



Union européenne



Delegation of the European Union to Senegal

Trade relations and agreements between the EU and West Africa

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Trade relations between the EU and West Africa

- West Africa is the EU's largest trading partner in sub-Saharan Africa. The EU is West Africa's biggest trading partner.
- The EU is the main export market for West African transformed products (fisheries, agribusiness, textiles, etc.).
- West Africa's exports to the EU consist mainly of fuels and food products.
- West Africa's imports from the EU consist of fuels, food products, machinery, and chemicals and pharmaceutical products.
- EU – West Africa trade in services is expanding, covering notably transportation and logistics, travel, and business services.
- West Africa is the most important investment destination for the EU in Africa.

2020 – Trade goods for West Africa

Imports			Exports		
Partner	Value Mio €	% World	Partner	Value Mio €	% World
World	79,316	100.0	World	76,786	100.0
1 EU27	19,292	24.3	1 EU27	18,164	23.7
2 China	17,274	21.8	2 India	12,315	16.0
3 USA	6,198	7.8	3 China	9,407	12.3
4 India	4,433	5.6	4 Switzerland	7,856	10.2
5 United Kingdom	3,113	3.9	5 South Africa	4,535	5.9
6 United Arab Emi...	2,162	2.7	6 Indonesia	4,328	5.6
7 Russia	1,881	2.4	7 USA	3,198	4.2
8 Turkey	1,658	2.1	8 United Kingdom	1,485	1.9
9 Japan	1,452	1.8	9 Canada	1,474	1.9
10 South Korea	1,270	1.6	10 United Arab Emi...	1,466	1.9

The trade framework between EU and West Africa

The Economic Partnership Agreement (EPA)

- 2000-2020: the **Cotonou Partnership Agreement** between EU and 79 African, Caribbean and Pacific (ACP) countries
- Political will to take this trade relationship to a new level with the **Economic Partnership Agreement (EPA)**:
 - **Compatible** with the World Trade Organisation (WTO) rules
 - **Development-oriented free trade** arrangements: the EPAs are firmly anchored in the objectives of sustainable development, human rights and development cooperation. They include co-operation and assistance (in areas such as sanitary norms and standards) to help EPA countries benefit from the agreements
 - **Regional dimension** to be adapted to each region's socio-economic reality and to promote regional integration
 - EPAs are **reciprocal but asymmetrical**: they open up the EU's markets to EPA countries fully and immediately. EPA partners do not pay any tariffs or duties on any of their exports to the EU ("**duty free / quota free**"). Moreover, EPA partners open their markets only partially to the EU (on average 80%) and benefit from long transition periods for doing so (appr. 20 years).

The EPA with West Africa

16 countries: Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mauritania, Mali, Niger, Nigeria, Senegal, Sierra Leone, Togo

Signed by all except **Nigeria**, not ratified by all: not applicable yet

"Stepping-stone" ("interim") EPA provisionally applied (not signed by all EU countries yet) with **Ghana and Côte d'Ivoire since 2016**



The trade framework between EU and West Africa

The Generalised System of Preferences

Until the EPA is operational: the Generalised System of Preferences

Scheme designed to help developing countries alleviate poverty and create jobs through trade and economic development

3 levels of GSP:

- **Standard GSP** for low and lower-middle income countries. This means a partial or full removal of customs duties on two thirds of tariff lines.
- **GSP+**: special incentive arrangement for sustainable development and good governance. It slashes these same tariffs to 0% for vulnerable low and lower-middle income countries that implement 27 international conventions related to human rights, labour rights, protection of the environment and good governance.
- **EBA (Everything But Arms)**: special arrangement for least developed countries, providing them with duty-free, quota-free access for all products except arms and ammunition.

EU trade schemes in place in West Africa:

- **Standard GSP**: Nigeria
- **GSP+**: Cape Verde
- **EBA**: Benin, Burkina Faso, Gambia, Guinea, Guinea Bissau, Liberia, Mauritania, Mali, Niger, Senegal, Sierra Leone, Togo
- **Interim EPA**: Côte d'Ivoire, Ghana

Investing in Senegal

8 reasons to invest in Senegal (according to the Government)

www.economie.gouv.sn/index.php/en/invest-senegal/eight-reasons-invest

1. A stable and open country
2. A healthy and competitive economy
3. Quality human resources
4. Modern infrastructure
5. The legal and tax framework
6. Access to regional and international markets
7. Quality of life
8. Attractive business climate

The **European Union** is working with the government to continue improving:

- The business environment and regulatory framework
- The employability of the youth (through professional training)
- Entrepreneurship and business creation and development
- Access to financing through different mechanisms and guarantees
- The public-private dialogue



EUROCHAM
CHAMBRE DES INVESTISSEURS EUROPÉENS AU SÉNÉGAL

Association of European investors in Senegal

Objective: to promote and accompany European investments in Senegal

7 permanent staff to assist

Its members represent:

- 171 companies
- 11 European nationalities
- 11 economic sectors
- 70,000 jobs



Further reading and more information

General information

- General information on the EU trade agreements:
<https://ec.europa.eu/trade/policy/countries-and-regions/regions/west-africa/>
- Video explaining the EPA:
<https://audiovisual.ec.europa.eu/en/video/I-131078>
- Helpdesk for EU exporters and importers:
<https://trade.ec.europa.eu/access-to-markets>

Specific to Senegal

- Delegation of the EU to Senegal:
eeas.europa.eu/delegations/senegal_fr
- APIX:
investinsenegal.com
- EUROCHAM Senegal:
www.eurocham.sn