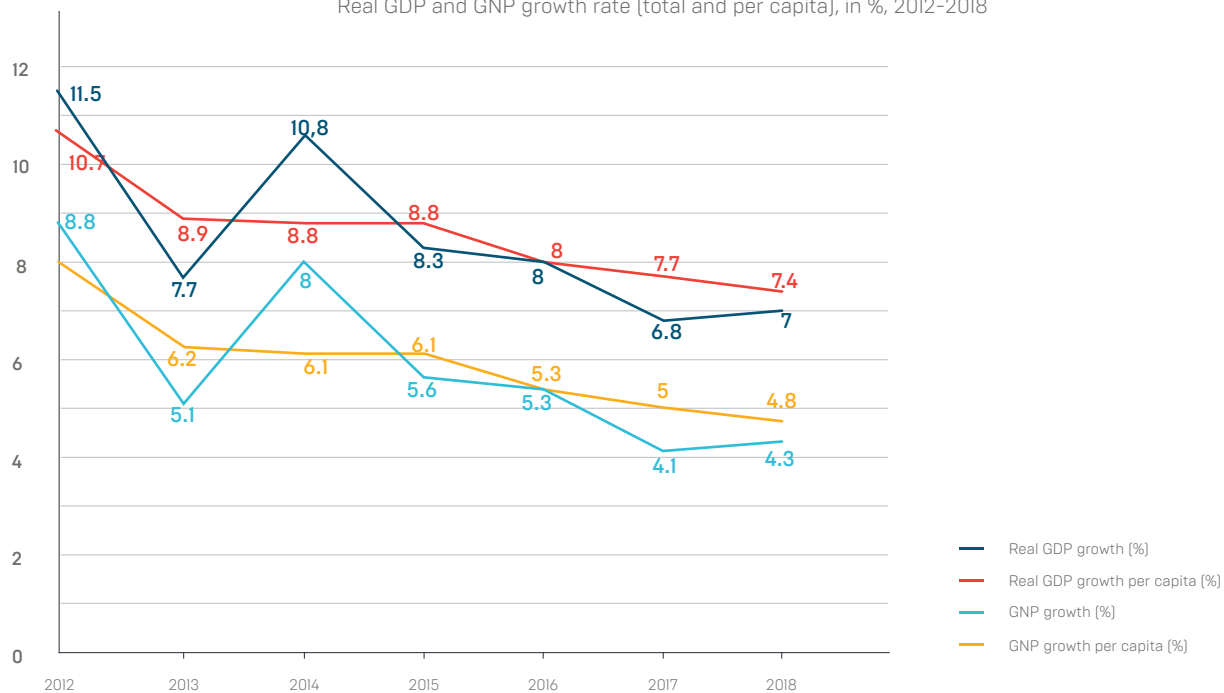
Côte d'Ivoire's recent economic performance has been very strong, with GDP growth averaging 8% since 2012.

In 2018, real GDP growth was 7.4%, and GDP per capita rose by 4.8%. In 2019, real GDP growth was estimated to be 7.2%. This dynamic momentum has been maintained since 2012, and growth rates have remained consistently robust in this period. Keeping the rate of inflation below 3%, in line with agreements among the WAEMU countries, contributes to the country's economic stability. In 2018, the rate of inflation in Côte d'Ivoire was 1.1%.



Figure 15.

Real GDP and GNP growth rate (total and per capita), in %, 2012-2018



Source: World Bank

6th | **WORLD'S HIGHEST GROWTH RATE** in 2018

According to the World Bank, in 2018, Côte d'Ivoire recorded the world's sixth highest growth rate.

The country has an edge regionally in terms of economic performance, with growth exceeding the WAEMU average. According to the World Bank, average growth was 6% in the WAEMU area, including Côte d'Ivoire, and 3.6% in Africa as a whole.

Table 1.

Top 10 countries with the highest GDP growth in the world in 2018

POSITION	COUNTRY	2012	2013	2014	2015	2016	2017	2018
1	 Rwanda	8.6	4.7	6.2	8.9	6.0	6.1	8.6
2	 Ireland	0.2	1.4	8.6	25.2	3.7	8.1	8.2
3	 Libya	123.1	-13.6	-24.0	-8.9	-2.8	26.7	7.9
4	 Bangladesh	6.5	6.0	6.1	6.6	7.1	7.3	7.9
5	 Cambodia	7.3	7.4	7.1	7.0	7.0	7.0	7.5
6	 Côte d'Ivoire	10.7	8.9	8.8	8.8	8.0	7.7	7.4
7	 Antigua and Barbuda	3.4	-0.6	3.8	3.8	5.5	3.1	7.4
8	 Tajikistan	7.5	7.4	6.7	6.0	6.9	7.6	7.3
9	 Mongolia	12.3	11.6	7.9	2.4	1.2	5.3	7.2
10	 Vietnam	5.2	5.4	6.0	6.7	6.2	6.8	7.1

Source: World Bank DataBank

In spite of these good results, the country's economic growth is not very inclusive.

Côte d'Ivoire scored 41.5 on the Gini index, which measures income inequality, compared with an average score of 45.1 for Africa as a whole and 31.8 for the OECD countries (2015 is the latest year for which data are available). In 2019, the proportion of workers in vulnerable employment was 71.2%, and the rate of financial inclusion (41.3% in 2017) was lower than the average for sub-Saharan Africa (42.6%).

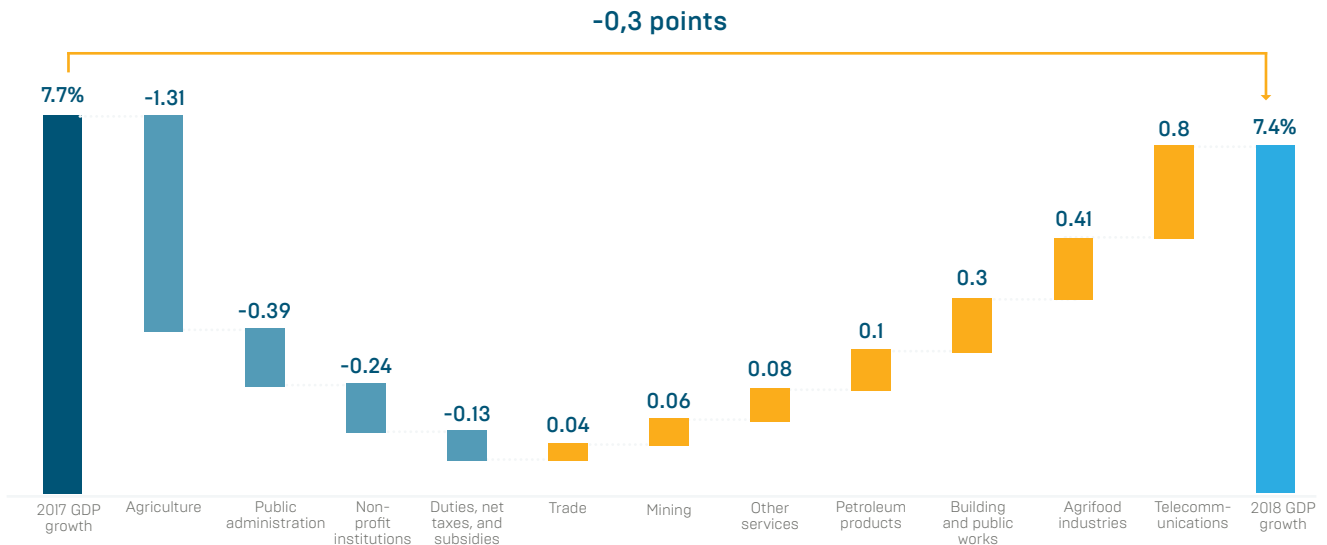
The NDP 2016-2020 sets a series of social objectives to address the country's main challenges in the years ahead, showing the government's firm commitment to improving the socio-economic situation.

After a slight decline in 2016 and 2017, the private sector was the main driver of GDP growth in 2018. This upturn is being led by the telecommunications, agrifood and construction industries, while agriculture's contribution to growth is declining (Figure 16).

THE FACT THAT GROWTH IS DRIVEN BY A VARIETY OF SECTORS HAS CONTRIBUTED TO THE ECONOMIC STABILITY ENJOYED BY CÔTE D'IVOIRE OVER THIS PERIOD.

Figure 16.

Main contributors to GDP growth, change in percentage points, 2018



The primary sector is the backbone of Côte d'Ivoire's economy. The country is the world's leading cocoa producer and ranks among the top three producers or exporters of a number of commodities (coffee, latex, cotton, cashew nuts, etc.) in Africa or worldwide.

In addition to cocoa, the country produces numerous other agricultural products, including coffee, cashew nuts, cotton and rubber. These commodities represented 40% of Ivorian exports in 2018.

In the same year, the primary sector accounted for 20% of GDP and 40.9% of employment (Figures 17 and 18).

However, this growth sector is vulnerable to climate change and fluctuations in commodity prices on the international market.

The secondary sector is expanding, buoyed by rapid industrialisation resulting in the structural transformation of the economy.

Industrial sector growth rose from 3% in 2016 to 7.1% in 2017, and this expansion is set to continue with robust growth in the agrifood industry, the construction industry and petroleum products offsetting the slight slowdown in the mining sector. The industrial sector as a whole accounted for 25% of GDP in 2018.

The tertiary or service sector continues to see steady growth and accounts for 55% of GDP and 68% of GDP growth.

This strong performance was spearheaded by a booming telecommunications sector, thanks to the development of internet access and mobile payments, and by increased trade. The service sector accounted for 46.2% of employment in 2018, up from 42.3% in 2012.

Figures 18 and 19 below show how the share in GDP and contribution to GDP (percentage points of growth) evolved between 2012 and 2018 for the three sectors of the economy.



Figure 17.

Sector share (in %) of GDP (in billions of euros) from 2012 to 2018

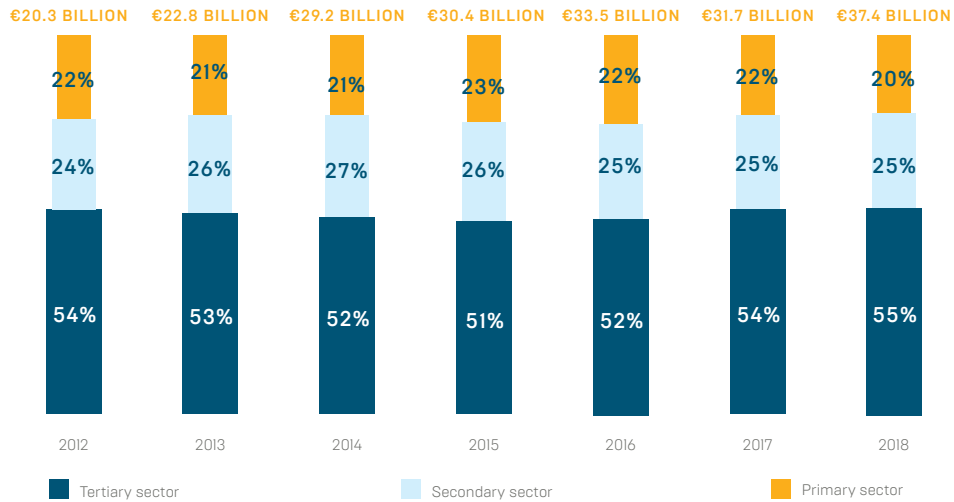


Figure 18.

Contribution by sectors to GDP growth (in points) from 2012 to 2018

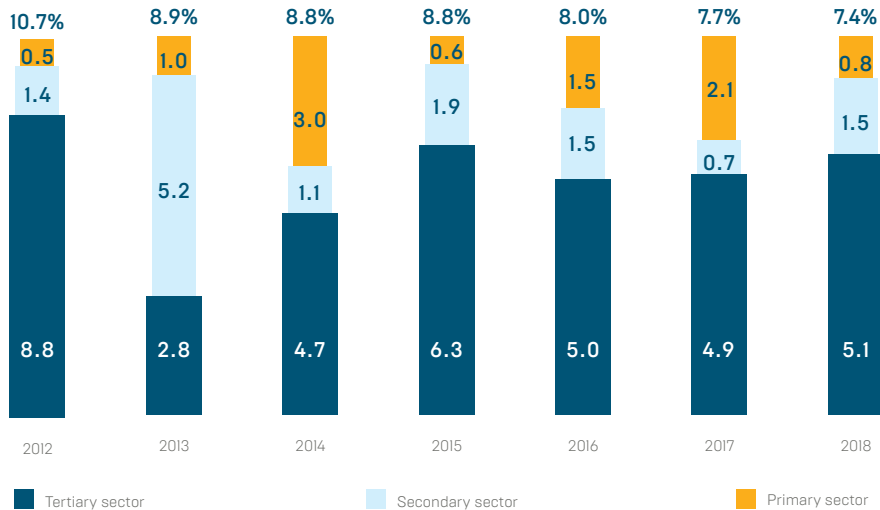
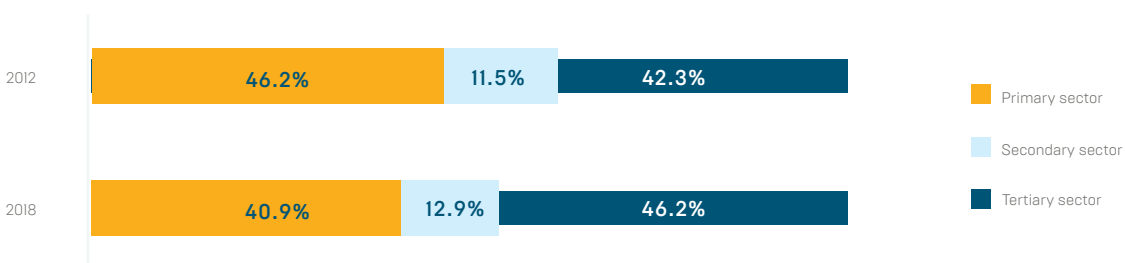


Figure 19 below shows the sectoral distribution of employment for the period from 2012 to 2018.

Figure 19.

Distribution of employment by sector (%)



Source: World Bank DataBank



Healthy public finance management will contribute to ensuring sustained economic growth.

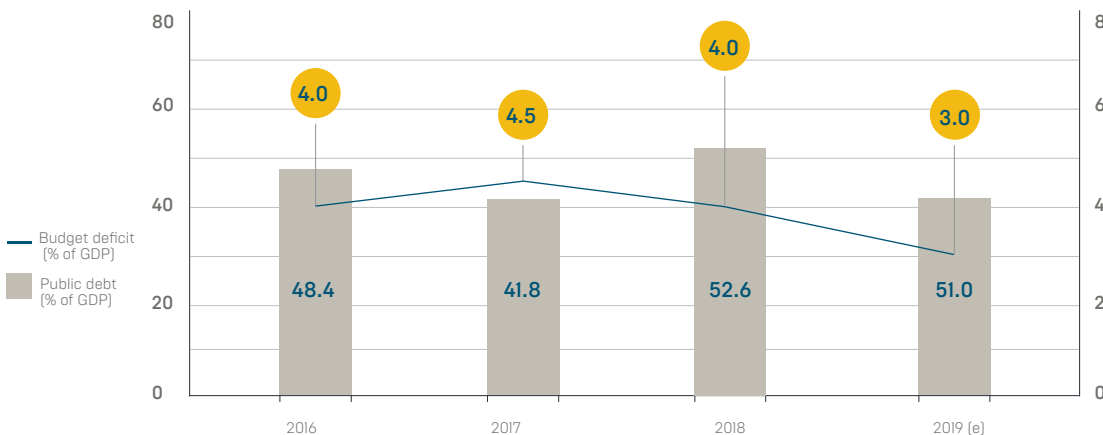
The Ivorian Government implemented reforms to reduce the budget deficit, which had widened to 4.5% in 2017, higher than the limit set by WAEMU (3%), with a view to bringing it down to 3% in 2019 (Figure 20). This was achieved largely by cutting public investment.

Since the crisis of 2011, massive public investment, financed by borrowing, had enabled the government to give the economy a boost and achieve annual economic growth rates of between 7.5% and 10%. Tax revenue collection is a major challenge for the government, with the effects of the administrative reforms carried out in recent years yet to be felt.



Figure 20.

Budget deficit and public debt (as a % of GDP) from 2016 to 2019 (estimate)



Source: World Bank, 2018

2.2. Banking landscape and credit potential

CÔTE D'IVOIRE'S BANKING SECTOR OCCUPIES A PROMINENT PLACE IN THE REGIONAL BANKING LANDSCAPE AND HAS SEEN A SLIGHT IMPROVEMENT IN PERFORMANCE.

According to the Côte d'Ivoire Professional Association of Banks and Financial Institutions (APBEF-CI), total credit stood at EUR 10.7 billion at the end of 2018, up by an average of 18% on the 2017 figure of EUR 9.6 billion. The objectives for 2019 were to maintain strong support for small and medium-sized enterprises (SMEs) and enterprises in the agricultural sector, which have more difficulty obtaining loans from banks.

2019 TARGET

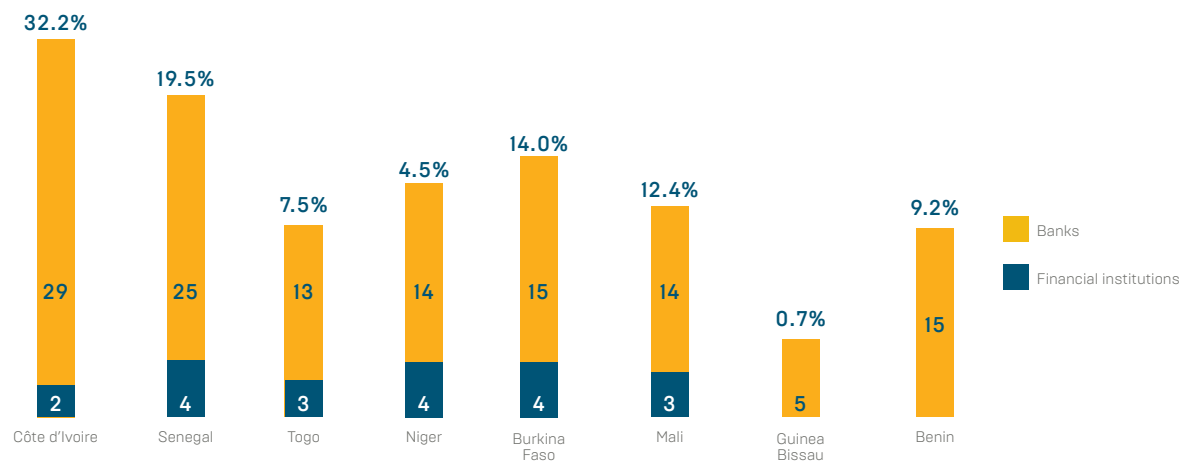
MAINTAINING STRONG SUPPORT FOR SMEs AND IN THE AGRICULTURAL SECTOR,

which have more difficulty obtaining loans from banks.

In 2019, 31 of the 150 credit institutions in the WAEMU area were in Côte d'Ivoire (Figure 21). According to the General Secretariat of the WAEMU Banking Commission, the five most important institutions in terms of the size of their balance sheets, deposits and loans are in Côte d'Ivoire. They are Société Générale Côte d'Ivoire, Banque Atlantique, Ecobank Côte d'Ivoire, NSIA Banque and Société Ivoirienne de Banque.

Figure 21.

Market share and distribution of credit institutions operating in WAEMU countries



Sources: General Secretariat of the WAEMU Banking Commission and BCEAO banking industry data

The Ivorian banking sector remains fragile and needs to be strengthened to ensure inclusive development across all sectors of the economy.

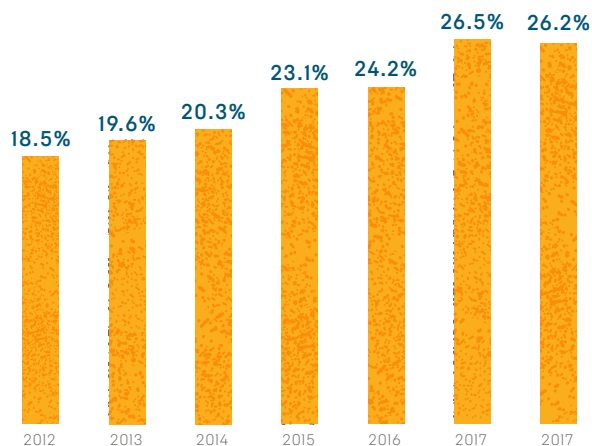
Domestic credit to the private sector rose from 18.5% of GDP in 2012 to 26.2% in 2018, although this was slightly down on the 2017 figure [Figure 22].

A comparison with Senegal reveals that, while Côte d'Ivoire has more credit institutions and a higher market share, Senegal reports a higher volume of credit granted to the private sector [28.3% in 2018].

In Côte d'Ivoire, long-term loans accounted for just 5.1% of the total in 2018, up 5.5% on the previous year, while short-term loans accounted for 47.7% and rose by 10.1%. The economic and social environment, however, is increasingly conducive to the development of long-term credit.

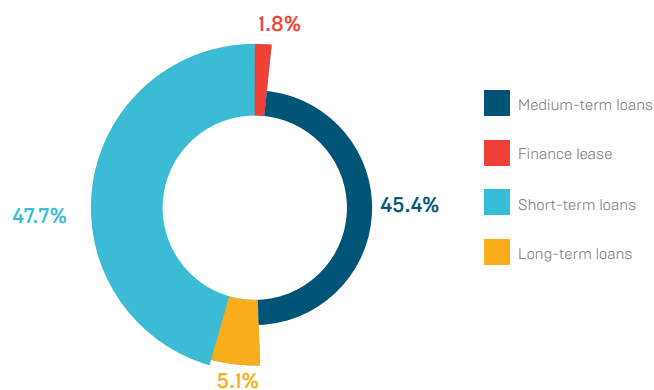
Mortgage repayment periods have increased from 15 to 25 years in the real estate sector and lending rates have become more affordable. For example, the average mortgage interest rate dropped from 8.82% in 2016 to 6.79% at the beginning of 2020.

Figure 22.
Domestic credit provided to the private sector (% of GDP)



Source: World Bank DataBank

Figure 23.
Loan structure in 2018 (% of total credit facilities)



Source: General Secretariat of the WAEMU Banking Commission

3. FOREIGN TRADE

3.1. Foreign investment flows

The shrinking trade surplus is one of the main factors contributing to the widening of the current account deficit.

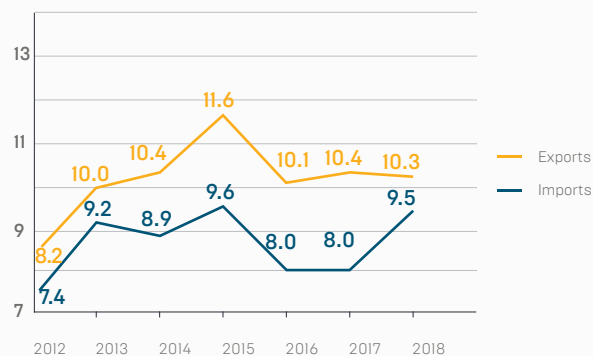
In 2018, the current account deficit, which was already growing in 2017, widened to 4.7% of GDP, while the trade surplus shrank to 5.3% of GDP.

Following a period of very favourable commodity prices up to 2016, price fluctuations in 2018 and variations in agricultural output have led to instability in the country's trade balance, as agriculture accounts for 40% of all exports. There was a drop in exports from EUR 10.4 billion in 2017 to EUR 10.3 billion in 2018, owing to falling agricultural commodity prices. Imports, on the other hand, rose by EUR 1.5 billion from 2017 to 2018 as a result of rising prices for petroleum products and intermediate goods [Figure 24].

This current account deficit was largely offset by a rise in foreign direct investment (FDI) inflows in 2018.

Figure 24.

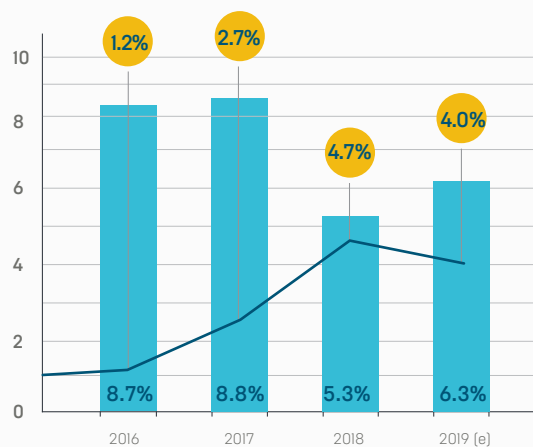
Value of imports and exports in billions of euros from 2012 to 2018



Source: IMF data, Direction of Trade Statistics, IFS

Figure 25.

Trade balance and current account deficit as a % of GDP



Trade balance and current account deficit as a % of GDP

CÔTE D'IVOIRE IS INCREASINGLY ATTRACTIVE FOR FDI, WHICH HAS BEEN RISING SHARPLY SINCE 2012.

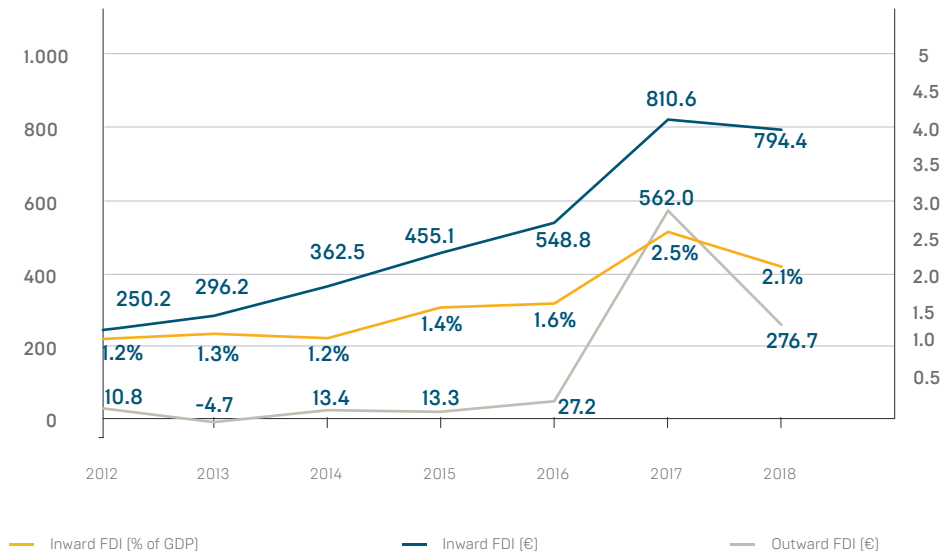
FDI inflows soared from EUR 250 million in 2012 to EUR 794 million in 2018, a 176% increase over six years (Figure 26). The International Monetary Fund (IMF) forecasts that Côte d'Ivoire will continue to reap the benefits of the reforms implemented by the government and see FDI reach EUR 1.1 billion in 2023. Côte d'Ivoire ranks high in the region in attracting FDI. According to a report published by the United Nations Conference on Trade and Development (UNCTAD) in 2019, Côte

d'Ivoire attracted 28% of FDI in the WAEMU area, surpassing Senegal (20%), Mali (15%) and the Niger (15%).

In 2017, despite the downturn in investment in West Africa as a whole, which slid from EUR 12.1 billion to EUR 9.3 billion, Côte d'Ivoire saw a 68% increase in investment (EUR 549 million to EUR 810 million). Thanks to the introduction of an investment diversification policy, Côte d'Ivoire was better able to withstand fluctuations in oil and commodity prices, which had a bigger impact on Nigeria and Ghana.

Figure 26.

Foreign direct investment (FDI) inflows and outflows in millions of euros, and inward FDI as a % of GDP



Sources: World Bank DataBank and United Nations Conference on Trade and Development (UNCTAD), Global Investment Report 2019

On a wider scale, however, Côte d'Ivoire still has much progress to make in this area.

The country's FDI flows account for 0.06% of global flows. According to the above-mentioned UNCTAD report, Côte d'Ivoire attracted just 5.4% of the investment entering the ECOWAS area, behind Nigeria (32%) and Ghana (30%). The share of FDI inflows in GDP has grown only slightly since 2012, accounting for just 2% of GDP in 2018.

To improve this situation and attract more investment in the years ahead, Côte d'Ivoire received technical assistance from UNCTAD in 2019 to develop a national investment policy, based on four main pillars:

- 1 attracting new investment;
- 2 encouraging the deployment of investment throughout the country;
- 3 increasing the added value of activities resulting from FDI;
- 4 further integrating the activities of foreign businesses into the local economy to increase the benefits.

In 2018, the governments of Côte d'Ivoire, Mali and Burkina Faso decided to establish a special economic zone to promote common economic projects and make the region more attractive to investors by offering tax incentives to local companies. An institutional mechanism must now be put in place to implement the project under the direction of the ministers responsible for the economy in the three countries.



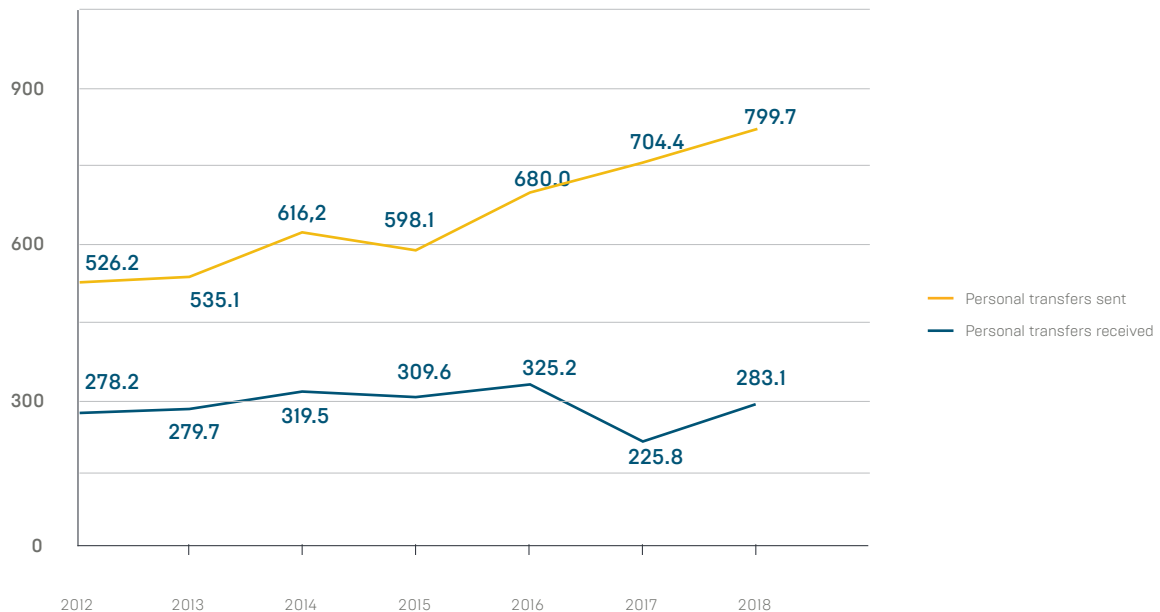
THE DIFFERENCE BETWEEN CÔTE D'IVOIRE'S PERSONAL REMITTANCE INFLOWS AND OUTFLOWS HIGHLIGHTS ITS POSITION AS A LEADING ECONOMIC FORCE IN WEST AFRICA.

Since 2012, remittances sent to other countries have been significantly higher than those received. In 2017, remittances sent abroad amounted to EUR 704.4 million, while those received amounted to just EUR 255.8 million. The remittances include personal money transfers and employees' salaries.

Côte d'Ivoire is a destination country for migrants, particularly those from neighbouring countries. Remittances sent from Côte d'Ivoire all go to other countries in the region. According to the World Bank, Côte d'Ivoire was home to 2.3 million migrants in 2017, in other words approximately 10% of its population.

A look at the origin of remittances shows that 75% come from West African countries, and the rest from North America and Europe, particularly France, from which remittances amounting to EUR 46 million were sent in 2017.

Figure 27.
Personal money transfers in millions of euros, 2012-2018



Source: World Bank DataBank

3.2. Trading partners

Most of Côte d'Ivoire's foreign trade is with the EU and Asia.

The EU was Côte d'Ivoire's main trading partner in 2017, with the volume of imports and exports on the rise since 2012, in spite of the stagnation of Ivorian trade overall. The share of exports going to the EU rose significantly from 38% in 2012 to 52% in 2017, with the value of exports to these countries increasing from EUR 3.5 billion in 2012 to EUR 4.5 billion in 2017. Likewise, the share of imports from the EU was up from 28% of the total to 38%, with the value of imports rising from EUR 2 billion in 2012 to EUR 2.5 billion in 2017.

Côte d'Ivoire has seen a diversification of its European trading partners. France figures prominently in Côte d'Ivoire's imports (42% of EU imports in 2017). In terms of exports, however, it comes behind the Netherlands (29%) with 17% of the total volume, closely followed by Germany (13%) and Belgium-Luxembourg (13%). The share of exports going to the Netherlands increased over five years from 20% to 29% of total EU exports, rising from EUR 0.7 billion in 2012 to EUR 1.3 billion in 2017. The fact that the EU accounts for a growing proportion of Côte d'Ivoire's trade, owing to the diversification of trading partners and the expansion of trade flows, underlines the potential for the development of trade relations between the EU and Côte d'Ivoire.

Trade with Asia consists mainly of imports into Côte d'Ivoire. Asia accounted for 36% of imports in 2017 (EUR 2.5 billion), up from 27% in 2012 (EUR 2 billion). In 2017, China was the biggest source of Asian imports (EUR 1.4 billion), accounting for 56% of imports from Asia and 20% of all global imports. On the other hand, Asia accounted for just 16% of exports in 2017 although the figure has increased somewhat since 2012 when its share was 11%.

Côte d'Ivoire's trade with other African countries has been shrinking since 2012. Exports within Africa have dropped from 32% to 10% of the total, that is, from EUR 2.9 billion to EUR 0.8 billion. In 2017, the biggest share went to Mali, which accounted for 40% of the country's African trade. Imports followed a similar trend, falling from 33% of the total in 2012 to 17% in 2017, that is, from EUR 2.4 billion to EUR 1.2 billion, with Nigeria figuring as the biggest source of African imports (47%).

These trends illustrate the need to increase regional collaboration among African countries to create greater economic unity across the continent. A move has been made in this direction to promote cooperation, with the signing of numerous trade agreements at the regional and continental level.

Figure 28.

Exports by continent of destination, 2012-2017 (% of total volume)

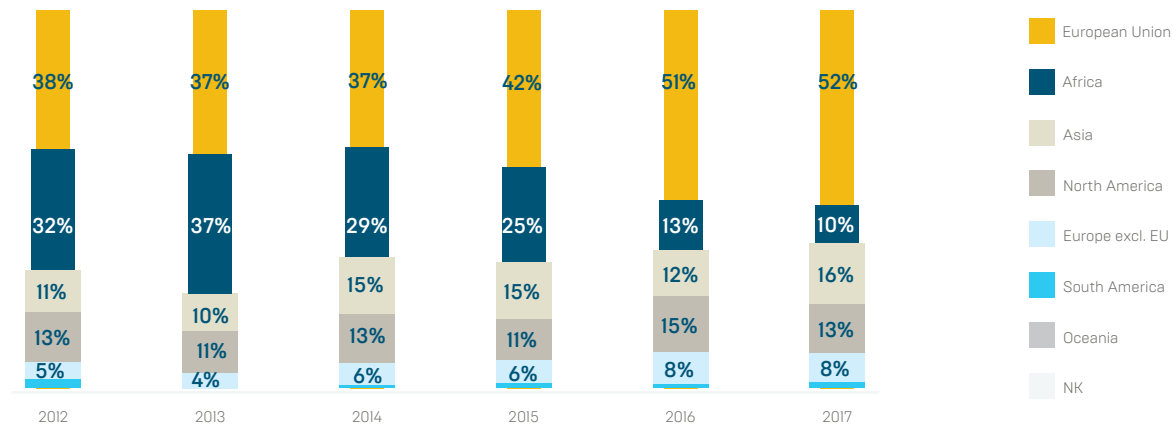


Figure 29.

Focus on European Union countries in Côte d'Ivoire's top 15 export markets (% of EU total)

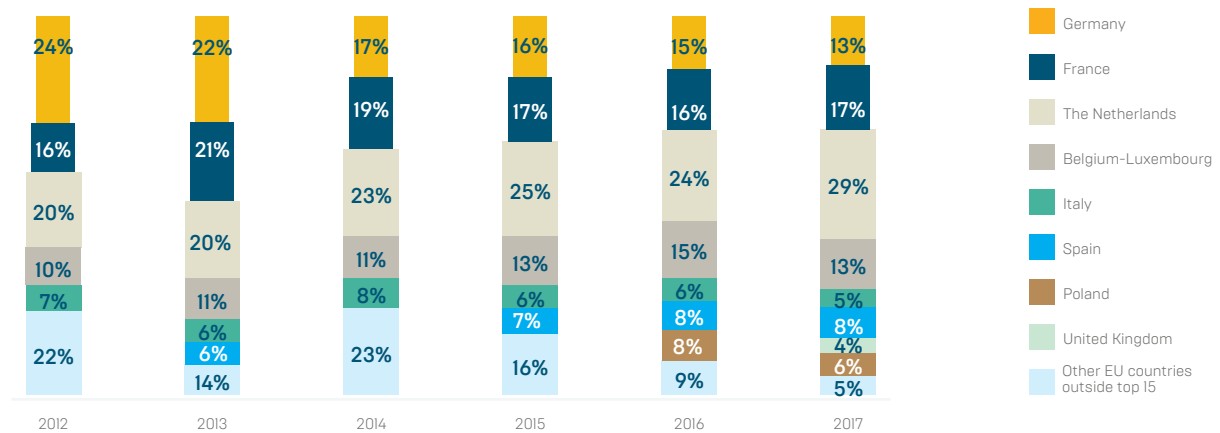


Figure 30.
Imports by continent of origin, 2012-2017 (% of total volume)

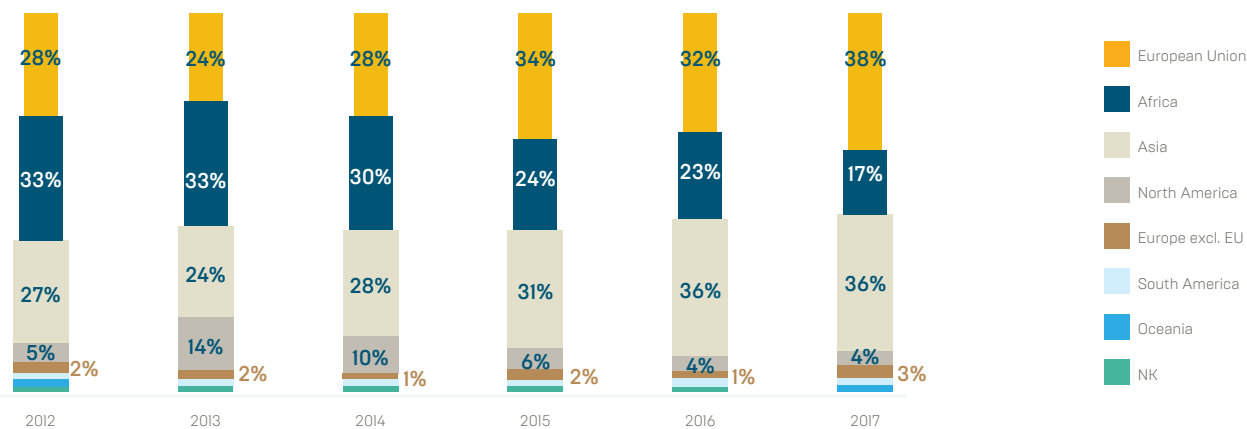
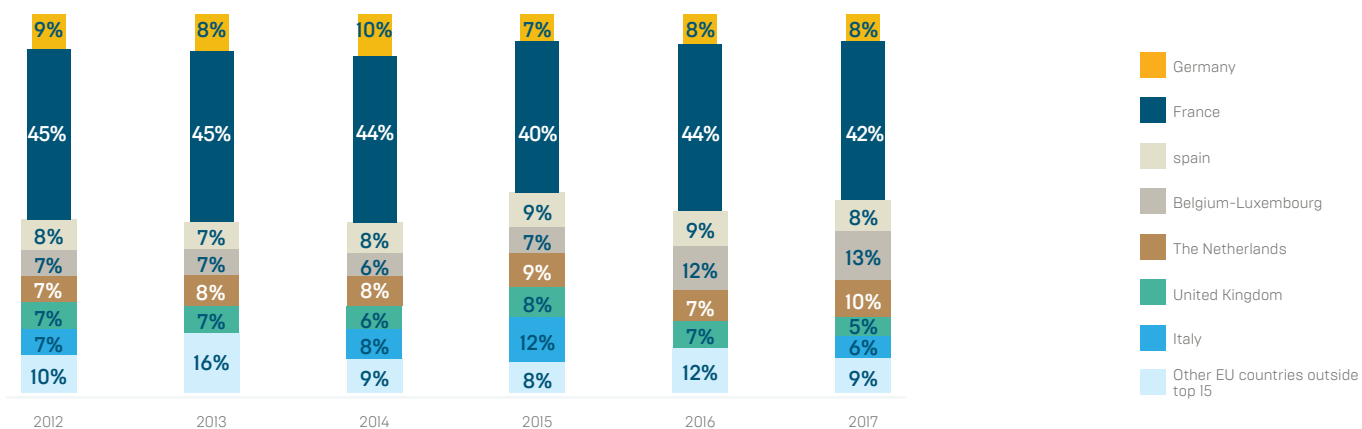


Figure 31.
Focus on European Union countries in Côte d'Ivoire's top 15 import markets (% of EU total)



Source: OEC; IMF Data, Direction of Trade Statistics, IFS

3.3. Foreign policy and international relations

Since the country gained independence in 1960, Côte d'Ivoire has joined a number of subregional, regional and international organisations, seeking to build strong multilateral relations.

Table 2.

Multilateral commitments and agreements

NAME	DATE	DESCRIPTION
INTERNATIONAL COMMITMENTS		
United Nations Organization (UN)	1960	<ul style="list-style-type: none"> Member of the Non-Aligned Movement and Group of 77 (coalition of developing countries)
World Trade Organization (WTO)	1995	<ul style="list-style-type: none"> Member of the General Agreement on Tariffs and Trade (GATT) since 1963
Interim Economic Partnership Agreement (EPA)	2018	<ul style="list-style-type: none"> Institutional partnership between Côte d'Ivoire and the European Union on trade in goods and development Preferential access to the European market, gradual reduction in Ivorian tariffs for European imports First step towards a regional EPA with West Africa (ECOWAS)
Environmental commitments		<ul style="list-style-type: none"> 2015: signing of the Paris Climate Agreement 2019: participation in the 25th Conference of the Parties (COP 25) to the United Nations Framework Convention on Climate Change (UNFCCC) in December 2019
AFRICA-WIDE COMMITMENTS		
African Union (AU)	2002	<ul style="list-style-type: none"> Replaces the Organization of African Unity (OAU) (1963) 55 member states Objective is to achieve a prosperous, integrated and peaceful Africa representing an emerging force in the global arena
African Continental Free Trade Area (AfCFTA)	2018	<ul style="list-style-type: none"> Ratified by 29 African countries in December 2019 Plans for a free trade area in the African continent (55 countries in all) Grouping of regional free trade areas including ECOWAS
Organization for the Harmonization of Business Law in Africa (OHADA)	1993	<ul style="list-style-type: none"> 17 member countries in Africa Adoption of the SYSCOA accounting system Common legal rules. Implementation of appropriate legal procedures and promotion of arbitration and amicable settlement of disputes
African Intellectual Property Organization (OAPI)	1962	<ul style="list-style-type: none"> Standardisation of intellectual and industrial property rights Creation of the Inter-African Conference on Insurance Markets (CIMA) to regulate insurance operations at the regional level

REGIONAL AGREEMENTS – WEST AFRICA

West African Economic and Monetary Union (WAEMU)	1994	<ul style="list-style-type: none"> ➤ 8 member countries, 120 million inhabitants: Benin, Burkina Faso, Guinea-Bissau, Côte d'Ivoire, Mali, Niger, Senegal and Togo ➤ Côte d'Ivoire accounts for 35% of WAEMU's GDP ➤ Common market: convergence of policies and legislation and strengthening of economic and fiscal competitiveness ➤ Creation of the Regional Stock Exchange (BRVM) and the Common External Tariff (CET)
West African Monetary Union (WAMU)	1962	<ul style="list-style-type: none"> ➤ WAEMU member country ➤ Common currency: CFA franc (XOF) ➤ 2020 move towards the Eco: French guarantee of unlimited convertibility, maintaining a fixed exchange rate against the euro ➤ This guarantees monetary stability and reduces the risk of inflation
Central Bank of West African States (BCEAO)	1962	<ul style="list-style-type: none"> ➤ International public bank; WAMU monetary institution ➤ Issues the CFA franc for the eight member states ➤ Manages member countries' monetary policies, banking laws and regulations and currency reserves
Economic Community of West African States (ECOWAS)	1975	<ul style="list-style-type: none"> ➤ 15 member states: WAEMU + Cape Verde, Gambia, Ghana, Guinea, Liberia, Nigeria and Sierra Leone ➤ Goal: to establish a common market: free movement of goods, persons, services and capital ➤ Common External Tariff (CET) in 2015 ➤ Ongoing regional rail, road and electricity projects
Mano River Union (MRU)	2008	<ul style="list-style-type: none"> ➤ Four member countries: Côte d'Ivoire, Guinea, Liberia and Sierra Leone. Created in 1973 ➤ Goal: to increase regional cooperation and integration ➤ 2018: Mano River Union Ecosystem Conservation and International Water Resources Management (IWRM) project to protect water reserves

Source: Dalberg analysis

I

B

COMPETITIVENESS





Stade National De Côte D'Ivoire

1. ATTRACTIVENESS TO FOREIGN INVESTORS

1.1. An increasingly popular choice for investors

With its open and easily accessible market, Côte d'Ivoire is a perfect gateway for investing in West Africa.

Since 2012, Côte d'Ivoire has seen FDI inflows more than double and is now witnessing a diversification of investment in terms of origin.

In 2018, FDI inflows amounted to EUR 794 million. The Côte d'Ivoire Investment Promotion Centre (CEPICI) reported 16,700 business start-ups in 2019, compared with 14,800 in 2018, and EUR 1.1 billion in private investments in 2019, compared with EUR 1 billion in 2018.

CEPICI has actively pursued a policy of diversifying economic partners to attract investment. This has led to the arrival of new African, European and Asian investors who now have a strong presence in Côte d'Ivoire.

**STRONG PRESENCE OF AFRICAN,
EUROPEAN AND ASIAN INVESTORS
IN CÔTE D'IVOIRE.**

In 2017, according to UNCTAD, the EU was the main investor, with France firmly in the lead, followed by other countries emerging as investors, such as Belgium, the Netherlands and Portugal.

The main non-European investors are from different continents and include Canada, China, Lebanon, Mauritius, Morocco, Nigeria and Togo. This diversity highlights the Ivorian market's accessibility and the ease of doing business and setting up in the country, even for investors from countries that have not had previous trade relations with Côte d'Ivoire.



CÔTE D'IVOIRE'S BUSINESS ENVIRONMENT HAS AN EXTENSIVE ECOSYSTEM OF SUPPORT MECHANISMS FOR FOREIGN INVESTORS.

In the context of strong economic growth and an improved business environment, numerous support mechanisms have been set up to guide private sector enterprises through the different stages of the business creation, financing and development process. They are mainly government institutions, subregional organisations (development banks), bilateral organisations (development agencies) and chambers of commerce established in Côte d'Ivoire.

The table below provides a non-exhaustive list of national, sub-regional and bilateral organisations that foreign investors can go to for assistance when setting up in Côte d'Ivoire.



Table 3.

Non-exhaustive list of national, subregional and bilateral investor support organisations

ABIDJAN	LOCAL	CEPICI	Côte d'Ivoire Investment Promotion Centre	<ul style="list-style-type: none"> - One-stop shop for investors in Côte d'Ivoire - Support with procedures 	Directorate General of CEPICI 2 nd floor MEMANOU building, Boulevard Clozel, Plateau – Abidjan Phone: (+225) 27 20 31 14 00 infos.cepici@cepici.ci
		CGECI	General Confederation of Enterprises of Côte d'Ivoire	<ul style="list-style-type: none"> - Employers' organisation representing nearly 80% of Côte d'Ivoire's private sector - Major organisation representing enterprise, defending their interests and promoting activities 	La Maison de l'Entreprise, Plateau, Abidjan (+225) 27 20 33 02 00 cgeci@cgeci.ci; www.cgeci.com 01 BP 8666 Abidjan 01 Abidjan
		UGECEI	Union of Large Industrial Companies in Côte d'Ivoire	<ul style="list-style-type: none"> - Professional grouping of 25 large companies and groups of industrial companies 	Angle rue J95 – J91, LOT 2011 – Deux-plateaux – Vallon Cocody 04 BP 2289 Abidjan 04 Abidjan – Côte d'Ivoire (+225) 27 22 41 97 37
	GERMAN SUPPORT	GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH	<ul style="list-style-type: none"> - Invest 4 Jobs: promoting the private sector, strengthening SMEs and improving the business climate - Global Business Network (GBN) programme: cooperation with the private sector (local, German, European companies) - Support for SMEs and investment projects 	GIZ Cap Nord, Riviera 3 (near the Sainte Famille Church) 01 BP 7172 Abidjan 01, Côte d'Ivoire (+225) 27 22 43 43 92 / 07 88 17 54 81 rene.megela@giz.de; www.giz.de
		KfW	Kreditanstalt für Wiederaufbau	<ul style="list-style-type: none"> - Support and financing for major development projects in Côte d'Ivoire, in cooperation with the Ivorian Government 	Cocody, Deux-Plateaux, Rue des Jardins Abidjan, Côte d'Ivoire (+225) 27 22 51 08 30 kfw.abidjan@kfw.de
		DEG	Deutsche Investitions- und Entwicklungsgesellschaft	<ul style="list-style-type: none"> - Support and financing for major development projects in Côte d'Ivoire, in cooperation with the Ivorian Government 	Deux-Plateaux, Rue des jardins 01 BP 480 Abidjan, Côte d'Ivoire (+225) 27 22 40 51 59 / 27 22 40 51 59 (+225) 07 69 20 74 08 celestin.tanoh@deginvest.de

EXTERNAL	REGIONAL SUPPORT	AFDB, ABIDJAN, CÔTE D'IVOIRE	African Development Bank	<ul style="list-style-type: none"> → Financing partner for governments and the private sector → Private sector financing from EUR 2.28 million 	Avenue Joseph Anoma 01 BP 1387 Abidjan 01 Côte d'Ivoire (+225) 27 20 26 39 00 afdb@afdb.org
		BOAD, LOMÉ, TOGO	West African Development Bank (WAMU)	<ul style="list-style-type: none"> → Financing partner for businesses → Private sector financing in 2018: EUR 166.93 million 	68, Avenue de la Libération, Lomé, Togo (+228) 22 21 59 06 / 22 21 42 44 / 22 21 01 13 boadsiege@boad.org
		EBID, LOMÉ, TOGO	ECOWAS Bank for Investment and Development	<ul style="list-style-type: none"> → Financing for ECOWAS private enterprises → Short, medium and long-term loans 	128 Boulevard du 13 janvier BP 2704 Lomé, Togo (+228) 22 21 68 64 bidc@bidc-ebid.org

Sources: Websites of various chambers of commerce

The table below shows the main chambers of commerce that have an office in Côte d'Ivoire or carry out activities to support investors from neighbouring countries (Delegation of German Industry and Commerce in Ghana – AHK Ghana).

Table 4.

Main chambers of commerce based in or operating in Côte d'Ivoire

CCI-CÔTE D'IVOIRE	Chamber of Commerce and Industry of Côte d'Ivoire	6, avenue Joseph Anoma, Plateau 01 BP 1399 Abidjan 01 [+225] 27 20 33 16 00 info@cci.ci; http://www.cci.ci
EUROCHAM CI	European Chamber of Commerce in Côte d'Ivoire	Immeuble N'Zarama, 5 th floor boulevard Lagunaire, Plateau (Abidjan) 01 BP 11829 Abidjan [+225] 27 20 32 81 00 info@eurochamci.com; https://eurochamci.com
CCIFCI	French Chamber of Commerce and Industry in Côte d'Ivoire	Boulevard de Marseille – Biétry, 300 m beyond Wafou towards the airport 18 BP 189 Abidjan 18 [+225] 27 21 25 82 06 ccifci@ccifci.org; www.ccifci.org
CCBCI	Belgian Chamber of Commerce in Côte d'Ivoire	Rue des Ambassades, next to Chefferie d'Anono, Riviera Golf Cocody, Abidjan [+225] 27 22 43 34 00 Odile.delago.ccbci@gmail.com; http://www.ccbci.net/
CCILCI	Lebanese Chamber of Commerce and Industry in Côte d'Ivoire	Centre Polygone – Orca Déco, 3 rd floor 26 BP 838 Abidjan, 26 [+225] 27 21 26 22 12 info@ccilci.org; www.ccilci.org
AHK GHANA	Delegation of German Industry and Commerce in Ghana (AHK Ghana)	The Octagon Building - 2 nd floor, Unit B207- Barnes Road - Accra Central PMB 25 TUC Accra, Ghana [+233] 302 63 16 81/82/83 info@ghana.ahk.de

Sources: Websites of various chambers of commerce

AHK Ghana acts as a regional office covering Côte d'Ivoire (see box below). There are plans to open an AHK office in Abidjan to establish closer contact with the Ivorian market and its players.

AHK GHANA: YOUR PARTNER FOR MARKET ENTRY AND INVESTMENT PROMOTION IN WEST AFRICA.



Delegation der Deutschen Wirtschaft
in Ghana
Delegation of German Industry and
Commerce in Ghana

The Delegation of German Industry and Commerce in Ghana (AHK Ghana) is part of the German Chambers of Commerce (AHK) network.

It aims to strengthen sustainable economic activities between Germany and Ghana and French-speaking West African countries, particularly Côte d'Ivoire. With its vast experience and extensive network, AHK Ghana provides high-quality services for German and West African businesses seeking reliable information on different markets to enable them to make the right business decisions.



AHK offers a wide range of business services through the DEinternational Department, the Regional Coordination for West Africa and the Competence Centres (energy and environment, private sector development, mining and natural resources, and skills development/technical and vocational training). DEinternational is the

umbrella brand for the services provided by AHK offices around the world.

Need help entering the West African market?

AHK helps you to develop your strategy and find the right business partner or customers in German or West African markets; it offers the following services:

- advice on market entry;
- information on different economic sectors;
- organisation of international trade shows;
- organisation of business and networking forums;
- market studies and sector reports;
- business development missions and business trips;
- finding business partners;
- workshops, seminars, conferences and business-to-business (B2B) meetings.

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ExperTS

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THE GERMAN-AFRICAN ECONOMIC ASSOCIATION (AFRIKA-VEREIN)



For 85 years, the German-African Economic Association (Afrika-Verein) has been supporting German companies in their commitment on the African continent. At present, Afrika-Verein has more than 550 members. These are not only players from the German private sector but also companies, institutions and private individuals based in Africa and other European countries. Around 85% of German-African trade is represented by the association, across all economic sectors, from start-ups to companies listed on the German stock exchange index (DAX).

The Afrika-Verein promotes the German-African exchange between representatives from business and politics through a powerful network. In Germany, it is the central platform for the private sector to provide business information and networking. In addition, numerous events are held, including cross-sectoral business conferences, national business dialogues and business missions to African markets.

Afrika-Verein also has an extensive and exclusive network in the African countries. With its partners, local representatives and the expertise of its members, Afrika-Verein has been connecting German-African business actors for decades.

Through regular consultations and meetings, the Afrika-Verein represents the interests of its members to policy makers at regional, national and European levels, as well as to African representatives.

The association regularly takes a stand on important issues concerning Africa and thus influences the framework conditions of the German economic engagement on the African continent.

ABOUT "INVEST FOR JOBS" AND "GLOBAL BUSINESS NETWORK"

The commitment of the German Cooperation to economic development and job creation in Côte d'Ivoire has been steadily increasing over the years.

GIZ, the implementing agency of the German Cooperation, financed by the BMZ, the German Federal Ministry for Economic Cooperation and Development, is committed to working with the private sector to meet the modern challenges of Africa in terms of creating sustainable and quality jobs for a growing young workforce.

In this context, particular support in the field of entrepreneurship is aimed at contributing to sustainable socio-economic development.



The Special Initiative on Training and Job Creation, which operates under the brand name "Invest for Jobs", is a program of the German Federal Ministry for Economic Cooperation and Development (BMZ), implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH in various African partner countries.

In Côte d'Ivoire, this program includes three areas of action, namely: (i) promotion and support to investors, (ii) support and strengthening of African SMEs and (iii) development of the entrepreneurial ecosystem in the ICT/technology sector (including renewable energy and energy efficiency).

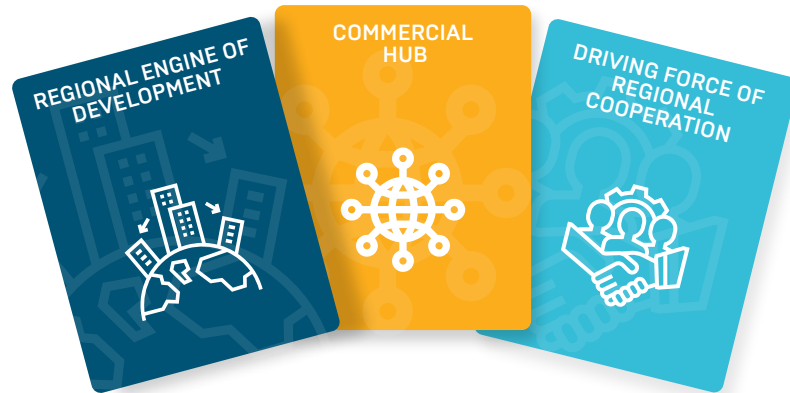


Cooperation with the private sector in the context of the German development cooperation is the main objective of (Business Scouts for Development) BSfD formerly GBN (Global Business Network). BSfD goals are to design and establish new approaches to cooperation with local and German/European companies. These actions aim to have an impact on the consolidation and development of local businesses and the creation of new jobs.

To achieve its objectives, BSfD provides information and facilitates contact exchanges, builds networks and knowledge platforms, and accompanies the conception of ideas and the implementation of projects and investments.

1.2. Strengthening Côte d'Ivoire's position in the French-speaking subregion

Côte d'Ivoire is a regional hub, which enhances its attractiveness on the African continent.



CÔTE D'IVOIRE'S CONSISTENTLY STRONG ECONOMIC PERFORMANCE MAKES IT A MAJOR ENGINE OF REGIONAL DEVELOPMENT.

According to the World Bank, in 2018, Côte d'Ivoire recorded the sixth highest GDP growth in the world (7.4%) and the second highest in Africa after Rwanda, which topped the world ranking with 8.6% GDP growth.

Côte d'Ivoire is a major engine of growth for French-speaking Africa and for West Africa as a whole, alongside Ghana and Nigeria. Abidjan has almost 5 million inhabitants and a solid trade and business infrastructure.

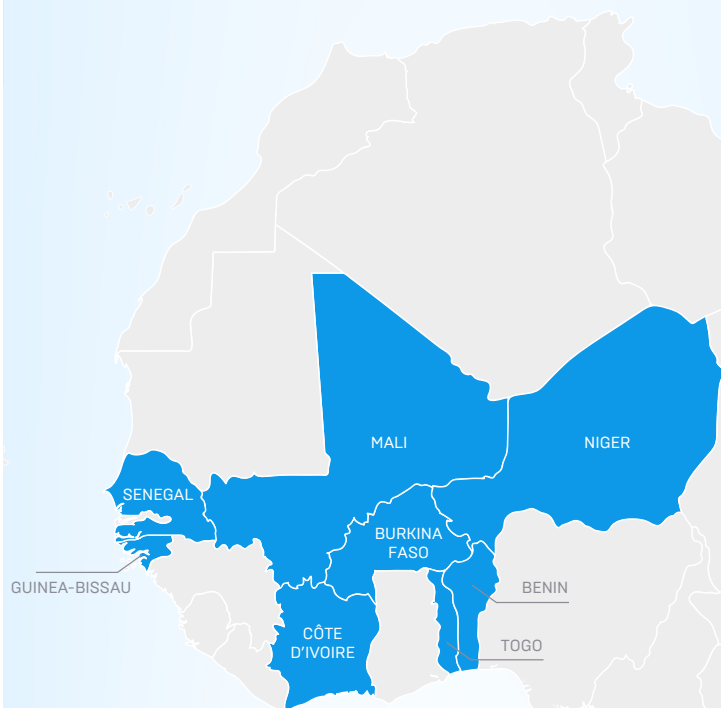
It is the region's second largest city after Lagos (Nigeria), which has a population of more than 20 million. Its attractiveness is enhanced by the fact that a number of key African development organisations have their headquarters in the city, including the AfDB, the International Cocoa Organization (ICCO) and AfreximBank, the African Export-Import Bank.

Côte d'Ivoire has established itself as the gateway to the West Africa region.

According to the Oxford Business Group's 2019 report, the country accounts for 35% of GDP and 43% of trade in the WAEMU area. In 2020, the UK bank, Standard Chartered, singled out Côte d'Ivoire as the country with the greatest potential for future trade growth. It heads the Trade 20 index, which analyses economic dynamism, trade readiness and export diversity, with Kenya in second place.

This leading trade position is possible thanks to the country's robust infrastructure, including the Autonomous Port of Abidjan and the increasingly important Félix Houphouët-Boigny International Airport. There is also a secondary infrastructure network that supports and diversifies trade, including the Port of San Pedro and the road network linking Côte d'Ivoire to neighbouring countries. All this makes Côte d'Ivoire the region's critical gateway for goods and services.

WAEMU AREA



35%
OF GDP IN THE
WAEMU AREA

43%
OF TRADE IN THE
WAEMU AREA

CÔTE D'IVOIRE PLAYS A PIVOTAL ROLE IN SUB-REGIONAL INTEGRATION AND COOPERATION.

Côte d'Ivoire has historically been a destination country for migrants and, according to the Ivorian Government, is host to more than 5 million immigrants, who account for 20% of the population. The vast majority come from West African countries, mainly Burkina Faso (~60%), followed by Mali (~16%), Guinea, Senegal, Liberia, Benin, Togo and the Niger. This makes Côte d'Ivoire a melting pot of nationalities and has a significant positive impact on trade with the immigrants' countries of origin.

Côte d'Ivoire is party to most of the regional agreements currently in place. It also contributes to spurring economic dynamism, as evidenced by its involvement in the WAEMU financial markets; Ivorian businesses account for 42% of companies listed on the Regional Stock Exchange (BRVM) in Abidjan.

Côte d'Ivoire has undertaken collaboration projects with neighbouring countries with a view to enhancing regional integration, and the creation of a special economic zone made up of Mali, Burkina Faso and Côte d'Ivoire in 2018 demonstrates the countries' growing interest in furthering collaboration.

Thanks to increased electricity generation, Côte d'Ivoire has become a critical partner in the region, with neighbouring countries, such as Burkina Faso, Ghana and Togo, relying on electricity imports from Côte d'Ivoire. Its aim is to increase power grid interconnections in the region by implementing projects such as the one to construct a power transmission network with Guinea, Liberia and Sierra Leone as part of its drive to become the region's main energy hub.



1.3. Improving Côte d'Ivoire's business climate

The government's strategy has contributed to building an increasingly favourable business environment for private investment.

The government's efforts to implement its national development plans since 2012 have been successful. The NDP 2012-2015 was effective in boosting economic growth and keeping it at consistently high rates in order to rebuild the country. In addition to the structural reforms undertaken, the standard of living was improved in terms of access to education and poverty reduction, providing a solid basis for the country's growth path.

The NDP 2016-2020 then set goals that included structurally transforming the economy through industrialisation, improving the business climate for the private sector and increasing the economy's competitiveness and diversification. These goals are reflected in the NDP's strategic directions, which are shown below.

With this focus on improving the business environment, the aim is to bolster the massive public investments made since 2012 with private investment. The actions and reforms implemented under NDP 2016-2020 have achieved their aim, bringing about a significant improvement in Côte d'Ivoire's business environment.

Figure 32.

Strategic focus of the National Development Plan (NDP) 2016-2020



CÔTE D'IVOIRE'S CLIMB UP THE WORLD BANK'S "DOING BUSINESS" RANKING DEMONSTRATES THE EFFECTIVENESS OF ITS REFORMS TO ITS BUSINESS ENVIRONMENT.

Since 2012, Côte d'Ivoire has jumped 57 places in the index, which ranks economies on their ease of doing business, climbing from 167th position out of 183 countries to 110th out of 190 in 2020.

A series of reform measures implemented by the government to achieve the NDP 2016-2020 goal of improving the business climate enabled the country to move up 32 places in the Doing Business ranking between 2017 and 2020.

The country performed particularly well in 2019, figuring among the world's top 10 to have made progress in this ranking.



Table 5.
Côte d'Ivoire's progress in Doing Business index (2012-2020) and main reforms

CÔTE D'IVOIRE'S POSITION IN THE DOING BUSINESS INDEX					
	OVERALL RANKING	CHANGE IN POSITION	SCORE OUT OF 100	CHANGE IN SCORE	CÔTE D'IVOIRE'S COMPARATIVE POSITION IN THE INDEX
2012	167/183 countries	+3 places vs 2011	Not Known (NK)	NK	Average score for countries in the region: 137/183
	Main Reforms	<ul style="list-style-type: none"> ➤ Fewer procedures involved in getting electricity (reduced from 8 to 4) and reduced electricity connection time (55 to 28 days) ➤ Business start-up in 24 hours at a cost of EUR 23, with a one-stop-shop for Business Formalities ➤ Creation of a unique identifier for legal, fiscal and business registration at CEPICI ➤ Easier procedures and reduced time to obtain a construction permit (26 days) ➤ Launch of a single form to file tax returns and pay taxes online ➤ Creation of a one-stop-shop for Foreign Trade ➤ Easier procedures for the settlement of disputes for claims of less than EUR 3,800 and reduction in the cost to EUR 23 ➤ Increase in the influence of minority shareholders ➤ Digitalisation of services and administrative procedures via a single portal: 225invest 			
2019	122 / 190	+17 places vs 2018	58 / 100	+4.94 points vs 2018	World's top 10 improvers
	Reforms	<ul style="list-style-type: none"> ➤ Removal of the obligation to use a notary ➤ Increased ease of getting credit and improved access to credit information via the Credit Information Office (BIC) ➤ Expansion of the alternative dispute resolution framework ➤ Increased use of electronic systems 			
2020	110 / 190	+12 PLACES VS 2019	60.7 / 100	+2.7 points vs 2019	13 th in sub-Saharan Africa
	Reforms	<ul style="list-style-type: none"> ➤ Publication of reports on the performance of commercial courts ➤ Increased ease of paying taxes: online filing system ➤ Improvement in getting electricity ➤ Improved contract enforcement and protection of minority investors 			

Sources: Doing Business reports from 2012 to 2020; Websites of CEPICI and the Ivorian Government

CÔTE D'IVOIRE IMPROVED ITS POSITION IN THE DOING BUSINESS RANKING IN 2020 AS IT MOVED FORWARD WITH EFFORTS TO IMPROVE THE BUSINESS CLIMATE, ALTHOUGH IT DID NOT MAKE THE TOP 10 THIS TIME.

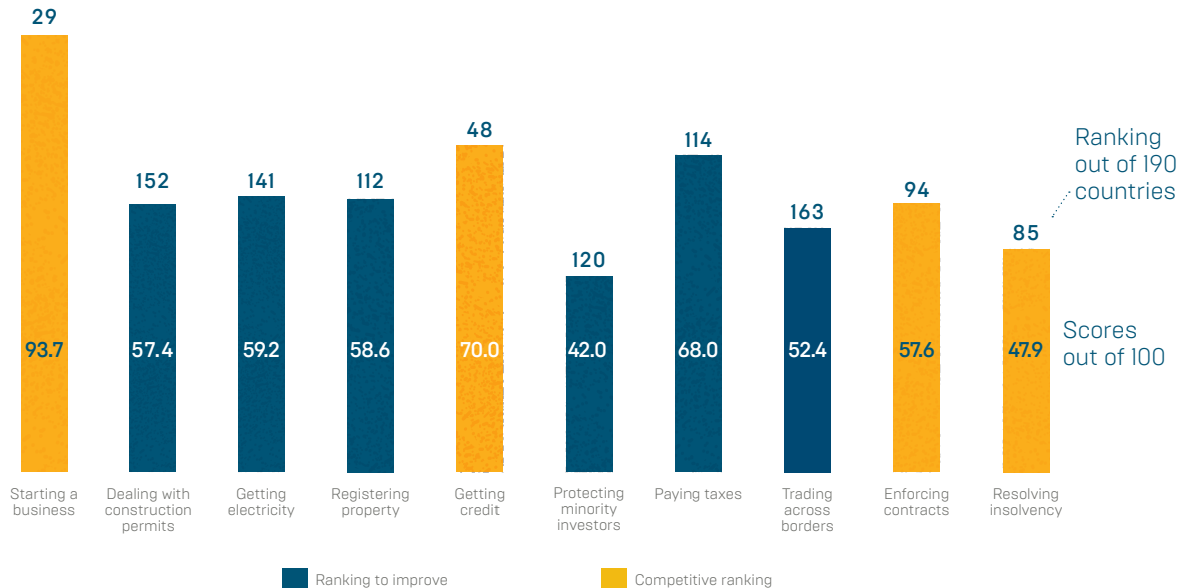
From 2019 to 2020, Côte d'Ivoire climbed 12 places, putting it in 110th position with a score of 60.7 out of 100.

Côte d'Ivoire achieved its best scores in four of the ranking's indicators: starting a business (29/190), getting credit (48/190), resolving insolvency (85/190) and enforcing contracts 94/190.

The Ivorian Government is intent on improving its scores for the other six indicators. For example, to improve its score on the ease of paying taxes, it has introduced an online system to process value added tax (VAT) cash refunds.

Figure 33.

Côte d'Ivoire's Doing Business performance in 2020 by indicator [score and ranking]



THE IVORIAN GOVERNMENT HAS SET NEW OBJECTIVES TO STRENGTHEN THE BUSINESS ENVIRONMENT AND ADDRESS THE CHALLENGES THE PRIVATE SECTOR WILL FACE IN THE FUTURE.

Following the publication of the 2020 report, the Minister for Private Investment Promotion underlined the government's commitment to continuing its efforts to become an attractive country for foreign investors.

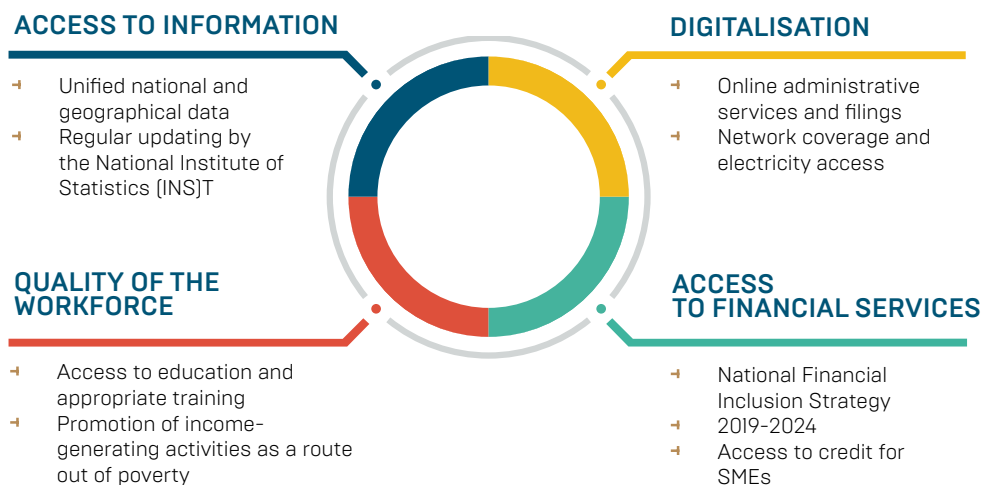
The aim of the government is to increase private investment significantly to support the massive public spending plan in place since 2012 and

contribute to achieving sustained, long-term growth. It therefore intends to continue reforming internal processes and keep this progress towards improvement on track.

The main challenges facing the government in enhancing the country's attractiveness to foreign investors are outlined below.

Figure 34.

Challenges ahead to improve the business environment in Côte d'Ivoire



Source: Doing business 2020 report on Côte d'Ivoire and Dalberg analysis

According to the 2019 economic and financial report on the Finance Act (Budget and Portfolio Department of the Prime Minister's Office), a number of new

reforms relating to Doing Business indicators are planned for the medium term.

Table 6.

Government reforms since 2019 to improve the business climate

STARTING A BUSINESS	<ul style="list-style-type: none"> ➤ Regularise formerly registered businesses by giving them a unique identifier ➤ Gradually digitise the issuing of business licences and permits (approvals, certificates, authorisations, etc.)
GETTING ELECTRICITY	<ul style="list-style-type: none"> ➤ Establish a viable economic model to reduce the costs of electricity connections
REGISTERING PROPERTY	<ul style="list-style-type: none"> ➤ Implement the Geographic Information System (GIS)
DEALING WITH BUILDING PERMITS	<ul style="list-style-type: none"> ➤ Develop, adopt and enact the construction and building code ➤ Implement the building permit management software for the one-stop-shop for building permits
TRADING ACROSS BORDERS	<ul style="list-style-type: none"> ➤ Launch the one-stop-shop for foreign trade to facilitate cross-border trade
ENFORCING CONTRACTS	<ul style="list-style-type: none"> ➤ Produce statistics on the judicial work of the Abidjan Commercial Court
RESOLVING INSOLVENCY	<ul style="list-style-type: none"> ➤ Implement online bidding

2. DOING BUSINESS IN CÔTE D'IVOIRE: CHALLENGES AND OPPORTUNITIES

The short and medium-range forecasts for Côte d'Ivoire are good.

The structural transformation of the economy, with service sector development, industrialisation and agricultural transformation, provides a host of economic opportunities.

Despite a slackening of the pace of public investment and thanks to public-private partnerships, several large-scale projects are in progress, ensuring that the drive for growth remains on track.

The main challenge is to deliver inclusive growth to raise the standard of living in the country, which has seen little improvement in spite of the economic dynamism the country has enjoyed since 2012.

Table 7.

Projections for the main economic indicators in Côte d'Ivoire, 2017 to 2024

	2017	2018	2019	2020	2021	2022	2023	2024
	EST.		PROJECTIONS					
GDP GROWTH (%)	7.7	7.4	7.5	7.3	7.0	6.7	6.5	6.4
INFLATION RATE (%)	0.7	0.4	1.0	2.0	2.0	2.0	2.0	2.0
CURRENT ACCOUNT BALANCE (% OF GDP)	-2.7	-4.7	-3.5	-3.3	-3.1	-2.9	-2.8	-2.7
PUBLIC DEBT (% OF GDP)	49.8	53.2	52.5	51.2	49.6	48.6	47.8	48.2

Sources: IMF estimates; Ivorian Government

POTENTIAL RISKS THAT COULD IMPACT CÔTE D'IVOIRE ARE MODERATE COMPARED WITH THOSE FACED BY OTHER WAEMU COUNTRIES.

Oil and agricultural exports are some of the country's main drivers of growth, and this makes it vulnerable to commodity price fluctuations.

During periods when Côte d'Ivoire experienced unfavourable trade terms, growth was less dynamic. Growth can also be weakened by the effects of climate change on agriculture, a sector that employs 48% of the Ivorian workforce. The lack of diversification of sources of growth increases its fragility, and this has prompted the government to step up efforts to push ahead with industrialisation and agricultural transformation.

It will also have to deal with the fallout of the COVID-19 global pandemic, as yet difficult to gauge, and its impact on the economy and the population.

According to COFACE, an international company specialising in credit insurance, Côte d'Ivoire has the best ratings in the West African sub-region, after Senegal, for business environment and country risk assessment.

Table 8.
WAEMU country risk ratings according to Coface

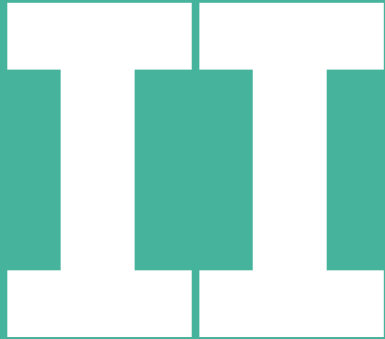
	CÔTE D'IVOIRE	NIGER	SENEGAL	MALI	BENIN	BURKINA FASO	TOGO
COUNTRY RISK ASSESSMENT	B	C	A4	D	B	D	C
BUSINESS CLIMATE ASSESSMENT	B	C	B	D	C	C	C

Table 9.

Evaluation of prospects and risks for Côte d'Ivoire

FUTURE PROSPECTS	RISKS
<p style="text-align: center;">SUSTAINABLE GROWTH FORECASTS</p> <ul style="list-style-type: none"> ➤ GDP growth of 7.1% in 2021 and 6.5% in 2024, according to the World Bank and the IMF ➤ Growth driven by domestic consumption and the private sector 	<p style="text-align: center;">VULNERABILITY TO EXTERNAL SHOCKS</p> <ul style="list-style-type: none"> ➤ The economy's dependence on exports ➤ Risk of fluctuations in commodity prices and a deterioration in trade terms ➤ Agricultural and petroleum products account for 60% of the country's exports
<p style="text-align: center;">EFFECTIVE MANAGEMENT BY THE IVORIAN GOVERNMENT</p> <ul style="list-style-type: none"> ➤ Stable inflation, budget deficit meeting WAEMU convergence criteria ➤ Steady improvement in the business climate ➤ Recent improvement in the Mo Ibrahim Index of African Governance ➤ NDP in progress 	<p style="text-align: center;">IMPACT OF CLIMATE CHANGE</p> <ul style="list-style-type: none"> ➤ According to the IPCC, by 2030, 1 million Ivorians could fall into extreme poverty ➤ Risk of erosion of coastal plains, which are home to 80% of economic activities (World Bank) ➤ Agriculture: risk of temperature rises and variable rainfall
<p style="text-align: center;">DYNAMISM OF THE TERTIARY SECTOR</p> <ul style="list-style-type: none"> ➤ Engine of growth, notably through ICT, trade and transport ➤ Restructuring of banking services ➤ Increased accessibility to banking services through ICT, resulting in greater financial inclusion 	<p style="text-align: center;">POLITICAL SYSTEM</p> <ul style="list-style-type: none"> ➤ Evolving political situation: potential slowdown of domestic demand and private investment
<p style="text-align: center;">DEVELOPMENT OF AGRICULTURAL TRANSFORMATION</p> <ul style="list-style-type: none"> ➤ Pillar of the government's industrial policy ➤ Increased contribution to growth which according to the World Bank should be around 20% in 2021 	<p style="text-align: center;">IMBALANCE IN THE WEIGHT OF SECTORS IN THE ECONOMY</p> <ul style="list-style-type: none"> ➤ Need for structural transformation of the economy to diversify the drivers of growth ➤ Need to industrialise the country and transform agriculture
<p style="text-align: center;">IMPROVEMENT IN SOCIAL CONDITIONS AND FINANCIAL INCLUSION</p> <ul style="list-style-type: none"> ➤ PSGouv social programme to accelerate the social aspects of the NDP ➤ Job creation, access to electricity, social benefits ➤ Increase in government spending 	<p style="text-align: center;">NON-INCLUSIVE GROWTH</p> <ul style="list-style-type: none"> ➤ Stagnation in the Ivorian population's standard of living ➤ Poverty rate rose from 48.9% in 2012 to 47% in 2017, according to Bloomfield
<p style="text-align: center;">MAJOR INFRASTRUCTURE PROJECTS</p> <ul style="list-style-type: none"> ➤ Launch of the Abidjan metro project ➤ Projects to improve urban mobility in Abidjan ➤ Continuation of road network improvements and the modernisation of ports ➤ Infrastructure for the Africa Cup of Nations in 2023 	<p style="text-align: center;">ECONOMIC AND SOCIAL CONSEQUENCES OF COVID-19</p> <ul style="list-style-type: none"> ➤ Impact of the coronavirus pandemic uncertain in early 2020 ➤ Potential slowdown in growth to 3.6%

Sources: Coface, Fitch, Oxford Business Group, African Development Bank, Dalberg analysis



INVESTOR ROADMAP

INVEST
IN CÔTE D'IVOIRE



II

A

UNDERSTANDING AND
NAVIGATING THE IVORIAN
BUSINESS ENVIRONMENT





A | UNDERSTANDING AND NAVIGATING THE IVORIAN BUSINESS ENVIRONMENT

1. LEGAL FRAMEWORK

The Ivorian business environment is governed by the Treaty on the Harmonization of Business Law in Africa (Organization for the Harmonization of Business Law in Africa – OHADA). Côte d’Ivoire is one of the 17 signatory countries, the others being Benin, Burkina Faso, Cameroon, the Central African Republic, Chad, the Comoros, the Congo, the Democratic Republic of the Congo, Equatorial Guinea, Gabon, Guinea, Guinea-Bissau, Mali, the Niger, Senegal and Togo.

This treaty, which was amended on January 30th, 2014, sets out the different legal forms for companies.

The following five legal forms are the most common:

- general partnership (société en nom collectif – SNC);
- limited partnership (société en commandite simple – SCS);
- private limited company (société à responsabilité limitée – SARL);
- public limited company (société anonyme – SA);
- simplified public limited company (société par actions simplifiée – SAS).

In some sectors, specific provisions stipulate the legal form that must be adopted. This is the case, for example, for the banking sector, where the only legal form permitted for credit institutions is the public limited company with a board of directors.

The table below provides a summary of the legal forms provided for in OHADA law.

Table 10.
Summary of types of enterprises

TYPES OF ENTERPRISES					
	LEGAL CAPACITY OF THE PARTNERS	MINIMUM NUMBER OF PARTNERS	FORM OF THE CERTIFICATE OF INCORPORATION	MINIMUM SHARE CAPITAL	TYPE OF MANAGEMENT
GENERAL PARTNERSHIP (SNC)	21 years or older	Minimum of two partners NB: spouses cannot be partners in a partnership	Contract of incorporation	No minimum capital requirement Capital freely determined	One or more managers (can be partners or not); individuals or legal entities.
LIMITED PARTNERSHIP (SCS)	Partners must have reached the age of majority An emancipated minor can be a limited partner	Minimum of two partners	Contract of incorporation	No legal minimum required Capital freely determined	Managed by all partners unless otherwise stipulated in the articles of association, in which case one or more managers are appointed from among the partners

TYPES OF ENTERPRISES

	LEGAL CAPACITY OF THE PARTNERS	MINIMUM NUMBER OF PARTNERS	FORM OF THE CERTIFICATE OF INCORPORATION	MINIMUM SHARE CAPITAL	TYPE OF MANAGEMENT
JOINT VENTURE (SP)	Must have reached the age of majority	Minimum of two partners	Contract of incorporation	No minimum capital requirement	One manager NB: Each partner enters into agreements in their own name and is solely liable to third parties
PRIVATE LIMITED COMPANY (SARL)	Partners must have reached the age of majority However, an emancipated minor can be a partner in such a company	Minimum of two partners	Contract of incorporation	EUR 1,524 minimum divided into shares with a face value of no less than 8 euros	One or more managers under the partners' control
SINGLE-MEMBER PRIVATE LIMITED COMPANY (SARLU)	The sole member must have reached the age of majority	1 sole member	Unilateral deed of incorporation		One manager
PUBLIC LIMITED COMPANY (SA)	The shareholders must have reached the age of majority However, an emancipated minor can be a shareholder in such a company	Minimum of two shareholders	Contract of incorporation	EUR 15,245 minimum divided into shares with a face value of no less than 15 euros	A Board of Directors or a managing director
PUBLIC LIMITED COMPANY WITH A SOLE SHAREHOLDER (SAU)	The sole shareholder must have reached the age of majority	One sole shareholder	Unilateral deed of incorporation		One managing director
SIMPLIFIED PUBLIC LIMITED COMPANY (SAS)	Capacity is not required The partners may also be spouses, prohibited categories (minors) or even those deemed to be incompatible (lawyers, civil servants, etc.)	1 or more shareholders	Contract of incorporation	No minimum capital requirement	One chair
ECONOMIC INTEREST GROUPING (GEI)	No capacity requirement since it is a group of pre-existing companies	2 or more individuals or legal entities already engaged in either a business or a professional activity	Contract of incorporation	A GEI can be set up without capital	One or more individuals or legal entities appointed as directors
DE FACTO COMPANY	The de facto company is not subject to any particular formality. If a judge recognises the existence of this company, the rules of a general partnership apply to the partners				

Source: Uniform Act, Organization for the Harmonization of Business Law in Africa (OHADA)

Special companies are often used by investors to manage their business portfolios or to carefully initiate an investment project in a new area. They are holding companies and branches.

These two types of company have specific characteristics which are described below.

Holding company

A holding company is one that exists to own the stock of subsidiaries or an interest in companies in which it intervenes to control management decisions or direct the activity. It is also one that invests in a portfolio of securities to earn a return in the shorter or longer term.

There are various types of holding company:

- the pure holding company whose sole purpose is to own stock in other companies;
- the mixed holding company which not only owns the assets but also manages, advises, controls, organises, harmonises and coordinates the activities of its subsidiaries;
- the financial holding company whose purpose is to manage a group's finances in compliance with banking regulations;
- the patent holding company exists to hold patents and exploit intellectual property rights, for example, by granting operating licences.

Branch

A branch is a commercial, industrial or service establishment belonging to a company or individual and granted a degree of autonomy in its management. It does not have a separate legal personality distinct from that of the parent company or individual that owns it.

The rights and obligations arising from its activity or existence are part of the estate of the parent company or individual that owns it.

A branch may belong to a foreign company or individual. Unless otherwise stipulated in international agreements or laws, branches are governed by the law of the country in which they are located. They must be registered in the Trade and Personal Property Credit Register (RCCM) in compliance with provisions on the organisation of the register.

Where the branch belongs to a foreigner, it must be attached to an existing or newly created company incorporated in one of the OHADA Member States no later than two years after its creation, unless this requirement is waived by order of the minister for trade in the Member State in which the branch is located.



FOR FURTHER INFORMATION

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INVESTORS' GUIDE
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2. FISCAL FRAMEWORK

2.1. Tax regimes

The two tax regimes applicable to businesses are the ordinary tax regime (RNI) and the simplified tax regime (RSI). Taxpayers have specific accounting and fiscal obligations, depending on the regime under which they are registered.

Ordinary tax regime

This regime applies to businesses with an annual turnover exceeding XOF 150 million, that is, just under EUR 229,000 (Article 34, General Tax Code – CGI).

In terms of accounting, businesses registered under the RNI are required to produce annual financial statements in compliance with OHADA accounting law, banking accounting law or the Inter-African Conference on Insurance Markets (CIMA) Code.

In terms of taxation, they are required to file a monthly tax return and make payment of the amount due to the corresponding tax office.

Simplified tax regime

This regime applies to natural and legal persons with an annual turnover of between XOF 50 and XOF 150 million, that is, between EUR 76,000 and EUR 229,000 (Article 45 of the CGI).

Taxpayers subject to the RSI are required to produce annual financial statements in compliance with OHADA accounting law.

They are allowed to have a simplified accounting system under which the following are required:

- purchase ledger;
- general expense ledger;
- payroll ledger recording salaries and contributions;
- sales ledger recording sales of goods and services;
- cash ledger recording daily income and expenses, and incoming and outgoing cashflow;
- ledger recording stock inventory, fixed assets, receivables and payables.

These taxpayers are required to file a quarterly tax return and make payment of the amount due to the corresponding tax office.

2.2. Fiscal obligations for businesses

Businesses registered under the RNI or RSI have seven main fiscal obligations that they must fulfil in the tax year, as shown in the table below.

ALL THE TAXES REFERRED TO ABOVE ARE DEDUCTIBLE FROM TAXABLE INCOME, AND THERE IS NO DOUBLE TAXATION.

Table II.

Summary of corporate tax obligations

VAT, TOB	<ul style="list-style-type: none"> - Value added tax is an indirect tax on the purchase of goods and services. - The tax on bank transactions is an indirect tax on financial services.
TSE	<ul style="list-style-type: none"> - The special tax for equipment is a tax for the Tax Authority's equipment.
BUSINESS FRANCHISE TAX	<ul style="list-style-type: none"> - The business franchise tax is a tax due on any individual or legal entity engaged in business, industry or a non-exempt profession in Côte d'Ivoire. It is broken down into the turnover levy (DCA) and the business premises levy (DVL).
PROPERTY TAX	<ul style="list-style-type: none"> - Property tax in Côte d'Ivoire is divided into two categories: tax on rental income and tax on property assets.
PAYROLL TAXES	<ul style="list-style-type: none"> - Payroll taxes are made up of taxes payable by the employee and taxes payable by the employer.
INCOME TAX	<ul style="list-style-type: none"> - Income tax is levied on profit from commercial activities (industrial and commercial activities and agricultural activities) and from non-commercial activities.
IRVM	<ul style="list-style-type: none"> - The dividend withholding tax is payable by all entities that receive dividend income from securities, which include stocks, shares and bonds.

Source: General Tax Code



Taxes payable by businesses can be calculated and paid monthly or annually in several instalments.

However, the dividend withholding tax (IRVM) may be payable at any time in the year when a business receives dividend income.

In the case of property tax, the amount due is paid monthly or annually in instalments, depending on whether the business rents out a property or itself uses a property that it owns.

The figures below show which taxes are payable monthly and which are payable yearly in several instalments.

Figure 35.

Taxes paid at monthly intervals: VAT, TOB, TSE, payroll tax



Source: General Tax Code

Figure 36.

Taxes paid at annual intervals



Source: General Tax Code

VAT and tax on bank transactions (TOB)

I VAT

VAT is an indirect tax on the consumption of goods and services in Côte d'Ivoire. It is, however, a neutral tax for businesses because the real tax burden is ultimately borne by the end consumer.

Businesses pay the tax office the difference between the VAT they have collected on their sales and the amount they have paid on their purchases.

A foreign business carrying out occasional or sporadic activities in Côte d'Ivoire is liable to charge and pay VAT. To do this, it must have a permanent representative in Côte d'Ivoire responsible for carrying out all required tax transactions on its behalf. If VAT is not paid, it will be charged to the recipient of the goods or services in Côte d'Ivoire.

For a business to be able to offset VAT, the amount must be indicated in a standardised invoice.

Table 12.

Value added tax

VALUE ADDED TAX				
TAX	DESCRIPTION	EXEMPTIONS	RATE	RETURNS
Value added tax (VAT) (Art. 339 of the General Tax Code)	A consumer tax based on turnover levied throughout the sales chain.	<ul style="list-style-type: none"> ➤ Butane gas ➤ Feed for livestock and farmyard animals ➤ Exports ➤ Books, newspapers and periodicals ➤ Teaching ➤ Paid employment in farming ➤ Medicines ➤ Fertilisers ➤ Seeds and grain (etc.) <p>(List of exemptions in Art. 355 of the General Tax Code)</p>	<ul style="list-style-type: none"> ➤ 18% on a pre-tax basis <p>REDUCED RATE 9%:</p> <ul style="list-style-type: none"> ➤ Milk and pasta made from 100% durum wheat ➤ Solar energy equipment ➤ Petroleum products (Art. 359 of the General Tax Code) 	Companies subject to the ordinary tax regime are required to file returns on a monthly basis while those subject to the simplified tax regime are required to do so on a quarterly basis.

Source: Tax Authority (DGI)



TAX CREDIT (VAT)

If a business pays more in input VAT over a period than it charges in output VAT, it will have a negative VAT liability. The business can choose one of two options: it can either have it offset against future liability or have it refunded subject to certain conditions.

There are two procedures for claiming a VAT refund:

- fast-track procedure;
- ordinary procedure.

FAST-TRACK PROCEDURE

The 2006 Finance Act establishes a fast-track VAT refund procedure for certain businesses. Exporters meeting the following requirements are eligible:

- those that file tax returns on a regular basis;
- those whose exports account for at least 75% of their turnover;
- those that have not been sanctioned for fraudulent practices.

For businesses that are partially eligible, exports must account for 75% of turnover from taxable operations.

ORDINARY PROCEDURE

The procedure that involved using certificates to apply certain exemptions was abolished and replaced by a VAT refund system. The new VAT exemption measures applied through the VAT refund procedure do not apply to:

- businesses claiming tax benefits under the Mining Code or the Petroleum Code;
- imports by businesses claiming tax benefits under the Investment Code (see below);
- diplomatic and consular missions of international organisations and similar entities claiming tax benefits (they are always eligible under the exemption scheme by analogy).

I TAX ON BANK TRANSACTIONS

The TOB is the equivalent of VAT for companies in the financial sector (banking, insurance, etc.). It is an indirect tax on the consumption of financial services provided in Côte d'Ivoire.

The specific characteristics of this tax, which is only applicable to the financial sector, are described in the table below.

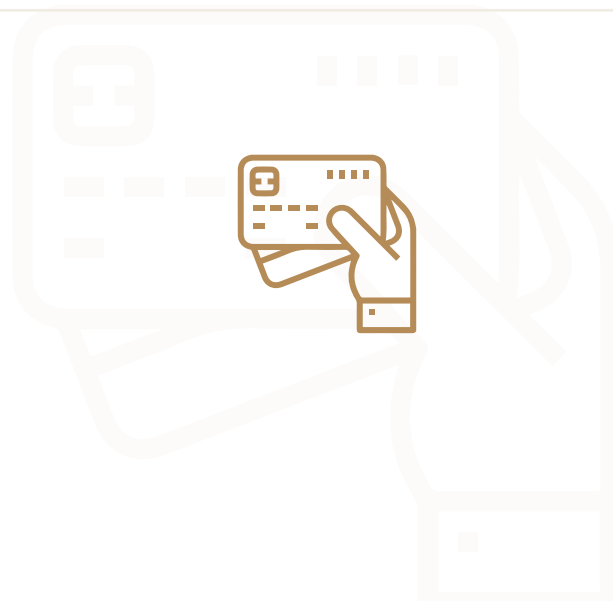


Table 13.

Tax on bank transactions

TAX ON BANK TRANSACTIONS (TOB)				
TAX	DESCRIPTION	EXEMPTIONS	RATE	RETURNS
<p>Tax on bank transactions (TOB)</p> <p>(Art. 395 of the General Tax Code)</p>	<p>The TOB is applicable to bank and financial transactions and, in general, to trade in securities and money.</p>	<ul style="list-style-type: none"> - Loans granted by mutual or cooperative financial institutions - Loans to purchase affordable and social housing, etc. <p>(Art. 398 of the General Tax Code)</p>	<ul style="list-style-type: none"> - 10% on a pre-tax basis. - With a loan transaction, this tax applies to the interest charges excluding tax. For example, after applying the TOB to an interest rate of 8% excluding tax, the rate becomes 8.8%, [8% + 10% * 8%]. <p>SPECIAL RATE 5%</p> <ul style="list-style-type: none"> - Bank charges on equipment and software acquisition loans for SMEs referred to in Article 113 of the General Tax Code. <p>(Art. 401 of the General Tax Code)</p>	<p>Companies subject to the ordinary tax regime are required to file returns on a monthly basis while those subject to the simplified tax regime do so on a quarterly basis.</p>

Source: Tax Authority (DGI)

Special tax for equipment (TSE)

Businesses registered under the RNI and the RSI are liable for this tax. The revenue collected is used to provide equipment for the Tax Authority (DGI).

TSE is levied under the same conditions as VAT. It is charged at a rate of 0.01% of turnover excluding tax, except for self-supply and petroleum products.

Returns are filed using a form called 'TSE, régime réel d'imposition'.



Business franchise tax

This is a tax payable by all natural or legal persons in a non-exempt business, industry or occupation in Côte d'Ivoire.

It is made up of a turnover levy (DCA) and a business premises levy (DVL).

As a general rule, DCA due for the tax year is calculated on the basis of net turnover or revenue declared the previous year. The distinction between turnover and revenue is made on the basis of the tax category. Taxpayers liable for income tax on non-commercial activities are taxed based on their revenue, while those liable for income tax on industrial and commercial activities are taxed based on products purchased or receivables.

DVL applies, in general, to offices, stores, shops, factories, workshops, warehouses, sheds, building sites, garages, storage facilities, any other premises or locations used to carry out an occupation and any premises on which property tax on buildings is payable.

The general and specific provisions and exceptions relevant to the calculation and payment of this tax are shown in the table below.

Table 14.

Summary of the business franchise tax

CONTRIBUTION DES PATENTES			
TAX	DESCRIPTION	EXEMPTIONS	RATES OR TARIFFS
Business franchise tax [Art. 264 of the General Tax Code]	Annual contribution levied on any individual or legal entity carrying out a commercial or industrial activity or a profession not expressly exempted.	<ul style="list-style-type: none"> ➤ School and university teaching establishments ➤ Mutual financial institutions ➤ Companies with a turnover of less than XOF 1 billion in the year they are incorporated ➤ Temporary exemption under the Investment Code <p>[Arts 280 to 282 of the General Tax Code]</p>	<p style="text-align: center;">TURNOVER LEVY (DCA)</p> <p>1. For activities other than transport: DCA = TURNOVER EXCL. TAX X 0.5%</p> <ul style="list-style-type: none"> ➤ Minimum levy: € 457.34 ➤ Maximum levy based on turnover excl. tax: <ul style="list-style-type: none"> ➤ € 304,898.03 < turnover excl. tax < € 533.57 (maximum) ➤ € 304,898.03 < turnover excl. tax < € 762,245.08 (maximum) ➤ € 762,245.08 € < turnover excl. tax < € 1,524 million (maximum) = € 1,981.84 ➤ Turnover excl. tax > € 1.524 million. Maximum = € 4,573.47 <p>2. For activities exempt from the business premises levy (DVL): DCA = turnover excl. tax x 0.7%</p> <p>3. For transport companies:</p> <ul style="list-style-type: none"> ➤ Passenger transport: € 76.83/car, plus € 3.84/seat, excluding the driver's seat ➤ Freight transport: € 57.63/car, plus € 1.53/tonne payload over 2 tonnes ➤ Mixed transport: € 76.68/car plus the cumulative surcharge per seat and per tonne ➤ River, lagoon and sea transport: € 115.25/boat plus € 1.53/seat, excluding the driver's seat ➤ Mortuary transport: hearses or mortuary vans ➤ Companies subject to a tax regime: € 36.59/car ➤ Other companies: € 314.05/car <p style="text-align: center;">BUSINESS PREMISES LEVY</p> <ul style="list-style-type: none"> ➤ Ordinary rate: 18.5% ➤ Special rate 16% (for establishments outside a municipal area)

Source: Tax Authority (DGI)

Property tax

There are two categories of property tax in Côte d'Ivoire: tax on rental income, similar to general income tax, and ad valorem property tax.

Ad valorem property tax, based on the assessed value of a built property or land, is payable by the owner.

Tax on rental income is tax levied on income earned from letting a built property or land (house, factory, greenfield, etc.).

The characteristics of these two taxes are shown in the table below.

Table 15.
Property tax

PROPERTY TAX			
TAXES	DESCRIPTION	EXEMPTIONS	RATES OR TARIFFS
Tax on rental income (Art. 237 of the General Tax Code)	Schedular tax levied on income from the rental of a property that has or has not been built (house, factory, greenfield site, etc.)	<ul style="list-style-type: none"> - Buildings used for public worship - Buildings used for schools not generating rental income - Buildings used for social or medical care 	<ul style="list-style-type: none"> - 4% of the rental value of income-generating buildings belonging to companies or legal entities - 3% if the buildings belong to individuals
		(Art. 151 of the General Tax Code)	(Art. 156 of the General Tax Code)
Ad valorem property tax (Art. 157 of the General Tax Code)	Ad valorem tax on built properties (Art. 157 of the General Tax Code)	<ul style="list-style-type: none"> - Buildings used for public worship - Buildings used for schools - Buildings used for social or medical care 	<ul style="list-style-type: none"> - 9% of the rental value for individuals - 11% for companies or legal entities - 3% of the rental value: <ul style="list-style-type: none"> - for one main residence; - for a single secondary residence for personal use that does not generate rental income; - for all the buildings belonging to individuals which have been vacant for a period of six consecutive months in the same year. - 15% for buildings belonging to legal entities and companies and used for their activities.
		(Arts 151 and 158 bis of the General Tax Code)	(Art. 158 of the General Tax Code)

Payroll taxes



Source : Direction Générale des Impôts de Côte d'Ivoire

Payroll taxes consist of deductions from an employee's wage or salary and contributions paid by the employer.

I PAYROLL TAXES PAID BY EMPLOYEES

These include income taxes; the national contribution to economic, cultural and social development and other personal income tax withholdings.

The details of these taxes are shown in the table below.

Table 16.

Taxes and contributions paid by employees

TAXES AND CONTRIBUTIONS PAID BY EMPLOYEES				
TAXES	DESCRIPTION	EXEMPTIONS	RATE	RETURNS
<p>Tax on salaries (IS)</p> <p>(Art. 115 of the General Tax Code)</p>	<p>Annual schedular tax levied on income from carrying out a profession or a non-commercial activity.</p>	<ul style="list-style-type: none"> - Family allowances and certain pensions. - Contributions to supplementary pension funds up to the double limit of one tenth of the gross taxable monthly remuneration, excluding benefits in kind and totalling € 457. - Life annuities and temporary compensation paid to victims of accidents in the workplace. - Salaries paid by agricultural, agro-industrial and similar enterprises referred to in Article 147 to workers classified in the occupational categories set out in Article 148 of the General Tax Code, etc. (Art. 116 of the General Tax Code). 	<ul style="list-style-type: none"> - 1.5% applied to 80% of net income (net income = gross income X 80%) or 1.2% on gross income 	<p>Returns must be filed by the 15th of each month at the latest.</p>
<p>National contribution to the country's economic, cultural and social development (CN) [Law No. 62-61 of February 16th, 1962]</p>	<p>The national contribution is a tax withheld at source from salaries, pensions and life annuities; the tax rate depends on the net taxable salary.</p>	<ul style="list-style-type: none"> - Remunerations paid to the staff of companies registered for tax purposes and set up, relocated or reopened in the CNW (Centre-North-West) zone before December 31st, 2012, over the period from 2010 to 2015. This exemption is reduced to 75% for the years 2016 and 2017. - Remuneration paid to the staff of agro-industrial enterprises operating in the cotton, cashew and shea sectors, set up, relocated or reopened in the CNW zone before December 31st, 2012, for the period from 2010 to 2015. This exemption is reduced to 75% for the years 2016 and 2017. 	<ul style="list-style-type: none"> - € 0-76 -> 0% - € 76-€ 198 -> 1.5% - € 198-€ 305 -> 5% - More than € 305 -> 10% 	

TAXES AND CONTRIBUTIONS PAID BY EMPLOYEES

TAXES	DESCRIPTION	EXEMPTIONS	RATE	RETURNS
Personal income tax withholdings (IGR) from pay (Art. 243(4) of the General Tax Code).	Personal income tax deducted from wages is a tax withheld and paid by employers.	<ul style="list-style-type: none"> Voluntary payments into a pension fund and life insurance premiums, up to a limit of 6% of net income not already subjected to compulsory deductions. 	<ul style="list-style-type: none"> This tax is calculated based on the employee's net taxable income, as follows Net taxable income $(I) = [80\% G - (IS+CN)] \times 85\%$ I = Net taxable income before deducting IGR. G = Gross salary including benefits in kind. (I) is divided by the number of shares (N) to determine the applicable IGR formula. The schedule is provided in an annex. 	Returns must be filed by the 15 th of each month at the latest.

Source: Tax Authority (DGI)

I TAXES PAID BY EMPLOYERS

The taxes paid by employers include:

- employer contributions;
- national contribution to economic, cultural and social development;
- apprenticeship tax;
- additional tax for continuing training.

The details of these taxes are shown in the table below.

Table 17.
Taxes and contributions paid by employers

TAXES AND CONTRIBUTIONS PAID BY EMPLOYERS			
TAXES	DESCRIPTION	EXEMPTIONS	RATES OR TARIFFS <small>(APPLICABLE ON 80% TAXABLE WAGES)</small>
Contribution paid by employers [Art. 134 of the General Tax Code]	Tax paid by the employer, whether or not they are located in Côte d'Ivoire, on salaries paid to employees	<ul style="list-style-type: none"> - Local staff - Amounts paid during the exploration stage by any holder of a licence to explore for valuable minerals classified as such under the mining scheme - The National Social Insurance Fund (CNPS) on maternity benefits [Arts 134(4) and 135 of the General Tax Code] 	Employer contribution on expatriate staff salaries: 11.5% [Art. 146 of the General Tax Code]
National contribution to the country's economic, cultural and social development [Art. 146 of the General Tax Code]	Tax paid by the employer on salaries paid to the employee.	<ul style="list-style-type: none"> - The salary paid for a first job for a period of two years - Salaries of up to EUR 229/month paid to trainees for internships, per intern over a 12-month period [Arts 136 and 136 bis of the General Tax Code] 	Local staff: 1.5% Expatriate staff: 1.5% [Art. 146 of the General Tax Code]
Apprenticeship tax [Art. 143 of the General Tax Code]	Tax in addition to the employer's contribution (tax collected by the Vocational Training Development Fund – FDFP)	/	<ul style="list-style-type: none"> - Personnel local : 0,5 % - Personnel expatrié : 0,5 % [art.146 du CGI]
Additional tax for continuing vocational training [Law No. 77-924 of November 17 th , 1977]	Tax in addition to the employer's contribution (tax collected by the FDFP)	/	<ul style="list-style-type: none"> - Local staff: 1.5% - Expatriate staff 1.5 % [Art. 146 of the General Tax Code]

Income tax

Income tax is levied on profit both from commercial activities (industrial and commercial activities and agricultural activities) and from non-commercial activities. There are various forms of income tax, which are described below.

I INCOME TAX ON COMMERCIAL ACTIVITIES

This is income tax on industrial and commercial activities and agricultural activities carried out by enterprises registered under RNI and RSI.

In the case of income tax on commercial activities, taxable income is determined by adding back expenses that are deducted for accounting purposes, but are not tax-deductible, to pre-tax accounting income and then subtracting tax deductions (tax-exempt proceeds).

The effect of add-backs is essentially to neutralise expenses incurred by the business, which are recorded in its accounts as outgoings and therefore reduce income, but which are not deductible for tax purposes (whether temporarily or definitively).

Tax deductions are essentially proceeds that are recorded in the accounts and therefore increase income, but that are not taxable (whether temporarily or definitively) or have already been taxed (provision carried forward from a previous accounting period).

By way of example, table 18 provides details of the income tax regime for commercial and agricultural activities.

Table 18.

Income tax on commercial and agricultural activities

INCOME TAX ON COMMERCIAL ACTIVITIES UNDER THE ORDINARY TAX REGIME (RNI) AND THE SIMPLIFIED TAX REGIME (RSI)			
TAXES	RATE	EXEMPTIONS	RETURNS
<ul style="list-style-type: none"> - Income tax on industrial and commercial activities - Income tax on agricultural activities <p>(Arts 1 to 84 of the General Tax Code)</p>	<p>ORDINARY TAX RATE 25% of taxable income</p> <p>SPECIAL RATES 30% of taxable income for companies in the ICT sector</p>	<ul style="list-style-type: none"> - Mutual agricultural credit funds - Mutual aid societies - The Association for the Promotion of Exports (APEX-CI) etc. <p>(Art. 4 of the General Tax Code)</p>	<p>Returns must be filed at the latest by:</p> <ul style="list-style-type: none"> - June 30th following the accounting year end date for companies with an auditor; - May 30th following the accounting year end date for other companies. <p>The tax is payable in three instalments:</p> <ul style="list-style-type: none"> - April 20th - June 20th - September 20th

Source: Tax Authority (DGI)

Taxable income can be positive, negative or zero. If taxable income is zero or negative, the taxpayer must pay a minimum flat-rate tax instead of a tax on industrial and commercial activities or agricultural activities.

provides details of the minimum flat-rate tax for taxpayers registered under RNI and RSI.

Table 19.

Minimum flat-rate tax

MINIMUM FLAT-RATE TAX UNDER RNI AND RSI			
TAXES	REQUIREMENTS	RATE	RETURNS
<p>Minimum flat-rate tax under RNI</p> <p>(Art. 39 of the General Tax Code)</p>	<p>If the result for the financial year is a loss, the taxpayer is required to pay a minimum of EUR 4,573 (minimum flat-rate tax); the maximum amount is EUR 53,357</p>	<p>ORDINARY TAX RATE 0.5% of turnover including VAT</p> <p>SPECIAL RATE</p> <ul style="list-style-type: none"> - 0.10% <ul style="list-style-type: none"> - oil companies - electricity companies - gas companies - 0.15% for banks and insurance companies 	<p>Returns must be filed at the latest by:</p> <ul style="list-style-type: none"> - June 30th following the end of the accounting year for companies with an auditor; - May 30th following the end of the accounting year for other companies. <p>The tax is payable in three instalments:</p> <ul style="list-style-type: none"> - April 20th - June 20th - September 20th
<p>Minimum flat-rate tax under RSI</p> <p>(Art. 53 of the General Tax Code)</p>	<p>If the result for the financial year is a loss, the taxpayer is required to pay a minimum of EUR 609.80 (minimum flat-rate tax)</p>	<p>SINGLE RATE 2% of turnover including VAT</p>	

Source: Tax Authority (DGI)

Income tax on non-commercial activities

This is a tax levied on the income of people engaged in liberal professions and other non-commercial activities engaged by local entities. It also applies to legal persons with no professional practice in Côte d'Ivoire when they receive compensation for any kind of service rendered or used in Côte d'Ivoire.

The figure below details the characteristics of this tax and the different rates applicable to taxpayers according to the situation.

Table 20.

Income tax on non-commercial activities

INCOME TAX ON NON-COMMERCIAL ACTIVITIES			
TAXES	TURNOVER	RATE	RETRUNS
Income tax on non-commercial activities (Art. 85 of the General Tax Code)	Annual schedular tax levied on income from work in a liberal profession or a non-commercial activity	<ul style="list-style-type: none"> - Individuals: 25% - Legal entities: 25% - Companies not established in Côte d'Ivoire, subject to agreement: 25% - Reinsurance companies not domiciled in Côte d'Ivoire: 25% - Clerks-notaries: 50% of the amount received as fees in their subsidiary role as notaries 	Returns must be filed no later than May 30 th following the end of the accounting year
Minimum flat-rate tax (Art. 102 of the General Tax Code)	If the result of the financial year is a loss, the taxpayer is required to pay the minimum flat-rate tax	Single rate of 5% of gross income before tax for the year	

Source: Tax Authority (DGI)

Dividend withholding tax (IRVM)

All entities receiving dividend income from securities, which include stocks, shares and bonds, are liable for this tax.

Details of how it is calculated are shown in the table below.

Table 21.

Dividend withholding tax (IRVM)

DIVIDEND WITHHOLDING TAX			
CONSTITUENT ELEMENTS	CHARACTERISTICS	EXEMPTIONS	RATES OR TARIFFS
<p>Dividend withholding tax (IRVM)</p> <p>(Art. 180 of the General Tax Code)</p>	<p>Tax withheld at source on:</p> <ul style="list-style-type: none"> - Dividend income from stocks and shares; deemed dividend income; - Dividend income from bonds, etc. 	<ul style="list-style-type: none"> - Proceeds and bond redemption premiums paid to legal entities not established in one of the WAEMU member countries - Proceeds and bond redemption premiums paid to individuals domiciled for tax purposes outside the WAEMU area <p>(Art. 236 of the General Tax Code)</p> <ul style="list-style-type: none"> - Capital increases by incorporating reserves, in accordance with Article 226 of the General Tax Code, paragraphs 2 and 3, etc <p>(Arts 211-236 bis of the General Tax Code)</p>	<p>1- ORDINARY TAX RATE 15%</p> <ul style="list-style-type: none"> - Bonds - Distribution of profits exempt from tax on income from industrial and commercial activities or which have not effectively incurred this tax at the rate provided for in Article 64 of the General Tax Code - The proceeds and all taxable sums liable to IRVM not covered by this article. <p>2- SPECIAL RATES</p> <ul style="list-style-type: none"> - 10%: dividends regularly paid by companies listed on the regional stock exchange - 2%: proceeds and bond redemption premiums paid to holders of bonds issued in Côte d'Ivoire and redeemable in five years or less. <p>(Art. 183 of the General Tax Code)</p>

2.3. Tax benefits for holding companies

To be eligible for the tax benefits described below, holding companies must meet certain requirements relating to the company, shares and the nature of the activities carried out.

- **Requirements relating to the company:**
the holding company must be incorporated as a public limited company (SA) or a private limited company (SARL), and two thirds of its assets must be ownership interests representing at least 10% of the share capital of a third company.

- **Requirements relating to shares:**
all shares held by a holding company must be registered and represent at least 10% of the share capital of the issuing company, except where the book value of the shares exceeds EUR 1.5 million.

The shares must have been subscribed for at the time of incorporation. Failing this, the shareholder must undertake to keep them for at least two years.

- **Requirements relating to the nature of the activities:**

to be eligible for these tax benefits, in addition to managing its assets, the holding company must also carry out the following activities:

- provide services for overall leadership, management, coordination and control of the group's companies;
- carry out research and development activities for the sole benefit of the group;
- manage the group's cashflow.

NB : Holding companies that engage in activities other than those listed above will not be eligible for preferential tax treatment.

Table 22.
Benefits of holding companies

TAX BENEFITS FOR HOLDING COMPANIES			
COMPONENTS	CHARACTERISTICS	RATE	
INCOME TAX ON INDUSTRIAL AND COMMERCIAL ACTIVITIES	Interest on partners' current accounts is deductible	<ul style="list-style-type: none"> Interest generated by sums paid to the partners of holding companies on amounts exceeding the paid-up share capital 	<ul style="list-style-type: none"> Limit on the maximum rate allowed (BCEAO+2 points)
	Reduced tax rate or tax exemption on income from industrial and commercial activities	<ul style="list-style-type: none"> Capital gains from the sale of equity securities by holding companies 	<ul style="list-style-type: none"> Taxable profit is calculated by deducting 95% from the total net profit
	Tax on income from participating interests	<ul style="list-style-type: none"> Holding companies are subject to the parent company's regime for tax on income from participating interests 	<ul style="list-style-type: none"> 95% of the net income from securities and portfolio capital in the assets of companies liable for income tax on industrial and commercial activities.
Tax on income from loans	<ul style="list-style-type: none"> Interest on loans taken out by holding companies with financial institutions located abroad 	<ul style="list-style-type: none"> Reduced rate: 8.25% instead of 16.5% 	
Minimum flat-rate tax	<ul style="list-style-type: none"> Financial income is considered subject to the minimum flat-rate tax if it represents more than 25% of the total of other income earned. 		
VALUE ADDED TAX	Pure holding companies	<ul style="list-style-type: none"> This type of holding company is exempt from tax. 	
	Holding company managing subsidiary companies	<ul style="list-style-type: none"> Unlike pure holding companies, this type of holding company is normally subject to VAT. 	<ul style="list-style-type: none"> Rate: 18%
Contribution des patentes	<ul style="list-style-type: none"> Holding companies are normally subject to the levy on turnover*. 	<ul style="list-style-type: none"> Rate : 0.5% 	

* Turnover is the gross amount of annual revenue for these companies, made up of dividends received, capital gains on the disposal of assets and financial income.

2.4. Transfer pricing

Transfer prices are defined by the OECD as the prices at which an enterprise transfers physical goods and intangible property or provides services to associated enterprises. In simpler terms, they are the prices of transactions between enterprises belonging to the same group and registered in different countries (parent company and subsidiaries).

As part of the Base Erosion and Profit Shifting (BEPS) project, tax arrangements now include an obligation to declare certain information on the accounts of such companies, known as 'country-by-country reporting'. This is the responsibility of the ultimate parent company of groups of companies based in Côte d'Ivoire. Failure to comply with this reporting requirement will result in a fine.

Table 23.

Summary of the legislation on transfer pricing

PRESENTATION		<ul style="list-style-type: none"> - Improvement and modernisation of the international tax system in Côte d'Ivoire - Definition of low-tax and non-cooperative jurisdictions - Article 14 of the tax annex to the 2018 Finance Act
JURISDICTION	Non-cooperative jurisdiction	<ul style="list-style-type: none"> - Non-cooperative jurisdictions are not only those on OECD and EU blacklists but also those identified as such by the Ivorian tax authorities which are not bound by an international instrument providing for the exchange of information for tax purposes with Côte d'Ivoire
	Low-tax jurisdiction	<ul style="list-style-type: none"> - Low-tax jurisdictions are jurisdictions where income or proceeds from Côte d'Ivoire are taxable at less than half the amount that would have been levied in Côte d'Ivoire if the income or proceeds in question were taxable there
TAXATION		<ul style="list-style-type: none"> - Article 38 of the General Tax Code: limit of 50% of amounts paid to individuals established in these jurisdictions - Articles 183 bis and 193 bis of the General Tax Code: 25% increase in tax on income from loans or on the minimum flat-rate tax on taxable sums transferred to these jurisdictions
SANCTIONS		<ul style="list-style-type: none"> - Fine of EUR 7,622 for failure to file the 'country-by-country' declaration within the required time - Fine of EUR 3,049 if the tax liability is understated - Omissions - Errors detected

Source: KPMG, Transfer pricing reporting obligation



| **FOR FURTHER
INFORMATION**

THE TAX AUTHORITY (DGI)

Address : Abidjan Plateau, cité
administrative, tour E

Website : <https://www.dgi.gouv.ci>

Free phone number : +225 800 88 888

Phone : +225 27 20 21 10 90



INVESTORS' GUIDE
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3. CUSTOMS FRAMEWORK

Côte d'Ivoire's tariff structure is composed of two basic types of duties (fiscal and customs), with a maximum combined rate of 35%.

Most of them are based on ad valorem rates applied to the current export price in the country of sale or origin and any shipping and insurance expenses incurred (cost, insurance and freight).

The method used to determine the value of goods for customs purposes is based on the Brussels Definition of Value (BDV).

3.1. Characteristics of customs duties

Customs duties are fair, standardised, fixed and broad-based. They are fair because all imported and exported goods must, in principle, pass through customs to be processed, declared, checked and, where applicable, taxed.

In principle, duties are charged consistently throughout the customs area without regard for the status of the importer or exporter. With the exception of free zones, everyone must comply with the same customs laws and regulations (Article 3 of the Customs Code).



Legal list of cases in which goods are eligible for duty-free entry

Customs law and implementing regulations list cases in which goods can be imported without paying duties or taxes. They are:

- returning goods that originated in the customs area or were nationalised on payment of the corresponding duties;
- shipments to ambassadors, diplomatic and consular services and members of certain international organisations with headquarters in Côte d'Ivoire;
- shipments of donations for national or international humanitarian operations;
- shipments of donations for the government or imported free of charge on its behalf;
- exceptional shipments of a non-commercial nature (works of art, trophies, commemorative medals and insignia, coffins and urns containing the bodies of the deceased or their ashes, and flowers and wreaths accompanying coffins and urns);
- furniture and equipment from agricultural, industrial and commercial facilities and businesses; household effects and furniture imported as the result of a transfer of residence; inherited items; trousseaux.

The duty-free entry of goods is subject, in all cases, to compliance with the formalities and procedures set out in applicable laws and regulations.

Items excluded from the duty-free exemption

The duty-free exemption does not apply to the following items:

- motor vehicles;
- motorcycles;
- sports or recreational aircraft and vessels.

They may, however, be eligible for exemption from certain duties and taxes.

In this case, a minimum charge is made at a consolidated rate of 5% of the goods' value for customs purposes. When the exemption applies to any of the items listed above, there is a minimum charge at a cumulative rate of 7.5%; in other words, a minimum charge at the rate stipulated in the Common External Tariff (CET) for goods not eligible for the exemption (2.5%), plus a minimum charge at the consolidated rate of 5%.

3.2. Customs duties and taxes

A distinction is made between customs duties according to the type of goods imported and seasonal taxes on imports.

The figure below summarizes the general system of taxes and customs duties applicable to imports.

Table 24.

The general scheme for customs taxes and duties

ITEMS	RATE
Essential social goods on a restricted list	0%
Essential goods, basic raw materials, capital goods, specific inputs	5%
Inputs and intermediate goods	10%
Goods for final consumption and other products not included elsewhere	20%
Processed goods for final consumption	35%

Source: Customs Code

Temporary taxes

Short-term import taxes (seasonal or temporary) protect locally produced vegetables, rice, onions and potatoes when world prices drop and threaten local producers.

The table below shows the list of temporary taxes that can be applied by the Ivorian authorities if and when necessary.

Table 25.
Temporary taxes

TAX	SCOPE OF APPLICATION	EXEMPTIONS	RATE
Statistical tax	Applied to the CIF value of goods	<p>The following are exempt from the statistical tax:</p> <ul style="list-style-type: none"> - goods in warehouses; goods that have entered duty-free for re-export or in transit; - donations; - goods exempt under international agreements. 	1%
The community solidarity levy (PCS)	Applies to all imports	Exemption for WAEMU countries	1%
The ECOWAS community levy	/	/	0,5%
Special taxes	/	/	<ul style="list-style-type: none"> - Fish (20%) - Rice (between 5% and 10%) - Alcohol (45%) - Tobacco and cigarettes (between 30% and 35%) - Petroleum products (between 20% and 44%)
VAT	/	/	18%



FOR FURTHER
INFORMATION

THE CUSTOMS AUTHORITY (DGD)

Address : Abidjan-Plateau, Place de la République

Website : <http://www.douanes.ci>

Free phone number : +225 800 800 70

Phone : +225 07 09 69 64 00



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4. SOCIAL FRAMEWORK

Côte d'Ivoire's labour law promotes the recruitment of local workers by newly created companies. The main sources of labour law are:

- the Labour Code adopted on July 20th, 2015;
- the relevant implementing orders;
- collective agreements between employers and employees of July 19th, 1977;
- the National Social Insurance Fund (CNPS).



4.1. Employment contract

The law does not provide a definition of an 'employment contract', but it can be deduced from the Labour Code that it is an agreement in which a person, the employee, undertakes to place their services at the disposal of another party, the employer, being subordinate to the latter, in return for remuneration referred to as a salary.

There are different types of employment contracts that can be offered to employees:

- permanent contract;
- fixed-term contract (by law, the maximum cumulative duration of such contracts is two years);
- internship contract;
- temporary employment contract (interim employees).

The table below shows the main types of contracts and their characteristics.

Table 26.

Summary of the various types of employment contracts

NATIONALS	EMPLOYMENT CONTRACT		
	FIXED-TERM EMPLOYMENT CONTRACT	PERMANENT CONTRACT	INTERNSHIP CONTRACT
DESCRIPTION	<ul style="list-style-type: none"> - A fixed-term employment contract is a contract that ends once the term set by the parties has come to an end - A fixed-term contract cannot exceed two years - No more than one third of the company's employees can have this type of contract 	<ul style="list-style-type: none"> - A permanent contract is one that binds the parties for an indefinite period 	<ul style="list-style-type: none"> - According to Article I3.II, paragraph I, of the Labour Code, a work experience contract is an agreement by which a pupil or student undertakes practical training in a company, with a view to validating their diploma or vocational training
OBLIGATION	<ul style="list-style-type: none"> - It must be in writing or recorded in a letter of employment - It may include a trial period, the term of which is set by the employer according to the category of worker they belong to - It must be reported to the work inspectorate - The employer must pay contributions to the National Social Insurance Fund 		<ul style="list-style-type: none"> - There must be a written work experience contract between the trainee and the host company
NON NATIONALS	<ul style="list-style-type: none"> - All job vacancies must be published for one (01) month in a major national daily newspaper - If, at the end of this period (one month), the position is not filled by a national candidate, the employer will be authorised to recruit a candidate who meets the required profile from a country of their choosing - A fine equivalent to three months' salary for the employee being recruited may be imposed on any employer who has illegally employed foreign nationals without complying with the applicable legal requirements 		
OBLIGATION	<ul style="list-style-type: none"> - They must have: - a contract or a letter of employment validated by the Agency for Employment Studies and Promotion (AGEPE) using the appropriate form; - a work visa (in the case of a fixed-term contract); - a work permit (in the case of a permanent contract). 		
TERMINATION OF THE CONTRACT	<ul style="list-style-type: none"> - At the end of the trial period,¹ the contract may be terminated without notice and without one or the other party being able to claim any compensation, in the following instances: - gross misconduct by one of the parties; - mutual consent of the parties; - force majeure (death of the employee). 	<ul style="list-style-type: none"> - A permanent contract can always be terminated by the employee; an employer can also terminate the contract if they have a legitimate reason for doing so. 	<ul style="list-style-type: none"> - The internship contract ends at the end of the contractual period without notice or payment in lieu of notice
OBLIGATION	<ul style="list-style-type: none"> - If, upon expiry of the fixed-term contract, it is not renewed as a permanent contract, the employee will be entitled to a severance payment² equivalent to 3% of the gross salary they received during the period of the employment contract. 	<ul style="list-style-type: none"> - The party that takes the initiative to terminate the contract must give notice in writing. - If it is the employer, they must provide a reason. - During the notice period, the employee is entitled to two days' paid leave on their full salary in order to find another job. 	

Source: Labour Code; CEPICI

- 1 The length of the trial period depends on which category of worker the employee falls under, as shown in the table below.

Table 27.

Table showing duration of trial period

CATEGORIES OF WORKERS	DURATION OF THE TRIAL PERIOD
Workers paid by the hour	8 days
Workers paid monthly	1 month
Technicians, supervisors and similar	2 months
Senior technicians, engineers, managers and similar	3 months
Executives	6 months

Source: Labour Code; CEPICI

- 2 Employees are not entitled to termination pay:
- if they refuse a permanent contract for a similar job with at least the same pay;
 - in the event of early termination of the contract by the employee or termination by the employer on the grounds of gross misconduct.

I TEMPORARY EMPLOYMENT CONTRACT

This is the type of contract used by temporary employment agencies to hire workers that it supplies to user enterprises. The contract must be in writing

and state the nature of the activity to be performed, the term of employment, pay and the method of payment.

The assignment, the period during which the worker is at the disposal of the user enterprise, must last no longer than three months in any twelve-month period. User enterprises may only use the services of temporary workers to replace employees who are temporarily absent, to deal with a temporary increase in workload or to perform an activity that is not part of their usual business operations. They may not avail themselves of the services of temporary workers during a strike.

4.2. Work permit

Non-national workers must apply to the relevant authorities for a work permit within three months of the date they are hired.

The following table outlines the components of the application documents for each category of work permit and type of employment contract.

Table 28.

Documents to obtain a work visa or permit

	WORK VISA		WORK PERMIT
	DOCUMENTS	TERM	DOCUMENTS
FIXED-TERM CONTRACT	<ul style="list-style-type: none"> - Four (4) completed copies of the employment contract form for non-nationals - Professional credentials (diploma, certificate of employment) 	<ul style="list-style-type: none"> - 24-month visa 	<ul style="list-style-type: none"> - One (1) completed work permit application - One (1) certified copy of the signed employment contract
PERMANENT CONTRACT	<ul style="list-style-type: none"> - One (1) criminal record - One (1) curriculum vitae - One (1) medical certificate 	<ul style="list-style-type: none"> - Long-term visa 	<ul style="list-style-type: none"> - Two (2) identical passport photos - One (1) photocopy of the residence permit - EUR 8 administration fee
EXCEPTIONS	<ul style="list-style-type: none"> - Non-Ivorian workers paid by results, unless they are employees - Employees who are corporate officers (chair and chief executive officer, managing director, deputy managing director) - Agricultural labourers - Domestic workers 		

Source : CEPICI

4.3. Workers' social rights

Under Côte d'Ivoire's social protection system, employees must be protected against certain risks:

- sickness (universal health coverage, basic scheme and health care scheme);
- family benefits (including maternity benefits);
- work-related accidents and occupational diseases;
- pensions (old age, disability and survivor).

The universal health coverage (UHC) system, provided for in Act 2014-131 of March 24th, 2014, covering all people residing in Côte d'Ivoire, was implemented on July 1st, 2019.

The institutions concerned with workers' social rights – the Ministry for Women, Families and Children and the Ministry of the Economy and Finance – oversee:

- the National Social Insurance Fund (CNPS), which is responsible for managing and collecting contributions for pensions, work-related accidents and family benefits and has various local agencies across the country;
- the National Health Insurance Fund (CNAM), which was created by Decree 2014-395 of June 25th, 2014 to manage and provide benefits and to collect UHC contributions.
- The Civil Service Retirement Fund (CGRAE) is a social insurance institution created by Decree 2012-367 of April 18th, 2012. It is responsible for managing retirement benefits for civil servants.



Affiliation

Employers are required to:

- join the CNPS and register their employees;
- apply to have their employees registered with the CNAM within eight days of the date they are first recruited.

UHC registration is compulsory for:

- civil servants and government employees;
- pensioners registered with the CGRAE;
- employees and retirees in the private sector registered with the CNPS;
- the self-employed in the informal and agricultural sectors;
- students;
- the unemployed.

Each insured person has a unique UHC registration number. This identifier will eventually become the unique social security number in Côte d'Ivoire.

Foreign nationals can register for the basic UHC scheme if they meet the following requirements:

- they have lived in Côte d'Ivoire continuously for more than one year;
- they have legal status under the legislation governing the residence of foreign nationals in Côte d'Ivoire;
- they are in work and meet all the tax obligations arising from the activity they are engaged in.



Contributions

Employers pay contributions to the CNPS on behalf of their employees. The monthly rate of pay used to calculate the contributions must not be lower than the guaranteed minimum wage (SMIG), which is currently EUR 91.4.

The table below shows contributions for family benefits, work-related accidents, the pension fund and UHC.

Table 29.
Social contributions in 2019

CONTRIBUTIONS AS AT JANUARY 1 ST , 2019				
TYPES	EMPLOYER'S SHARE	SHARE WITHHELD FROM SALARY	TOTAL	MONTHLY MAXIMUM
Pensions	7.70 %	6.30 %	14 %	€ 2.511
Family benefits	5.75 %	-	5.75 %	€ 107
Accidents at work	De 2 à 5 %	-	2 à 5 %	€ 107
Compulsory UHC	€ 0.76 / month	€ 0.76 / month		€ 1.5 / month per person

Source: National Social Insurance Fund

Payment of contributions

The employer is required to pay these contributions:

- monthly if the business employs 20 people or more;
- quarterly if the business employs fewer than 20 people.

Contributions must be paid within the first 15 days of the following month or quarter. Failure to make these payments within the established time period will result in the employer being charged a late payment penalty.



FOR FURTHER INFORMATION

THE CNPS

Address : Abidjan, Plateau, Av. Noguès

Email : info@cnps.ci

Website: <https://www.cnps.ci>

Phone : +225 27 20 25 21 00



INVESTORS' GUIDE
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A blurred background image showing a person in a light-colored suit standing near a window with vertical blinds. The scene is brightly lit, suggesting an office or modern building interior.

B | PROCEDURES FOR DOING
BUSINESS IN CÔTE D'IVOIRE



B | PROCEDURES FOR DOING BUSINESS IN CÔTE D'IVOIRE

Over the past several years, the Ivorian government has put in place a system of investment promotion and support for investors to make Côte d'Ivoire an attractive destination, and also to facilitate the administrative procedures throughout the life of the company.

The main institutions and organisations in Côte d'Ivoire providing support to investors to guide them through the administrative procedures and formalities are shown below.

Figure 37.

Organisations providing support for doing business in Côte d'Ivoire



1. SETTING UP A BUSINESS OR BRANCH

The main institution for setting up a business in Côte d'Ivoire is CEPICI. As part of the government's policy to make procedures for doing business easier, particularly the setting up of a business, CEPICI has become a one-stop shop for investment.

A visit to CEPICI's website (<https://www.cepici.gouv.ci/>) or an appointment at CEPICI's office in Abidjan enables investors to obtain all the information and documents needed to set up a business.

CEPICI is the place to set up any type of enterprise. The steps involved are as follows:

- a. Download the documents required for the type of enterprise you wish to set up from the CEPICI website (<https://www.cepici.gouv.ci/>), under the 'Enterprise formalities' tab, or from the 225invest portal. The list of documents currently required for each type of enterprise is provided as an annex to this guide. These lists may change with the government's new

reforms, which aim to simplify procedures. The updated lists will be posted on CEPICI's website (<https://www.cepici.gouv.ci/>) under the 'Enterprise formalities' tab.

- b. Compile the required documents and fill them in.

- c. Make an appointment and submit your enterprise set-up application to CEPICI (opening times: from 07:30 to 14:00).

- d. Pay CEPICI the enterprise set-up fees.

- e. The fees and waiting times for the different types of enterprise are shown in Figure 68.

- f. Collect the documents certifying the formation of the enterprise from CEPICI (opening times: from 15:00 to 16:30).

The **225INVEST PORTAL** allows you to set up any type of enterprise online so that you can complete the process in just 24 hours. Although most of the steps can be completed online, for the time being a visit to CEPICI in person is still necessary for the set-up documents to be checked before the application is processed. All the documents required are available on the portal.

E-REGULATIONS provides the details of all the steps in setting up the enterprise: templates of the documents to be submitted, legal basis for the procedure, opening times of the institutions concerned and the documents obtained in each step.

It enables you to estimate the total cost of setting up the enterprise and how long it will take.

Table 30.

Total cost and maximum time needed to set up different types of businesses

	COST OF REGISTRATION TRADE AND PERSONAL PROPERTY CREDIT REGISTER (RCCM)	REGISTRATION OF LEASE CONTRACT	IMPORT EXPORT CODE (OPTIONAL)	FILING OF RECORD	CERTIFICATE OF FILING AT REGISTRY	NOTARY PROCEDURE	REGISTRATION OF DEEDS	MAXIMUM WAIT TIME
PUBLIC LIMITED COMPANY	€ 15	2.5% of the rental value [RV]	€ 46	€ 27	€ 8	To be agreed with the notary	/	96h
SOCIÉTÉ ANONYME CAPITAL > 15.245 €	€ 15	2.5% of the RV	€ 46	€ 27	€ 8	To be agreed with the notary	0.3% of the capital 0.1% of the share capital > € 7 million € 27 for the share subscription and payment declaration (DSV) € 27 for record of the meeting	96h
SARL	€ 15	2.5% of the RV	€ 46	/	€ 8	/	/	48h
SARL > 15.245 €	€ 15	2.5% of the RV	€ 46	/	€ 8	/	0.3% of the capital 0.1% of the share capital > € 7 million € 27 for the share subscription and payment declaration (DSV) € 27 for General Assembly record	96h
SUCCURSALE	€ 15	2.5% of the RV	€ 46	€ 27	€ 8	/	/	48h

I UNIQUE IDENTIFIER FOR BUSINESSES

Order 2018-644 of August 1st, 2018 establishes a unique identifier for registered businesses (IDU) to replace all the old numbers used on business identification documents. This system was introduced in 2019, and all new businesses now receive a registration certificate indicating their IDU, consisting of 14 digits and letters.

Table 31.

Business start-up documents with identification numbers

DOCUMENTS WITH OLD IDENTIFICATION NUMBERS	NEW IDENTIFICATION NUMBER
<ul style="list-style-type: none"> - Investor identification form - Certificate of registration with the Trade and Personal Property Credit Register (RCCM) - Taxpayer registration (DFE) - Notification of employer registration (CNPS) 	<p>Certificate of business registration with a unique identification number (IDU)</p>

Sources : 225invest and IDU website

Enterprises that did not receive an IDU at the time they were formed are recommended to re-register on the website <https://www.idu.ci/> using the old identification numbers before December 31st, 2020.

1.1. Setting up a limited company or economic interest grouping

There are four steps to setting up a limited company or economic interest grouping (GIE).

Figure 38.

Process for setting up a company or an economic interest grouping



Public limited company or GIE

The first step in setting up a limited company or a GIE is to have certain documents notarised by a notary public before the application is submitted to CEPICI.

1. The documents that need to be notarised are the articles of association and the share subscription and payment declaration (DNSV), which are both necessary to set up a company via CEPICI.
2. The five steps you must follow at CEPICI are described above in Section 1. Setting up a business or branch.
3. Once the set-up process has been completed at CEPICI, you must return to the notary public to collect the documents relating to the incorporation of the company and its share capital. This step is not necessary for GIEs.
4. Once you have collected the documents from CEPICI and the notary public, you can open a bank account.

Private limited company (SARL)

The notarisation of documents is not required for private limited companies. Since the reforms implemented by CEPICI to facilitate the process of setting up companies, simple contracts can be executed and signed as a private deed. Model articles of association that do not need to be notarised are available (single or multi-shareholder) free of charge on the CEPICI website.

However, a notary's public assistance can be sought. In such cases, the steps to be followed are the same as for public limited companies.

1.2. Setting up a branch

When setting up a branch, no further steps are required after the CEPICI process has been completed. You simply have to compile the documents listed and submit the application to CEPICI.



FOR FURTHER INFORMATION

CEPICI DIRECTORATE GENERAL

Address : Abidjan, Plateau, Boulevard Clozel, Immeuble MEMANOU, 2nd floor

Email : infos.cepici@cepici.ci

Website : <https://www.cepici.gouv.ci>

Phone : +225 27 20 31 14 00

CEPICI ONE-STOP SHOP

Address : Abidjan, Cocody, Carrefour PISAM, Immeuble Grand Siècle, 2nd and 3rd floors

Email : infos.cepici@cepici.ci

Website : <https://www.cepici.gouv.ci>

Phone : +225 25 22 01 79 00 / 01

BUSINESS ENVIRONMENT DIRECTORATE

Address : Direction Environnement des Affaires du CEPICI

Phone : +225 27 20 22 28 49



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2. SETTING UP PREMISES

2.1. Applications for industrial sites

The Industrial Infrastructure Management and Development Agency (AGEDI) is responsible for assigning industrial sites. AGEDI assesses applications, but the process is carried out directly with CEPICI.

Decree 2015-810 of December 18th, 2015 establishes the occupancy fees for industrial sites and the method of payment, as shown in the table below.

Table 32.
Charge for industrial zones

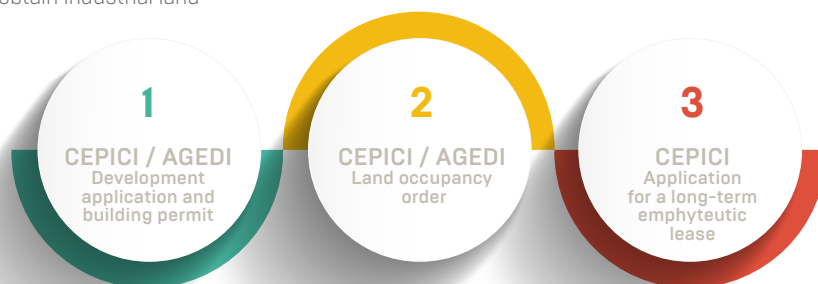
REGIONAL ZONES	INDUSTRIAL ZONES	CHARGE €/M ² /YEAR
ZONE A The city of Abidjan	Koumassi	€ 3.5
	Vridi / Port Bouët	€ 3.5
	Yopougon	€ 3
	PK 24	€ 3
	Outside the industrial zone	€ 3
ZONE B Regional capitals, Yamoussoukro District, Grand-Bassam, Bonoua	In the industrial zone	€ 1.5
	Outside the industrial zone	€ 1.5
ZONE C Regional subprefectures	In the industrial zone	€ 0.15
	Outside the industrial zone	€ 0.15

Source : AGEDI

All the procedures for industrial sites are carried out at CEPICI. It is in the process of setting up its one-stop shop to guide investors through the process of obtaining an industrial site.

Figure 39.

Steps in the process to obtain industrial land



Source : AGEDI

The first step in the process is to submit an application to obtain a letter of authorisation to develop the industrial site:

- a. Download the templates to be completed from the CEPICI website, under the 'One-stop shop for industrial sites' tab, and compile the documents required for the application. The updated list of documents to be submitted is provided as an annex to this guide.
- b. Submit the application to CEPICI and pay the processing fee, which amounts to around EUR 76. The application is forwarded to AGEDI to be processed and assessed and then signed by the Minister of Trade and Industry.
- c. Within 30 working days, you will receive a letter of authorisation to develop the site or a letter of rejection via CEPICI.
- d. If authorisation is granted, you must complete the application to obtain a building permit. In the case of industrial sites, it is AGEDI that refers the application for a building permit to the Ministry of Construction, Housing and Urban Planning.
- e. Once you have been granted the building permit for the industrial site, you have two years to develop it [set up the production plant with all the equipment and facilities required for its operation].
- f. In the two-year period in which the site is being developed, AGEDI will carry out periodic inspections to assess the progress of the work. When the two years are up, AGEDI will issue a report indicating whether or not the site development requirement has been met.

1

2

The second step is to obtain the order authorising occupancy of the industrial site. This procedure is automatically activated by AGEDI once the report confirming site development has been issued.

The order is issued within 20 working days. Once approved by AGEDI and the Minister of Trade and Industry, it is sent directly to CEPICI, who will notify you. It grants you the right to occupy the site for 10 years.

3

The final step is to obtain the emphyteutic lease. You must obtain the application form issued by the Minister of Trade and Industry and the Minister of Construction, Housing and Urban Planning. The form is both obtained from and submitted to CEPICI. The fees due and the method of payment are stipulated by joint order of the ministers for Trade and Industry; Construction, Housing and Urban Planning; the Budget and State Portfolio; and Economy and Finance.

The processing time is 45 working days. The registered lease is then sent to CEPICI who will notify you that it is ready for collection.

The lease is valid for 30 years. One year prior to the lease expiring, you can apply for it to be renewed.



FOR FURTHER INFORMATION

CEPICI DIRECTORATE GENERAL

Address : Abidjan, Plateau, Boulevard Clozel, Immeuble MEMANOU, 2nd floor

Email : infos.cepici@cepici.ci

Website : <https://www.cepici.gouv.ci>

Phone : +225 27 20 31 14 00

AGEDI

Address : Abidjan, Cocody Danga, rue des Jasmins

Email : infos@agedi.ci

Website : <http://www.agedi.ci>

Phone : +225 27 22 44 74 20



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2.2. Obtaining a building permit

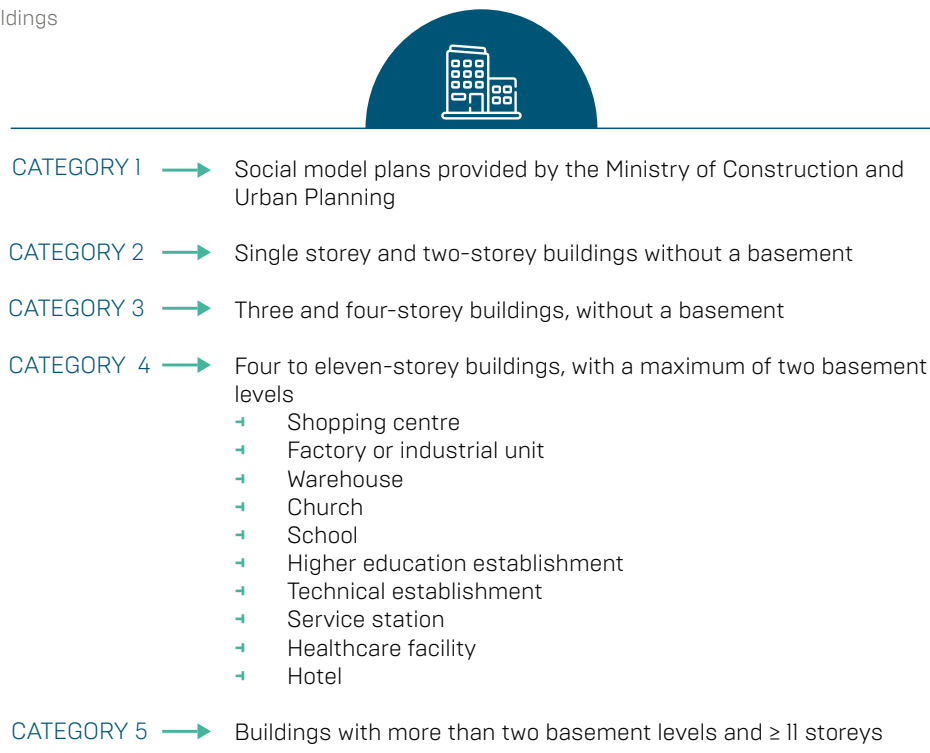
To facilitate the process of obtain a building permit and improve the business climate, the Ministry of Construction, Housing and Urban Planning created the one-stop-shop for Building Permits (GUPC) in 2016.

Buildings are divided into five categories according to construction risk. No permit is required for Category 1 buildings. For the other four categories, there are specific procedures and requirements for obtaining a building permit.

The GUPC provides all the applicable regulations and necessary documents on the Ministry's website (<http://construction.gouv.ci/>). However, it is not yet possible to submit the application online, this must be done in person at the GUPC office (see address below).

The documents that must be presented to obtain a building permit depend on the building category and, in the case of Category 4, the building type. A detailed list of the documents to be presented for each category is available on the GUPC website (<http://construction.gouv.ci/gupc/>).

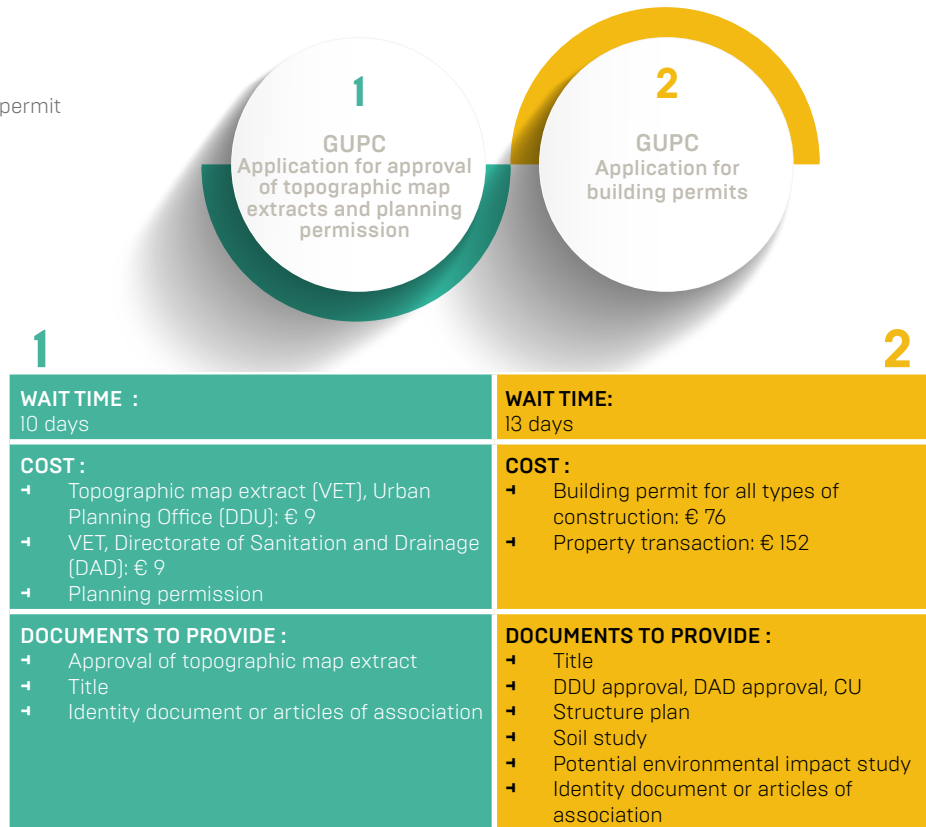
Figure 40.
Categories of buildings



5 CATEGORIES OF BUILDINGS

ACCORDING TO THE TYPE
OF BUILDING

Figure 41.
Steps to obtain a building permit



Source: Website of the Ministry of Construction, Housing and Urban Planning





FOR FURTHER INFORMATION

GUPC

Address : Abidjan Cocody, Boulevard Latrille

Email : scpcimclu@construction.gouv.ci

Website : <http://construction.gouv.ci/gupc>

Phone : +225 27 22 51 48 50 / 27 22 51 48 51



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2.3. Renting premises

The real estate sector is booming in the city of Abidjan, driven by high demand and rising property prices. According to a Property Kro survey, the proportion of premises currently unoccupied in Abidjan is 2%.

Rental terms and conditions vary depending on the type of offices and the location. However, you will often be required to pay two months' rent in advance and a two-month deposit, plus an agency fee of around 10% of the annual rental value. At the start of 2020, the Council of Ministers decided to set a deposit cap of two months' rent with a view to rebalancing the relationship between the parties and reining in soaring property prices, particularly in Abidjan.

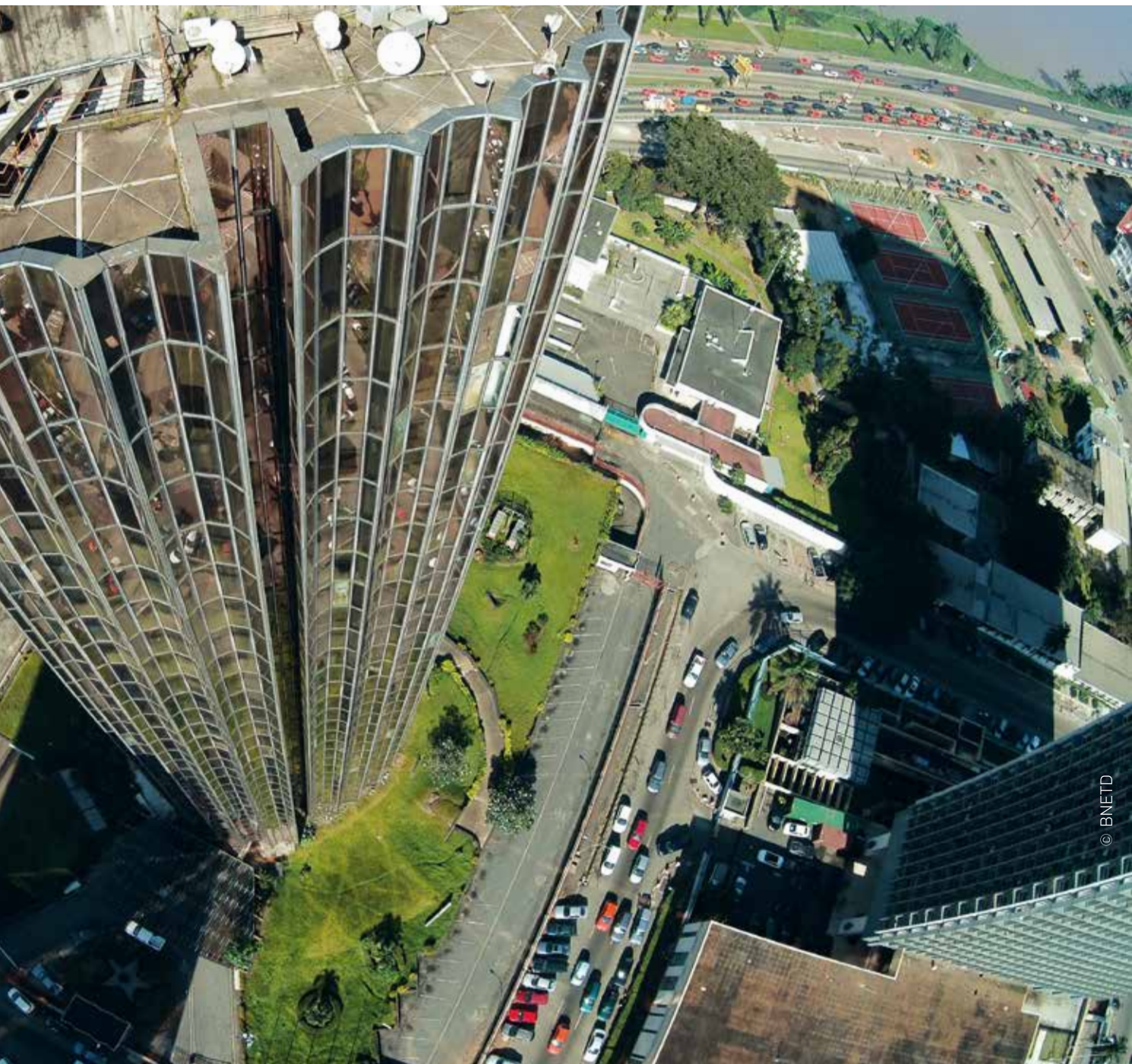
Rental prices for premises vary greatly depending on their location. The prime area is the Plateau district, with rents of more than EUR 30 per square metre, per quarter. Table 17 provides information on rental prices in different locations as a guideline of what to expect before contacting a local estate agency.

Table 33.

Average rental prices for office space in Abidjan by district
(June 2020)

	MINIMUM RENT	AVERAGE RENT	MAXIMUM RENT
COCODY	€ 4,6 / m ²	€ 11,1 / m ²	€ 18,3 / m ²
PLATEAU	€ 15,2 / m ²	€ 19,1 / m ²	€ 30,5 / m ²
MARCORY (Zone 4)	€ 5,2 / m ²	€ 13,0 / m ²	€ 22,9 / m ²
TREICHVILLE (Zone 3)	€ 9,0 / m ²	€ 16,3 / m ²	€ 23,6 / m ²





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2.4. Getting an electricity supply connection

The Ivorian electricity company, CIE, is a subsidiary of the Eranove Group, which has a monopoly on the distribution and sale of electricity in Côte d'Ivoire.

It has a concession agreement with the National Public Electricity Service.

The application for an electricity connection can be submitted online on the CIE website (<http://www.cie.ci/>) under the 'My CIE online' tab, or on the 225invest portal (<https://www.225invest.ci/>) under the 'Your services' tab.

The 225invest portal provides all the information about how to get an electricity connection for your premises.

You can use the instant online cost calculator to find out what it will cost, based on the chosen equipment and electricity supply and delivery.

You just need to create an account on the portal to set up a new electricity supply, which involves the following steps:

- a. submission of electricity connection application;
- b. appointment with CIE or CIENERGIES;
- c. study and estimation of the final cost;
- d. approval, payment and works.

The maximum waiting time for the electricity supply to be connected is 28 days. If the premises are already connected, which is often the case when they are rented, you can simply request a new electricity supply agreement from CIE.

According to the Doing Business 2020 report, the time to get electricity, including supply connection and agreement, was 53 days in 2019, compared with an average of 109.6 days in sub-Saharan Africa and 74.8 days in OECD countries.

Figure 42.

Steps for an electricity connection





FOR FURTHER INFORMATION

CIE

Address : Abidjan, Treichville, Av. Christiani

Email : info@cie.ci

Website : <http://www.cie.ci>

Phone : +225 27 21 23 33 00



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2.5. Getting a water supply connection

Côte d'Ivoire's water supply company, SODECI, a subsidiary of the Eranove Group, is a privately owned public utility responsible for the country's water supply.

It has the same kind of concession agreement as CIE for drinking water and wastewater.

The connection procedure is carried out directly with the local SODECI agency. The steps for getting a water connection and supply agreement are:

- a. submission of an application at the SODECI agency in your area along with the following documents:
 - national identity card or residence permit;
 - one of the following: letter confirming assignment of industrial site, topographic map extract, land title, building permit;
 - authorisation from the owner of the premises if the applicant is not the owner.
- b. SODECI study and final cost estimate;
- c. approval, payment and connection.

The waiting time for the water supply to be connected is 15 days. The cost of a connection with a standard DN 15 water meter is EUR 254.





FOR FURTHER
INFORMATION

SODECI

Address : Abidjan, Treichville, Av. Christiani

Website : <http://www.sodeci.ci>

Phone : +225 27 21 23 33 00 / 27 21 23 30 00

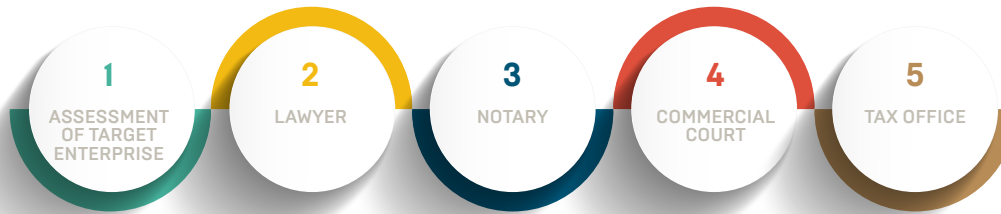


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3. ACQUIRING AN ENTERPRISE

Acquiring an enterprise that is already operating in Côte d'Ivoire is one of the entry strategy options that foreign investors can consider. It is a process involving the following five steps.

Figure 43.
Steps to buy a business



1

The first step is to evaluate the target enterprise, which is vital to ensuring that the process of acquiring and taking over the company runs smoothly. It involves making a very thorough assessment of the current state of the company and any risks: profitability, finances, legal issues, tax situation, outstanding legal proceedings, etc. (due diligence).

Investors are advised to seek the help of experts in the field (firms specialising in such transactions) to guide them through the process and ensure that all risks are taken into account. Tax liability is one of the main risks to be considered in such transactions. Failure to assess tax liability correctly could result in the buyer being hit with payment of unexpected back taxes further down the line.

2

Once the target company has been chosen, the parties involved (shareholders, investors) conduct negotiations with the aid of lawyers. The two parties then agree on the deal and the terms and conditions of the contract and agreements, which are drawn up by the lawyers

3

The role of the notary public is to authenticate and certify the documents drawn up by the lawyers, making them notarial deeds. These documents can take different forms, depending on the type of transaction.

4

The notarial deeds must be filed with the Commercial Court so that the changes to the company can be entered in the Trade and Personal Property Credit Register (RCCM), and the transaction formalised. The fee for filing changes to company information in the register is EUR 15 and other related costs (fees for the filing record and document scanning) amount to EUR 8.5. The waiting time is 30 days, and the process concludes with the publication of the changes in the official gazette.

The documents that need to be completed and presented to the Commercial Court depend on the type of change. The list of documents required for different types of changes is provided as an annex to this guide and on the website of Abidjan's Commercial Court (<https://tribunalcommerceabidjan.org/>).

This step can also be carried out on E-TribCom, the Commercial Court's digital management platform, which can be accessed from its website (<https://etribcomweb.tcabidjan.ci/?page=accueil>).

The platform enables users to carry out RCCM procedures: registration, renewal, changes and removal.

The notarial deeds must also be filed with the tax

5

office in the area where the company is based to finalise the acquisition process.

The process for business divestitures is similar. As with an acquisition, it is important to check out the potential buyer to ensure that the transaction can be completed correctly.



TRIBUNAL DE COMMERCE
— D'ABIDJAN —

FOR FURTHER
INFORMATION

THE ABIDJAN COMMERCIAL COURT

Address : Abidjan, Treichville, Av. Christiani

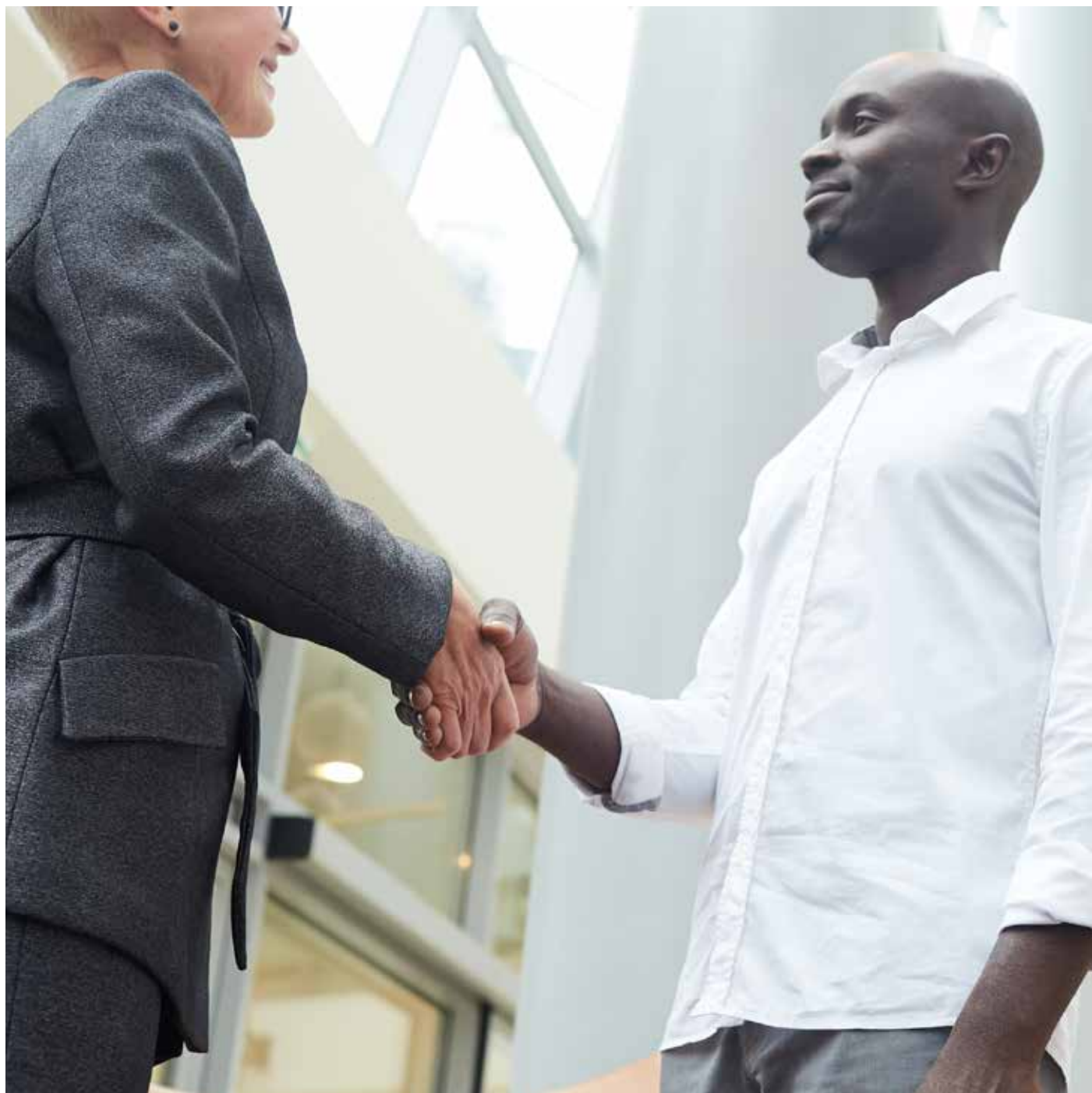
Email : infos@tribunalcommerceabidjan.org

Website : <https://tribunalcommerceabidjan.org>

Phone : +225 27 22 51 03 65 / 27 22 51 05 49



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4. TAKING ADVANTAGE OF BENEFITS UNDER THE INVESTMENT CODE

In 2018, a new Investment Code was adopted by Order 2018-646 of August 1st, 2018. It sets out a series of incentives for domestic and foreign direct investment in Côte d'Ivoire.

Table 34.

Investment Code objectives

SUSTAINABLE DEVELOPMENT	Productive, green and socially responsible investments in processing local raw materials
REGIONAL AND COMPETITIVE DEVELOPMENT	Production of competitive goods for the domestic market and for export, promoting technology, research and innovation
LOCAL CONTENT	Creation of sustainable jobs, development of local skills and vocational training, subcontracting and share flotation or capital increase

Source : CEPICI

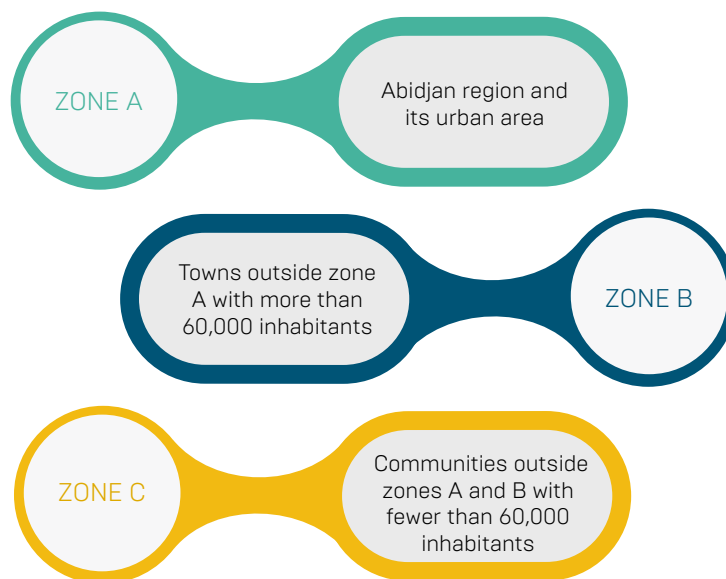
CEPICI is the one-stop shop for investment in Côte d'Ivoire. It provides information and assistance to investors through its one-stop shop for approvals. It is responsible for receiving and processing applications from investors relating to the Investment Code and tax incentive schemes.

4.1. Benefits under the Investment Code

The Investment Code has two tax incentive schemes under which different benefits are granted: the investment declaration scheme and the investment approval scheme. The incentives are determined according to the geographic area and economic sector in which the investment is made.

Three investment zones are established for this purpose.

Figure 44.
Investment Code zones



Source : CEPICI

More detailed information on cities by zone is provided on the CEPICI website (<https://www.cepici.gouv.ci/>).

2 tax

INCENTIVE SCHEMES

(Investment declaration and investment approval)

3 investment

AREAS

(Areas A, B, C)

2 categories

OF INVESTMENT

(per sector)

2 phases

IMPLEMENTATION AND OPERATION

The new 2018 Investment Code established categories of investment according to economic sector.

Table 35.

Investment Code categories

CATEGORY 1	<ul style="list-style-type: none"> - Agriculture - Agro-industry - Health - Hospitality if : <ul style="list-style-type: none"> - Zone A: Investment \geq € 7,6 million - Zone B and C: \geq € 3 million
CATEGORY 2	<ul style="list-style-type: none"> - Hospitality if : <ul style="list-style-type: none"> - Investment is below the category I thresholds - All sectors except for those in category I - Excluded sectors: <ul style="list-style-type: none"> - Wholesale and retail, banking, finance, building for non-industrial use and the liberal professions

Source : CEPICI

The tax incentive system provides benefits in two phases: the start-up phase and the operating phase.

The investment declaration scheme applies only to the operating phase, while the investment approval scheme includes benefits for both the start-up and the operating phase.

Table 36.

Benefits under Investment Code by category

	BENEFITS DURING START-UP PHASE	BENEFITS DURING OPERATING PHASE
CATEGORY 1	<ul style="list-style-type: none"> - Exemption from customs duties, with the exception of the statistical tax and community and continental levies. - VAT temporarily suspended on the purchase of goods, services and works for activities subject to VAT. - VAT exemption on the purchase of goods, services and works for activities not subject to VAT. - Exemption from customs duties, temporary suspension or exemption from VAT on equipment and capital goods and the first batch of spare parts, services and works on Ivorian or foreign territory. 	<p>EXEMPTION* FROM:</p> <ul style="list-style-type: none"> - corporate income tax, including minimum flat-rate tax; - business franchise tax and licence fees; - employers' contribution, excluding apprenticeship tax and additional tax for continuing vocational training; - ad valorem property tax; - for zones B and C: income tax on investments for dividends paid to domestic shareholders.
CATEGORY 2	<p>MAXIMUM VALUE OF SPARE PARTS FOR THE FIRST BATCH:</p> <ul style="list-style-type: none"> - Maximum value of spare parts for the first batch: - Zone A: 10% of the total purchase value of the equipment and capital goods - Zone B: 25% - Zone C: 30% 	<p>TAX CREDIT* APPLIED TO:</p> <ul style="list-style-type: none"> - corporate income tax, including minimum flat-rate tax; - business franchise tax and licence fees; - ad valorem property tax; - value added tax; - employers' contribution.

Source : CEPICI

* The details of exemptions (total, partial, term) and tax credits are shown for each scheme in Figures 83 and 86.

In relation to the operating phase, all businesses in Category 2 are granted tax credits on completion of investment programmes based on a percentage

of the investment amount. The rates are shown in Figures 83 and 86.

It is important to note that, for the operating phase, all Category 1 businesses can opt for Category 2 benefits on an irrevocable basis.

4.2. Investment declaration scheme

Conditions

The conditions for the investment declaration scheme are as follows:

- it applies to investments for business start-up operations (newly created businesses);
- it involves benefits for the operating phase;
- businesses must be registered, upon formation, under either the ordinary or the simplified tax regime (not the consolidated tax regime);
- they must have an investment declaration certificate;
- there is no minimum investment requirement.

Benefits granted under the scheme

The scheme offers the benefits shown in the table below in the operating phase.

Table 37.

Benefits by category and zone during the operating phase

	ZONE A	ZONE B	ZONE C
CATEGORY 1	Exemption: 50% for 5 years	Exemption: total for 5 years then 50% for a further 5 years	Exemption: total for 10 years then 75% for 5 years
CATEGORY 2	Tax credit of 25%*	Tax credit of 35%*	Tax credit of 50%*

*Based on the amount invested and until paid back in full

How to register for the scheme

The investment declaration certificate is obtained in a one-step procedure through CEPICI.

To register for this scheme, you must submit four hard copies and a digital copy of the declaration application to CEPICI.

The application must include:

- documents indicated on the CEPICI form;
- administrative supporting documents.

The full list of documents to be presented is provided as an annex to this guide and on the CEPICI website (<https://www.cepici.gouv.ci/>).

Two days after the application is submitted, you will receive an investment declaration certificate or a notification explaining why your application has been rejected.



4.3. Investment approval scheme

Conditions

The conditions for the investment approval scheme are as follows:

- it applies to investment in business set-up and development activities in both phases – start-up and operation;
- newly created businesses are eligible for benefits in the start-up and operating phases;
- a business that is expanding its activities is only eligible for benefits in the start-up phase;
- businesses must be registered under either the ordinary or the simplified tax regime (not the consolidated tax regime);
- businesses must have an investment approval certificate or an operation approval certificate;
- minimum investment requirements are determined according to the type of business.

Table 38.

Minimum investment by type of business

Large enterprises	€ 304,900 excl. VAT and working capital
SMEs ^①	€ 76,000 excl. VAT and working capital
Large shopping centres	Zone A : € 15 million Zone B : € 7.5 million Zone C : € 7.5 million
Key projects ^②	Zone A : € 152.5 million Zone B : € 76 million Zone C : € 22.8 million

Source : CEPICI

① An SME is an enterprise that employs less than 200 people and has a turnover of less than EUR 1.5 million.

② When a project is classed as a 'key project', CEPICI asks the government to open negotiations with a view to signing a government agreement. A key project is any investment project that is major in terms of the amount to be invested, the number of stable jobs to be created, its effect on the economy and the region, technology transfer and its contribution to environmental protection. They are mainly industrial projects, including automobile manufacturing, mechanisation, agricultural transformation, information and communication technology (ICT) and any other sector classed by the government as highly strategic.

Benefits granted under the scheme in the start-up phase (investment phase)

Amendments to the Investment Code (August 1st, 2018) enhanced benefits for the start-up phase.

In the start-up phase, the scheme offers the following benefits:

- The benefits granted in the start-up phase last for a maximum of two years, the time during which the investment is implemented.
- This can now be extended for a further period of up to two years by a decision of the Approval Committee. For such an extension to be granted,

you must have implemented at least 66% of the project and apply for an extension to CEPICI at least three months prior to the expiry date of the current approval period.

- There is a list of legally defined items eligible for exemption in the start-up phase.
- Order 0016 of February 5th, 2020 which is available on the CEPICI website (<https://www.cepici.gouv.ci/>), sets out the terms and conditions for the suspension of VAT payments under the investment approval scheme.



Benefits granted under the scheme in the operating phase

In the operating phase, the scheme offers the benefits shown in the table below.

Table 39.

Benefits by category and zone during the operating phase

		ZONE A	ZONE B	ZONE C
LARGE ENTERPRISES	CATEGORY 1	Exemption: 50% for 5 years	Exemption: total for 5 years then 50% for 5 years	Exemption: total for 10 years then 50% for 5 years
	CATEGORY 2	Tax credit of 25%*	Tax credit of 35%*	Tax credit of 50%*
*based on the amount invested and until paid back in full				
SMEs	CATEGORY 1	Exemption:.* 75% for 5 years	Exemption:.* total for 5 years then 75% for 5 years	Exemption:.* total for 15 years
	CATEGORY 2	Tax credit of 37.5%*	Tax credit of 52.5%*	Tax credit of 75%*
*based on the amount invested and until paid back in full				
KEY PROJECTS		Additional benefits granted by government agreement, negotiated by CEPICI		
LOCAL CONTENT		Additional tax credit of 2% for companies where: <ul style="list-style-type: none"> - at least 80% of the staff (including executives) are Ivorian nationals; - at least 25% of the activities are subcontracted to Ivorian companies; - at least 15% of the share capital is open to Ivorian investors. 		

How to register for the scheme

To register for this scheme, you must submit 10 hard copies and a digital copy of the approval application to CEPICI. The application must include:

- documents indicated on the CEPICI form;
- administrative supporting documents;
- an exhaustive inventory of eligible equipment, capital goods and spare parts, in accordance with the CEPICI form;
- an undertaking to keep separate accounting for business development;
- an undertaking to submit to CEPICI financial statements and cost accounts relating to the investment for which the Investment Code benefits have been granted;
- an undertaking to pay the suspended VAT within the established period.

The full list of documents to be presented is provided as an annex to this guide and on the CEPICI website (<https://www.cepici.gouv.ci/>).

SMEs must be able to prove that they meet the requirements to qualify as such. An SME is a business that employs less than 200 people and has a turnover of less than EUR 1.5 million.

Twenty-one days after submitting the application, you will receive an investment approval certificate or a notification explaining why the application was rejected.



5. SETTING UP A BUSINESS IN THE VITIB FREE ZONE

The “Information Technology and Biotechnology Village”, VITIB SA, also known as Mahatma Gandhi Technology Park, is a partnership between Ivorian government institutions, including the National Agency for Universal Telecommunications and ICT Services (ANSUT) and the Telecommunications Regulatory Authority of Cte d'Ivoire (ARTCI), and Ivorian and foreign businesses, including Atlantic Telecom, Shapoorji Pallonji and MTN-CI.

VITIB SA is a public limited company with a board of directors and a share capital of EUR 4.5 million. It was formed in 2006 but did not commence operations until 2012 after the political-military crisis had ended. It is located on the Abidjan-Bonoua-Noé stretch of the Abidjan-Grand Bassam motorway, around 30 km from Abidjan city centre. The site covers an area of 624 ha, 60 ha of which are divided into lots, with a further 180 ha currently under development.

VITIB SA was designated as a promotion and operating enterprise (EPE) with a public service delegation contract by decree and under Act 2004-429 of August 30th, 2004 which established the regime for the biotechnology and ICT free zone (ZBTIC) in Côte d'Ivoire.

VITIB SA OPERATES UNDER A CONCESSION AGREEMENT WITH THE IVORIAN GOVERNMENT WITH THE AUTHORITY TO GRANT APPROVALS TO USER ENTERPRISES, AND AIMS TO BECOME THE LEADING TECHNOLOGY PARK IN AFRICA, PROMOTING THE DEVELOPMENT OF ICT AND BIOTECHNOLOGY IN CÔTE D'IVOIRE IN A FREE ZONE ENVIRONMENT.

The purpose of VITIB SA, as established in the ZBTIC Act and its implementing regulations, is to:

- manage and promote the free zone;
- develop the free zone and build infrastructure;
- ensure the continued delivery of the public services required to fulfil its purpose;
- ensure the delivery of power, water and telecommunications services;
- implement a training and incubation programme.



5.1. Applications for approval

To be eligible to set up in VITIB, you must complete the following formalities:

- 1 legally form your business in Côte d'Ivoire at the CEPICI one-stop shop;
- 2 submit an application for approval to the VITIB one-stop shop.

Applications are processed swiftly, and you will be notified of the Approval Committee's decision within one month.

There is no minimum turnover required for acceptance of the application by the Approval Committee. It assesses the application for approval based on an analysis of the amount invested and job creation prospects.

There is a flat fee of EUR 7,600 that all businesses must pay regardless of their turnover. You are then required to pay 2.5% of your turnover from the sixth year. This charge is payable quarterly and is based on quarterly turnover.



5.2. Eligibility

According to Act 2004-429 of August 30th, 2004, only businesses operating in the areas of activity shown in the table below are eligible for the ZBTIC scheme:

Table 40.

Activities at the Information Technology and Biotechnology Village (VITIB)

<p>INDUSTRIAL ACTIVITIES</p>	<ul style="list-style-type: none"> - Design, manufacture and assembly of computer products - Design, manufacture and assembly of telecoms and network products - Design, manufacture and assembly of audiovisual products - Design, manufacture and assembly of biotechnology test and research instruments - Manufacture of various biotechnology products (medicines, pharmaceuticals, agrifood, energy, environment, industry, mining, etc.) - Production of audiovisual content - Publication of software and software packages, etc. 		
<p>RESEARCH LABORATORY</p>	<ul style="list-style-type: none"> - Biotechnology applied to health and agrifood - Biotechnology applied to the environment - Sciences applied to information technologies, etc. 		
<p>TRAINING CENTRE</p>	<ul style="list-style-type: none"> - Accelerated language learning (English, Chinese, management, etc.) - Training in biotechnology, ICT professions, etc 		
<p>ADDED VALUE SERVICES</p>	<table border="0" style="width: 100%;"> <tbody> <tr> <td style="vertical-align: top; width: 50%;"> <ul style="list-style-type: none"> - Broadband internet - Computer security - Multimedia services - Remote working centres - E-commerce - E-services (e-banking, e-health, e-agriculture, e-learning, etc.) - Voicemail </td> <td style="vertical-align: top; width: 50%;"> <ul style="list-style-type: none"> - Electronic messaging - Audiotex - Electronic Data Interchange (EDI) - Data access service, online information service - Enhanced fax - File transfer - Protocol and code conversion </td> </tr> </tbody> </table>	<ul style="list-style-type: none"> - Broadband internet - Computer security - Multimedia services - Remote working centres - E-commerce - E-services (e-banking, e-health, e-agriculture, e-learning, etc.) - Voicemail 	<ul style="list-style-type: none"> - Electronic messaging - Audiotex - Electronic Data Interchange (EDI) - Data access service, online information service - Enhanced fax - File transfer - Protocol and code conversion
<ul style="list-style-type: none"> - Broadband internet - Computer security - Multimedia services - Remote working centres - E-commerce - E-services (e-banking, e-health, e-agriculture, e-learning, etc.) - Voicemail 	<ul style="list-style-type: none"> - Electronic messaging - Audiotex - Electronic Data Interchange (EDI) - Data access service, online information service - Enhanced fax - File transfer - Protocol and code conversion 		
<p>OFFSHORE FINANCIAL SERVICES</p>	<ul style="list-style-type: none"> - Offshore financial services to support investment, production, export and research activities 		

Source : VITIB

5.3. Tax, customs and financial benefits

Businesses located in VITIB are eligible for specific tax, customs and financial benefits, which are listed in the figure below.

Table 41.
VITIB benefits

<p>TAX BENEFITS</p>	<ul style="list-style-type: none"> - 0% tax for the first 5 years - 1% tax from the 6th year onwards, with the possibility of a tax reduction for recruiting nationals - 0% tax on production inputs consumed, such as water, electricity and petroleum products (fuel and lubricants) - 0% tax on services provided to companies operating under the biotechnology and ICT free zone (ZBTIC) regime - Flat-rate road tax for ZBTIC company vehicles
<p>CUSTOMS BENEFITS</p>	<ul style="list-style-type: none"> - 0% customs duties and import and export taxes - Exemption from the import verification programme (SGS, VERITAS) - 0% customs duties on petroleum products - 0% import taxes, duties and fees on materials and equipment needed for ZBTIC construction and infrastructure work
<p>FINANCIAL BENEFITS</p>	<ul style="list-style-type: none"> - Free transfer of funds from salaries and dividends
<p>OTHER BENEFITS</p>	<ul style="list-style-type: none"> - Free transfer of funds from salaries and distributed dividends - Employment contract visas for non-Ivorian employees and their families - No limits on foreign and local investments - Privileged access to the markets of ECOWAS, the ACP (Africa-Caribbean-Pacific) countries and the French-speaking world.

Source : VITIB



**FOR FURTHER
INFORMATION**

VITIB SA

Address : Autoroute Abidjan – Grand-Bassam

Email : info@vitib.ci

Website : <http://www.vitib.ci/fr>

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6. IMPORTING AND EXPORTING GOODS



The legal framework for imports and exports in Côte d'Ivoire results from the application of Decree 93-313 of March 11th, 1993 and Ministerial Order 127/MCAPPME/MPMB of March 21st, 2014.

Imports and exports are regulated under three different regimes, depending on the type of goods. Each regime requires different documents and authorisations.

Table 42.

Characteristics of import and export schemes

		RELEVANT PRODUCTS	DOCUMENTS NEEDED
IMPORTS	PRODUCTS THAT DO NOT REQUIRE AUTHORISATION	Products that can be freely imported, any product not included in the two schemes below	<ul style="list-style-type: none"> - Import/export code - Import declaration form if value > € 760
	PRODUCTS THAT REQUIRE APPROVAL	<ul style="list-style-type: none"> - Products in Annex A of Decree No. 93-313 of March 11th, 1993 [see attached list] - Meat and offal, poultry, fish, shell eggs, fresh or preserved 	<ul style="list-style-type: none"> - Import/export code - Import declaration form if value > € 760 - Import licence authorised by the relevant ministry
	RESTRICTED PRODUCTS	<ul style="list-style-type: none"> - Quantitative restriction: Annex B of Decree No. 93-313 (gradual loosening of restrictions): printed cotton fabric and petroleum products* - Banned from import: sugar, bread flour, analogue and non-compliant television sets, and biodegradable and non-biodegradable plastic bags. 	<ul style="list-style-type: none"> - Import/export code - Import licence authorised by the relevant ministry
EXPORTS	PRODUCTS THAT DO NOT REQUIRE AUTHORISATION	<ul style="list-style-type: none"> - Products that can be freely exported, any goods or commodities that are not included in the two schemes below (Annex E and F of Decree No. 93-313) 	<ul style="list-style-type: none"> - Import/export code
	PRIOR AUTHORISATION SCHEME	<ul style="list-style-type: none"> - Products in Annex E of Decree No. 93-313: ores and precious metals (list in annex) 	<ul style="list-style-type: none"> - Import/export code - Export licence from the Ministry of Mines and the Ministry of Economy and Finance
	BANNED PRODUCTS	<ul style="list-style-type: none"> - Banned from export to protect Ivorian flora and fauna: products listed in Annex F of Decree No. 93-313: ivory and certain wood species 	
REGULATED INDUSTRIES		<ul style="list-style-type: none"> - Imports of meat, meat products, fish products - Exports of coffee, cocoa, pineapple, banana, timber and wood products - Health and pharmaceutical 	Approval issued by the relevant ministry

Source: GUCE, Decree No. 93-313 of March 11th, 1993 and Ministerial Order No. 127/MCAPPME/MPMB of March 21st, 2014

6.1. Procedure for obtaining the documents necessary to engage in foreign trade

The procedure for becoming an importer or exporter involves four steps with different institutions.

Figure 45.

Steps to become an importer/exporter



1

An import-export code is required for each import-export regime. Thanks to investment promotion reforms in Côte d'Ivoire, it is now possible to get your import-export code when the enterprise is formed at the CEPICI one-stop shop by paying the corresponding fee, which is EUR 46. No other action is required.

The import-export code must be renewed each year via the Ministry of Trade and Industry's Trade Regulation Department, by presenting the following documents:

- a tax clearance certificate issued no more than four months previously;
- certificate for registered taxpayers stating they have no outstanding debts;
- certificate of payment of the business franchise tax;
- photocopy of the old import-export code.

2

The GUCE platform centralises foreign trade information and procedures for different groups. The aim is to make the procedures available online (authorisation, payment, customs procedures, etc.) to facilitate the entry of goods into the Ivorian market.

There is a public section, open to all, providing information on foreign trade and any new laws and regulations coming into force. The private area is only accessible to registered and authenticated users and allows them to carry out all formalities for trade transactions online.

To register as an importer/exporter on the GUCE platform, the following documents must be scanned and sent to comptes@guce.gouv.ci:

- downloaded and completed form to set up a GUCE account, which is available on the platform under the 'Downloads' tab;
- photocopy of ID card;
- photocopy of the valid import-export code.

3

The table below shows the two types of document necessary for imports and exports and their characteristics.

The GUCE platform offers three useful tools to facilitate these procedures for businesses:

- User guides for formalities: <https://guce.gouv.ci/downloads?lang=fr>

A user guide for each procedure is available on the platform under the 'Downloads' tab. These guides describe the different sections of the forms, providing step-by-step instructions on how to complete them.

- Interactive guide: <http://guce.ci/traders-guide/>

The interactive guide allows you to find out which import-export regime applies and which documents are required, based on the type of goods, the country of origin/destination, their free on board (FOB) value and the means of transport.

- Trade information portal: <http://pwic.guce.ci/fr/web/tip/accueil>

The portal consolidates everything you need to know about foreign trade in Côte d'Ivoire and in the ECOWAS and WAEMU areas.

It also describes the procedures by type of goods, including the procedure for obtaining approval for regulated occupations.

This process varies according to the type of goods concerned and is explained in detail on the information portal.

A. DOCUMENT CHECKS FOR IMPORTED GOODS

The value and classification of imported goods are checked to determine their customs treatment, based on international principles of customs valuation (World Trade Organization – WTO) and the Harmonised System (World Customs Organization – WCO).

The Final Classification and Valuation Report (RFCV) is the final document issued as a result of the checks, indicating the details for customs charges under current regulations.

The procedure for obtaining this report can be carried out directly on the GUCE platform via the Ruling Center. The waiting times are as follows:

- 5 days for sea freight;
- 3 days for air freight;
- 4 days for land freight;
- 2 days for express air freight.

If the declarant does not agree with the final report, they can submit an amendment request, or dispute it online on the GUCE platform via the Ruling Center.

B. CONFORMITY ASSESSMENT PROGRAMME

The purpose of the conformity assessment programme (VOC) is to verify the imported goods before they are shipped to their destination in Côte d'Ivoire, based on the certificate of conformity. The programme was established by Decree 2017-567 of September 6th, 2017 and came into force on April 16th, 2018.

It applies to all goods with an FOB value of more than EUR 1,500, except exempted goods. The list of exempted goods is the same as for the RFCV and is provided as an annex to this guide.

The certificate of conformity confirms that the goods comply with the standards and technical regulations in force in Côte d'Ivoire. It is required for customs clearance and must be submitted via the GUCE platform.

Goods without a certificate of conformity are subject to a penalty of 50% of their cost, insurance and freight (CIF) value, and the cargo is destroyed.

To obtain a certificate of conformity, the importer must contact one of the four certification service providers accredited by the Ivorian Government:

- Bureau Veritas Inspection, Valuation, Assessment and Control (BIVAC BV);
- COTECNA Inspection;
- INTERTEK International Limited;
- Société Générale de Surveillance (SGS).

Depending on the specific characteristics of the import transaction, importers choose the corresponding verification and assessment route from the three available with one of the four certification service providers. The procedure for obtaining the certificate varies depending on the route.

Table 43.

Documents needed for imports and exports

DOCUMENTS	DESCRIPTION	VALIDITY PERIOD	PROCEDURE VIA THE GUCE PLATFORM
Import declaration form	<ul style="list-style-type: none"> - Required to start the destination inspection procedure and for the customs declaration - Goods or commodities with a value \geq € 760 - Contains identifying information and is non-transferable - Replaces the import information form (FRI) and the pre-import declaration (DAI) 	3 months, renewable for a maximum of 3 months	<ul style="list-style-type: none"> - DVT (virtual business transaction file) module in the 'Downloads' tab - Issued electronically within 24 hours on presentation of the proforma invoice - Processed by the bank and the Ministry of Trade
Import or export licence	<ul style="list-style-type: none"> - Prior authorisation from the relevant ministry for economic, sanitary, phytosanitary, moral, public order or safety reasons or for the protection of plants or the life and health of humans and animals 	Varies according to the type of authorisation: single use; 6 months and renewable; or 1 year	<ul style="list-style-type: none"> - e-Licence module: <ul style="list-style-type: none"> API: pre-import authorisation AEX: export authorisation - Processing by the relevant ministries via the GUCE platform

Source : GUCE

Table 44.

Methods of checking and assessing conformity

	TYPE OF IMPORTS	CHECKING FEES
ROUTE A	Occasional suppliers/exporters; suppliers/exporters of sensitive products	0.45% of the declared FOB value
ROUTE B	Frequent suppliers/exporters with registered products	0.40% of the declared FOB value
ROUTE C	Products under licence (product approval system)	0.30% of the declared FOB value

Source: Directorate General of Foreign Trade (DGCE), Guide on procedure for verifying conformity with standards for imported goods

6.2. Foreign trade in the ECOWAS and WAEMU areas

In a climate of trade liberalisation in the subregion, ECOWAS and WAEMU have put in place community schemes to facilitate trade among their member countries:

- the ECOWAS Trade Liberalisation Scheme (ETLS) involving the 15 member countries;
- the WAEMU Community Preferential Tax Scheme (TPC) involving the eight member countries.

The purpose of these two schemes is to ensure the free movement of goods without customs duties or taxes having an equivalent effect to import charges. Exemptions do not extend to VAT and other domestic taxes.



Requirements for obtaining a certificate of origin

For goods to be eligible for free movement under these schemes, they must have originated in the ECOWAS area (ETLS) or the WAEMU area (TPC). This is verified by means of a certificate of origin, which is necessary to export goods in both areas:

- the certificate is valid for six months from the issue date;
- it covers only one type of goods and one destination (one country and one named recipient).

The requirements for obtaining a certificate of origin are similar for the two schemes.

Table 45.

Conditions for benefiting from the ECOWAS Trade Liberalisation Scheme (ETLS)

1	COMPANIES	<ul style="list-style-type: none"> ➤ Any company that is located and operates in one of the ECOWAS or WAEMU member states and intends to export its products to the region
2	AUTHORISED PRODUCTS WITH A CERTIFICATE OF ORIGIN	<ul style="list-style-type: none"> ➤ Agricultural and livestock products (sanitary or phytosanitary certificate instead of certificate of origin) ➤ Sea, river and lake fisheries products ➤ Mining products ➤ Handicraft products ➤ Approved industrial products
3	RULES OF ORIGIN	<p>The above products are allowed and considered to originate from the region if they comply with at least one of the following rules:</p> <ul style="list-style-type: none"> ➤ Wholly obtained products: at least 60% of the raw materials originate from the region ➤ Change of tariff heading: products whose production requires the use of materials classified under a different tariff heading than the finished product: harmonised system* tariff classification ➤ Value-added criterion: if the raw materials have an added value of at least 30% of the ex-factory cost price (excluding tax) of the finished products.

* of the World Customs Organization (WCO), the list of exceptions is available on the WAEMU and ECOWAS websites

Source: GUCE; ECOWAS and WAEMU regulations

Procedures for obtaining a certificate of origin

With regard to the procedures for obtaining the certificate of origin, there are some differences between the two schemes.

I CERTIFICATE FOR ETLs

There is a four-step procedure to obtain the ECOWAS certificate of origin.

Figure 46.

Steps to obtain the ECOWAS certificate of origin



Submit five copies of the application for approval to the Ministry of African Integration and Ivorians Abroad, including:

- the standard form to be completed with a detailed description of the company, the goods, the raw materials used to produce them, the production process and the costs [available on the ECOWAS website: <https://etls.ecowas.int/>];
- copy of the company's articles of association, certificates and proof of registration.

1

The Ministry of African Integration and Ivorians Abroad forwards the application to the National Approval Committee, which arranges a visit to the company, assesses the application and issues a positive or negative opinion on it.

2

The ECOWAS Commission confirms or rejects the decision recommended by the National Approval Committee and notifies the ECOWAS member countries of approved companies and goods. The Ministry notifies the company whether its application for approval has been accepted or rejected.

3

Once the approval has been confirmed, the company must collect its certificate of origin from the Ministry of Trade and Industry so that it can export its goods. This requires submission of a copy of the ETLs approval and the certificate of origin form to the Ministry's Directorate of Industrial Production and Competitiveness (DPIC). The waiting time is 24 hours.

4



Ministère de l'Intégration Africaine
et des Ivoiriens de l'Extérieur

FOR FURTHER INFORMATION

THE MINISTRY OF AFRICAN INTEGRATION AND IVORIANS ABROAD

Address : Abidjan-Plateau Cité
Administrative, Tour C 22nd floor

Email : info@integration.gouv.ci

Website : <http://www.integration.gouv.ci>

Phone : +225 27 20 33 12 12



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Certificate for TPC

There is a three-step procedure to obtain the WAEMU certificate of origin, which is conducted by actors from the Ministry of Trade and Industry and the Customs.

Figure 47.

Steps to obtain the WAEMU certificate of origin



1

The technical documents required for the WAEMU application are similar to those required for the ECOWAS application but must be submitted to the Directorate General of Industrial Activity (DGAI) of the Ministry of Trade and Industry. The following information and documents must be included:

- characteristics of the company;
- characteristics of the goods for which the application is being made;
- information on production;
- supporting documents depending on the type of application.

2

The application is assessed by the Ministry of Trade and Industry and the Customs Authority (DGD), which form the Approval Committee. Following a visit to the company and analysis of the application, they accept or reject it. Committee decisions are notified to member countries, and the company is notified by the DGAI.

3

The procedure for collecting the WAEMU certificate of origin is similar to the one for the ECOWAS certificate. The application for approval and the certificate application form must be submitted to the DPIC at the Ministry of Trade and Industry. The waiting time is 24 hours. Submissions must be made between 07:30 and 11:00, and collections between 14:00 and 17:00.

Details of these two procedures and Ministry contacts are available on the GUCE trade information portal <http://pwic.guce.ci/web/tip/accueil> and are also provided in an annex to this guide. They will be updated to reflect new regulations and reforms to facilitate the procedures.



FOR FURTHER INFORMATION

THE MINISTRY OF TRADE AND INDUSTRY

Address : Abidjan-Plateau, Immeuble Postel
2001, 18th floor

Email : info@commerce.gouv.ci

Phone : +225 27 20 22 95 28

DIRECTORATE GENERAL OF INDUSTRIAL ACTIVITY (DGAI) OF THE MINISTRY OF TRADE AND INDUSTRY

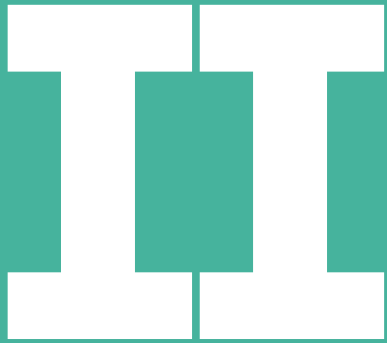
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INVESTORS' GUIDE
INVEST
— IN CÔTE D'IVOIRE —



C

CONSOLIDATING AND
PROTECTING YOUR
INVESTMENT





C | CONSOLIDATING AND PROTECTING YOUR INVESTMENT

1. ARBITRATION PROCEDURES

Arbitration is a way of settling a dispute amicably by putting the case to one or more private independent individuals called arbitrators. It is considered a form of alternative dispute resolution (ADR) as opposed to court proceedings.

1.1. Types of arbitration

Generally, two types of arbitration are to be considered: ad hoc arbitration and institutional arbitration.

Ad hoc arbitration

Ad hoc arbitration brings the parties to the dispute together in the presence of an arbitrator but is not administered by a permanent arbitration institution. The parties arrange the proceedings according to their arbitration agreement, appointing an arbitrator and determining the conditions according to which the procedure is to be conducted.

With this type of arbitration, the parties must be sufficiently versed in such matters.

Institutional arbitration

Institutional arbitration is administered by a specialised arbitration institution according to its rules. This institution is not a court; its purpose is to administer the proceedings and provide facilities (rooms, equipment) and human resources (secretariat, arbitrators) for the arbitrations it manages.

Institutional arbitration has three main distinguishing features:

- the existence of an authority responsible for administering arbitrations, specifically organising the arbitration proceedings;
- the existence of arbitration rules to govern the arbitration proceedings;
- the existence of a secretariat responsible for certain administrative tasks and liaising between the parties, arbitrators and experts.

Institutional arbitration is characterised by the existence of permanent arbitration centres with established arbitration rules that determine the essential elements of the arbitration procedure: choice of arbitrators, conduct of the arbitration proceedings and enforcement of the ruling.

Table 46.

Table showing arbitration centres in Côte d'Ivoire, West Africa and at the international level

ARBITRATION CENTRES	
± NATIONAL	<ul style="list-style-type: none"> - The Court of Arbitration of Côte d'Ivoire (CACI) - The GICAM (Cameroon Employers' Group) arbitration centre - The Dakar Chamber of Commerce, Industry and Agriculture (CCIAD) Arbitration, Conciliation and Mediation Centre - The Guinea Chamber of Arbitration (CAG) - The Togo Court of Arbitration (CATO)
REGIONAL	<ul style="list-style-type: none"> - The Common Court of Justice and Arbitration (CCJA) in Abidjan (Côte d'Ivoire)
INTERNATIONAL	<ul style="list-style-type: none"> - The International Court of Arbitration of the International Chamber of Commerce (ICC) in Paris - The International Centre for Settlement of Investment Disputes (ICSID)

Source: Oxford Business Group 2019

1.2. Investment arbitration

REFORMS HAVE EXTENDED THE SCOPE OF OHADA LAW ON ARBITRATION TO INCLUDE INVESTMENT ARBITRATION.

This is generally defined as an arbitration forum that settles disputes between a government or one of its institutions and a foreign private entity carrying out an investment operation in that state. The International Centre for Settlement of Investment Disputes (ICSID) administers such cases.

The new OHADA Uniform Act on Arbitration Law (UAA) establishes bilateral investment treaties (BITs) and investment codes as new sources of arbitration. This advance, enshrined in the UAA, also features in the new Arbitration Rules of the Common Court of Justice and Arbitration (CCJA) which expressly authorise the Court to administer arbitration proceedings based on BITs and the applicable domestic investment legislation.

Table 47.

Summary table of the main legislative developments

ELEMENTS	1997	2017	BENEFITS
Basis for arbitration	Arbitration agreement	Arbitration agreement, bilateral investment treaties, Investment Code	Extending the choice of jurisdiction
Definition of the arbitration agreement	No definition	New definitions of the settlement and the arbitration clause	Legal certainty and clarity
Effectiveness of the multi-tiered dispute resolution clause		New provisions	Better coordination of alternative forms of dispute resolution
Guiding principles of procedure		New provisions on independence, speed and fairness	Guarantee of a fair proceedings
Time frame for enforcement		Shortened to 15 days	Speed of proceedings
Time limit for processing applications for annulment	Not specified	3 months	Effectiveness of the arbitral award
Application for annulment waiver clause		Newly established	Effectiveness of the award



FOR FURTHER INFORMATION

THE COURT OF ARBITRATION OF CÔTE D'IVOIRE (CACI)

Address : Abidjan-Plateau, avenue
Joseph Anoma, Chambre de Commerce et
d'Industrie de Côte d'Ivoire

Email : caci@cci.ci

Website : <http://www.courarbitrage.ci>

Phone : +225 27 20 30 97 29



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2. CONDITIONS FOR FOREIGN INVESTMENT IN CÔTE D'IVOIRE, CAPITAL TRANSFERS AND EXCHANGE CONTROL

For certain financial transactions, it is necessary to take into account Côte d'Ivoire's membership of WAEMU, a regional organisation that regulates and harmonises economic and financial policy for its eight member countries, including Côte d'Ivoire. The other seven are Benin, Burkina Faso, Guinea, Mali, the Niger, Senegal and Togo.

- A distinction is made between foreign investment coming into the WAEMU area,
- financial transactions within the WAEMU area and
- outward capital transfers from the WAEMU area.



Table 48.

Definition of foreign direct investment

2.1. Foreign investment in Côte d'Ivoire (WAEMU member country)

Foreign investment and the transfer of investments between non-nationals (natural or legal persons) in the country can be carried out freely in Côte d'Ivoire. Transactions of this kind have to be reported, solely for statistical purposes, to the Directorate of International Finance and the Central Bank of West African States (BCEAO) when they involve a FDI (Article 10 of Part IV of Regulation 09/2010/CM/UEMOA on the external financial relations of WAEMU Member States).

WHAT IS FOREIGN DIRECT INVESTMENT?

Any of the following operations carried out in Côte d'Ivoire by a non-resident individual or legal entity is considered to be foreign direct investment:

- the purchase, creation or expansion of businesses, branches or any other enterprise of a personal nature;
- any other transactions which, individually or taken together, concomitantly or successively, result in one or more persons taking or increasing their interest in a company engaged in an industrial, agricultural, commercial, financial or property activity, whatever its form, or expanding such a company already under their control

NB: Individuals who have their primary area of interest abroad, foreign civil servants posted in a WAEMU Member State and national or foreign legal entities with establishments abroad are considered to be non-residents.

2.2. Financial transactions within WAEMU

Investment and borrowing transactions and, in general, all movements of capital between companies (and individuals) within the WAEMU area can be carried out freely and without restrictions, as provided by the legislation in force in the area (Article 76 of the revised WAEMU Treaty and Article 3 of the West African Monetary Union Treaty).

2.3. Capital transfers from Côte d'Ivoire out of the WAEMU area and exchange controls

Transactions involving payments to foreign countries sent from Côte d'Ivoire are only possible through brokers approved by the Central Bank on presentation of proof that the operation is genuine and lawful (Regulation 09/2010/CM/UEMOA, Part IV, Article 9 on the external financial relations of WAEMU Member States).

This refers to:

- the transfer of amounts required for contractual debt repayment and the repayment of short-term loans granted to finance commercial and industrial operations;

- the transfer of the proceeds of the liquidation of investments or the sale of foreign securities by non-nationals;
- settlements required for transactions involving currency derivatives or commodity derivatives.

Capital transfers from Côte d'Ivoire out of the WAEMU area, other than those listed above, are subject to a special authorisation, which is granted by the Ministry of Economy and Finance after analysing the documents presented as proof of the nature of the transaction and that it is genuine.

To control its economic policy and, in particular, its monetary policy, the BCEAO requires certain supporting documents to be presented for any transaction involving foreign exchange flows. This forms part of the BCEAO's currency hedging policy.

If the destination of the funds is a country outside the WAEMU area, the transfer is subject to the restrictions set out in Regulation R09/2010/UEMOA, Part III, Article 4.

The figure below provides an example of the supporting documents that may be required for outward capital transfers from Côte d'Ivoire.

Table 49.

Conditions for the transfer of funds

AMOUNT ≤ € 762.2	<ul style="list-style-type: none"> - No supporting documents are required from the applicant. - The function of authorising the transfer is delegated to banks (approved intermediaries).
AMOUNT ≥ € 762.2	<ul style="list-style-type: none"> - The foreign exchange application for the transfer is submitted to the approved intermediary. - This application includes the following: <ul style="list-style-type: none"> - four copies of the completed foreign exchange form; - the supporting documents for the application according to the reason for the transfer.
	<p style="text-align: center;">Principle applied to exchange authorisations</p> <p>The foreign exchange regulations provide for the freedom to transfer funds to other countries; this freedom is accompanied by an obligation to produce supporting documents for administrative controls (Treasury + BCEAO) [Art. 4, Section III, of Regulation No. 09/2010]. However, capital transactions are subject to foreign exchange restrictions and require prior authorisation by the Directorate of International Finance (FINEX) of the Ministry of Economy and Finance.</p>

Source: Directorate General of the Treasury and Public Accounts

NB :

1. Current transfers = definitive payments relating to transactions (interest, dividends, etc.).
2. Capital transfers = payments relating to international capital movements which will result in future financial flows.

Some applications for a foreign exchange authorisation are subject to prior authorisation by the Treasury.

In relation to outward transactions, there are various cases to be taken into account as follows and as described in Figures 101 and 102 below:

- effective importation;
- non-effective importation;
- various types of transaction associated with outward transfers.



Table 50.

Table of conditions for transactions

FOREIGN TRANSACTIONS FOR IMPORTS THAT HAVE BEEN COMPLETED		FOREIGN TRANSACTIONS FOR IMPORTS THAT HAVE NOT BEEN COMPLETED	
PAYMENT OF INVOICES FOR IMPORTS	PAYMENT OF INVOICES FOR SERVICES	PAYMENT OF INVOICES FOR IMPORTS	PAYMENT OF INVOICES FOR SERVICES
<p>The foreign exchange authorisation may be granted by the bank, by the powers vested in it, based on the following supporting documents:</p> <ul style="list-style-type: none"> - certified final invoice; - import declaration form; - import documents approved by the customs authorities; - certified commercial contract (payment due date) or any document in lieu thereof. 	<p>Current payment: the services were performed for the benefit of the Ivorian resident</p> <p>The foreign exchange authorisation may be granted by the bank, by the powers vested in it, based on the following supporting documents:</p> <ul style="list-style-type: none"> - certified final invoice for the provision of services; - certified service contract (payment due date) or any document in lieu thereof. 	<p>Complete file to be submitted to FINEX for prior authorisation. Supporting documents required are:</p> <ul style="list-style-type: none"> - certified commercial contract or proforma invoice in lieu thereof;* - import declaration form. <p>N.B.: These authorisations can now be given online via the e-FOREX module of the Single Window for Foreign Trade (GUCE).</p>	<p>Current payment which is akin to a capital transaction (trade credit).</p> <p>Complete file to be submitted by FINEX for prior authorisation, the supporting documents required are:</p> <ul style="list-style-type: none"> - final or proforma invoice or certified commercial contract for the provision of services, stating the amount to be paid and specifying the terms of the advance payment.

Source: Directorate General of the Treasury and Public Accounts

Table 5I.

Exchange controls and capital transfers for income transactions

	TYPE	AUTHORITY	SUPPORTING DOCUMENTS
FACTOR INCOME TRANSACTIONS	Payment of salaries or fees	By the powers vested in it, the bank may grant foreign exchange authorisation	Copies of the employee's last three payslips or invoice for services, certified by the employer
	Dividend transfers or current payment	Complete file to be submitted to FINEX for prior authorisation (to verify the company's tax status)	<ul style="list-style-type: none"> ➤ Certified balance sheet (Tax Authority – DGI, National Institute of Statistics – INS, etc.) for the financial year(s) in question ➤ Extract from the record of the General Assembly authorising profit distribution ➤ Report of the Board of Directors (if required) ➤ Certificate of payment of IRVM.
NON-EXCHANGE TRANSACTIONS	Family benefits or support	By the powers vested in it, the bank may grant foreign exchange authorisation	<ul style="list-style-type: none"> ➤ Letter from the applicant ➤ Proof of expenses ➤ Certificate of residence or residence permit of beneficiary(ies)
	Funds paid into expatriate accounts or expenses in the country of origin		<ul style="list-style-type: none"> ➤ Letter from the applicant ➤ Identity document(s) or passport proving foreign nationality (outside WAEMU) ➤ Proof of origin of the funds
FINANCIAL TRANSACTIONS	Loan repayment	By the powers vested in it, the bank may grant prior foreign exchange authorisation from FINEX	<ul style="list-style-type: none"> ➤ Letter from the Treasury relating to the declaration of the foreign loan by the company that has received it ➤ Credit advice slip proving the receipt of funds via a local bank ➤ Loan contract or agreement ➤ Loan statement on form No. 57 ➤ Repayment report on form No. 59 ➤ Loan amortisation table (optional)
	Transfer of proceeds from the total or partial liquidation of a foreign investment in Côte d'Ivoire	By the powers vested in it, the bank may grant prior foreign exchange authorisation from FINEX	<ul style="list-style-type: none"> ➤ Letter of declaration of foreign investment ➤ Letter from the Treasury relating to the declaration of the foreign investment ➤ Proof of liquidation of the foreign investment ➤ Report on the total or partial liquidation of the foreign investment on form No. 53

Source: Directorate General of the Treasury and Public Accounts



**FOR FURTHER
INFORMATION**

**THE DIRECTORATE GENERAL OF THE
TREASURY AND PUBLIC ACCOUNTS**

Address : Abidjan, Plateau, Boulevard Carde,
Immeuble SOGEFIHA

Email : info@tresor.gouv.ci

Website : https://www.tresor.gouv.ci/tres/fr_FR

Phone : +225 27 20 30 90 20



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3. INTELLECTUAL PROPERTY PROTECTION

The main entities supporting intellectual property protection in the French-speaking subregion are shown below.

Figure 48.
Intellectual property support in Côte d'Ivoire



Source: Sources: OIPI, OAPI and WIPO websites

3.1. Procedure for obtaining intellectual property titles

In Côte d'Ivoire, the procedure for obtaining an intellectual property title can be carried out directly online on the website of the Côte d'Ivoire Intellectual Property Office (OIFI –<https://www.oipi.ci/>) and involves three steps.

Figure 49.

Steps to obtain an intellectual property title



Source : OIFI

1

To access the online intellectual property title application service, you must first register on the OIFI website (<https://www.oipi.ci/>), create a personal account and then complete the application form for the property title you wish to obtain. The documents that must be submitted vary depending on the type of title. The application is processed and forwarded to OIFI to be assessed.

2

Once the application has been accepted by OIFI, you will be notified by email advising you of the charges to be paid and any necessary additional indications. When you have paid the charges, send the payment slip to OIFI.

3

When it receives proof of payment, OIFI approves the application and sends it to the African Intellectual Property Organization [OAPI] so that the registration certificate can be issued. Waiting times, which are shown in the table below, vary depending on the type of title.



3.2. Types of intellectual property titles

The Bangui Agreement defines eight different types of intellectual property titles, as shown in the table below.

Table 52.

Details of different intellectual property titles

	PERIOD OF PROTECTION	WAIT TIME	FILING FEES	INTERNATIONAL COVERAGE
PATENT FOR INVENTIONS (AND ADDITIONAL CERTIFICATE)	20 years	maximum 12 months (at the applicant's request)	<ul style="list-style-type: none"> - Patent: € 343 - Additional certificate: € 434 	<ul style="list-style-type: none"> - Patent Cooperation Treaty (PCT)
TRADEMARK	10 years, renewable every 10 years	~ 7 months	€ 610	<ul style="list-style-type: none"> - International registration of trademarks in accordance with the Madrid system (1998)
TRADE NAME	10 years, renewable every 10 years	~ 4 months	<ul style="list-style-type: none"> - Individual: € 15 - Legal entity: € 30 	/
INDUSTRIAL DESIGNS AND MODELS	5 years, renewable maximum twice	~ 7 months	<ul style="list-style-type: none"> - Simple: € 76 - Multiple: € 114 	<ul style="list-style-type: none"> - International registration of industrial designs and models, according to The Hague Agreement (1999)
UTILITY MODEL	10 years	maximum 12 months (at the applicant's request)	€ 30	<ul style="list-style-type: none"> - Patent Cooperation Treaty PCT
GEOGRAPHICAL INDICATION	10 years renewable	/	€ 137	/
PLANT VARIETY	25 years	/	€ 900	/
INTEGRATED CIRCUIT LAYOUT	10 years	/	€ 343	/

Sources: OIPI and OAPI web Sites; Bangui Agreement

3.3. Fees

The fees for different types of intellectual property titles are listed on the OIPI website (<https://www.oipi.ci/>). A personalised statement of fees is sent by email once the application has been accepted by OIPI.

A filing fee is payable for all title applications. Additional charges may apply depending on the specific characteristics of the application and type of title:

- priority claim fee;
- publication fee;
- a supplement per claim based on the length of the descriptions, clerical errors or wording proposed during the technical examination.

In addition to fees for obtaining the title, there are numerous other fees to be paid subsequently, including:

- fee for renewing the title;
- fee for the restoration of rights;
- special register fee;
- search fee;
- fee for obtaining information;
- appeal fee;
- extension fee.

SMEs can claim income tax credit of 20% of the cost of acquiring new patents and know-how.





FOR FURTHER INFORMATION

OAPI (DIRECTORATE GENERAL)

Address : Abidjan, Cocody II Plateaux, rue
des Jardins, Ilots 204, Villa 2350

Email : directiongenerale@oapi.ci

Website : <https://www.oapi.ci/>

Phone : +225 27 22 41 16 65 / 27 22 41 10 87

OAPI (TECHNICAL SERVICE)

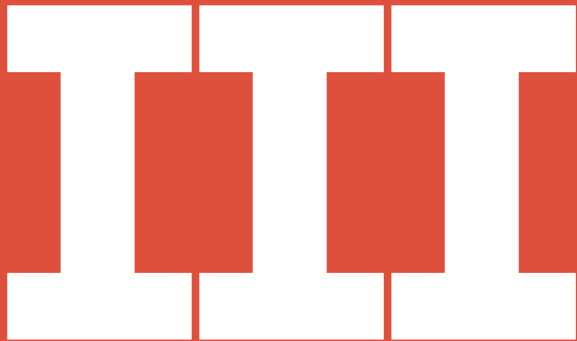
Address : Abidjan, Plateau, Rue Lecœur,
Immeuble de l'industrie, 1st floor

Email : info@oapi.ci

Phone : +225 27 20 33 53 43



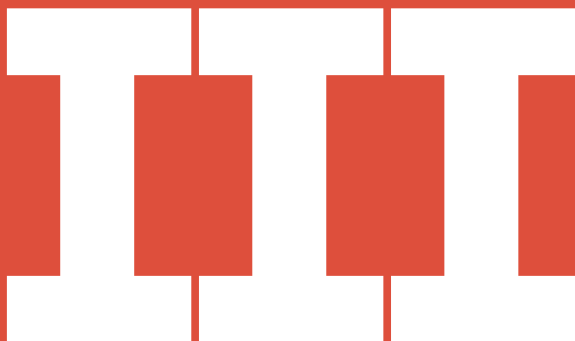
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**ANALYSIS OF THE MAIN
ECONOMIC SECTORS**

INVEST
IN CONSTRUCTION





Côte d'Ivoire's annual GDP growth has averaged around 8% for the last 10 years. This growth is mainly driven by sectors such as the construction industry and agro-industry.

The Ivorian Government has commenced implementation of its National Development Plan aimed at bringing about the structural transformation of the economy. This involves a shift from the export of raw materials to near full processing of its top agricultural products.

For a better understanding of Côte d'Ivoire's economic fabric, there follows an in-depth analysis of six major economic sectors targeted by the above-mentioned government strategies, focusing on the following:

- investment opportunities;
- business climate;
- sector challenges.

The sectors analysed are shown in the figure below.



AGRO-INDUSTRY SECTOR

AGRICULTURAL MECHANISATION
AGRO-INDUSTRIAL PROCESSING



INDUSTRIAL EQUIPMENT SECTOR



ENERGY SECTOR

RENEWABLE ENERGY (RE)
ENERGY EFFICIENCY (EE)



ENVIRONMENT AND RECYCLING SECTOR

WATER AND SANITATION
WASTE MANAGEMENT



HEALTH SECTOR

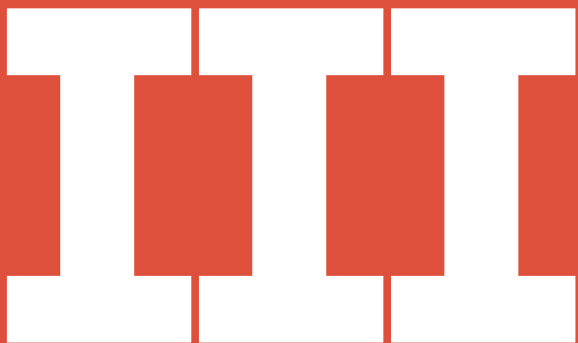
HEALTH INFRASTRUCTURE
MEDICAL EQUIPMENT



PHARMACEUTICAL AND COSMETICS SECTOR

PHARMACEUTICALS
COSMETICS





A

AGRO-INDUSTRY

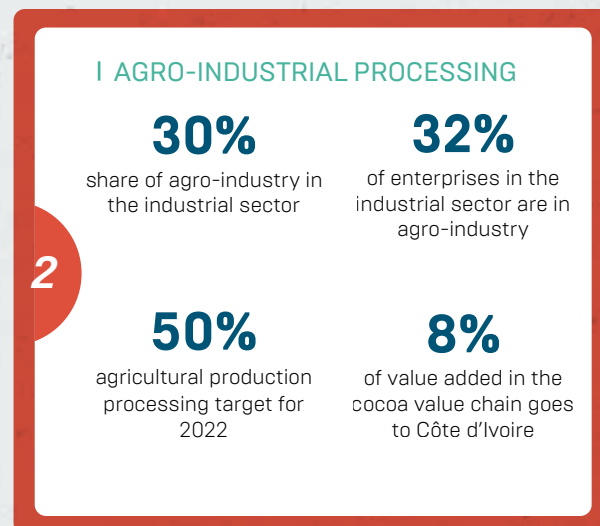
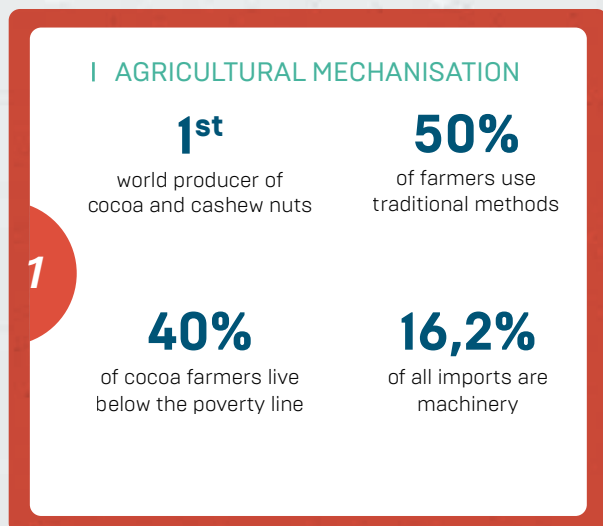




A | AGRO-INDUSTRY



SUBSECTORS



1. AGRICULTURAL MECHANISATION

1st

WORLD PRODUCER OF
COCOA AND CASHEW
NUTS

50%

OF FARMERS USE
TRADITIONAL
METHODS

40%

OF COCOA FARMERS
LIVE BELOW THE
POVERTY LINE

16,2%

OF ALL IMPORTS
ARE MACHINERY

1.1 Investment opportunities

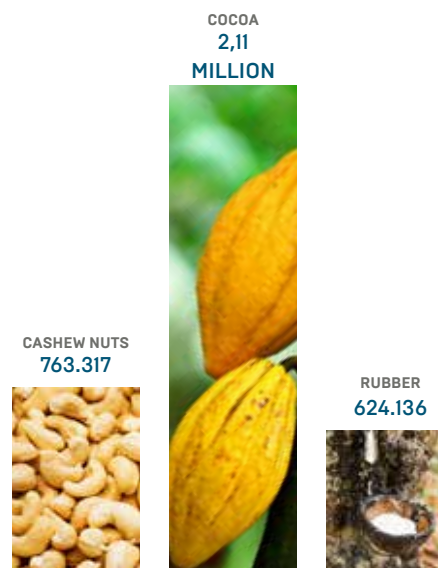
State of the sector

- In 2019, the Ivorian agricultural sector employed about 40% of the active population and accounted for 20% of Ivorian GDP.
- Despite agriculture's importance in the economy, its contribution to the country's growth remains modest and has not improved farmers' living standards. For example, even though cocoa accounts for nearly 40% of Ivorian exports, nearly 55% of cocoa farmers live below the poverty line.
- The rise in agricultural production is driven by an increase in production areas and not by increased productivity:
 - In 2019, the average value added per worker in the primary sector was 2.3 times lower than in Nigeria and 4.6 times lower than in South Africa.
 - Production efficiency is still low: 50% of farmers use traditional production methods, and only 10% use 'intensive systems'.
- Use of the three main factors of productivity, namely agricultural machinery, high-quality seeds and fertiliser, is still very low for food crops. Côte d'Ivoire uses 50 kg/ha of fertiliser compared with 100 to 200 kg/ha in Western and Asian countries.
- The demanding nature of agricultural work, due to the limited use of machinery and low incomes, lead young farmers to give up farming and move to the big cities.
- Increasing farmers' incomes would enable agricultural sectors with higher added value to be developed and agricultural products to be diversified together with a move towards non-agricultural crops.

Potential for development

- Côte d'Ivoire is a country with significant agricultural potential, where 53% of the land is used for farming.
- The country's main agricultural crops are:
 - **Cocoa:** world's No. 1 producer, 46% of world production in 2018-2019, i.e. 2.2 million tonnes;
 - **Cashew nuts:** world's No. 1 producer;
 - **Rubber:** Africa's No. 1 producer, No. 7 worldwide;
 - **Oil palm:** Africa's No. 2 producer;
 - **Cotton:** Africa's No. 3 producer;
 - **Coffee:** No. 2 producer of African Robusta coffee;
 - **Tropical fruits:** coconut, banana, mango, pineapple, etc.

Figure 50.
Top 3 agricultural exports in 2018 (in tonnes)



- Ivorian agriculture's main challenge remains to increase productivity. Speeding up the mechanisation of agriculture would contribute significantly to improving producers' incomes.
- However, most of the machinery and equipment used in agriculture is imported. Indeed, in 2018, machinery accounted for 16.2% of the total value of Côte d'Ivoire's imports (EUR 1.6 billion).

- The fact that the supply of machinery and equipment essentially relies on imports is a problem in terms of maintenance and servicing. Even if the manufacturer has a local representative, it is difficult to obtain spare parts when machines break down. Local representatives of the machinery and tool manufacturers often also lack staff qualified to carry out maintenance and repair operations.

Examples of investment opportunities

- Mechanising agriculture with the use of new technologies and modern, high-performance equipment will enable the value chain to be more competitive, lower production costs and thus increase the sector's productivity.
- Opportunities for investment and local facilities:
 - sales or rental of machinery and equipment to build rainwater irrigation, catchment and storage systems;
 - sales or rental of machinery and equipment for agricultural mechanisation and post-harvest processing;
 - setting up centres providing mechanical services or improving existing centres: units for assembling parts or manufacturing machinery;
 - setting up agricultural equipment maintenance and repair companies;
 - local manufacturing and sale of solutions to improve the cold chain (sandwich panels).
- These business opportunities exist throughout Côte d'Ivoire's agricultural regions, particularly in the north of the country, and are not limited to the large urban centres.
- Digitalisation of the Ivorian economy brings new opportunities to the sector, particularly in optimising the agricultural value chain: product traceability and transparency, energy savings, IT systems and access to training.



1.2 Business environment

Government action

- The new 2018 Investment Code provides tax benefits for different sectors. There are benefits for investments in agriculture and agro-industry that are significant in terms of the scale and length of exemptions:
 - VAT exemption on the purchase of goods, services and works;
 - exemption from customs duties and VAT on equipment, capital goods and the first batch of spare parts (maximum value of the first batch depending on the investment area).
- PNIA 2 (2018-2025) supports the development of agricultural mechanisation, specifically through programme 1 Productivity and sustainable development of agro-sylvo-pastoral production. The aim is to promote the adoption of innovative technologies and infrastructures that improve both productivity and competitiveness while protecting the environment.
- Programme 1 of PNIA 2 promotes the use of sustainable agricultural production techniques and integrated production systems that combine agricultural and pastoral sectors, such as agroforestry, coffee-growing/bee-keeping and cashew-growing/bee-keeping.
- In 2015, the government relaunched the annual Abidjan International Agriculture and Livestock Exhibition (SARA) to promote the development of the agricultural sector in Côte d'Ivoire and in the west African subregion and ensure the sector remains the focus of its priorities. SARA has become the leading agricultural show in sub-Saharan Africa, with the 2019 exhibition welcoming 360,000 visitors.
- It is also an opportunity for the government to invite agricultural machinery suppliers to showcase their products.
- In June 2019, Côte d'Ivoire and Ghana, who between them account for more than 60% of the world's cocoa production, jointly announced the introduction of a floor price of EUR 2,300 per tonne and a living income differential (LID) of EUR 350 per tonne. This measure was adopted to ensure that cocoa farmers receive 70% of the reference floor price in order to raise their incomes.

Development programmes and international support

- The C2D project of the French Development Agency (AFD), based on debt reduction and development contracts, has financed Ivorian agricultural projects amounting to more than EUR 200 million since 2013 and aims to continue supporting the agricultural sector through the PNIA and the development of agricultural clusters.
- In 2019, Centres for Motorised Agricultural Services (CPSAMs) were opened as part of the C2D in Niapé, Boundiali and Mankono. The Niapé CPSAM is specifically dedicated to mechanising cotton production. Similar projects will extend such services to other crops.
- China has launched a programme to support agricultural mechanisation, particularly for rice cultivation, in Côte d'Ivoire. The Chinese Agricultural Technical Cooperation Mission has donated machinery and equipment (combine harvesters, power tillers, planting machines, a husking machine, etc.) worth EUR 200,000 to the Rice Development Agency (ADERIZ).
- Exim Bank of India has financed the installation of some thirty industrial rice processing units in Côte d'Ivoire, worth EUR 23 million, as part of the implementation of the national rice cultivation development strategy.



1.3 Challenges facing the sector

Risks identified

- Farmers' low purchasing power means they cannot afford costly agricultural mechanisation equipment.
- Farmers have limited access to financing that would enable them to purchase agricultural machinery and equipment.
- The rural population has a low level of literacy resulting in a lack of technical know-how on using agricultural machinery (tractors, combine harvesters, etc.).
- Lack of mechanics and operators trained to service and maintain agricultural machinery and equipment.

Risk mitigation

- Agricultural machinery suppliers could partner with financial institutions to find ways of providing financing that would enable farmers to purchase the equipment they need.
- Agricultural machinery suppliers could set up rental services as most farmers are small-scale producers with a maximum of 2 ha of land.
- Agricultural machinery suppliers could partner with vocational and technical training centres to train people in their technology and build skills. Local staff could be deployed to provide an after-sales service for the suppliers and could be supported in setting up maintenance and repair service companies for farmers.

2. AGRO-INDUSTRIAL PROCESSING

30%

SHARE OF
AGRO-INDUSTRY IN THE
INDUSTRIAL SECTOR

32%

OF ENTERPRISES IN THE
INDUSTRIAL SECTOR ARE
IN AGRO-INDUSTRY

50%

AGRICULTURAL
PRODUCTION
PROCESSING TARGET
FOR 2022

8%

OF VALUE ADDED IN
THE COCOA VALUE
CHAIN GOES TO CÔTE
D'IVOIRE

2.1 Investment opportunities

State of the sector

- In 2019, the industry accounted for 26% of Côte d'Ivoire's GDP. The initial goal was to reach 40% of GDP in 2020. The sector recorded 9.7% growth in 2019, compared with 7.1% in 2018. The manufacture of all types of machinery and equipment only accounts for 4.3% of the GDP generated by the industrial sector.
- Agro-industry, led by the agrifood industry, represents more than 50% of the industrial sector, with 32% of enterprises in the industrial sector specialised in agro-industry.
- Ivorian agricultural exports are mainly unprocessed agricultural products, which have a low added value:
 - 50% of processed agricultural products are exported, representing 30% of all agricultural exports, and the remaining 70% are raw materials.
 - Agricultural exports that are processed also have a relatively low added value:
 - Agro-industrial products are the result of primary processing, which is relatively simple and does not add much value. For example, products from primary cocoa processing account for 40% of agro-industrial production and 80% of the total value of exports, but their contribution to the total value added is only 20% at the national level.

Potential for development

- Processing agricultural products locally would lead to more inclusive economic growth by increasing producers' incomes and creating new jobs in rural areas. Implementing inclusive growth is one of the priorities of the Ivorian government's development plan over the next few years.
- The country's goal is to process 50% of its agricultural output by 2022, compared with 30% in 2019, providing numerous opportunities in various sectors.
- As with the agriculture sector, the 2018 reform of the Investment Code offers many investment opportunities in agro-industry. The tax incentives are outlined in detail in the industrial mechanisation subsector.
- The goal set by the government in programme 2 of PNIA 2 Improving value added and market performance is to promote adding value to products and by-products through processing facilities, basic infrastructure (water and energy) and incentives to meet the challenge of developing industrial potential.

PNIA 2 demonstrates agro-industry's potential for development in the various agricultural clusters that have been planned:

- **Agricultural cluster 3:** potential to develop an efficient industrial processing cluster, particularly in the fish, poultry, timber and cassava sectors;
- **Agricultural cluster 4:** huge potential to develop a competitive processing industry for agricultural products such as cashew nuts and for rice processing;
- **Agricultural cluster 5:** potential to establish a successful agro-industrial zone with numerous agro-industries in several sectors, such as rubber, palm oil, poultry and cassava;
- **Agricultural cluster 7:** potential to develop a successful palm oil processing industry under a national strategy to attract palm oil processing units to the west of the country;
- **Agricultural cluster 8:** potential to establish a successful maize processing industry.

Table 53.

Potential processing capacity of the main agricultural raw materials in Côte d'Ivoire at the end of 2019

	PROCESSING RATE		DETAILS OF THE SECTORS
	CURRENT	GOAL	
COCOA	35% in 2019	50% by 2023	<ul style="list-style-type: none"> - One third of Ivorian cocoa production is processed (primary processing). The country has a grinding capacity of 750,000 tonnes, the world's highest, ahead of the Netherlands. - Despite being responsible for 40% of the world's cocoa production and having a primary processing capacity of 35% of production, Côte d'Ivoire only receives about 8% of the total value added in the global value chain. - The rest goes to those involved in the processing, manufacture and distribution of finished products. This provides a great opportunity for local development with high value-adding potential.
CASHEW NUTS	10%	50% by 2023	<ul style="list-style-type: none"> - Annual production is around 700,000 tonnes, and the government aims to have 300,000 tonnes processed locally by 2023. - In 2018, 44,000 tonnes were processed locally, falling short of the projected target of 100,000 tonnes. - The government's goal is to achieve 100% processing by 2025, which means there is high investment potential in the cashew sector.
COFFEE	19% in 2019	35% in 2020	<ul style="list-style-type: none"> - The recent revival of Robusta coffee production resulted in a 92% increase in coffee exports between 2017 and 2018. - The goal is to reach an output of 400,000 tonnes in 2020.
TROPICAL FRUITS	< 5%	NK	<ul style="list-style-type: none"> - The main tropical fruits produced are mango, pineapple, banana and coconut. - The processing rate is very low, and there are only a few processing units in the country.
COTTON	< 5%	25% in 2020	<ul style="list-style-type: none"> - Industrial development is under way for secondary and tertiary cotton processing to revive the textile industry in Côte d'Ivoire. There are plans to build two large textile units in 2020 and 2021. - Cotton production has been revived and is experiencing strong growth: 17% increase in the number of producers in the 2018-2019 season compared with the previous year. - On average, operators in the sector are at close to 50% of their industrial production capacity in the exclusive zones, which demonstrates the production potential for coming years.
LATEX	55% in 2019	100% in 2022	<ul style="list-style-type: none"> - There are already several companies processing latex into semi-finished products in Côte d'Ivoire. - Côte d'Ivoire's latex production has been rising sharply since 2015, leading to a fall in the price of latex on the international market.

Examples of investment opportunities

- To build a strong agro-industrial sector, manufacturers must have access to high-performance equipment and appropriate local repair and maintenance services.
- The opportunities for local investment are:
 - production and assembly of machines and equipment for agricultural processing, warehousing and storage (storage units, cold stores and packaging centres);
 - production of equipment and spare parts for the agrifood industry;
 - innovative equipment that uses new technology;
 - installation of processing units and infrastructure in industrial zones;
 - setting up training, maintenance and repair enterprises for agricultural equipment.



Some recent initiatives and investments



2018

Opening of the Bühler Group's Food Industry Training and Innovation Centre (CFIA), which provides an overview of cocoa bean processing (cleaning, alkalisation, sorting, roasting, grinding, etc.).

2019

Inauguration of a new 215,000 tonne cocoa grinding plant belonging to the Swiss Barry Callebaut Group.

2019

Launch of the JB Cocoa Group's plan to build a cocoa processing plant with a capacity for 30,000 tonnes a year to be expanded to 100,000 tonnes.



2018

Investment of EUR 51.8 million by an Ivorian business in the construction of a cashew nut processing plant with a processing capacity of 60,000 tonnes a year.

2019

Agreement between the Vietnamese group T&T and the Cotton and Cashew Council (CCA) to build a cashew nut processing plant with a capacity of 50,000 tonnes a year.

2019

Contract between the Ivorian company Capro CI and the British company OPSL to build a cashew nut processing plant with a capacity of 10,000 tonnes a year.



2019

Inauguration by the Ivorian agro-industrial group Carré d'Or of a tomato paste production plant with a production capacity of 60,000 tonnes per year.

2020

Construction of a fruit and vegetable processing plant in partnership with the Italian company Moter Afric in the commune of Songon, covering an area of three hectares.

2.2 Business environment

Government action

- In April 2020, the government announced the creation of a EUR 15.2 million investment support fund for cocoa processing to make it easier for local processors to secure financing and compete with other companies.
- The government restructured the governance, management and financing model of industrial zones to improve their competitiveness and attract domestic and foreign investors looking for a site to set up an industrial facility.
- In late 2019, the government announced the creation of a new 28-hectare industrial zone in the city of Korhogo, specialised in the processing of cashew nuts. Other such zones will be built in the cashew nut production areas of Worodougou, Gontougo and Gbêkê.
- The government's objective is to move some industrial activities out of Abidjan and build and rehabilitate industrial zones through a programme led by the Industrial Infrastructure Management and Development Agency (AGEDI). The modernisation of the 490-hectare Yopougon activity zone was completed in 2019, and it now hosts more than 400 companies and factories.
- The Koumassi (120 ha) and Vridi (120 ha) zones have been rehabilitated and modernised.
- The Yamoussoukro industrial zone is being developed, with 190 of the planned 700 ha already available for companies to set up.
- The government plans to build industrial zones in the towns of San Pedro, Aboisso, Bonoua, Bouaké and Bondoukou, where land is cheaper and the tax benefits available under the Investment Code are especially attractive. The Bonoua zone is dedicated to agribusiness.

Development programmes and international support

- Cashew Value Chain Competitiveness Project (PPCA) – The project aims to address all levels of the value chain, from production to export, in particular, local processing for export markets. The total financing for the project is EUR 215 million, of which EUR 163 million is financed by a loan from the International Bank for Reconstruction and Development (IBRD), EUR 30 million from the private sector and EUR 21.3 million from the Ivorian Government and the CCA.
- Agency for the Development and Competitiveness of Industries in Côte d'Ivoire (ADCI) – The agency was created in 2014 and is 60% owned by private sector professional organisations, including the General Confederation of Enterprises of Côte d'Ivoire (CGECI), Côte d'Ivoire Chamber of Commerce and Industry (CCI-CI), Côte d'Ivoire National Federation of Industries and Services (FNISCI) and the Federation of Small and Medium-sized Enterprises of Côte d'Ivoire (FIPME), and 40% government-owned. The ADCI is currently implementing two major programmes:
 - The National Enterprise Restructuring and Upgrading Programme (PNRMN) – The objective of the PNRMN is to (i) improve the quality of production and management techniques, (ii) improve access to finance for industrial enterprises, (iii) facilitate access to the international market for Ivorian manufactured goods, (iv) improve the business environment. The programme is being financed by the beneficiary companies (17.5%), banks and financial institutions (63.4%), technical and financial partners (18.5%) and the government (0.6%) at a total cost of EUR 231 million.
 - The Project to Enhance the Competitiveness of the Industrial Sector (PARCSI) – The overall objective of the project is to support industrial competitiveness by adapting Ivorian enterprises to markets being opened under free trade agreements and increasing their contribution to wealth and job creation. It is being financed by the African Development Bank (AfDB) (87%) and the Ivorian Government (13%) at an overall cost of EUR 14.3 million.
- Project to support agro-industrial development centres in the lakes and Poro regions (central and northern Côte d'Ivoire). The project is wholly financed by the AfDB (amount not published). It is in keeping with its strategy (2013-2022) 'At the Centre of Africa's Transformation' and aims to improve food security in Africa. The project will promote the emergence of agro-industrial clusters to improve the large-scale production, processing and marketing of coffee and cocoa (15,000 ha) and rice (13,000 ha). The projected annual production of 100,000 tonnes of certified rice and 15,000 tonnes of certified coffee and cocoa will supply local, regional and international markets.

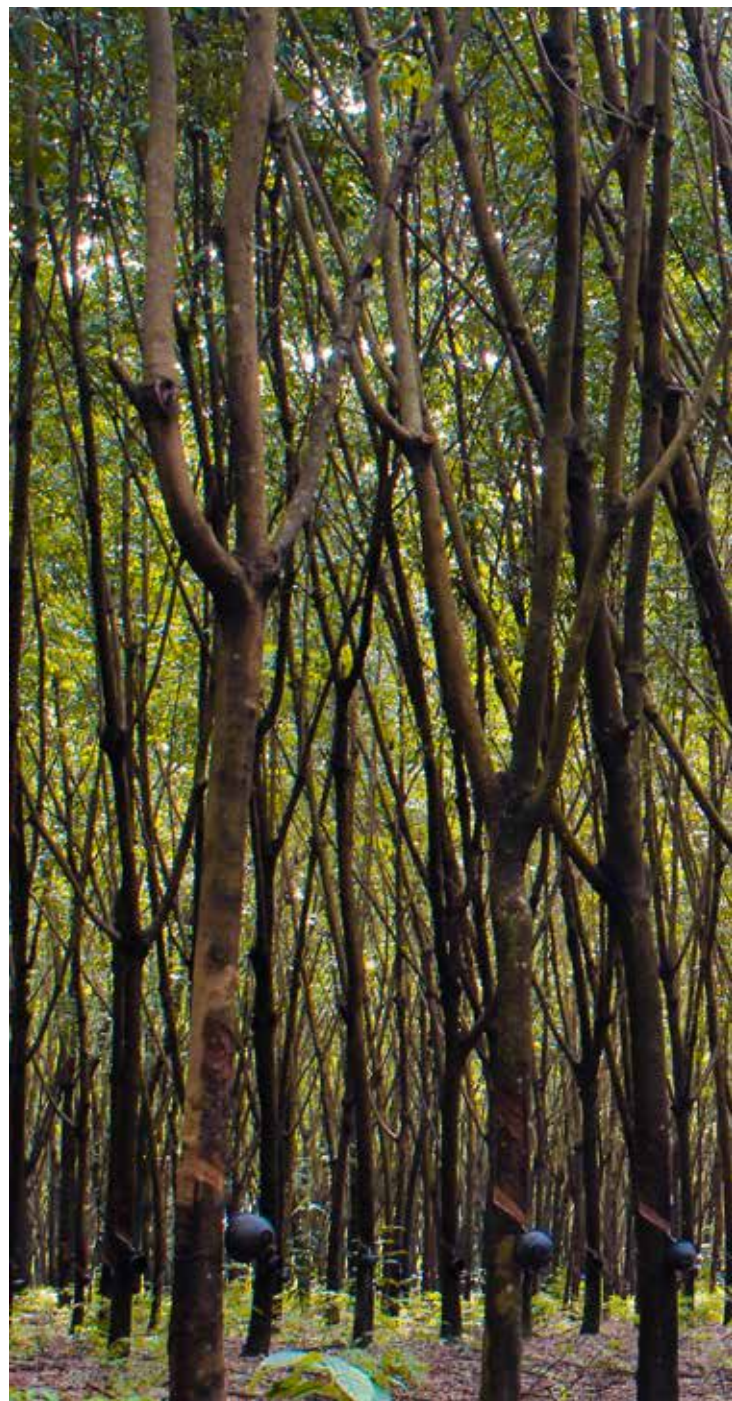
2.3 Challenges facing the sector

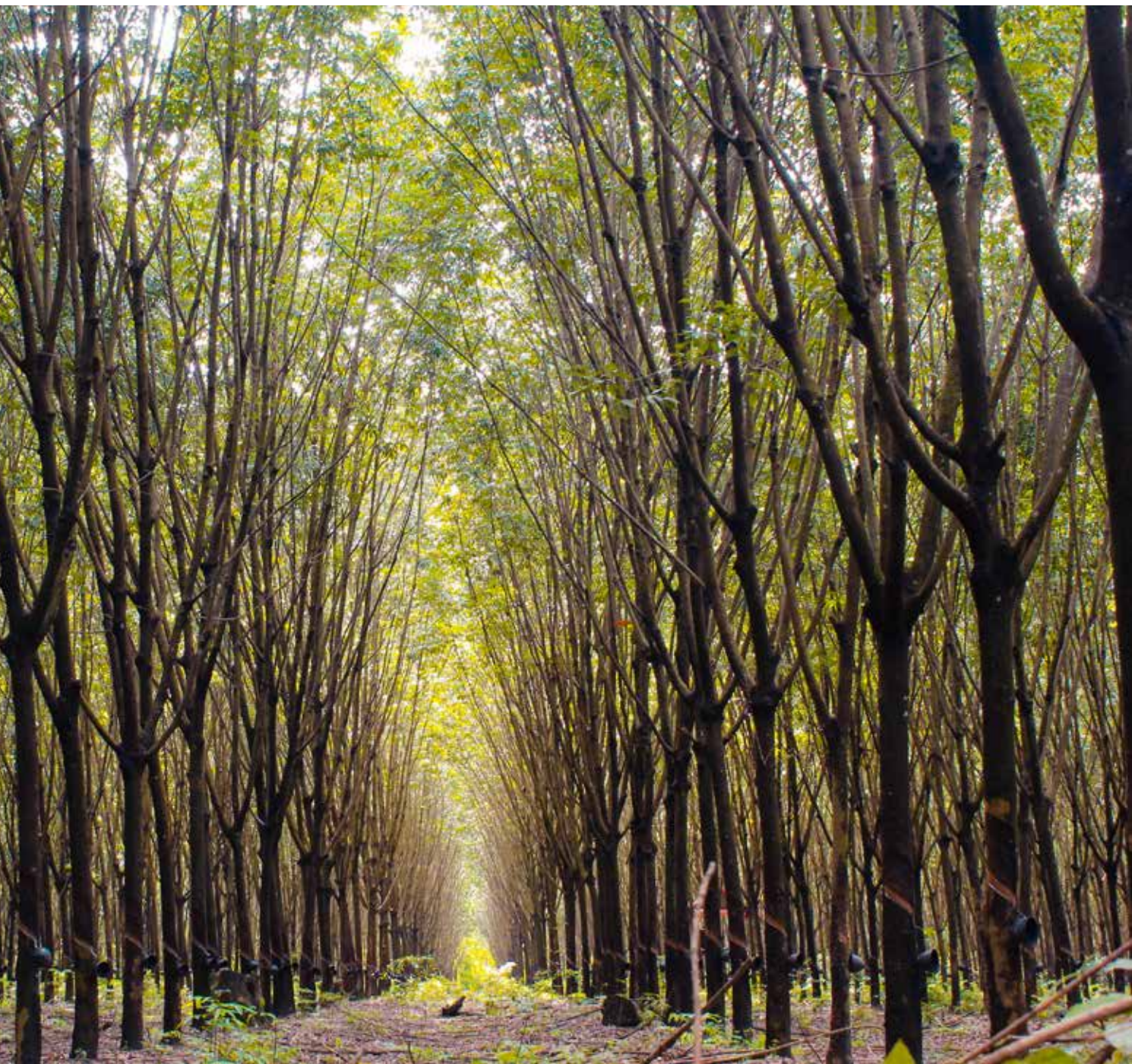
Risks identified

- The lack of structure and failure to optimise links in the agricultural value chains contribute to products processed locally costing more than imported products.
- Agro-industrial SMEs have limited access to finance to purchase new industrial equipment.
- Agro-industry managers lack information, and this can mean that they fail to acquire the latest high-performance equipment.

Risk mitigation

- Industrial equipment suppliers could partner with local and international financial institutions to set up financing mechanisms and vehicles and help their customers purchase industrial equipment.
- Communication activities could be directed at Ivorian industrialists to present them with industrial solutions adapted to their needs and the financing solutions needed to implement them.





3. INTERVIEW WITH MR UDO BÜRK, PROJECT MANAGER, BIOTROPIC

— Presentation of the company —

Biotropic specialises in producing and exporting organic tropical fruit worldwide.

It began operations in Côte d'Ivoire in 2008, where its subsidiary exports locally grown fruit and fruit from other West African countries (Senegal, Mali and Burkina Faso).

The company is currently expanding thanks to funding from the Deutsche Investitions- und Entwicklungsgesellschaft mbH (DEG) and support from various German institutions. It intends to set up a new packaging facility to increase and diversify production and to continue benefiting from the sector's dynamic growth.

Around 3,000 tonnes of fresh fruit are exported and distributed by Biotropic in Europe each year.

BioTropic
Producing and Exporting Organic Tropical Fruit



Why Côte d'Ivoire is a good choice for this sector

I TROPICAL FRUIT SECTOR

The tropical fruit industry is a very dynamic sector with many new players engaging in conventional production or certified organic production without pesticides. Organic food consumption is on the rise in Europe and the United States.

This upward trend has led to an increase in the production of pineapples, bananas, coconuts and, in particular, mangoes in Côte d'Ivoire and in the region in general. This can be explained by the advantage of producing when the fruit is out-of-season in Latin America and the ease of growing mangoes. African growers in Burkina Faso, Côte d'Ivoire Mali and Senegal are very competent in this sector.

Many enterprises have entered this sector in the last five years, resulting in a fairly crowded market. In spite of highly positive trends in the consumption

and exportation of our products, the export market is now perhaps a little saturated, with new players attempting to establish themselves in the sector. The market is, however, expected to continue expanding.

II HOW COMPETITIVE IS CÔTE D'IVOIRE?

Côte d'Ivoire offers great benefits for investors: access to water and energy and available land. One of the advantages it has over other African countries is that sea transport to Europe is very fast (12 days).

It ticks all the boxes in terms of transport – a port and airport with modern infrastructure – which is important for our sector as transport time is a critical factor because the fruit cannot spend too long in shipping containers.

Difficulties encountered

I FINDING A RELIABLE LONG-TERM PARTNER

It's very important to have a reliable partner on the ground and this is the biggest challenge: finding people we can work with for 20 years.

It's not hard to find qualified people (engineers, lawyers, accountants), but finding someone who is reliable and will stay with you and help you in the long term – that's more complicated. That's the big challenge.



Positive points and facilities

I FLEXIBILITY DUE TO THE GROUP'S SIZE

The fact that our group is a relatively small one means that it's agile, fast and flexible, and we must make the most of the advantages this affords. Large groups have more complex processes.

However, even in a small group, it is important to ensure that the internal control system is well-structured. Financial and legal controls must be in place. It is essential for investors to be able to regularly make adjustments and react quickly.

I MORE FINANCIAL AID AND SUPPORT AVAILABLE

When we first set up in the country 10 years ago, there was not as much aid available as there is today. We did not benefit from tax incentives or have any help from CEPICI or access to soft loans. It was very hard for us to secure financing for our packaging plant; Ivorian banks offered loans at very high interest rates – more than 15%.

There is a special program for developing countries, where entrepreneurs can receive support from the

BMZ in the project phase. These funds, managed by either GIZ or DEG, can range from € 100,000 to € 2,000,000. However, the entrepreneurs must invest an amount equivalent to the aid provided by the BMZ.

Today, there's CEPICI, which does a great job, and I highly recommend it. GBN (GIZ) is also operating in Côte d'Ivoire. The DEG, like many other European banks, offers loans of between EUR 500,000 and EUR 4 million at reasonable rates to invest in Africa. There are also development programmes, such as Compact with Africa and AfricaConnect, which provide support for investment projects. Tools of this kind contribute to promoting the growth of companies that set up in Africa.

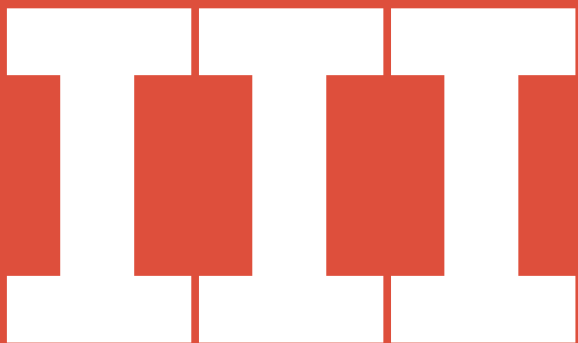
In terms of local support, it is also easier for a German company to find partners today. Either the German embassy or the BMZ and GIZ now offer all kinds of support in Abidjan.

Advice for investors looking to invest in Côte d'Ivoire

You shouldn't invest until you're sure you've found reliable local partners. I would recommend that you start by building up a relationship, something that doesn't require a big financial investment.

It depends, to some degree, on the area of activity, but for SMEs it's important to do it this way. In the

agriculture sector, with EUR 300,000 to EUR 500,000 you can make some significant investments. It's therefore better to start small and see how that works. For example, for our pineapple packaging operation, we started by renting a facility to see how it went before thinking about investing in buying one of our own.



B

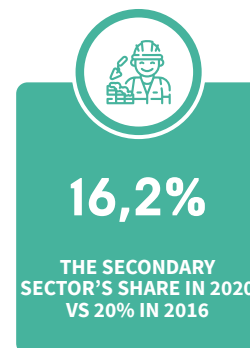
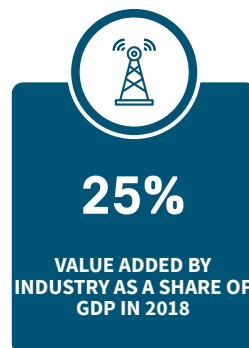
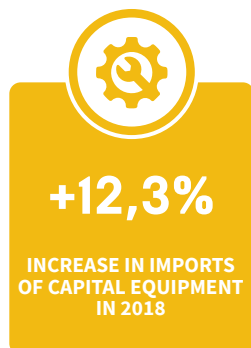
**INDUSTRIAL
EQUIPMENT**





B | INDUSTRIAL EQUIPMENT

1. INDUSTRIAL EQUIPMENT SECTOR



1.1 Investment opportunities

State of the sector

- Industry accounted for 25% of Côte d'Ivoire's GDP in 2019, the highest in the WAEMU zone. The average growth of the Ivorian industrial sector was estimated to be 10% for the period from 2012 to 2017. In 2018, the figure was 8.5%.
- The main sectors outside agribusiness are the extractive industries and construction.
- With regard to extractive industries, the Ivorian mining industry has experienced strong growth in recent years:
 - gold production quadrupled from 7 tonnes in 2009 to 30 tonnes in 2019;
 - 1.1 million tonnes of manganese and 0.7 million tonnes of nickel were produced in 2019.

- The construction market grew at an average annual rate of 26% between 2011 and 2018. This growth in construction is correlated with GDP growth, averaging 8% between 2011 and 2019:
 - an increase in infrastructure projects (bridges, roads, industrial zones, etc.), often in the form of public-private partnerships, public building projects (schools, hospitals, administrative buildings, etc.) and social housing projects;
 - strong growth in the real estate sector, which grew by 18% annually from 2011 to 2018, largely due to better bank lending conditions (lower interest rates and terms extended from 15 to 25 years);
 - strong growth leading to increased demand for construction equipment and materials. For example, between 2012 and 2018, the cumulative demand for plaster, cement and concrete construction materials increased by 500,000 tonnes/year.
- The chemical industry, a less prominent sector, has been strongly impacted by construction industry growth:
 - the property sector's rapid expansion led to significant growth in the chemical industry, especially paint, with the Ivorian paint market estimated to have supplied 100,000 tonnes in 2019 and recording cumulative growth of more than 50% from 2011 to 2018;
 - the development of the agricultural sector has led to increased use of fertilisers to meet the challenges of agricultural productivity and food self-sufficiency.
- Côte d'Ivoire is entirely dependent on imports for all industrial equipment:
 - the manufacture of all types of machinery and equipment represents just 4.3% of the GDP generated by the industrial sector;
 - imports of capital goods accounted for 18.6% of imports in 2018, as follows:
 - mechanical machinery: 46.2%;
 - electrical machinery: 21.6%;
 - road transport equipment: 21.2%.

Sources: Investment Code; National Agricultural Investment Plan 2 (2018-2025); press; World Bank; Ministry of Trade and Industry

Potential for development

- The Ivorian Government wishes to develop the industrial sector with the goal of it generating 40% of the country's GDP within 10 years.
- Several industries, such as mining, construction and chemicals, have high potential for further growth, which could lead to strong demand for industrial machinery and equipment:
 - Mining industry:
 - Côte d'Ivoire's estimated mining resources are broken down as follows:
 - Several projects are under way:
 - Mount Klahoyo iron mines (700 million tonnes with 33% iron);
 - Biankouma nickel mines (258 million tonnes with 1.5% nickel and 0.10% cobalt);
 - mines in Guinea's forest region (1.3 billion tonnes of iron);
 - project to build an ore terminal at the port of San Pedro.
 - Construction:
 - In the coming years, the Ivorian Government will increase the number of social housing projects to make up part of the 600,000 housing shortfall, which is increasing by 40,000 to 50,000 units per year. In the medium term, the government's goal is to build 150,000 housing units.
 - Start of several infrastructure projects included in the National Development Plan (NDP) 2016-2020 (e.g. 4th and 5th bridge in Abidjan).

IRON | 2.740 billion
TONNES OF IRON ORE

NICKEL | 298 million
TONNES OF NICKEL ORE

BAUXITE | 1.214 billion
TONNES OF BAUXITE ORE

Examples of investment opportunities

- Production and assembly of industrial equipment
- Distribution of industrial equipment
- Supply of maintenance and repair services for industrial machinery and equipment
- Supply of spare parts for industrial companies
- Initial and ongoing training in the sector

Some recent initiatives and investments

I SOME RECENT MINING PROJECTS:

2017

Launch of Shiloh Manganese's operations, which should eventually produce 200,000 tonnes of manganese per year;

2018

Perseus Mining began operations at the Sissingué gold mine;

2019

In May 2019, Perseus Mining began the construction of the Yaouré gold mine, its second gold mine in Côte d'Ivoire.

I SOME RECENT CONSTRUCTION PROJECTS:

2018

Start of work by the China State Construction Engineering Corporation on the 4th Abidjan bridge (Plateau-Yopougon);

2019

Start of work on the Cocody bridge (Cocody-Plateau);

2020

Start of the programme of the Moroccan group Palmeraie Développement to build 15,000 homes for Ivorian teachers;

2020

Inauguration of the Ebimpé Olympic Stadium.

1.2 Business environment

Government action

- The Ivorian Government has formulated industrial policies and developed projects in key industrial areas:
 - Processing of mineral resources:
 - Introduction of reforms, definition and financing of mining sector development projects:
 - new mining code in force since 2014;
 - signing of an agreement to modernise and extend the mineral terminal at the Autonomous Port of Abidjan in 2018.
 - Development of core industries: chemicals, manufacturing of construction materials [cement, metal and steel industries, etc.];
 - Development and implementation of a strategy by the Ivorian Government to improve the productivity of the agricultural value chains through the PNIA 2, which consists in developing an ecosystem that promotes access to inputs for producers, in particular fertilisers;
 - Announcement by the Ivorian Government of the scaling-up of its infrastructure development strategy, with a commitment to spend EUR 5 billion by 2022; most of this sum is earmarked for the transport sector, with priority being given to road, rail and maritime projects.
- Development of locally produced consumer goods to meet domestic and West African demand [packaging, various plastics products, etc.].
- Investment of EUR 6.1 million in computers 'Made in Côte d'Ivoire'. This is the result of the joint venture between the Village of Information Technology and Biotechnology (VITIB) and Groupe Cerco to build an assembly unit for computer equipment.
- Restructuring the model of governance, management and financing of industrial zones to strengthen Côte d'Ivoire's attractiveness to investors:
 - Creation of the Industrial Infrastructure Management and Development Agency (AGEDI) through Decree No. 2013-298 of May 2nd 2013;
 - Creation of the Industrial Infrastructure Development Fund (FODI) in Order No. 2014-633 of October 22th, 2014.

Development programmes and international support

- WAEMU launched the Restructuring and Upgrade of Industries Programme (PRMN) to improve the competitiveness of local businesses. This programme has been replicated in each member state.
- Construction of the 940-hectare Akoupé-Zeudji PK24 industrial zone 20 kilometres north of Abidjan. To develop the zone, 127 ha were entrusted to the China Harbour Engineering Company (CHEC), at a cost of around EUR 75 million, and 114 ha to AfreximBank for around EUR 267 million. Two hundred hectares are scheduled to be developed through public-private partnerships.

1.3 Challenges facing the sector

Risks identified

- The sector lacks local initiatives for the manufacture of industrial equipment.
- The sector suffers from strong competition from foreign suppliers as the 'Made in Côte d'Ivoire' label for industrial equipment has yet to be developed.
- Companies have limited access to finance to purchase new industrial equipment.
- There is a lack of qualified manpower in several industrial areas as well as in operation, maintenance and repairs.

Risk mitigation

- Suppliers of industrial equipment could offer financing solutions to enable local businesses to purchase equipment.
- Several initiatives (Millennium Challenge Corporation, AFD, GIZ, etc.) are under way to improve the quality of local vocational and technical training.

2.2. INTERVIEW WITH MR REMY JAMBON, MANAGING DIRECTOR, BASF CÔTE D'IVOIRE

Presentation of the company

BASF, a world leader in the chemical industry (agro-industry, cosmetics, pharmaceuticals, plastics, paints, etc.), re-established its footprint in Côte d'Ivoire in 2017.

BASF's activities in the country are largely focused on agro-industry (fertilisers, fungicides, herbicides, etc.) and the cosmetics industry (emulsifying agents, colouring agents, emollients, etc.).

Presentation of the sector

Detergents (soap, washing powder, liquid detergents, etc.) and cosmetics are not widely manufactured in Côte d'Ivoire and are largely imported. There is high potential for investment in industrial manufacturing units for products of this kind. Industrial development takes time. The potential is there, and the basics are sound, so we are optimistic about the future.



Difficulties encountered

FOR LOCAL INDUSTRY PLAYERS, PRICE IS THE MAIN DETERMINING FACTOR IN PURCHASING DECISIONS

One of the biggest barriers for our company today is the behaviour of the industry players. In the Ivorian market, in our area of activity, price is the main factor influencing purchasing decisions.

Some industry players very rarely take into account the overall competitiveness of a product (price-quality ratio) when deciding whether or not to buy it.

NEED TO ADAPT BASF PROCESSES TO THE LOCAL BUSINESS ENVIRONMENT

Today, there are differences between the standard processes implemented by BASF, which is a major German multinational, and the way a business is run locally in Côte d'Ivoire. To do business in Côte d'Ivoire, you have to adapt to the local market and become more flexible. Otherwise, this can become a stumbling block.

Positive points and facilities

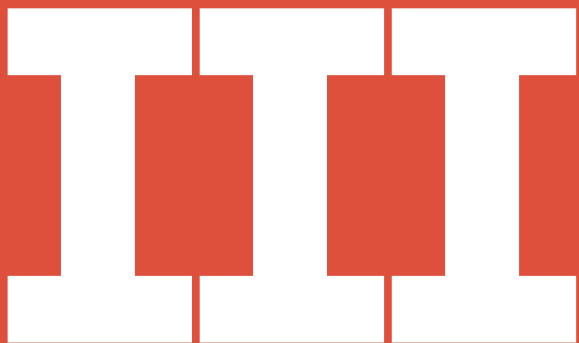
One of the things I have noticed about doing business in Côte d'Ivoire is that, while it's relatively easy to find contacts, it's much harder to close a deal, harder to get that first order and get paid.

Advice for investors looking to invest in Côte d'Ivoire

First of all, you must make sure you have the right local support (lawyers, tax consultants, etc.) and do not rush into a venture on your own. You need to find reliable partners to help you set up your business successfully.

In day-to-day operations, it's important to ensure strict compliance with all fiscal and corporate regulations. As when setting up the business, it's essential to seek good advice and have the right people on board to avoid difficulties with the Ivorian administration.

ANOTHER THING TO REMEMBER IS THAT CÔTE D'IVOIRE INSPIRES CONFIDENCE, AND CONFIDENCE IS THE KEY FACTOR IN BUSINESS DEVELOPMENT.



ENERGY





C | ENERGY



+4%

SECTOR GROWTH
IN 2018



3rd

LARGEST ELECTRICITY
NETWORK IN WEST
AFRICA



6.600
MW

GENERATED BY 2030



€ 16
BILLION

OF INVESTMENTS
ANTICIPATED IN THE
SECTOR BY 2030

SUBSECTORS

1 | RENEWABLE ENERGY (RE)

42%

share of RE in the mix
by 2030

€ 9
BILLION

in potential
investments by 2030

10%

RE sector growth

-28%

greenhouse
gases by 2030

2 | ENERGY EFFICIENCY (EE)

3rd

COUNTRY

in sub-Saharan Africa in
the Regulatory Indicators
for Sustainable Energy
(RISE) EE ranking

70%

of energy consumption
based on biomass

X3

improvement in EE by
2030

10%

energy losses
by 2030

1. RENEWABLE ENERGY

42%

SHARE OF RE IN THE MIX BY 2030

€ 9

BILLION IN POTENTIAL INVESTMENTS BY 2030

10%

RE SECTOR GROWTH

-28%

GREENHOUSE GASES BY 2030

1.1 Investment opportunities

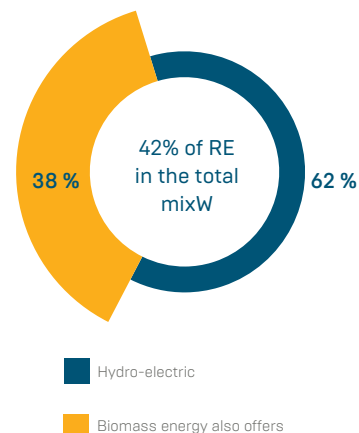
State of the sector

- Côte d'Ivoire's strong economic growth has led to an average annual increase of 6% in electricity demand.
- Hydro-electric power is Côte d'Ivoire's second largest source of energy, with 880 MW generated in 2018, i.e. 40% of total electricity production. There are seven hydro-electric power stations: Ayame 1 and 2, Buyo, Kossou, Taabo, Faye and the Soubré dam, which was inaugurated in 2017, producing 275 MW and built by the Chinese company Sinohydro.
- Ministry of Petroleum, Energy and Renewable Energy: responsible for energy pricing and market strategy.
- CIE, the Ivorian electricity company: a subsidiary of the Eranove group with 1.9 million Ivorian customers in 2019. The company has secured a monopoly on the distribution and sale of electricity in Côte d'Ivoire as the supplier of the national public electricity service. This concession ends in 2020, and there will be a gradual liberalisation of the electricity industry.
- Côte d'Ivoire's National Electricity Sector Regulatory Authority (ANARE-CI): regulates the sector and collaboration between the government and the private sector. ANARE-CI ensures compliance with the laws and regulations in force.
- Electricity demand could outstrip supply by 2023 if no new power plants are built between now and then.

Potential for development

- Côte d'Ivoire only produced 1 MW of solar energy in 2018 and is lagging behind its neighbours in this area. With falling production costs and average annual sunshine of 5.25 kWh/m² in the northern regions, solar energy has strong potential for development.
- Biomass energy also offers considerable potential for development with about 15 million tonnes of agricultural waste per year from local agriculture: cocoa, cotton, oil palm, sugar cane and coffee. Biomass electricity is used on a small scale but, as yet, there is no on-grid generation in Côte d'Ivoire.

Figure 51.
Goal for RE mix by 2030



Source: PANER

Table 54.
Objectives for the development of energy sector in Côte d'Ivoire

	HYDRO-ELECTRIC	SOLAR	BIOMASS
2030 GOAL	2020 MW	360 MW	360 MW
PLANTS IN THE PIPELINE	<p>29 plants by 2030, including:</p> <ul style="list-style-type: none"> - Gribo-Popoli (112 MW) by Sinohydro - Singrobo-Ahouaty (44 MW) by Eiffage - Boutoubré (156 MW), Louba (280 MW) - Tayaoubi (150 MW), Gao (150 MW) - Aboisso Comoé (90 MW) - Daboitié (91 MW), Tiassalé (51 MW) 	<p>5 plants:</p> <ul style="list-style-type: none"> - Boundiali solar power plant (37.5 MW), EUR 27 million loan from KfW in 2019 and EUR 9.7 million from the EU - Voltalia project: 1st floating solar power plant with AFD loan - Solar power plants in Korhogo (20 MW) and Poro (50 MW) - Construction of a 2nd solar power plant in Korhogo (66 MW) for EUR 71 million 	<p>Several ongoing projects;</p> <ul style="list-style-type: none"> - Biokala project (66 MW) in Aboisso by Sifca and EDF using oil palm waste - Divo (60-70 MW) and Gagnoa (20 MW) by a local company using cocoa waste - Boundiali (25 MW) using cotton waste. - Biogas plant in Abidjan (8.5 MW)

Liberalising the energy market in Côte d'Ivoire and in the subregion:

- to meet a growing need for energy in decentralised regions;
- to encourage households to be self-sufficient, especially by means of biomass energy;
- to promote industrial development throughout the region.

Opening up the market to the private sector despite strong regulation of the industry, with:

- incentives for public-private partnerships;
- open tendering for major projects in the sector;

- close cooperation among authorities to ensure sustainable implementation.

Diversifying opportunities despite strong competition in the sector:

- a variety of renewables, methods of production and use (on-grid, off-grid);
- opportunity for solar energy storage solutions: storage and frequency regulation system to optimise energy use on the power grid;
- specific needs in different regions: differences in climate and increased regional demand.

Examples of investment opportunities

- The development of renewable energy projects would accelerate progress towards achieving the target of a 42% share of renewable energy in the mix set by the government for 2030.
- Local investment and installation opportunities include:
 - Distribution and installation (solar energy Facilities and equipment);
 - Construction and installation (hydropower);
 - Management and maintenance (geothermal energy);
- Biomass production (bioenergy) using agricultural waste (cocoa pods, palm kernel waste, etc.).
- These business opportunities exist not only in the main urban centres, but throughout Côte d'Ivoire, particularly in the north, where there are high levels of sunshine, and in the west and south-west, where there are high levels of agricultural output.

Some recent initiatives and investments

2016

By 222 MW, with the inauguration of CIPREL IV project.

2017

Launch of Zola EDF Côte d'Ivoire (ZECl), a joint venture between EDF Group and Off-Grid Electric (OGE), supplying energy to off-grid households.

2017

Inauguration of the Soubré dam, a 275 MW dam built by the Chinese company Sinohydro. The Soubré dam has increased the country's electricity production by 10%.



1.2 Business environment

Government action

- The Investment Code offers numerous tax benefits for investments in the RE sector. Among other incentives, there is a reduced VAT rate of 9% on solar equipment.
- Implementation of the National Renewable Energy Action Plan (PANER) 2030 by the Ivorian Government, including the goal of increasing the share of RE in the energy mix to 42% and numerous other targets that present development opportunities.
- Creation of the National Fund for Energy Efficiency (FONAME) in 2016. The aim of the fund is to regulate and harmonise financing solutions to enable access to renewable energy.
- Selection of 94 communities to implement hybrid diesel and solar photovoltaic power supply projects as part of the National Rural Electrification Programme (PRONER) programme.
- Electrification programme for rural communities using self-managed solar photovoltaic microgrids (e.g. the Zanzan region in the north-east of the country).

Development programmes and international support

- February 2020: agreement with Germany to double RE generation within 10 years: Agency (ATI) to mitigate the risks of renewable energy financing;
- EUR 6 million of financing from the German investment bank KfW to increase Côte d'Ivoire's share in the African Trade Insurance
- Boundiali solar power plant (37.5 MW); EUR 27 million loan from KfW in 2019 and EUR 9.7 million from the EU.

Sources: International Finance Corporation (IFC), Unlocking Private Investment (2018); PANER; Oxford Business Group 2019 and 2020 reports; press; Ivorian Renewable Energy Association (AIENR)

1.3 Challenges facing the sector

Risks identified

- Disparities in sunshine levels between regions may have an impact on the performance of solar energy facilities.
- The negative impact of global warming on hydro-electric dams means that there is a need to diversify renewable energy sources in the national energy mix.
- Installing off-grid networks requires specific technical skills for which capacity building is needed. The cost of using these networks can be high due to the need to store energy.
- As procedures have not yet been standardised for the sector, access to the market via tenders can prove to be a lengthy and complex process. At present, details are dealt with and negotiations are conducted on a case-by-case basis.

Risk mitigation

- Decentralised use of energy to address disparities in the levels of sunlight between different regions.
- Need to diversify renewable energy sources in the national energy mix to minimise the impact of global warming on the output of hydro-electric dams.

2. ENERGY EFFICIENCY

3rd

COUNTRY
IN SUB-SAHARAN
AFRICA IN THE RISE
EE RANKING

70%

OF ENERGY
CONSUMPTION BASED
ON BIOMASS

x3

IMPROVEMENT IN EE BY
2030

10%

ENERGY LOSSES BY
2030

2.1 Investment opportunities

State of the sector

- The country has a vast under-exploited potential in energy efficiency:
 - In 2012, 70% of energy consumption came from biomass (wood). Households use wood as a fuel and cook on traditional, inefficient stoves.¹
 - Agriculture is poorly mechanised, and many manufacturers still use wood fuels for heating. The government has gradually withdrawn from the productive sectors to concentrate on its priorities as the market regulator, leaving the field open to private initiatives.
- The adoption of the new Electricity Code in 2014, promoting energy management (standards, certification, etc.) and the need to develop RE has created new momentum.
- In spite of this, in 2016, only 26% of the population had access to clean cooking stoves.²

Sources: ¹ United Nations Conference on Sustainable Development, Sustainable Energy For All, Rapid Assessment Gap Analysis, Côte d'Ivoire

² ECOWAS Sustainable Energy Week, CIV country file, November 2016

Potential for development

The different targets set by the National Energy Efficiency Action Plan (PANEE) help to identify opportunities for investment in energy efficiency.

The 2020 figures are targets that were set in 2016 when the PANEE was launched.

Table 55.
Development prospects of energy efficiency in Côte d'Ivoire

		POTENTIAL FOR ENERGY EFFICIENCY	2020	2030
EFFICIENT LIGHTING	Energy saving in on-grid lighting		356 GWh	700 GWh
	Number of energy-saving lamps for off-grid lighting		82.479	89.511
	Energy saving in public lighting (scenario 2)		83 GWh	442 GWh
ELECTRICITY DISTRIBUTION	Losses in generation and transmission		3%	3%
	Total distribution losses		13%	7%
EQUIPMENT STANDARDS AND LABELS	Number of EE standards	On-grid and off-grid lamps and public lighting	2	2
		Electrical appliances	4	8
	Number of EE labels	On-grid and off-grid lamps and public lighting	2	2
		Electrical appliances	4	8
INDUSTRIES AND BUILDINGS	Number of energy-rating standards in buildings		1	1
	Industries audited		20%	50%
	Industries audited that implemented recommendations		100%	100%

Examples of investment opportunities

- There are investment opportunities in the renovation of the energy transmission network: PANEE target to reduce total losses in the energy supply system to 10% by 2030.
 - In 2017, 22% of energy produced was lost during distribution compared with 9% in South Africa.
 - Target to eliminate power outages on the grid: in 2017, there were 23.8 hours of power outages compared with 50 hours in 2011.
 - The volume of energy fraud has been greatly reduced since 2011, and several measures are being taken to reduce it further, particularly in the Abidjan area, with a view to optimising energy use.
 - Opportunity to produce electricity throughout the country, expanding the network and reducing the transport of energy.
- Opportunity relating to energy-efficient equipment in households:
 - Energy-efficient lightbulbs: low-energy on-grid and off-grid lamps, energy-saving compact fluorescent lamps, high-pressure sodium lamps (150 W) and light emitting diode (LED) lamps;
 - Electrical appliances that meet current standards: refrigerators, air conditioners, freezers, washing machines, televisions, water heaters, fans, etc.
- With respect to investments in infrastructure (construction or renovation in buildings, public works and industry, especially the agrifood industry), there are many opportunities to improve the energy performance of buildings and factories: building shell, energy management in lighting, ventilation and water services and cogeneration potential.
- Strong need to raise awareness and inform people about energy efficiency, the meaning of standards and labels and the laws in force.

Some recent initiatives and investments

- Creation by CIE of the subsidiary Smart Energy in 2018, specialised in supporting companies seeking to improve their energy performance and in proposing technical solutions (buildings and industry).
- Launch of the Ivorian Energy Efficiency Forum: first meeting in 2018 and the second in 2019.
- Efforts to raise awareness among market players and explore EE solutions, mainly in the building, industry and transport sectors.

2.2 Business environment

Government action

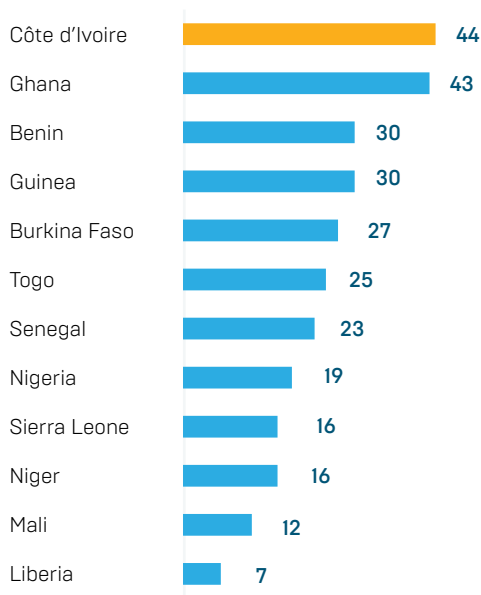
- National Energy Efficiency Action Plan (PANEE) adopted in 2016 setting targets for 2030. The strategic priorities represent investment opportunities for the private sector.
- Improving energy efficiency: the UN Sustainable Energy for All (SE4All) initiative, launched in 2012, set the target of halving energy intensity. In the PANEE, the government's target is to cut it by three.
- National Programme for the Distribution of Free Energy-Saving Lightbulbs (PNDLBC), launched in 2012 with the goal of distributing 5 million bulbs. In 2018, 4,468,368 lightbulbs were distributed, saving 117 GW per year, according to the president of the General Confederation of Enterprises of Côte d'Ivoire (CGECI).
- Côte d'Ivoire's progress in the RISE ranking illustrates the government's interest in investment projects in the sector and its ability to host them.
- In 2017, Côte d'Ivoire achieved an overall score of 55/100 compared with 14/100 in 2012. The RISE indicators are a tool for comparing national policy and regulatory frameworks for sustainable energy. Côte d'Ivoire leads the region in the different pillars.
- Côte d'Ivoire has a score of 54/100 in the renewable energy pillar, compared with 10/100 in 2012, and a score of 44/100 in the energy efficiency pillar, compared with 3/100 in 2012.



STRATEGIC PRIORITIES OF THE PANEE

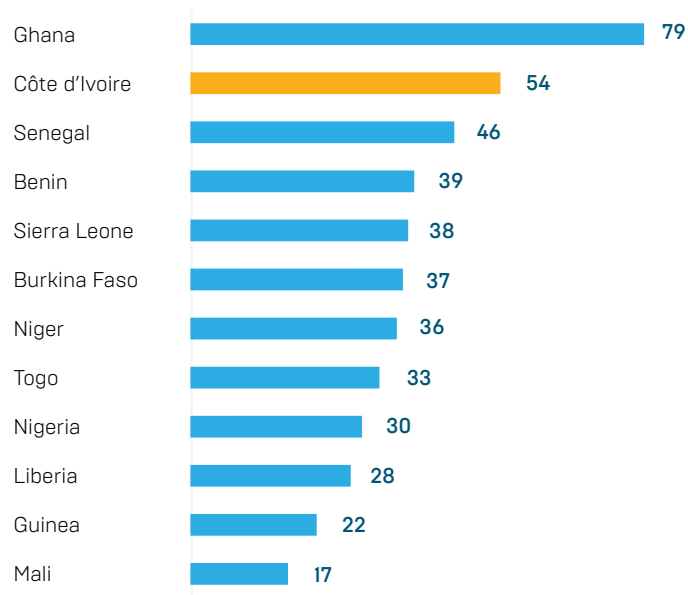
1. Introduction of energy efficiency standards and requirements
2. Label approval
3. Checks and penalties
4. Mandatory energy audit
5. Implementation of pilot sites
6. Training and technical development
7. User awareness
8. Data management and storage
9. Financing of energy management activities
10. Financial, tax and customs incentives

Figure 52.
Energy efficiency score



Source: RISE ranking

Figure 53.
Renewable energy score



Source: RISE ranking

Development programmes and international support

- Creation by CIE of the subsidiary Smart Energy in 2018, specialised in supporting companies seeking to optimise their energy performance and offering technical solutions (buildings and industry).
- Atinkou power plant project (390 MW): gas-steam combined-cycle technology and F-class gas turbines to generate more energy without using more gas.
- World Bank Electricity Transmission and Access Project providing approximately EUR 270 million in funding in 2017 to improve the transmission and distribution of energy in the country.
- ProFERE Project: German government funding (2019-2021) for vocational training in renewable energy and energy efficiency.
- Cooperation agreement between CGECI and GIZ: capacity building in renewable energy and energy efficiency for businesses.
- German government's ProCEM project
 - Promotion of a climate-friendly electricity market in the ECOWAS region.
 - Minimum energy performance standards for appliances such as fans, technical training and support for companies for the optimisation of electricity distribution.



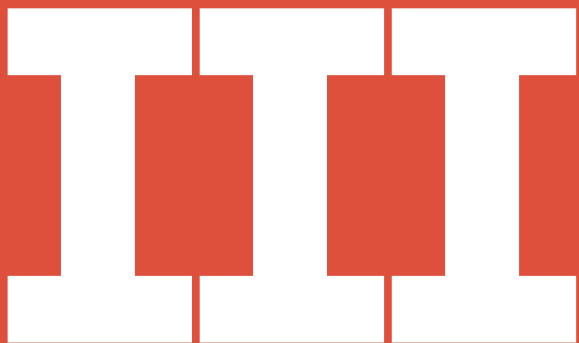
2.3 Challenges facing the sector

Risks identified

- Delay in setting up the National Fund for Energy Efficiency (FONAME) provided for in the Electricity Code's implementing decrees.
- Delay in putting into practice the provisions of the Code's implementing regulations on mandatory energy audits.
- No energy efficiency code for buildings.

Risk mitigation

- Finalise the process of setting up the regulatory framework for energy efficiency.
- Ensure maximum energy efficiency in buildings.
- Develop the potential of renewable energy generated locally (photovoltaic, wind, biogas, etc.).
- Develop appropriate technological, administrative and commercial solutions.
- Support industrialisation by reducing input costs, etc.

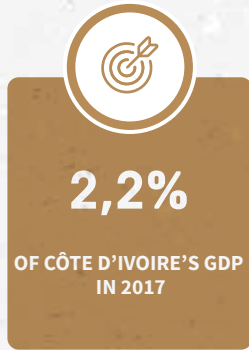


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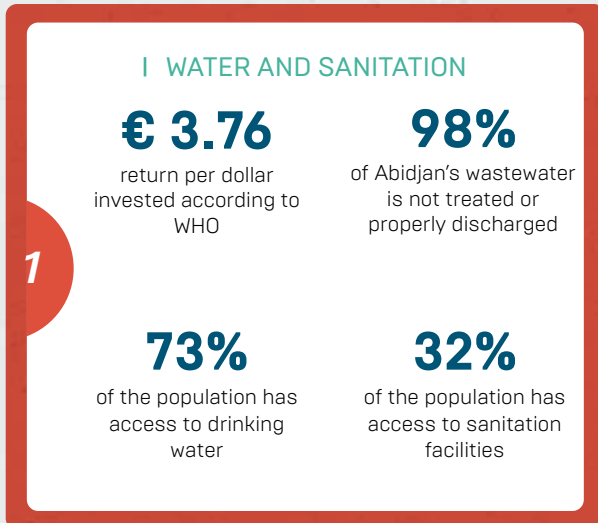
ENVIRONMENT
AND RECYCLING



D | ENVIRONMENT AND RECYCLING



SUBSECTORS



1. WATER AND SANITATION

€ 3,76

RETURN PER DOLLAR
INVESTED ACCORDING TO WHO

98%

OF ABIDJAN'S
WASTEWATER IS NOT
TREATED OR PROPERLY
DISCHARGED

73%

OF THE POPULATION
HAS ACCESS TO
DRINKING WATER

32%

OF THE POPULATION
HAS ACCESS
TO SANITATION
FACILITIES

1.1 Investment opportunities

State of the sector

LIMITED ACCESS TO DRINKING WATER AND SANITATION

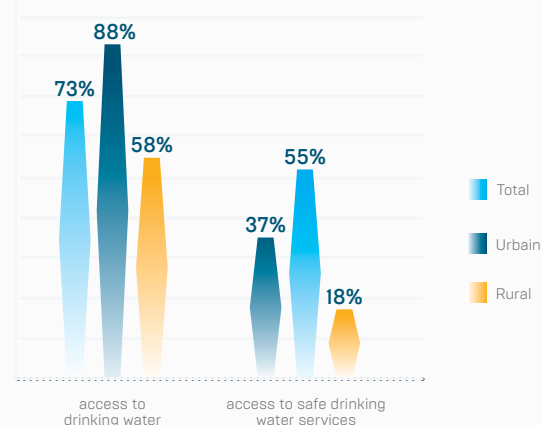
- According to the World Bank, 73% of the population had access to drinking water in 2017 but only 37% had access to safe drinking water services. Safe access means immediate access to non-contaminated water.
- From 2012 to 2017, access to personal sanitation services increased by just four percentage points, from 28% to 32%.

URBANISATION OF THE POPULATION

- By 2050, two thirds of the Ivorian population will be living in towns and cities.
- The development and growth of urban centres, such as San Pedro, Yamoussoukro, Bouaké and Korhogo, creates strong demand for access to drinking water and sanitation facilities.
- The country is desperately short of water treatment plants; just 2% of Abidjan's wastewater is treated.

Figure 54.

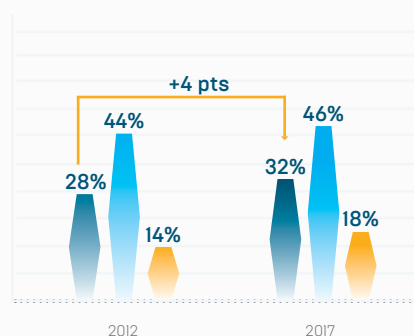
Access to drinking water in Côte d'Ivoire in 2017



World Bank DataBank

Figure 55.

Access to improved sanitation services



World Bank DataBank

Potential for development

- Only 30% of Côte d'Ivoire's population has access to basic sanitation services, far below the Millennium Development Goal (MDG) target of 81%.
- Côte d'Ivoire's growing urbanisation is creating additional demand for access to drinking water and sanitation services.
- Climate change is causing flooding in Abidjan and is having an impact on the water and sanitation sector.
- There is a disparity between access to drinking water in urban areas (88%) and rural areas (54%). Public drinking water infrastructure in rural areas is inadequate. This results in very high costs for project developers and households in rural areas wanting access to drinking water.

Examples of investment opportunities

- Water treatment infrastructure (wastewater treatment plants, sewers and water pipes, water purification plants, water towers) serving the main urban centres (Abidjan, Bouaké, San Pedro, etc.).
- Implementation of new technologies and equipment for treatment and purification.
- Innovations to improve the population's access to quality sanitation services.
- Investment in an independent off-grid water supply.



1.2 Business environment

Government action

- Creation of the National Office of Sanitation and Drainage (ONAD) to meet the government's objectives. In late 2017, an investment of around EUR 17 million was made in drainage systems for every region in the country.
- Drafting of a new drinking water code that includes the environmental dimension and a sanitation code.
- Formulation of a sanitary waste management plan by the Ministry of Health and Public Hygiene and the World Bank.
- As part of the government's social programme, several projects have been set up to meet the regions' drinking water needs : Koro water tower for 1,500 inhabitants in 2018, water boreholes for the Bouaké region in 2018 and a plan to build water pipelines from Lake Kossou and Belleville water tower in 2019 for 23,000 inhabitants.
- The establishment of a PPP law and an institution in charge of PPP projects (CNP-PPP) has helped investors to reduce the time it takes to negotiate PPP projects and to structure them better.

Development programmes and international support

- Agreement between the Ivorian Government and the American company Fluence Corporation Limited to build a drinking water treatment plant for Abidjan in 2021. The plant will treat water from the Aghien Lagoon and produce 150,000 m³ of water per day.
- Installation of new pumping technology (Toyo DP 15) by Telstar in 2018 to desilt the wastewater stations in Abidjan as part of the sanitation strategy.
- Contract between the Ministry of Economic Infrastructure and SUEZ for the supply and installation of 40 drinking water production units in 2020. They have a capacity of 92,000 m³ of water per day and will supply 18 cities and towns.
- In addition to building a wastewater treatment plant for the PK 24 Akoupé-Zeudji industrial zone, Emo France was awarded the contract to build a wastewater sewage and treatment plant in 2019 for the cities of Ado and Bingerville in the Abidjan metropolitan area. The project is financed by the Ivorian Government and requires an investment of EUR 3.3 million.
- Strategic partnership agreement between PFO Africa and Veolia Africa to build a plant producing water sourced from the Mé river with a production capacity of 240,000 m³ of drinking water per day. A 28-kilometre network of pipes and two water towers, with a capacity of 5,000 m³ each, will also be built.
- Numerous collaborative programmes have been implemented.
 - The Ivorian Government launched the 'Water for All' programme in 2017. The objective is to achieve 100% access to drinking water by 2030, and the total estimated cost is EUR 2.1 billion.
 - In 2020, EUR 445 million will be paid to the National Office of Drinking Water (ONEP) to build drinking water supply systems.
 - In 2019, this programme received EUR 30.4 million in financing from the ECOWAS Bank for Investment and Development (EBID) and EUR 30.4 million from the West African Development Bank (BOAD) for a drinking water project in Abidjan.

- Phase 1 of the Abidjan District Sanitation and Drainage Master Plan (SDAD) will be launched in 2020 and includes 21 projects, including the expansion and improvement of the city's wastewater network, construction of new wastewater treatment plants, rehabilitation of the Koumassi Digue plant and construction of rainwater pumping stations.
- From 2020 to 2030, the anticipated financial partners will be the World Bank, AfDB, the Inter-American Development Bank (IDB), BOAD and AFD, with a total investment of EUR 1.1 billion.
- The World Bank announced that it would support the country's sanitation initiatives in 2020 with an investment of EUR 300 million.
- Launch of phase 2 of the project, from 2019 to 2024, to strengthen the water supply in urban areas (PREMU) with EUR 150 million in World Bank funding. The goal is to provide access to improved drinking water services for 1.2 million people in 12 cities and towns and access to sanitation and hygiene for 90,000 pupils in schools.
- Between 2013 and 2020, AFD's C2D Project enabled EUR 170 million to be invested in the drinking water sector, focusing on three areas: increasing production, improving access to water and protecting water resources.
- The first phase of the Gourou Integrated Watershed Management Project has enabled the construction of four dams and the rehabilitation of three flood control dams to help prevent floods. Phase 2 of the project is being financed by BOAD (EUR 44 million).

1.3 Challenges facing the sector

Risks identified

- There is a barrier to entry in the water distribution sector due to the monopoly granted under a concession agreement to SODECI, Côte d'Ivoire's water supply company.
- Water tariffs are regulated and have changed little since 2004, limiting the sector's ability to self-finance the water infrastructure development and renovation projects needed to meet growing demand for drinking water.

Risk mitigation

- The government could facilitate the financing of drinking water infrastructure in rural areas and sewerage systems by providing sovereign guarantees when mobilising funding from multilateral institutions.
- An ongoing analysis is required of the economic and financial equilibrium of the drinking water sector to determine how to improve resources in this sector, with a view to financing infrastructure maintenance and development.
- Liberalising water distribution could reduce the barriers to entering this sector.

2. WASTE MANAGEMENT

3.600

TONNES
OF WASTE PRODUCED
DAILY

70%

OF WASTE
COLLECTED ON
AVERAGE

€ 64,4

MILLION
OF POTENTIAL
INVESTMENTS TO MEET
GOALS

+250.000

TONNES
A YEAR OF PLASTIC
WASTE

2.1 Investment opportunities

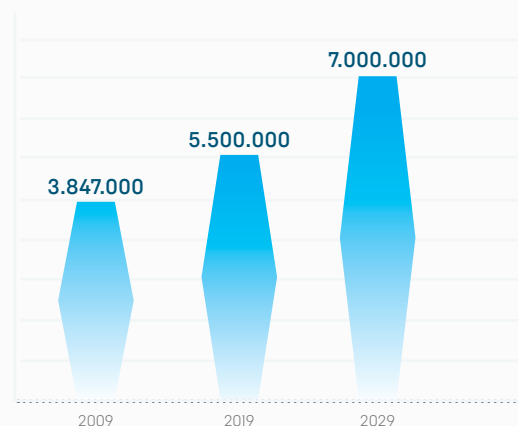
State of the sector

Abidjan, the financial capital, is the most populous city in French-speaking West Africa (5,500,000 inhabitants).

- In 2019, each Ivorian household produced an average of 2 kg of waste per day.
- With population growth estimated at 2.6% per year, the expected population of the district of Abidjan will be nearly 7 million in 2025.
- Changes in living conditions have led to a change in the nature and quantity of waste produced.
- It is estimated that, in 2025, 11,000 tonnes of waste a day will be generated.

Figure 56.

Population growth in Abidjan



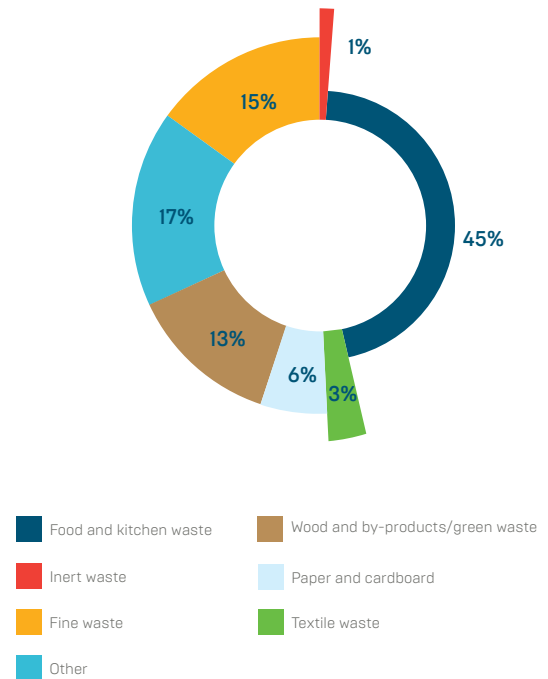
Source: World Perspective

Potential for development

- Cumulative target to reduce waste sector emissions by about 2% by 2030.
- According to the National Urban Sanitation Agency (ANASUR), the plastic waste recycling market in Côte d’Ivoire is estimated to be worth more than EUR 183 million.
- Côte d’Ivoire generates an estimated 9,000 tonnes a year of waste electrical and electronic equipment (WEEE).
- According to government estimates, a waste management project will generate nearly 5,000 green jobs. The project will cost the government EUR 91.5 million.
- The waste sector, as one of the biggest greenhouse gas emitters, is a priority:
 - The waste sector produces 10% of all carbon dioxide emissions (for all sectors) in Côte d’Ivoire (1,582 kilotonnes).
- Waste production is growing and waste management is poor, leading to environmental degradation and threats to public health and local communities.

- It is estimated that 70% of the 3,600 tonnes of daily waste generated in the city of Abidjan is collected.
- An estimated 280 tonnes of plastic waste are generated every day, and only 5% is recycled.

Figure 57.
Abidjan’s waste stream



Source: Gevalor 2015

Examples of investment opportunities

- Investors could be interested in paper recycling projects, a sector that has not yet been developed in Côte d'Ivoire.
- There are investment opportunities in electronic waste collection, sorting, processing and recovery.
- There are investment opportunities in glass packaging collection, sorting, recycling and local production.



Some recent initiatives and investments

2015

Launch of Coliba, a company owned by local investors and specialised in collecting and recycling plastic waste.

2017

Launch of ECOTI SA and EBURNIE operations for waste collection, transportation, storage and processing throughout Abidjan District.

2017

The Veolia and PFO Africa groups co-found AfricWaste. This project aims to set up a structured plastic waste recovery industry.

2017

Launch of Recyplast, a subsidiary of the Ivorian group Graphica Ivoire specialised in plastic waste recycling.

2.2 Business environment

Government action

- The government is taking initiatives at the national level to recover waste and create jobs in the circular economy.
- At the Council of Ministers of October 25th, 2017, a single body, the National Waste Management Agency (ANAGED), was created to replace ANASUR and the Fund for Financing Urban Health Programmes (FFPSU).
- Ratification of the Paris Agreement (2016): the first global climate agreement. Côte d'Ivoire submitted its Intended Nationally Determined Contributions (INDCs) on all relevant sectors, including waste.
- The government intends to adopt a green plan to address climate change issues in an integrated manner, taking into account various sectors including agriculture, agroforestry, agro-industry, waste, energy, human settlements, transport and health.
- As part of the fight against waste, the government plans to set up several channels to recover and recycle waste, including WEEE and used tyres.
- In 2017, the Ministry of the Environment and Sustainable Development announced a project to build waste production zones, collection stations and centres, transfer centres and sorting and waste recovery units for improved urban waste management in Abidjan District. The district will be subdivided into three zones, each of which will be entrusted to an operator. The cost of the project has been estimated at EUR 82.4 million which will be wholly covered by private sector investment.



Development programmes and international support

- UNICEF is planning to set up a project with its Colombian partner Conceptos Plásticos to recycle plastic packaging into bricks to build schools in Côte d'Ivoire.

The World Bank has approved funding for a USD 315 million solid waste management project. One of the project's components is raising community awareness and capacity building in solid waste management (including recycling).

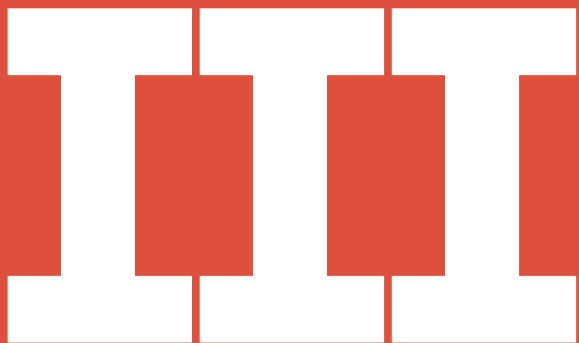
2.3 Challenges facing the sector

Risks identified

- The Ivorian population's limited awareness of the risks of waste and the challenges of waste recycling.
- Lack of local skills and few private waste recycling initiatives.

Risk mitigation

- Raise the population's awareness via an effective communication programme on civic behaviour with regard to managing and tackling the challenges of waste recycling.
- Promote the financing of waste recycling projects with technical support for those promoting the sector and a sovereign guarantee, if possible, to fund them.
- Integrate modules on waste management and recycling into training courses to raise more young people's interest in developing initiatives to deal with the challenges of waste recycling.



E | HEALTH





6%

AVERAGE ANNUAL
GROWTH BETWEEN 2015
AND 2019



+56%

INCREASE IN ACCESS TO
HEALTH SERVICES FROM
2012 TO 2019



5.3%

OF GOVERNMENT
SPENDING
WAS ON HEALTH IN 2019



€2.6
BILLION

IN INVESTMENTS NEEDED
FOR THE SECTOR FROM
2020 TO 2024

SUBSECTORS

I HEALTH INFRASTRUCTURE

1st

national radiotherapy
centre opened in 2018

1/4

of the market is made
up of private entities

1

70%

of private clinics are
not legally authorised
by the government

2/3

of laboratories are
private and based in
Abidjan

I MEDICAL EQUIPMENT

3/4

of PRSSE health
facilities have not been
renovated in 20 years

600

primary health care
facilities rehabilitated
since 2011 (WB, AfDB,
AFD, EU and Ivorian
Government)

2

0.2

AMBULANCE
per public health
facility in 2018

1

OPERATING THEATRE
per 311,056 inhabitants
nationally in 2018

1. HEALTH INFRASTRUCTURE

1st

NATIONAL RADIOTHERAPY CENTRE OPENED IN 2018

1/4

OF THE MARKET IS MADE UP OF PRIVATE ENTITIES

70%

OF PRIVATE CLINICS ARE NOT LEGALLY AUTHORISED BY THE GOVERNMENT

2/3

OF LABORATORIES ARE PRIVATE AND BASED IN ABIDJAN

1.1 Investment opportunities

State of the sector

- According to the 2018 Annual Health Situation Report, there were 2,479 primary health care facilities (ESPCs) in 2018 compared with 1,964 in 2015. Thanks to the country's considerable efforts, the ratio is 1 primary health care facility to 10,164 inhabitants, just short of the World Health Organization (WHO) standard of 1:10,000.
- With the implementation of a universal health coverage (UHC) system, the rapid growth of the Ivorian population (2.6% per year) and urbanisation, there will be a significant rise in the demand for health care services over the next few years.
- There is still a marked lack of health facilities in rural areas. In 2018, 31% of the population was living more than five kilometres from a health centre, compared with approximately 50% in 2012. The 47.5% level of use of public health centres in 2018 is due to problems of affordability and geographic accessibility.



Table 56.

Overview of health infrastructure in Côte d'Ivoire

Primary health care facilities	<ul style="list-style-type: none"> - 2,479 primary health care facilities in 2018 - 1 per 10,164 inhabitants
Referral hospitals (public, private and faith-based)	<ul style="list-style-type: none"> - 84 general hospitals, 17 regional hospitals and 5 university hospitals (CHUs) in 2018 - Ratio of 1 referral hospital per 213,522 inhabitants - 7 out of 20 health regions are below the WHO standard
Specialised national institutions	<ul style="list-style-type: none"> - National Blood Transfusion Centre (CNTS) - National Public Health Laboratory (LNSP) - Emergency ambulance service (SAMU) - New Public Health Pharmacy (NPSP)
Biomedical testing laboratories	<ul style="list-style-type: none"> - 245 public laboratories in 2018 - 1 public biomedical testing laboratory per 102,839 inhabitants

Potential for development

- Private companies provide 25% of health services in Côte d'Ivoire.
- Investment opportunities in private clinics:
 - Only 30% of private clinics have been legally authorised.
 - The government is stepping up regulation and compliance in the private health sector. It is tracking down illegal clinics, and charges and the quality of private health care are being regulated.
- Opportunities in specialised centres for cardiology, oncology and nephrology:
 - Côte d'Ivoire's first radiotherapy centre opened to the public in 2018.
 - The Abidjan Heart Institute is one of the only public institutions equipped to provide cardiology services.
- Increase in non-communicable diseases in Côte d'Ivoire due to changing lifestyles: cancer, cardiovascular disease, diabetes and chronic respiratory diseases. The government anticipates an increase in the number of diagnosed cancers, which could exceed 17,000 by 2030, compared with 12,002 cases in 2012 and 13,209 in 2016.
- Opportunities in biomedical testing laboratories:
 - Côte d'Ivoire has limited testing and diagnostic capacity. Testing is often carried out abroad, particularly in Europe. Waiting times for test results are too long.
 - The concentration of private laboratories in Abidjan (i.e. two thirds of all laboratories in the country) provides an opportunity to set up in areas with fewer laboratories, particularly in large cities such as Bouaké (approx. 600,000 inhabitants), Yamoussoukro (approx. 310,000 inhabitants) and San Pedro (approx. 260,000 inhabitants).

Examples of investment opportunities

- The following investment opportunities remain open to private investors: clinics and clinical laboratories, specialised centres (neonatal, nephrology, oncology, cardiology, radiotherapy, etc.) and the rehabilitation of health centres.
- Côte d'Ivoire is following the trend towards digitalisation and is gradually moving towards digitalising its health sector, particularly remote consultations. WHO recommends transitioning to 'e-health' for sending information, conducting remote consultations and computerising patient records to facilitate follow-up.
- The development of remote consultations could improve the population's access to health care, particularly those living more than five kilometres from a health centre. In 2019, the penetration rate for mobile phones was 143%, and 67% for mobile money services.
- Current health care facilities, whether public or private, are not equipped with information systems and database management. Technological solutions could be put in place to improve communication with the population (doctor, booking appointments) or internally to manage patient data and follow-up.
- For example, the MyCMU app was launched by the National Health Insurance Fund (CNAM) to notify the population about the implementation of UHC.
- Online information and remote consultation methods are being used for the coronavirus health crisis, which may speed up the roll-out of these practices in the sector.

Some recent initiatives and investments

2017

A consortium of companies, including Dialife Group and NMS Infrastructure, announced an investment of around EUR 100 million to build 10 haemodialysis centres in Abidjan, Aboisso, Korhogo and Man.

2017

Local group Novamed announced an investment of around EUR 27.4 million to open oncology, cardiology and functional rehabilitation centres in the country.

2019

A EUR 326 million agreement was between the Ministry of Health and Public Hygiene and NMS Infrastructure to build six hospitals in the cities of Bouaké, Boundiali, Kouto, Katiola, Ouangolodougou and Minigan.

2020

Investment of a German consortium in a high-end medical laboratory.

1.2 Business environment

Government action

- The Ivorian Government invested more than EUR 1.2 billion in developing the health sector between 2012 and 2019, helping to increase access to health services by 56% over this period.
- The main goals of the National Health Development Plan (PNDS) 2016-2020 are the implementation of UHC; a reduction in maternal, neonatal and infant mortality and the prevention of chronic diseases. The government plans to raise EUR 2.6 billion for the health sector from 2020 to 2024.
- A number of construction projects have been announced: a university hospital in the municipality of Abobo (north of Abidjan), six regional hospitals, three military hospitals, five general hospitals and 200 primary health care facilities.
- Côte d'Ivoire has set up a National Steering Committee for Public-Private Partnerships (CNP-PPP) to fill the knowledge gap on the structuring and implementation of PPPs in all sectors, including health. This entity is the focal point for PPP health investments.
- In June 2019, the government introduced a new hospital reform on the status of hospitals that are becoming public. The aim was to change the way public hospitals are managed to reduce costs, increase revenue and improve performance.
- Launch of the National Dialogue on Health Financing (DNFS) and the National Health Financing Coordination Platform (PNCFS) to organise the financing of the health sector in light of PNDS 2020-2024. The 2020-2023 investment sets out the government's new priorities.
 1. Mobilise communities (raising awareness and changing practices)
 2. Increase and deploy human resources
 3. Mobilise the private sector
 4. Ensure quality primary health care
 5. Ensure quality and affordable medicines
 6. Improve the quality of data used in decision-making
 7. Increase resources allocated to health care facilities and use them efficiently

Development programmes and international cooperation

- Funding of EUR 142 million from Deutsche Bank and the Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC) (May 2020):
 - **Two regional hospitals**
in Adzopé and Aboisso with a total capacity of 400 beds being constructed by Agentis International and expected to be completed in October 2020;
 - **Five medical units:**
radiotherapy centre in Abengourou, two emergency departments in Daoukro and Séguéla, a trauma centre in Toumodi and an emergency and surgical department in Bouna.

This project was commissioned by the Ivorian Government. ICIEC is involved in many health projects in Africa, and Deutsche Bank is keen to continue its involvement in similar sustainable development projects.

- **French cooperation:**
EUR 61 million funding agreement (2019) with the French government to renovate Yopougon University Hospital
- **German cooperation :**
Equipment for the intensive care unit of Cocody University Hospital (Covid-19).



1.3 Challenges facing the sector

Risks identified

- Health sector financing: the proportion of the government budget allocated to the health sector is still low. It has stabilised at an average of 5%, still well below the 15% target set in the Abuja Declaration in April 2001.

The health sector still falls short of international standards in this regard, and there is also a lack of traceability of funding both for cost recovery and foreign support. Similarly, the irregular and low rate of repayment of fees not collected by the government as part of the free health care system is a real threat to the proper functioning of health facilities (Source: PNDS 2016-2020).

- Despite the government's substantial efforts, Côte d'Ivoire's poverty rate remains relatively high (around 35% at the end of 2020, according to government forecasts). This raises the question of the profitability of private investment in the health sector, especially given that household spending on health is below 5%, according to the Ministry of Planning and Development (Voluntary National Review 2019).

Risk mitigation

- Although government spending on the health sector is still low (5%), it is important to note that the government intends to continue investments and gradually increase them in order to create an ecosystem that is favourable to private investment in health infrastructure.
- The rising middle class in Côte d'Ivoire and the fact that most health facilities are concentrated in Abidjan has created a real need for quality facilities in the suburbs around Abidjan and in the country's most important secondary cities, such as Bouaké, Man, Yamoussoukro, Korhogo and San Pedro.

2. MEDICAL EQUIPMENT

3/4

OF PRSSE HEALTH FACILITIES HAVE NOT BEEN RENOVATED IN 20 YEARS.

600

PRIMARY HEALTH CARE FACILITIES REHABILITATED SINCE 2011 (WB, AFDB, AFD, EU AND IVORIAN GOVERNMENT)

0.2

PER PUBLIC HEALTH FACILITY IN 2018

1

OPERATING THEATRE PER 311,056 INHABITANTS NATIONALLY IN 2018

2.1 Investment opportunities

State of the sector

- Côte d'Ivoire's public health facilities are no longer equipped to meet the country's health needs. Having been built and fitted out between the 1960s and 1980s, health equipment is either no longer adequate or not in working order. Seventy-five per cent of the health facilities evaluated as part of the Health Systems Strengthening and Epidemic Preparedness project (PRSSE) have not been renovated in two decades.
- The national policy to improve the quality of health care and health services, developed by the Ministry of Health and Public Hygiene in 2016, highlights the fact that the technical facilities in a number of establishments are no longer adequate due to a lack of maintenance and gradual deterioration.
- The public health sector faces challenges in maintaining medical equipment, which significantly reduces its availability for treatments and its lifespan.



Table 57.

Overview of health equipment in Côte d'Ivoire

CT SCAN MACHINE	<ul style="list-style-type: none"> - 30 health centres equipped with a CT scan machine in 2013 (latest available data) - 0.69 CT scan machines per 1 million inhabitants
MRI machines	<ul style="list-style-type: none"> - 6 health centres equipped with MRI machines in 2013 (latest available data) - 0.15 MRI machines per 1 million inhabitants
OPERATING THEATRES	<ul style="list-style-type: none"> - 99 operating theatres, 18 not operational - 1 theatre in operation per 311,056 inhabitants in 2018 - 2 health regions in Abidjan have the lowest ratios
RADIOLOGY SERVICES	<ul style="list-style-type: none"> - 85 public radiology services, 8 of which are not operational
AMBULANCES	<ul style="list-style-type: none"> - 629 ambulances in 2018, i.e. 1 ambulance for 4 public health facilities

Source: Annual report on the health situation 2018; Ministry of Health and Public Hygiene and the Directorate of Informatics and Health Information

- WHO standards, which specify the minimum number of items of medical equipment per inhabitant, are generally not achieved in the health regions and are rarely achieved at the national level. None of the health regions meets the minimum standard of one ambulance for each public health facility. The national ratio of ambulances per public health facility is 0.2 ambulances.
- The lack of technical facilities for particular health needs leads to people travelling abroad to access specialist centres. As laboratories are not adequately equipped to carry out certain tests, patients are forced to seek treatment abroad for certain diseases.

Potential for development

- In addition to the current lack of equipment, the gradual introduction of UHC will lead to an increase in demand for different types of medical equipment.
- Côte d'Ivoire's expanding middle class is leading to a rise in the demand for quality care, in particular access to modern medical equipment.
- To remain competitive, the private sector must offer high-quality technical facilities with modern equipment that uses new technology:
 - For example, in 2018, the Farah Polyclinic, one of the country's most modern health centres, acquired the first cardiac MRI machine in sub-Saharan Africa (excluding South Africa) at a cost of EUR 2.2 million.

Examples of investment opportunities

- The national policy to improve the quality of health care and health services is partly financed by public investment but also by the private sector through partnerships with the government. One of the policy's priorities is to improve the equipment and infrastructure in health facilities.
- To do this, the Ivorian Government is exploring the possibility of PPPs to improve the public health services' technical facilities with a planned investment of EUR 2.6 billion from 2020 to 2024.

Some recent initiatives and investments

- Some examples of PPP projects to improve the technical facilities:
 - renovation of eight hospitals for UHC: three regional hospitals and five general hospitals by Med Afrique (Marylis BTP, Siemens and Elsméd);
 - renovation of the Yopougon University Hospital (EUR 61 million) by Bouygues and Denos;
 - negotiations under way with the MERIDIAM Group for the Treichville University Hospital.

2.2 Business environment

Government action

Over the years, the government has set up several bodies operating in the medical equipment sector:

- The Directorate of Infrastructure, Equipment and Maintenance (DIEM), which establishes the standards and specifications for infrastructure and equipment;
- Six regional equipment and maintenance centres (CREMMs);
- Three district maintenance workshops (AMDs) providing technical services in national public health facilities and regional and general hospitals.

However, the operating budgets do not cover all infrastructure and equipment maintenance needs.

The government has also recently implemented several projects to supply medical equipment, including:

- The delivery of 11 medical ambulances to various regions in 2019;
- The deployment of a presidential emergency programme (EUR 45 million) to renovate and equip regional and general hospitals;
- Renovations and equipment in the Sassandra region, including the town's general hospital and rural health centres, in 2020 and 2021 at a total cost of approximately EUR 2 million;
- A hospital programme of approximately EUR 1.2 billion to restore, equip and consolidate primary health care centres: rehabilitation of 480 hospitals in 2020.

Development programmes and international support

- The World Bank's Health Systems Strengthening and Epidemic Preparedness project (PRSSE) in Côte d'Ivoire:

2016

100 health centres were rehabilitated and equipped in 25 districts;

2018

1102 health centres were rehabilitated and equipped;

- Financial support of around EUR 19 million from the World Bank programme;

2019-2025

World Bank funding of around EUR 167 million for the health sector under the Strategic Purchasing and Alignment of Resources & Knowledge in Health Project (SPARK-health) project.

- EUR 100 million loan agreement between the Ivorian Government and AFD to renovate eight referral hospitals in Abidjan District (extend the reception facilities and purchase new technical equipment).

- EBID funding to renovate and equip 117 health centres from 2020 for about EUR 17 million.

- EBID funding to renovate and equip 85 health facilities in December 2018 for about EUR 10 million.

2.3 Challenges facing the sector

Risks identified

- Côte d'Ivoire currently has a shortage of health facilities in which to install medical equipment. Government spending on health is still insufficient (average of just 5% of the government's budget in recent years) to implement an effective policy to renew the technical facilities in health establishments and bring them in line with international standards in this area and to equip new health facilities.
- There could prove to be insufficient staff qualified to operate this new medical equipment due to a general shortage of medical staff. Côte d'Ivoire has 5 skilled health workers per 10,000 inhabitants (2016) compared with the minimum density of 23 per 10,000 inhabitants recommended by WHO. This shortage of skilled health workers could also be a barrier to investing in new medical equipment.

Risk mitigation

- The Ivorian Government has regularly reiterated that the health sector is a priority and that its ambition is to turn it into a major area of excellence. It has also often declared that it is open to private investment in health facility equipment, as demonstrated by its recent partnership with GE Healthcare.
- Côte d'Ivoire's growing middle class is also a significant market, which requires state-of-the-art medical equipment.
- Medical equipment suppliers could potentially partner with financial institutions to find suitable methods of financing that would enable private medical entrepreneurs to purchase equipment.

3.3. INTERVIEW WITH MR TOM HALGASCH, MANAGING DIRECTOR, DAS LABOR. GMBH

Presentation of the company

Das Labor is present in Guinea and is currently investing in Côte d'Ivoire, where it is starting up a laboratory. It offers two types of services:

- Medical testing: all types of basic tests and some specialised tests. It will be one of the best equipped laboratories in Abidjan.
- We also have plans (licence pending) to launch a production line for COVID-19 rapid serological tests. We are aiming to start production in mid-2021.

Das Labor.GmbH



Why Côte d'Ivoire is a good choice for this sector

I WHAT MAKES CÔTE D'IVOIRE ATTRACTIVE?

I think that Côte d'Ivoire is currently one of the most attractive countries in the region for investors. It has a good reputation in Germany although it still has few German investors. It has strong GDP growth and a young population.

I find it a truly fascinating country which has become 'the champion' of French-speaking African countries over the past 10 years. Abidjan is a pleasant and attractive city with very good electricity, water, telecommunications and internet services.

POTENTIAL OF THE HEALTH CARE SECTOR IN ABIDJAN

There are numerous private clinics and other health care facilities and offerings in Côte d'Ivoire. In spite of this, the market remains wide open because the quality of the existing offerings could be better.

The city of Abidjan has more than 5 million inhabitants, and the population is growing by 300,000 people a year, which means that the current supply of health care services will increasingly fall short of demand.

Our strategy is to go beyond competing with other laboratories to become a technical partner. We'll be

offering specialised services that these laboratories don't have the equipment to perform. They'll be able to come to us for these tests, instead of having to send samples to France or other European countries, as they currently do.

I PUBLIC-PRIVATE PARTNERSHIP

It's our intention to work in collaboration with the Ivorian Ministry of Health under a public-private partnership to produce COVID-19 rapid antibody tests. For this venture, we're partnering with a German company that is developing the test, and we will produce and distribute it on the African market. With this project, we aim to create jobs and promote the transfer of skills.

The project also has a strong social component as we are going to sell 50% of our output to the Ministry of Health at production cost (without making a profit).

In the long term, the manufacturing plant could be adapted to produce other types of tests (Ebola, malaria, pregnancy, blood, etc.).

Difficulties encountered

I LICENCE NEEDED TO SET UP A LABORATORY

Under Ivorian law, only Ivorian physicians and chemists can be granted a licence for a laboratory. In other countries where we've invested, if you hire a local manager, you can set up a laboratory even if the owner is foreign.

In Côte d'Ivoire, it's not possible to have full ownership. This can complicate matters because it means you have to find a solid local partner. Luckily, we've found the right local partner to be involved in the company.



Positive points and facilities

I CEPICI AND GBN (GIZ) SERVICES

I very much appreciate the services provided by CEPICI and the people who work there. They are very competent and have given us a good overall insight into the market. The assistance provided by GIZ through GBN was also very helpful. The staff at GBN have demonstrated that they are proactive, open-minded and willing to help, and their advice has proved very useful to investors.

I LEGISLATION

The legal framework in Côte d'Ivoire is very favourable. Depending on the nature and size of your investment, you may be eligible for tax exemption. These benefits have enabled us to import high-tech machinery, optimise investment costs and have the cashflow we need to launch operations.

I LOCAL PARTNERS

What I like about Côte d'Ivoire is that you can find competent partners with whom to discuss matters. They provide practical solutions, are reliable, know their strengths and are open to negotiation.

So far, my experience with local partners has been positive, and that's a good start.

THE LEGAL FRAMEWORK IN CÔTE D'IVOIRE IS VERY FAVOURABLE.

Advice for investors looking to invest in Côte d'Ivoire

My recommendation to everyone is to contact CEPICI and GBN (GIZ).

It's important to create your own network of contacts and, to do this, you need a point of entry. Once you

have the first contacts, the rest comes fairly easily. The people you talk to are generally willing to make recommendations and put you in contact with other people who can help you.

4.4. INTERVIEW WITH MR ISSA SIDIBÉ, CO-FOUNDER AND MANAGING DIRECTOR, COMOÉ CAPITAL

Presentation of the company

Comoé Capital is a general investment fund for Ivorian SMEs investing in the health care sector. Some examples of projects are:

- Investment in a clinic to increase capacity (number of beds) and improve its technical facilities;
- Investment in a urology centre, with the acquisition of high-tech equipment for complex procedures not available on the Ivorian market;
- Investment in a training centre for health care personnel to improve the skills of surgeons.

Comoé Capital also initiates sectoral studies, which are freely available on its blog (www.entrepreneurcorner.org). A study on the health sector in Côte d'Ivoire is available there.



Presentation of the health care sector

The health system is not as well developed in Côte d'Ivoire as it is in other sub-Saharan countries:

- The level of public information and knowledge about health is low, which gives rise to taboos and misconceptions. This is exacerbated by poor access to health care, particularly in rural areas.
- The purchasing power of much of the population is low, which means they cannot afford private health care. The universal health coverage (UHC) system was launched to address this considerable challenge.
- Although the UHC is largely based on reimbursement of public health care expenses, its development will lead to a rise in the demand for health care, which will drive supply up and boost the sector's overall development.
- Changes in lifestyle and the development of the health care sector will result in an increase in the diagnosis of many non-communicable diseases in the coming years.
- The number of doctors per capita is below the WHO standard, and health care workers are unequally distributed across the country.
- All health care equipment is currently imported. There are a number of 'importers' who have exclusivity agreements with construction

companies to equip the health care facilities being built.

- The development of a middle class in Côte d'Ivoire (particularly in Abidjan) and high population growth are pushing up demand for health care and leading to an increase in the number of health facilities in the larger cities. This has resulted in an uneven distribution of health care facilities across the country.



Investment opportunities

I OPENING A CLINIC

In view of the low capacity of health care facilities, there are opportunities for opening new health care centres, which would increase the number of beds per capita. The number of beds available and spending on health care are considerably lower in Côte d'Ivoire than they are in Ghana, for example. A few years ago, Ghana introduced a social security system that works and contributes to the development of the health care sector.

I INVESTING IN MEDICAL IMAGING

Access to medical imaging equipment is still very limited, and many people decide to go abroad for care. This is especially true for major health care services, which are difficult to provide locally due to the lack of capacity and equipment (nephrology, oncology, radiotherapy, etc.).

This gives rise to opportunities for development, particularly for the costliest items of equipment, which are generally scarce in the country.

I OPPORTUNITIES FOR EQUIPMENT MAINTENANCE AND AFTER-SALES SERVICE

As equipment is imported, there is often no one locally who is qualified to provide proper maintenance in the long term. This lack of adequate maintenance leads to the equipment deteriorating more quickly.

I LOCAL DRUG PRODUCTION

The local supply of drugs is very limited, and most are imported. The New Public Health Pharmacy (NPSP) does not use local suppliers and acquires its supplies directly from foreign companies.

I OPPORTUNITIES IN ALL HEALTH CARE-RELATED SERVICES

At present, health care-related services are not well developed, not even essential ones, such as cleaning, medical waste management and information systems (low level of development of the accounting and management systems of health care facilities). These gaps present numerous investment opportunities.

Market entry strategy for the health care sector

PARTNERING UP LOCALLY AND BUYING A FACILITY

It's important to partner up with the right person and buy the right facility. You should make sure the practitioner has a good reputation and extensive knowledge of the market. You should also carefully assess the extent of any renovation and rehabilitation work needed.

STARTING FROM SCRATCH

Regulatory barriers mean that you cannot start a business in the health care sector without an Ivorian partner. It's very important to choose well.

There are also risks in the implementation phase. It's essential to know the target population and their needs, which vary considerably, find personnel with good medical training, know the market and its players, etc.

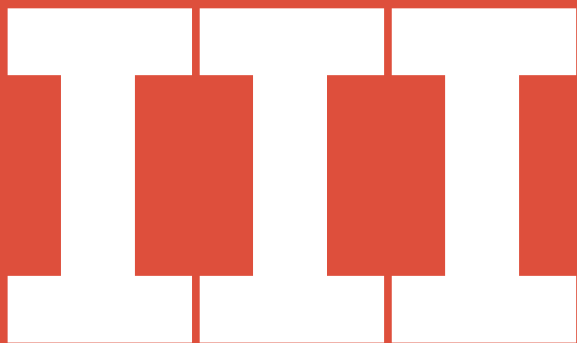
In addition to medical personnel, it is also necessary to find a competent manager to ensure that the facility is run effectively. This can also be a big challenge.

Advice for investors looking to invest in Côte d'Ivoire

With regard to the local production of medical equipment, investors must take into account that there's strong competition in the market, particularly from China. For a local production operation to be successful, it's necessary to seek assistance, have local protection and an assurance that customers will opt to buy equipment manufactured in Côte d'Ivoire rather than foreign products. This has already been

achieved in a number of other sectors and could also be done in the health care sector.

Public-private partnerships are fairly common in the health care sector. An example is the call for tenders for the renovation of the Treichville University Hospital Centre (CHU) and improvement of its technical facilities.

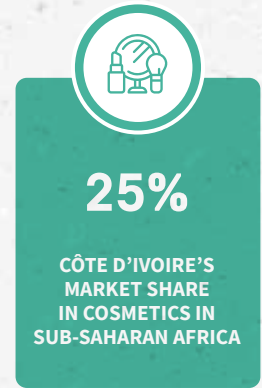
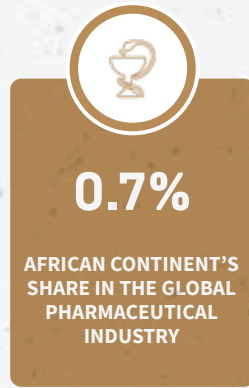
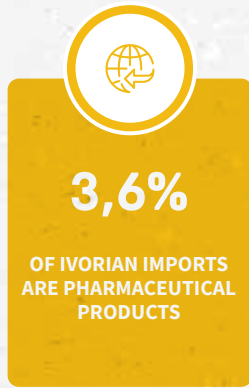
A person wearing a white lab coat and blue nitrile gloves is holding a clear glass dish containing a brown, granular substance. The person is standing in a laboratory setting. In the foreground, a stainless steel beaker is placed on a black induction cooktop.

F

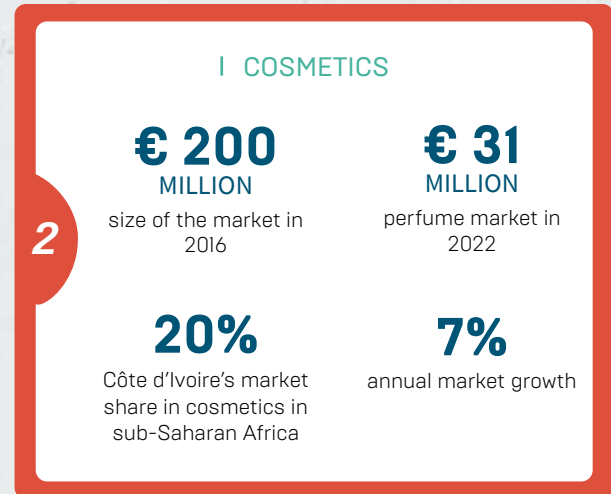
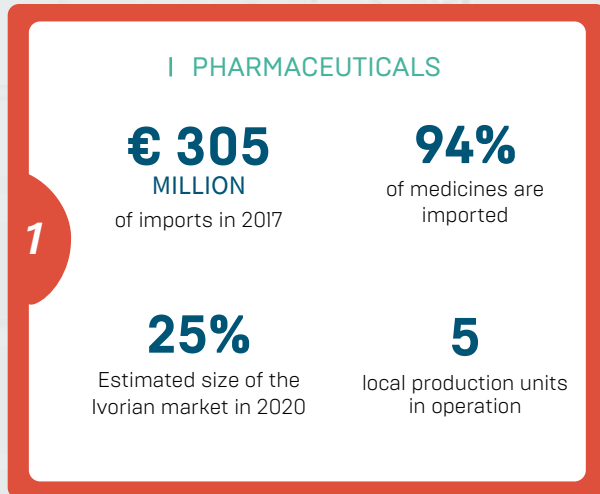
PHARMACEUTICAL AND
COSMETICS SECTOR



F | PHARMACEUTICAL AND COSMETICS SECTOR



SUBSECTORS



1. PHARMACEUTICALS

€ 305

MILLION
OF IMPORTS IN 2017

94%

OF MEDICINES ARE
IMPORTED

5

LOCAL PRODUCTION
UNITS IN OPERATION

25%

GOVERNMENT GOAL FOR
LOCAL PRODUCTION OF
MEDICINES IN 2025

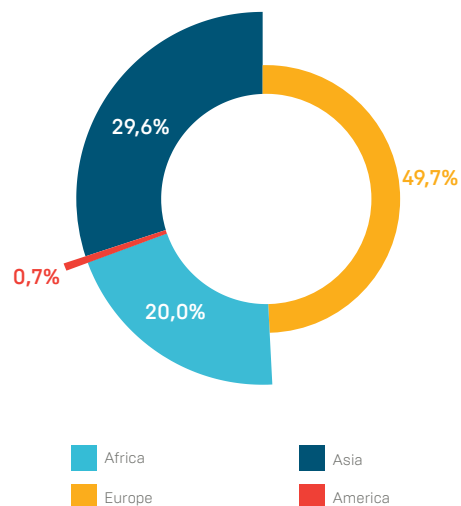
1.1 Investment opportunities

State of the sector

- Côte d'Ivoire imports more than 94% of the medicines consumed by its population. Those produced domestically only meet 6% of the country's demand. In 2019, the five top Ivorian private companies were OLEA, CIPHARM, LIC PHARMA, PHARMIVOIRE and LPCI.
- Local manufacturers produce pharmaceutical products under licence to fight infectious diseases.

Figure 58.

Origin of Côte d'Ivoire's imports of medicines



- Medicines produced locally are made up of dry forms (tablets and capsules), liquid forms (syrups and suspensions) and injectable forms:
 - the dry forms produced locally account for 10% of national consumption;
 - the liquid forms account for 17% of national consumption;
 - only one of the local production units produces injectable solutions for 25% of the national private hospital sector's needs.

Table 58.

key figures of ivorian's pharmaceutical sector

SOME KEY FIGURES	
IMPORTS/ DISTRIBUTION	<ul style="list-style-type: none"> - Four private wholesalers-distributors (UBIPHARM, COPHARMED, DPCI and TEDIS PHARMA CI), which have 12 branches in the major urban centres, operate and obtain their supplies from their central purchasing offices, which are mainly located in Europe. - The New Public Health Pharmacy of Côte d'Ivoire (NPSP-CI) has a virtual monopoly on the distribution of pharmaceutical products to public health establishments in Côte d'Ivoire. These establishments are obliged to procure 75% (university hospitals) and 100% (other health facilities) of their requirements from this company.
DISPENSING	<ul style="list-style-type: none"> - More than 1,100 private pharmacies and 542 pharmacy depots (located in rural areas) dispense medicines to patients at pharmacy outlets and supply in-house pharmacies in private health establishments (clinics, polyclinics, medical centres).
MARKET VALUE	<ul style="list-style-type: none"> - 5,000 items are registered and sold in Côte d'Ivoire on a regular basis.

Source: Dalberg analysis

Potential for development

- The medicine market is expected to grow rapidly, with the Ivorian population expanding at an average annual rate of 2.6%.
- The implementation of UHC on October 1st, 2019 has led to an increase in the demand for medicines.
- Two thirds of the Ivorian population who did not previously have access to modern medical care now have access under the UHC system.
- In Côte d'Ivoire, 31% of deaths are caused by non-communicable diseases (hypertension, diabetes, etc.), for which there are no treatments produced locally.
- Manufacturing pharmaceutical products from natural ingredients based on the initiatives of the national pharmacopoeia.
- Setting up drug distribution activities to cover underserved areas in Côte d'Ivoire and/or to improve the availability of certain proprietary medicinal products.
- Developing services based on new technologies, giving Ivorians access to all health information and services in one place.
- Initiatives involving drone deliveries of medicines and blood bags have begun to emerge in Africa, particularly in Ghana, and are avenues warranting exploration in Côte d'Ivoire.

Examples of investment opportunities

- Setting up factories to produce medicines with low local production that is insufficient to meet demand or with practically no local production, for example, dental products.
- Establishing a local pharmaceutical database to gather information on trade in medicines to enable the sector's players to manage their activities better and the regulator to improve its monitoring capacity.

Some recent initiatives and investments

2017

Announcement by the Moroccan group Cooper Pharma of the construction of a drug manufacturing unit (liquid and solid forms).

2017

Launch of a project to build a 35,000 m² factory on the VITIB site for the Ivorian subsidiary of the Société Arabe des Industries Pharmaceutiques (SAIPH).

2017

Launch of a project to build a 15,000 m² factory for the Ivorian subsidiary of the Moroccan group Pharma5. This industrial unit will eventually produce up to 100 million tablets and 10 million sachets per year.

2018

Launch by the Chinese group Fosun International of a project to build a pharmaceutical industrial unit.

2020

Inauguration on March 12th, 2020 of the factory of Africure Pharmaceuticals, a subsidiary of an Indian manufacturer and distributor of generic pharmaceutical products operating in sub-Saharan Africa.



1.2 Business environment

Government action

- Establishment of a national system to supply and distribute essential medicines and other health products, based on the New Public Health Pharmacy of Côte d'Ivoire (NPSP-CI) provided for in Decree No. 2013-792 of November 20th, 2013.
- Definition of an investment plan entitled 'Investing in primary health care and addressing health sector challenges to strengthen the economy'.
- Improved access to medicines and other strategic inputs.
- Implementation of the UHC system on October 1st, 2019. The UHC system was set up to facilitate access to health care for all and thus promote local industries.
- Between 2018 and 2020, the government invested more than EUR 1.3 billion in the health sector to support the implementation of UHC, finance the construction of health facilities and recruit the required human resources.
- Creation of the Ivorian Pharmaceutical Regulatory Authority (AIRP) in August 2017. This administrative authority aims to establish an institutional and functional framework to regulate the pharmaceutical sector for the sale and use of affordable, safe, effective, high quality pharmaceutical products.
- The new 2018 Investment Code encourages foreign investors to promote the development of local employment, subcontract out to local companies and open their share capital to Ivorian nationals.
- Law No. 2015-535 on the principles of good manufacturing practices enforceable in the WAEMU region by decision of the community.
- Opening up ownership of pharmaceutical industries to people who are not qualified pharmacists by abolishing the requirement that the majority of the share capital must be owned by pharmacists or a pharmaceutical company (Law No. 2015-533 of July 20th, 2015).

- VAT exemption applicable to inputs for the manufacture of pharmaceutical products and proprietary medicinal products and extended to the purchase of the machinery, equipment, tools and spare parts needed to set up drug manufacturing units (Article 4 of the Fiscal Annex to Law No. 2019-1080 of December 18th, 2019).
- Decree No. 2013-557 of August 5th, 2013 to set up the national committee to fight the illicit trafficking and counterfeiting of medicines to guarantee the quality of medicines in health establishments. The creation of the AIRP should also contribute to these efforts.

Development programmes and international support

- Funding of 40.8 billion CFA francs from the C2D grant have been allocated to financing the Health Systems Strengthening Project (PRSS), one element of which is increasing the availability of essential drugs in health facilities served by the NPSP.
- Support from WHO in 2016 to map supply and distribution systems for medicines and other health products in Côte d'Ivoire.

1.3 Challenges facing the sector

Risks identified

- Counterfeiting remains the main challenge in the pharmaceutical industry for over-the-counter products. According to information from the UNCTAD fact-finding mission, this mainly affects pharmaceutical companies, including those manufacturing over-the-counter medicinal products and cosmetics.
- Depending on the source, the proportion of counterfeit products varies between 50% and 80%. This means that Côte d'Ivoire has a poor ranking of 88/140 on the World Economic Forum (WEF) intellectual property protection index (WEF, 2019).
- In rural areas, some medicines such as vaccines are not distributed and stored in the correct conditions due to a shortage of qualified health personnel and appropriate storage facilities.
- The development of several drug manufacturing companies specialising in the same therapeutic classes could saturate the supply of drugs available on the market.

Risk mitigation

- Service providers could work with the competent authorities to establish a mechanism for tracking medicines from manufacture to the market to secure the distribution chain and reduce the risk of counterfeiting.
- The sector's regulators could draft legislation to regulate the promotion of pharmaceutical products and influence the procedure of prescribing drugs based on a price-quality ratio.
- Communication could be improved by using digital and traditional channels to help raise awareness about how to identify counterfeit medicines and what their effects are, with a view to making these efforts more inclusive and effective.

2. COSMETICS

€ 200

MILLION
SIZE OF THE
MARKET IN 2016

€ 31

MILLION
PERFUME MARKET IN
2022

20%

CÔTE D'IVOIRE'S MARKET SHARE
IN COSMETICS IN SUB-SAHARAN
AFRICA

7%

ANNUAL MARKET
GROWTH

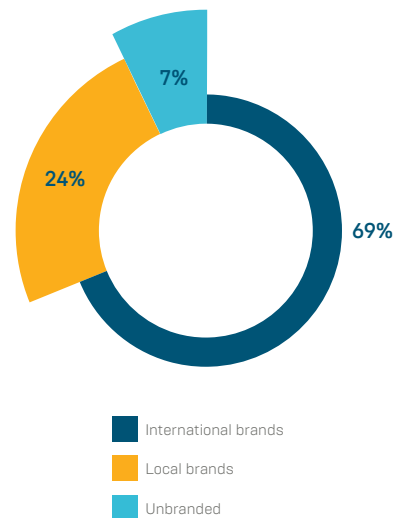
2.1 Investment opportunities

State of the sector

- Only 24% of the population in Côte d'Ivoire buy local brands compared with 69% who prefer international brands and 7% who use unbranded or traditional products.
- The Ivorian cosmetics market is growing at a rate of 7% per year compared with 4% worldwide. With its growing population and rising middle class, the country appears to be a safe bet for the cosmetics giants.
- Ivorian cosmetics companies (SIVOP, COPACI, SICOBEL, etc.) export to countries in the subregion.
- The perfume market was estimated to be worth EUR 28 million in 2018 and is forecast to reach EUR 31 million by 2022.

Figure 59.

Demand for cosmetics products in Côte d'Ivoire



Source: DELOITTE Report 2015

Potential for development

- Organic cosmetics are a niche market that meets the needs of the African population. In recent years, there has been a growing interest in wellness among the middle class and a willingness to pay for quality products made from local ingredients.
- Despite the strong presence of international investors, local brands and organic products are establishing a growing presence in the cosmetics sector, especially in black African skin and hair products.
- These organic products are mostly manufactured using traditional methods with 100% natural raw materials (plant-based, shea butter, etc.), which enhance African skin.
- Creating schools to provide training in the manufacture of cosmetics products according to quality standards and using local, natural ingredients.
- Diversifying the range of cosmetics and personal hygiene products with different applications in addition to hair care.
- Creating new products based on a combination of several value propositions (therapeutic value + hygiene value + beauty, etc.).

Some recent initiatives and investments

2015

Signing of a strategic partnership agreement between L'Oréal and CFAO to produce and distribute cosmetics products in Côte d'Ivoire and West Africa.

Examples of investment opportunities

Investment opportunities in the cosmetics sector include:

- Setting up production plants to meet the subregional demand for cosmetics products. To date, there are no strong brands in this market segment.

2.2 Business environment

Government action

- To tackle the issue of skin whitening products and their harmful effects on health (skin cancer, diabetes, hypertension, etc.), the Ivorian Government has prohibited their sale through Decree No. 2015 of April 29th, 2015 on the regulation of cosmetics and personal hygiene products.
- This decree prohibits, among other things, 'the manufacture, advertising and sale of cosmetics products that lighten the skin and hygiene products containing hydroquinone above a threshold of 2%, mercury and its derivatives, corticosteroids such as cortisone, hydrocortisone, triamcinolone, clobetasol, retinol derivatives or vitamin A'.

- A certificate of conformity with technical regulations must be presented to customs authorities when importing cosmetics products.
- Cosmetics products are subject to a 10% tax on the ex-factory value excluding VAT (18%).

Development programmes and international support

- Support from WHO to establish a Single Electronic Window to manage the import and distribution of approved medicines in Côte d'Ivoire.
- World Bank funding to strengthen national pharmaceutical regulatory authorities in the ECOWAS region.

2.3 Challenges facing the sector

Risks identified

- The cosmetics sector's main challenge is counterfeiting, resulting in low-quality products.
- The cosmetics market is inadequately regulated and flooded with products that can potentially harm the health of consumers.
- A programme could be implemented to support local initiatives that promote the use of natural ingredients in the manufacture of organic cosmetics, thus limiting the risks to public health.
- Modern means of communication can be used to warn Ivorian consumers about the dangers of counterfeit cosmetics products and raise their awareness of this issue.

Risk mitigation

- Strengthening the capacities of inspection and control units could improve compliance with Decree No. 288 of April 28th, 2015, which specifies the thresholds for the use of ingredients used in the manufacture of cosmetics products.
- The industrial production of cosmetics products from natural ingredients could be promoted with the dual objective of reducing the risk of disease and meeting the expectations of Ivorian consumers.

3. INTERVIEW WITH MS NOUSS BIH, INVESTMENT MANAGER, INVESTISSEURS & PARTENAIRES

Presentation of the company

Since it was formed in 2002, Investisseurs & Partenaires (I&P) has been promoting responsible African SMEs with a high, local added value and capable of developing a sustainable and profitable activity. I&P has developed several different approaches, combining financing and support to fulfil its mission and meet the needs of African SMEs, taking into account their maturity, size and financing requirements.

In 2003, I&P invested in drug production (Pharmivoire) and a mother and child clinic (Procréa).

Presentation of the portfolio company

The pharmaceutical company, Pharmivoire, located in the Yopougon industrial area, is one of the first local companies to specialise in pharmaceutical products (manufacture of intravenous and parenteral solutions for electrolyte balance). This company has been in existence since the 1990s and was bought in 1999 by a group of Ivorian chemists who formed a holding company, with a view to expanding its footprint into different areas of pharmaceutical production.

Difficulties encountered

However, the investment project ran into some difficulties:

- Obtaining licences;
- Technical and operational capacities;
- Suitable business model (achieving economies of scale for the model to work);
- Late payment: it's important to ensure timely payment by customers, otherwise the business won't be viable in the long term;
- Lack of support from NPSP, which places all its orders with foreign companies;
- Investment support policy: a major challenge is to get the Ivorian Government to put in place protective measures and promote the country's private pharmaceutical sector. The government needs to promote competitive local companies, as has happened in Tunisia and Morocco, where buyers must prove that a product does not exist locally before they can import it.

Positive points and facilities

- The industrial process required to manufacture essential drugs is relatively simple, and health care facilities need stocks of essential medicines on a permanent basis.

There is therefore considerable interest in the local production of essential drugs as the size of demand could allow economies of scale to be achieved.

- Export potential :
Being based in Côte d'Ivoire puts the company in a good position to export to neighbouring countries, such as the Niger, Mali and Burkina Faso.
- Ghana and Togo already have local processing capacities, and Benin's market is limited by the high level of government involvement in tendering, making it difficult for other players to enter the market.

- There is high export potential for the private sector, but there are very lengthy, country-specific procedures to battle with (finding a local partner, need to be a major player, highly regulated market), which could hamper private sector penetration.

Advice for investors looking to invest in Côte d'Ivoire

The pharmaceutical sector is highly regulated in Côte d'Ivoire, and the process to obtain approvals and licences is lengthy. You should anticipate this and seek technical assistance with the paperwork required to set up in the country (submissions, approval, qualification, etc.).

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INVEST

— IN CÔTE D'IVOIRE —

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