

# Business Opportunities : Agricultural Sector



## Hans Ham



Kingdom of the Netherlands

# STUDY FOR THE OPPORTUNITIES OF DUTCH ENTERPRISES IN THE SENEGALESE AGRICULTURAL SECTOR



Our field in Thies last Sunday, 2 weeks after seeding  
(onions are popping up!)

# BEST OPPORTUNITIES

- START LOCAL PRODUCTION
- INVEST IN AGRICULTURAL FACILITIES / SERVICES
- LOGISTICAL SERVICES
- IMPORT OF SENEGALESE FRUIT AND VEGETABLES

# AGRICULTURAL CHAIN (in short)

1. - INFRASTRUCTURE
2. - PRODUCTION / CULTIVATION
3. - TRANSFORMATION / PROCESSING
4. - TRANSPORT (road, air and sea)
5. - DISTRIBUTION (local market and export market)

# 1. - INFRASTRUCTURE (in short)

LAND : no problem (search with APIX)

- attribution (mayor and local community)
- rent / lease (local governmental institution)
- purchase (Ministry of Finance)

WATER : no problem

- water from wells (existing or newly to construct)
- water from rivers, it's branches or canals
- water from seasonal rains and state water company is no option

## 2. - PRODUCTION / CULTIVATION

### CHARACTERISTICS IN SHORT :

- very good soils
- good climate
- no specific threats for diseases or insects
- great numbers of engaged workers with green hands
- hands-on workers less available

# 3. - TRANSFORMATION / PROCESSING

## LACK OF PUBLIC FACILITIES

- processing space
- cold stores
- clean and dry storage

## LACK OF PACKAGING

- obligation to import all your needs

# 4. - TRANSPORT

## PRODUCE GOING TO EUROPE FROM SN EXPORTERS

- 5 % by air - costly, but serves to be first in the market
- 10 % by road (5.000 KM in 8 days) - door to door
- 85 % by sea - cheapest

## CONTAINER TARIFFS 40ft refrigerated container :

- Europe to Dakar : Euro 2.300
- Dakar to Europe : Euro 5.000+ (Euro 0,20 per KG)



## 5. - DISTRIBUTION (local market and export market)

### INTERNATIONAL PROSPECTIVE:

- Senegal has potential (91.000 tons of export in 2016) to be the little brother of emerging Morocco as supply window of Senegal is just before Morocco (4 to 6 weeks)

### PRICES :

- local market sometimes better than international market

### IDEAL SITUATION with 2 crops per year:

- produce in winter months for export
- produce in summer months for local market



**BANANE**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
VFS (Saint-Louis, Fatick)	***												
Niayes (Dakar, Thiès)	**												
Basin arachidier - Casamance (Ziguinchor)	**												

**TOMATE**



Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Niayes Sud (Dakar, Thiès)	**												
Casamance (Ziguinchor)	**												

**LIME VERTE**



**OIGNON**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Vallée du Fleuve Sénégal (Fatick)	***												
Niayes Nord (Fatick, Niakhar, Gambia)	**												
Niayes Centre & Sud (Thiès, Dakar)	**												
Autres (Kolda, Tambacounda, Kolda)	*												



**MAÏS DOUX**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Delta du Fleuve Sénégal (Saint-Louis)	**												
Niayes Sud (Dakar, Niakhar)	**												

**PIMENT**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Vallée du Fleuve Sénégal (Fatick)	**												
Niayes (Dakar, Thiès)	**												



**POIVRON**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Delta du Fleuve Sénégal (Saint-Louis)	**												
Niayes Sud (Dakar, Niakhar)	**												
Niayes Sud (Thiès, Niakhar)	**												

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Delta du Fleuve Sénégal (Saint-Louis)	**												
Niayes (Dakar)	**												



**MELON**



**POMME DE TERRE**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Niayes (Dakar)	**												
Principales variétés													
Claude, Spunta, Sabal													



**POMELO**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
VFS (Saint-Louis)	**												
Niayes Sud (Dakar, Thiès)	**												
Casamance (Ziguinchor)	**												



**PATATE DOUCE**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
VFS (Saint-Louis, Lac de Guiers)	***												
Niayes (Dakar)	**												

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Vallée du Fleuve Sénégal (Fatick)	***												
Niayes (Dakar, Thiès)	***												
Basin arachidier	**												
Principales variétés													
Chimons agrapés, Vale													

**GOMBO**



**PASTÈQUE**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
VFS (Saint-Louis, Lac de Guiers)	***												
Niayes (Dakar)	**												

**TOMATE CERISE**



**LEGENDE**

- VFS Vallée du Fleuve Sénégal
- Zone de faible production
  - Zone de forte production
  - Zone principale de production



- PRINCIPAUX MARCHÉS**
- Marchés urbains nationaux et sous-régionaux (grands centres)
  - Marchés d'exportation (écouls par voie maritime)
  - Marchés d'exportation de niche par avion (clients à réactivité opérationnelle)
  - Marchés en conditionnement préemballés
  - Produits destinés à la transformation et produits agro-industriels
  - Produits issus de la culture biologique (Certifiés)
  - Nouveaux marchés potentiels identifiés

Cette affiche ne tient pas compte de l'échelle réelle des produits



**ANANAS**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Casamance (Ziguinchor)	**												
Principales variétés													
Cayenne Noire													

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Niayes Sud (Dakar)	***												
Niayes Sud (Thiès)	**												
Basin Arachidier (Fatick)	**												
Casamance (Ziguinchor)	**												

**MANGUE**



**CHOU, CAROTTE, AUBERGINE**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Niayes Sud (Dakar, Thiès) et autres à proximité des zones urbaines	***												
CHOU	**												
CAROTTE	**												
AUBERGINE	**												

**PAPAYE**

Principales zones	Production	J	F	M	A	M	J	J	A	S	O	N	D
Niayes (Dakar)	**												
Basin arachidier (Fatick), Tambacounda	*												
Casamance (Ziguinchor)	**												



# MAIN FRUITS AND VEGETABLES

Senegal is already well known for it's :

- MANGO
- TOMATOES
- GREEN BEANS
- SWEET CORN
- MELONS

# NICHE FRUITS AND VEGETABLES

## INTERESTING OPPORTUNITIES FOR :

- RADISH
- SWEET POTATOES
- SPRING ONION
- BUTTERNUT (FLESPOMPOEN)
- HOT PEPPERS
- OKRA
- PAPAYA
- LIME
- LOCAL PRODUCTS (hibiscus, bouye, ditakh, madd)

PLEASE COME AND VISIT US IN SENEGAL

THANK YOU !

Hans Ham

Van Baerle International BV

Mobiel 06 5020 7269

baerleinternational@hotmail.com