



**SEN PPP**  
FINANCE

# FIRST SENEGAL PUBLIC PRIVATE PARTNERSHIP PROJECTS FINANCING FORUM



*“ Public Private Partnerships:  
main pillar of the Senegal Emerging Plan ”*



**5-7 MAY 2015**

**ABDOU DIOUF INTERNATIONAL CONFERENCE CENTRE AT DIAMNIADIO, DAKAR, SENEGAL**

REPUBLIQUE OF SENEGAL



MINISTÈRE DE LA PROMOTION DES INVESTISSEMENTS,  
DES PARTENARIATS ET DU DÉVELOPPEMENT  
DES TÉLÉSERVICES DE L'ÉTAT

ORGANISED BY



[www.senpppfinance.com](http://www.senpppfinance.com)

### **THE CONTEXT OF “PLAN SENEGAL EMERGENT”**

**Sen PPP Finance 2015** is an event dedicated to Senegal’s Public Private Partnership projects that have been successfully financed, are in financing or in search of financing in the context of the Government new “**Plan Senegal Emergent**”- the Senegal Emerging Plan -called PSE.

Launched in February 2014 in Paris by **H.E. President Macky SALL**, this ambitious programme was presented before the major public and private sector investors as Senegal’s “**New Deal**” moving forward.

**The PSE aims to position the country** in a sustainable dynamic momentum by 2023, **as a regional economic and infrastructure hub** in agro-industry, energy, construction, logistics, mining, road and rail-road transportation, tourism and Services, **with the private sector as a key partner to realizing that vision.**

It will be a high level meeting of international investors, the Senegalese private sector, PPP experts, senior officials of financial institutions, principals, development partners and donors as well as service companies.

### **FORMAT OF THE EVENT: A FORUM**

**SEN PPP’Finance** will provide a platform for discussions on the prospects in the medium and long term in PPPs and issues related to innovative financing of projects, both in Senegal and throughout the continent.

**SEN PPP’Finance** offers a full range of opportunities for all public, private and multilateral actors, with three (3) main components:

- **Scientific:** Panels and discussions on innovative financing tailored to PPP projects in Senegal and the sub-region (participation of development banks, investment funds, commercial banks, business partners etc.);
- **Exhibition:** Exhibition of partnership offers from the Government of Senegal to investors and financial institutions (development banks, investment funds, commercial banks etc.)
- **«Sales of PPP projects in the Emerging Senegal Plan »:** detailed presentations of the PPP project sheets to investors, entrepreneurs and financial partners.

The Forum also includes a **pre-conference workshop** led by experts versed in legal issues of PPPs. This interactive training will provide you with a real legal toolkit of improving and understanding the legal framework of PPP projects. A UK-CPD approved Certificate we will delivered to you thereafter.



## PPP PROJECTS IN SENEGAL

### More than 18 Priority projects are to be realised through PPP:

- Construction of dry port of Kaolack for USD 60 million ;
- Tramway for USD 734 million ;
- Iron Ore Project Falémé for USD 202 million
- Second University of Dakar for USD 200 million
- City of Knowledge for USD 90 million
- Vocational Training Institutes for USD 160 million
- University Residences for \$ 280 million
- Reconstruction of the Aristide Le Dantec hospital for USD 160 million
- Centre against cancer for \$ 30 million
- Irrigation, Agriculture for USD 178 million
- Grain Corridors USD 620 million
- Seawater desalination unit for \$ 80 million
- Development of tourist sites:
  - Joal - Finio for \$ 16 million
  - Mbodiène for USD 406 million
  - Pointe Sarène for USD 282 million
- Integrated Special Economic Zone for \$ 90 million
- Business City for USD 540 million
- Construction of social housing for USD 440 million



In total, nearly two dozen PPP projects will be implemented in various sectors for a total estimated amount of 1587 billion FCFA largely financed by the private sector ( 1,111,billion ) and the State of Senegal is estimated to need find additional funding of ( 476 billion FCFA) .

Added to this portfolio of priority projects will be added many projects already initiated or envisaged by the state or local government.

## Completed PPP Projects

Senegal has already accumulated considerable experience by completing many PPP projects, which included:

- The Concession control of axle load: financing, construction, equipment and operation of stations weighing and measuring of heavy haulage vehicles haulage (contract signed in 2012, started partial operation, other on-going constructions) ;
- The construction, maintenance and maintenance of a toll highway connecting the city of Dakar to the new city of Diamniadio, 32 km: contract signed in 2009. Highway in operation since August 2013;
- An additional contract was signed (June 2014 ) with the operator of the highway for its extension to Diass ( Blaise Diagne International Airport )
- Construction equipment and management of a technical inspection of motor vehicles Centre (in operation, other centres provided inside the country);
- Concession of the container terminal at the site of the Port of Dakar;
- Turnkey construction of an international airport in Diass (AIBD): Project Finance Project type: Airport should be delivered in July 2015;
- Operation, management and maintenance of the Gare des Baux maraîchers (bus station in urban and interurban transport)

## WHO SHOULD PARTICIPATE?

- PPP departments
- Investment and sovereign wealth funds;
- Development banks
- Commercial banks;
- Legal experts, financiers, economists with proven expertise in driving PPP projects;
- Banks Export-Import (Exim -Banks);
- Community and Regional institutions;
- Managers of PPP units of Africa

## WHY SENEGAL?

### **A legal and institutional framework adapted to PPP**

Senegal, already had a suitable legal framework for PPPs (Law No. 2004-13 of March 1st 2004 on BOT contracts) decided to adopt a new law. That Law No. 2014-09 of February 20th 2014 on partnership agreements extends the reach and scope of PPP to include several new sectors, to make the environment more conducive to private investment. The new law also provides a secure regulatory framework adapted to unsolicited offers (Unsolicited Proposals).

### **Senegal, second largest economy in the WAEMU/UEMOA zone**

With its unique geo-strategic position, Senegal is, in terms of GDP, the second largest economy in the West African Economic and Monetary Union zone (8 countries sharing the CFA currency) and also has a harmonized legal environment (OHADA) with an annual inflation 1.1%.

With 700 km of coastline, a temperature between 20 ° C - 30 ° C and 300 days of sunshine per year, Senegal whose capital Dakar is a regional hub for West Africa, expects a growth rate of 7%.

The country is part of the UEMOA and ECOWAS common markets, totalling more than 320 million people.

### **Democratic governance characterized by strong institutions and a low level of risk**

Politically , Senegal is often cited as an example of political stability with strong institutions, democratic changes of power ( 2000 and 2012) and a low level of risk , ranking the first position in West Africa, Standard & Poor's B + / B.

Senegal is listed among the countries in the world that has best improved its business climate over the last 10 years. It is the 10th most competitive country in Africa (Global Competitive Report, Davos 2013) and is in the Top 10 African countries for good governance and democracy (Mo Ibrahim Index).

**In the latest Doing Business (2015 edition), Senegal gained 10 places from its ranking in 2014 and joined the Top 5 of the best global reformers.**

### **Modern infrastructures**

Senegal has a modern and efficient network of **roads and highways with toll roads** with the latest generation of bridges and interchanges, most of which was conducted thru Public Private Partnerships.



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It also has undertaken an ambitious program to modernize the **Dakar Port Authority**, plus the **Integrated Special Economic Zone (ZESI)** near the site of the new **Blaise Diagne International Airport (AIBD)** with an annual capacity of 3 million passengers, currently in final stages of construction.

Moreover, the country has **telecommunications infrastructure** covering its entire territory for a network of 6,000 km of optical fiber with 12.4 GB of Internet bandwidth. The 3G is already operational while 4G is in the testing phase. The ACE cable of 17,000 km has a landing point in Dakar.

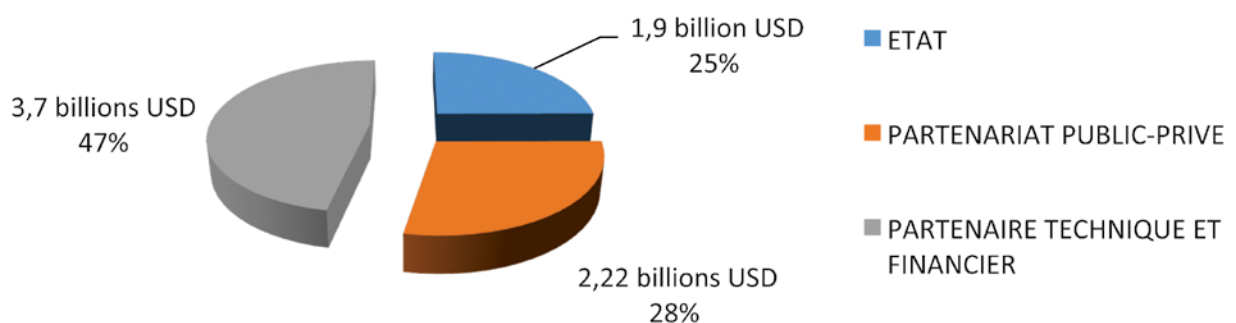
In Senegal, **investment opportunities are in the major growth in sectors** such as agriculture, education, energy, fishing, health, housing, industrial product transformation, mining, tourism, etc.

In addition the country has highly educated, professional, well skilled and trained human resources, for a predominantly young population.





### Expected Origin of Fundings: Senegal, PPPs and TFPs



To implement the PSE, the country is expecting a commitment of all stakeholders, the mobilization of public and private financial resources from international organizations, partners involved in conventional financing, innovative financing, new partners and potential donors, national and international private sector, and those interested in carrying out infrastructure investments.



## HOW TO PARTICIPATE:

### SPONSORING SENPPP Finance

Sponsorship allows you to highlight the participation of your company or institution during the event. This is the most cost effective way to increase your visual and presence at the event. Sponsorship options are designed to allow you to reach your target audience.

SEN PPP Finance offers a variety of sponsorship options, ranging from **Platinum, Gold, Silver, Bronze to Partner Sponsorship**. For more information on these options, please send an email to [ametradewestafrica@ametrade.org](mailto:ametradewestafrica@ametrade.org) or [senpppfinance@ametrade.org](mailto:senpppfinance@ametrade.org)

### EXHIBITING AT SENPPP Finance

By exhibiting at SEN PPP Finance you will be able to demonstrate your products and services directly to the key decision makers, as well as physically demonstrating your commitment to doing business in Senegal and the region.

We have prepared some **expertly designed equipped stands**. Priority of location and space will be allocated to the event sponsors.

### SPEAK AT SENPPP Finance

If you would like to speak at SENPPP please send the following information to the organizing committee.

A. Your choice of topics and an abstract (150 words)

B. Your biography

N.B speeches can be delivered in either French or English, priority will be given to Sen PPP Finance 2015 sponsors & exhibitors. All communications should last no longer than 15 minutes.

Inquiries to Djibril Saidou, Conference Director, AMETrade West Africa,

**Email: [d.saidou@ametrade.org](mailto:d.saidou@ametrade.org)**

### DELEGATE PARTICIPATION

By participating as a delegate you will receive the following items included in your package:

- Access to all the conference sessions and the exhibition
- Access to all official social functions and ceremonies including: coffee breaks, lunches, dinners and evening receptions
- A copy of all conference materials including delegate bag and delegate list
- Transport on arrival and departure in Dakar, Senegal and from your hotel to the conference venue



## OUR CONTACTS

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