



CONCEPT NOTE
OIC-SENEGAL INVEST FORUM
June 16 & 17, 2022 – CICAD
Dakar – Senegal

1. Context:

In a continental context characterized by positive prospects for a post-Covid recovery in growth (3.8% in 2022 for sub-Saharan Africa according to the latest IMF updates) the continent is regaining vigorous economic development in the trend of global recovery. In the thick of these circumstances, although weakened by the uncertainties relating to the pandemic, the most productive sectors continue to perform. Interestingly, strong industrialization guidelines and policies to enhance regional value chains as well as the implementation of the African Continental Free Trade Area (AfCFTA), should be advantageous for the continent's overall economic competitiveness.

This is the continental backdrop to the proposed OIC-Senegal Invest Forum to be held in Dakar on June 16 - 17, 2022, on the sidelines of the 17th Trade Fair of OIC Member States. This high-level meeting strives for heralding the economic recovery in the 57 Member Countries of the Organization of Islamic Cooperation (OIC).

This momentous event is an opportunity to strengthen trade relations between Senegal and other OIC Member Countries. Besides, it congregates strategic economic players: public and private investment actors, trade promotion organs, and professional associations...

By the same token, Senegal is one of the most attractive economies thanks to its strategic geographical position, but also its political stability, and favorable business climate. Indeed, structural reforms have led to a significant change in Senegal's economic landscape, especially the privatization of many public enterprises in the agricultural sector and infrastructure. In terms of performance, the Senegalese economy has shown real resilience during the health crisis with a growth of more than 6% in 2021 and projects a rate of 10.8% in 2023 according to the International Monetary Fund (IMF). In parallel, inflows of Foreign Direct Investments (FDI) increased by 39% in 2020, for a total value estimated at US\$1.5 billion in the same year according to the latest updates from the United Nations Conference on Trade and Development (UNCTAD).

As a matter of fact, the primary sector employs 46% of the working population and comprises 15.6% of the GDP. The main crops in Senegal are peanuts, cowpeas, cassava, watermelons, millet, rice, and corn. The secondary sector constitutes 24.1% of the GDP and employs 18% of the working population. It is mainly based on the production of fertilizers and phosphoric acid for India and on the processing of peanuts (oil and oilcake for livestock) and seafood (despite a growing scarcity of resources). The tertiary sector constitutes 60.3% of the GDP and employs 22.4% of the working population. It benefits in particular from the excellence of telecommunications infrastructure, which encourages investment in teleservices and the Internet.

Senegal's flagship projects in phase II of the Plan for an Emerging Senegal are:

- Development of social housing and a construction ecosystem;
- Regional Multiservice and Tourism Hub;
- Mines and Fertilizers (National artisanal mining program, Relaunch of the integrated project on iron (Falémé), Development of the phosphate and fertilizer sector, Acceleration of the exploitation of the gold sector, Acceleration of the exploitation of the zircon deposits;



- Regional Logistics and Industrial Hub (3 integrated industrial platforms);
- Agriculture, seafood, and agri-food (3 integrated industrial centers for the processing of seafood products, Accelerated development of Aquaculture, Development of three cereal corridors - Restructuring of the peanut sector, Creation of 3 integrated agropoles);
- Strategic recovery of the energy and infrastructure sectors (Hydrocarbon supply, Integrated Electricity Recovery Plan, and Universal Energy Service).

2. The OIC-Senegal Invest Forum, a platform for Senegal as an investment destination

The organizer: The Islamic Centre for Development of Trade (ICDT), a subsidiary organ of the Organization of Islamic Cooperation (OIC).

Institutional partner: The National Agency for Investment Promotion and Major Works Agency (APIX) – Senegal

Multilateral Partner: The Islamic Corporation for the Development of the private sector (ICD)
Support of: IsDB Group Business Forum – THIQA

Technical Partner: Mazars Morocco

Communication Partner: Financial Afrik

Date and venue: June 16-17, 2022, at the Abdou Diouf International Conference Center (CICAD), Dakar - Senegal

The main objectives:

This Forum seeks to achieve the following main objectives:

- Promote Senegal investment destination and introduce investors from OIC member countries to major investment opportunities;
- Foster the development of economic and trade partnerships among OIC member countries;
- Promote co-investment between champions of Islamic economies for greater added value and better regional integration;
- Highlight cooperation and synergy among OIC member countries to attract complementary investments in continental value chains.

The expected results:

The expected results from the Forum are:

- To promote investment opportunities in Senegal;
- To foster the conclusion of investment intentions on structuring projects;
- To promote investments in intra-OIC value chains.

Stakeholders:

The Forum will bring together the following speakers:

- Minister of Economy, Planning, and Cooperation;
- Minister of Finance and Budget;
- Minister of Investment Promotion, Partnerships, and the Development of State Teleservices;
- Agency for the Promotion of Investments and Major Works (APIX);
- Islamic Centre for Development of Trade (ICDT);
- Islamic Development Bank (ICD, ICIEC, Department of Cooperation and Regional Integration);



- Afreximbank ;
- BADEA;
- Local and regional banks;
- Private and institutional investors from OIC member countries.

The Themes of the scientific program:

This high-level forum will discuss the following main themes:

- Senegal, land of strategic investment: global economic competitiveness, promising strategic sectors, structural reforms of the business climate, improvement of attractiveness to investments;
- Post-covid recovery: towards strengthening the integration of intra-OIC value chains through investment;
- Intra-OIC trade and investment between Arab and African Islamic countries: State of play and development prospects;
- AfCFTA, ECOWAS: What prospects for regional and continental economic integration, and what roles for investments.

3. The Draft Program:

OIC-SENEGAL INVEST FORUM

June 16-17, 2022, at the Abdou Diouf International Conference Center (CICAD), Dakar – Senegal

		Thursday, June 16, 2022	Comments
10:00-10:45 a.m.	Inaugural session	<ul style="list-style-type: none"> • Welcoming Speech by Mrs. Latifa Elbouabdellaoui, Director General of ICDT • Speech by H.E. Hissein Brahim Taha, Secretary-General of the OIC • Speech by H.E. Amadou Hott, Minister of Economy, Planning, and Cooperation • Speech by H.E. Dr. Ayman Sejiny, Chief Executive Officer of the Islamic Corporation for the Development of the Private Sector (ICD) - TBC <p>Moderator:</p> <ul style="list-style-type: none"> • Mr. Abdou Souleye Diop: Managing Partner Mazars Morocco <p>Master(s) of Ceremony:</p> <ul style="list-style-type: none"> • Arab-French-English trilingual profile(s): ongoing selections. 	According to the protocol order to be defined in consultation with APIX
10:45-11:15 a.m.	Pitch <i>Invest in Senegal</i>	<p>Presentation of the investment opportunities of the Senegal destination</p> <ul style="list-style-type: none"> • Mr. Mountaga Sy: Director-General of APIX 	
11.25 a.m.-12.30 p.m.	Panel <i>Investment financing</i>	<p>Theme: Business environment & risk management</p> <p>Panelists :</p> <ul style="list-style-type: none"> • H.E. Amadou HOTT: Minister of Economy, Planning, and Cooperation, Senegal • Dr. Akinwumi Adesina: CEO, AfDB • Mr. Papa Demba Diallo: Managing Director, FONSI • Dr. Sidi Ould Tah: Managing Director, BADEA 	Financial Afrik



		<ul style="list-style-type: none"> • Professor Benedict Oramah: Chairman, Afreximbank • Mr. Hamza Boukili, Head of Partnerships at ICD. <p>Moderator: Mr. Adama Wade: Managing Director, Financial Afrik</p> <p>Objectives :</p> <ul style="list-style-type: none"> - Assisting regional and international banks in the financing of investments - Investment incentive program; - Facilities offered; - Support and hedging guarantee instruments; 	
12:30-2:00 p.m.	Lunch break & networking		
2:30-3:30 p.m.	Panel Investment	<p>Theme: <i>What post-COVID stimulus mechanisms for investment</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> • H.E. Abdoulaye Daouda Diallo: Minister of Finance and Budget • Mr. Ousseyni Kane, Managing Director, BOS-PSE • NCES or NCE (recommended by APIX) • Mr. Babacar Ngom : President, SIC <p>Moderator: Mr. Abdou Souleye Diop, Managing Partner, Mazars</p> <p>Objectives :</p> <ul style="list-style-type: none"> - Resilience tools and mechanisms deployed during the Covid-19 crisis; - Instruments for boosting public and private investment; - Avenues for priority investment climate reforms in a post-Covid context; - Role of the private sector in promoting investment. 	Mazars
3:30-5:30 p.m. (Concurrent sessions)	Deal Room 1 Industry (1h30)	<p>“Industry” information session</p> <ul style="list-style-type: none"> • Animation: APIX • Duration: 15 minutes <p>BtoG Meetings:</p> <ul style="list-style-type: none"> • Agribusiness • Manufacturing industry • Pharmaceutical 	<ul style="list-style-type: none"> - 05 meetings per Deal Room - 1h30 on average per Deal Room - 15-20 minutes per meeting - Indicative sector breakdown. It May be subject to change in consultation with APIX <p>The facilitators of the sectoral information sessions:</p> <ul style="list-style-type: none"> - Apix sector directors - Directors of reference public institutions (PAD, AGPBE, etc.)
	Deal Room 2 Telecoms & IT (1h30)	<p>information session “Telecoms & IT”</p> <ul style="list-style-type: none"> • Animation: APIX • Duration: 15 minutes <p>BtoG Meetings :</p> <ul style="list-style-type: none"> • Digital Economy • Digital transformation • Telecoms 	
	Deal Room 3 Energy & Mining (1h30)	<p>information session “Energy & mining”</p> <ul style="list-style-type: none"> • Animation: Ministry of Petroleum and Energy • Duration: 15 minutes <p>BtoG Meetings :</p> <ul style="list-style-type: none"> • Oil and Gas • Electricity & renewable energies • Mining 	
Friday, June 17, 2022			
09:00-11:00 a.m. (Concurrent sessions)	Deal Room 4 Tourism & Hospitality (1h30)	<p>Information session “Tourism & hospitality”</p> <ul style="list-style-type: none"> • Animation: Ministry of Tourism and Air Transport • Duration: 15 minutes <p>BtoG Meetings:</p> <ul style="list-style-type: none"> • Hospitality industry • Tourist accommodation • Tourist infrastructure (shopping centers, malls, etc.) 	<ul style="list-style-type: none"> - 05 meetings per Deal Room - 15 minutes per meeting - Indicative sector breakdown. It May be



	<p>Deal Room 5 Transport & logistics <i>(1h30)</i></p>	<p>Information session "Transport & logistics"</p> <ul style="list-style-type: none"> • Animation: Director-General of the Autonomous Port of Dakar (PAD) • Duration: 15 minutes <p>BtoG Meetings :</p> <ul style="list-style-type: none"> • Marine sector • Aviation sector • Land sector 	<p>subject to change in consultation with APIX</p> <p>The facilitators of the sectoral information sessions:</p> <ul style="list-style-type: none"> - Apix sector directors - Directors of reference public institutions (PAD, AGPBE, etc.)
	<p>Deal Room 6 Construction & Infrastructure <i>(1h30)</i></p>	<p>Information session "Construction & Infrastructure"</p> <ul style="list-style-type: none"> • Animation: APIX • Duration: 15 minutes <p>BtoG Meetings :</p> <ul style="list-style-type: none"> • Construction/real estate • Public infrastructure • Water & sanitation 	
<p>11:00-11:15 a.m.</p>	<p><i>Coffee break & networking</i></p>		
<p>11:15 a.m. - 12:30 p.m.</p>	<p>Closing session <i>Summary and recommendations</i></p>	<p>Structuring of speaker profiles:</p> <ul style="list-style-type: none"> • Mr. Mountaga Sy: Director General of APIX • Mrs. Latifa Elbouabdellaoui: Director General of ICDD <p>Moderator:</p> <ul style="list-style-type: none"> • Mr. Abdou Souleye Diop: Managing Partner of Mazars Morocco 	<p>According to the protocol order to be defined with the APIX</p>
<p>12:30-2:30 p.m.</p>	<p><i>Lunch break & networking</i></p>		
<p>3:00-7:00 p.m.</p>	<p>Site visits</p>	<p>Exclusive Sessions:</p> <ul style="list-style-type: none"> • One-to-one sessions with Mr. Director General of APIX... <p>Visits to strategic sites:</p> <ul style="list-style-type: none"> • Diamniadio's integrated industrial platform • Other sites of investment interest... 	<p>To be defined in accordance with APIX guidelines</p>