



December the 16th, 2021

Investment Framework and Opportunities in Côte d'Ivoire



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- 2 Côte d'Ivoire's economic ambitions for years 2021 - 2025**
- 3 Investment opportunities in the priority sectors**
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Overview

Côte d'Ivoire

Is located
in West Africa



Area : 322 462 sqkm
60% arable lands
500 km of coastline



26 millions inhabitants (Est. 2020)
Natural growth rate : 2,6%/year
Median age : 21 year (RGPH 2014)
Projection 2030 : 35 millions inhabitants



GDP 2019 : 58,54 billion USD
Inflation rate : below 1%
Per capita Revenue : 1 736 \$
Poverty rate : 39%



Financial hub in WAEMU : listed companies based in Côte d'Ivoire contribute to 42% of Regional Stock Exchange Index

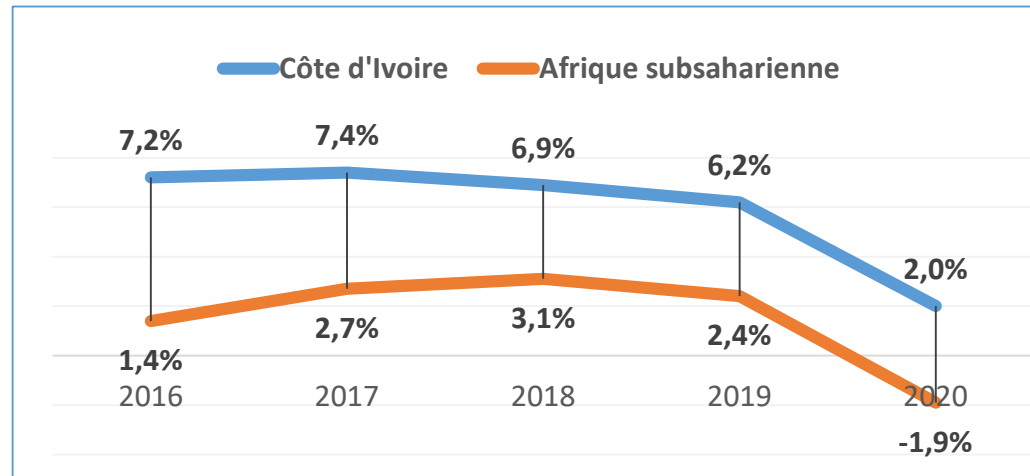


Logistic and energetic hub in west Africa

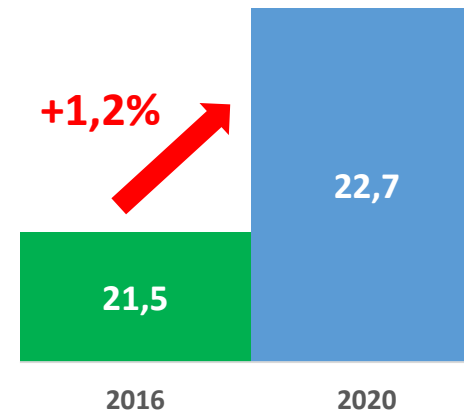
Côte d'Ivoire is the homeland of Didier Drogba



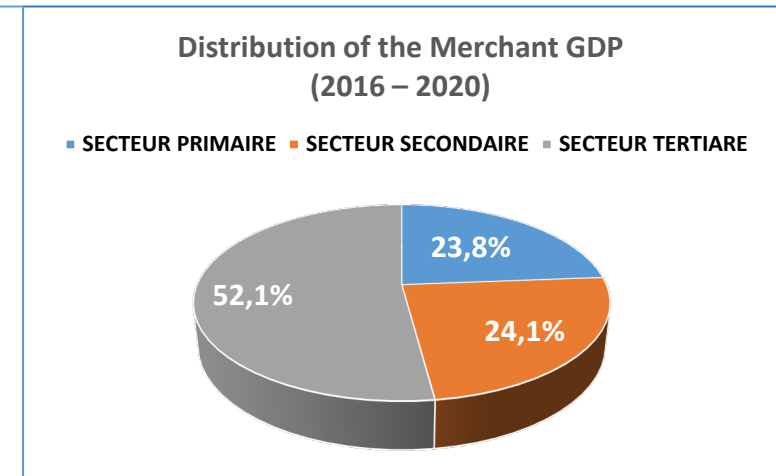
A fast growing and resilient economy



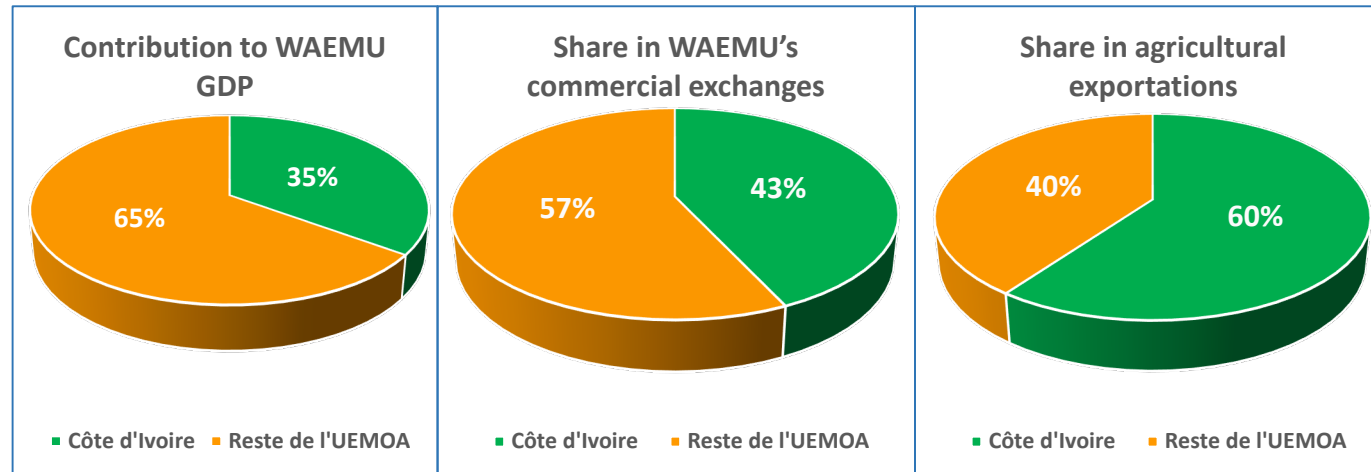
An increasing investment rate



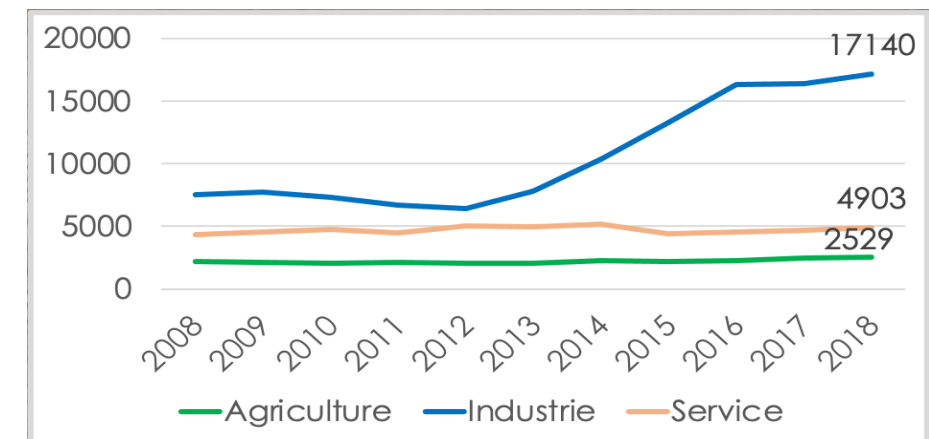
A diversified economy



A economic powerhouse in West Africa



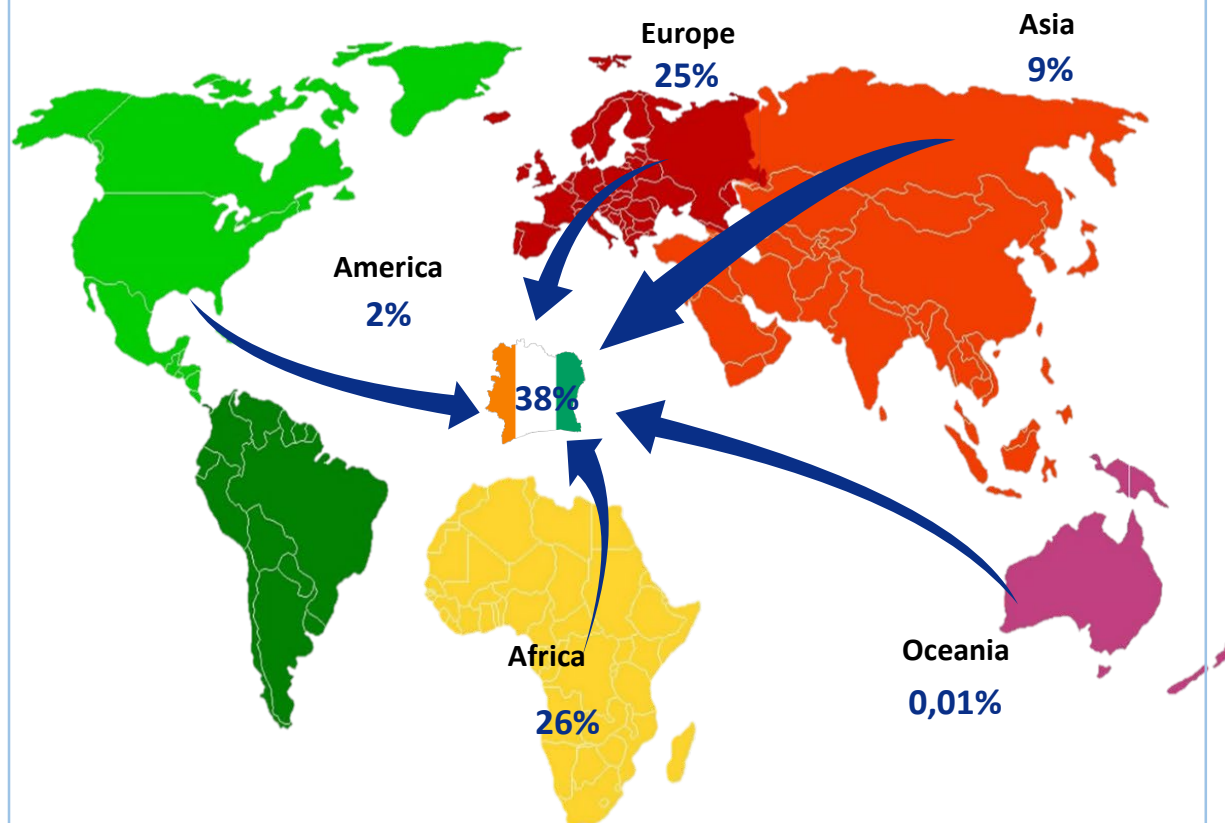
Productivity of the Industrial sector is growing (added value per worker, US\$)



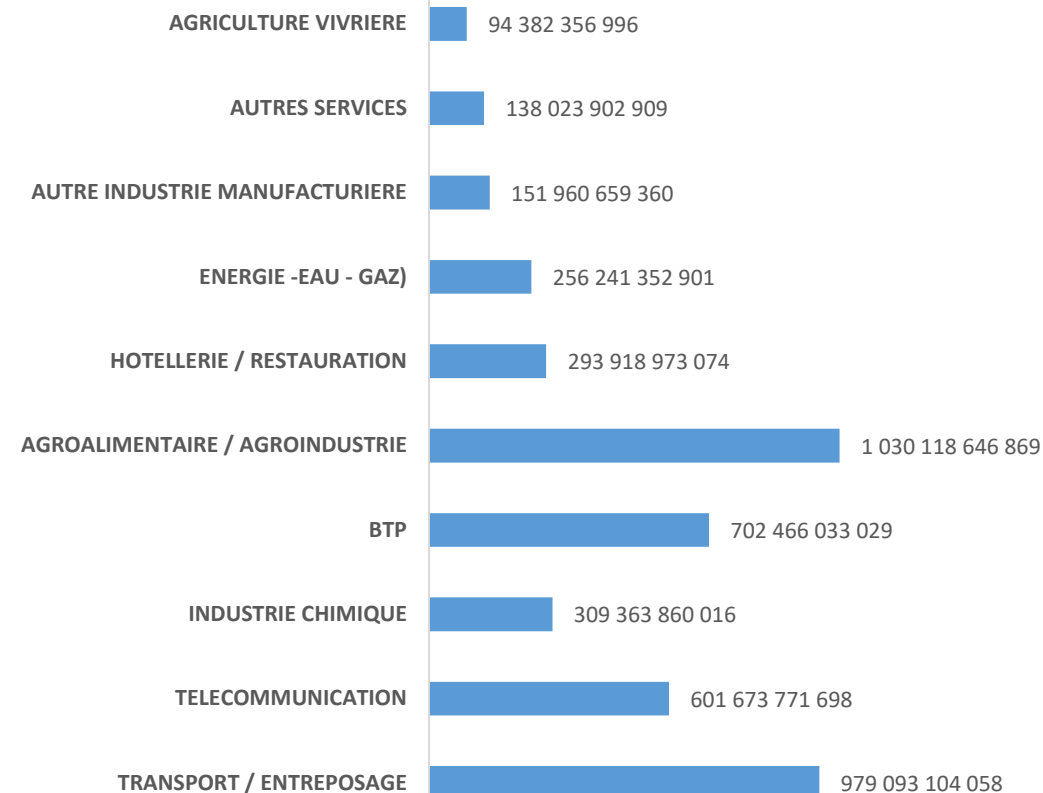
Dynamics of private investment in Côte d'Ivoire

7,34 billion € Investments approved by CEPICI from 2013 to 2020 (4 812 bln XOF)

FDI & NDI Breakdown by origin



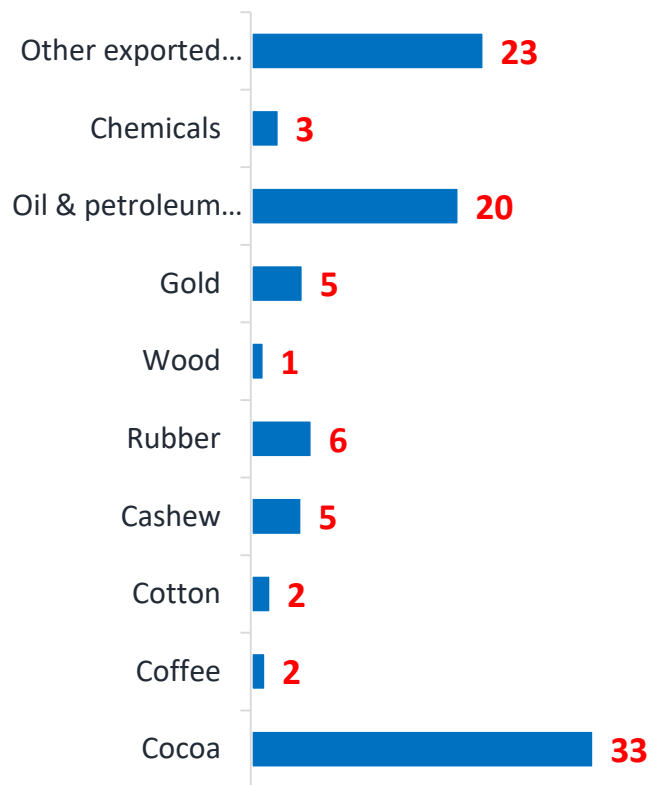
Top 10 sectors



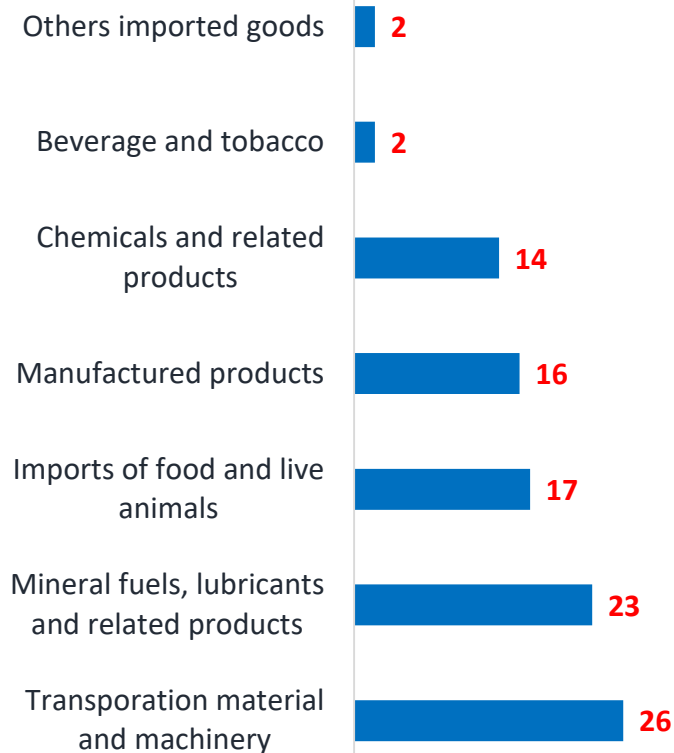
The diversity of sectors and countries of origin illustrates the attractiveness of our country for private investment.

Commercial exchanges

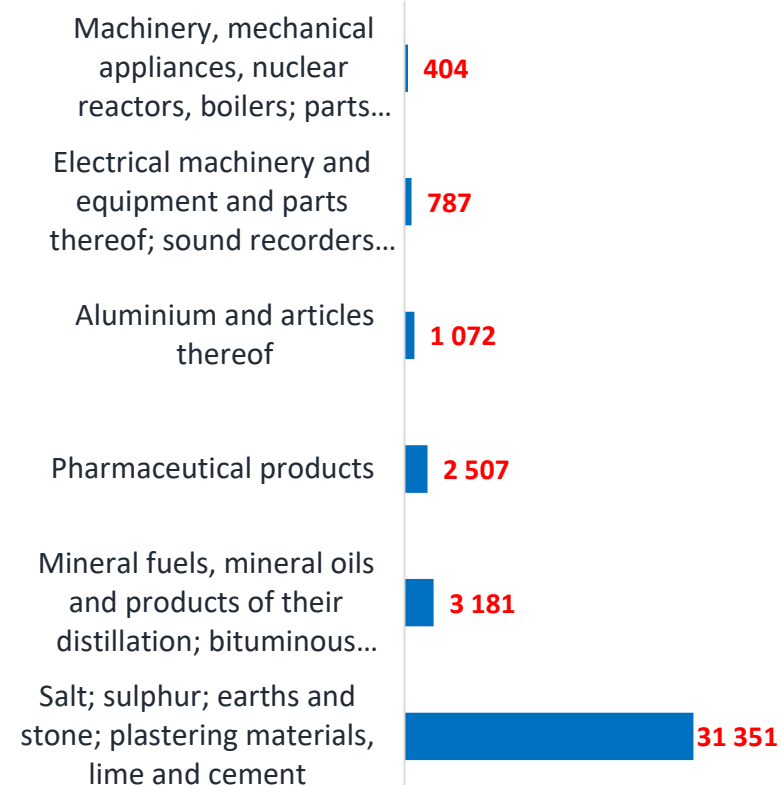
Top Export products (Average 2010-2019, %)



Top Importations (Average 2010-2019, %)



Top imports products from Greece in 2020 (amounts in Thousands USD)



France, China and Nigéria are Côte d'Ivoire's main partners for importations.
The Netherlands, the USA and France are the Top 3 exports countries for Côte d'Ivoire.

Economic hub in west Africa and in the continent

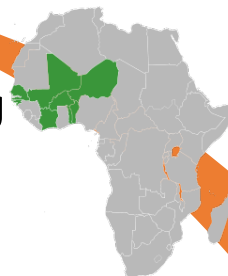
DOMESTIC MARKET



26 millions inhabitants

A growing middle class valued at 30% of total population (IPSOS 2016)

WAEMU



8 countries

140 millions inhabitants

Single currency (the F CFA)

ECOWAS



15 countries

350 millions inhabitants

Middle Class : 100 million consumers

CONTINENTAL FREE TRADE ZONE



53 countries in Africa

1,2 billion inhabitants

Free trade and agreement for free circulation of goods throughout the continent

Côte d'Ivoire grants access to fast growing and larger consumer markets in the sub region and in the whole continent

National economic ambitions



COUNTRY'S AMBITION

Cote d'Ivoire aims to accelerate its economic and social transformation in order to become an upper middle-income country by 2030



NATIONAL DEVELOPMENT PLAN (NDP 2021 – 2025)

Valued at **59 000 billion CFA (90 billion euros)**

**72% of total
Investment expected
from the Private
Sector**



43 000 billion CFA

65 billion euros



SOME KEY OBJECTIVES OF THE NDP

Achieve average GDP growth rate (2021 – 2025) : 7,65%
Double Per capita revenue to reach 2 240 \$ in 2025
Reduce poverty rate below 30%

NDP 2021 – 2025 priority sectors

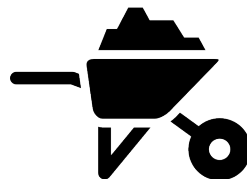
**7 industrial clusters identified as priority sectors by
according to regional economic potentialities**



Agro-industry



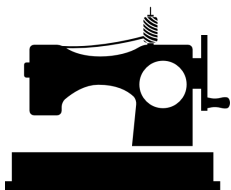
**Chemicals
Plastics**



**Building
materials**



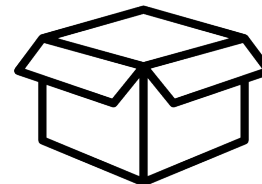
Pharmacy



Textile



Automotive & OEM



Packaging

**Other growth niches
to be harnessed**

**Digital
Economy**

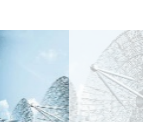


**Tourism and
hospitality**



**Creative
industries**



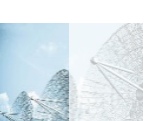


Processing and investment opportunities in agro-industry

Product	National output (2020)	Rank	Process rate	Target	Process Item	Manufactured Products
Cashew nuts	902 K T	1st (W)	< 10%	50%	CNSL, cashew apple, nucleus pelts	Paints and protective coating, Tanning material, Food for cattles
Raw cotton	490 K T	3rd (A)	< 5%	25%	Cotton yarn, cotton oil, cotton floss	Fabrics, Soap and cosmetics, Food, Medical material
Mangoes	180 K T	5th (W)	< 5%	50%	Mango pit, Pulp, mangoes pelts	Beauty products, pharmaceutical products, Biofuel, animal food
Tropical Rubber	1 397 K T	1st (A)	< 5%	10%	TSR (technically specified rubber) RSS (ribbed leaves)	Tyres, automotive spare parts
Palm Oil	-	-	-	-	Palm Oil	Cooking oil, beauty products, Plasticizer and biofuel coating material
Coffee	85 K T	3rd (A)	10%	25%	Coffee	Drinkable coffee
Cocoa	2.2 Mios T	1st (W)	30%	50%	Cocoa beans	Cocoa powder and liquor, chocolate, sweets and confectionary products



Investment opportunities in the other clusters



Cluster (Product Family)	Importations in thousands USD (year 2020)	Importations in billions XOF (year 2020)
Textile	308 514	177,4
Packaging	665 795	383
Automotive and OEM	1 101 948	634
Building Materials	1 101 948	634
Pharmaceuticals	321 893	185
Chemicals - Plasturgy	481 937	277,2

Hundreds of billions CFA of products are imported every year from the rest of the world to supply local demand.

Investing in local industries shall help companies take a great share of this untapped market for local manufacturers.

Business Environment

1. Major reforms undertaken to improve the business environment in Cote d'Ivoire



Securing Business

- Creation of Commercial Courts and Courts of Appeal
- Settlement of small claims
- Protection of minority shareholders' rights
- Using conciliation by any means



Simplified procedures

- Dematerialising administrative acts and services
- Creation of one-stop shops: **GUPC - CEPICI**
- Granting of benefits of the Investment Code in 21 days



Tax Benefits

- Adoption of a new Investment Code
- Adoption of sectoral codes (for electricity, mining, telecommunications, etc.)
- Creation of the VITIB and the free port for fisheries



Transparent Institutional Framework

- For Public Private Partnership (PPP) contracts
- Public Procurement Code / Public Procurement Control and Regulation Authority / National Competition Commission

2. Perspectives for the future

Continuation of the process of dematerialisation of administrative acts and services initiated with the launch of the single portal for investors www.225invest.ci

Business Environment

An attractive investment code to support business profitability

Four (4) goals are targeted

1. Sustainable development through productive and socially responsible investments
2. Regional development
3. Local content development
4. Competitiveness of businesses

Guarantees to investors

1. Equal treatment
2. Freedom of investment
3. Protection of private property
4. Freedom of access to raw materials...

Scope

1. Domestic investments
2. Foreign investment

Eligible beneficiaries

1. Natural or legal person
2. Exception: investments benefiting from specific aid schemes determined by the General Tax Code or specific laws.

Types of investments

1. **Business start-up:** project by a new enterprise or an existing enterprise investing in another sector of activity;
2. **Business development:** expansion, diversification, integration or upgrading project.

Schemes

1. Declaration scheme
2. Investment approval scheme

Duration of the investments

1. Initial duration: Two (02) years + extension of maximum 48 months;
2. Terms of the extension:
 - Completion of at least 66% of the approved project
 - Submission of the request for extension, at the latest three months before the expiry date of the initial duration

Investment sectors

NON ELIGIBLE SECTORS

Banking and Financial services



Professions libérales



Commerce & Retailing



Non industrial buildings



ELIGIBLE SECTORS (CATEGORY 1)

Agriculture



Agro-industry



Hospitality*



Health



All other eligible sectors non included in Category 1 are eligible to Category 2

ELIGIBLE SECTORS (CATEGORY 2)



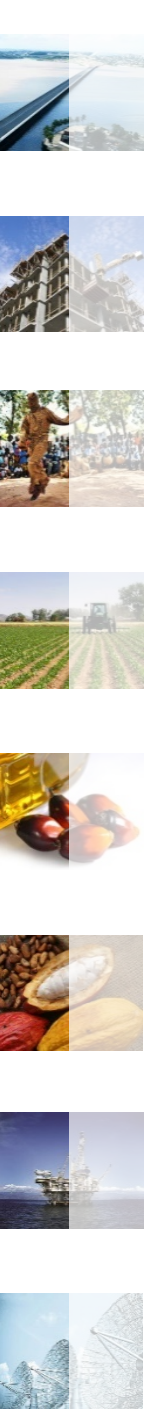
* (For 5 billion CFA minimum Investment in Zone A and 2 billion in Zone B and C)



Overview of the Incentives

Different regimes and benefits granted

	AGREEMENT REGIME	DECLARATION REGIME
Investment threshold	200 millions F CFA for Big companies 50 millions for SMEs	No minimum investment required Only applies for company creation
Grants		
Investment phase	<ul style="list-style-type: none">• Total exemption from customs duties• Suspension of VAT	<ul style="list-style-type: none">• Not applicable
Operating phase	Tax benefits related to: The investment category (1 or 2) / The investment zone (A, B or C), The size of the investment (GE or SME). Benefits: Category 1 (Tax exemption) / Category 2 (Tax credits).	
Additional benefits of local content	2% for local employment / 2% for subcontracting / 2% for shareholding.	
Measures for SMEs	Lowering of the eligibility threshold to XOF 50 millions / Exemption from BTT	
Structuring projects	Projects resulting in agreements with the State of Côte d'Ivoire, due to their strategic nature or the amount of the projected investment: <ul style="list-style-type: none">• Zone A: XOF 100 billions• Zone B: XOF 75 billions• Zone C: XOF 50 billions	



Case study : savings a company can make thanks to the investment code

Assumptions

- An ivoirien company is willing to invest 1 billion CFA in a greenfield hôtel in **Bouaké**
- **The project is eligible in Cat 2 and located in Zone B. It will benefit from minimum 35% tax credit**
- 50% of the equipment will be imported from Europe, and average custom rate is 10%
- The remaining 50% of the equipment will be purchased locally in Côte d'Ivoire

BENEFITS GRANTED TO THE INVESTOR	
DURING INVESTMENT PHASE (IP)	
Custom duties exemptions (10% as an average)	10% of 50% of 1 billion = 50 millions F CFA
VAT suspension on imported equipment (18%)	18% of 50% of 1 billion = 90 millions F CFA
VAT suspension on local purchases (18%)	18% of 50% of 1 billion = 90 millions F CFA
Total Savings in INVESTMENT PHASE	230 Millions F CFA (with 180 millions TVA to be paid later)
DURING RUNNING PHASE (RP)	
Tax credits 35%	35% of 1 billion F CFA = 350 millions F CFA, to be retained of total taxes, until depletion
AGREGATED BENEFITS	
IP + RP = 230 millions F CFA + 350 millions F CFA 580 millions F CFA, for 1 billion CFA provisional investment (58%)	

CEPICI: Gateway for private investors in Côte d'Ivoire

Creation et governance

- Decree No. 2012-867 of 6 September 2012
- Public Establishment of an Administrative Nature with a Management Board composed of representatives of the Private Sector (3) and the Public Sector (5).

Vision

To be the Leading service provider (to the ministries and private sector organizations) for the creation of economic value and sustainable jobs in Côte d'Ivoire.

Missions

- To be the one-stop shop for investment in Côte d'Ivoire.
- To federate, coordinate and streamline all government initiatives and actions aimed at promoting investment and private sector development

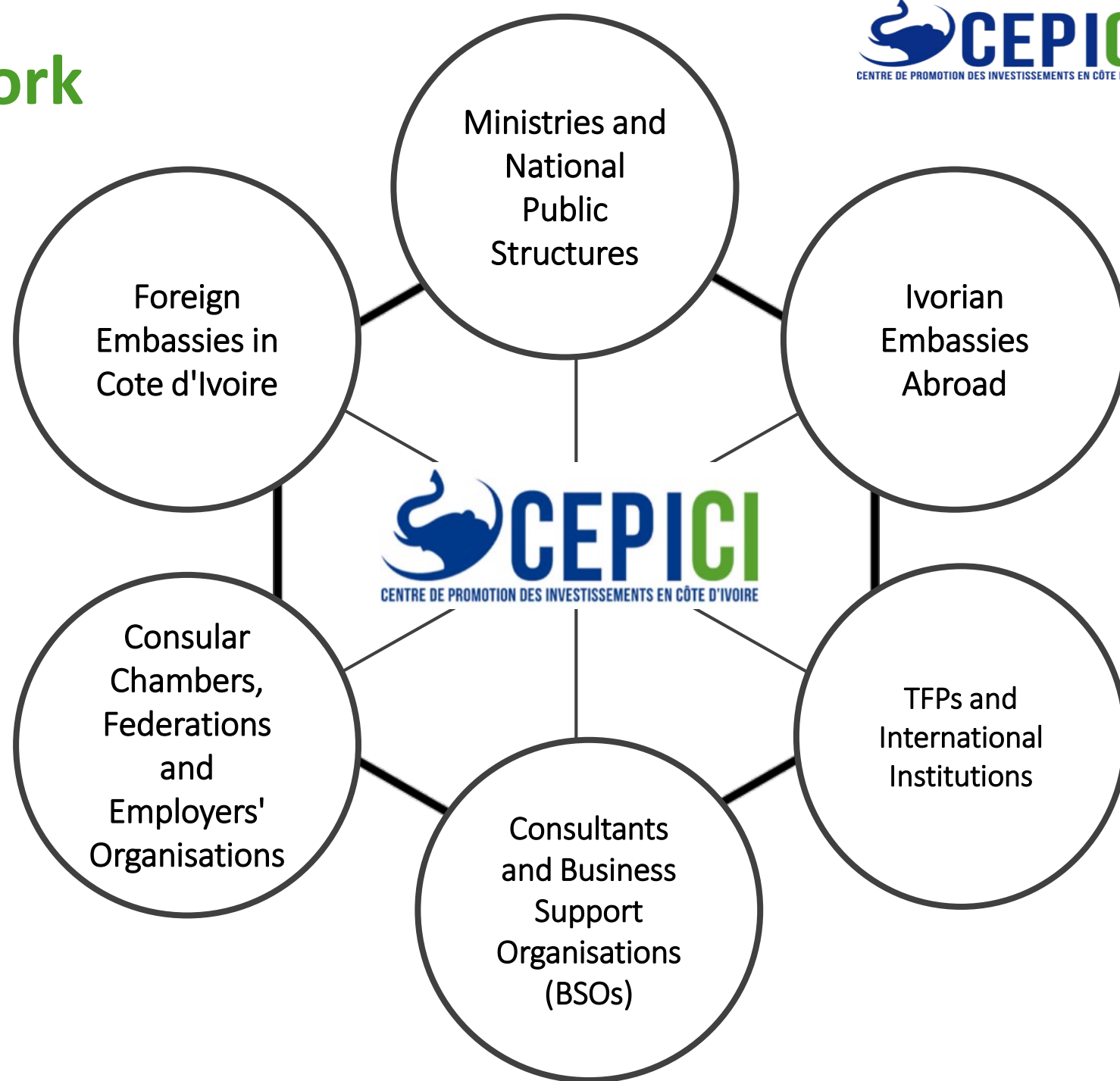
Areas of expertise

- Business registration in the GUFÉ
- Investment facilitation
- Access to the benefits of the Investment Code
- Assistance in obtaining industrial land
- Development of business partnerships
- Organization of economic events
- Improvement of the business environment
- Promotion of national entrepreneurship and start-ups
- Monitoring and evaluation of approved investments

Investment framework

CEPICI is at the very core of the economic promotion and investment attraction system in Côte d'Ivoire.

As such, it collaborates with all the actors of this ecosystem to deliver a quality service to both institutions and companies.



Key messages

- ❑ Good dynamics of the Ivorian economy with a GDP growth forecast of 7% between 2021 and 2025
- ❑ Constant improvement of the business climate in Côte d'Ivoire
- ❑ Numerous cross-sectoral investment opportunities
- ❑ Willingness of CEPICI to assist you in the realization of your investment projects





Thank you