



# REPUBLIC OF TOGO



## INDO-AFRICAN CHAMBER OF COMMERCE & INDUSTRY

August 2013

Special Supplement

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#### MESSAGE



#### AMBASSADE DE LA REPUBLIQUE TOGOLAISE EN INDE EMBASSY OF THE REPUBLIC OF TOGO IN INDIA NEW DELHI



**AKAKPO Koffi**  
Chargé d'Affaires.a.i

First of all, I would like to thank the Indo-African Chamber of Commerce and Industries for its on going efforts with African countries in general and Togo in particular, which aimed to strengthen bilateral co-operation between our countries. I would also like to take this opportunity to thank the community of Indian business-men for their commitments alongside the Togolese authorities in the implementation of its ambitious programs who are transforming Togo as a new Swiss land of Africa.

If it is true that money does not like noise, it is also certain that the business

community doesn't like sociopolitical instability. As elsewhere, Togo has experienced hard times considering the economic policy plan. But thanks to the political commitment of citizen mobilization and political actors of civil society, we have solved this issue, turning a page and are committed to the future by having a vision that now includes the obligation to provide results on the pediment of the city.

The government's strategy, drawing lessons from its recent past, is to continue to strengthen the democratic gains under the democratic and economic governance, to develop and modernize

the infrastructure while relying on the growth sectors of mining, energy, tourism, culture, telecommunications, SMEs / SMIs and agriculture in order to fund more sectors like social/health, education and water for the benefit of the people.

Thus, since 2006, under the leadership of the President, various successive reforms in Togo in the economic and financial sectors and in the political and social field have been made to create a new country reconciled with itself and with its partners.

The economic consolidation of the structuring sector of the economy is a "must have" not only in the development and upgrading of major infrastructure mentioned earlier, but also in services.

In this movement forward, we intend to

implement in the coming years to meet the challenges of the changing world and to raise Togo among the emerging countries by 2030.

The government's efforts for the improvement of governance and the business environment have also been fortified by several other actions including:

- the adoption of a new procurement code published in accordance with international standards;
- simplification of procedures for creation of companies, that is three days, by setting up a one-stop call Center for Business Formalities and;
- The creation of the Arbitration Tribunal of Togo.

In any case, we are anxious to strengthen

communication for better effectiveness and efficiency in business management.

In an interdependent world full of uncertainties, where we saw repeated crises in terms of economic, financial, food, energy and weight of the effects of climate change, no one can close on itself.

On the contrary, the new economic world invites to strengthen international cooperation and promoting a win-win partnership. This is the role to be played by the private sector, the spearhead of economic growth.

It is with this spirit that we are publishing this information to help you to explore, with the leaders of your Company, the business opportunities in Togo and boost business relations between trade circles of both countries for the revival of the cooperation between India and Togo.

A wide range of Togolese businesses are affiliated with the Chamber of Commerce and Industry of Togo, in diverse areas as finance, general trading, industrial processing and manufacturing of agricultural products, transport, construction and civil engineering, computer science, telecommunications, hospitality and restoration. I can assure you of the determination of the Chamber of Commerce and Industry of Togo playing

its role of an avant-gardist, accompanying traders, as it has always done, through economic information, the setting up of relations with Togolese and foreign companies, the formalities for setting up businesses, etc.

I warmly invite Indian companies to seize the many business opportunities that Togo offers by investing with safety and confidence in Togo.

Togo, today, is a country which is a work-in-progress. Everything is under construction, renovation or reformation. Togo is today synonymous with social cohesion of social and political stability, dialogue and adherence to universal standards in the matter of economic and democratic governance.

I thank you very much & God Bless...!

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## Invitation

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"I for Afrika" is another initiative by the Indo-African Chamber which gives an opportunity to meet and interact with more than 100 African Business Delegates coming from various African countries.

A 3 days conference covers the following:

- An opportunity for B2B Meeting
- To showcase the Indian Capabilities
- To motivate and encourage the business community to establish business links with 54 African countries.
- To plan strategy which in turn assist Indian Businessman to appoint Agents/Representative.
- Reaching out to Distributors or Partners in these destinations.

For Registration Contact:

**Indo-African Chamber of Commerce & Industries**

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concretely modernize the Autonomous Port of Lomé to make a real trans-shipment point in the sub-region of West Africa. To support this process, the government's ambition is to construct a railway line and a highway linking the port of Lomé to the border of Burkina Faso.

Sectors of airport infrastructure, roads, energy, telecommunications, mining and industry are also a part of an ambitious but realistic program that we intend to

the foundations of Institutional Business by:

- A legal and sound system for the reliable execution of contracts and defending the rights of ownership, through an extensive program of modernization of justice during the execution;
- A financial market and a full banking system reform in infrastructure for quality

### INDO-AFRICAN CHAMBER OF COMMERCE & INDUSTRIES



**K. L. Daga**  
President

I am please to know that our Indo-African Chamber of Commerce & Industries is bringing out a Special Supplement on Republic of Togo covering various aspects of trade, Commerce & Economy.

Since its inception the Chamber is providing a dynamic institutional link for the promotion of commercial & economic relation between India & the various African countries and in particular Republic of Togo.

We have hosted various delegations from Republic of Togo on many occasions like Elecrama focusing on Energy, Power & Electrical Sectors, IESS focusing on Engineering Sectors, Pharmaxil for Pharmaceutical and Healthcare, I for Afrika focusing on Joint-Venture project & Technology Transfer, Vibrant Gujarat for outsourcing the investors from Gujarat.

There by promoting and protecting the interest of Togolese in India.

The Chamber has also entered into an MOU with Togo Chamber of Commerce & constantly strives the areas of mutual co-operation between India & Togo.

There exist opportunities for Infrastructure project of about US\$ 300 Million for construction of a new city constituted of 5,000 economic housing on a site that is located in Zanguera, near Lome and also project worth \$ 100 million to provide High Energy Bio-mass and Electrical power for rural development, and many more.

I extend my best wishes to the Chamber to scaling greater heights of glory in the years to come.

**K. L. Daga**  
President

### INDO-AFRICAN CHAMBER OF COMMERCE & INDUSTRIES



Togo is a country where peace and stability prevail. This environment provides any investor a peace of mind and a security to his or her invested capitals.

Togo offers, by its strategic geographical position and thanks to its facilities, an ideal setting for industrial development and trade with the West African sub-region (ECOWAS), Europe and North America. Togo is the ocean gateway of the sahelian countries with no coastline (Mali, Burkina Faso, and Niger).

Togo has a lot of natural resources that are currently exploited such as phosphate, iron and limestone as well as others that too are yet to be exploited. Togo has a vast fertile agriculture land adaptable for staple foods such as corn, sorgho, beans, yam and cassava, basically for consumption. Other products, for exportation, such as coffee and cacao are also cultivated.

Our engagement with Republic of Togo is distinct and different from any other

country. It is a partnership & friendship which routed well.

Finally I would like to convey my sincere thank to Mr. AKAKPO Koffi, Head of Chancellery in New Delhi, for his valued co-operation and support extended to our Chamber in strengthening the Indian Togolese business relationship from time to time. The success of our establishment in Togo is his valued contribution. Organizing various events successfully by inviting Togolese businessmen would not have been possible without the support of my brother Mr. Koffi.

Once again my sincere appreciation to Mr. Koffi for his single handed contribution for this noble cause.

Regards,

**Sunanda Rajendran**  
Secretary General  
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**ICT**

- E-learning initiatives and creation of data/call centers and technology parks
- E-administration, e-health and e-business initiatives across public institutions and educational institutions

**Internet And Data Services**

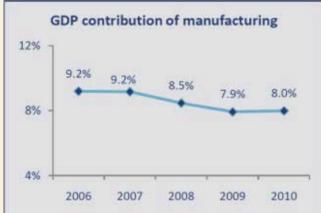
- Investments in intra-metropolitan broadband networks, i.e., FTTX or WiMAX

**Telecommunication**

- 3G licenses and investments

**MANUFACTURING**

The manufacturing sector in Togo constitutes about 8% of GDP. The most important sub-sectors are textiles, processing of agricultural products that include palm oil extraction, coffee roasting, and cotton ginning and weaving. The consumer goods industry include beverages, footwear, confectionary, salt and tires.



**Tourism**



Tourism is fast becoming a key contributor to GDP, underpinned by growth in volume of tourists and the country fast becoming a transit hub for air travel and re-exports to the sub-region. Currently, 400 hotels are concentrated around Lomé, with a capacity of 30,000 rooms. Key government initiatives to boost the sector are:

- The drafting and adoption of a national tourism policy
- The drawing up of tourist sites development plans on the littoral band
- The study of three tourist sites in the interior of the country with propositions of development plans

**Investment Opportunities**

- Privatization of state-owned hotels
- Rehabilitation of Hotel 2 Février
- Construction of a five-star hotel in Lomé
- Construction of hotels around tourist sites
- Construction of holiday villages

**INVESTMENT OPPORTUNITIES FOR INDIAN**

Togo is the 10th-largest economy in ECOWAS with a GDP (PPP terms) of about US\$ 6 billion in 2010. It has the highest percentage of arable land in the Economic Community of West African States (ECOWAS).

Togo is the 10th-most populated market of the region with about 3.8 million people in the 15-64 year age group. Togo provides access to 287 million consumers as an ECOWAS member, which reported a combined GDP of US\$ 530 billion as of March 2010.

Togo has a competitive advantage of an educated, young workforce. It also has the eighth-largest labor force in the region, with a 2.6 million strong workforce. The literacy rate in Togo has increased over the years and is the third-highest in the ECOWAS.



**Togo's Strengths and Challenges**  
Resource-seeking



**Strengths:**

**Natural resources advantage**  
• Ranked 14th among the world's leading producers of phosphate rock in 2009

**Human resources advantage**  
• Relatively cheap labor, with strong work ethics celebrated across the continent  
• Young and active work force

**Agriculture capability**  
• Substantial and varied natural resource, including arable land and good climatic conditions

**Challenges**  
• Climatic uncertainties  
• Under-developed processing techniques  
• Lack of inputs (seeds, fertilizer and equipments)

- Inadequate financing opportunities
- Bad farm-to-market road access

**Strategic motives**

**Strengths:**  
**Thriving democracy and stable political climate**

- Formation of an all-inclusive government
- Politically stable, with well-functioning political institutions, rule of law and commitment to more transparency and fighting corruption

**Efficiency-seeking**

**Strategic location and deep free port**  
• Togo's strategic location bordering 3 countries in West Africa, deep free port; the country has the potential to become the Singapore of West Africa

• Togo is fast becoming the hub for the rapidly integrating West African Economic Union, which is fast becoming a common market

**Pro-business leadership**

- Formation of 'The Forum of Investment Advisory Council'
- Institutional reforms such as review of investment code, ease of doing business, membership of EITI and creation of commercial court

**POTENTIAL SECTORS FOR INVESTMENTS**

Sector	Sub-Sectors
Agriculture	• Coffee • Cocoa • Cotton
Infrastructure and construction	• Inland ports • Airports • Rail
Mining and quarrying	• Phosphate • Cement • Limestone
Energy	• Power generation through small hydro and wind • Off-grid generation • Significant gas opportunities including bio-energy
Manufacturing	• Food and beverages processing • Textiles
Telecom	• Fibre optic cables • Internet and data services • Mobile telephony
Tourism	• Tourist sites • Hotels

**INDIA-TOGO BILATERAL TRADE RELATIONS**



India does not have a resident Mission in Togo. The Indian High Commission in Accra is concurrently accredited to Togo. There is an Indian Honorary Consul in Togo. Togo has opened a resident Mission in New Delhi in October 2010 headed by a resident Charge d'Affaires.

**Commercial relations:** India has provided economic assistance to Togo in the form of tractors (60), water pumps, sewing machines, ambulance, transport vehicles, corn-grinding machines, etc. Indelible ink was supplied in 2002 for the elections held in Togo, on the request from the Togolese government. Though India offers training to Togo in its human resource development under Indian Technical & Economic Cooperation (ITEC), in view of the language problem, Togo has not been able to make much use of ITEC training in the past. However, in the last couple of years, Togo has expressed strong interest in ITEC training. Togo utilized 31 ITEC slots during 2011-12 and some professionals were trained under the capacity building courses conducted by the IIFT. For the financial year 2012-13, Togo has been allotted 45 slots under the ITEC scheme.

India extended two Line of Credits (LOCs) totaling US\$ 33.04 million through EBD, which include an LOC of US\$ 20.04 million for 'Project Health Equipment', and

another LOC of US\$ 13 million for a project to Upgrade the Power Generation and Distribution Capacity of CEET. Both are under implementation. Two other lines of credits, 15 million US\$ for Rural Electrification and 13.095 million US\$ for farming and cultivation of Rice, Maize and sorghum are under competition.

According to available statistics, the trade turnover between the two countries stands at US\$ 296.75 million during 2010-11 and US\$ 501.75 million in 2011-12. During 2012-13 (April - September) bilateral trade amounted to US\$ 198.77 million.



India's major exports to Togo include mineral fuels, mineral oils and products of their distillation; cereals and preparation of cereals cotton; articles of apparel and clothing; iron and steel articles; man-made filaments; man-made staple fibres; drugs and pharmaceuticals; machinery & mechanical appliances; plastic and articles thereof; rubber and articles thereof; vehicles and parts and accessories thereof, etc. Imports from Togo include salt; sulphur; earths & stone; plastering materials, lime and cement; wood and articles of wood; wood charcoal; iron & steel.

**Indian community:** Indian community in Togo is small and there are about 200-300 Indians living in the country. Most of them are businessmen engaged in trading, assembling, super markets, hotels etc. The community has an Association though not very active due to the small size of the community.

**PHOTO GALLERY**



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**Emergency Number**  
Police - 177 221 2871, firemen - 118  
Constabulary: 221 28 91

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**REASON 1: PEACE AND STABILITY**

Togo is a peaceful and stable country thus providing peace of mind to the investor and safety to his/her invested capitals.

**REASON 2: GEOGRAPHICAL SITUATION AND INFRASTRUCTURE**

Located in West Africa along Atlantic Ocean coastline and bordered on the north by Burkina Faso, on the east by Benin and on the west by Ghana, Togo offers by its strategic location and its infrastructure, an ideal place for industrial development and commercial exchanges with west Africa (ECOWAS), Europe and north America. Togo is the sea door for sahelian countries which do not have access to sea (Mali, Burkina Faso, Niger).

- Togo has:
- Two world class airports in Lome and Niamtougou;
  - A telecommunication network fully digital;
  - One deep water port.

Modern port with a free port, the Port Autonome de Lome has some outstanding potentials which make it a dependable distribution hub on West Africa Coastline thus confirming its ever established vocation of a tool fostering sub-regional integration.

The port holds some outstanding advantages for private investors.

Its projects for development include extension of the ore dock, construction of a 3rd quay, construction of a container terminal (a pen of 1050 meter long quay and 16.70 meter deep).

It is a deep water port that can accommodate up to 14 meter draught vessels. It provides a large port space, a strategic position,

**SEVEN REASONS FOR INVESTING IN TOGO**

exceptional nautical conditions, and competitive stevedoring services provided by private companies.

For 90%, this pen will serve for transshipment traffic. From this 3rd quay, the Port of Lome will dispatch containers to other ports thus fully discharging its role as a hub of west Africa region.

**REASON 3: TOGO MEMBERSHIP IN SUB REGIONAL GROUPINGS (UEMOA, ECOWAS)**

With 56 600 Km2 and 6,2 millions inhabitants, and its membership in sub regional groupings, Togo has become a large market claiming 320 millions ECOWAS inhabitants. Today, the investment policy is more oriented towards regional dynamism. It is worth noting that by investing in Togo, the investor will have easy access to all ECOWAS markets from Togo.

**REASON 4: INVESTMENT POTENTIALS / OPPORTUNITIES**

Togo is packed with potential natural resources. Phosphate, limestone, platinum, bauxite can be mentioned on mining side.

The agriculture sector remains the drive force for economic growth. Fertile lands are available in every region/county and offer opportunities to develop projects in the sector.

Niches of Opportunities are available in the area of Information and Communication Technologies.

The railways rehabilitation will enhance the implementation of the dry port project in the northern part of the country.

There are opportunities for building low cost houses.



Togo has an important tourism potential and the sector is one of the major sources of foreign currency income for the country. The sector is very buoyant and offers several business and investment opportunities. The hotel network is comprised of about 350 hotels, all categories included. Two hotels are managed by ACCOR group in Lome. Several state-owned hotels are currently under privatisation process thus offering business opportunities for investors.

These opportunities are also available in the area of building hotel complex, holiday inns or recreational parks.

There are also projects on site development for organized trips and leisure activities in Togo.

Togo has cultural sites like Koutammakou site registered on UNESCO world heritage list, the slave sites to be developed under UNESCO « Slave road project » natural sites like water falls, national parks; rockshelters, the beach, mountains and picturesque landscapes.

The development of these sites will certainly let several types of tourism such as seaside, sites seeing, Ecotourism, Trekking, and Safari

Vision to emerge.

**REASON 5: CONDUCIVE BUSINESS ENVIRONMENT**

The business environment is constantly improving and offers the following to the investor:

- Facilities for company registration (OHADA uniform Act, Centre de Formalités des Entreprises (Center for Corporates Formalities))

- There is no restriction to the right of foreigners to operate local corporates.

A foreign investor can establish an affiliate owned at 100%.

- The process for corporate registration has been simplified for the investor as a single window like Center for Corporate Formalities (Centre de Formalités des Entreprises CFE) has been set up.

On behalf of the investor, CFE carries out the formalities for corporate registration; change and radiation. These formalities last for 24 hours with a significant cut in formalities and costs.

Under the modernization of CFA, all the officials involved in the corporate registration process are on a single location.

Every operator who comes to the Single Window should be able to go round all these officials and come out that very day with a single card to serve as a quitus for corporate registration.

With this new system, it is possible to register a corporate within some hours and even on-line.

- Taxes: A reduction of corporate tax has been observed, from 40%, it got to 37% then

to 29% currently.

- Guarantee (protection) instrument and promotion of investment.

- There are available remedies when disputes arise: the Court of Arbitration of Togo, OHADA Common Court of Justice and Arbitration, ICC International Court of Arbitration, International Center for Settlement of Investment Disputes

- Seoul Convention of 15th October 1983 on the establishment of MIGA Convention (Multilateral Investment Guarantee Agency). The Guarantee scheme covers the currency transfer risk, expropriation risk, war and social unrest, contract termination.

By general rule, a foreign corporate or individual investing in Togo, irrespective of their origin, have the right to repatriate or to transfer capitals and profit within the legal framework of exchange regulations. This guarantee is extended to the proceeds of sale of property.

-The GPS (Generalized Preference System) enjoyed by Togo under ACP-EU Convention grants preferred access of its products to Europe. Negotiations are under course to conclude the Economic and Development Partnership Agreement.

AGOA (African Growth Opportunity Act) also grants a preferred access of Togolese products in American market.

- A liberal exchange regulation

The UEMOA financial market remains accessible to investor and provides the required safety and guarantee for their transactions.

- Single Window for External trade;

Togo Government has decided to put in place a system called « Single Window for External Trade (GUCE) » in order to facilitate

external trade. This system will particularly help the port players, and also at every goods entry points, to exchange messages regarding both information (Declarations, Autorizations) and money (Payment of various duties, Taxes and fees) instead of the current physical flows. GUCE will help to improve upon the conditions for external trade transactions and to reduce the required time for goods forwarding.

**REASON 6: SKILLED LABOR SUPPLY**

The enrolment rate in Togo hits 73% and ranks among the highest in Africa. Regarding vocational training, the country has several specialized schools providing skilled labor.

The National Funds for Apprenticeship, Vocational Training and Upgrading provides financial support to companies for staff capacity building. The freedom to hire is guaranteed under a very flexible labor code.

**REASON 7: WHOLESOME MACRO ECONOMIC FRAMEWORK**

The Government has embarked on a policy of good governance and quality management. This contributed to reach HIPC (Highly Indebted and Poor Countries) completion point in December 2010 leading to a significant reduction of Togo's debt.

The efforts to sanitize macroeconomic framework has helped the country to win again the trust of all donors who are now prepared to accompany the government in the economic growth and poverty fight process.

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