In pursuance of the CONTRACTING PARTIES' Decision of 12 April 1989 concerning the Trade Policies Review Mechanism (BISD 36/403), the initial full report by Senegal for the review by the Council is attached.
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. TRADE POLICIES AND PRACTICES</strong></td>
<td>1</td>
</tr>
<tr>
<td>1.1. General trade objectives</td>
<td>1</td>
</tr>
<tr>
<td>1.2. Sector measures</td>
<td>2</td>
</tr>
<tr>
<td>1.2.1. Agriculture</td>
<td>2</td>
</tr>
<tr>
<td>1.2.2. The industrial sector</td>
<td>2</td>
</tr>
<tr>
<td><strong>2. TRADE POLICY FRAMEWORK</strong></td>
<td>4</td>
</tr>
<tr>
<td>2.1. National laws and regulations governing the implementation of trade policy</td>
<td>4</td>
</tr>
<tr>
<td>2.2. Description of trade policy formulation</td>
<td>4</td>
</tr>
<tr>
<td>2.2.1. The Ministries involved</td>
<td>4</td>
</tr>
<tr>
<td>2.2.2. Representation of economic operators</td>
<td>5</td>
</tr>
<tr>
<td>2.2.2.1. Industrial and trade associations</td>
<td>5</td>
</tr>
<tr>
<td>2.2.2.2. The Chamber of Commerce, Industry and Agriculture</td>
<td>5</td>
</tr>
<tr>
<td>2.2.2.3. The Support Unit for the Promotion of Enterprises (CAEE)</td>
<td>5</td>
</tr>
<tr>
<td>2.2.2.4. The Economic and Social Council (CES)</td>
<td>5</td>
</tr>
<tr>
<td>2.2.3. Other bodies</td>
<td>6</td>
</tr>
<tr>
<td>2.3. Administrative bodies</td>
<td>6</td>
</tr>
<tr>
<td>2.4. Bilateral, multilateral and regional agreements</td>
<td>6</td>
</tr>
<tr>
<td>2.4.1. Bilateral agreements</td>
<td>7</td>
</tr>
<tr>
<td>2.4.2. Regional agreements</td>
<td>7</td>
</tr>
<tr>
<td>2.4.2.1. The Western African Economic Community (CEAO)</td>
<td>7</td>
</tr>
<tr>
<td>2.4.2.2. The Economic Community of West African States (ECOWAS)</td>
<td>8</td>
</tr>
<tr>
<td>2.4.3. Multilateral agreements and other arrangements</td>
<td>8</td>
</tr>
<tr>
<td>2.4.3.1. Generalized System of Preferences (GSP)</td>
<td>8</td>
</tr>
<tr>
<td>2.4.3.2. GATT</td>
<td>9</td>
</tr>
<tr>
<td>2.4.3.3. The Lomé Convention</td>
<td>10</td>
</tr>
<tr>
<td>2.4.3.4. UNCTAD and other multilateral organizations</td>
<td>10</td>
</tr>
<tr>
<td><strong>3. TRADE POLICIES AND PRACTICES BY MEASURE</strong></td>
<td>12</td>
</tr>
<tr>
<td>3.1. Taxation</td>
<td>12</td>
</tr>
<tr>
<td>3.1.1. Customs duties and other forms of taxation</td>
<td>12</td>
</tr>
<tr>
<td>3.1.1.1. Overview</td>
<td>12</td>
</tr>
<tr>
<td>3.1.1.2. Form of duties</td>
<td>13</td>
</tr>
<tr>
<td>3.1.2. Internal taxes</td>
<td>14</td>
</tr>
<tr>
<td>3.1.2.1. Direct and assimilated taxes</td>
<td>14</td>
</tr>
<tr>
<td>3.1.2.2. Other levies</td>
<td>15</td>
</tr>
<tr>
<td>3.2. Description of customs procedures</td>
<td>16</td>
</tr>
<tr>
<td>3.2.1. Customs clearance procedures</td>
<td>16</td>
</tr>
<tr>
<td>3.2.2. Required documentation</td>
<td>16</td>
</tr>
<tr>
<td>3.2.3. Modifications</td>
<td>16</td>
</tr>
<tr>
<td>3.2.4. Appeal</td>
<td>16</td>
</tr>
<tr>
<td>3.2.5. Customs declaration</td>
<td>17</td>
</tr>
</tbody>
</table>
3.2.6. Registration of importers/exporters ........................................ 17
3.2.7. Customs valuation .......................................................... 18
3.2.8. Means of preventing under-invoicing/over-invoicing .............. 18
3.3. Import régime ................................................................. 18
3.3.1. Domiciliation ............................................................. 19
3.3.2. Prior declaration import (Déclaration préalable d’importation) 19
3.3.3. Import restrictions and prohibitions .................................. 19
3.4. Export régime ............................................................... 20
3.4.1. Products subject to prior export licensing .......................... 21
3.4.2. Obligation to repatriate foreign exchange .......................... 21
3.4.3. Export taxes .............................................................. 22
3.5. Economic integration associations ....................................... 22
3.5.1. CEAO ................................................................. 22
3.5.2. ECOWAS ............................................................... 23
3.6. Export promotion instruments ............................................. 23
3.6.1. International Centre for Foreign Trade of Senegal (CICES) 23
3.6.2. The Dakar Industrial Free Zone (ZFID) .......................... 24
3.6.3. The Senegalese Export Credit Insurance Agency (ASACE) 25
3.6.4. The Subsidization Fund and the Export Credit Financing Agency 26
3.6.5. Export subsidies ......................................................... 26
3.6.6. Temporary admission ................................................... 27
3.6.7. Industrial warehousing .................................................. 27
3.6.8. Prior exportation ........................................................ 27
3.6.9. Drawback ............................................................... 27
3.7. Technical requirements - health and safety regulations .......... 27
3.7.1. Standardization, certification ......................................... 27
3.7.2. Regulation of pharmaceutical imports .............................. 28
3.7.3. Phytosanitary regulations ............................................. 28
3.8. Government procurement, countertrade and anti-dumping measures 30
3.8.1. Government procurement .............................................. 30
3.8.1.1. Preparation of contracts ......................................... 30
3.8.1.2. Examination of tenders .......................................... 30
3.8.1.3. The opinion of the National Commission on Government Procurement (CNCA) and the Regional Commissions on Government Procurement (CRCA) 31
3.8.1.4. Approval of the contracts ......................................... 31
3.8.2. Countertrade ............................................................ 31
3.8.3. Anti-dumping measures ............................................... 31
3.9. Other measures ............................................................ 31
3.9.1. Cartels ............................................................... 31
3.9.2. Measures in favour of regionalization .............................. 32
3.9.3. Measures in favour of research and development ............... 33
3.9.4. Measures requiring the use of local raw materials ............ 33
3.9.5. Assistance towards the restructuring of industry and occupational mobility ......................................................... 33
3.9.5.1. The Restructuring Fund ........................................... 33
3.9.5.2. The Vocational Development Fund ............................ 34
3.9.5.3. Fund for the Retraining and Rehabilitation of Victims of Deflation in the Industrial Sector ............................................... 34
3.9.6. Privatization of enterprises .......................................... 34
3.9.6.1. Enterprise evaluation ........................................... 34
3.9.6.2. Sale of State equity holdings .................................. 34
3.9.7. Price regulation ..................................................... 35

4. BACKGROUND AGAINST WHICH THE ASSESSMENT OF
TRADE POLICIES WILL BE CARRIED OUT; WIDER
ECONOMIC AND DEVELOPMENT NEEDS, EXTERNAL
ENVIRONMENT .......................................................... 37

4.1. Economic objectives and policies .................................... 37
4.1.1. Background ......................................................... 37
4.1.2. Sectoral policies .................................................. 38
4.1.2.1. In the industrial sphere: the New Industrial Policy (NIP) ...... 38
4.1.2.2. Mining and energy policy ...................................... 40
4.1.2.3. Agriculture ..................................................... 43
4.1.2.4. Fisheries ....................................................... 43
4.2. Overall economic results ............................................. 44
4.2.1. GDP growth ....................................................... 44
4.2.2. Public finance .................................................... 44
4.2.3. Balance of payments ............................................. 45
4.2.4. Debt .............................................................. 45
4.2.5. Main foreign trade trends ....................................... 45
4.2.5.1. Structure ....................................................... 45
4.2.5.2. Evolution ...................................................... 46
4.2.5.3. Orientation of trade .......................................... 47
4.2.6. Terms of trade ................................................... 48
4.3. Sectoral economic performance ..................................... 48
4.3.1. Agriculture ....................................................... 48
4.3.2. Fisheries ........................................................ 50
4.3.2.1. Rational management of resources .......................... 50
4.3.2.2. Obsolescence of the fleet .................................... 51
4.3.2.3. Situation of production units ............................... 51
4.3.2.4. Trade problems for exports ................................. 51
4.4. Problems on external markets ...................................... 51
1. TRADE POLICIES AND PRACTICES


As the first two programmes were not able to halt the deterioration of the financial situation nor to bring about any lasting change, the Medium- and Long-Term Adjustment Programme was introduced in order to combat institutional and structural rigidity.

The measures taken aimed at:

- further stabilizing the macro-economic framework;
- introducing appropriate incentive mechanisms in order to boost private investment;
- improving investment efficiency;
- reviewing the rôle of the State by streamlining the public sector;
- defining sector-specific strategies in keeping with overall economic policy.

1.1. In the field of trade, the overall objectives are as follows:

For domestic trade:

- to ensure that the population is properly and regularly supplied, especially with staple commodities and broadly used consumer goods;
- to ensure that the national production network is properly supplied.

For foreign trade:

- to reduce the trade deficit;
- to promote and diversify exports;
- to reduce the growth rate of imports.

These objectives must be implemented in a more liberal framework. Thus:

- the conditions for engaging in trade, importing or exporting are being simplified;
- prices will be fixed more freely by economic operators in a market which will have become more competitive;
- importation is being both rationalized and liberalized. Rationalization no longer depends, as in the past, on administrative import controls. On the contrary, it is to be achieved by the economic operators themselves. To this end, emphasis is being placed on import management training and on the introduction of a trade information unit in order to help operators to take the right purchasing decision.

Project SEN 61/42 - "Import Management", financed by Switzerland and implemented through the International Trade Centre, has contributed significantly in this respect.

Senegalese entrepreneurs have benefitted, within the framework of this project, from in-house assistance and training seminars, and data processing equipment has been installed in order to provide access to international data banks.

This rationalization makes it possible not only to reduce the overall cost of our imports, but also to boost exports, as Senegalese industry is very outward-looking.
1.2. Sector measures

1.2.1. Agriculture

The Medium- and Long-Term Adjustment Programme has taken up specific measures adopted in 1984 in the framework of the New Agricultural Policy. These measures aim to ensure 80 per cent self-sufficiency in food through the substitution of local products for imports.

In trade, the Government is making every effort to eliminate restrictions, in particular those related to marketing.

Thus, the free movement of cereals other than paddy rice has been restored within the country’s territory.

The marketing of seeds as well as participation in the purchase of groundnuts has been opened up to the private sector.

Senegal has also opted for a gradual transfer of responsibility to the private sector and to domestic producers while reducing the involvement of State and parastatal bodies.

The subsidization of inputs has finally been dropped.

This policy must be pursued with the following goals in mind:

- identification of measures to improve the management and distribution of production factors and possibly to make our cereals more competitive with respect to imported cereals;
- restructurin of the main agricultural sub-sectors (cotton, groundnuts, rice);
- for each of the branches showing a deficit, search for a new strategy with respect both to input, research and popularization credits, and to prices.

1.2.2. The industrial sector

The goal in this sector is to place enterprises in a competitive environment, inter alia by permitting foreign enterprises to compete with them.

Thus, within the framework of the New Industrial Policy:

- prohibitions, prior licensing and quotas have been reduced;
- with the exception of a few sectors, import duties have been recognized as the only means of protection;
- import duties, which in many cases have been reduced, have been reorganized in order to avoid placing raw materials and intermediate products at a disadvantage;
- price controls have been eased.

However, this effort to expose our industry to foreign competition should have been immediately followed by parallel measures, if not preceded by them, so as to bring the policy into line with international standards.

But for budgetary reasons, the implementation of certain measures, in particular those aimed at reducing the cost of production factors, has been delayed.
Thus, the rapid adoption of negative adjustment measures (elimination of quantitative protective measures) has led certain enterprises, in the absence of these back-up measures, to resort to massive lay-offs and in some cases even to closure. In the field of textiles, for example, SOTIBA and ICOTAF have had to cease their activities.
2. TRADE POLICY FRAMEWORK

2.1. National laws and regulations governing the implementation of trade policy

The major foreign-trade-related instruments are the following:

- Customs Law No. 87-47 of 28 December 1987;
- Law No. 81-61 of 24 November 1981 subjecting certain activities relating to industry, trade and handicrafts to prior authorization or declaration;
- Law No. 74-06 of 22 April 1974 on the Status of the Free Zone as amended, *inter alia*, by Law No. 91-30 of 13 April 1991 establishing the status of free sectors;
- Law No. 86-37 of 4 August 1986 creating a general export incentives régime;
- Decree No. 87-646 of 15 May 1987 establishing the conditions for obtaining an import/exporter's card;
- Decree No. 86-967 of 9 August 1986 on the application of Law No. 86-37 of 4 August 1986 establishing a general export incentives régime;
- Decrees subjecting the import of certain products to prior authorization or prohibiting such imports;
- Decree No. 88-956 of 12 July 1988 subjecting the export of certain products to prior authorization;
- Decree No. 62-0151 granting monopoly rights to the Société Africaine de Raffinage (SAR) for the import of crude oil and refined products.

2.2. Description of trade policy formulation

Elaboration of trade policy involves not only a number of different ministries but also economic operators who are represented in various ways.

2.2.1. The Ministries involved

These ministries are:

- The Ministry of Trade and Crafts;
- The Ministry of the Economy, Finances and Planning;
- The Ministry of African Economic Integration;
- The Ministry of Agriculture;
- The Ministry of Energy, Mining and Industry;
- The Ministry of Public Health;
- The Ministry of Fisheries and Maritime Transport;
- The Ministry of Foreign Affairs.

Trade measures are generally the subject of consultation among the Ministers responsible for the economic sector and the Minister of Trade.

In principle, the latter acts as coordinator. In reality, however, for tax-related matters this coordination is more the responsibility of the Minister of Finances in view of the important contribution which these tax receipts represent for the State budget.

Disagreements are settled by the Prime Minister or the President.
2.2.2. Representation of economic operators

2.2.2.1. Industrial and trade associations

These associations include, to mention but a few, the Conseil National du Patronat (National Employers’ Council), the Syndicat des Importateurs et Exportateurs (Importers’ and Exporters’ Union), the Union Nationale des Commerçants Importateurs du Sénégal (National Union of Senegalese Importers), the Confédération Nationale des Employeurs du Sénégal (National Federation of Senegalese Employers).

2.2.2.2. The Chamber of Commerce, Industry and Agriculture

The Chamber of Commerce, Industry and Agriculture, which is in fact organized into three sections (the Trade Section, the Industrial and Services Section and the Agricultural Section), provides comments and information to the authorities on matters within its competence (Article 41 of Decree No. 89.696 of 16 June 1989).

The Chamber may propose improvements in conditions related to foreign and domestic trade and participate in initiatives to organize or rationalize trade networks.

Under Article 42 of the aforementioned decree, the Chamber may provide comments on:

- regulations relating to trade practices as well as any reform in the regulations governing trade, industry and agriculture;
- tariffs, consumer taxes, trading permits and licences and on all taxes related to trade, industry and agriculture in general.

2.2.2.3. The Support Unit for the Promotion of Enterprises (CAEE)

The CAEE, which began its activities in 1991, is currently financed by France.

Under the supervision of the Office of the Prime Minister, the CAEE is led by a Steering Committee comprising the private sector, the administration and the financial backers.

The CAEE has the following tasks:

- to facilitate consultation between the Government and the employers;
- to shed some light on entrepreneurial development through case studies of particular branches (for example textiles, fishing);
- to keep the economic operators informed. To this end it has drawn up an Investors’ Guide, a guide to the Economic Development Fund, a compilation of foreign trade instruments and a compilation of domestic trade instruments.

2.2.2.4. The Economic and Social Council (CES)

While the creation of the Economic and Social Council is provided for under the Constitution, in particular under Articles 88 and 92, its composition, organization and rules of operation are set forth in Order No. 63-08 of 4 July 1963.

Article 1 of this Order stipulates that the CES is a consultative body "ensuring the representation of the principal economic activities, favouring co-operation among various professions and ensuring their participation in the economic and social policies of the nation".
Organic Law No. 67-43 of 8 July 1967 amending Ordinance No. 63-08 of 4 July 1963 stipulates that the CES "may examine draft legislation of an economic or social character except for financial laws".

The CES deals with requests for studies or opinions by the President or National Assembly. However, it may also deal with economic, social or financial issues on its own initiative.

Opinions are submitted to the President for publication in the Official Journal.

2.2.3. Other bodies

In most developing countries, the link between the Administration and the Universities is not as close as could be hoped.

Senegal is no exception to this rule, particularly as regards the formulation of trade policy. However, the authorities are trying to improve this relationship.

Thus, the professors of the International Trade Department the Ecole Normale Supérieure de Technologie and of the Centre Supérieur Africain de Gestion (CESAG) participated actively in the Seminar on Export Stimulation held at the end of January 1992.

Nor has the Banque Centrale des États de l’Afrique de l’Ouest (BCEAO), the joint bank of issue of the WAMU Member countries, played a very important rôle in the determination of trade policy.

However, it has become more and more involved over the past two years, particularly in the search for a better formula for economic integration.

2.3. Administrative bodies

The administrative bodies involved in trade policy are:

- the Direction du Commerce Extérieur (Foreign Trade Department), which is responsible for prior import and export authorizations, for stamping GSP certificates of origin, and for dealing with applications for importers/exporter’s cards;
- the Direction Générale des Douanes (Customs Department), responsible for stamping EUR1 certificates of origin, for deciding on the admissability of both import and export applications, and for ensuring that customs clearance regulations are applied;
- the Direction de la Pharmacie (Pharmaceutical Department), which is central to the issuing of authorizations to market pharmaceutical products on the Senegalese market and which is also responsible for stamping the invoices of imported pharmaceutical products;
- the Direction de l’Elevage (Livestock Department), responsible for sanitary control of imported animal products (meat, powdered milk);
- the Direction de la Protection des Végétaux (Plant Protection Department), which is responsible for phytosanitary inspection of both imported and exported plants, for the granting of special authorizations for the import of products subject to conditional prohibition, for the granting of authorizations to import class C goods as well as products from countries appearing in Table II of the Decree of 10 March 1960, and also primarily responsible for the procedure for the approval of pesticides, which is a prerequisite to their admission into the country;
- the Direction de la Monnaie et du Crédit (Money and Credit Department), which is responsible for stamping the authorizations for the allocation of foreign currency for imports and the commitment of foreign exchange for exports;
the Société Générale de Surveillance (SGS) which, since 1992, has been handling prior import declarations when the c.i.f. value of such imports has exceeded 500,000 CFAF and supplying importers with acceptance certificates enabling them to clear through customs any imports having a c.i.f. value exceeding 1,500,000 CFAF;
- the Chamber of Commerce, Industry and Agriculture. The Dakar Chamber sells prior import and export authorization forms as well as certificate of origin forms, and sells and types up applications for importer/exporter’s cards;
- the Caisse de Péréquation et de Stabilisation des Prix (CPSP) (Price Equalization and Stabilization Fund) which is responsible for the import of over 35 per cent of broken rice, in which it has a monopoly;
- the Société Africaine de Raffinage (SAR), which is also the monopoly importer of crude oil and refined oil to supplement its own production.

2.4. Bilateral, multilateral and regional agreements

2.4.1. Bilateral agreements

Senegal has signed bilateral agreements with 50 countries. These trade agreements generally provide for the granting of m.f.n. status, even with respect to GATT contracting parties. The agreements with Morocco, Algeria and Tunisia, however, provide for duty-free access for goods originating in those countries listed in the annexes to the agreements.

These agreements have been concluded for varying periods of time (1, 3 and 5 years). However, they are all renewable by tacit agreement.

2.4.2. Regional agreements

Although in 1991 Senegal signed, at Abuja, the treaty by which the African Economic Community was founded, the most significant regional associations are in fact the CEAO and ECOWAS.

One of the consequences of Senegal's membership in these associations is that it imposes constraints with respect to trade reform.

2.4.2.1. The Western African Economic Community (CEAO)

Because it is a member of CEAO, our country cannot impose quantitative restrictions on products originating in other partner countries of the Community (Article 5 of the Treaty).

Similarly, under Article 7 of the Treaty, certain local products and traditional handicrafts originating in member countries must be permitted to circulate free of duty and taxes with the exception of domestic taxes.

Manufactured products originating in a member country but not approved under the scheme are not subject to customs duty as such.

Finally, approved manufactured products are subject to the regional co-operation tax (TCR).

These limitations extend to other areas for which the CEAO Member States have expressed a wish to develop common policies.

In the case of common rules and procedures with respect to trade, this applies to customs co-operation, where member States have undertaken to harmonize their customs legislations and
regulations as well as all other instruments necessary to the proper application of import tax measures (Article 15 of the Treaty). It also applies to rules of origin, set forth in Article 6 of Protocol H, for approval under the TCR scheme.

2.4.2.2. The Economic Community of West African States (ECOWAS)

Founded in 1975, ECOWAS has as its overall objective the integration of the economies of its member States.

In the field of trade it has the following aims:

- to eliminate customs duties among member States;
- to remove quantitative and administrative barriers to trade;
- to create a common customs tariff system;
- to remove barriers to the free movement of persons and services within the Community;
- to establish a common monetary system.

In order to achieve some of these objectives, ECOWAS has introduced a Trade Liberalization Scheme.

In the agricultural sector, which is one of the sectors covered by the ECOWAS, a community development strategy was adopted in 1982.

The aim of this strategy is to promote agriculture to a point where it can sustain the economic development of the region. More specifically, it aims to reduce the food shortfalls and to improve commodity distribution and marketing systems.

To this end a number of projects have been drawn up, including a project for the development of seed and cattle production centres.

In respect of seed (groundnuts, millet, maize, rice) seven centres were planned, including the Richard Toll Centre (Senegal), while for cattle production another seven siring centres were planned, including the Kédougou Centre (Senegal).

The ECOWAS fund has financed a number of projects of which the largest is the OSBI project (cattle pasturing) in Senegal.

2.4.3. Multilateral agreements and other arrangements

2.4.3.1. Generalized System of Preferences (GSP)

This system entered into force in 1971. It is an arrangement, negotiated under the auspices of the United Nations Conference on Trade and Development (UNCTAD), by which the developed countries (preference granters) grant preferential treatment to imports from developing countries (preference beneficiaries).

This treatment may consist in:

- the application of lower duties than the most-favoured-nation rate;
- granting duty- and tax-free access to a product;
- the application of more liberal non-tariff restrictions than those provided for under the m.f.n. arrangements.
While the GSP includes sixteen schemes to which Senegal has been admitted, Japan, the United States, and to a lesser degree Canada are the countries of destination to which Senegal exports the most under GSP preferences.

2.4.3.2. GATT

The General Agreement has been applied to Senegal since 1947 in view of its status as a French overseas territory.

After independence in 1960, the General Agreement continued to be applied de facto until Senegal was declared to be a contracting party under the provisions of Article XXVI, paragraph 5(c).

Although Senegal was admitted as a contracting party on 27 September 1963, with rights and obligations applying retroactively from the day of independence, the actual ratification of the General Agreement only took place on 27 May 1966 by virtue of Law No. 66-38.

In order to ensure a harmonious and coordinated treatment of issues concerning GATT, the Minister of Trade, who was responsible for multilateral trade negotiations, issued Order No. 011030 of 16 July 1992 establishing an UNCTAD/GATT National Committee as a forum for dialogue among the different national structures involved in international trade (administrative structures, industrial and trade organizations, and research and consultancy offices).

Since its accession to GATT, Senegal has participated in various GATT negotiating rounds such as the Tokyo Round and the Uruguay Round.

Within the framework of the Uruguay Round, Senegal submitted offers in the following fields:
- market access, including agriculture;
- services, including telecommunications, tourism, professional services, distribution services, supplementary harbour services, credit and leasing or rental services without operators.

In 1990, Senegal requested the CONTRACTING PARTIES to grant it a temporary waiver of its obligations under Article II of the General Agreement in order to renegotiate its schedule of concessions (Article XXVIII).

There were two reasons for this request:
- Senegal’s inability to maintain the tariff concessions originally granted by France, owing to the undertakings it had entered into with the Bretton Wood institutions under structural adjustment programmes;
- its intention of adopting a new tariff based on the Harmonized System in application of resolutions adopted within the framework of the CEAO. The customs tariffs based on the Harmonized System are already printed, although the system is not yet in force.

The initial temporary suspension of the application of Article II, has been renewed several times and is now valid until June 1994.

However, all the elements of the new XLIX schedule have been submitted to the GATT Secretariat as required.
2.4.3.3. The Lomé IV Convention

This Convention, valid for a period of five years, links 12 European countries with 68 countries of Africa, the Caribbean and the Pacific.

It constitutes a framework for co-operation between the countries of the EEC and those of the ACP in various fields, such as trade and primary commodities.

In the field of trade co-operation the EEC allows the import, without reciprocity, of products originating in ACP States free of duty or taxes having an equivalent effect and without quantitative restrictions or measures having an equivalent effect, with the exception of certain products, *inter alia*, those which are subject to special regulations under the Common Agricultural Policy.

With respect to co-operation in the field of primary commodities, the EEC has set up two instruments: the STABEX and the SYSMIN.

The STABEX is a system which aims to compensate losses in export earnings from certain ACP products on which the economies of those countries depend, when the drop in receipts is sufficiently significant and is due to a fluctuation in prices and/or quantities.

The SYSMIN is a special financing service set up for the benefit of the ACP States for whose economies the mining sector is important (dependency thresholds are provided for in this respect) and which have encountered difficulties or may be expected to encounter difficulties in the near future.

However, contrary to STABEX, which involves a budgetary transfer, the purpose of SYSMIN is to finance projects or programmes which have been proposed by the ACP in order to boost the mining centres and industry which are in difficulty.

While Senegal has not often received SYSMIN financing, it has received budgetary transfers under STABEX.

The table below indicates the amounts received between 1987 and 1989.

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<th>Transfers Received under STABEX</th>
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<td>CFAF</td>
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In 1990 and 1991 Senegal was not eligible under STABEX for compensation of its losses on groundnut earnings. For 1992, 3.1 billion CFAF in transfers are expected.

STABEX is suffering from a lack of financial resources.

2.4.3.4. UNCTAD and other multilateral organizations

Senegal is a member of several trade-related multilateral organizations: the United Nations Conference on Trade and Development (UNCTAD), the International Monetary Fund (IMF) and the World Bank.
Senegal does not, however, participate in any international commodity agreements.

Nor is Senegal a signatory to the agreement on the Global System of Trade Preferences among developing countries, to which it is merely an observer.
3. TRADE POLICIES AND PRACTICES BY MEASURE

3.1. Taxation

3.1.1. Customs duties and other forms of taxation

3.1.1.1. Overview

1986 saw a persistent fall in tax receipts. An analysis carried out at the time revealed that this drop was due inter alia, to the high level of import taxes. It was therefore decided to ease this overall tax burden. To this end Law No. 86-36 of 4 August 1986 set new duty rates while at the same time sub-dividing the products subject to taxation into categories.

3.1.1.1.1. The new rates

The uniform import tariff rate was set at 15 per cent (m.f.n. rate).

The various fiscal duty rates were lowered or maintained at the same level:

- the reduced fiscal duty rate was maintained at 10 per cent;
- the normal fiscal duty rate was lowered from 40 per cent to 30 per cent;
- the increased fiscal duty rate was lowered from 50 per cent to 35 per cent;
- the special fiscal duty rate was lowered from 75 per cent to 65 per cent.

3.1.1.1.2. Categorization

For tax purposes, goods were divided into six categories each of which is treated separately:

- social goods (pharmaceuticals, books, fertilizers, household gas etc.): these goods are exempted from the flat-rate import tariff, and their fiscal duties have been suspended;
- strategic goods (goods which receive State support because of their impact on the country’s economy: crude or refined oil, cereals etc.): these goods are subject to the flat-rate import tariff, but their fiscal duties have been suspended;
- capital goods, semi-finished goods and raw materials: these goods are subject both to the import tariff and to fiscal duties;
- revenue-producing goods (staple goods which are neither processed nor manufactured locally): these goods are subject both to the import tariff and to fiscal duties;
- other finished products competing with local production: subject both to the tariff and to fiscal duties;
- luxury goods: subject both to the import tariff and to fiscal duties.

In keeping with the new policies, this Law also had sectoral components.

Thus, in the agricultural sector, basic raw materials intended for use in the fungicide industry and other similar goods as well as cereals intended for sowing were exempted from import duties. Fiscal duties on small agricultural tools (hoes) and on large agricultural equipment (machines) were reduced, respectively, from 55 per cent (import tariff plus normal fiscal duties) to 25 per cent (import tariff plus reduced fiscal duties) and from 25 per cent (import tariff plus reduced fiscal duties) to 15 per cent.

The aim of these measures was to foster the intensification of agriculture by encouraging mechanization and the use of fertilizers.
In the industrial sector, tariff reductions were carried out in conjunction with the raising of many quantitative restrictions.

Thus, the raw materials of high value-added industries were subjected to reduced fiscal duties.

This liberalization continued in 1988 with the reduction, in July, of the import tariff and from 15 per cent to 10 per cent, of increased fiscal duties from 35 per cent to 30 per cent, and of special fiscal duties from 65 per cent to 55 per cent and, in November, with the support measures in favour of certain industries.

However, on 25 August 1989, Order No. 89-29 was issued with a view to improving public finances. Under this Order the import tariff was increased from 10 per cent to 15 per cent, certain semi-finished goods were transferred from the reduced fiscal duty category to the normal fiscal duty category and certain revenue-producing finished products were transferred from the special fiscal duty category to the increased fiscal duty category.

3.1.1.3. Tax privileges: conditions and sources

In Senegal, certain products are entitled to tax privileges. This favourable treatment may be the result of:

- the application of the Code of Investments;
- the application of an international convention, such as the Vienna Convention on Diplomatic Privileges, or of Treaties (CEAO and CEDEAO);
- or customs legislation: the laws on the Customs Tariff and the Customs Code.

Thus, the Customs Tariff exempts social products from all customs duties and taxes, while fiscal duties have been suspended for strategic goods, and raw materials and capital goods as well as semi-finished products are subject to the import tariff and fiscal duties at a reduced rate.

The Customs Code establishes three régimes for products intended for the export industries:

- Normal temporary admission. Under Article 164 of the Senegalese Customs Code only goods identified by order of the Minister of Finances can be imported under this régime, which allows raw materials to be imported free of duty and import taxes.

Only inputs used for the manufacture of products marketed domestically are finally subject to full payment of the corresponding duties;

- Prior exportation: total or partial exemption is granted to products of the same type as those entered for consumption, and used in the manufacture of goods which were previously exported definitively;

- Drawback: this permits the total or partial reimbursement of duties or taxes paid on products which are used in the manufacture of exported goods.

Thus, the choice of products entitled to tax privileges does not take account of the fact that such products are not manufactured locally or marketed by State trading bodies.

3.1.1.2. Form of duties

Duties are generally ad valorem and fixed as a percentage of the value of the goods in question.
However, for certain products, they are fixed by reference to a physical unit, as is the case, for example, for products subject to a minimum fiscal levy.

Under Law No. 90-05 of 26 June, the number of products subject to a minimum levy was increased to 250 tariff headings. However, Law No. 92-19 of 16 April 1992 removed from this list almost all the revenue-producing consumer goods: textiles, household appliances, spare parts and used vehicles, tyres, etc.

Senegalese law does not provide for seasonal tariffs nor for tariff quotas or variable levies.

3.1.2. Internal taxes

In addition to tariffs and fiscal duties, imported products may be subject to indirect and assimilated taxes as well as other levies.

3.1.2.1. Direct and assimilated taxes

This category comprises the value added tax, the "(taxe d’égalisation)" (equalization tax), and a number of special taxes which are collected upon importation through customs by the Direction Générale des Impôts et Domaines.

3.1.2.1.1. VAT

Four rates are applied:

- the reduced rate: 7 per cent;
- the normal rate: 20 per cent;
- the increased rate: 30 per cent;
- the intermediate rate of 34 per cent which is applied only to petroleum products.

The same VAT rate is applied to imported products and to locally manufactured products.

VAT on imported goods is calculated on the basis of the customs value plus the import duties and taxes (tariff and fiscal duty) collected by the Customs Services.

Certain products are exempted from VAT under the General Tax Code. In granting such exemptions, due consideration is given to whether the said products are of domestic or imported origin. The criteria considered are either cultural interest (cinematographic films) or social interest (medicaments and pharmaceuticals, wheelchairs and similar vehicles for disabled persons).

Senegal’s most recent amendment to its VAT régime dates back to 1992 and consists in a generalization of the entitlement to deduction.

3.1.2.1.2. Equalization tax (Taxe d’égalisation)

This tax was introduced in the wake of the extension of VAT to cover traders.

In response to the inability of most distributors to handle VAT, the equalization tax is charged to the producer or the importer at source in addition to the regular VAT. The trader who has paid the equalization tax will not have to bill the VAT on his profit margin.
Net VAT, the equalization tax is applied at three different rates:

- 4 per cent for goods subject to VAT at the reduced rate;
- 8 per cent for goods subject to VAT at the normal rate;
- 12 per cent for goods subject to VAT at the increased rate.

3.1.2.1.3. Specific taxes

These are product-specific taxes.

Generally speaking, the same rate is applied whether the good in question is manufactured domestically or imported. For imported products, specific taxes are calculated on the basis of the customs value plus any duties or taxes paid by customs.

The following goods are currently subject to specific taxes:

- alcoholic beverages (beer, grape wines, sparkling wines, other alcoholic beverages). The rates vary from 12 per cent to 60 per cent;
- sparkling beverages (2.75 per cent);
- stimulants: coffee (11 per cent), tea (3.8 per cent), tobacco (32.5 per cent, with the exception of tobacco used as a raw material where the rate is 6 per cent), cola (65 per cent);
- fatty food substances:
  - 12 per cent for butter and cream and their substitutes or for mixtures containing butter or cream, whatever the proportions of the mixture;
  - 5 per cent for other fatty substances;
- cement (2.5 per cent);
- the special parafiscal tax on fabrics. This 1 per cent tax affects only imports, and its valuation basis, failing its c.i.f. value, is its fixed reference price ("valeur mercuriale").

3.1.2.2. Other levies

These levies do not go into the State budget. They are used to finance certain bodies or to pay for certain services rendered.

3.1.2.2.1. The COSEC levy

Charged at a rate of 0.3 per cent of the c.i.f. value of both imports and exports, this levy is paid, as its name suggests, to the Conseil Sénégalais des Chargeurs (Senegalese Shippers' Council) in order to enable it to fit out a national fleet.

3.1.2.2.2. Levy on vegetable oils

Ninety-three francs per litre of refined oil. This levy is paid into the Fonds de Garantie de l'Arachide (Groundnut Guarantee Fund).
3.1.2.2.3. Stamp duty

Three per cent of the c.i.f. value + import tariff + fiscal duty, in return for data processing services provided by the GAINDE system.

3.2. Description of customs procedures

3.2.1. Customs clearance procedures

There are two basic customs clearance procedures:

- Non-computerized customs clearance:
  - submission of a customs declaration through an authorized customs agent;
  - checking of the form and the substance of the declarations;
  - payment of the duties and taxes to the Public Revenue Service;
  - release of the goods;

- Computerized customs clearance:
  - submission of the declaration;
  - release of the goods by an authorized customs agent.

3.2.2. Required documentation

The documentation required in connection with these procedures is:

- the commercial invoice;
- the certificate of origin;
- the exchange documents (certificate of import or export);
- other documents: sanitary or phytosanitary certificate;
- pre-shipment inspection documents (SGS).

3.2.3. Modifications

The principal modification which has taken place over the past five years has been the installation of a computerized custom clearance system which functions alongside the traditional system.

This innovation has made it possible to reduce the time taken for customs clearance from one or two days to less than two hours.

3.2.4. Appeal

In case of dispute in connection with a decision taken by the customs authorities, the trader may:

- appeal to the Customs Disputes Commission;
- appeal to the higher administrative authorities: the Minister of Finance, the Prime Minister, the President;
- take the matter to court.
3.2.5. Customs declaration

The customs declaration written and signed by an authorized customs agent is required for all imports whose value exceeds 100,000 CFAF.

While there is only one form, the content of its various sections varies in accordance with the nature of the imports or exports and the régime applied.

The principal items of information to be entered in the customs declaration form should make it possible to collect the exact amounts of duty and tax due and to apply the regulations for which the Customs Administration is responsible.

Thus, the customs declarations require the following information:

- the type of good and tariff heading;
- the origin and provenance;
- the f.o.b. and c.i.f. values;
- the name and address of the real consignee;
- the names and references of the ship or means of transport;
- the authorization and collection credit number of the forwarding agent;
- the amounts of duty and tax due and the applicable rates.

While each consignment requires a separate customs declaration form, one form can cover several products.

If the required documents are not submitted or if the information requested is not provided, the declaration may be rejected.

3.2.6. Registration of importers/exporters

Importers and exporters are not required to be registered.

However, under Article I of Decree No. 87.646 of 15 May 1987, "legal and natural persons whose principal industrial or commercial activities involve importation/exportation in connection with the needs of their business or industry, are obliged to carry a special card known as an importer/exporter’s card.

In order to obtain this card, which is personal and issued by the Minister of Trade, the applicant must:

- prove that he is a professional trader in the broad sense of the term by producing his declaration to that effect;
- produce his taxpayer’s registration certificate;
- pay a stamp duty of 10,000 CFAF;
- fill in an information card in accordance with the existing model;
- legal persons must also submit a notarized copy of their articles of association together with a list of their main shareholders.

The card is valid for four years, after which it must be renewed.
3.2.7. Customs valuation

Senegal is neither a signatory to the Customs Valuation Code, nor an observer on the Committee created under that Agreement.

In Senegal, customs value is defined in Articles 15 and 16 of the Customs Code and corresponds with the Brussels Definition of Value.

For imports it is the c.i.f. value which is considered, whereas for exports, it is the f.o.b. value.

However, as stipulated in paragraph 10 of Article 15, the value to be declared may be a flat rate or a rate determined according to fixed reference prices.

Order No. 2102 of 4 March 1993 sets the level of both the reference prices and the flat rates for 1993.

The customs authorities have a certain number of elements at their disposal to help them to determine the c.i.f. value:

- the invoice and other relevant commercial documents, although it is not bound by such documents;
- the value provided by the Valuation Section, whose essential function is to gather information abroad on the values of different goods of various origins and provenance;
- since 1991, the opinion of the Société Générale de Surveillance, which issues, if necessary, a certificate of acceptance (or of inspection) to the importer.

The fixed reference prices are proposed by a commission comprising the Administration (Customs, Trade and Industrial Services) and the industrial/trade associations (representatives of manufacturers and of importers and exporters).

The proposals of the Commission are generally based on information supplied by the economic operators (often by manufacturers who complain that certain products are under-invoiced) as well as the information supplied by the Customs Valuation Section.

3.2.8. Means of preventing under-invoicing/over-invoicing

The authorities have the following means at their disposal for preventing under-invoicing and over-invoicing:

- price control by the Société Générale de Surveillance;
- the Customs Valuation Section;
- the fixed reference price for cases of under-invoicing.

The fixed reference price for a given product is not always the value used to determine taxes and duties; it is only used as a basis for valuation when the c.i.f. value is lower than the fixed reference price. In this respect it may be considered as a minimum c.i.f. value.

3.3. Import régime

In order to import, an economic operator must hold an importer/exporter’s card;
except in a few rare cases, he must domicile his operation with an authorized bank if the value of imports exceeds 100,000 CFAF;
- he must generally submit a prior declaration of import;
- finally, he must check that the product which he intends to import is not subject to quantitative restrictions or prohibitions.

3.3.1. Domiciliation

In order to obtain the means of payment required for the settlement of his imports coming from abroad (countries outside France, Monaco, French Overseas Departments and Territories, WAMU, and States whose issuing banks have an operations account with the French Treasury), to carry out the corresponding transfers, gather together the necessary commercial, financial and customs documents, and to execute payment of the import, the importer must, except in rare cases, domicile his operation with an authorized bank.

To this end, the importer must submit to an authorized intermediary of his choice a request for a transfer authorization in five copies endorsed by the Credit and Exchange Department.

The intermediary must ensure that it is a genuine import operation, specifically by means of the certificate of importation issued by Customs, before proceeding to the settlement of the operation.

3.3.2. Prior declaration import (Déclaration préalable d’importation - DPI)

This is a new requirement deriving from the contract which the State signed in 1992 with the Société Générale de Surveillance by which it entrusts the latter with the qualitative and quantitative inspection of its imports.

This mechanism requires the importer to submit to the SGS, for any imports worth more than 500,000 CFAF, a prior import declaration.

Should the import value exceed 1,500,000 CFAF, the importer must also submit a certificate of acceptance delivered by the SGS in order to clear the goods in question.

3.3.3. Import restrictions and prohibitions

In spite of the liberalization carried out since 1986, the import of certain products is subject to prior authorization.

Thus, from 1986 to 1991 there has been a reduction in the scope of quantitative restrictions.

However, since 1992 the importation of vegetable oils and sacks made of polypropylene or jute has been subject to import licensing.

In the final analysis, the line to be adopted in the future will depend on the results of the assessment carried out by the authorities of the liberalization policy which has been under way until now.

While these measures aim to control imports, their chief objective is to protect the local industry.

The list of goods subject to import licensing appears in an annex to this report.
Some of these goods are subject to import quotas. This is the case of old clothes, potatoes and onions for consumption and for seed, and bananas.

An Interministerial Committee has been formed to determine the quota levels for these products.

In 1992 and 1993, the annual quotas were established as follows:

15,000 tonnes of potatoes;
17,000 tonnes of onions;
2,000 tonnes of bananas;
4,500 tonnes of old clothes.

The actual amounts imported were as follows:

Potatoes: 11,300 tonnes in 1992 and 11,500 tonnes in 1993;
Onions: 15,229 tonnes in 1992 and 13,500 tonnes in 1993;
Bananas: 1,600 tonnes in 1992 and 1,250 tonnes in 1993;

These levels are generally established as a function of domestic production in order to satisfy domestic demand.

For products subject to import licensing, the importer must fill in a special form, which he must then submit to the Department of Foreign Trade for processing and submission for signature to the Minister of Trade.

The average time required for processing and signature of an import licence is one week. While this may seem long, it should be noted that the licences are valid for a period of six months.

The importation of certain products is prohibited. The grounds for such prohibitions are threefold:

- protection of physical and mental health.

Unless authorized by the Ministry of Health, imports of the following goods are prohibited for health reasons: substances listed in Table C, narcotics, drugs, hallucinogenic substances, obscene publications.

- security - It is for security reasons that the import of deadly or incendiary devices, war weapons and ammunition other than collectors’ items, and second-hand motor vehicles beyond a certain age is prohibited;
- political considerations - These account for the prohibition of imports of products originating in or coming from the Union of South Africa.

3.4. Export régime

In this respect the general principle, which is enshrined in Decree No. 83.1056 of 1 October 1983, is that of unrestricted export.

However, a certain number of goods require an export licence.
Moreover, as with imports, the economic operator must hold an importer/exporter's card in order to engage in export transactions.

Finally, the exporter is required to repatriate the foreign exchange earned from his exports.

3.4.1. Products subject to prior export licensing

The following goods are subject to export licensing: sugar, cereals, groundnuts, tomato concentrate, pearls, gemstones and the like, precious metals and plate, and articles of these materials, jewellery.

Clearly, these are basically products used or manufactured by industries which have been given a special status in the domestic market.

Thus, the authorities, in requiring an export licence, are not at all seeking to limit exports, but rather to ensure that the domestic market is sufficiently supplied before exportation takes place. Also involved are handicrafts, for which a promotional structure had been created in the form of the Senegalise Society for the Promotion of Handicrafts (SOSEPRA).

Finally, by making groundnuts subject to export licensing, the authorities have sought to avoid the export of raw materials when local industry is under-employed.

3.4.2. Obligation to repatriate foreign exchange


These regulations require exporters to domicile their export operations with foreign countries having a value exceeding 50,000 CFAF with an authorized intermediary (except for certain particular types of export which include animals travelling with their owners, samples, advertising materials sent out by the Information, Tourism, and Fairs and Exhibitions Services, as well as items covered by diplomatic privileges.

For the purposes of the domiciliation of his operation, the exporter must submit a foreign exchange indenture (available at the Dakar Chamber of Commerce) in five copies, and one copy of the export contract.

The following documents must also be provided as soon as they are available:

- the certificate of export issued by the Customs Services;
- the debit notes for the settlement of the export transaction from the foreign accounts of the bank acting as an authorized intermediary.

In respect of exports, exchange regulations also require the exporter to repatriate his export proceeds within a period not exceeding one month after the date on which payment is due (which is mentioned on each export certificate).

Under the amended version of Article 9 of Order No. 505 of 10 January 1969, the date on which payment is due is the settlement date mentioned in the commercial contract, but in no case may it exceed 120 days following the date of arrival of the goods at their place of destination. The bank acting as authorized intermediary is responsible for the control and audit of export transactions and
reports on the 10th of the following month on the operations which have been initiated and those which have been submitted to audit.

3.4.3. Export taxes

The principle applied is that in order to promote exports, they are not subject to duties and taxes.

However, groundnut and phosphate products are an exception to this principle and are subject to a fiscal duty and a flat rate tax.

The value applied for exports is the f.o.b. value. However, for groundnuts and certain groundnut products as well as groundnut cake, the fixed reference price is applied for tax purposes instead of the f.o.b. value.

Senegal does not impose any minimum sales prices for exports.

3.5. Economic integration associations

Senegal is a member of two regional integration associations: CEAO and ECOWAS.

Within the framework of these associations, the member countries grant each other, inter alia, preferential tariff and non-tariff treatment.

3.5.1. CEAO

Article 5 of the CEAO Treaty stipulates that a member country shall refrain from submitting products originating in other member countries of the Community to quantitative restrictions.

In respect of tariffs, local products and traditional handicrafts from the member States, as listed in the Annex to Protocol H, are allowed to circulate free of any duties or taxes with the exception of domestic taxes (Article 7 of the Treaty).

As regards manufactured goods, those which originate in a member country are exempted from customs duties proper (Article 13 of the Treaty).

If the manufactured good originating in a member country is on the approved list, it is subject to the Regional Co-operation Tax (TCR).

The TCR is a preferential tax, and its rate varies not only in accordance with the product, but also, for a given product, in accordance with the country of destination. It replaces all import duties and taxes, with the exception of domestic taxes. The rates applied by Senegal vary from 0 to 41 per cent.

Two thirds of the tax losses suffered by the importing member States as a result of the application of the TCR are compensated by the Community Development Fund (FCD).

The remaining one third is retained by the FCD and is meant to contribute to the financing of community studies and projects, particularly those which benefit the least-developed member countries.

Owing to the arrears in contributions to the FCD budget, the compensation system is functioning badly and the TCR mechanism is threatened.
3.5.2. ECOWAS

Created in 1975 and comprising 16 member States, ECOWAS aims, inter alia:

- to establish a customs union;
- to ensure the free movement of agricultural and industrial goods, services, labour and capital within the Community.

As with the CEAO, local products and traditional handicrafts originating in member countries cannot be subjected to any non-tariff barrier; a list of them has been drawn up.

As regards tariffs, such local products and traditional handicrafts must be allowed to circulate free of any duties or taxes.

With respect to manufactured goods, for which duties and taxes were bound at their 1979 level, a phasing out is planned, within the framework of the trade liberalization scheme, over a set length of time (four, six or eight years according to the degree of development of the country in question).

The countries of Group III, i.e. the most developed countries, are: Nigeria, Ghana, Côte d'Ivoire and Senegal.

Group II comprises: Sierra Leone, Togo, Bénin, Guinea and Liberia.

Group I comprises: Guinea Bissau, the Cape Verde Islands, Gambia, Burkina Faso, Mali, Mauritania and Niger.

This scheme, which was to enter into force in 1983 and then in 1990 is still not operative, although between 1990 and 1992, 90 products originating from eight member States were approved.

Four Senegalese enterprises and thirteen Senegalese products have been approved so far: SPIA (four products), SNIT (one product), SENECHAP (two products), ICOTAF (four products), SNCDS (one product).

3.6. Export promotion instruments

Senegal's policy in respect of exports essentially aims at promotion accompanied by diversification.

A number of instruments have been created to this end. These include the International Centre for Foreign Trade of Senegal (CICES), the Dakar Industrial Free Zone (ZFID), the Senegalese Export Credit Insurance Agency (ASACE), the Fonds de Bonification (Subsidisation Fund), the Agence pour le Financement du Crédit à l'Exportation (Export Credit Financing Agency), and export subsidies as well as traditional customs instruments (temporary admission, industrial warehousing, prior exportation, drawback).

3.6.1. International Centre for Foreign Trade of Senegal (CICES)

Created in 1986 as a result of the merging of the Senegalese Foreign Trade Centre (CSCE) and the Dakar International Fairs Company), CICES does not provide financial advantages for exporters.
However, it does provide them with support, *inter alia* by:

- placing at their disposal any available qualitative and quantitative information on foreign markets, in particular data obtained through market research which it carries out abroad;
- providing guidance to enterprises in order to permit them to improve their participation in fairs and trade missions abroad;
- trying to identify potential exporters and the areas in which they most need assistance.

### 3.6.2. The Dakar Industrial Free Zone (ZFID)

The Dakar Industrial Free Zone was established on 22 April 1974 under Law No. 74-06 with a view to creating an attractive environment which would encourage foreign investors to establish enterprises in the area highly labour-intensive and primarily export-oriented.

The exemptions and waivers granted to approved enterprises are set forth in Article 13 and 16 of Law No. 74-06. Under Article 11 of that Law, approved industrial enterprises are granted full tax exemption, in particular with respect to:

- all forms of income tax;
- all taxes calculated on the basis of salaries paid by the enterprises and borne by them;
- registration fees;
- trading licence fees;
- financial contributions on property tax on buildings.

Article 16 of the same Law grants full exemption from all duties and taxes on machinery and equipment, raw materials and finished or semi-finished goods imported by enterprises located in the ZFID.

Under Law No. 91.30 of 13 April 1991, these benefits, which initially concerned enterprises located within the Free Zone, may be extended to geographical areas known as "free sectors", located outside the designated ZFID area (a list of enterprises which have been granted free sector status is provided below).

#### Enterprises with free sector status

<table>
<thead>
<tr>
<th>Enterprises</th>
<th>Activities</th>
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</thead>
<tbody>
<tr>
<td>ALLIED-CONTINENTAL-SHIPPING</td>
<td>Integrated fishing complex (equipment, purchase and sale of fish)</td>
</tr>
<tr>
<td>NOUVELLE-SOTIBA</td>
<td>Production of printed fabrics</td>
</tr>
<tr>
<td>AFRICAMER</td>
<td>Industrial fishing, processing, deep-freezing, maintenance and repair of boats, manufacture and sale of ice</td>
</tr>
<tr>
<td>PECHE ET FROID SENEGAL</td>
<td>Manufacture of canned tuna, sardine fillet and paste</td>
</tr>
<tr>
<td>AMERGER-CASAMANCE</td>
<td>Processing of seafoods, ice production</td>
</tr>
<tr>
<td>CSPT</td>
<td>Exploitation of the Ta'iba lime and phosphate deposits</td>
</tr>
<tr>
<td>SOPICA</td>
<td>Processing of seafoods</td>
</tr>
<tr>
<td>SNCDS</td>
<td>Canning industry</td>
</tr>
<tr>
<td>INTERCO</td>
<td>Canned tuna production</td>
</tr>
</tbody>
</table>
While in principle foreign investors are not required to export part of their local production, those who have been granted free Zone or free sector status constitute an exception.

Indeed, the Free Zone was originally created to shelter export-oriented enterprises.

However, in 1976, Law No. 74.06 of 22 April 1974 was amended to allow the Minister of Finances and Economic Affairs to authorize the sale on the domestic market of products manufactured within the ZFID.

On 19 June 1990, pursuant to one of the decisions of the Interministerial Council of 11 September 1989 on the subject of the ZFID, Circular No. 147 was issued with a view to authorizing enterprises located within the Free Zone to market up to 40 per cent of the year's production on the domestic market (cf. table below).

In 1992, eleven enterprises operating within the ZFID imported goods worth a total of 2,746,856,420 CFAF and exported goods worth a total of 3,362,227,505 CFAF.

Ninety-one per cent of imports, 59.4 per cent of which originated in countries located outside the Free Zone, consisted of raw materials. Exports were composed of pharmaceuticals (32 per cent), NINA wicks (28 per cent) and leather shoes (19 per cent).

Thirty-five per cent of these exports went to CEAO countries followed by 28 per cent to EEC countries, 26 per cent to the other African countries and, finally, 11 per cent to America.

3.6.3. The Senegalese Export Credit Insurance Agency (ASACE)

The ASACE, which was founded in 1981, is one of the bodies created at the beginning of the 1980s to contribute to the promotion of exports.

Against payment of a premium, ASACE insures exporters, banks and financial establishments against risks in foreign trade operations.

ASACE insures against two types of risk:

- political risks: war, revolution, cyclones, floods, earthquakes, events or decisions by foreign authorities which impede or delay the transfer of funds to be paid by the debtor;
- commercial risks: insolvency or plain default on the part of the debtor.

The amount of the premium depends on whether the policy provides for comprehensive coverage (the exporter insures through ASACE at least 65 per cent of his turnover) or partial coverage for a specific operation.

For comprehensive coverage the rate was 1.5 per thousand of the amount insured. However, that rate was reduced to 0.66 per cent in 1992.

For partial coverage the rate was reduced from 1.5 per cent to 0.66 per cent in 1992.

Once the insurance policy has been signed, the policy holder has a maximum of 300 days following the expiry date to notify ASACE of any threat of loss.
Compensation covering 90 per cent of the amount insured is made only six months after expiry date provided the exporter has fulfilled all his obligations in accordance with the relevant regulations and the contract.

The value of turnover was:

- 14 billion CFAF in 1988;
- 9.5 billion CFAF in 1989;
- 8 billion CFAF in 1990;
- 600 million CFAF in 1991.

These figures clearly point to a downward trend. However, there could be a recovery in 1992; indeed, the value of turnover insured during the first quarter of 1992 was 1,170,000,000 CFAF.

3.6.4. The Subsidization Fund and the Export Credit Financing Agency

These instruments were created in 1981 and then domiciled with SONAGA. They were never actually operational.

With the liquidation of SONAGA, the funds which had been earmarked for financing exports at preferential rates have currently disappeared.

3.6.5. Export subsidies

With Law No. 80.38 of 25 August 1980, Senegal launched a general policy aimed at encouraging exports.

Subsidization at a rate of 10 per cent of the f.o.b. value covered five products (canned tuna, textiles, footwear, fertilizers and agricultural equipment).

Following results which were considered to have been positive, the Government put through Law No. 83.38 of 18 February 1983 bringing the number of products covered up to 25 and increasing the rates to 15 per cent while maintaining the same basis of assessment.

In 1986, in order to avoid discrepancies among the different sectors of industry, Law No. 86.37 of 4 August 1986 was adopted. This Law practically generalized subsidization coverage (only local manufactures, groundnut products, TCR-approved products exported to a CEAO member country, mineral fuels and other products included under chapter 27 of the Customs Tariff, and the output of the cotton ginning and/or mining industries were excluded), while at same time the basis of assessment was changed to become the national industrial value added.

This is the subsidization method currently in force.

An analysis of the results shows that certain sectors benefitted more than others: this was the case in 1988 and 1989 for the fishing sector and the fertilizers and phosphates sector, which received on average 44.29 per cent and 43.71 per cent of overall subsidies respectively (cf. Annexes, tables 364 (a) and (b)).

However, operators criticize the system of subsidies for its limited means (about 5 billion CFAF) and its cumbersome procedures.
Moreover, since 1990 the Public Revenue Department has had to suspend all payments because of the State’s financial difficulties.

Finally, the Government intends to review the scope of application of subsidies to bring them more into line with its financial resources.

3.6.6. Temporary admission

Temporary admission, provided for under Articles 164 et seq. of the Customs Code, allows for the suspension of duties and taxes on authorized imported goods on condition that at least 80 per cent of the said products are re-exported following their release from bond.

The length of stay is twelve months, and is renewable.

3.6.7. Industrial warehousing

Like temporary admission, industrial warehousing, provided for under Articles 152 et seq. of the Customs Code, permits the suspension of duties and taxes on imported goods. However, the minimum percentage of goods to be re-exported is 40 per cent rather than 80 per cent.

3.6.8. Prior exportation

Prior exportation, provided for under Articles 175 et seq. of the Customs Code, makes it possible to import free of duties and taxes raw materials or consumer goods which were used in the manufacture of previously exported goods.

3.6.9. Drawback

Drawback was introduced under Article 177 of the Customs Code. It allows the exporter to obtain a reimbursement of duties and taxes on inputs used for the production, in Senegal, of finished goods which are then exported.

An advantage of this régime is that the reimbursement certificate can either be cashed in at the Public Revenue Department, submitted to the Department in payment of duties and taxes, or transferred by endorsement to an agent to be used for the same purposes.

3.7. Technical requirements - health and safety regulations

3.7.1. Standardization, certification

Following a meeting in 1975 of a group of manufacturers and representatives of the State authorities and scientific bodies, the Senegalese Standardization Institute (ISN) was created by Decree No. 78.228 of 14 March 1978 for the purpose of applying government policy in the field of standardization, certification and quality control. Its tasks include the following:

- organization and co-ordination of the development of standards;
- organization and co-ordination of activities aimed at developing and promoting quality, and assisting the efforts of economic operators in this field;
- organization of a documentation and information system and creation of computerized databases as well as various promotional products.
The ISN has developed 138 standards, which apply in exactly the same way to imported goods and to domestically produced goods.

The elaboration of standards in Senegal is carried out in eight stages. The second of these stages involves a feasibility study which covers, in particular:

- the impact of a requested standard on the economy;
- available information relating to the subject under study, such as the existence of an international standard;
- the availability of specialists to carry out the planned study.

Thus, in elaborating its domestic standards, the ISN always uses international standards, where they exist, as a basis, adapting them, if necessary, to our realities.

Certification, however, has not yet been put into operation.

Nor has the ISN signed any recognition agreements with foreign certification institutes.

Certification at the national level requires approval by the ISN of the domestic laboratories used for testing purposes.

These laboratories may in turn sign or make use of co-operation agreements and mutual recognition agreements with their foreign counterparts.

3.7.2. Regulation of pharmaceutical imports

The import of medicaments is subject to restrictions (prior authorization or quotas) not for commercial reasons but rather for health reasons.

Such imports are subject to three conditions:

- the importer must be a pharmacist. Consequently, such products are currently imported by various wholesale distributors (LABOREX, UPIA, COPHASE), by the National Supply Pharmacy, by hospital facilities and by private pharmacists;
- a certificate must be obtained for each product authorizing its sale within the country.

Applications for certificates are generally submitted by the manufacturing laboratory and must be accompanied by samples of the medicament and all the necessary documents proving that the product has curative properties and is not harmful to human beings.

The application is examined by a Technical Commission for approval, following which it may or may not be granted a certificate, which is renewable every five years.

Once the product has been imported, the invoices must be stamped by the Pharmaceuticals Department. This stamp serves to certify that the product is truly a medicament and is eligible for the corresponding exemptions.

3.7.3. Phytosanitary regulations

Phytosanitary inspection is carried out by the Department of Plant Protection (DPV) both on imported and exported goods; it is carried out either on a representative sample or on the entire consignment.
The purpose of the inspection of imported goods is to prevent the introduction into the country of a plant or animal parasites.

The inspection of exported goods is carried out in order to avoid infesting our partners and thus tainting our country’s image abroad.

(A) Inspection of imports

Decree No. 60.121 SG of 10 March 1960 provides for three categories of goods for phytosanitary purposes:

(1) Prohibited products

This prohibition applies to economic operators and concerns class A and class B products of the Decree of 10 March 1960.

Only research institutes and the DPV are authorized to import such products.

(2) Products subject to prior authorization

This category covers class C goods as well as goods from the country mentioned in Table II of the Decree of 10 March 1960.

The prior authorization to import such products is issued by the DPV.

(3) Products which are not subject to any restriction

This category covers Class D goods listed in the Decree of 10 March 1960.

As stipulated in Article I of the Decree, plants, plant parts, seeds, soils, manure, composts, and all packaging materials used in their transport, may in no case be introduced into Senegal unless they have been issued with a Phytosanitary Certificate by qualified authorities in the country of origin certifying that they are free from all parasites.

This certificate, however, is without prejudice to the right of the DPV inspection agents to carry out any inspection that they may deem necessary.

The sale and even the distribution free of charge of pesticides is prohibited throughout the country unless they have been officially approved (or authorized).

The National Approval Commission is responsible for the official approval of these products on the basis of an application file comprising a product description, technical specifications, product analysis, toxicological analysis, sample label, four samples of the specific product, and a reference sample of the active matter contained in the product.

The Commission’s aim is to place at the disposal of the population pesticides which are both efficient and safe for human beings, animals and the environment.

(B) Inspection of exported goods

All products intended for export are subject to inspection at several stages:
in the field where they are cultivated;
in the preparation and packing centres;
prior to shipment, for the delivery of a phytosanitary certificate mentioning the requirements of the importing country (additional declarations).

3.8. Government procurement, countertrade and anti-dumping measures

3.8.1. Government procurement

Senegal is neither a signatory to, nor an observer in, the Tokyo Round Agreement on Government Procurement.

Government procurement in Senegal is governed by Law No. 65.51 of the Code of Government Obligations, dated 19 July 1965, and Decrees No. 82.690 of 7 September 1982 on the regulation of government procurement and No. 82.692 of 7 September 1982 in respect of the National Commission on Government Contracts (CNCA) and the Regional Commissions on Government Contracts (CRCA) respectively.

Under Article 6 of Decree No. 82.690, ministerial departments, local communities, and public corporations shall submit all procurement contracts to competitive bidding in writing and using any appropriate form of publicity where the total value of the supplies, public works or services exceeds three million CFAF.

This may take the form of a tender (public or restricted depending on whether or not competition is unlimited) if the goods or services concerned differ in price only, of an invitation to bid (public or restricted) or of a direct negotiation in cases where there is only one supplier, when two calls for tenders have been made without result or when national defence considerations are involved.

The government procurement procedure begins with the preparatory stage and ends with the approval of the contract in question.

3.8.1.1. Preparation of contracts

In principle, contracts are prepared by the ministerial department, local community or public corporation concerned. However, in order to avoid anarchy in the purchase of motor vehicles and other means of transport, the Ministry of Finance is responsible for the purchase of such items for all of the ministries and other State services.

3.8.1.2. Examination of tenders

The contract preparation process is followed by publication of the call for tender (minimum submission deadline: 20 days) and the examination of tenders.

The Examination Commission studies the tenders with a view to recommending a bidder.

In particular, the Commission must determine whether the bidders fulfil the technical and financial requirements. It should be noted that in this respect foreign bidders are not at a disadvantage compared to national bidders: on the contrary, they are exempted from providing certain administrative documents (taxpayers’ account number and documents certifying that the bidder has complied with all tax and social regulations).
For procurement under a competitive bidding procedure, however, goods of Senegalese origin or manufactured in Senegal may enjoy a margin of preference of 10 per cent (Article 109 et seq. of Decree No. 82.690).

3.8.1.3. The opinion of the National Commission on Government Procurement (CNCA) and the Regional Commissions on Government Procurement (CRCA)

Following approval of the award reports, the contracts are examined by the competent ministries, local communities and public corporations and, where appropriate, submitted to the CNCA (twelve members) or the CRCA (ten members) for opinion.

3.8.1.4. Approval of the contracts

State procurement is subject to approval by:

- the Prime Minister, when the value exceeds 200 million CFAF or when the CNCA has given a negative opinion;
- by the Minister of Finance when the value is less than 200 million CFAF and the CNCA has given a positive opinion.

For public corporations, the limit is 100 million CFAF.

In all other cases the Chairman of the Board of Directors is responsible unless the decrees governing the organization and operation of the public corporations stipulate otherwise.

3.8.2. Countertrade

Senegal does not have any laws or regulations concerning countertrade.

In fact, this type of trade is almost unknown and is very seldom used.

A seminar financed by the Islamic Development Bank was held in January 1993 for the purpose of providing economic operators and officials with information on countertrade mechanisms and on how to negotiate countertrade transactions.

3.8.3. Anti-dumping measures


It does not have any domestic anti-dumping legislation.

The fixed reference prices (valeurs mercuriales) are aimed more against under-invoicing of imports than against dumping.

3.9. Other measures

3.9.1. Cartels

One cannot really speak of a general policy in favour of cartels. The principle applied both to imports and exports is that of freedom of transaction: any economic operator holding an importer/exporter's card may engage in import or export transactions.
There are, however, several exceptions:

- the Société Africaine de Raffinage (SAR): this company is the monopoly importer of oil, as a result of Senegal’s choice to import crude oil and to refine it locally;
- the Caisse de Péréquation et de Stabilisation des Prix (Price Equalization and Stabilization Fund) (CPSP). This body is the monopoly importer of broken rice, the preferred staple foodstuff of the Senegalese population. The CPSP basically aims to ensure the security of supplies to the population and to help to finance local rice production.

The legislation governing rice production was in fact liberalized by Decree No. 92.155 of 22 January 1992. Under this Decree, the import of up to 35 per cent broken rice, previously subject to prior licensing, was liberalized.

- The Senegalese Sugar Company (CSS): the Addendum of 22 May 1987 to the Agreement of 29 June 1970 between the Government of Senegal and the CSS grants the latter a monopoly on sugar imports. It should be noted, however, that in Article 1 of that Addendum, the CSS undertakes to cover the totality of Senegalese sugar consumption using local sugar cane by 1 August 1987. Only in case of force majeure, of which sufficient proof must be provided by the CSS to the competent authorities, may the CSS import additional amounts necessary to meet domestic demand.

On the whole, not only has there not been any overall policy in favour of cartels, but, under certain conditions, Law No. 65.25 of 4 March 1965 prohibits combines.

Indeed, Article 23 of that law prohibits “any concerted action, express or tacit agreements, or coalitions under any form and for any reason whatsoever whose purpose or possible effect is to impede the proper functioning of competition by hindering a decrease in manufacturing costs or sales price, or by favouring an artificial rise in prices”.

Any commitment or agreement involving practices which are prohibited under Article 23 is null and void.

In accordance with Article 25, the prohibitions under Article 23 do not apply to concerted actions, agreements and combines which:

- "are the result of the application of a law or a regulation;
- have been authorized upon presentation of evidence that they contribute to extending and improving production outlets or that they contribute to economic development through rationalization and specialization."

In view of the shortcomings of the above text and of the economic liberalization programme, a draft law on competition is currently being studied.

3.9.2. Measures in favour of regionalization

Government policy in the field of regional development has found expression in Laws No. 87.25 of 18 August 1987 and 91.30 of 13 April 1991.

Law No. 87.25, on the Investment Code, provides for the establishment of preferential treatment, including the régime of decentralized enterprises.
Under Articles 22 and 27 of that law, enterprises of which at least 90 per cent of the employees work in economically less developed areas enjoy certain exemptions, *inter alia* on equipment and materials which are neither produced nor manufactured locally, from VAT, from the flat rate contribution of employers levied on the basis of the salaries paid to employees of Senegalese nationality.

Finally, Law No. 91.30 provides for the extension of free-zone advantages to enterprises located outside the limits of the ZFID, thus favouring industrial decentralization.

3.9.3. Measures in favour of research and development

Like the régime for decentralized enterprises, a special régime for enterprises that spur technical innovation was brought into existence by Law No. 87.25 of 18 August 1987.

The objectives of this régime are:

- to encourage the adaptation of technical progress to our specific socio-economic and cultural realities;
- to encourage the use of the results of research carried out by Senegalese researchers or research bodies.

Tax concessions are granted for this purpose: tax exemption on materials and equipment not manufactured or produced locally, exemption from VAT, reduction of the flat-rate contribution of employers.

3.9.4. Measures requiring the use of local raw materials

There is no legislation in Senegal requiring Senegalese producers to use a given percentage of raw materials of domestic origin.

While Law No. 87.25 of 18 August 1987 on the Code of Investments does provide for a régime for enterprises favouring the use of local resources, this régime is not compulsory; it is a condition for enterprises to be able to benefit from the tax benefits provided for in the Code.

Under Article 18 of this Law, an enterprise is considered to favour the use of local resources if it fulfils the following conditions:

- the cost of intermediate inputs of Senegalese origin exceeds 65 per cent of the total cost of such inputs consumed by the enterprise during a given fiscal year;
- the cost of imported intermediate inputs consumed is less than 35 per cent of the total cost of the product obtained following processing in Senegal.

3.9.5. Assistance towards the restructuring of industry and occupational mobility

Since November 1988, the Government of Senegal, with the support of the World Bank, has introduced the "Industrial Restructuring Fund" or "APEX line".

This Fund has four main components, of which the most important are the following:

3.9.5.1. The Restructuring Fund

This Fund, totalling US$ 25 million, is intended to finance project studies, fixed investments (extension, modernization, renovation, enterprise creation) and operating capital investments.
In connection with support to industrial restructuring, this Fund has financed studies for the restructuring of eight enterprises. In 1993, twenty projects worth a total of 4 billion were listed.

3.9.5.2. The Vocational Development Fund

This Fund, managed by the Commission for Employment and amounting to US$2 million, is intended to finance projects for the benefit of the victims of deflation of the industrial sector.

In spite of numerous applications for financing, this particular credit facility has not yet been used owing to the reluctance of the banking system to take the kind of risk involved.

3.9.5.3. The Crédit de Requalification et de Réinsertion des Déflatés du Secteur Industriel (Fund for the Retraining and Rehabilitation of Victims of Deflation in the Industrial Sector)

This Fund, managed by the National Vocational Training Organization and amounting to US$3 million, had made it possible, as of 31 December 1992, to train 172 victims of deflation.

3.9.6. Privatization of enterprises

In 1988, the Senegalese Government took the decision to withdraw from economic activity by privatizing enterprises in which it held shares.

Its goals were, inter alia:

- to reduce the public-sector financial deficit;
- to encourage partnership between the domestic and foreign private sectors.

Privatization only in fact began in 1989, following a procedure of enterprise evaluation, and subsequently a public offer of sale.

3.9.6.1. Enterprise evaluation

Carried out by independent experts selected following a call for tenders, this evaluation process aims to determine the value of the enterprise to be privatized.

The price resulting from the evaluation is not binding on the Government; at most, it serves as a reference price.

3.9.6.2. Sale of State equity holdings

Following a call for tenders, the sale is made to the buyer who has made the best offer. However, all things being equal, domestic buyers are given preference.

Bidders are not judged on the basis of price only, but also on the basis of other criteria, such as the commitment to maintain employment and investments.

Thus far, 25 enterprises have been privatized and a further 11 enterprises remain on the list of privatizable enterprises (cf. Tables 396 a and 396 b in Annex).

Generally speaking, the process involves total privatization, except in the case of banks and insurance companies, in which the State maintains a minimum holding of 25 per cent.
3.9.7. Price regulation

Until 1986, the situation in Senegal was characterized by massive State intervention in fixing prices.

However, the Medium and Long-Term Adjustment Programme, and more specifically the Plan of Action for Industry, provide for price liberalization together with the liberalization of imports.

Thus, Decrees No. 87.853 of 30 June 1987, 87.933 of 17 October 1987, 87.1341 of 30 October 1987 and 88.815 of 10 June 1988 were passed with a view to liberalizing prices.

Following this liberalization process, only the prices of the following products (which are listed in Decree No. 88.1744 of 29 December 1988) are still fixed by the Government.

This choice of products makes no distinction between imported and local products.

However, since the decision to subject a given product or service to price controls stems from the desire to protect the purchasing power of domestic consumers, only domestic prices are concerned.

Finally, the products in question are considered to be important from an economic or social point of view.
TABLE 397: PRODUCTS AND SERVICES SUBJECT TO PRICE CONTROLS

(1) Products subject to price-fixing:

- Groundnuts
- Cotton
- Broken-rice and local paddy rice
- Sugar
- Locally manufactured cooking oil
- Charcoal
- Hydrocarbons
- Fresh tomatoes
- Water and electricity charges
- Transport charges
- National health service approved hospital and clinic charges
- National health service approved doctors’ fees

(2) Products subject to a fixed profit margin:

- Imported pharmaceuticals

(3) Products and services which are subject to price approval:

- Other cooking oils
- Cereal flour
- Butane gas
- Tomato concentrate
- Cement
- Bread
- Locally manufactured pharmaceuticals
- Charges for ancillary transport services (warehousing, forwarding, haulage)
4. BACKGROUND AGAINST WHICH THE ASSESSMENT OF TRADE POLICIES WILL BE CARRIED OUT: WIDER ECONOMIC AND DEVELOPMENT NEEDS, EXTERNAL ENVIRONMENT

4.1. Economic objectives and policies

4.1.1. Background

On attaining independence, Senegal established new structures and new instruments of intervention in order to strengthen the foundations of the State.

Public sector growth was therefore spurred by the requirements of national construction and the need to satisfy rapidly growing needs (food, health, education, housing).

Consequently, under the first five development plans a large number of public institutions and national companies were established in various sectors. Meanwhile, the State broadened its rôle in the regulation and organization of activities through government controls over prices and trade.

The number of public employees increased steadily in order to cope with this expanding government rôle.

The first signs of a U-turn in government sector intervention appeared at the end of the 1970s, with the emergence of chronic deficits of public-sector institutions, a situation of which the ONCAD crisis was the most striking illustration.

From this standpoint, 1979 was a watershed in the economic and financial history of Senegal.

A number of fundamental problems were identified, including:

- low growth of production: 2.1 per cent annually from 1972 to 1980;
- strong growth of domestic demand: 3.3 per cent annually over the same period;
- a chronic current account deficit in the balance of payments, leading to a steady deterioration in foreign reserves;
- rising budget deficits;
- increasing burden of domestic and foreign debt service.

These difficulties arose partly from the international economic crisis but also from domestic policies.

In order to deal with these problems, rather than having adjustment imposed upon it the Senegalese Government preferred to implement a planned adjustment process so as to minimize the adverse impact and lay the foundations for steady and sustainable growth.

It therefore introduced policies designed to affect demand and/or supply. Budgetary and monetary measures were taken to bring growth of demand into line with growth of output.

This adjustment model based on measures aimed at public finance and monetary management was implemented until 1985, when it was replaced by a model in which stabilization measures were combined with action aimed at reorganizing the economy in order to make it more efficient.

The new sectoral policies (New Agricultural Policy and New Industrial Policy) were part of this new approach.
These new policies were included in an overall long-term strategy of which the primary objectives are the following (cf. Eighth Economic and Social Development Plan 1989-1995):

- achieve a sustainable rise in the country’s overall productivity;
- create a climate of solidarity and responsibility;
- adjust the educational system, strengthen development skills and broaden social communication;
- control urban expansion, and strengthen and rehabilitate the rural economy;
- consolidate national independence, take advantage of international co-development opportunities and lay the foundations for regional economic integration.

4.1.2. Sectoral policies

4.1.2.1. In the industrial sphere: the New Industrial Policy (NIP)

Before the introduction of the NIP, the industrial sector imposed a number of extra costs on the economy:

- direct loss in terms of tax receipts (Investment Code);
- massive direct or indirect government debt;
- over-expensive local products sold on the protected domestic market;
- uncompetitive prices on external markets.

The Government therefore had to develop a new policy based on the following objectives and actions:

4.1.2.1.1. Objectives

The New Industrial Policy had three main objectives:

(1) Enhance the competitiveness of Senegalese industry on the domestic and external markets by means of:

- raising industrial productivity and the quality of industrial goods;
- development of export-oriented activities;
- boosting industrial activity by increasing the efficiency of investments.

(2) Modify the structure of industrial production by the introduction and development of more advanced processing activities incorporating more value added. This objective stems from the country’s lack of energy resources and the high cost of internal as well as of external transport: these elements of production costs therefore have to be reduced.

(3) Continue to strengthen the industrial fabric, especially at the regional level within the country. The aim is to remedy the serious imbalances existing in regional development.

4.1.2.1.2. Implementation

The plan of action for industry, adopted in July 1986, specified the measures to be taken to implement the New Industrial Policy. This action includes in particular:

- rationalization of protection for local industry through the elimination of quantitative restrictions (prior import permits and quotas) and the modification of the customs tariffs;
- strengthening of export promotion through a reform of the draw-back system, boosting of
the export insurance and financing system, and beefing up of export assistance and support measures;

- introduction of a new investment promotion system based on a reform of the Investment Code, establishment of a Single Window for investment formalities, and revitalization and reorganization of existing structures such as SONEPI, the Dakar Industrial Free Zone and the Industrial Domains;

- improvement of the institutional and technical environment for enterprises by easing the constraints on their freedom of action: greater flexibility in labour matters, reduction of costs.

However, it should be noted that after slightly more than five years of implementation, the New Industrial Policy has not so far given the expected results:

- the structure of Senegalese industry has changed only little;
- industrial output has fallen, as have turnover and exports;
- there has been no counterpart to make up for job losses from the closing down of enterprises;
- the overall environment, especially in tax matters, has become very unstable.

In view of the deterioration and instability of their environment, as well as their managerial and organizational weaknesses, industrial enterprises either ceased activity or developed their own individual survival strategies with adverse effects on employment, investment, production and exports.

It was therefore essential to propose changes.

4.1.2.1.3. Planned changes

The overall approach in force until now will be replaced by an industry-specific approach.

For this purpose, an open-ended list of industries/sectors has been drawn up:

- peaches (processing, preserving);
- cotton textiles;
- fruit and vegetables;
- cereals;
- livestock farming and products thereof;
- groundnuts;
- sugar cane;
- agricultural machinery and tools;
- phosphates;
- packaging;
- mechanical engineering and spare parts;
- building materials;
- pharmaceutical industry.

This sector-specific policy is supposed to be based on a strategic approach and include back-up measures that are to be strictly implemented.

(A) Strategic approach

Under this new approach, strategic groups will be formed for consultation purposes, consisting of industrialists of the sector concerned as well as the other private-sector participants immediately concerned (suppliers, distributors, researchers, bankers, service suppliers), trade-union representatives, and government ministries and agencies.
The purpose of the sectoral strategic group is to examine the sector's performance and prospects, and put forward proposals for the industry proper, for its immediate environment and for the government.

More specifically, the strategic group is to:
- evaluate the management methods, constraints and advantages of the industry;
- propose the best development strategy for the industry;
- propose a programme of action to carry out the chosen strategy as well as the investments identified;
- propose to the government general as well as sector-specific back-up measures.

The proposals of the strategic group will be submitted for decision to an Inter-Ministerial Council consisting of:
- the Ministers concerned;
- the Chairman of the Strategic Group;
- representatives of employers' organizations;
- trade-union representatives.

(B) Back-up measures

While back-up measures were already envisaged under the NIP, it should be stressed that even in the best of cases they were taken late.

Henceforth they are to be taken immediately.

Such measures will concern:
- improvement of the production environment: technical factors of production, taxation, promotion, social legislation, financing, marketing and promotion of exports, regional and infrastructure development, development of human resources and economic integration;
- enterprises themselves: investment promotion, aid for restructuring, research and development, standardization and certification and quality control.

4.1.2.2. Mining and energy policy

4.1.2.2.2.1. General situation

(A) Mineral products

Mining concerns primarily phosphates and attapulgite, together with building materials.

Phosphates and attapulgite are mined by four companies:
- the Société Sénégalaise des Phosphates de Thiès (SSPT) which mines phosphate and attapulgite deposits;
- the Compagnie Sénégalaise des Phosphates de Thiès (CSPT), 50-per-cent government owned, which mines phosphates;
- Industries Chimiques du Sénégal (ICS), 29-per-cent government owned, which processes Taiba chalk phosphate into phosphoric acid and fertilizer;
Compagnie des Produits Chimiques et Matériaux (PROCHIMAT) which mines attapulgite.

Phosphate mining has been an essential factor in the country’s economic and social life for many years.

The SSPT is SENELEC’s biggest customer, accounting for 85 per cent of consumption of high voltage electricity. The three enterprises together account for a large payroll.

Lastly, the phosphate industry is an appreciable source of foreign exchange. With exports of 12,679 million CFAF, phosphate represented nearly 7 per cent of our exports, while fertilizers earned 1,326 million CFAF.

However, the collapse of fertilizer consumption in Senegal and the subregion means that the bulk of ICS output is exported in the form of phosphoric acid.

In the case of attapulgite, the decline in PROCHIMAT output has been offset by the spectacular increase in SSPT exports.

Another less important sector is that of the quarrying for building materials: sand, clay, limestone, sandstone, basalt, laterite, ornamental stones.

(B) Energy

Gas, oil and petroleum reserves have been found in Senegal: all three products, including 100 million tonnes of heavy oil, in Diam Niadio, and petroleum in Casamance.

Some of these reserves are being worked: 36,000 m$^3$ of gas per day and five tonnes of petroleum respectively, per day for SENELEC, where two turbines generate electricity, and the SAR.

Senegalese energy production is accounted for essentially by the SAR and SENELEC.

*The SAR: it imports virtually all the petroleum it needs, for which purpose it has the exclusive right to import crude petroleum.

With levels of 47,830 million and 33,527 million CFAF in 1990 and 1991, these products are a major import item, bigger even than cereals (38,029 and 28,194 CFAF million).

Petroleum products are also highly important exports: 29,383 million CFAF, ahead of groundnut products (26,747 million CFAF) by value in 1990.

However, these exports consist primarily of supplies for vessels and aircraft. The traditional export destinations (Mali and Mauritania) have been declining steadily.

The SAR obtains its supplies under satisfactory conditions through international tenders and maximization of cargoes.

It is also soundly managed, both technically (flexibility of operations, refining costs, maintenance of installations, safety) and financially (reliability of financial statements and internal control procedures).

Nevertheless, the enterprise faces above all a structural problem relating to its capacity (1.4 million tonnes) which is well in excess of the present and medium-term market.
domestic demand for petroleum products, at about 650 tonnes, has been growing slowly, at a rate of 1.6 per cent per annum since 1985. This demand is expected to decline, in particular as a result of the fall in fuel oil consumption following the entry into service of the MANANTALI hydroelectric works; these works will certainly lead to a decline in diesel consumption in Mali and thus adversely effect our exports of petroleum products.

*SENELEC

This enterprise has a monopoly in the generation and distribution of electricity.

Apart from the two gas turbines it operates, SENELEC receives its fuel supplies from the SAR.

It provides electricity at three different voltages:

- low voltage for households;
- high voltage for the CSPT, ICS and SOCOCIM;
- medium voltage for all other industries. The three products are differently priced.

Apart from the increase introduced in July 1989, of between 1.65 per cent and 2 per cent according to voltage, SENELEC prices have remained very stable because the Government has maintained the prices of its fuels at their 1986 level, despite the decline in world oil markets and in the United States dollar exchange rate.

4.2.1.2.2. Mining and energy policy

From 1982 to 1985, the Government of Senegal established a consolidated study of all surveys carried out in the country over the last twenty years. This study, known as the Minerals Plan, provided the basis for the drawing up of a geological and mining development plan.

In the case of both mineral and hydraulic resources, the strategic option chosen was to promote diversification and the strengthening of exploration and production capacity in these sectors, in association with foreign enterprises.

With regard to minerals, good quality phosphates were discovered in Matam, which showed promising results in tests carried out in 1990/91 for their use in agriculture.

However, these tests could not be followed-up owing to a lack of financial resources.

In the case of hydrocarbons, in order to reduce the country’s energy dependency emphasis will be placed on:

- confirmation of existing hydrocarbon reserves;
- development of oil and gas reserves through Senegalese and foreign private investment.

In order to boost the exploration and development of economically viable reserves, in 1986 the Government introduced a new Petroleum Code which was much more attractive for oil companies, and adopted the strategic option of having PETROSEN participate as a partner in exploration and in the development of finds.
4.1.2.3. Agriculture

The New Agricultural Policy was drawn up in 1984, and centred on the following objectives:

- creation of a national agricultural credit bank (Caisse Nationale de Crédit Agricole);
- application of price incentives;
- implementation of an efficient policy of management and distribution of production factors;
- reduction in government intervention;
- promotion of cereal production.

Over the last two years, agricultural policy has been heavily influenced by the last two objectives.

(A) Reduction in the rôle of the State

This has taken the form of the elimination of support enterprises.

The Government thus sought to reduce the heavy expenses of support and to increase the responsibility of producers and other private-sector operators.

One of the consequences has been the proliferation of rural organizations. Thus, thousands of "groupements d'intérêt économique" (local joint ventures) have been formed, in addition to the 4,500 village co-operative sections.

(B) Promotion of cereal production

Without seeking to neglect other crops (groundnuts, cotton, fruit and vegetables), special emphasis has been placed on the promotion of cereals, in particular those grown with irrigation.

*The choice of cereals stemmed from the desire to attain 80-per-cent food self-sufficiency, and therefore focused on:

- essentially paddy rice production, which is to rise from 16 per cent of cereal tonnage in 1985/86 to 42 per cent in the year 2000;
- secondly, maize, which should rise from 11 to 15 per cent over the same period;
- meanwhile, the relative share of millet and sorghum should decline from 73 per cent to 43 per cent.

*Irrigated agriculture was chosen, because the large-scale development of irrigated crops is one of the means of fighting desertification, as well as ensuring stable growth of output.

However, irrigation is not profitable in the case of rice production alone. Paddy rice cultivation must be associated with other crops, such as maize and above all market-garden produce, for there to be any hope of covering the high amortization and maintenance costs.

4.1.2.4. Fisheries

In accordance with the guidelines established by the Government, the fisheries sector is to pursue the following objectives:

- contribute to the country’s self-sufficiency in food;
- contribute to improving the trade balance and earning foreign exchange;
4.2. Overall economic results

4.2.1. GDP growth

From 1987 to 1991, average GDP growth was 2.2 per cent per annum, which is lower than the average population growth rate (2.7 per cent annually). This growth was uneven. 1989 was a bad year, with a growth rate of -1.4 per cent, owing to:

- poor agricultural harvests leading to a 22.9 per cent drop in agricultural value added;
- social disturbances which slowed economic activity in general and trade in particular.

Growth picked up again in 1990, with a rate of 4.5 per cent. This resulted from an increase of 10.1 per cent in the value added of the primary sector, 3.7 per cent in that of the secondary sector, and 3 per cent in that of the tertiary sector.

1991 was again a mediocre year owing to the agricultural harvest. The groundnut harvest declined by 17 per cent, and the cereal harvest by 8.5 per cent, leading to a cereal shortfall and a rise in imports of foodstuffs.

This loss of agricultural incomes was a major factor in the slow-down of growth of final demand (1.9 per cent), which led to a decline in the growth of the secondary and tertiary sectors (2.2 per cent and 2.7 per cent, respectively, in 1991 compared with 3.7 per cent in 1990).

The decline in the growth of the secondary sector could have been even more severe had it not been for the buoyancy of the public works and construction sector, stemming from the execution of major projects (OCI complex) and the fall in the price of cement.

4.2.2. Public finance

With the exception of the 1990/91 budget year, the government budget has shown a chronic deficit.

In 1989/90 this deficit represented 4.3 per cent of GDP, while in 1990/91 a surplus of 0.2 per cent was recorded. This performance was the result of a 17.3 per cent increase in revenue, which amounted to 300.9 billion CFAF, while spending declined by 0.3 per cent.

The rise in revenue stemmed basically from higher fiscal receipts, which rose by 11.3 per cent, following the expansion of the list of products subject to minimum tax, the introduction of a registration fee for vehicle sales, and an increase in stamp duties.

In contrast, the 1991/92 budget again slipped into a deficit. Thus, during the budget transition period (July to December), total receipts amounted to 125.4 billion CFAF, a decline of 10.9 per cent compared with the level of a year earlier (140.7 billion CFAF). Meanwhile, expenditure rose by 42.5 per cent compared with the same period of the previous year.

This adverse trend continued in 1993, judging by the results of the first half of the year. At the end of June 1993, receipts totalled 125.3 billion CFAF (from which 35.7 billion in non-renewable exceptional receipts should really be deducted) compared with 166.6 billion CFAF in June 1992. Expenditure totalled 133 billion CFAF as against 173.5 billion CFAF a year earlier. All in all, the deficit for the first half of the year was 7.7 billion CFAF compared with 6.9 billion in 1992.
4.2.3. Balance of payments

Senegal has a chronic current-account deficit in its balance of payments. Nevertheless, the situation improved between 1987 and 1990. With a deficit of 47.7 billion CFAF in 1990, the current account improved by 15.5 billion CFAF, above all as a result of the easing of debt interest, which fell from 52.5 billion CFAF in 1989 to 38.5 billion CFAF in 1990. This deficit was financed through capital inflows and exceptional financing of 42.3 billion CFAF.

4.2.4. Debt

Despite the repeated rescheduling negotiated by the Senegalese Government, the country continues to be weighed down by its external public debt. At the end of 1991 the debt overhang amounted to 911.1 billion CFAF compared with 943.6 billion in the previous year, a decline of 3.4 per cent.

At the same date, the contractual public debt service amounted to 137.3 billion CFAF, comprising 95.3 billion of principle and 42 billion of interest and commission.

Despite the rescheduling arranged, the effective debt service amounted to 102.7 billion CFAF for 1990/91 or 25.3 per cent of export earnings and 34.1 per cent of budget receipts.

Hence, debt service continues to represent a heavy burden for the country’s economy.

Senegal is pinning great hopes on the outcome of the negotiations with members of the Paris and London clubs, as well as on the conversion of some loans into grants, as in the case of France and Germany.

4.2.5. Main foreign trade trends

4.2.5.1. Structure

The structure of Senegalese trade has not changed significantly, despite the Government’s desire to diversify it.

(a) Imports

Between 1986 and 1991, 23 products represented between 68 per cent (1987) and 74 per cent (1989 and 1990) of the total value of imports.

In 1991, the ten main imports were, in descending order: machinery and equipment, petroleum products, vegetable and animal fats and oils, pharmaceuticals, dairy products, eggs and honey, cardboard and products thereof, motor vehicles, base metals, and wheat and meslin.

It should be noted that capital goods (machinery and equipment) were the biggest import category for the second year running, ahead of petroleum products. However, their steady decline is a source of concern as they provide the underpinning for the country’s industrialization.
(b) Exports

An analysis of the structure of exports from 1986 to 1991 shows two main features:

- little diversification: a dozen products represented between 71 per cent and 75 per cent of the total value of exports;

- increasing weight of these twelve products. From 71 per cent in 1987, their share rose to 74 per cent in 1988 and 1989, reaching 75 per cent in 1990 and 1991.

The main export products in 1991 included fishery products (32 per cent of exports), groundnut products (15 per cent), petroleum products (7 per cent), phosphates (7 per cent), cotton, not carded or combed (3 per cent), and salt (1 per cent).

It should be noted that, apart from petroleum exports to Mali and Mauritania, the bulk of oil exports consist of supplies for aircraft and vessels.

Since independence, Senegal has had a trade deficit. The import/export cover rate has ranged from a maximum of 95.82 per cent in 1966 to a minimum of 45.34 per cent in 1980.

An analysis of the country's trade throws light on trends in its evolution and geographical orientation.

4.2.5.2. Evolution

Trends in both imports and exports were uneven between 1986 to 1991.

However, the trend appears to a falling one, particularly from 1989 to 1991.

Nevertheless, improvement in the import/export cover rate, rising from 56 per cent in 1989 to 57 per cent in 1990 and 59 per cent in 1991, clearly shows that the decline in exports was smaller than that in imports.

(a) Decline in imports

Imports declined from 389,541 million CFAF in 1989 to 351,843 million CFAF in 1990, a fall of 10 per cent, and again to 309,349 million CFAF in 1991, a further fall of 12 per cent.

This decline was the result of the fall in imports of petroleum products, fruit and vegetables, wheat and meslin, rice, para-chemical industrial goods, cardboard and products thereof, machinery and equipment, textile products (printed cotton fabrics and made-up articles) and motor-vehicle spare parts.

This was partially offset, however, by rises in animal and vegetable oils and fats, wood and wood products and maize.

(b) Decline in exports

Between 1989 and 1991 exports fell from 221,786 million CFAF to 201,786 million CFAF, or 9 per cent, and subsequently to 183,772 million CFAF, or a further fall of 9 per cent.
This decline was essentially due to lower exports of phosphates, mineral and chemical fertilizers, salt, and cotton fabrics (crisis in the Senegalese textile industry).

The decline between 1990 and 1991 was attributable above all to the fall in groundnut exports following a bad harvest (output of groundnuts for oil mills dropped by 18 per cent, from 819,641 tonnes in 1990 to 673,753 tonnes in 1991) as well as to the fall in crude groundnut oil prices (from US$963.7 to US$894.8 per tonne, a fall of 7 per cent).

Over these three years, there was no regular increase in exports of any significant product.

4.2.5.3. Orientation of trade

Despite diversification efforts, the country’s trade remains heavily concentrated on and orientated towards the OECD countries, while the African regional groupings have only a marginal place.

(a) Concentration of trade

From 1988 to 1991, the twenty main customers and twenty main suppliers accounted for between 81 and 86 per cent of our exports, respectively, and between 87 and 91 per cent of our imports.

In 1991, of our twenty biggest customers six were European, totalling 49.82 per cent of our exports, five were Asian, accounting for 18.31 per cent of our exports, seven were African, representing 11.87 per cent of our exports, and one was American (United States: 1.4 per cent of our exports).

Of our main suppliers in 1991, nine were European, accounting for 55.59 per cent of our imports, three were African (15.02 per cent), five Asian (10.98 per cent) and three American (9.88 per cent).

(b) The OECD accounts for a large part of our trade

The OECD countries are Senegal’s main customers and its main suppliers.

The OECD is its biggest customer: from 1985 to 1989, exports to the OECD represented on average 51.7 per cent of the total value of exports, of which EEC member countries accounted for 48.4 per cent.

A careful analysis shows that the OECD’s share increased during the period, rising from 43 per cent in 1985 to over 58 per cent in 1988 and 1989.

In 1991, our biggest customers were: France (31.59 per cent), Italy, whose share has risen steadily from 4 per cent in 1988 to 10.12 per cent in 1991, Spain (3.11 per cent), Belgium-Luxembourg (1.40 per cent) and Germany (1.27 per cent).

The OECD is the country’s main supplier: from 1985 to 1989, imports from the OECD represented 66.6 per cent of the total, of which the EEC countries accounted for 52 per cent.

As in the case of exports, France is well in the lead, and its share even increased from 31.61 per cent in 1988 to 34.34 per cent in 1991. It was followed, in 1991 by Italy (5.61 per cent), Belgium-Luxembourg (3.74 per cent), Germany (3.50 per cent), Spain (3.33 per cent), the Netherlands (2.65 per cent) and the United Kingdom (1.57 per cent).

(c) The Economic Community of West African States (ECOWAS) represents a marginal share.
Although ECOWAS has existed since 1975, trade between Senegal and the other partners remains small.

Between 1986 and 1991, the average share of ECOWAS in Senegalese exports was only 14.74 per cent, of which the CEAO (West African Economic Community) represented 11.25 per cent: this figure is unquestionably low when compared with that of France, which is more than double.

Furthermore, since 1987 exports to ECOWAS countries have not only declined steadily in absolute value but also in relative value, from 38,636 million CFAF (20 per cent) in 1987 to 19,793 million CFAF (10.77 per cent) in 1991.

The share of the CEAO has followed a similar trend, falling from 17.25 per cent in 1987 to 7.57 per cent in 1991.

In 1991, Senegal’s main customers within ECOWAS were Mali, Côte d’Ivoire, the Gambia, Guinea and Benin; Nigeria, our principal supplier, accounted for only 332 million CFAF.

On the import side, the ECOWAS average was only 11.20 per cent, of which the CEAO accounted for 5.20 per cent, compared with over 30 per cent for France (34 per cent in 1991).

In 1991 Senegal’s main suppliers were Nigeria (7.25 per cent) and Côte d’Ivoire (5.61 per cent). These countries totalled 12.86 per cent of Senegal’s imports, or 98 per cent of its imports from ECOWAS in 1991 (13.10 per cent).

4.2.6. Terms of trade

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<tr>
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</thead>
<tbody>
<tr>
<td>Export price index</td>
<td>100</td>
<td>159.4</td>
<td>135.3</td>
<td>132.6</td>
<td>142.2</td>
</tr>
<tr>
<td>Import price index</td>
<td>100</td>
<td>176.3</td>
<td>159.5</td>
<td>153.9</td>
<td>179.7</td>
</tr>
<tr>
<td>Price index</td>
<td>100</td>
<td>90.5</td>
<td>84.8</td>
<td>86.2</td>
<td>79.1</td>
</tr>
</tbody>
</table>

This table shows that even if the terms of trade did not deteriorate continuously between 1986 and 1989, there was a definite deterioration compared with the base year.

4.3. Sectoral economic performance

4.3.1. Agriculture

During the period 1987-1992, the agricultural sector’s share of GDP declined significantly, from 55 per cent to 46 per cent.

At first sight this trend, common to developing countries, might not appear to be a source of concern. In fact, it is harmful because Senegalese agriculture continues to employ two-thirds of the active population.

The agricultural sector is still unable to satisfy the country’s food needs or provide rural producers with sufficient incomes to discourage them from migrating to the urban centres.

However, this trend varies from sub-sector to sub-sector, and sometimes even within sub-sectors.
(1) Cereals

Between 1984 and 1992, cereal production followed a saw-tooth trend between a maximum of 1,243,509 tonnes in 1985/86 and a minimum of 705,804 tonnes in 1984/85.

However, output has tended to decline, in particular over the last four years: 1,065,385 tonnes in 1989/90, 951,343 tonnes in 1990/91, 967,107 tonnes in 1991/92 and 854,616 tonnes in 1992/93.

Nevertheless, this decline conceals a rise in paddy rice output, from 135,828 tonnes in 1984/85 to 193,869 tonnes in 1991/92, before falling slightly to 177,346 tonnes in 1992/93.

The level of maize production remained stable at 120,000 tonnes.


(2) Groundnuts

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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Output</td>
<td>871,235</td>
<td>1,150,723</td>
<td>580,655</td>
<td>682,416</td>
<td>841,052</td>
<td>963,100</td>
<td>722,898</td>
</tr>
</tbody>
</table>

After having reached high levels during the first decade of independence, the volume of groundnut production subsequently varied considerably.


Conversely, worrying lows occurred in particular in 1977/78, 1980/81 and 1981/82, with less than 600,000 tonnes, attributable above all to rain conditions.

(3) Fruit and vegetables

The Senegalese fruit and vegetables sub-sector has developed considerably. Over twenty years, from 1973 to 1992, vegetable output more than doubled, from 72,900 tonnes to 152,000 tonnes, while the area devoted to fruit and vegetables rose from 5,100 to 10,000 hectares.

Likewise, over these twenty years fruit production rose from 46,000 tonnes to 101,000 tonnes. In 1990/91, it consisted above all of mangoes (55 per cent), citrus fruit (23 per cent) and bananas (5 per cent).

This development of the fruit and vegetables sector, however, was curbed by a number of major constraints:

- spatial concentration of production in the area of Dakar, Thiès, Louga and Saint-Louis (along the coastal strip known as the Niayes zone); industrial tomatoes are produced at Saint-Louis, where there are two processing plants (SOCAS and SNTI) with a total capacity of 60,000 tonnes;
seasonal concentration: vegetables are essentially produced over a five-month period (January to May);
- export constraints (costly and irregular airfreight, quality standards, especially on the EEC market).

(4) Cotton

Cotton is produced on family-type farms by 70,000 producers organized into grass-roots producers' associations.

After having remained constant at around 35,000 tonnes between 1985/86 and 1990, cottonseed output entered a new growth period as from 1990/91, and reached the level of 50,000 tonnes in 1991/92.

Nevertheless, these levels are insufficient to ensure full utilization of installed ginning capacity of about 65,000 tonnes of cottonseed.

4.3.2. Fisheries

Fisheries are a key sector of our economy, directly or indirectly employing over 150,000 people and accounting for 2 per cent of the gross domestic product.

In 1990, 354,311 tonnes of fish were landed, 70 per cent of which from non-industrial fishing.

The volume of exports rose from 118,326 tonnes in 1989 to 124,673 tonnes in 1990, while the value was 120,498,253,000 CFAF and 91,325,566,000 CFAF, respectively.

However, sea fishing is currently in the midst of a serious crisis, which led to a decline in turnover and cash-flow problems for enterprises in 1992.

The fisheries sector is confronted with:

- a problem of rational management of resources;
- obsolescence of the fleet;
- the problem of equipment of industrial processing plants;
- commercial problems.

4.3.2.1. Rational management of resources

Senegalese sea fishing developed only thanks to the abundance of fish resources. However, owing to the heavy pressure exerted, the problem of renewal of stocks has already arisen, in particular for certain species.

The situation is especially worrying in the case of the coastal demersal species destined exclusively for export.

The drastic decline in cephalopod catches is also a sign of the vulnerability of this species.

In order to ensure a renewal of our stocks, the measures taken include in particular:

- a freeze on the granting of licences for coastal demersal fishing;
- limitation on sardine fishing on the Petite Côte in favour of Casamance and the North Coast.
4.3.2.2. Obsolescence of the fleet

The Senegalese fleet consists essentially of fishing boats with an average age of over twenty years.

Owing to the relatively high cost of new boats and the lack of maritime credit, the most realistic solution continues to appear to be:
- purchase and transformation of used boats;
- improvement of existing boats, in particular by improving ship maintenance (preventive maintenance, constitution of stocks of spare parts).

4.3.2.3. Situation of production units

The fisheries sector is under-employed, working at 40 to 60 per cent of installed capacity, which leads to higher costs.

In addition, the processing sector does not appear to meet the new sanitary standards established in particular by the European Economic Community, its main market. It is therefore essential to bring these industrial production plants into conformity with the European health standards.

For this purpose, the Government will also have to provide support for enterprises requesting medium-term financing from investors.

4.3.2.4. Trade problems for exports

Senegal exports whole fresh fish as well as canned tuna to the EEC.

It also exports frozen products to the African and Asian markets (including Japan) as well as dried salted products to African countries, in particular the Congo and Zaire.

While Africa accounts for a large volume of these exports, the EEC comes first in value terms and is therefore our most important market.

However, our position on the European market is being eroded, in particular as a result of:
- competition from low-waged countries;
- falling prices;
- indirect effects of the United States tuna embargo.

Consequently, among other things it is necessary to carry out research and promotion activities for Senegalese products, and enhance the quality and healthiness of products, not to mention the internal management measures to be taken by producers.

4.4. Problems on external markets

Apart from price fluctuations, Senegalese export products above all face a problem of quality standards.

This is true in particular of fishery products, groundnut products, fruit and vegetables and phosphates.
In order to deal with these problems, above all on our principal market, the EEC, exporting enterprises must be brought up to the necessary level and control infrastructures must be established.

In the case of fruit and vegetables, so as to be able to obtain approval exporting companies must have packaging centres that are up to standard, as well as adequate storage infrastructure and logistical systems.

For fishery products, the enterprises must operate in suitable health and hygiene conditions.

With regard to quality control infrastructure, they must prove that they can carry out quality control in conditions similar to those in Europe.

The EEC market is also partially closed to Senegalese phosphates because of their cadmium content, which exceeds Community standards.

In addition, oil cakes have been criticized for their high aflatoxin content, and SONACOS has had to set up a department to reduce aflatoxin content in order to bring it into line with the limits established by import markets.

Finally, Senegalese tuna is feeling the impact of competition from Mexico on its traditional markets as an indirect consequence of the United States tuna embargo.
ANNEXES
LIST OF TABLES

List of goods subject to import licensing
Export subsidy schedule (1988)
Export subsidy schedule (1989)
Privatized enterprises
Enterprises currently undergoing privatization
Principal goods exported by Senegal
Principal goods imported by Senegal
Principal clients
Principal suppliers
Exports by Senegal to ECOWAS countries
Imports by Senegal from ECOWAS countries
Trade balance with ECOWAS countries
Exports by region and principal destination
Imports by region and principal origins
Macroeconomic aggregates
Outstanding external public debt

Symbols used in the tables:

p = Provisional
c = Corrected
... Not available
0 Zero when rounded off, or negligible
- No variable for this column
LIST OF GOODS SUBJECT TO IMPORT LICENSING

<table>
<thead>
<tr>
<th>Goods</th>
</tr>
</thead>
<tbody>
<tr>
<td>- certain cereals: buckwheat, millet, sorghum</td>
</tr>
<tr>
<td>- maize meal, cereal flours, rice with over 35% content of broken rice</td>
</tr>
<tr>
<td>- bananas</td>
</tr>
<tr>
<td>- cola nuts</td>
</tr>
<tr>
<td>- onions and potatoes for consumption and for planting</td>
</tr>
<tr>
<td>- tomato concentrate</td>
</tr>
<tr>
<td>- vegetable oil</td>
</tr>
<tr>
<td>- sugar</td>
</tr>
<tr>
<td>- old clothing</td>
</tr>
<tr>
<td>- cement</td>
</tr>
<tr>
<td>- sacks of jute or polypropylene</td>
</tr>
<tr>
<td>- gold, jewellery and articles of adornment</td>
</tr>
<tr>
<td>- mineral and chemical fertilizers</td>
</tr>
</tbody>
</table>
### EXPORT SUBSIDY SCHEDULE (1988)

(in millions of CFAF)

<table>
<thead>
<tr>
<th>Products</th>
<th>F.o.b. value</th>
<th>Industrial value added</th>
<th>Subsidy</th>
<th>Share of product in subsidy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fish</td>
<td>27,647.7</td>
<td>4,145.5</td>
<td>1,044.9</td>
<td>19.6</td>
</tr>
<tr>
<td>Fruits and vegetables</td>
<td>1,763.9</td>
<td>346.9</td>
<td>90.1</td>
<td>1.2</td>
</tr>
<tr>
<td>Fish flour</td>
<td>127.5</td>
<td>19.1</td>
<td>4.8</td>
<td>0.1</td>
</tr>
<tr>
<td>Hosiery</td>
<td>68.2</td>
<td>59.1</td>
<td>14.7</td>
<td>0.3</td>
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<tr>
<td>Cigarettes</td>
<td>1,761.3</td>
<td>1,377.5</td>
<td>347.3</td>
<td>6.5</td>
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<tr>
<td>Cardboard boxes</td>
<td>207.8</td>
<td>138.5</td>
<td>34.6</td>
<td>0.6</td>
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<tr>
<td>Cattle fodder</td>
<td>78.5</td>
<td>51.2</td>
<td>12.8</td>
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<tr>
<td>Tanned hides</td>
<td>162.7</td>
<td>64.4</td>
<td>18.8</td>
<td>0.4</td>
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<tr>
<td>Preserves</td>
<td>15,571.3</td>
<td>4,523.9</td>
<td>1,257.1</td>
<td>23.6</td>
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<tr>
<td>Textiles</td>
<td>1,410.5</td>
<td>814.6</td>
<td>229.8</td>
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<td>Fertilizers and phosphates</td>
<td>19,796.9</td>
<td>8,781.3</td>
<td>2,206.1</td>
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<tr>
<td>Fruits</td>
<td>12.4</td>
<td>8.3</td>
<td>2.1</td>
<td>-</td>
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<tr>
<td>Household articles</td>
<td>97.3</td>
<td>50.3</td>
<td>18.3</td>
<td>0.3</td>
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<tr>
<td>Insecticides</td>
<td>33.3</td>
<td>18.5</td>
<td>7.5</td>
<td>0.1</td>
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<tr>
<td>Agricultural equipment</td>
<td>99.8</td>
<td>68.8</td>
<td>17.2</td>
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<tr>
<td>Medicaments</td>
<td>19.7</td>
<td>14.6</td>
<td>3.6</td>
<td>0.4</td>
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<tr>
<td>Sweets</td>
<td>2.2</td>
<td>1.9</td>
<td>0.5</td>
<td>-</td>
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<tr>
<td>Cosmetics</td>
<td>3.0</td>
<td>2.2</td>
<td>0.6</td>
<td>-</td>
</tr>
<tr>
<td>Footwear</td>
<td>0.6</td>
<td>0.4</td>
<td>0.1</td>
<td>-</td>
</tr>
<tr>
<td>Mineral water</td>
<td>1.4</td>
<td>0.3</td>
<td>-</td>
<td>-</td>
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</tbody>
</table>

**TOTAL**                       | 68,866.3     | 20,547.3               | 5,311.0  | 100.0                      

*Source: Customs Department, Customs Inquiry Division.*
## EXPORT SUBSIDY SCHEDULE (1989)

(in millions of CFAF)

<table>
<thead>
<tr>
<th>Products</th>
<th>F.o.b. value</th>
<th>Industrial value added</th>
<th>Subsidy</th>
<th>Share of product in subsidy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fish</td>
<td>34,352.0</td>
<td>5,148.3</td>
<td>1,287.5</td>
<td>22.3</td>
</tr>
<tr>
<td>Fruits and vegetables</td>
<td>1,313.3</td>
<td>262.7</td>
<td>65.7</td>
<td>1.1</td>
</tr>
<tr>
<td>Preserves</td>
<td>17,575.3</td>
<td>5,272.6</td>
<td>1,318.2</td>
<td>22.8</td>
</tr>
<tr>
<td>Fish flour</td>
<td>151.2</td>
<td>22.7</td>
<td>5.7</td>
<td>0.1</td>
</tr>
<tr>
<td>Cigarettes</td>
<td>725.4</td>
<td>583.8</td>
<td>145.9</td>
<td>2.5</td>
</tr>
<tr>
<td>Fertilizers and phosphates</td>
<td>18,263.2</td>
<td>11,628.8</td>
<td>2,637.2</td>
<td>45.7</td>
</tr>
<tr>
<td>Cattle fodder</td>
<td>217.4</td>
<td>128.1</td>
<td>32.0</td>
<td>0.6</td>
</tr>
<tr>
<td>Cardboard boxes</td>
<td>260.8</td>
<td>164.6</td>
<td>41.1</td>
<td>0.7</td>
</tr>
<tr>
<td>Fabrics and thread</td>
<td>1,344.3</td>
<td>191.3</td>
<td>183.9</td>
<td>3.2</td>
</tr>
<tr>
<td>Footwear</td>
<td>0.7</td>
<td>0.3</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Household articles</td>
<td>74.8</td>
<td>42.9</td>
<td>10.7</td>
<td>0.2</td>
</tr>
<tr>
<td>Agricultural equipment</td>
<td>281.0</td>
<td>193.3</td>
<td>48.3</td>
<td>0.8</td>
</tr>
<tr>
<td>Toys</td>
<td>1.7</td>
<td>1.3</td>
<td>0.3</td>
<td>-</td>
</tr>
<tr>
<td>Medicaments</td>
<td>4.6</td>
<td>3.7</td>
<td>0.9</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>74,565.7</strong></td>
<td><strong>23,644.1</strong></td>
<td><strong>5,777.5</strong></td>
<td><strong>100.0</strong></td>
</tr>
</tbody>
</table>

Source: Customs Department, Customs Inquiry Division.
### PRIVATIZED ENTERPRISES

<table>
<thead>
<tr>
<th>N°</th>
<th>Company</th>
<th>Sector</th>
<th>Privatization strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SPT</td>
<td>Services</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>2</td>
<td>RENAULT SENEG</td>
<td>Automobile</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>3</td>
<td>FERME A.MBAO</td>
<td>Poultry farming project</td>
<td>Sale of assets</td>
</tr>
<tr>
<td>4</td>
<td>SERAS</td>
<td>&quot;Ressources an.&quot;</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>5</td>
<td>SENPRIM</td>
<td>Fruit production project</td>
<td>Rental of assets</td>
</tr>
<tr>
<td>6</td>
<td>SNSSS</td>
<td>Industry (salt)</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>7</td>
<td>SIDEC</td>
<td>Cinema</td>
<td>*</td>
</tr>
<tr>
<td>8</td>
<td>VACAP</td>
<td>Hotel</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>9</td>
<td>SAIH-MERIDIEN</td>
<td>Hotel business</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>10</td>
<td>SENOTEL</td>
<td>Hotel business</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>11</td>
<td>SONED</td>
<td>Consulting firm</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>12</td>
<td>SIPOA</td>
<td>Pharmaceuticals industry</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>13</td>
<td>MBORO</td>
<td>Fruit production</td>
<td>Rental of assets</td>
</tr>
<tr>
<td>14</td>
<td>SODIDA</td>
<td>Industry</td>
<td>Sale of assets</td>
</tr>
<tr>
<td>15</td>
<td>SODIZI</td>
<td>Industry</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>16</td>
<td>SODISA</td>
<td>Industry</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>17</td>
<td>SONADIS</td>
<td>Food distribution</td>
<td>Management Company (+) Estate company</td>
</tr>
<tr>
<td>18</td>
<td>CSAR</td>
<td>Insurance</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>19</td>
<td>CSAR-VIE</td>
<td>Insurance</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>20</td>
<td>CNCAS</td>
<td>Bank</td>
<td>Trust</td>
</tr>
<tr>
<td>21</td>
<td>BICIS</td>
<td>Bank</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>22</td>
<td>BHS</td>
<td>Bank</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>23</td>
<td>SOTEXKA</td>
<td>Textiles</td>
<td>Trust</td>
</tr>
<tr>
<td>24</td>
<td>NIS</td>
<td>Printing</td>
<td>Capital increase</td>
</tr>
<tr>
<td>25</td>
<td>SOCOCIM</td>
<td>Cement works</td>
<td>Sale of shares</td>
</tr>
</tbody>
</table>

*Sale of assets + creation of a private stock company (SIDECC) + creation of a development company (SIMPEC).*
## ENTERPRISES CURRENTLY UNDERGOING PRIVATIZATION

<table>
<thead>
<tr>
<th>N°</th>
<th>Company</th>
<th>Sector</th>
<th>Privatization strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SONEPI</td>
<td>Consulting firm</td>
<td>Capital increase</td>
</tr>
<tr>
<td>2</td>
<td>SICAP</td>
<td>Home</td>
<td>Management company + stock company</td>
</tr>
<tr>
<td>3</td>
<td>HAMO</td>
<td>Home</td>
<td>Sale of assets</td>
</tr>
<tr>
<td>4</td>
<td>SONACOS</td>
<td>Vegetable oil production</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>5</td>
<td>SONATRA</td>
<td>Transport</td>
<td>Capital increase</td>
</tr>
<tr>
<td>6</td>
<td>MSAD</td>
<td>Air traffic</td>
<td>Privatization of sales</td>
</tr>
<tr>
<td>7</td>
<td>ASACE</td>
<td>Insurance</td>
<td>-</td>
</tr>
<tr>
<td>8</td>
<td>SPHU-TERANGA</td>
<td>Hotel business</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>9</td>
<td>SSPT</td>
<td>Industry (phosphates)</td>
<td>Sale of shares</td>
</tr>
<tr>
<td>10</td>
<td>DAKAR MARINE</td>
<td>Ship repair</td>
<td>Management company + company stock</td>
</tr>
<tr>
<td>11</td>
<td>SIAS</td>
<td>Cleaning</td>
<td>Sale of shares</td>
</tr>
</tbody>
</table>
**SENEGALESE EXPORTS BY PRINCIPAL PRODUCTS (1986-1991)**

<table>
<thead>
<tr>
<th>Goods</th>
<th>Value in millions of CFAF (f.o.b.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1986 (c)</td>
</tr>
<tr>
<td>Groundnut products (1)</td>
<td></td>
</tr>
<tr>
<td>Unroasted groundnuts</td>
<td>130</td>
</tr>
<tr>
<td>Unrefined groundnut oil</td>
<td>17,045</td>
</tr>
<tr>
<td>Refined groundnut oil</td>
<td>27</td>
</tr>
<tr>
<td>Groundnut oilcake</td>
<td>6,297</td>
</tr>
<tr>
<td>Other products (2)</td>
<td>132,832</td>
</tr>
<tr>
<td>Fresh sea fish</td>
<td>17,928</td>
</tr>
<tr>
<td>Crustaceans, molluscs, shellfish</td>
<td>21,273</td>
</tr>
<tr>
<td>Tinned fish</td>
<td>14,958</td>
</tr>
<tr>
<td>Salt (unrefined and others)</td>
<td>4,716</td>
</tr>
<tr>
<td>Hydraulic cement</td>
<td>914</td>
</tr>
<tr>
<td>Phosphates</td>
<td>18,164</td>
</tr>
<tr>
<td>Oil products</td>
<td>42,154</td>
</tr>
<tr>
<td>Mineral and chemical fertilizers</td>
<td>1,387</td>
</tr>
<tr>
<td>Cotton</td>
<td>2,525</td>
</tr>
<tr>
<td>Cotton fabrics</td>
<td>7,548</td>
</tr>
<tr>
<td>Footwear</td>
<td>1,265</td>
</tr>
<tr>
<td>Products listed under (1) + (2)</td>
<td>156,331</td>
</tr>
<tr>
<td>Other products</td>
<td>60,247</td>
</tr>
<tr>
<td>Total exports</td>
<td>216,578</td>
</tr>
</tbody>
</table>

Source: Forecasts and Statistics Department: COMMEX Office.
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy products, eggs, honey</td>
<td>8,479</td>
<td>9,788</td>
<td>11,157</td>
<td>12,216</td>
<td>11,309</td>
<td>11,779</td>
</tr>
<tr>
<td>Edible vegetables and fruits</td>
<td>5,634</td>
<td>6,216</td>
<td>6,416</td>
<td>7,011</td>
<td>6,818</td>
<td>5,861</td>
</tr>
<tr>
<td>Wheat, meslin</td>
<td>7,002</td>
<td>5,072</td>
<td>4,721</td>
<td>12,550</td>
<td>12,344</td>
<td>7,927</td>
</tr>
<tr>
<td>Maize</td>
<td>252</td>
<td>286</td>
<td>349</td>
<td>617</td>
<td>698</td>
<td>973</td>
</tr>
<tr>
<td>Rice</td>
<td>17,367</td>
<td>11,120</td>
<td>22,963</td>
<td>38,131</td>
<td>24,987</td>
<td>20,094</td>
</tr>
<tr>
<td>Unrefined and refined sugar</td>
<td>691</td>
<td>749</td>
<td>187</td>
<td>1,855</td>
<td>8,865</td>
<td>1,726</td>
</tr>
<tr>
<td>Tinned fruits and vegetables</td>
<td>1,374</td>
<td>773</td>
<td>719</td>
<td>1,140</td>
<td>1,231</td>
<td>813</td>
</tr>
<tr>
<td>Animal and vegetable fat and oil</td>
<td>9,880</td>
<td>3,463</td>
<td>4,986</td>
<td>5,512</td>
<td>8,736</td>
<td>14,860</td>
</tr>
<tr>
<td>Beverages</td>
<td>1,159</td>
<td>1,402</td>
<td>1,223</td>
<td>1,018</td>
<td>812</td>
<td>778</td>
</tr>
<tr>
<td>Raw and manufactured tobacco</td>
<td>4,511</td>
<td>4,905</td>
<td>5,141</td>
<td>4,500</td>
<td>2,829</td>
<td>3,563</td>
</tr>
<tr>
<td>Oil products</td>
<td>79,194</td>
<td>53,334</td>
<td>49,148</td>
<td>66,710</td>
<td>47,830</td>
<td>33,527</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>9,243</td>
<td>11,549</td>
<td>10,405</td>
<td>12,912</td>
<td>12,220</td>
<td>12,317</td>
</tr>
<tr>
<td>Paramedical industrial products</td>
<td>6,428</td>
<td>6,205</td>
<td>7,433</td>
<td>10,976</td>
<td>7,220</td>
<td>6,602</td>
</tr>
<tr>
<td>Wood and woodwork</td>
<td>2,699</td>
<td>4,442</td>
<td>4,624</td>
<td>4,141</td>
<td>5,599</td>
<td>5,641</td>
</tr>
<tr>
<td>Paper, cardboard boxes and their by-products</td>
<td>11,120</td>
<td>9,888</td>
<td>10,485</td>
<td>12,900</td>
<td>12,256</td>
<td>11,770</td>
</tr>
<tr>
<td>Unprinted cotton fabrics</td>
<td>6,030</td>
<td>4,242</td>
<td>4,712</td>
<td>4,080</td>
<td>4,477</td>
<td>3,612</td>
</tr>
<tr>
<td>Printed cotton fabrics</td>
<td>165</td>
<td>427</td>
<td>642</td>
<td>854</td>
<td>86</td>
<td>52</td>
</tr>
<tr>
<td>Articles of clothing made of cloth</td>
<td>2,765</td>
<td>2,988</td>
<td>3,070</td>
<td>3,329</td>
<td>3,327</td>
<td>2,751</td>
</tr>
<tr>
<td>Base metals</td>
<td>9,810</td>
<td>8,815</td>
<td>8,247</td>
<td>10,777</td>
<td>11,149</td>
<td>9,665</td>
</tr>
<tr>
<td>Machinery and equipment</td>
<td>39,685</td>
<td>43,509</td>
<td>46,089</td>
<td>53,626</td>
<td>52,209</td>
<td>47,294</td>
</tr>
<tr>
<td>Automobiles and buses</td>
<td>11,978</td>
<td>12,468</td>
<td>11,151</td>
<td>13,145</td>
<td>8,836</td>
<td>9,691</td>
</tr>
<tr>
<td>Trucks and vans</td>
<td>3,299</td>
<td>4,227</td>
<td>3,705</td>
<td>4,906</td>
<td>4,938</td>
<td>3,549</td>
</tr>
<tr>
<td>Spare automobile parts</td>
<td>6,362</td>
<td>4,771</td>
<td>4,980</td>
<td>5,077</td>
<td>5,008</td>
<td>3,805</td>
</tr>
<tr>
<td>Other products</td>
<td>87,802</td>
<td>96,959</td>
<td>99,018</td>
<td>101,558</td>
<td>98,696</td>
<td>90,699</td>
</tr>
<tr>
<td><strong>Total imports</strong></td>
<td>332,929</td>
<td>307,598</td>
<td>321,571</td>
<td>389,541</td>
<td>351,843</td>
<td>309,349</td>
</tr>
</tbody>
</table>

Source: Forecasts and Statistics Department: COMMEX Office.
## Principal Client Countries

(Value in millions of CFAF)

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports in millions</th>
<th>(1)</th>
<th>Country</th>
<th>Exports in millions</th>
<th>(1)</th>
<th>Country</th>
<th>Exports in millions</th>
<th>(1)</th>
<th>Country</th>
<th>Exports in millions</th>
<th>(1)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>France</strong></td>
<td>66,262</td>
<td>37.63</td>
<td><strong>France</strong></td>
<td>77,481</td>
<td>35.04</td>
<td><strong>France</strong></td>
<td>73,196</td>
<td>36.27</td>
<td><strong>France</strong></td>
<td>58,060</td>
<td>31.59</td>
</tr>
<tr>
<td><strong>India</strong></td>
<td>17,015</td>
<td>9.66</td>
<td><strong>India</strong></td>
<td>22,424</td>
<td>10.14</td>
<td><strong>India</strong></td>
<td>22,841</td>
<td>11.32</td>
<td><strong>India</strong></td>
<td>21,672</td>
<td>11.79</td>
</tr>
<tr>
<td><strong>Italy</strong></td>
<td>7,285</td>
<td>4.14</td>
<td><strong>Italy</strong></td>
<td>14,907</td>
<td>6.74</td>
<td><strong>Italy</strong></td>
<td>14,772</td>
<td>7.32</td>
<td><strong>Italy</strong></td>
<td>18,601</td>
<td>10.12</td>
</tr>
<tr>
<td><strong>Netherlands</strong></td>
<td>7,271</td>
<td>4.13</td>
<td><strong>Mali</strong></td>
<td>10,261</td>
<td>4.64</td>
<td><strong>Mali</strong></td>
<td>11,465</td>
<td>5.68</td>
<td><strong>Mali</strong></td>
<td>6,825</td>
<td>3.71</td>
</tr>
<tr>
<td><strong>Mali</strong></td>
<td>7,223</td>
<td>4.10</td>
<td><strong>Japan</strong></td>
<td>9,042</td>
<td>4.09</td>
<td><strong>Netherlands</strong></td>
<td>11,259</td>
<td>5.58</td>
<td><strong>Spain</strong></td>
<td>5,712</td>
<td>3.11</td>
</tr>
<tr>
<td><strong>Spain</strong></td>
<td>6,645</td>
<td>3.77</td>
<td><strong>Spain</strong></td>
<td>8,649</td>
<td>3.91</td>
<td><strong>Côte d’Ivoire</strong></td>
<td>6,074</td>
<td>3.01</td>
<td><strong>Côte d’Ivoire</strong></td>
<td>5,016</td>
<td>2.73</td>
</tr>
<tr>
<td><strong>Philippines</strong></td>
<td>6,193</td>
<td>3.52</td>
<td><strong>Netherlands</strong></td>
<td>7,089</td>
<td>3.21</td>
<td><strong>Côte d’Ivoire</strong></td>
<td>4,779</td>
<td>2.37</td>
<td><strong>Taiwan</strong></td>
<td>3,708</td>
<td>2.02</td>
</tr>
<tr>
<td><strong>Côte d’Ivoire</strong></td>
<td>5,695</td>
<td>3.23</td>
<td><strong>Côte d’Ivoire</strong></td>
<td>5,194</td>
<td>2.67</td>
<td><strong>Japan</strong></td>
<td>4,496</td>
<td>2.08</td>
<td><strong>Japan</strong></td>
<td>3,375</td>
<td>1.84</td>
</tr>
<tr>
<td><strong>Mauritania</strong></td>
<td>5,406</td>
<td>3.07</td>
<td><strong>Philippines</strong></td>
<td>5,480</td>
<td>2.48</td>
<td><strong>Philippines</strong></td>
<td>3,872</td>
<td>1.92</td>
<td><strong>Philippines</strong></td>
<td>2,997</td>
<td>1.63</td>
</tr>
<tr>
<td><strong>United Kingdom</strong></td>
<td>3,557</td>
<td>2.02</td>
<td><strong>Cameroon</strong></td>
<td>3,871</td>
<td>1.75</td>
<td><strong>Cameroon</strong></td>
<td>3,840</td>
<td>1.90</td>
<td><strong>Cameroon</strong></td>
<td>2,930</td>
<td>1.59</td>
</tr>
<tr>
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| **First 20 countries** | **151,893** | **86.26** | **First 20 countries** | **185,662** | **83.95** | **First 20 countries** | **172,823** | **85.65** | **First 20 countries** | **148,925** | **81.04** |
| **All countries**      | **176,083** | **100.00** | **All countries**      | **221,147** | **100.00** | **All countries**      | **201,786** | **100.00** | **All countries**      | **183,772** | **100.00** |

(1) Share in overall value

Source: Department of Forecasts and Statistics
# PRINCIPAL SUPPLIER COUNTRIES

(Value in millions of CFAF)

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(1) Share in overall value

Source: Department of Forecasts and Statistics.
## EXPORTS BY SENEGAL TO ECOWAS COUNTRIES (1986-1991)

(Value in millions of CFAF)

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**Source:** Department of Forecasts and Statistics: COMMEX Office.
### IMPORTS BY SENEGAL TO ECOWAS COUNTRIES (1986-1991)
(Values in millions of CFAF)

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*Source: Department of Forecasts and Statistics: COMMEX Office.*
## TRADE BALANCE OF SENEGAL WITH ECOWAS COUNTRIES (1986-1991)

(Value in Millions of CFAF)

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Source: Department of Forecasts and Statistics.
### Imports by Region and Principal Origins (1980-1991)

(Millions of CFAF)

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### OUTSTANDING EXTERNAL PUBLIC DEBT

(Billions of CFAF)

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*Situation as at June 1993

Source: MEFP/DGBAD/DDCF/DDE.