

- **Niger...towards emergence!**

- Presentation of Niger
- Business climate in Niger
- Business opportunities!



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## **Presentation of Niger**

Independency: 1960

Size: **1 267 000 km<sup>2</sup>**

Population: **19,8 million habitants**

Capitale : **Niamey**

Number of regions : **8**

GDP per capita: **420 USD**

GNP per capita: **1100 USD**

Growth rate of GNP : **7,1 % in 2014**  
**6.5% in 2015**

Inflation : **-0,8 %**



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## **Presentation of Niger**

50% of the population in less than **15 years Old** – **70% less than 25 years old.**

Ethnies: **10 ethnies** (Haoussas: 50%)

Religion: **80% muslim**

Rural population: **75%**

Fertility rate: **6,7% (highest of the world)**

Borders countries: **7**

Natural resources: **Uranium, Coal, iron ore, tin, phosphate, gold, oil, salt**



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- **Presentation of Niger**

S.E.M Mahamadou ISSOUFOU  
**President of the Republic of Niger**  
Since 2011 (2<sup>nd</sup> mandate since April 2016)



S.E.M ISSOUFOU MAHAMADOU  
*Président de la République du Niger, Chef de l'État.*

- A stable national politic situation
- Initiatives and program of development to support the emergence of the country (3N, PDES...).
- Agriculture is **40% of the GNP**
- Fight against insecurity on the borders impacted the budget of the country.

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- A less and less dependence on uranium whose prices are falling
- Accelerating on the now expected growth of oil, gold and coal
- IMF support through extended credit facilities of more than \$130M.
- An industrial sector rising by 6.8% in 2015 (20% of the GNP).
- A service sector accounting for 40% of the GNP
- « **Despite a difficult external environment, the nigerien economie is doing well** » World banque.

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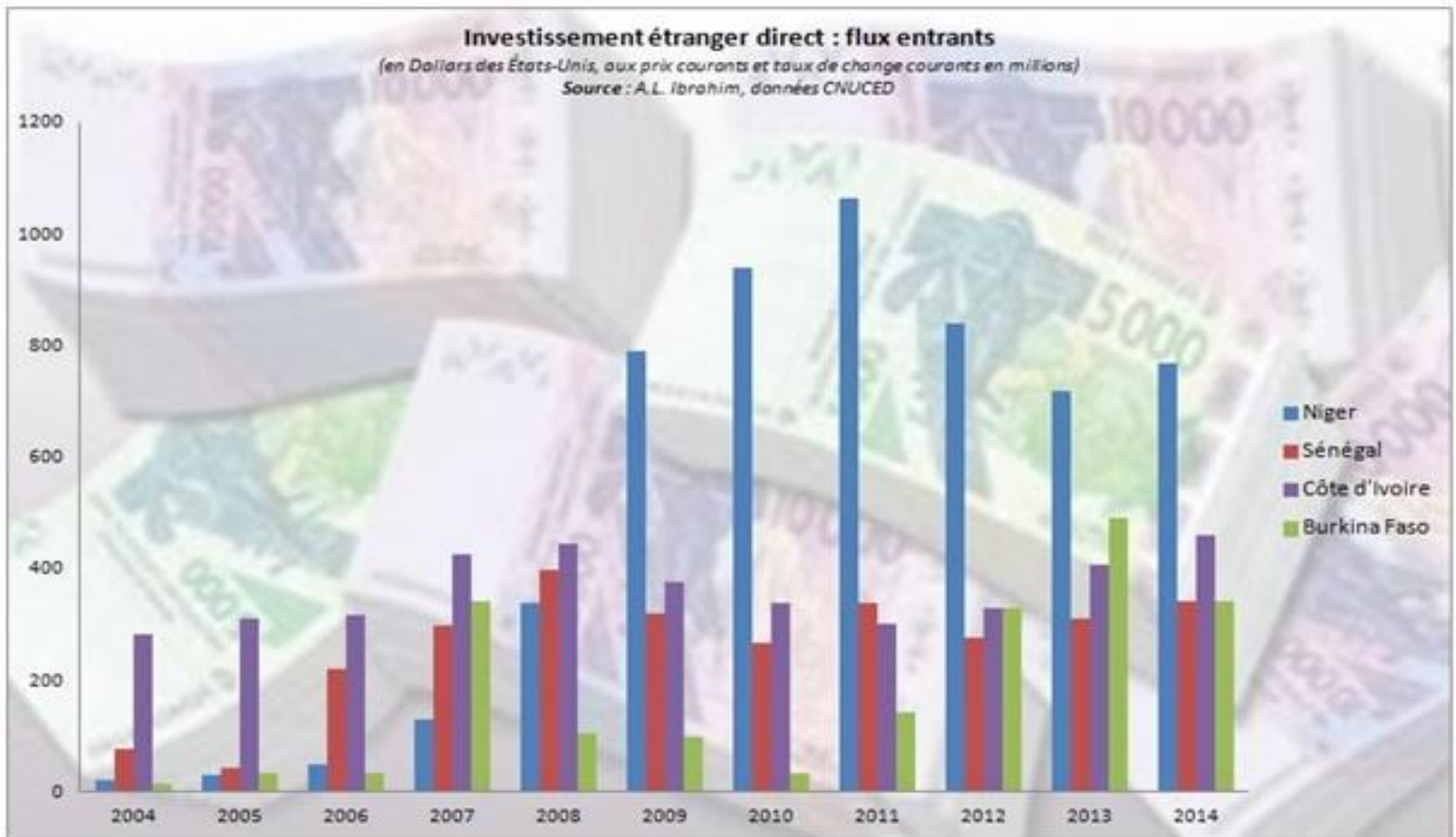
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- **Business climate in Niger**
- ✓ Un climat des affaires **en amélioration et favorablement perçu** des investisseurs nationaux et étrangers
- ✓ Un **gain de 4 places** dans le classement « doing business » pour 2016: 160<sup>e</sup>
- ✓ Une réduction sensible des délais de **création d'entreprises** et des frais
  - **3 jours** au lieu de plusieurs semaines - 16€ au lieu de 90€
  - bond de 43 places en 2015 se hissant au 134<sup>e</sup> rang mondial pour les créations d'entreprise.
- ✓ Les formalités d'investissements ont également été **assouplies**
- ✓ Le Niger est (re)-devenu une cible de choix pour les investisseurs
  - Accroissement des d'entrées des capitaux (**770 Millions USD** en 2014)
  - Hausse de 7% vs 2013
  - **NIGER: 1ere destination des investissements directs étrangers dans l'UEMOA (cf CNUCED)**

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✓ Niger occupies a « crossroads » position between North Africa and Sub-Saharan Africa : potential opening to a local market of 300 million consumers.

✓ The country is a member of ECOWAS and WAEMU, of whose missions is to create an enabling environment for investors to prosper and boost the country's growth. This membership offers products and services from Niger an access to a vast market of nearly 360 million of consumers.

✓ Un Investment Code revised since April 2014 : fiscal advantage during the investment and implementation period of 5 years.

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✓ **Additional measures taken by the government** that aim to encouraging Investors by facilitating activities such as :

- Inventive legislation :
  - Disengagement of the state
  - Privatization
  - Liberalization of prices
  - Promotion of the private sector
- A mining and petroleum code introduced
- Relawation of the labor code (hiring, redundancies, fixed-term contracts...)

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- ✓ Encouraging the establishment of Public Private Partnership
  - law on the General Regime of PPP contracts
  - law on the tax, financial and accounting regime for PPPs
- ✓ **Accession to Niger** to the Multilateral Investment Guarantee Agency
- ✓ A Chamber of Commerce and Industry (CCIN) and a Nigeren Agency for the Promotion of Exports (ANIPEX), both very active in promoting the private sector.

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✓ Establishment of the principle of good governance :

- High Authority for the fight against corruption and related offenses
- Green line for complaints and denunciations
- Anti-money laundering center

✓ Freedom of the press and human rights

- **29<sup>th</sup> out of 175 countries** according to Reporter Sans Frontières
- model of « good practice » for respect of human rights

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## **A more attractive business environment**

- ✓ The development of infrastructures follow the pace!
  - Construction of a partly effective interconnection railway line Benin – Niger – Burkina Faso – Togo
  - Modernization and construction of roads, Niamey airport and regional airports
  - Realization of a telecommunications network broadband by fiber optic
  - Renovation of the city of Niamey « Niamey Nyala » project
  - Construction of more than 5000 homes

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✓ The services and trade sector : the most active!

- Modernization and construction of roads, Niamey airport and regional airports
- Creation of dry ports
- Construction of large warehouses to import in larger quantities
- Training

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✓ The Nigerian **subsoil is full of very important reserves:**

- Uranium, one of the world's largest reserves
- Coal (construction of power plants)
- exploitation of the mineral coal of Salkadama estimated at **30million t.**
- Iron
- Gold
- Phosphate

→ Approximately 500 research permits available

→ **GOVERNMENT SUPPORTS** research, exploration while improving the institutional environment.

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✓ The oil, gas and energy sector : boosting sectors for the economy with reserves estimated at :

- nearly 1.3 billion barrels of oil
- more than 16 billions m<sup>3</sup> of natural gas (Agadem block)

In addition :

- **about thirty research blocks** available
- construction of a Nigeria – Niger – Algeria gas pipeline for the supply of these countries and Europe.
- **Promotion of hydroelectricity** on theKandadji dam (130 MW power plant)
- Construction of a second **coal-fired power plant** (between 300 & 500MW)
- Promotion of **solar power plants**.

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- ✓ The agricultural sector accounts for **40% of GNP**

- **3N Initiatives** (Nigériens Feed Nigériens) : major focus of the Economic and Social Development Plan through the promotion of local production :

- Investment opportunity: livestock, agro-forestry, cash crops, agro-industry, agro-business and exporting.

- Nièbe: production of 1.9 million tonnes in 2014 – 2<sup>nd</sup> producer of the sub-region

- Onion : Main producer of the region – 500 000t. A variety (Violet de Galmi) produced exclusively in Niger and exported to coastal countries in West Africa.

- Souchet, sesame, gum arabic : considerable potential in Europe and Asia

- Market gardening crops (garlic, peppers...) with high potential.

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✓ The **livestock sector** is traditionally a key sector :

→ A herd of more than 35 million heads (mainly ovine and caprine)

→ Important opportunities for the leather and skin industry

→ Potential products and services (slaughterhouses, meat, milk...)

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- ✓ **The rich and varied legendary Nigerian handicraft keeps the course !**
- leather goods
  - weaving
  - jewelery
  - wickerwork
  - sculpture

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## Vidéo

<https://youtu.be/QcA4s9eu2DM>

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***LE NIGER ... TOWARDS EMERGENCE!***

***Thanks for your attention!***

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