



Ministry of Foreign Affairs



BACK TO GROWTH:

Investing in Guinea, Liberia & Sierra Leone

Conference Program



30 November 2015

The Hague, The Netherlands

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Investment Opportunities

AGR-01	Constructing an agro-industrial starch processing complex	Ministry of Industry / APIP
AGR-02	Building a heavy machinery engineering training institution	Emelgui
AGR-03	Cultivating agricultural land and establishing an agricultural training center	Futur Agri et Ecole Agricole de Guinée
AGR-04	Drilling, bottling and distribution of spring water	Mensamon-Sarl
AGR-05	Producing out-of-season green beans for the EU	Agro-Pêche Guinée
AGR-06	Expanding dairy manufacturing plant	Momoca
AGR-07	Increasing the capacity of a cold storage business for fish	Thiangui SA
AGR-08	Creation of an egg farm	Cire-chib-Cherif
AGR-09	Automating palm oil processing to reduce waste and enable year-round production	J-Palm Liberia
AGR-10	Investing in high-yielding cocoa production in Liberia	Liberia Cocoa Corporation
AGR-11	Advancing community development through agriculture	Local Farm Inc.
NOT ATTENDING	Re-opening industrial rubber processing plant	Morris American Rubber Company (Marco)
AGR-12	Expanding fruit juice concentrate product line - Debt free	Africa Felix Juice LLP
AGR-13	Smallholder farmer establishment and training	Bengal Agro (SL) Limited
AGR-14	Installing new palm oil refinery equipment	Cosmelina Products Limited
AGR-15	Planting improved oil palms for outgrower farmers	Goldtree Ltd
AGR-16	Expanding palm kernel processing	Marika Industries Limited
AGR-17	Improving rice processing capacity and services for smallholder farmers	Mountain Lion Agriculture
AGR-18	Producing large-scale organic palm oil	Natural Habitats Sierra Leone/Nedoil
AGR-19	Refining palm oil to vegetable oil	Natural Oil (Sub)
AGR-20	Promoting sustainable value chain for maize enhancement to support the poultry sector and livelihoods in Sierra Leone	Pajah and I.J (SL) Ltd
AGR-21	Establishing an ultra-modern, industrial brewery	Peninsular Brewery (S/L) Ltd.
AGR-22	Manufacturing fruit juices, malt and carbonated soft drinks	Peninsular Innovative Group
AGR-23	Expanding cassava cultivation and processing	Upwards SI Ltd
AGR-24	Enhancing food production and nutritional diversity	The WARC Group
AGR-25	Expanding lemongrass supply chain and processing	World Wide Lemon Grass Company Limited
AGR-26	Establishing year-round greenhouse cultivation of vegetables	Nallo Foods Ltd.
HEA-01	Expanding clinic capacity and facilities	Clinique Pasteur
HEA-02	Expansion of diagnostic clinic to treatment center	Ecomed (SL) Limited
HEA-03	Constructing a state-of-the-art district hospital	Government of Sierra Leone
HEA-04	Constructing a new 500-bed hospital	Public Private Partnership Unit
HEA-05	Implementing two new 50-bed hospitals	Dutch Health BV
INF-01	Improving access to energy for rural communities	Mercy Corps Europe
INF-02	Expanding transportation logistics with larger fleet and new services	Efficient Logistics Services
INF-03	Constructing Gbarnga - Mendicorma Road	Liberian Government
INF-03	Constructing the Ganta - Tapita Road	Liberian Government
INF-03	Constructing the Gbagbo Junction (Zwedru) to Fishtown Road	Liberian Government
INF-03	Constructing the Buchanan to Greenville Road	Liberian Government
INF-03	Constructing the Greenville to Barclayville Road	Liberian Government
INF-03	Constructing the Barclayville to Pleebo Road	Liberian Government
INF-04	Combining shrimp trawling with coastal transport	Agro-Industrial & Investment Development Corporation
INF-05	Constructing a new airport cargo facility	Global Logistics Services Incorporated
INF-06	Expanding a fleet of 4x4 and DAF truck transport vehicles	CAMServ (SL) LTD
INF-07	Constructing a 25-MW hydroelectric plant	Sewa Energy Resources (SL) Ltd
INF-08	Establishing a new ferry service from Lungi Airport to Freetown	Public Private Partnership Unit
INF-09	Constructing a large-scale thermal power plant	Public Private Partnership Unit
INF-10	Investing in innovative hydropower solutions	Riverblade Ltd
INF-11	Implementing ICT through rural postal offices	Sierra Leone Postal Services Limited (SALPOST)
INF-12	Leading the way to a better remittances landscape in Sierra Leone	Sierra Leone Postal Services Limited (SALPOST)
INF-13	Establishing a hybrid waste-to-energy model in Freetown	Masada Waste Management Company

Word of Welcome

Welcome to The Hague! It is a pleasure to have you here at the conference 'Back to Growth: Investing in Guinea, Liberia and Sierra Leone'.

Before 2013, these three countries were among the fastest growing economies in Africa. However, in the past two years, thousands of lives were lost in Guinea, Liberia and Sierra Leone as a result of the Ebola outbreak. The functioning of entire communities was disrupted and livelihoods were hit hard. The countries' economies came to a standstill. Guinea, Liberia and Sierra Leone have – with the support of the international community – done a tremendous job in containing the Ebola outbreak. Now, it is time to bring their economies back to growth.

I took the initiative for today's conference in the understanding that economic recovery and sustainable development after Ebola need a long term commitment from governments and the private sector working hand in hand. In July this year I had the privilege of leading a trade mission to the three countries and saw with my own eyes the opportunities for the private sector and the strong demand for knowledge and expertise. I was also pleased to see Dutch companies showing interest in economic cooperation and investment.

'Back to Growth' is first and foremost about promoting inclusive economic development. It is about exploring ways of setting future economic growth on a more solid footing. It is about increasing the socio-economic resilience of individuals and communities through growth that is inclusive, creates jobs and generates income for society as a whole. It is about empowering governments to invest in health and education for all. It is about investing in growth while respecting biodiversity and natural resources. In other words, growth based on investment that leads to sustainable development and leaves no one behind.

I urge the investors here today to use this conference to explore the investment opportunities on offer in Guinea, Liberia and Sierra Leone, and to get acquainted with their public and private sector representatives. And I call on those representatives to seize this chance to promote their investment ideas.

Let's show the world that Guinea, Liberia and Sierra Leone are back in business!



Lilianne Ploumen
Minister for Foreign Trade and Development Cooperation

Lettre de bienvenue

Bienvenue à La Haye ! Je suis heureuse de vous accueillir à cette conférence « Retour à la croissance : investir en Guinée, au Libéria et en Sierra Leone ».

Avant 2013, ces trois pays comptaient parmi les économies au taux de croissance le plus élevé d'Afrique. Mais, au cours des deux dernières années, l'épidémie Ebola y a fait des milliers de victimes, déstabilisé des communautés entières et drastiquement réduit les moyens d'existence des populations. Les économies de ces pays se sont effondrées. La Guinée, le Libéria et la Sierra Leone ont réalisé – avec l'aide de la communauté internationale – un travail formidable pour maîtriser Ebola. Aujourd'hui, il est temps de ramener leurs économies sur la voie de la croissance.

J'ai pris l'initiative d'organiser cette conférence car la reprise économique et le développement durable après Ebola nécessitent un engagement à long terme et une coopération étroite entre gouvernements et secteur privé. En juillet dernier, lors de la mission commerciale que j'ai eu le privilège de mener dans ces trois pays, j'ai constaté de mes propres yeux les possibilités offertes au secteur privé et le fort besoin de partage de connaissances et d'expertise. C'est également avec plaisir que j'ai noté l'intérêt des entreprises néerlandaises pour la coopération économique et les investissements.

Le « Retour à la croissance », implique d'abord et avant tout de promouvoir le développement économique inclusif. Il s'agit d'explorer les pistes permettant de construire la future croissance économique sur des bases plus solides qu'auparavant. De renforcer la résilience socioéconomique des individus et des communautés grâce à une croissance inclusive, créatrice d'emplois et génératrice de revenus pour l'ensemble de la société. D'accroître la capacité des gouvernements à investir dans la santé et l'éducation pour tous. D'investir dans le développement économique sans perdre de vue la biodiversité et les ressources naturelles. En somme, une croissance basée sur des investissements visant un développement durable qui ne laisse personne de côté.

J'appelle les investisseurs présents ici aujourd'hui à saisir cette occasion pour s'informer des possibilités que la Guinée, le Libéria et la Sierra Leone leur offrent, et faire connaissance avec les représentants des secteurs public et privé de ces pays. Et j'invite ces derniers à en profiter pour promouvoir leurs idées d'investissement.

Montrons au monde que la Guinée, le Libéria et la Sierra Leone sont de retour en affaires !



Lilianne Ploumen
Ministre du Commerce extérieur et de la Coopération au développement



Word of Welcome Guinea

Guinea is the water tower of West Africa and is often considered a geological and agricultural scandal. Natural features there are favourable, with immense mineral resources, a natural environment conducive to agriculture with more than six million hectares of arable land, and substantial hydroelectric potential. Indeed, the country encompasses the world's largest reserves of bauxite, the world's richest iron ore with reserves that can be mined for another 100 years, and other precious metals.

All these resources have essentially remained untapped because of undemocratic regimes that have ruled the country since its independence. However, in December 2010, the first ever free and transparent presidential election gave the people the freedom to choose a government that shares their vision and aspirations and that has taken on the task of implementing structural reforms that are indispensable to Guinea's economic development.

Consequently, since 2010 Guinea has established a stable business climate that is able to attract more investors with a view to transforming that enormous potential into economic growth and allowing many more people to benefit from the fruits of that growth. Realizing that no country can develop without private investment, the country's entire development strategy is built around energizing the private sector to achieve a win-win partnership. With this goal in mind, the government has worked hard to strengthen the statutory and legal framework so as to foster good governance by developing a new mining code, a new investment code, strengthening the legal certainty for investors, carrying out fiscal consolidation, implementing a vast range of reforms, and modernizing government agencies.

Guinea faced three hurdles: 1) the lack of infrastructure, 2) insufficient production of energy, and 3) the lack of qualified human resources.

Today, with the commissioning of the Kaleta hydroelectric dam (240 MW) and shortly the Souapiti hydroelectric dam (515 MW), Guinea is resolving its energy problem. Furthermore, the progressive return of the frameworks of diaspora will allow the problem of human resources to be tackled.

Accordingly, in the presidential election that was held on 11 October, the people renewed their confidence in the government's ability to pursue the reforms already undertaken in order to achieve the following principal objectives: (a) to develop Africa's biggest mining sector; (b) to construct large and small hydroelectric dams to generate the required volume of energy, (c) to develop the largest commercial maritime and rail port in the West African sub-region, (d) to construct modern housing estates; and (e) to rapidly achieve food self-sufficiency and become a breadbasket for other countries.

The occurrence of Ebola virus disease has, however hampered this dynamic. But with the courage of the people of Guinea and the assistance of the international community, this epidemic is in the process of being overcome. In this spirit, we have developed a post-Ebola recovery strategy that takes account of the roles of the public sector and the private sector. The objectives of this strategy can broadly be expressed as four major priorities: (1) the response to the vulnerabilities that allowed the epidemic to spread rapidly, notably in terms of the development of the water and sanitation infrastructures and services; (2) restoring the livelihoods and strengthening the resilience of the affected communities, (3) maintaining the macro-economic stability so as to foster investment, and (4) strengthening the human and institutional capacities.

To achieve these objectives, the government effort is focusing on seeking strategic partnerships, in particular with the government and the private sector of the Netherlands. I invite them to grasp the numerous opportunities offered by Guinea, based on a strategic win-win partnership.

Professor Alpha CONDE
President of the Republic of Guinea



Lettre de bienvenue de la Guinée

La Guinée est le château d'eau d'Afrique de l'Ouest et est souvent considéré comme un scandale géologique et agricole. La nature y est propice avec d'immenses ressources minières, un milieu naturel propice à l'agriculture avec plus de six millions d'hectares de terres arables et un important potentiel hydroélectrique. En effet, le pays renferme la plus grande réserve de bauxite au monde, le minerai de fer le plus riche au monde dont la réserve peut être exploitée pendant 100 ans et d'autres métaux précieux.

Toutes ces ressources sont restées pour l'essentiel peu exploitées à cause des régimes non démocratiques qui se sont succédés à la tête du pays depuis son indépendance. Cependant, en décembre 2010, l'organisation de la première élection présidentielle libre et transparente, a permis au peuple de choisir librement un gouvernement qui partage sa vision et ses aspirations, et qui s'est attelé à mettre en place des réformes structurelles indispensables au développement économique de la Guinée.

C'est ainsi que depuis 2010, la Guinée a établi un climat des affaires stable pour attirer plus d'investisseurs en vue de la transformation de cet énorme potentiel en croissance économique et permettre au plus grand nombre de bénéficier des fruits de cette croissance. Conscient qu'aucun pays ne peut se développer sans l'investissement privé, toute la stratégie de développement du pays est bâtie autour de la dynamisation du secteur privé pour un partenariat gagnant-gagnant. Le gouvernement a ainsi œuvré au renforcement du cadre légal et juridique en vue de promouvoir la bonne gouvernance à travers l'élaboration d'un nouveau code minier, d'un nouveau code des investissements, le renforcement de la sécurité juridique pour les investisseurs, l'assainissement des finances publiques et la mise en place d'un vaste chantier de réformes et de modernisation de l'administration publique. La Guinée était confrontée à trois obstacles : 1) l'absence d'infrastructures, 2) l'insuffisance de production énergétique, et 3) le manque de ressources humaines qualifiées.

Aujourd'hui avec la mise en service du barrage hydroélectrique de Kaleta (240 MW) et prochainement de Souapiti (515 MW) la Guinée résout le problème énergétique. D'autre part, le retour progressif des cadres de la diaspora va permettre de répondre au problème de ressources humaines.

Ainsi, lors de l'élection présidentielle du 11 octobre dernier, le peuple nous a renouvelé sa confiance pour poursuivre les réformes déjà engagées afin d'atteindre les principaux objectifs suivants : (a) développer le plus grand secteur minier de l'Afrique ; (b) construire de petits et grands barrages hydroélectriques pour générer suffisamment d'énergie ; (c) développer le plus grand port commercial maritime et ferroviaire de la sous-région ouest-africaine ; (d) construire des cités modernes ; et (e) atteindre rapidement l'autosuffisance alimentaire et devenir un grenier pour les autres pays.

Cependant, la maladie à virus Ebola est survenue et a entravé cette dynamique. Mais, avec le courage du peuple de Guinée et l'aide de la communauté internationale, cette épidémie est en phase d'être vaincue. C'est dans cet esprit que nous avons élaboré une stratégie de relance post-Ebola qui tient compte des rôles du secteur public et du secteur privé. Les objectifs de cette stratégie se résument en quatre grandes priorités : (1) la réponse aux facteurs de fragilité qui ont permis la propagation rapide de l'épidémie, notamment en termes de développement des infrastructures et services d'eau et d'assainissement ; (2) la restauration des moyens de subsistance et le renforcement de la résilience des communautés affectées ; (3) la préservation de la stabilité macro-économique pour favoriser l'investissement ; et (4) le renforcement des capacités institutionnelles et humaines.

Pour atteindre ces objectifs, l'effort du gouvernement porte sur la recherche de partenariats stratégiques, plus particulièrement auprès du gouvernement et du secteur privé des Pays-Bas. Je les invite à saisir les nombreuses opportunités offertes par la Guinée, sur la base d'un partenariat stratégique gagnant-gagnant.

Professeur Alpha CONDE, Président de la République de Guinée



Word of Welcome Liberia

Dear Friends of Liberia,

It is no secret that Liberia has faced more than its fair share of challenges in the past two decades. We have fought to pull ourselves up from the ill effects of nearly ten years of civil conflict. Afterwards, as we celebrated more than 10 years of unbroken peace and stability, we found ourselves in an ambush by the deadly Ebola virus epidemic. We are proud that, with the support of the international community, not only did we defeat the virus but we have already begun to reclaim our gains. As we seek to raise the standard of life for our citizens and diversify our economy from over-reliance on the extractive sector, we invite strategic partnerships in areas of agriculture and agri-business, agriculture value chain financing, manufacturing and processed goods. These areas, coupled with our excellent geographical conditions, offer enormous export opportunities and market access for medium and transnational firms. We also seek collaboration in other sectors, such as infrastructure development in energy, road, construction, seaport development, health, education, logistics and information and communications technology.

Liberia's resilience in building democratic institutions and ensuring peace and stability over the last decade is the greatest guarantee for the security of foreign direct investment and capital flow. We have engaged in critical reforms of our public institutions, our security apparatus and our judiciary, and have passed critical legislations such as the freedom of information act, anti-corruption act and land reform. We have developed investment-friendly policies, including attractive tax and investment incentives that provide businesses with the opportunity and assurance they need to invest in our country.

We encourage you to be the catalysts for stimulating and spreading the entrepreneurial spirit of Liberia. Join us in providing opportunities for job skills development and youth employment, sustainably connecting Liberia with Europe and other parts of the world. The time is now: Liberian industry and agriculture are ready for growth. We welcome you to walk with us on the path to sustainable growth and prosperity.

Introductory message by her excellency madame Ellen Johnson-Sirleaf President of the Republic of Liberia



Lettre de bienvenue du Libéria

Chers amis du Libéria,

Il n'est de secret pour personne que le Libéria a eu plus que sa part de problèmes ces vingt dernières années. Nous avons lutté pour nous sortir des conséquences négatives de nombreuses années de guerre civile. Alors que nous célébrions plus de 10 ans de paix et de stabilité durable, nous avons été touchés de plein fouet par l'épidémie mortelle du virus Ebola. Nous sommes fiers de pouvoir dire qu'avec le soutien de la communauté internationale, non seulement nous avons vaincu le virus, mais nous avons déjà repris la route du progrès.

Dans notre volonté d'améliorer le niveau de vie de nos citoyens et de diversifier notre économie trop dépendante du secteur de l'extraction, nous recherchons des partenariats stratégiques dans les secteurs de l'agriculture, de l'agroalimentaire, du financement de la chaîne de valeur agricole, de la production et des produits transformés. Combinés à nos excellentes conditions géographiques, ces secteurs offrent de nombreuses possibilités d'exportation ainsi qu'un accès au marché pour des entreprises moyennes et transnationales. Nous recherchons également des collaborations dans d'autres secteurs, comme le développement d'infrastructures dans l'énergie, le réseau routier, la construction, le développement des ports, la santé, l'éducation, la logistique et les technologies de l'information et de la communication.

La persévérance dont le Libéria a fait preuve depuis 10 ans pour se doter d'institutions démocratiques et œuvrer à la paix et à la stabilité est la meilleure garantie que nous pouvons offrir quant à la sécurité de l'investissement direct étranger et du flux des capitaux. Nous avons engagé des réformes cruciales au niveau des institutions publiques, des services de sécurité et de l'appareil judiciaire, et nous avons adopté des législations majeures, par exemple, la loi sur la liberté de l'information, la loi sur la lutte contre la corruption et la réforme foncière. Nous avons également élaboré des politiques en faveur de l'investissement, notamment par le biais d'incitations et d'une fiscalité attractive qui offrent aux entreprises les moyens et l'assurance dont elles ont besoin pour investir dans notre pays.

Nous vous encourageons à nous aider à faire souffler le vent de l'entrepreneuriat au Libéria. Venez nous rejoindre pour offrir aux jeunes des possibilités de développement professionnel et d'emploi, en créant des liens durables entre le Libéria et l'Europe et entre le Libéria et d'autres régions du monde. L'heure est venue : l'industrie et l'agriculture du Libéria sont prêtes pour la croissance. Nous vous invitons à nous rejoindre sur la voie de la prospérité et de la croissance durable.

Message d'introduction par son excellence madame Ellen Johnson-Sirleaf
Présidente de la république du Libéria



Word of Welcome Sierra Leone

Since the election of President Ernest Bai Koroma to Office in 2007, his focus has been to stimulate the entrepreneurial spirit of our people, to motivate and develop our private sector and to drive Sierra Leone's economic development. This is why our Government has prioritized improvements to the enabling environment that will make the private sector thrive and provide much-needed growth, opportunities and resources for the country.

During the first term in office, our national development strategy "The Agenda for Change", focused on private sector-led growth. Its successor, the "Agenda for Prosperity", has a strong focus on pursuing activities in partnership with the private sector to reduce poverty, build opportunities for all people and bring Sierra Leone to a middle income status.

Sierra Leone had just started reaping the benefits of reforms and these strategic initiatives when Ebola struck the three Mano River Countries present at this conference, causing suffering and misery for our people and wreaking havoc on our economy. Before Ebola struck in May 2014, Sierra Leone was regarded as one of the fastest growing economies in the world.

It was a long and difficult struggle to eradicate Ebola from Sierra Leone. However with the dedication and resilience of our people, our health workers and Development Partners, we succeeded in eradicating this scourge. It is our ambition to return to this trajectory of growth and prosperity. The private sector is at the heart of our efforts to reconstruct and rebuild the country after the Ebola outbreak. Therefore the Investor Conference – 'Back to Growth: investing in Guinea, Liberia and Sierra Leone' is a step in that direction.

We are grateful to the Government and People of The Netherlands for supporting Sierra Leone in its Post Ebola Economic Recovery Process by organizing this conference and bringing potential investors and stakeholders from Sierra Leone's Private Sector together to discuss comprehensive investment opportunities in Sierra Leone.

Sierra Leone is a land with significant investment potential and our policy is to promote sustainable and responsible investments in all sectors of the economy. Therefore, we warmly welcome Dutch Investors to forge mutually beneficial partnerships with our private sector

May God bless the people of The Kingdom of The Netherlands and The Republic of Sierra Leone.

Dr. Victor Bockarie Foh
Vice President of the Republic of Sierra Leone



Lettre de bienvenue de la Sierra Leone

Depuis son élection en 2007, le président Ernest Bai Koroma s'est efforcé de stimuler l'esprit d'entreprise chez nos citoyens, de motiver et de développer le secteur privé et de favoriser le développement économique de la Sierra Leone. C'est ainsi que le gouvernement a donné la priorité à l'amélioration de l'environnement favorable qui permettra au secteur privé de prospérer et de générer la croissance, les opportunités et les ressources dont le pays a tellement besoin. La première phase de notre stratégie nationale de développement, intitulée « Agenda du changement », a mis l'accent sur la croissance basée sur le secteur privé. Son successeur, l'« Agenda de la prospérité », est davantage axé sur la mise en place d'activités en partenariat avec le secteur privé dans le but de réduire la pauvreté, de créer des opportunités pour tous les habitants du pays et d'offrir à la Sierra Leone le statut de pays à revenu moyen.

La Sierra Leone venait de commencer à tirer les premiers bénéfices de ses réformes et de ses initiatives stratégiques lorsque le virus Ebola a frappé les trois pays du fleuve Mano présents à cette conférence, apportant souffrance et misère aux populations et ravageant notre économie. Avant l'arrivée du virus Ebola en mai 2014, la Sierra Leone était considérée comme une des économies les plus prospères du monde.

La lutte a été longue et difficile pour parvenir à éradiquer Ebola du pays. Heureusement, grâce au dévouement et à l'énergie de nos populations, de nos travailleurs de santé et de nos partenaires de développement, nous avons fini par éradiquer ce fléau. Notre ambition est maintenant de retrouver la voie de la croissance et de la prospérité. Le secteur privé est au cœur de nos efforts de reconstruction post-Ebola. La Conférence des investisseurs, intitulée « Retour à la croissance : investir en Guinée, au Libéria et en Sierra Leone », représente donc un pas dans la bonne direction.

Nous remercions le gouvernement et le peuple des Pays-Bas de soutenir la Sierra Leone dans son processus de relance économique post-Ebola en organisant cette conférence et en réunissant des investisseurs potentiels et les parties prenantes du secteur privé de la Sierra Leone afin qu'ils puissent discuter des opportunités d'investissement du pays.

La Sierra Leone offre un potentiel d'investissement significatif et notre politique consiste à promouvoir des investissements durables et responsables dans tous les secteurs de l'économie. Nous incitons donc les investisseurs néerlandais à forger des partenariats mutuellement bénéfiques avec notre secteur privé.

Que Dieu bénisse le peuple du Royaume des Pays-Bas et de la République de Sierra Leone.

Dr Victor Bockarie Foh
Vice-président de la République de Sierra Leone

General Information (Informations Générales)

Venue (Centre de conférences)



World Forum
Churchillplein 10
2517 JW The Hague
T: +31-(0)70 306 6366

Main Hotels (Hotels principaux)



Grand Hotel Amrâth Kurhaus
Gevers Deynootplein 3
2586 CK The Hague
T: +31-(0)70 416 2636



Crowne Plaza Den Haag - Promenade
Van Stolkweg 1
2585 JL The Hague
T: +31-(0)70 352 5161



Registration Hours

The registration desk will be open for registration and information according to the following time schedule:

Sunday 29 November at the Grand Hotel Amrâth Kurhaus: 10.00 – 19.30 hrs
Monday 30 November at the World Forum Convention Centre: 08.30 – 17.00 hrs

Horaires du bureau des inscriptions

Le bureau des inscriptions sera ouvert aux horaires suivants pour les inscriptions et pour répondre à toute question :

Dimanche 29 novembre au Grand Hotel Amrâth Kurhaus: 10h00 – 19h30
Lundi 30 novembre au World Forum Convention Centre: 08h30 – 17h00

Color codes



Lanyard colour codes:
Investor: dark green
Official delegation: red
Other: white



Sector colour code:
Agriculture: orange
Health care: purple
Infrastructure: yellow

Codes couleur

Codes couleur des lanières:
Investisseur: vert foncé
Délégation officielle: rouge
Autre: blanc

Codes couleur secteur:
Agriculture: orange
Santé: violet
Infrastructure: jaune

Program Overview

09.00-09.30 **Registration**
Onyx Room

09.30-09.50 **Opening**
Amazon Room

09.30: Welcome by H.E. Lilianne Ploumen, Minister for Foreign Trade and Development Cooperation of the Netherlands

09.35: Word of acknowledgement by H.E. Joseph N. Boakai, Vice President of Liberia

09.40: Word of acknowledgement by H.E. Victor Bockarie Foh, Vice President of Sierra Leone

09.45: Word of acknowledgement by H.E. Ibrahima Kassory Fofana, Minister of State for Investments and Public Private Partnerships of Guinea

Moderator: Hans Docter, Special Envoy of the Netherlands for Ebola

09.50-10.45 **Living Room Session: Investing for Sustainable Development**
Amazon Room

H.E. Lilianne Ploumen, Minister for Foreign Trade and Development Cooperation of the Netherlands

H.E. Joseph N. Boakai, Vice President of Liberia

H.E. Victor Bockarie Foh, Vice President of Sierra Leone

H.E. Ibrahima Kassory Fofana, Minister of State for Investments and Public Private Partnerships of Guinea

Moderator: Hans Docter, Special Envoy of the Netherlands for Ebola

10.45-11.15 **Coffee Break**

11.15-12.30 **Panel Discussion: Towards Economic Transformation**
Amazon Room

Introduction to the strategic transformational issues in Guinea, Liberia and Sierra Leone by

Dr. Edward K. Brown, Director Policy Advisory Services at the African Center for Economic Transformation

Moderated panel discussion economic transformation in Guinea, Liberia and Sierra Leone with panel composed of:

- Mr. Henry Kerali, World Bank Regional Director for Ghana, Liberia and Sierra Leone
- Mr. Jan Hein de Vroe, Chief Financial Officer of Natural Habitats
- Mr. Fadi Wazni, Managing Director of United Mining Supply
- Mr. Chid Liberty, CEO at Liberty and Justice

Moderator: Jeroen Roodenburg, Ambassador for Private Sector and Development Cooperation

12.30-13.30 **Lunch**

Program Overview

13.30-14.45 Parallel Sector Break-out Sessions

Break-out session infrastructure

Mississippi Room

13.30: presentation by Hon. Gyude Moore

13.40: presentation by Abu Kamara, Coordinator, Public Private Partnership (PPP) Unit of Sierra Leone

13.50: presentation by Dr. Mohamed Lamine Doumbouya, Principal Advisor, Prime Minister's office of Guinea

14.00: discussion

Chair: Mr. Robert Dijksterhuis, Netherlands Enterprise Agency

Break-out session agriculture

Amazon Room

13.30: presentation by H.E. Jacqueline Sultan, Minister of Agriculture of Guinea

13.40: presentation by Hon. Dr. Moses Zinnah

13.50: presentation by Raymond Kai Gbekie, Chief Executive Officer, Sierra Leone Investment and Export Promotion Agency (SLIEPA)

14.00: discussion

Chair: Mr. Marcel Beukeboom, Ministry of Foreign Affairs of the Netherlands

Break-out session health

Yangtze 1 Room

13.30: presentation by Dr. Samuel A.S Kargbo, Director of Planning, Ministry of Health and Sanitation of Sierra Leone

13.40: presentation by H.E. Rémy Lamah, Minister of Health of Guinea

13.50: presentation by Hon. Dr. Bernice Dahn

14.00: discussion

Chair: Mr. Jeroen Roodenburg, Ambassador for Private Sector and Development Cooperation

14.45-15.15 Wrap-up

Amazon Room

Moderator: Jeroen Roodenburg, Ambassador for Private Sector and Development Cooperation

15.15-17.00 Matchmaking Fair / Expo

16.00 Network drinks

Programme

09h00-09h30 Accueil
Salle Onyx

09h30-09h50 Session d'ouverture
Salle Amazon

09h30: Discours de bienvenue par S.E. Lilianne Ploumen, ministre néerlandais du Commerce extérieur et de la coopération au Développement.

09h35: Remerciements par S.E. Joseph N. Boakai, Vice Président du Libéria

09h40: Remerciements par S.E. Victor Bockarie Foh, Vice Président de la Sierra Leone

09h45: Remerciements par S.E. Ibrahima Kassory Fofana, Ministre d'Etat pour l'Investissement et les Partenariats Public-Privé de la Guinée

Modérateur : Hans Docter, Envoyé spécial des Pays-Bas pour combattre le virus Ebola

09h50-10h45 Conversation de salon: Investir dans le développement durable
Salle Amazon

S.E. Lilianne Ploumen, ministre néerlandais du Commerce extérieur et de la coopération au Développement.

S.E. Joseph N. Boakai, Vice Président du Libéria

S.E. Victor Bockarie Foh, Vice Président de la Sierra Leone

S.E. Ibrahima Kassory Fofana, Ministre d'Etat pour l'Investissement et les Partenariats Public-Privé de la Guinée

Modérateur : Hans Docter, Envoyé spécial des Pays-Bas pour combattre le virus Ebola

10h45-11h15 Pause café

11h15-12h30 Table ronde : Vers une transformation Economiqu
Salle Amazon

Présentation des enjeux stratégiques transformationnels en Guinée, au Libéria et en Sierra Leone, par le Dr Edward K. Brown, directeur des services de conseil en politique à l'ACET (African Center for Economic Transformation)

Débat animé sur la transformation économique en Guinée, au Libéria et en Sierra Leone, avec un panel d'experts composé de :

- M. Henry Kerali, directeur régional de la Banque mondiale pour le Ghana, le Libéria et la Sierra Leone
- M. Jan Hein de Vroe, directeur financier de Natural Habitats
- M. Fadi Wazni, directeur général de United Mining Supply
- M. Chid Liberty, CEO chez Liberty and Justice

Modérateur: M. Jeroen Roodenburg, ambassadeur pour le secteur privé et la coopération au développement

12h30-13h30 Déjeuner

Programme

13h30-14h45 Sessions parallèles sur les secteurs

Session parallèle sur l'infrastructure

Salle Mississippi

13h30: Présentation par Hon. Gyude Moore

13h40: Présentation par Abu Kamara, Coordinateur, Unité pour les partenariats public-privé de la Sierra Leone

13h50: Présentation par le Dr. Mohamed Lamine Doumbouya, Conseiller Principal, Bureau du Premier Ministre de Guinée

14h00: Possibilité de poser des questions

Président : M. Robert Dijksterhuis, Netherlands Enterprise Agency

Session parallèle sur l'agriculture

Salle Amazon

13h30: Présentation par S.E. Jacqueline Sultan, Ministre de l'Agriculture de Guinée

13h40: Présentation par Hon. Dr. Moses Zinnah

13h50: Présentation par Raymond Kai Gbekie, Chef de la direction l'Agence de promotion des investissements en des exportations de la Sierra Leone (SLIEPA)

14h00: Possibilité de poser des questions

Président : M. Marcel Beukeboom, ministre néerlandais des Affaires étrangères

Session parallèle sur la santé

Salle Yangtze 1

13h30: Présentation par Dr. Samuel A.S Kargbo, Directeur de la planification au Ministère de la Santé et de l'Assainissement de la Sierra Leone

13h40: Présentation par S.E. Rémy Lamah, Ministre de la Santé de Guinée

13h50: Présentation par Hon. Dr. Bernice Dahn

14h00: Possibilité de poser des questions

Président : M. Jeroen Roodenburg, ambassadeur pour le secteur privé et la coopération au développement

14h45-15h15 Clôture

Salle Amazon

Modérateur: Jeroen Roodenburg, Ambassadeur pour le secteur privé et la coopération au développement

15h15-17h00 Forum de mise en relation

16h00 Cocktail et rencontres

Biographies of speakers and panelists



Dr. Edward K. Brown,
Director Policy Advisory Services at the African Center for Economic Transformation

Dr Edward K. Brown, currently the Director, Policy Advisory Service at the African Center for Economic Transformation (ACET), based in Accra, Ghana, has over 30 years in international development, half of which were spent at the World Bank. He started his career as a research economist at the Development Research Department at the World Bank, and later as Population Economist in the Population Health and Nutrition Department, leading high-level policy dialogue and operations in the social sector. The last 12 years prior to leaving the World Bank in 2007, were in management and leadership positions, providing overall leadership and management of country programs, formulating and carrying out country assistance strategies and strengthening partnerships with stakeholders. He was the Country Manager for Moldova in Eastern Europe and Tajikistan in Central Asia 2003 -2007, and previously served as the Resident Representative in Niger and Rwanda during the 1990's. He has written a number of articles and publications on sustainable development and other topics, including a contribution to the 1984 World Development Report, and other World Bank reports. He received the World Bank Staff Association Best Manager's Award in 1999. He holds a PhD and MA in Development Economics and Demography from the University of Pennsylvania, and BA from the University of Ghana. Currently at ACET, he manages a pool of in-house senior policy advisors, researchers and economist, and drawing on a worldwide pool of expertise to assist African policymakers respond to specific challenges and opportunities—with the explicit goals of transferring knowledge, building local capabilities and spurring economic growth and transformation. The advisory areas include: organizational effectiveness and institutional reforms, aid policies and strategies, public expenditure management and governance and institutional capacity issues in the extractives sector.

Edward has worked and travelled extensively in Africa, Western and Eastern Europe, Central and South Asia. Language Skills: English, French



Mr. Henry Kerali,
World Bank Regional Director for Ghana, Liberia and Sierra Leone

Henry Kerali is the World Bank's Regional Director for Ghana, Liberia and Sierra Leone, based in Accra. Before that he was Regional Director for the South Caucasus, based in Georgia. Kerali has worked in different regions of the world including Latin America, Africa, East Asia, South Asia, and Europe and Central Asia (ECA).

Prior to joining the Bank in 2003, Mr. Kerali was a Professor at the University of Birmingham, England, specializing in the development of transport infrastructure. He led the research of developed economic cost-benefit models for assessing the feasibility of infrastructure investments.

Mr. Kerali, a dual Ugandan and UK national, was educated in Uganda where he studied Civil Engineering. He holds an MSc and a PhD from the University of Birmingham in England. He has over 100 publications in various books, journals and Bank reports.



Mr. Jan Hein de Vroe,
Chief Financial Officer of Natural Habitats

Earned a MSc degree in Business Administration at the Erasmus University in Rotterdam and is a CFA charterholder. Started career as a market maker in options before working 10 years in investment banking, eventually heading the entire Western European equity operations at ING. Joined Natural Habitats Group in 2013. Born in Guayaquil, Ecuador Mr. de Vroe is a shareholder of Natural Habitats Group BV and founding director of Natural Habitats Sierra Leone. Experienced and down-to-earth all-round (financial) entrepreneur with can do attitude, overview, knowledge and ideas to grow and improve businesses and people. Always working with a plan, based upon in-depth analysis and rationale without ignoring intuition and common sense. Broad knowledge of doing business in Americas, Europe and Africa.

Biographies of speakers and panelists



Mr. Fadi Wazni,
Managing Director of United Mining Supply

Fadi Wazni is from a family that has been established in West Africa for a century, and came back to Guinea to work after completing his law studies in France. Currently Treasurer of the Chamber of Mines of Guinea and senior vice president of the Guinean-Lebanese community, he chairs several boards of directors and takes an active part in the economic expansion in Guinea.

After a sluggish start importing construction materials and equipment, he set up a logistics entity to sell turnkey delivery services for major construction projects: the Garfiri dam (JV Salini Strabag), the road from Kouroussa to Kankan, the bridge over the Fataala, etc.

Things then happened in rapid succession:

- In 2001, to complete his range of services, he clustered his delivery and transport activities into UMS, targeting clients in the mining and petroleum sectors (SMD, Anglo Gold Ashanti, Vale, Oderbrecht, BHP Billiton, Rio Tinto, Shell, Total, and Rusal)
- In 2003, he took over his principal fuel transport competitor, Setraco
- In 2006, he got involved in mining activities in order to mitigate the uncertainties of finding markets for an organization that was already 400-strong (Alliance Mining Commodities Guinea)
- In 2007, UMS entered into a strategic partnership with the Bolloré Group (SDV Logistique)
- In 2009, the organization – now numbering 800 qualified employees and 400 items of machinery – became the transport and logistics leader of the subregion
- The diversification continued in 2010 to include the marketing, importation, and distribution of rice and petroleum products
- Finally, in 2013, a strategic alliance was formed with a top-class Chinese-Singaporean consortium.

In July 2015, UMS, Shandong Weiqiao Pioneering Group, Winning International group, and Yantai successfully exported the first cargo of bauxite from Guinea to China, less than a year after the project was launched.



Mr. Chid Liberty,
CEO at Liberty and Justice

Chid co-founded Liberty & Justice, Africa's first Fair Trade Certified™ apparel manufacturer, after working in entertainment, technology, and finance. He was born in Liberia, West Africa, but left as an infant when his father became the nation's ambassador to the Federal Republic of Germany, with residence in Bonn. His family was later exiled in the United States. In 2009, Chid returned to Africa after 28 years abroad. Inspired by the Nobel Peace Prize winning Liberian Women's Peace Movement, Chid co-founded Africa's first Fair Trade Certified apparel factory to provide economic opportunities for internally displaced women, who on balance, were vulnerable to rampant unemployment and economic exclusion. He is currently leading L&J's rapid expansion in Liberia and throughout the region.

Biographie des orateurs et des panelistes



Dr. Edward K. Brown,
Directeur des services de conseil en politique à l'ACET (African Center for Economic Transformation)

Le Dr. K. Brown, l'actuel Directeur des services de conseil en politique à l'ACET (African Center for Economic Transformation), basé à Accra, au Ghana, a plus de 30 ans d'expérience dans le développement international, dont la moitié passée au sein de la Banque Mondiale. Il a commencé sa carrière en tant qu'économiste-chercheur au Département Recherche et Développement à la Banque Mondiale, puis comme économiste-démographe au Département de la Santé, de la Nutrition et de la Population, pilotant au plus haut niveau le dialogue politique et les opérations dans le secteur social. Pendant les 12 dernières années qui ont précédé son départ de la Banque Mondiale, en 2007, le Dr. K. Brown a occupé les postes de cadre et de direction, assumant la direction générale et la gestion des programmes de pays, formulant et mettant en œuvre des stratégies d'assistance aux pays et renforçant les partenariats avec les parties prenantes. Il fut le Responsable Pays pour la Moldavie, en Europe de l'Est, et le Tadjikistan, en Asie Centrale, de 2003 à 2007. Pendant les années 90, il fut le Représentant Résident au Niger et au Rwanda. Il a écrit plusieurs articles et publications sur le développement durable et autres sujets, contribuant entre autre au Rapport sur le Développement dans le monde 1984 ainsi qu'à d'autres rapports de la Banque Mondiale. Il a été récompensé en 1999 par le prix du Meilleur Gestionnaire décerné par l'Association du Personnel de la Banque Mondiale. Il est titulaire d'un doctorat et d'une maîtrise en économie du développement et démographie de l'université de Pennsylvanie, et d'une licence de l'université du Ghana. Actuellement en poste à l'ACET, il dirige un pool de conseillers politiques, de chercheurs et d'économistes internes, et s'appuie sur un pool de compétences internationales pour assister les décideurs politiques africains à faire face aux défis et aux opportunités spécifiques—avec les objectifs bien précis que sont le transfert des connaissances, le renforcement des capacités locales et l'incitation à la croissance économique et à la transformation. Les domaines de conseil comprennent : l'efficacité organisationnelle et les réformes institutionnelles, les stratégies et politiques d'aide, la gestion de la dépense publique et les questions relatives aux capacités institutionnelles et de gouvernance dans le secteur des industries extractives. Edward a beaucoup travaillé et voyagé en Afrique, en Europe de l'Ouest et de l'Est, et en Asie Centrale et du Sud. Langues : anglais, français



M. Henry Kerali,
M. Henry Kerali, Directeur régional de la Banque mondiale pour le Ghana, le Libéria et la Sierra Leone

Henry Kerali est le Directeur régional de la Banque mondiale pour le Ghana, le Libéria et la Sierra Leone ; il est basé à Accra. Il fut le Directeur régional pour le Caucase du Sud, basé en Géorgie. Kerali a travaillé dans différentes régions du monde, dont l'Amérique latine, l'Afrique, l'Asie de l'Est, l'Asie du Sud, l'Europe et l'Asie Centrale (ECA). Avant de rejoindre la Banque mondiale en 2003, M. Kerali a enseigné comme professeur à l'Université de Birmingham, en Angleterre, en tant que spécialiste du développement des infrastructures de transport. Il a dirigé des recherches de modèles coût-bénéfices économiques développés pour évaluer la faisabilité des investissements en infrastructures. M. Kerali a la double nationalité Anglo-ougandaise ; il a été éduqué en Ouganda où il a étudié le Génie civil. Il est titulaire d'une Maîtrise en science et d'un Doctorat de l'université de Birmingham, en Angleterre. Il a plus d'une centaine de publications dans divers ouvrages, revues ou rapports de la Banque mondiale.



M. Jan Hein de Vroe,
Directeur financier des Habitats naturels

Il est titulaire d'une Maîtrise en Administration des affaires de l'université Erasmus, à Rotterdam, et est un analyste financier agréé.

Il a commencé sa carrière en tant que teneur de marché sur les options avant de travailler pendant 10 ans dans la banque d'investissement, où il dirige finalement l'ensemble des opérations de capital-investissement de l'Europe Occidentale à ING. Il a rejoint Natural Habitats Group en 2013. Il est né à Guayaquil, en Équateur.

Biographie des orateurs et des panelistes

M. de Vroe est actionnaire de Natural Habitats Group BV et Directeur fondateur de Natural Habitats Sierra Leone. Expérimenté, c'est un entrepreneur (financier) pragmatique et complet, qui ne recule devant rien, qui a la connaissance et des idées pour développer et améliorer les affaires et les gens. Il travaille toujours avec un plan, basé sur une analyse approfondie et rationnelle sans négliger le bon sens et l'intuition. Grande connaissance de la pratique des affaires dans les Amériques, en Europe et en Afrique.



Mr. Fadi Wazni,
Directeur General, United Mining Supply

Issu d'une famille présente en Afrique de l'Ouest depuis un siècle, Fadi Wazni est revenu entreprendre en Guinée après des études de droit en France;

Actuellement, Trésorier de la Chambre des Mines de Guinée et premier vice président de la communauté Guinéo Libanaise, il préside plusieurs conseils d'administration et participe activement à l'essor économique de la Guinée.

Après un début poussif avec des importations de matériels et matériaux de construction, il structure une entité logistique, afin de vendre des services de livraisons clefs en mains pour les grands projets de construction; Le barrage de Garfiri (JV Salini Strabag), la route Kouroussa Kankan, le pont sur la Fatala, etc.

Ensuite c'est un enchaînement rapide;

- En 2001, afin de compléter les offres de services, il regroupe ses activités de livraisons et de transport dans UMS en ciblant les clients miniers et pétroliers (SMD, Anglo Gold Ashanti, Vale, Oderbrecht, BHP Billiton, Rio Tinto, Shell, Total, Rusal),
- En 2003, il rachète son principal concurrent dans le transport de carburant, Setraco,
- En 2006, il s'engage dans les activités minières afin de diminuer les incertitudes à trouver des marchés pour une organisation déjà forte de 400 collaborateurs (Alliance Mining Commodities Guinea),
- En 2007, UMS noue un partenariat stratégique avec le Groupe Bolloré (SDV Logistique),
- En 2009, l'organisation forte de 800 personnes qualifiées, et de 400 engins divers, devient le leader du transport et de la logistique dans la sous région,
- La diversification continue en 2010, avec l'activité de commerce, d'importation et de distribution de riz et de produits pétroliers,
- Enfin, en 2013, une alliance stratégique est formée avec un consortium Sino Singapourien de premier ordre,

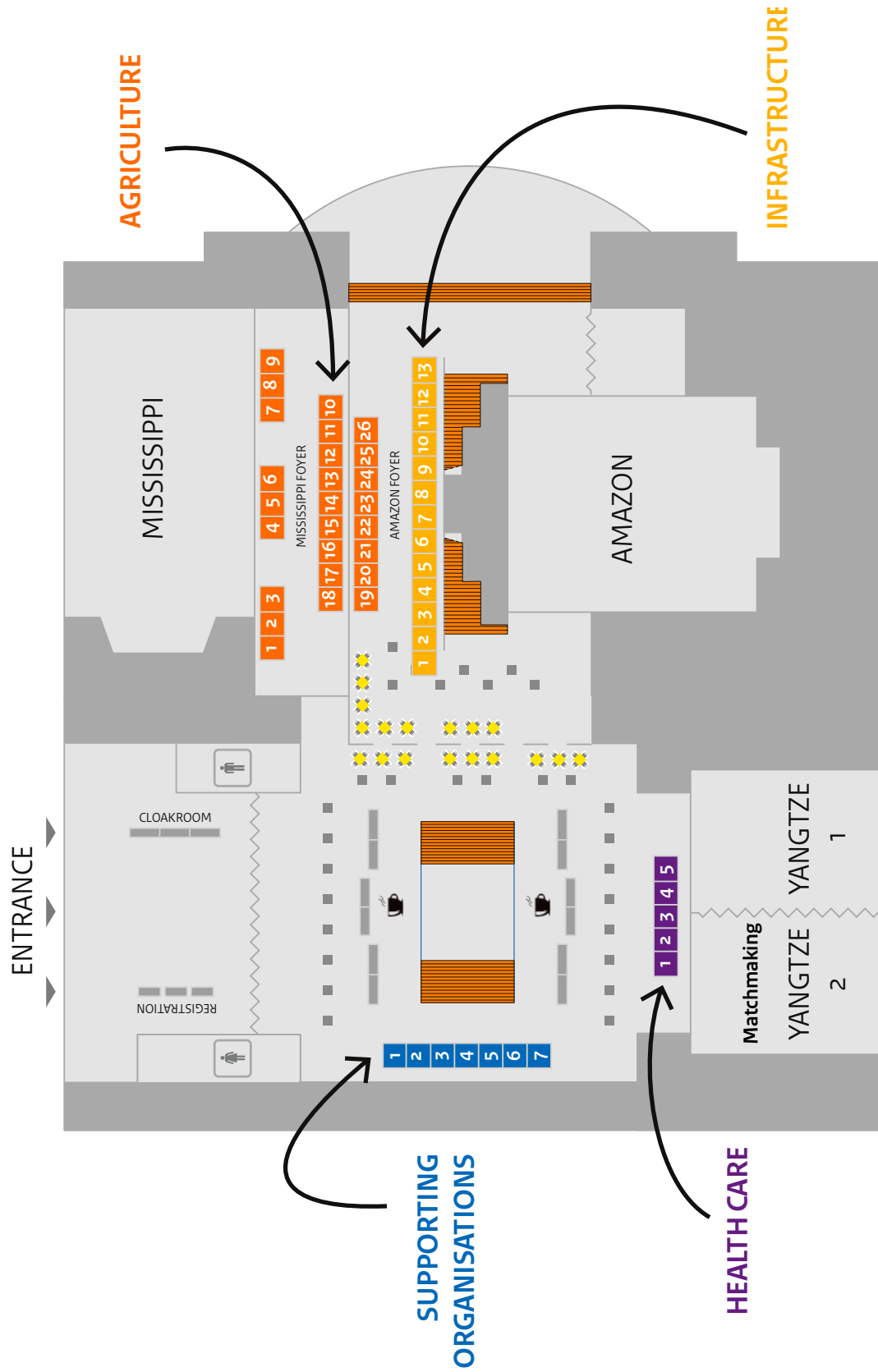
En juillet 2015, UMS, Shandong Weiqiao Pioneering Group, Winning International group and Yantai, réussissent l'exploit d'exporter le premier bateau d bauxite de la Guinée vers la Chine, moins d'un an après le début du projet.



Mr. Chid Liberty,
CEO à Liberty and Justice

Chid est le cofondateur de Liberty & Justice, le premier fabricant de vêtements certifié « Commerce équitable » d'Afrique, après avoir travaillé dans les arts du spectacle, la technologie et la finance. Il est né au Libéria, en Afrique de l'Ouest, mais en est parti très jeune lorsque son père a été nommé ambassadeur du pays auprès de la République Fédérale d'Allemagne, à Bonn. Sa famille s'est exilée plus tard aux États-Unis. En 2009, Chid retourne en Afrique après 28 ans passés à l'étranger. Il s'inspire du Mouvement des femmes de paix au Libéria—prix Nobel de la Paix (2011)—pour cofonder la première usine de vêtements certifiée « commerce équitable » d'Afrique pour apporter des opportunités économiques aux femmes déplacées à l'intérieur du pays qui, en fin de compte, étaient vulnérables au chômage et à l'exclusion économique. Il mène actuellement le processus d'expansion rapide de L&J au Libéria et dans toute la région.

Floorplan World Forum



Stand and Project Overview

■ AGR-01	Ministry of Industry / APIP	■ HEA-01	Clinique Pasteur
■ AGR-02	Emelgui	■ HEA-02	Ecomed (SL) Limited
■ AGR-03	Futur Agri et Ecole Agricole de Guinée	■ HEA-03	Government of Sierra Leone
■ AGR-04	Mensamon-Sarl	■ HEA-04	Public Private Partnership Unit
■ AGR-05	Agro-Pêche Guinée	■ HEA-05	Dutch Health BV
■ AGR-06	Momoca	■ INF-01	Mercy Corps Europe
■ AGR-07	Thiangui SA	■ INF-02	Efficient Logistics Services
■ AGR-08	Cire-chib-Cherif	■ INF-03	Liberian Government
■ AGR-09	J-Palm Liberia	■ INF-03	Liberian Government
■ AGR-10	Liberia Cocoa Corporation	■ INF-03	Liberian Government
■ AGR-11	Local Farm Inc.	■ INF-03	Liberian Government
NOT ATTENDING	Morris American Rubber Company (Marco)	■ INF-03	Liberian Government
■ AGR-12	Africa Felix Juice LLP	■ INF-03	Liberian Government
■ AGR-13	Bengal Agro (SL) Limited	■ INF-04	Agro-Industrial & Investment Development Corporation
■ AGR-14	Cosmeline Products Limited	■ INF-05	Global Logistics Services Incorporated
■ AGR-15	Goldtree Ltd	■ INF-06	CAMServ (SL) LTD
■ AGR-16	Marika Industries Limited	■ INF-07	Sewa Energy Resources (SL) Ltd
■ AGR-17	Mountain Lion Agriculture	■ INF-08	Public Private Partnership Unit
■ AGR-18	Natural Habitats Sierra Leone/Nedoil	■ INF-09	Public Private Partnership Unit
■ AGR-19	Natural Oil (Sub)	■ INF-10	Riverblade Ltd
■ AGR-20	Pajah and I.J (SL) Ltd	■ INF-11	Sierra Leone Postal Services Limited (SALPOST)
■ AGR-21	Peninsular Brewery (S/L) Ltd.	■ INF-12	Sierra Leone Postal Services Limited (SALPOST)
■ AGR-22	Peninsular Innovative Group	■ INF-13	Masada Waste Management Company
■ AGR-23	Upwards SI Ltd	■ SUP-01	APIP (Guinea)
■ AGR-24	The WARC Group	■ SUP-02	LNIC (Liberia)
■ AGR-25	World Wide Lemon Grass Company Limited	■ SUP-03	SLIEPA (Sierra Leone)
■ AGR-26	Nallo Foods Ltd.	■ SUP-04	RVO (The Netherlands)
		■ SUP-05	PUM (The Netherlands)
		■ SUP-06	Diaspora
		■ SUP-07	SUP-07 FMO (The Netherlands)



General Information Guinea

I. Context of the Ebola crisis

The Ebola epidemic interrupted a time a time of strong momentum towards an inclusive socio-economic transformation in Guinea. In the wake of the political renewal of 2010, the country initiated a new strategy aimed at promoting strong and sustainable growth as well as a structural economic transformation. It was in this context that the government organized an international conference in Abu Dhabi in November 2013, which resulted in commitments for investments in Guinea amounting to almost USD 7 billion.

The Ebola epidemic reduced Guinea's budgetary resources by around USD 385 million at the end of 2014, a loss of revenue equivalent to 5.8% of GDP. The growth forecast of 4.5% was initially cut to 3.2% and then reduced even further to 1.3% at the beginning of 2015. The economic challenges were further exacerbated by the nervousness of investors and visitors, the collapse of public health projects and programmes, disruption to the coordinating functions of the country's healthcare facilities, and healthcare funding difficulties.

Fortunately, an end to the outbreak is in sight, and the last Ebola patient was discharged from the treatment center on November 16th 2015. The government has decided to implement a global recovery plan to aid the country in its recovery from the economic and social impact of the epidemic, and to build up resilience in the event of future crises. It is in this context that a post-Ebola recovery plan was developed and presented to several potential investors, in particular at a United Nations conference in New York in July 2015.

II. Consequences of the Ebola crisis

From a human and medical viewpoint

The first case of Ebola in Guinea was recorded in December 2013. The epidemic was officially declared in Guinea in March 2014, before spreading within West Africa. As of 15 November 2015, there was a total of 3,804 recorded cases in Guinea of which 2,536 resulted in the death of the patient. The last Ebola patient was discharged from the treatment centre on November 16th 2015. The epidemic has been an unprecedented shock to Guinea, killing Guineans by the thousands, damaging its social fabric, and blocking the growth of its economy.

From an agricultural viewpoint

Guinea is rich in farmland with almost 6.2 million hectares of land. However, only 25% is currently being cultivated. Apart from the loss of productive forces and the destabilization of agricultural production, the initial effects of Ebola epidemic on the agricultural sector have been the:

- abandonment of farmland by agricultural workers;
- departure from Guinea of a number of expatriates working on agricultural projects and/other development programs;
- weakening of community support networks during harvest periods, as well as the reduced presence of tradespeople, collectors, and consumers of agricultural goods in local markets;
- and the closure of borders by neighbouring countries.

From an infrastructural viewpoint

The operations of the management company of Conakry International Airport in Conakry (SOGEC) were severely disrupted by the closure of the borders. Air traffic was reduced from 53 to 21 flights per week, a drop of 60%. The monthly financial impact amounted to approximately USD 500,000.

The epidemic caused delays in the implementation of the following highway projects:

- Renovation of the Kaka-Coyah bridge, guided by Japanese experts.
- Asphaltting of the Beyla-N'zérékoré road, financed by Rio Tinto and executed by SATOM.
- Asphaltting of the Kankan-Kissidougou road, the social component of which was abandoned and the funds rechannelled into the fight against Ebola.



General Information Guinea

- Asphaltting of the Labé-Madina-Gounass road, the start of which was called off and the funds rechannelled into the fight against Ebola.

Regarding the Autonomous Port of Conakry, the research associated with modernizing the management systems, the work on extending the container terminal, and the maintenance dredging and deepening of the access channel have had to be postponed.

III. Recovery strategies

The recovery plan focuses on the following four points:

- 1 Responding to the vulnerabilities that brought about the rapid spread of the epidemic, notably the improvement of water and sanitation infrastructures and services to strengthening the confidence of the Guinean people in public institutions.
- 2 Restoring the livelihoods and strengthening the economic resilience of the affected communities with a view to (i) support the recovery of the agricultural sector; (ii) promote food security, and (iii) put into effect actions to target the affected sectors.
- 3 Maintaining economic stability to foster investment and combat poverty in order to resume the reform efforts launched in 2011.
- 4 Strengthening human and institutional capacities for the benefit of development and good governance.

From an agricultural viewpoint

The government's strategy aims to increase agricultural production on a permanent basis and contribute to food and nutrition security. Consequently, the planned implementations include:

- The acquisition and distribution of agricultural inputs.
- The construction of storage and preservation infrastructures in large production pools.
- The equipment of rice paddies with transformation tools.
- The implementation of support and advice activities.
- The monitoring and evaluation of agricultural interventions.

From an infrastructural viewpoint

For the roads, the actions relate to:

- The use of a road agency coupled with the Road Maintenance Fund (FER).
- The launch of a second-generation FER.
- The general externalization of project management for road projects and maintenance operations
- The commission of a study of the reorganization of the roads authority.

From a medical viewpoint

The strategy focuses on strengthening and improving the national sanitation system. The main objectives are:

- To raise the percentage of deliveries in public healthcare centers.
- To maintain a low level of HIV/AIDS prevalence rates.
- To maintain the ratio of doctors at 1.6 per 10,000 inhabitants.
- To increase the rate of measles vaccination of children under one year old from 70% in 2011 to 85% in 2015.
- To increase the rate of prenatal consultations from 90% in 2011 to 95% in 2015.
- To restore sanitation infrastructure and facilities.
- To rebuild a skilled healthcare workforce after the death of many Guinean medical professionals.
- To improve health-related information and data by strengthening the systems of epidemiological surveillance.



Informations Générales de la Guinée

I. Contexte de la crise Ebola

La maladie à virus Ebola est survenue alors que la Guinée entamait une dynamique favorable visant une transformation socio-économique inclusive. En effet, à la faveur du renouveau politique de 2010, le pays a initié une nouvelle stratégie visant à promouvoir une croissance forte et durable ainsi qu'une transformation structurelle de l'économie. C'est dans ce cadre que le Gouvernement a organisé à Abu-Dhabi, en novembre 2013, une Conférence internationale qui a abouti à des engagements d'investissements de près de 7 milliards USD en Guinée.

L'avènement de l'épidémie a engendré une réduction des ressources budgétaires d'environ USD 385 millions en fin 2014, soit un manque à gagner équivalent à 5,8% du PIB. La prévision de croissance qui était de 4,5% a été initialement ramenée à 3,2%, avant d'être portée à 1,3% en début 2015. A cela s'ajoute la frilosité des investisseurs et des visiteurs, le ralentissement des projets et programmes de santé publique, la perturbation des fonctions de coordination des structures sanitaires nationales, et les difficultés de financement.

Aujourd'hui, la maladie tend vers sa fin avec la sortie du dernier patient Ebola le 16 novembre 2015 du Centre de Traitement. Le Gouvernement a alors décidé de mettre en œuvre un plan global de relance dont l'objectif principal est de permettre au pays de se remettre des conséquences de l'épidémie, au plan économique et social, et de renforcer sa résilience face à d'éventuelles crises similaires. C'est dans ce contexte qu'un plan de relance Post-Ebola a été réalisé et présenté à plusieurs bailleurs de fonds dont notamment à la conférence de New York sous les auspices des Nations Unies en juillet 2015.

II. Conséquences de la crise Ebola

Sur les plans humain et sanitaire

Avec un premier cas enregistré en décembre 2013, l'épidémie à virus Ebola a été officiellement déclarée en Guinée en mars 2014, avant de se propager dans la sous-région. Le total cumulé des cas déclarés en Guinée s'établissait à 3 804 cas dont 2 536 décès à la date du 15 novembre 2015. Le 16 novembre le dernier patient Ebola est sorti du Centre de Traitement. L'épidémie s'est avérée être un choc sans précédent pour la Guinée frappant ses forces vives et s'attaquant au tissu social.

Sur le plan agricole

La Guinée est riche en terres cultivables avec près de 6,2 millions d'hectares dont 25% seulement sont cultivés. Outre la perte des forces productives et la déstabilisation des organisations de producteurs, les premiers effets de la maladie à virus Ebola (MVE) sur le secteur agricole ont été caractérisés par :

- l'abandon des champs par les travailleurs agricoles,
- le départ de la Guinée de plusieurs expatriés travaillant dans les projets et/ou programmes agricoles,
- la baisse de l'entraide durant les périodes à forte intensité de main d'œuvre, de la présence des commerçants, des collecteurs et des consommateurs dans les marchés,
- l'arrêt de l'appui-conseil,
- la fermeture des frontières terrestres par certains pays voisins.

Sur le plan des infrastructures

La Société de Gestion de l'Aéroport de Conakry a été fortement perturbée par la fermeture des frontières. Le trafic aérien est passé de 53 à 21 vols par semaine, soit une baisse de 60%. L'impact mensuel a été de 500 000 dollars US environ)

Ebola a causé le retard dans la réalisation des projets routiers suivants :

- rénovation du pont Kaka-Coyah avec le départ de l'expertise japonaise ;
- bitumage de la route Beyla-N'zérékoré, financé par la société Rio Tinto et exécuté par l'entreprise SATOM;



Informations Générales de la Guinée

- bitumage de la route Kankan-Kissidougou dont le volet social a été abandonné et les fonds réorientés vers la lutte contre Ebola.
- bitumage de la route Labé-Madina-Gounass ; le démarrage étant arrêté et les fonds réorientés vers la lutte contre Ebola.

Au niveau du Port Autonome de Conakry, les études liées à la modernisation de la gestion, les travaux d'extension du terminal à conteneurs et les travaux de dragage d'entretien et d'approfondissement du chenal d'accès ont été reportés.

III. Stratégies de relance

Le plan de relance est focalisé sur les quatre objectifs suivants :

1. La réponse aux facteurs de fragilité qui ont occasionné la propagation rapide de l'épidémie, notamment en termes de développement des infrastructures et services d'eau et d'assainissement et de renforcement de la confiance entre les institutions publiques et les populations ;
2. La restauration des moyens de subsistance et le renforcement de la résilience des communautés affectées en vue de (i) soutenir la relance des filières agricoles ; (ii) promouvoir la sécurité alimentaire et (iii) mettre en œuvre des interventions ciblées en faveur des secteurs affectés ;
3. La préservation de la stabilité macro-économique pour favoriser l'investissement et la lutte contre la pauvreté afin de poursuivre les efforts de réformes engagées depuis 2011 ;
4. Le renforcement des capacités institutionnelles et humaines en vue d'une meilleure gouvernance du développement.

Sur le plan agricole

L'objectif stratégique poursuivi par le Gouvernement vise à augmenter durablement la production agricole et contribuer à la sécurité alimentaire et nutritionnelle. Ainsi, les axes préconisés sont :

- acquisition et distribution des intrants agricoles ;
- construction des infrastructures de stockage et de conservation dans les grands bassins de production ;
- équipement des bassins rizicoles en outils de transformation ;
- conduite des activités d'appui-conseil ;
- suivi et évaluation des interventions.

Au niveau des infrastructures

Pour les routes, les actions concernent :

1. le recours à la formule d'Agence routière couplée avec le Fonds d'entretien routier (FER) ;
2. la mise à disposition d'un FER de 2ème génération ;
3. la nécessité de généraliser l'externalisation de la maîtrise d'œuvre aussi bien pour les projets routiers que pour les opérations d'entretien ; et
4. (iv) la réalisation d'une étude de réorganisation de l'administration routière.

Sur le plan sanitaire

La stratégie porte sur le renforcement et l'amélioration du système sanitaire national. Les principaux objectifs sont :

- augmenter le pourcentage des accouchements dans les centres de santé publics ;
- maintenir la séroprévalence au VIH/SIDA à un bas niveau ;
- maintenir le nombre de médecins pour 10 000 habitants à 1,6 ;
- augmenter le taux de vaccination des enfants de moins d'un an contre la rougeole de 70% en 2011 à 85% en 2015 ;
- augmenter le taux de consultations prénatales de 90% en 2011 à 95% en 2015 ;
- réhabiliter les infrastructures et équipements sanitaires ;
- recruter des ressources humaines compétentes pour combler les déficits liés aux décès des professionnels
- améliorer l'information sanitaire à travers le renforcement de sous-systèmes de surveillance épidémiologique.



General Information Liberia

With over 4,800 deaths caused by the Ebola virus outbreak, Liberia was the worst-hit of the West African countries affected by the 2014-2015 epidemic. The outbreak threatened hard-won socio-economic gains achieved since the end of Liberia's civil war in 2003. Real GDP growth, which was projected at 5.9% for 2014 before the Ebola outbreak, was ultimately below 1%. The Economic Recovery and Stabilization Plan (ERSP) was adopted in April 2015 to get the economy back on track towards achieving the country's development goals. The Government of Liberia (GOL) is looking to restore GDP growth to at least the pre-crisis rates of 5.9 per cent by 2017, with targeted efforts to recover output and growth, strengthen resilience and reduce vulnerability, as well as secure public finances and ensure quality service delivery. In order to recover output and growth, the GOL aims to increase employment in key sectors through efforts to increase competitiveness, enhance exploitation of the value chain and facilitate better access to domestic and external markets. Private sector development, including SMEs, will be promoted and investments, both foreign and domestic, will be encouraged, particularly in agriculture, agro-processing and fisheries. Concurrently, critical support infrastructure needs to be set up in energy, roads and transport; sanitation and water; and information and communication technology (ICT).

Some of the opportunities in the agriculture and agro-processing sector are:

- **Cocoa.** Liberia is ready to be the next major source for cocoa production. Investments are required for farm inputs, extension services and providing an off-take agreement to small holder farmers.
- **Rubber value addition.** With a huge production base in rubber, Liberia is the optimal destination for investors in rubber compounding and manufacturing ribbed smoked sheets, rubber crepe and rubberwood. Such activities are particularly profitable now because of the low price of rubber. Liberia is an optimal place to exploit the \$360 million ECOWAS market for non-tire rubber products.
- **Fish farming and aquaculture.** Liberia has the highest renewable internal water resources per capita in Africa and boasts a perfect temperature for tilapia and catfish farming. Liberia is seeking its first industrial investor in aquaculture to bring expertise and fish feed solutions, and exploit the \$4.6 billion ECOWAS fish market.
- **Horticulture.** Investors are being sought in the aggregation and value addition of horticulture crops that grow abundantly in Liberia like tomatoes, pineapples, mangos, plantains, bananas, sweet potatoes and chili peppers to exploit the US, European and Asian markets.
- **Soaps, Cooking Oils and Bio-Mass Energy.** With abundant supplies of oil palm, Liberia presents a big investment opportunity in refined palm oil (40% return on investment), soaps, cosmetics, mulch, fertilizer, animal feed and bio-fuel made from palm oil and palm oil kernels. The ECOWAS market for soaps and cooking oil alone is worth \$1.9 billion.
- **Plastics & Packaging.** Investors are being sought to exploit a burgeoning local market and enable the growth of the agriculture sector.
- **Transport.** As a major paved highway connecting the agricultural heartland to Monrovia and the sea is being completed, now is an opportune time to invest in agriculture trucking services.

Infrastructure remains a priority, in particular in roads and energy. With a road network of about 10,000km, of which only 735km are paved (about 7%), Liberia is prioritizing investment in road infrastructure. Many sections of the country are completely cut off during the rainy season with the result that the cost of transportation becomes prohibitive for businesses. In order to reduce the negative impact on economic growth, three corridors have been identified (Monrovia to Nimba, Lofa, and Ganta to the Southeast) and are currently being developed by the Government of Liberia. In the area of road infrastructure, GOL is looking for highly concessional funding or grant funding.

Liberia currently has one of the highest energy tariffs in Africa at approximately 52 cents per KW hour. However, several years of planning and investment will soon reduce that tariff to about 32 cents by mid-2016 and then to about 20 cents by 2017 when the 82MW Mount Coffee hydroelectric plant comes on line. At the same time, Liberia is building a transmission and distribution network (T&D) that will feed off the West African Power Pool (WAPP) 225KV line.



General Information Liberia

The first WAPP pylons, forming the backbone of the National Grid, will start construction in mid-2016 with a separately funded network of sub-transmission lines following soon thereafter. The Government of Liberia's intent is to electrify populated areas and economic corridors. With imported WAPP hydro energy and the Mount Coffee Project providing the first two strands of the electrification strategy, 48MW of Heavy Fuel Oil (HFO) generation constitutes the third strand and is intended to meet capacity during the dry season.

Building resilience and reducing vulnerability are important components of the recovery plan. Liberia's civil war (1989-2003) destroyed the country's healthcare infrastructure and service delivery systems, with 95% of health facilities damaged or destroyed. Despite significant progress by the GOL to repair the national health system, the 2014-2015 Ebola outbreak both highlighted and exacerbated the weak condition of the country's health infrastructure.

Liberia has long struggled with one of the lowest physician-to-patient ratios in the world, along with a critical shortage of other healthcare professionals, particularly skilled birth attendants. Eight percent of Liberia's doctors, nurses, and midwives died in the Ebola epidemic. As a result, maternal mortality is expected to rise by 111% to 1,347 deaths per 100,000 live births in 2016, the second-highest rate in the world. Infant mortality is projected to increase by 20% and under-five mortality is projected to increase by 28%. The loss of life represented by these statistics can and must be curbed by bold, timely interventions to rebuild Liberia's health infrastructure and workforce.

As the 2014-2015 Ebola outbreak subsided, the GOL developed the National Investment Plan for Building a Resilient Health System 2015-2021. This plan details nine (9) areas of investment to address the weaknesses exposed and exacerbated by the epidemic:

The three priority investment areas are:

- Fit-for-purpose, productive and motivated health workforce
- Re-engineered health infrastructure
- Epidemic preparedness, surveillance and response system

The six complementary investment areas are:

- Management capacity for medical supplies and diagnostics
- Enhancement of quality service delivery systems
- Comprehensive Information, Research, and Communication Management
- Sustainable Community Engagement
- Leadership and Governance Capacity
- Efficient Health Financing Systems



General Information Sierra Leone

There is a diversity of opportunities for immediate investment in Sierra Leone, ranging from the traditional resource base in the mining sector, to the huge and largely untapped opportunities in agriculture and fisheries, bio-fuels, hydro-electricity, and offshore oil and gas as well as emerging opportunities in social infrastructure and tourism. The country's democratic credentials and aggressive pro-business reform agenda coupled with peace and stability have boosted investor confidence and in recent years, Sierra Leone has attracted game changing investments in key sectors of the economy.

Agriculture and Fisheries

Sierra Leone has around 5.4 million hectares of fertile land and roughly 3800 millimeters of yearly rainfall, making it one of the most humid countries in Africa. These natural factors support a broad range of crops including rice, cocoa, palm oil, coffee, cassava, ginger, cashew and peanuts.

A national agriculture policy focuses on commercialization of the agriculture sector and promote and there are extensive opportunities for agribusiness investments as the country compares favorably against similarly-ranked countries in terms of labor, leasing and resource costs. In addition, a number of tax incentives are available to agribusinesses and the development of (tax free) export-processing zones. Fisheries and other marine resources are another major source of untapped wealth and have the potential to become the country's second largest sector for exports after minerals.

Infrastructure

A robust infrastructure is a key factor in the development of a country and in attracting investors. Infrastructural development is at the heart of Sierra Leone's development agenda. The Government of Sierra Leone has embarked on a major program of road works around the country, giving rise to numerous opportunities for the private sector.

Sierra Leone boasts of the largest natural deepwater harbor in Africa. The Port of Freetown has experienced increased heavy vessel traffic and congestion in recent years as a result of economic growth. To support the needs of the growing sea transport sector, the government is considering developing a "dry port" to ease port congestion and facilitate the transportation of containers destined for rural areas inland. Plans are also underway to develop a new deepwater mineral port and associated rail infrastructure with the capacity to export between 30-50 million metric tons of ore and other minerals each year.

A pre-feasibility study has been commissioned to establish the need for sustainable, integrated sea transport solutions across the Freetown Estuary and for potential water taxi services along the Freetown coast.

A new world class international airport on the mainland is under construction at Mamamah. In addition there are plans to develop small airstrips and helipads in key commercial centres and mining areas, to enable light aircraft transport for certain sectors.

Improvements to the country's physical infrastructure will inevitably advance growth in other sectors particularly the tourism sector, which has shown a strong potential for growth particularly following the opening of Freetown's five-star Radisson Blu Hotel in 2014 and the ongoing development of the Hilton Groups five-star Cape Sierra Hotel. Investments in hotel infrastructure are required to support Sierra Leone's growing emergence as a tourist and conference destination.

Energy

To create access to more reliable power, increasing electricity generation and improvements to the transmission and distribution networks continues to be a priority for the government. A conducive investment framework exists for this sector as specific incentives exist for investments in "pioneer industries" such as solar energy. Legislation allows the participation of Independent Power Producers (IPPs) in power generation and distribution and establishes a basis for Power Purchase Agreements. In addition, investing companies may be wholly foreign-owned.



General Information Sierra Leone

The renewable energy sub-sector remains a promising growth area for the country. Sierra Leone has identified up to 27 potential significant hydropower sites with a capacity of less than 1 MW suitable for development. Total anticipated generation capacity is 1,513 MW. Solar power options also present attractive investment opportunities, and plans are in place to capitalise on the estimated 2,180 hours of sunshine Sierra Leone receives a year.

The country's burgeoning bio-fuels sector has received increasing levels of Foreign Direct Investment in recent years and government is exploring opportunities for developing small-scale biomass for rural electrification and the potential use of biodiesel from palm oil or ethanol for domestic consumption. Telecommunications

The Africa Coast to Europe (ACE) submarine cable, which extends from France to South Africa, has landed in Sierra Leone, and the country will also benefit from the ECOWAS fibre optic network (ECOWAN) in due course.

Health

The post-Ebola landscape has given rise to significant investment opportunities in healthcare systems and sanitation infrastructure. Investment is needed to strengthen existing healthcare systems to adequately respond to epidemics.

Reconstructing the national healthcare system in the post-Ebola period will require significant investment in every aspect of the existing health care systems. Investment demand in the near term will largely focus on the provision of basic services to a population recovering from the effects of Ebola. Opportunities for investment include the establishment of specialist hospitals and clinics, the provision of private hospitals and facilities, the manufacturing of drugs and medical equipment, and the establishment of 24-hour ambulance services.

INVESTMENT OPPORTUNITIES IN AGRICULTURE

Constructing an agro-industrial starch processing complex



AGRICULTURE

Name of organization:

Ministère de l'Industrie (Ministry of Industry)/APIP (Agence de promotion des investissements privés, agency for the promotion of private investments)

Year of establishment:

2015

Country:

Guinea

Name of contact:

Aly Keita

Phone number:

+224 620 558 386

E-mail address:

alybadara.keita@gmail.com

Project location:

Timbi Madina, Pita Prefecture,
Mamou Region

Project type:

Greenfield

Investment type:

PPP

Project status:

Feasibility completed

Investment amount required (EUR €):

13,000,000.00

This project has been developed by the Ministry of Industry and the Agency for the Promotion of Private Investments of Guinea to construct an agro-industrial complex for processing potatoes and manioc.

The complex will have three components: a bio-reactor, to generate electricity, high-quality fertilizer and water for irrigation in the off-season; a plant for the extraction of starch and glucose; and a facility for the manufacture of monosodium glutamate. There is also potential for the manufacture of additional products, including biogas, bio-degradable plastics, and bouillon cubes. Guinean farmers have had great success producing potatoes and manioc using traditional, renewable agricultural methods, but have struggled to find a market for their produce. As such, there is an opportunity to turn the excess potato and manioc crops into products for which there is a higher local demand.

The developer seeks a partner with technical expertise in managing starch processing units, specifically a manufacturer of potato-processing factory equipment. The developer likewise seeks investors interested in Guinea's agricultural sector and supporting the establishment of an agro-industrial plant with far-reaching positive impacts on small farmers in rural areas of the country by providing access to new and expanded markets.

Building a heavy machinery engineering training institution

AGRICULTURE

Name of organization:
Emelgui

Year of establishment:
2014

Country:
Guinea

Name of contact:
Fodé Momo Bangoura

Phone number:
+224 664 613 677

E-mail address:
fmbangoura7@gmail.com

Website address:
As the website is currently under development, please visit the website of the partner school in Canada (<http://ecole-metiers-motorise.csdm.ca/>)

Project location:
Conakry

Project type:
Greenfield

Investment type:
Private and/or joint-venture

Project status:
Feasibility started

Investment amount required (EUR €):
250,000.00

The developer aims to launch an engineering training institution for students pursuing careers in heavy industries and mechanics, in the mining, construction and agricultural sectors. The investment will support the construction of the institute, the development of educational programmes and the covering of operational expenses. The institute will offer services directly to corporate industrial customers, thereby providing practical experience opportunities for students, while generating a potential revenue stream for the initiative.

Through an advanced relationship with the Montréal School for Occupations with Motorized Equipment (L'École des étiers de l'équipement motorisé de Montréal), the developers are currently conducting initial inquiries into creating and adapting teaching programmes to meet the needs of growing businesses in Guinea. The institute will positively impact the employability of young Guineans in these sectors.

The developers seeks technical partners (including institutions focused on engineering, mechanical, and technical and vocational training) to invest in the development of educational programmes, and financial partners to invest in the construction of the workshop and training facility. Investments may be in the form of loans or acquisition of holdings where partners may acquire a stake in the capital.





Cultivating agricultural land and establishing an agricultural training center

AGRICULTURE

Name of organization:

Futur Agri et Ecole Agricole de Guinée

Year of establishment:

2000

Country:

Guinea

Name of contact:

Oumar Sylla et Souaré

Phone number:

+224 622 214 243

+224 664 613 677

E-mail address:

suwareb@yahoo.fr

Project location:

Kindia, 130 km from Conakry

Project type:

Brownfield

Investment type:

Private

Project status:

Feasibility completed

Investment amount required (EUR €):

200,000.00 to 1,000,000.00

The developers seek technical and/or financial partners, preferably with experience in industrial agriculture, to support the optimal utilization of existing infrastructure worth several million euros and the cultivation of tracts of agricultural land totalling 2,620 hectares. The primary goal of the initiative is the production and sale of agricultural products in local and foreign markets; the secondary goal is the establishment of an agricultural training center to teach international standards of industrial agriculture to Guinean producers. As such, the developer seeks also partnerships with stakeholders experienced in education related to industrial agriculture and engineering.

The complex was built for the agro-industrial needs of the region, and includes high-capacity freezer and refrigerator rooms, high-capacity fruit graders, commercial display areas, and a mixed-use exhibition hall.

Technical partners are also welcome as the developer is willing to exploit the resources in alternative manners to ensure that the agro-industrial complex operates effectively. Engineers and tutors from the agricultural sector are therefore urged to get in touch.

Drilling, bottling and distribution of spring water



AGRICULTURE

Name of organization:
Mensamon-Sarl

Year of establishment:
2014

Country:
Guinea

Name of contact:
Famara Kamara

Phone number:
+224 664 460 389

E-mail address:
kamara.savcamco@yahoo.fr

Project location:
Nzérékoré, 1,000 km from Conakry

Project type:
Brownfield

Investment type:
Private

Project status:
Feasibility completed

Investment amount required (EUR €):
4,000,000.00

The developer proposes establishing and operating a spring water borehole, a purification and bottling plant and a distribution network, based in Mount Nimba in Guinée forestière/Nzérékoré.

The large mining project in the area and the mining companies working there have increased the local demand for bottled water, which is currently not being met. Capitalizing on the increasing demand for bottled water among mining companies and their employees is the primary objective of this initiative. The secondary objective is to market bottled water to local retail markets, in bottle sizes of 0.5 liters, 1.5 liters and 5 litres. A tertiary objective is the international marketing and distribution of Guinean spring water.

The developer seeks technical and financial partners to finance and implement the drilling of boreholes, construction of the processing plant with installations for the storage and transportation of water, implementation of quality control and certification tools, purchasing of bottling and packaging materials, and the creation of a distribution network.

Producing out-of-season green beans for the EU



AGRICULTURE

Name of organization:

Agro-Pêche Guinée

Year of establishment:

2015

Country:

Guinea

Name of contact:

Mamadi Coumba Diawara

Phone number:

+224 655 428 017

E-mail address:

mamadikoumbafina@gmail.com

Project location:

Kindia

Project type:

Greenfield

Investment type:

Private

Project status:

Feasibility completed

Investment amount required (EUR €):

6,770,850.00

Agro-Pêche Guinée seeks to expand its capacity to produce green beans on 500 hectares of land in the Republic of Guinea. The initiative aims to meet the out-of-season demand for green beans in the Netherlands, France and other countries in the EU.

With 200 permanent staff and 500 seasonal employees, the initiative will be managed by a team with experience in the production and export of fresh off-season fruit and vegetables. The planned agricultural area for this initiative—with scope for expansion—is located in Kindia region. The developer will establish commercial collaboration contracts with importers in the EU. Fresh products from the off-season farm will be exported to Europe on chartered cargo planes.

A feasibility study has been conducted and is available along with the business plan for the initiative. In addition to seeking financial investment, the developer also seeks support in building commercial relationships with European importers.

Expanding dairy manufacturing plant



AGRICULTURE

Name of organization:
Momoca

Year of establishment:
2011

Country:
Guinea

Name of contact:
El Hadj Oumar Camara

Phone number:
+224 664 219 242

E-mail address:
thouca_acic@yahoo.fr

Project location:
Conakry

Project type:
Brownfield

Investment type:
Private

Project status:
Feasibility started

Investment amount required (EUR €):
1,000,000.00

The developer seeks technical and/or financial partners to support the establishment of a manufacturing and packaging plant for milk, yoghurt and butter. The plant will produce 2,000 litres of pasteurized milk and yoghurt per day, as well as one ton of butter per hour to provide hygienic, locally-sourced and affordable dairy products to local consumers. This modern facility will offer locally-produced and more affordable dairy products that meet the applicable hygiene standards.

Guinea currently imports 90% of its commercial dairy products, most of which are unaffordable for average Guinean consumers. Locally-produced dairy products available on local markets are entirely home-made and do not meet hygiene standards.

The initiative will generate 25 permanent jobs, contribute to the development and diversification of local industry, reduce the need for imported dairy products, and generate tax revenue for the government. The existing plant covers 5,513,578 m² and already includes a building to house the production unit, a storage shed, a laboratory, water supply system, and an electricity supply system, as well as yoghurt production equipment and butter packaging equipment.

A feasibility study conducted by the African Project Development Facility branch of the World Bank demonstrated with financial projections a 25% internal rate of return after tax.

Increasing the capacity of a cold storage business for fish



AGRICULTURE

Name of organization:

Thiangui SA

Year of establishment:

1991

Country:

Guinea

Name of contact:

Mr Mamadou Thiangui Diallo

Phone number:

+224 620 523 838

E-mail address:

thiangui7@hotmail.com

Project location:

Conakry and surrounding areas

Project type:

Expansion

Investment type:

Private

Project status:

Feasibility completed

Investment amount required (EUR €):

300,000.00 to 850,000.00

The developer, Thiangui, seeks support to grow its existing cold storage facilities for the fisheries industry in Guinea. Anticipating a rise in fish production, the developer aims to increase the company's capacity to meet the corresponding increase in demand for cold storage. The increase will address growing local market needs and secure export potential. Current cold storage capacity of its facilities is 1,000 metric tons, growth plans include increasing this to 2,000 metric tons, and eventually to 5,000 metric tons.

The developer is an experienced entrepreneur and owner of a well-established company in the fishing business. A site for the growth of the cold storage facilities has already been identified, and consolidation has been initiated. The developer is currently exploring opportunities and methods of cooperation with potential partners. He welcomes financial and technical partners looking to invest in a growing company.

Creation of an egg farm



AGRICULTURE

Name of organization:
Cire-chib-Cherif

Year of establishment:
2015

Country:
Guinea

Name of contact:
Mr Cheik Ousmane CHERIF

Phone number:
+224 621 255 970

E-mail address:
cheickousmane72@gmail.com

Project location:
Boffa

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Started

Investment amount required (EUR €):
41,000.00

Contribute sustainably to fight against poverty, to improve the living conditions of promoters and consequently of surrounding populations.

With the ultimate goal of fighting against poverty, we aim to launch a farm of 2,000 laying hens for consumption eggs. The farm employs 4 people including a technical manager, a commercial agent, a poulterer and a night guard. At the moment a veterinary doctor consultant gives a hand voluntarily. In four months of production, the farm will produce about 135,000 eggs and the current laying rate is 85%. Results are interesting technically and economically





Automating palm oil processing to reduce waste and enable year-round production



AGRICULTURE

Name of organization:
J-Palm Liberia

Year of establishment:
2013

Country:
Liberia

Name of contact:
Mahmud Johnson

Phone number:
+231 777 550 008 or
+231 880 061 978

Email address:
mahmud.johnson1@gmail.com

Project location:
Monrovia, Liberia

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
373,000.000

Existing palm oil producer aims to exponentially increase its production capacity through the automation of its pre-treatment process. The planned expansion includes the purchase of equipment that reduces waste and enables a higher quality, year-round production. This will result in an overall decrease of raw material acquisition by 39.3%, and an increase of profits by 14.8% in the first year, and 26.6% in the third year.

The developer, an oil palm processing company in Monrovia, utilizes all parts of the palm fruit to produce crude palm kernel oil, cake and shells. Its customers currently include companies that manufacture soap and cattle feed. Based on market research and an increase in inquiries, the developer anticipates growing demand for its products in the cosmetics and green energy sectors as well. It is currently pursuing multiple commercial opportunities that to widen its customer base in these sectors; having already secured orders from a green-energy, biomass producer in Portugal, and in the test phase of a commercial relationship with an Indian cattle feed company. If successful, the resulting contracts will secure a minimum 40 ft container order per month. It has also developed its first mass-market consumer cosmetics product.

The initiative employs a 24-member team, and sources palm kernels from 400 smallholder oil palm producers. An increase in processing capacity will also positively impact the hundreds of smallholder farmers through additional sales and income.

The developer seeks an investment of €373,000 to purchase the appropriate equipment for the expansion. It forecasts that the initial investment will be recovered within the first year, with estimated revenues of \$832,000 in year one (58.8% profit margin), \$1.2 million in year 2 (65.6% margin), and \$1.7 million in year 3 (70.5% margin).

Investing in high-yielding cocoa production in Liberia



AGRICULTURE

Name of organization:
Liberia Cocoa Corporation

Year of establishment:
2010

Country:
Liberia

Name of contact:
Momolu (Lu) Tolbert

Phone number:
+231 886 931 324 or
+231 770 931 324

Email address:
lu@liberiacocoacorp.com or
lu_tolbert@yahoo.com

Project location:
Voinjama City, Lofa County

Project type:
Cocoa Projection

Investment type:
Equity Partnership / Joint Venture
Partnership

Project status:
Active farming operations ongoing

Investment amount required (EUR €):
9,800,000.00

In 2014, the Liberian government granted a 6,000-hectare land concession to the Liberia Cocoa Corporation for the cultivation of cocoa and other crops for a period of 40 years. Currently cultivating around 50 hectares, the developer intends on planting an additional 4,350 hectares with high-yielding cocoa, over the next 6 years.

The developer maintains a socially conscious business model, incorporating both community out-grower farmers as well as a large scale nucleus plantations as part of its core activities. It is a key partner of national-level cocoa development and export strategies, an active member of the World Cocoa Foundation, and has established relationships with multiple international partners. Furthermore, it is also currently undergoing plantation certification by Fairtraid USA.

The planned expansion will include the planting of high-yielding cocoa trees. Once the trees are fully mature, the revenue from the plantation is forecasted at €10.1 million annually, for the productive life of the tree, expected between 25 and 30 years. This expansion requires an investment of €9.8 million over a six year period, with a projected breakeven point to occur in year 6. The projected internal rate of return for the initiative is approximately 17%.

The developer estimates that the initiative will create at least 200 part-time jobs during the expansion phase, and approximately 884 full-time jobs once plantation establishment is complete. The prospect of immediate and sustained large-scale employment (through equity investment) would significantly improve both the lives and local economics of those most affected by the 2014 pandemic. As a key part of the overall project, the developer plans to increase its current out-grower farmer program from 325 registered farmers to 1,525 members. Members will benefit from access to high yielding hybrid cocoa seedlings on a cost-recovery basis, and can sell their products to the nucleus estate.

Advancing community development through agriculture



AGRICULTURE

Name of organization:
Local Farm Inc.

Year of establishment:
2007

Country:
Liberia

Name of contact:
Franklin Jackson

Phone number:
+231 880 692 506 or
+231 777 836 022

Email address:
franklin.jackson@sojollo.com or
popsjack@gmail.com

Project location:
Volley Town, Glarkon Statutory District
#2, Grand Bassa County

Project type:
Greenfield / Expansion

Investment type:
Joint Venture / Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
2,000,000.00 for tree crop and
3,900,000.00 for short term crops

Working with local communities, this developer has a 35 year lease agreement to develop a 1,000 hectare community nucleus oil palm farm. The initiative aims to grow its currently cultivated land from 250 hectares to a 2000 hectares, consisting of 1000 hectares as a nucleus, and 1000 hectares of smallholder farms. The developer currently processes between 5 to 10 tons of palm oil per month using a mini processing mill. The expansion will require a larger palm oil mill to increase in production. As such, the developer seeks investment for the mill either through equity, loan or grant.

Additionally, plans for establishing a short-term crop rotation and diversification project is also underway. The proposed concept is to develop smallholder farmers on sedentary plots with 10 acres each to grow short term crops on a rotational and diversified basis, based on market demands. The developer has already received inquiries from poultry farmers and the WFP's school feeding program.

The developer seeks an investment of \$2 million for its cocoa production expansion plans, and \$3.9 million for its short-term crop rotation and diversification project.

The developer currently employs 8 permanent staff and between 40 to 100 daily contractors depending on the season. The initiatives presented are designed to stimulate and facilitate production of food on a commercial scale in the community. The produce and livestock of smallholder farmers supported by these initiatives will be purchased by the nucleus farms. The initiative aims to strengthen the local economy, increase food production and stimulate sustainable development.



NOT ATTENDING

Re-opening industrial rubber processing plant



AGRICULTURE

Name of organization:

Morris American Rubber Company
(Marco)

Year of establishment:

2007

Country:

Sierra Leone

Name of contact:

Francis Dennis and Manfred Jones

Phone number:

0886 513 498

0777 857 805

0886 408 460

Email address:

fadennis1254@gmail.com

Project location:

Todee, Montserrado County

Project type:

Expansion

Investment type:

Joint Venture / Private

Project status:

Feasibility completed

Investment amount required (EUR €):

5,000,000.00

The developer seeks partners to support the re-opening of a rubber factory and 8,000 acre rubber plantation, which used to produce and export technically-specified rubber to international customers. Due to the low price of rubber, the plant was closed in 2014, but now seeks to re-open with restructured operations and finances, and with access to new customers. The initiative would involve replacing existing short-term loans from local commercial banks with long-term loans, and liquidating other short-term debts including those to suppliers, payroll arrears, and termination benefits.

Operationally, support is required to repair and replace equipment, vehicles, laboratories, security systems and electrical systems. Working capital is required for the procurement of chemicals and fertilizers, fuel, packaging and crating materials, and to hire staff. The plant will employ 500 people initially, but has the capacity to employ 1000, and will hire from the surrounding communities to support broad economic development in the area.

Expanding fruit juice concentrate product line - Debt free



AGRICULTURE

Name of organization:
Africa Felix Juice LLP

Year of establishment:
2011

Country:
Sierra Leone

Name of contact:
Claudio Scotto

Phone number:
+232 78 251 455 or
+447 900 191 732

Email address:
claudioscotto@africafelix.com

Website :
www.africafelixjuice.com

Project location:
Newton, Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
1,100,000.00

The developer seeks partners to consolidate its structure, improve security of fruit supply and support the addition of passion fruit juice concentrate to Africa Felix Juice' product range. AFJ was established in 2011 with the help of PSI funding as the first fruit juice concentrate manufacturer in the Mano River Union subregion and the only sizeable Sierra Leonean exporter of manufactured products to the European Union. Established customers are based in Germany, Holland, Spain, France, Morocco, Ghana and Nigeria. The developer employs 43 permanent staff and an additional 40 seasonal workers during peak seasons, and works with fruit sourced from more than 200 smallholder farmers and a dozen commercial farmers.

As production is seasonal, the business model relies on substantial working capital borrowed from local banks, with historically very high interest payments and other costs. An injection of additional cash will enable to improve company profitability quite substantially.

Furthermore, after mango and pineapple, which are AFJ's main products, passion fruit is the third most popular tropical juice flavor and has a high average price per ton. Passion fruit grows well in Sierra Leone, and there are already two orchards in the country, both of which are prepared to supply AFJ with passion fruit, but which cannot provide enough for the production of commercially viable juice concentrate.

This initiative would involve the expansion of the existing farms and the import of seeds from Brazil and Kenya to support new passion fruit farms. The plant bears fruit in 9 months and is a relatively labour intensive crop, which makes it ideal as a cash crop for the small farmers with whom AFJ works closely. Customers in the UK, Holland, Nigeria and Ghana have already expressed interest in passion fruit juice concentrate or in multi-fruit mixes containing passion fruit. Finally, additional cash will give the possibility to the company to take the opportunity to acquire existing pineapple farms which are for sale and which could secure as much as 40% of fruit being acquired internally, with much tighter controls on raw material volumes and prices.



Smallholder farmer establishment and training

AGRICULTURE

Name of organization:
Bengal Agro (SL) Limited

Year of establishment:
2011

Country:
Sierra Leone

Name of contact:
Md.Shah Alam

Phone number:
+ 232 076 468 420

Email address:
shahalam_b57@yahoo.com

Project location:
Northern and Southern provinces of
Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
1,000,000.00

The developer seeks partners to support an initiative to establish 5,000 new smallholder farmers to produce organic, non-GMO products for local markets as well as customers in Japan, the US and the EU. The expansion will primarily target youth, but the developer expects the benefits of self-employment to extend beyond the immediate participants to include families, households and communities as well.

5000 new out-grower farmers will be trained and equipped with modern technologies and tools, as well as provided with input supply. Based on soil fertility and acidity, seed germination and piloting, the developer has identified turmeric, ginger, beans, sesame, cassava and maize to be optimal products, and will aggregate crops to provide downstream market access for large quantities of product. Feasibility studies and agricultural testing of crops and soil took place over three years before commercial production began.

As a result of this initiative, the developer expects small farmer household income to rise by at least 25%, and to have access to stable, long-term superior income as an independent supplier to local and international markets. The developer also engages farmers in community development projects, and has enlisted local leaders to rehabilitate a maternity clinic which will serve the communities in which the farmers live. The developer will also train regional supervisors and seasonal laborers to support new smallholder farmers.

Due to the Ebola epidemic, production and sales suffered in 2014. In 2015, the initiative was able to support the production of 70 metric tons of beans, with a market value of \$75,000. In the post-Ebola context, the developer plans for greater production output and resulting sales. Currently, the developer averages \$8,000 per month in sales.

Installing new palm oil refinery equipment



AGRICULTURE

Name of organization:
Cosmeline Products Limited

Year of establishment:
2010

Country:
Sierra Leone

Name of contact:
Jiad Swaid

Phone number:
+232 776 125 00

Email address:
vulcan@vulcanholdings.co.uk

Website:
www.cosmeline.sl

Project location:
Freetown, Sierra Leone

Project type:
Expansion

Investment type:
Joint Venture / Private

Project status:
Feasibility Started

Investment amount required (EUR €):
3,006.432.40

The developer, Cosmeline Products Limited, registered in 2010, is a GMP-certified soap manufacturer in Sierra Leone that supplies clients domestically and throughout the ECOWAS region.

By processing local palm oil instead of using imported ingredients, the developer is able to produce a variety of soaps at a much more competitive price point than than imported soaps or soaps made with imported ingredients. Cosmeline's product line currently includes Fresh brand multi-purpose soap, Lifeguard brand medicated soaps, Aya brand beauty soaps, Elephant carbolic and laundry soaps.

The developer seeks partners to support the installation of new palm oil refinery equipment within its existing facility, with a capacity of 50 tons per day, and capable of producing palm stearin and palm olein.

Production of stearin will contribute to higher-grade products, which, because of stearin's neutral color and aroma, will preclude the use of additives like bleach and perfumes. Olein, which is not currently produced domestically, will allow the developer new avenues of access to the local soap production market. Following the purchase and installation of new equipment as part of the proposed initiative, the developer expects profits to increase by 648%.

Planting improved oil palms for outgrower farmers

AGRICULTURE

Name of organization:
Goldtree Ltd

Year of establishment:
2007

Country:
Sierra Leone

Name of contact:
Pieter Van Dessel

Phone number:
+23230088802

Email address:
Pieter@goldtreeholdings.com

Website:
www.goldtreeholdings.com

Project location:
Daru, Kailahun District, Sierra Leone

Project type:
Brownfield

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
2,500,000.00

The developer seeks partners to support an initiative through which new, improved palm oil planting material will be planted in outgrower farms, to increase quantity and quality of output as well as increase the livelihood of the local farmers by at least 400%. Goldtree is aiming to replant 2,000 hectares for 3,000 farmers. The major constraint has been the quality of the current planting material, which is a contaminated, resulting in low yields and oil extraction rates. In this initiative, the developer will invest in new improved planting material to be planted in the outgrower farms to replace contaminated planting material.

The developer's operations are based around the nucleus/outgrower model, with an 800-ha nucleus plantation in Daru plantation and an estimated 30,000 hectares of outgrower mature smallholder oil farms. A new 20-30 ton per hour processing mill at Daru was commissioned in April 2013, which includes a palm kernel oil extraction plant and a packaging and packing plant. Between Jan-Sept 2015, Goldtree bought 12,000 MT palm fruits from 7,000 outgrower farmers and harvested 3,500 from its nucleus plantation. The mill produced >2,500MT crude palm oil.

The principal palm oil product is crude palm oil (CPO) and crude palm kernel oil (CPKO) which is sold at the local market. As of September 2015, Goldtree employed 750 staff including 450 contract employees, and there were more than 7,000 registered outgrower farmers from whom Goldtree is buying fruit. From January up to September 2015, a total sales revenue of USD 2.6 million was achieved. The ROI of Goldtree initial investments is 15%.

Distributing and planting improved oil palm varieties for 3,000 local farmers in more than 150 villages will have a huge economic impact. The farmers will see their current yields of 1.5-2T/Ha increased to 7-9T/Ha. The developer will also improve the current road network, which will open up more possibilities for the local communities and businesses.

Expanding palm kernel processing



AGRICULTURE

Name of organization:
Marika Industries Limited

Year of establishment:
2001

Country:
Sierra Leone

Name of contact:
Sahid Koroma (Marika)

Phone number:
+232 766 013 77

Email address:
marikaenterprises@yahoo.com

Project location:
Freetown, Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
3,360,000.00

The developer, Marika Industry Limited, is Sierra Leone's largest palm nut processing plant, processing palm kernels into feedstock, vegetable oil, soap and other products. Marika collects, transports and processes palm nuts into oil. The developer is seeking financial partners to support a rapid expansion of operations. Currently, the developer employs 35 fixed contract workers and an average of 25 temporary and seasonal contractors. It is anticipated that the business in its first year of operations after the targeted growth capital investment will hire approximately 110 additional staff, including floor and logistics managers, mechanics and unskilled laborers, with at least 30% of women in its staff.

Prior to the Ebola epidemic, the developer's operations generated an average of €1,780 per day in sales over 200 working days, making for a current yearly revenue of €360,000. With the forecasted strong revenue stream generated from the expanded business, it is estimated that debt can be paid off in 3 to 5 years, based on an annual revenue stream of €2.9M. As is supported by the calculated net cash flow projections, this should be a lucrative investment opportunity with high returns and a short payback period. The approach consists of purchasing "waste" palm nuts from farming households engaged in the production of red palm oil. It is estimated that each household can sell up to 20 drums of waste palm nuts per season, which is an estimated 3 metric tons per household. Based on an annual requirement of collecting 37,500 metric tons of palm nuts, this initiative will involve purchasing 1.5 metric tons of palm nuts from 12,500 families across the country.

A growth investment in Marika will also cater for a positive impact on the livelihood of farming communities, directly employ a significant number of people, and help the Government of Sierra Leone realize its objective of developing the industrial sector and the related skills base of Sierra Leoneans. Participation in this investment at this stage will open up further high return opportunities for the company and its stakeholders, such as the exportation of palm kernel oil to ECOWAS countries and beyond.

Improving rice processing capacity and services for smallholder farmers



AGRICULTURE

Name of organization:
Mountain Lion Agriculture

Year of establishment:
2010

Country:
Sierra Leone

Name of contact:
Jason Dudek (MLAg)

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UK + 44 792 665 7342 or
Sierra Leone + 232 76 615 601

Email address:
j.dudek@mlbr.org

Website:
www.mlbr.org

Project location:
Makeni, Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
3,970,000.00

The developer is an established rice producer in Sierra Leone seeking to expand its business in three ways. Firstly, by upgrading the services provided to the smallholder farmers it works with. Second, by increasing its working capital for buying raw rice to meet the increased capacity of its mills. And finally, through the construction of two more rice mills and processing units.

The developer is a medium sized company with four years of rice milling experience, with a current capacity to produce 10,000 tons annually. Notably, one of its customers includes the UN World Food Program. Its suppliers are smallholder farmers, to whom it rents and sells a variety of services and products, including seeds, machinery and training. The developer employs 43 full-time staff and over 150 women contract workers involved in the processing of the rice.

For its short-term expansion plans, the developer seeks €220,000 specifically to upgrade its tractor hire division. This profitable division directly helps smallholder farmers to expand. In order to increase capacity by 2016, the developer requires an increase in working capital by €440,000 to purchase raw rice.

With regard to medium-term expansion, the developer plans on constructing two more rice mills, with the working capital to match milling capacity. A total of €2,650,000 is required for this expansion initiative.

In 2015, the company purchased 1,230 tons of rice from the 4,200 smallholder suppliers. This amounts to a total of \$388,680 in sales for its local suppliers. With the planned expansions, the developer intends on working with over 10,000 smallholder suppliers by 2017. It should be noted that the developer also has a CSR program that focuses on supporting women farmers, building clinics and providing education.

Producing large-scale organic palm oil



AGRICULTURE

Name of organization:

Natural Habitats Sierra Leone/Nedoil

Year of establishment:

2008

Country:

Sierra Leone

Name of contact:

Jan Hein de Vroe

Phone number:

+31 630 632 967

Email address:

janhein@natural-habitats.com

Website:

www.natural-habitats.com

Project location:

Makpele chiefdom, Pujehun,
Sierra Leone

Project type:

Expansion – Greenfield

Investment type:

Private – Joint Venture

Project status:

Underway - Feasibility completed

Investment amount required (EUR €):

10,000,000.00 – 25,000,000.00

The developer of this initiative produces organic palm oil and products. The expansion includes large-scale planting on existing concession land assets owned by the developer. A feasibility plan and an environmental and social impact assessment have already been conducted, and an MOU with the government has been signed. Plantation rollouts and the building of processing facilities have been planned in stages. The first phase of the expansion includes planting of 3,000 hectares.

The developer holds organic, RSPO, and fair trade certifications. Its clients are leading organic food manufacturers in Europe and USA. The developer is an international company with around \$15 million in current sales, and over 220 employees and 2,500 smallholder farmers globally.

For the expansion, the developer seeks between €10 million and €25 million. An internal rate of return of 27% is expected. It anticipates the creation of 750 direct jobs and 250 indirect jobs through this expansion, in addition to the over 500 outgrower farms created.

Refining palm oil to vegetable oil



AGRICULTURE

Name of organization:
Natural Oil (Sub)

Year of establishment:
2008

Country:
Sierra Leone

Name of contact:
Sahr Samuel Gbondo

Phone number:
+232 78 790 940 or
+1630 696 5979

Email address:
sgbondo@gmail.com

Project location:
Lungi

Project type:
Brownfield

Investment type:
Private

Project status:
Pre-Feasibility

With experience in the palm oil industry, the developer intends to increase its capacity to convert crude palm oil to refined vegetable oil. Its expansion and feasibility plans are currently being developed.

As a smaller, local company producing palm oil in Sierra Leone, the developer plans on catering to the local demand opportunities within the country. It purchases crude palm oil from existing business that produce and process palm oil, and owns the agency to sell the crude oil, or related products locally and regionally. The initiative aims at producing high-quality oil with reduced cholesterol, thereby making it healthier. It also hopes to positively affect the livelihoods of women retailers selling their products.

Promoting sustainable value chain for maize enhancement to support the poultry sector and livelihoods in Sierra Leone



AGRICULTURE

Name of organization:

Pajah and I.J (SL) Ltd

Year of establishment:

2007

Country:

Sierra Leone

Name of contact:

Habib Pajah

Phone number:

+232 765 85 874

Email address:

habibpajah@gmail.com

Project location:

Freetown Waterloo and rural districts

Project type:

Expansion

Investment type:

Private

Project status:

Feasibility Completed

Investment amount required (EUR €):

3,750,000.00

This initiative is from an established poultry business looking to expand by increasing the sustainability within its value chain. Maize constitutes a major portion of poultry feed. The objective of the expansion is to enhance the supply side of maize and chicken-feed production. This will be done by working closely with maize farmers who will be provided hybrid seeds and fertilizer, along with relevant training and other support. Furthermore, Using this strategy, it is envisaged that the yield potential would increase from 0.8 tons per hectare to 4 to 5 tons per hectares, in addition to ensuring the needs for maize are being met. The availability of high-quality maize will enhance sustainable competitive pricing, which will in turn improve margins on poultry products for operators, and provide more jobs directly and indirectly.

The developer currently both the broilers and layers parent stock, and produces layers and broilers day old chicks. In its full operation, its egg production farm has the capacity to stock over 200,000 chicken at any point. It also owns a feed mill facility that is due to commence shortly which can produce upto 4-5 metric tons of poultry feed per hour. The developer currently employs 25 permanent employees and 10 temporary employees depending on the season.

A targeted capital investment of €3.75 million is needed for the expansion of the business. Currently, the market share of the poultry sub-sector in Sierra Leone is largely dominated by imported eggs and chicken meat. Some analysis estimate the market share of imports to be as high as 95%. The developer considers this an opportunity, as locally produced eggs and chicken are more cost effective than importing them. It believes that increased investment in the sector would contribute immensely to sustainable economic growth through job creation and by increasing opportunities for the self-employed, small-scale farmers and entrepreneurs.

The initiative would work directly with 92,200 marginalized and low income earning farmers, creating positive impact for their 25,035 dependants and families. It will also reduce chicken feed problems and increase resilience of vulnerable rural population in the country.

Establishing an ultra-modern, industrial brewery

AGRICULTURE

Name of organization:
Peninsular Brewery (S/L) Ltd.

Year of establishment:
New, to be established

Country:
Sierra Leone

Name of contact:
Dennis F. R. King

Phone number:
+232 76 645 782 or
+232 88 935 542

Email address:
dfrking@gmail.com

Project location:
Peninsular Road, Hamilton

Project type:
Greenfield

Investment type:
Joint-Venture

Project status:
Feasibility Completed

Investment amount required (EUR €):
13,500,000.00

Peninsular Brewery aims to establish a modern, industrial brewery and related industries to offer a locally produced beer option to consumers in Sierra Leone. The expected construction time for the brewery is 18 months, and would include a production facility with the ability to brew, bottle and package the beer. The industrial brewery project also includes an agricultural component to grow sorghum—a required raw material—on over 10,000 acres of land. A feasibility study and business plan for the initiative was developed, and requires updating.

The developer is affiliated with the Peninsular Group of Companies Ltd. It has access to transport vehicles and a printing press that it can leverage for the marketing and distribution needs of the initiative.

The developer currently seeks Dutch partners who can provide access to credit in exchange for equity. It estimates that the envisaged initiative requires a capital investment of €13.5 million. The developer believes that a investment in the development of a brewery would be beneficial on various levels. It would provide valuable tax revenue for the government (estimated at approximately \$3.25 million per year), encourage customers to spend locally through the purchase of domestically brewed beverages and provide jobs at all levels of its supply chain.



Manufacturing fruit juices, malt and carbonated soft drinks



AGRICULTURE

Name of organization:
Peninsular Innovative Group

Year of establishment:
2008

Country:
Sierra Leone

Name of contact:
Herbert Durosimi Ezekiel Jones

Phone number:
+232 79 121 490

Email address:
herbertjones@pigroup.sl

Website:
www.pigroup.sl

Project location:
Mambo, Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
436,485.13

This developer aims to expand its current purified water bottling business to include the manufacturing of 100% fruit juices and carbonated soft drinks. It has already invested in the construction of factory premises, and has secured a 2000-bottle-per-hour bottling plant and three water purification systems. Having established a commercial partnership with a beverage franchise currently operating in 15 African countries, the developer has secured the preliminary rights to produce and market in Sierra Leone and Liberia.

The developer consists of a group of companies with established businesses in logistics and shipping, water technologies and manufacturing. Its market research in the beverage industries reveals that there is only one domestic producer of juice concentrates, producing only for the export market. The local manufacturing of carbonated soft drinks is limited to four businesses, while all canned soft drinks are imported. This presents a gap in the market that the developer aims to address. The developer seeks approximately €436,000 in investment to expand into the juice and soft-drink manufacturing businesses. It has conducted a feasibility study and expects an initial returns on investment between 55% and 65% of capital invested. Based on the market and the current earnings of the group of companies, the developer is confident of the profitability potential of this venture and the eventually expansion of their manufacturing portfolio.

At this stage, the company will purchase juice concentrates as raw materials. In the long run, however, it intends on establishing its own fruit farms and fruit juice concentrate manufacturing facility. This initiative aims to add value to the economic transformation and social empowerment of Sierra Leoneans, especially focusing on the role of women and youth in the local manufacturing industry. Furthermore, it will extend the value chain of local food farmers, facilitating value added services to the farming industry and encouraging commercial farming.

Expanding cassava cultivation and processing

AGRICULTURE

Name of organization:
Upwards SI Ltd

Year of establishment:
2005

Country:
Sierra Leone

Name of contact:
Doris C. Kargbo

Phone number:
+232 773 093 73 or
+232 774 184 91

Email address:
dorisupwards11@yahoo.com or
info@mdconsultancy.eu

Project location:
Gbomron Village, Port Loko,
Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
1,974,806.00

The developer, Upwards Sierra Leone Limited, is a private sector initiative for commercializing the value chain of cassava plants and their derivative products (chips, starch, flour and garri/tapioca). The company's processing factory is one of the largest in West Africa and located in the main cassava-producing region in the country. The direct providers of cassava to the factory are 175 cooperative groups, comprised of 4,375 participants. The developer plans to hire 15 full time employees, as well as 35 seasonal workers.

The developer seeks a financial partner to support the purchase and installation of electricity equipment, a large cooling room with freezers, a packaging machine and grinding equipment in its factory, in addition to supporting supply chain and general operational expenditures. The factory is located close to a main road, on an area of 120 hectares serving as a nucleus farm for cassava stem multiplication, fresh roots production and future expansion of processing infrastructure.

This initiative will have wide social impact. Cassava and its byproducts are environmentally beneficial: planting cassava fields replenishes the soil, and discarded cassava peels can be turned into charcoal. The developer will also support gender empowerment by giving women outgrowers priority access to micro-finance. Furthermore, collaboration with technical institutions will positively influence productivity of the cassava crop through distribution and multiplication of improved cassava varieties, soil amendment and integrated pest management and control services.

The developer forecasts profits at 35.5% of gross revenue in the first year and 74% in the second year.



Enhancing food production and nutritional diversity



AGRICULTURE

Name of organization:
The WARC Group

Year of establishment:
2011

Country:
Sierra Leone

Name of contact:
Emiliano Mroue

Phone number:
+232 789 782 69

Email address:
emiliano.mroue@westafricanrice.com

Website :
www.westafricanrice.com

Project location:
Bonthe, Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Started and to be completed in April 2016

Investment amount required (EUR €):
6,500,000.00

The developer, the WARC Group, is engaged in providing management and technical support to SMEs, NGOs and donors and has delivered projects in 7 countries in Africa and Latin America. The developer has a triple bottom line, seeking to introduce innovative best practices that reduce carbon footprint and increase income. WARC focuses on the production of rain-fed rice as Sierra Leone's main staple food and on soybeans and maize as animal feed. Currently the company has non-agric sales of \$200,000 p.a. and forecasted agric sales of \$1.8 million in 2016. The projected 5Y IRR is 26%.

This initiative seeks to introduce a science driven agricultural production model for an integrated soy-rice-maize farming system. This rotation has proven to increase productivity, while reducing the need for nitrogen fertilizer, thereby cutting greenhouse gas emissions and increasing farmers' profitability. The developer will establish 10 hectares of foundation seed production and 100 hectares of seed multiplication, a 3,200 hectares training farm with high-yielding and modern farming technologies, while introducing crops such as soybeans and maize. TF output will generate stable cash flow for re-investment in an outgrowers scheme (2,000 hectares). The developer will introduce no-till techniques and equipment to preserve carbon and soil nutrients and hose-reel and flood irrigation systems to enable two crops per year. Smallholder farmers will be trained and will have access to irrigation during the dry season for a small fee.

In the first 36 months, the developer expects to produce 1,500 tons of high quality seed rice, to cultivate 20,000 hectares of rice; 5,000 hectares irrigated and 4,000 hectares rain-fed; 35,000 metric tons of rice, soybeans and maize produced per year; provide a stable income and 1-year long training to 1,200 people in a rural area, 55% of whom are women; produce enough rice to feed 120,000 people all year; and produce over 1,000 tons of Omega rich soy-oil.

Expanding lemongrass supply chain and processing

AGRICULTURE

Name of organization:

World Wide Lemon Grass Company Limited

Year of establishment:

2009

Country:

Sierra Leone

Name of contact:

Mark Abdul Saccoh

Phone number:

+232 766 425 63

Email address:

mascocobeh@yahoo.co.uk

Project location:

Sierra Leone (Songo & Devil Hole)

Project type:

Expansion

Investment type:

Private

Project status:

Feasibility Completed

Investment amount required (EUR €):

1,200,000.00

The developer, World Wide Lemon Grass Company Ltd, is the only lemongrass processing company in Sierra Leone, where it produces lemongrass tea, oil and soap for both local and overseas consumption. Lemongrass grows abundantly in Sierra Leone and without seasonality so a steady supply is assured. Lemongrass and derivative products are supporting and used in the treatment of malaria, rheumatoid arthritis, typhoid fever, analgesia, toothache, headache, fever, urination, high blood pressure, digestive problems, respiratory infections, cough and flu. It is also used in perfumes, soap and cosmetics.

The developer seeks technical and/or financial partners with business management expertise and operational skills to manage an increased and more complex supply chain. The developer is willing to accept a substantial stake in the management of the company by any investor.

This initiative offers incremental income to rural farmers and can impact more than 5,000 farming households annually. The initiative would support the establishment of new Collection Centers and a new central processing facility. The factory will provide direct employment to approximately 45 people.



Establishing year-round greenhouse cultivation of vegetables and fruits



AGRICULTURE

Name of organization:
Nallo Foods Ltd.

Year of establishment:
2015

Country:
Sierra Leone

Name of contact:
Prince Jusu Nallo

Phone number:
+232 78 747 151

Email address:
info@nallofoods.com

Website:
www.nallofoods.com

Project location:
Sierra Leone

Project type:
Greenfield

Investment type:
Private and/or joint-venture

Project status:
Feasibility Started

Investment amount required (EUR €):
750,000.00 - 1,500,000.00

The developer, Nallo Foods Ltd., is a commercial agricultural company focusing on vegetable and fruit production for both local and export markets. The aim of this initiative is to establish the first nationally-operated mixed greenhouse and farm field operation providing a year round supply of premium quality produce. Key greenhouse crops include tomatoes, cucumbers, bell peppers and sweet melon. In addition, a variety of field crops including bananas, avocados, leafy greens and moringa will be cultivated. All operations of Nallo Foods are based on green farming principles with a focus on sustainable farming practices.

The developer maintains two farms and has already procured over 25 poly greenhouse structures, irrigation systems, seeds and organic fertilizer. The developer seeks technical and/or financial partners to expand on the operation. With the high demand for greenhouse vegetables in Sierra Leone and the Mano River region, Dutch partners would assist Nallo Foods to respond quickly to this growing demand. The partnership could involve research and technology transfer, the development and testing of new concepts, designs and the expansion of greenhouse systems in Sierra Leone.

Sales projections point to an economically viable investment. The initial investment of €750,000 - €1.5 million over a three year period is projected to have an internal rate of return of approximately 20-35%.

The initiative will generate permanent employment for over 100 staff, contribute to food security and poverty reduction. Social benefits are also expected as the project targets women and youth for employment and training opportunities. Furthermore, the project utilizes sustainable farming practices which seek to minimize the environmental footprint of farming activities through the use of innovative green technologies.

INVESTMENT OPPORTUNITIES IN HEALTH CARE

Expanding clinic capacity and facilities



HEALTH CARE

Name of organization:
Clinique Pasteur

Year of establishment:
1989

Country:
Guinea

Name of contact:
Dr Ben Baba Arwata

Phone number:
+224 655 381 169

E-mail address:
drbenbaba@yahoo.fr

Website:
www.cliniquepasteurmali.com

Project location:
Conakry

Project type:
Expansion

Investment type:
Private

Project status:
Pre-feasibility

Investment amount required (EUR €):
3,400,000.00

The developer, the medical-surgical Clinique Pastuer, was opened in 1989 in Conakry as one of the first private polyclinics in Guinea. In order to strengthen the health sector in the wake of the Ebola crisis, the developer has decided to increase its capacity in Conakry by constructing and equipping new medical and surgical facilities.

The project involves constructing a new high-quality polyclinic that meets the expectations of patients and public authorities. This polyclinic would strengthen the health-care capacity and help to improve the quality of health-care provisions, as well as provide advanced treatments to reduce the large numbers of patients evacuated to larger regional healthcare facilities.

Clinique Pasteur is currently looking to obtain the sum of €3,400,000 in order to finance the extension of its activities. The vast majority of these additional funds will be used to purchase medical equipment and construct the extension. Clinique Pasteur is also seeking financial and/or technical partners to support the construction of a gantry on the sea in order to evacuate patients by boat or helicopter.





Expansion of diagnostic clinic to treatment center

HEALTH CARE

Name of organization:
Ecomed (SL) Limited

Year of establishment:
2009

Country:
Sierra Leone

Name of contact:
Jiad Swaid

Phone number:
+232 776 125 00 or
+232 766 125 00

Email address:
info@ecommed.sl or
Vulcan@vulcanholdings.co.uk

Website:
www.ecomed.sl

Project location:
Freetown, Sierra Leone

Project type:
Expansion

Investment type:
Joint Venture / Private

Project status:
Feasibility Started

Investment amount required (EUR €):
2,000,000.00

The developer, Poly Clinic, is a modern medical imaging and diagnostics centre with the largest clinical laboratory countrywide as well as a comprehensive digital radiology services. The centre's clients include walk-in outpatients referred by medical doctors, inpatients from various local hospitals and clinics, and patients from neighboring countries. The clinic is the first to offer MRI services in Sierra Leone. The developer seeks financial partners to replace part of the short-term loan provided by shareholder Medics Services. The terms for new equity finance are to be negotiated with incoming shareholders.

The center currently attracts the direct clientele of all major industries, diplomatic missions, the resident expatriate community, government officials and public servants, NGOs and multinational corporations. A variety of fairly standard laboratory tests and other services offered are affordable to a broader public. Such services are mostly lacking in the country or even in the immediate region.

This initiative would expand the developer's services to provide both diagnostic and treatment services to patients, with in-house diagnostic equipment and specialist consulting physicians creating an internal patient flow, rather than relying on external referrals from other doctors and hospitals. The developer will also encourage the participation of overseas-based Sierra Leonean healthcare professionals to provide international expertise. The expanded clinic will include a minor operating theatre, a 10-bed inpatient ward, a pharmacy, and 10 modern consultation rooms for the following health care specialties: family medicine, pediatrics, obstetric gynecology, urology, ear nose and throat, cardiology, neurology, internal medicine, ophthalmology and physiotherapy.



Constructing a state-of-the-art district hospital

HEALTH CARE

Name of organization:
Government of Sierra Leone

Year of establishment:
1961

Country:
Sierra Leone

Name of contact:
Hon. Thomas B. Turay

Phone number:
+232 766 145 24

Email address:
thomasbturay@yahoo.com

Project location:
Kamalo, Sanda Loko chiefdom,
Bombali District,
Northern Sierra Leone

Project type:
Greenfield

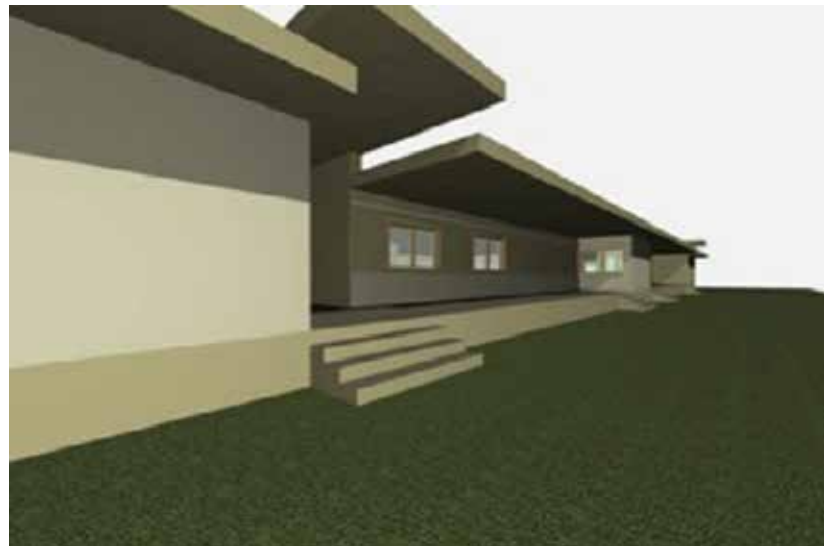
Investment type:
Public

Project status:
Feasibility Completed

Investment amount required (EUR €):
5,000,000.00

The developer, the Government of Sierra Leone, recognizes the inadequacy of health infrastructure nationwide, and therefore seeks partners to support an initiative to construct a government hospital in Kamalo, Sanda Loko Chiefdom, Bombali District. The area is one with a particularly severe lack of basic medical infrastructure, staff and services. Furthermore, amidst the constraints of limited resources and a tight national health sector budget, the outbreak of Ebola has created an immediate need for renewed infrastructures, human resources and services, whose inadequacy has resulted to catastrophic consequences for both human lives and the Sierra Leone economy.

A recent feasibility study identified key areas of weakness in the national healthcare system, and made recommendations to: increase the number of health facilities, improve storage of drugs, contraceptives, medical supplies, vaccines, and therapeutic feeding inputs, increase and equip health facilities to deliver tertiary service, improve transport services, including integrated ambulance referral systems, and strengthen equipment maintenance systems. Improving the health of the poor, particularly women and children, is an investment in economic and social growth and development, and a priority for reducing poverty. As Sierra Leone moves towards attaining middle income status by 2035, improving the health of the people is a key priority. Good health contributes to improved human capital, high labour productivity, enhanced domestic and foreign investment, and robust national savings. This initiative is an emergency effort to improve the health of the people in the district.





Constructing a new 500-bed hospital

HEALTH CARE

Name of organization:
Public Private Partnership Unit

Year of establishment:
2012

Country:
Sierra Leone

Name of contact:
Abu Kamara

Phone number:
+232 781 091 76

Email address:
akamara03@aol.com

Project location:
To be determined by the study

Project type:
Greenfield

Investment type:
PPP

Project status:
Pre-Feasibility

Investment amount required (EUR €):
124,000,000.00

The developer, the Public Private Partnerships Unit, was formally established in 2014 as an agency in the Office of the President. Its mandate is to facilitate implementation of public private partnerships between private companies and the government of Sierra Leone.

The objectives of this initiative are to: i) increase access and range of quality of publicly-funded health care services delivered in the country and the sub region through the construction of a 500-bed hospital and provision of the required equipment; and, ii) leverage private sector expertise in the management and operation of the medical facilities to introduce more up-to-date management, equipment and clinical procedures in Sierra Leone and the sub-region healthcare sector.

The planned hospital will be occupying approximately 16,000 square meters of land space. The general ward can be divided into cubicles to increase flexibility depending on the requirement.

The hospital can include wards with a 90-bed Paediatric center; a 90-bed Maternity & Gynaecology center; a 90-bed Internal Medicine center; a 90-bed Surgery center; a 20-bed Oncology center; a 20-bed Rehabilitation and Physiotherapy center; a 50-bed I.C.U; and a 50-bed Accidents and Emergency center. The hospital is also expected to house four departments: supply; administrative; training and education; and amenities departments, as well as provide space for children's play area, a resource center and a mini theater.

Hundreds of people in dire need of specialist treatment don't have access to it because of the financial cost involved or because the treatment is not readily available in country. The proposed hospital will provide less expensive specialist treatment in Sierra Leone, and will incentivize specialist physicians to work domestically rather than travelling internationally.

Implementing two new 50-bed hospitals



HEALTH CARE

Name of organization:
Dutch Health BV

Year of establishment:
2007

Country:
Sierra Leone

Name of contact:
Pieter Wiemers

Phone number:
+31 20 4680 750

Email address:
pieter@dutch-health.com

Website:
www.dutch-health.com

Project location:
Sierra Leone

Project type:
Greenfield

Investment type:
PPP / Public

Project status:
Feasibility almost completed

Investment amount required (EUR €):
23,396,500.00 for 2 hospitals

The developer, Dutch Health BV, proposes the construction of two specialized 50-bed hospitals in Sierra Leone, one to provide maternal, neonatal and pediatric care, and the other to provide oncology diagnostics and advising.

The developer has designed modular hospitals for implementation in remote areas and a variety of climates. This initiative includes the total planning and design of the health care facilities and medical equipment, including the supply, installation and after-sales service of medical, surgical, laboratory and dental equipment as well as supply of hospital furniture. This solution can be rapidly designed, constructed and installed, with an average building and installation time of 9 months after the arrival of all material in the designated area. Depending on the requirements, the functionality and the preference of the client it will take no more than 1.5 years to have a full operational hospital, including trained staff. The initiative is self-sustaining and can produce its own electricity, medical gases, water-purifications and protection against animals, insects and weather circumstances.

To complete the whole solution in a total chain of healthcare facilities in a region, the developer also provides mobile hospitals, health-post installations and water and land ambulances. The installation of the hospital will be done in line with the sanitation and health provisions of Sierra Leone, as well as national and international standards of medical care. Due to the sustainable and environmentally friendly style of construction, the developer guarantees a 10 years existence of the facility, with a 2 year guarantee for the equipment provided.

INVESTMENT OPPORTUNITIES IN INFRASTRUCTURE

Improving access to energy for rural communities

INFRASTRUCTURE

Name of organization:
Mercy Corps Europe

Year of establishment:
2000

Country:
Liberia

Name of contact:
Henri Van Eeghen

Phone number:
+31 629 409 307

Email address:
hvaneeghen@mercycorps.org

Website:
www.mercycorps.org

Project location:
Liberia (rural and peri-urban areas of Bong, Grand Bassa, Lofa, Nimba, Gbarpolu, Margibi and rural Montserrado Counties)

Project type:
Expansion

Investment type:
PPP/Private

Project status:
Feasibility Started

Investment amount required (EUR €):
340,000.00

The Ebola epidemic of 2014-2015 had a devastating impact on the livelihoods and economic well-being of Liberians. As a part of its post-Ebola recovery strategy, the developer, Mercy Corps, will implement the EC-funded Light Up Liberia program, which seeks to reduce poverty and improve stability and living conditions of the rural poor in Liberia, while contributing to Liberia's Poverty Reduction Strategy goal of extending solar energy and reducing use of charcoal and wood fuel. Liberians have the most expensive energy in Africa, and rural residents spend approximately €9.54 a month on replacing lanterns and batteries and charging mobile phones, which represents 25% of total income. Public institutions such as health centres and schools also face challenges. Mercy Corps seeks to harness the power of technology and the market in helping to rebuild the post-Ebola economy, with increased access to affordable, clean and sustainable energy one important strategy for strengthening community resilience.

The project seeks to reduce barriers and increase incentives for private sector actors to invest in the rural energy sector and communities that were devastated by Ebola.

Mercy Corps will achieve this through three interlocking approaches:

- Increase access to modern, affordable, sustainable and scalable energy services for the rural poor;
- Improve access to financial services for increased access to energy, economic opportunity, and poverty reduction;
- Improve planning and coordination within the rural energy sector and increase private sector engagement in rural electrification solutions.

The program will reach at least 45,000 poor rural and peri-urban people, improving their welfare and increasing net income within the household. By providing rural villages with affordable and convenient access to clean, modern energy, this project will transform the social and economic lives of men, women, boys and girls. Improved access to energy will contribute to the sustainability of the post-Ebola recovery.

Expanding transportation logistics with larger fleet and new services

INFRASTRUCTURE

Name of organization:
Efficient Logistics Services

Year of establishment:
2005

Country:
Liberia

Name of contact:
Bedell Sandi

Phone number:
+231 886 510 735

Email address:
bsandizoo8@gmail.com

Project location:
Monrovia

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
4,409,000.00

The developer, Efficient Logistics Services (ELS), seeks partners to support the construction of a modern automobile warehouse and repair facility. The initiative would involve a long term lease of five acres of land in the Gardnersville suburb of Monrovia, ideally located at the Special Economic Zone Industrial Complex with proximity to the Port of Monrovia. The developer sells and leases light and heavy duty vehicles such as Toyota Landcruisers, Nissan Patrols, Toyota 4 Runners, Bedford trucks, DAF trucks, Scania and MAN diesel trucks.

The Ebola crisis in Liberia has resulted in a significant increase in demand for ELS services. To take advantage of new opportunities in the mining sector and meet demand for heavy duty dump trucks for road construction, ELS seeks US\$5 million to purchase heavy duty trucks, construction equipment and to build a modern service and maintenance centre and warehouse facility. As a result of this initiative, the developer expects to increase service provision to a variety of different industries including agriculture, multinational mining, government ministries and agencies, international and local NGOs, and commercial construction.

The developer is seeking financial partners to support the expansion of its business, including the purchase of heavy duty equipment for rental to multinational concessions, road construction companies and construction of a modern service or maintenance center, to increase rental inventory, and to hire additional personnel including experienced mechanics and drivers.

Constructing Gbarnga-Mendicorma Road



INFRASTRUCTURE

Name of organization:
Liberian Government

Country:
Liberia

Name of contact:
Sundiata S. Juasemai

Phone number:
+231 777 817 920

Email address:
juasemaisundiata@yahoo.com

Project location:
Lofa county

Project type:
Greenfield

Investment type:
Public

Project status:
Feasibility completed

Investment amount required (EUR €):
374,000,000.00

This initiative is part of an extensive road infrastructure development effort planned by the Government of Liberia. The development plans have been broken down into sections of roads, such that each section can be separately financed and constructed.

The Gbarnga-Mendicorma road connects Lofa county, an area of important economic potential primarily in commercial agriculture, to the rest of the country. Lofa County hosts a large proportion of Liberia's cocoa and oil palm cash crops, as well as being excellent for horticulture and aquaculture production. The road also serves for trade with Guinea and Sierra Leone and is strategically important for regional integration and security. A paved road would decrease travel times and transportation costs, making products from Lofa more competitive on national and international markets with implications for employment, tax revenues and overall economic development. A feasibility study estimates the net present value of a paved road from Gbarnga to Konia (ca. 130km) at \$3.775 billion in the best case, and there is no question that the economic returns on the road make the investment highly profitable.

The initiative requires an investment of €3.74 billion to develop. A consortium of Arab funders has committed funds for the first two sections (Gbarnga-St. Paul Bridge-Salayea), but the remainder is unfunded. The road can be broken into sections as follows:

Location	Length (km)	Estimated Cost (in millions USD)
Salayea-Konia	50.20	78,551,163
Konia-Barzewen	26	48,675,578
Barzewen-Voinjama	38	53,389,195
Voinjama-Kolahun	42	63,172,537
Kolahun-Mendikoma	37	55,028,256

A full feasibility study is available for all of the sections. The road is a presidential priority and has the Government's full commitment.



Constructing the Ganta-Tapita Road

INFRASTRUCTURE

Name of organization:
Liberian Government

Country:
Liberia

Name of contact:
Sundiata S. Juasemai

Phone number:
+231 777 817 920

Email address:
juasemaisundiata@yahoo.com

Project location:
Ganta, Liberia

Project type:
Greenfield

Investment type:
Public

Project status:
Feasibility completed

Investment amount required (EUR €):
94,000,000.00 – 140,000,000.00

This initiative is part of an extensive road infrastructure development effort planned by the Government of Liberia. The development plans have been broken down into sections of roads, such that each section can be separately financed and constructed.

Paving the Ganta to Harper corridor has been prioritized as a necessary step to open up the isolated Southeast of the country for economic, social and security reasons. The road would extend existing efforts to pave and rehabilitate the road from Harper to Fishtown. There is high potential for further developing the cocoa and palm oil sectors along the corridor, which will carry important implications for employment and economic development in the area. Nimba is the prime growing area for cocoa (one of the government's four priority crops) as well as horticulture. Completing this road will help extend such production to the south of Nimba as well as to Grand Gedeh.

The World Bank is currently funding the feasibility study (to be completed by mid-2016) and has earmarked around €38 million International Development Association credits for the construction of the road meaning that a gap of €56 million to €102 million remains, which would need to be filled from elsewhere.

The project is a presidential priority. The road plays an important role for current endeavors by the Government to create employment through the support of prioritized value chains.

Constructing the Gbagbo Junction (Zwedru) to Fishtown Road



INFRASTRUCTURE

Name of organization:
Liberian Government

Country:
Liberia

Name of contact:
Sundiata S. Juasemai

Phone number:
+231 777 817 920

Email address:
juasemaisundiata@yahoo.com

Project location:
Gbagbo Junction, Liberia

Project type:
Greenfield

Investment type:
Public

Project status:
Feasibility completed

Investment amount required (EUR €):
168,000,000.00

This initiative is part of an extensive road infrastructure development effort planned by the Government of Liberia. The development plans have been broken down into sections of roads, such that each section can be separately financed and constructed.

The road between Gbagbo Junction and Fishtown is part of the development corridor between Ganta and Harper and would extend existing efforts to pave and rehabilitate the road from Harper to Fishtown. The corridor from Ganta to Harper provides some profitable investment opportunities in agriculture (including cocoa, palm oil, aquaculture and soya) and natural resources, which would become more attractive with reduced transportation costs and travel times. The feasibility analysis for the road segment carried out in November 2013 showed a net present value to cost ratio of 2.59 for the preferred option, making the investment in the road highly profitable.

The African Development Bank has carried out a feasibility study and is proposing funding the project as part of its planning for the years 2016/17. Other funds could be used to expedite the delivery of the project.

Constructing the Buchanan to Greenville Road



INFRASTRUCTURE

Name of organization:
Liberian Government

Country:
Liberia

Name of contact:
Sundiata S. Juasemai

Phone number:
+231 777 817 920

Email address:
juasemaisundiata@yahoo.com

Project location:
Buchanan, Liberia

Project type:
Greenfield

Investment type:
Public

Project status:
Feasibility completed

Investment amount required (EUR €):
196,000,000.00

This initiative is part of an extensive road infrastructure development effort planned by the Government of Liberia. The development plans have been broken down into sections of roads, such that each section can be separately financed and constructed.

The road between Buchanan and Greenville serves three county capitals (Buchanan, River Cess, Greenville) and provides a crucial link to the poorly connected Southeast of the country. The largest oil palm plantation investor – Golden Veroleum (GVL) – is located in the Southeast and is aiming at creating 40,000 jobs on its plantations in three counties at five times the average wage. Since 2010 it has already created 3,700 new jobs. GVL is even planning to generate its own electricity, with the capacity to supply a number of communities. For this to be successful, however, crucial infrastructure is needed, including the Buchanan to Greenville road link. It currently costs GVL \$3,000 to ship a container from Malaysia to Monrovia and \$4,000 to truck it from Monrovia to Greenville. Furthermore, job creation is also important for security reasons in this area. In addition to oil palm, economically important logging activities are carried out in the area and would benefit from the road. The port at Greenville, which is to be rehabilitated in the coming months/years, would be better integrated into the country's economy. Lastly, the road is part of the Trans-West African Coastal Road Link as currently supported by the European Union.

The European Union is financing a feasibility study and is currently tendering for it. Given a smooth procurement process, the feasibility study could be complete by Q3/Q4 2016. There is no funding available for the actual paving of the road at the moment. This road plays an important role for current endeavors by the Government to create employment through the support of prioritized value chains.

STANDNR:
INF-03



Constructing the Greenville to Barclayville Road

INFRASTRUCTURE

Name of organization:
Liberian Government

Country:
Liberia

Name of contact:
Sundiata S. Juasemai

Phone number:
+231 777 817 920

Email address:
juasemaisundiata@yahoo.com

Project location:
Greenville, Liberia

Project type:
Greenfield

Investment type:
Public

Project status:
Feasibility completed

Investment amount required (EUR €):
168,000,000.00

This initiative is part of an extensive road infrastructure development effort planned by the Government of Liberia. The development plans have been broken down into sections of roads, such that each section can be separately financed and constructed.

Extending the Buchanan-Greenville road to Barclayville would further link the commercial and political center of Liberia to the disconnected Southeast of the country. The road link would benefit the local economy and support the creation of employment, mainly through oil palm plantations by Golden Veroleum, an oil palm plantation investor, and logging operations. It would moreover contribute to closing the remaining gap in the Trans-West African Coastal Road Link as currently supported by the European Union.

The European Union is financing a feasibility study and is currently tendering for it. Given a smooth procurement process, the feasibility study could be complete by Q3/Q4 2016. There is no funding available for the actual paving of the road at the moment.



Constructing the Barclayville to Pleebo Road

INFRASTRUCTURE

Name of organization:
Liberian Government

Country:
Liberia

Name of contact:
Sundiata S. Juasemai

Phone number:
+231 777 817 920

Email address:
juasemaisundiata@yahoo.com

Project location:
Barclayville, Liberia

Project type:
Greenfield

Investment type:
Public

Project status:
Feasibility completed

Investment amount required (EUR €):
84,000,000.00

This initiative is part of an extensive road infrastructure development effort planned by the Government of Liberia. The development plans have been broken down into sections of roads, such that each section can be separately financed and constructed.

Connecting Barclayville to Pleebo would close the gap to Harper and the border with Ivory Coast. It would be the final road link of the Southeast to the rest of the country and improve the regional integration of the economically important Sinoe and Grand Kru counties, especially in the palm oil and logging industries. Lastly it would close the remaining gap in the Trans-West African Coastal Road Link in Liberia.

Currently no financing proposals are available. At the moment, The EU is tendering for a consultant to carry out a feasibility study.

Combining shrimp trawling with coastal transport



INFRASTRUCTURE

Name of organization:
Agro-Industrial & Investment
Development Corporation

Year of establishment:
2012

Country:
Liberia

Name of contact:
Theo Dennis

Phone number:
+231 777 520 008

Email address:
tbendennis@gmail.com

Project location:
Monrovia, Liberia

Project type:
Brownfield

Investment type:
Joint Venture / Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
9,345,000.00

The developer, AIDCORP, is seeking financial partners to support an initiative combining commercial, export-oriented shrimp fishing and coastal domestic and regional sea transport for bulk cargo. The initiative will create double revenue streams from the two sub-sectors, with overhead cost-sharing of one operational platform. The funding would support the acquisition of capital assets to implement this seafood export and coastal transport venture because the Liberian fishing and transport sectors have been identified as having the highest potential for the optimal triple bottom-line business scenario: financial profitability, environmental sustainability, and national development.

Liberia's coastline offers 186,322 sq. km of fishing ground, producing over 180,000 metric tons per year available for catch, but current annual harvests account for only around 10,000 metric tons. Liberia's seafood sector is unique in its favorable implementation schedule and turn-key speed-to-market characteristics in terms of asset acquisition, existing shore-base set-up, and commencement of production and sales processes. The sector's attractiveness is augmented by the very high potential to create thousands of direct jobs and enormous indirect secondary employment. The industry also has low labor rates and enjoys beneficial trade agreements.

Liberia's limited road networks and demand from oil rigs and concessions across the country present a strong market opportunity for coastal transport. Furthermore, business concessions in the south of Liberia will require transport to both receive fuel and consumables as well as transport their products to the Monrovia port. Oil exploration activities underway off of Liberia's coast providing additional demand for transportation services to and from Monrovia. Additionally, Liberian farmers struggle with inadequate supply chain logistics in getting market access for their perishables, and produce is often damaged due to the prolonged roadside delays caused by heavy rains over poor road conditions. Coastal transport would significantly decrease delays and therefore increase the quantity of produce delivered to market and profits for rural farming communities.





Constructing a new airport cargo facility

INFRASTRUCTURE

Name of organization:

Global Logistics Services Incorporated

Year of establishment:

2011

Country:

Liberia

Name of contact:

Peter Malcolm King

Phone number:

+231 770 182 934 or

+44 748 7735 389

Email address:

Malcolm.king@glsbusiness.com

Website:

www.glsbusiness.com

Project location:

Roberts International Airport,
Monrovia, Liberia

Project type:

Greenfield

Investment type:

PPP

Project status:

Feasibility Started

Investment amount required (EUR €):

7,500,000.00 – 9,380,000.00

The developer, GLS, proposes the construction and development of the first modern import and export air cargo and ground handling facility in Liberia, with mechanized facilities for handling, storage and processing. The completed facility will serve as a regional hub for the Mano River countries as well as for Liberian imports. GLS has received approval for an initial feasibility study from the Liberia Airport Authority.

Roberts International Airport is heavily challenged by poor and non-existent infrastructure, particularly regarding cargo systems. However, the importance of the airport and its importance to the nation cannot be understated as it serves as the gateway to the national economy.

The proposed airport cargo and ground handling facility will serve as a major hub for cargo handling with secure and bonded warehouses with cold storage, an inventory management facility with security and tracking infrastructure, and docking stations for trucks.

This initiative will significantly increase commercial airfreight volume, particularly perishables, pharmaceuticals, FMCGs, hazardous/dangerous goods, and industrial consumables. This initiative will also position the developer to become a key logistics support company to Liberia's burgeoning offshore oil & gas sector, as well as an overland logistics operator in the Mano River Union.



Expanding a fleet of 4x4 and DAF truck transport vehicles

INFRASTRUCTURE

Name of organization:
CAMServ (SL) LTD

Year of establishment:
2004

Country:
Sierra Leone

Name of contact:
Kofie Macauley

Phone number:
+ 232 76 300 600

Email address:
Kofie.macauley@camserv.dk

Website:
<http://www.camserv.dk/>

Project location:
Sierra Leone

Project type:
Expansion

Investment type:
Private

Project status:
Feasibility Completed

Investment amount required (EUR €):
3,000,000.00

This initiative will facilitate the purchase of a fleet of new transport vehicles and a vehicle dealership. Presently providing logistics and transport services to a wide client base, the dealer seeks to increase its current fleet of 100 vehicles to include 100 more 4x4 Toyota Land Cruisers and 20 DAF trucks. The second phase of this expansion includes the purchasing of a DAF trucks dealership for Sierra Leone, Liberia and Guinea.

The developer is a consulting marketing company that also conducts business in transport, procurement, logistics and real estate. In 2015, the developer employed up to 3000 employees on various active projects. Its transport business currently delivers services to the mining, agriculture and telecommunications sectors, as well as a handful of NGOs and small companies.

The expansion of its fleet of vehicles will enable the developer to rent and lease more cars and trucks to agricultural and mining companies. A feasibility study has been conducted and an investment of €3 million is required for the expansion. The expected rate of return on investment is between 30% and 150%.

The developer's corporate social responsibility activities include the building public toilets, renovating churches, mosques, clinics and police stations, and supporting education and training initiatives.



Constructing a 25-MW hydroelectric plant



INFRASTRUCTURE

Name of organization:

Sewa Energy Resources (SL) Ltd

Year of establishment:

2011

Country:

Sierra Leone

Name of contact:

Kofie Macauley

Phone number:

+232 76 300 600

Email address:

kofie.macauley@camserv.dk

Project location:

Tonkolili District,
Northern Province Of Sierra Leone

Project type:

Greenfield

Investment type:

Private

Project status:

Feasibility Completed

Investment amount required (EUR €):

70,000,000.00

With the objective of supplying electricity to the Sierra Leone transmission grid and the West Africa Power Pool, this initiative aims to construct a hydroelectric project on the Pampana river at Batmai Falls. The initiative will produce 25 MW of electricity.

The developer is affiliated with a privately owned transportation and logistics firm possessing a fleet of over 100 vehicles and multiple dealerships, and employing between 150 and 300 employees depending on ongoing projects. For this initiative, a feasibility study has been conducted. The required investment for the development of the initiative is €70 million. A memorandum of understanding has already been signed with the government of Sierra Leone, thus ensuring a return on investment upward of 20%.

In additions to the jobs directly created by the construction and running of the initiative, local communities will also benefit from the developer's construction and funding of a medical facility to enable local communities to access free government healthcare. Educational facilities will also be built and developed.

Establishing a new ferry service from Lungi Airport to Freetown



INFRASTRUCTURE

Name of organization:
Public Private Partnership Unit

Year of establishment:
2012

Country:
Sierra Leone

Name of contact:
Abu Kamara

Phone number:
+232 78 109 176

Email address:
akamara03@aol.com

Website:
www.ppp.gov.sl

Project location:
Lungi and Freetown, Sierra Leone

Project type:
Greenfield

Investment type:
PPP

Project status:
Feasibility Completed

Investment amount required (EUR €):
90,000,000.00

The developer proposes an initiative to launch an efficient, reliable multi-modal transport system that supports the social and economic development of Sierra Leone. Lungi International Airport, Sierra Leone's primary international airport, is 15 km north of Freetown across Tagrin Bay, and access to Freetown from Lungi is mainly by two government operated ferries; one from Government Wharf and another from Kissy. Each ferry runs three times daily, not necessarily aligned to aircraft arrivals or departures. A private operator also runs a fleet of boats between Freetown and Lungi at a cost of \$40 for a one-way trip, which aligns with aircraft arrivals but which is too expensive for many local travelers. Lungi International Airport arrivals average just over 12 flights per day and has declined by 6% annually over the last 6 years, whereas passenger movement has increased by 4% annually over the same period. Air freight has seen a much healthier growth at a much faster rate: 9% annually over the last 6 years. Total passenger numbers are considered very low at 200,000 passengers annually. The land route from Lungi to Freetown involves driving 150 km on poorly maintained roads, and most travellers to Freetown prefer to reach the city by boat.

There is an urgent need to upgrade the current government ferry services to provide faster and more frequent services. Upgrading will require purchasing new vessels and improving the Freetown ferry terminals, as well as possibility constructing a new purpose-built terminal near Lungi.

There are many benefits associated with this project. Sierra Leone has much to offer in adventure and beach holidays, especially during the eight months of the year corresponding with autumn, winter and spring in Europe. This initiative would support the government of Sierra Leone's eco-tourism initiatives by making it more convenient, safe and comfortable for tourists to travel from Lungi International Airport to Freetown.

Constructing a large-scale thermal power plant



INFRASTRUCTURE

Name of organization:

Public Private Partnership Unit

Year of establishment:

2012

Country:

Sierra Leone

Name of contact:

Abu Kamara

Phone number:

+232 78 109 176

Email address:

akamara03@aol.com

Website:

www.ppp.gov.sl

Project location:

To be determined by the study,
Sierra Leone

Project type:

Greenfield

Investment type:

PPP

Project status:

Pre-Feasibility

Investment amount required (EUR €):

2,000,000,000.00

The developer of this initiative is the Electricity Distribution & Supply Company (EDSA) under the auspices of the Ministry Of Energy, an agency of the Government of Sierra Leone. The developer proposes the construction of a large-scale thermal power plant, with a capacity in the range of 300 to 600MW. This initiative will provide a base load that will service the needs of the country's mining sector and large-scale commercial industries. Sierra Leone has no natural gas infrastructure, and relies entirely on imported liquid fuels, which are limited by the import capacity of the Freetown port. Sierra Leone's electrification ratio remains below 10% and is mostly concentrated in the Freetown metropolitan area. The emphasis to date has been upon restoring generation, transmission and distribution facilities that were destroyed during the civil war, and the country is still faced with the challenge of expanding the national grid. The country has abundant hydropower potential both from its own rivers as well as from potential connection to the West Africa Power Pool (WAPP). There are also good potential applications for solar and other renewable generation options. The current total capacity of the national grid is less than 100 MW, and many individuals and most industries rely on private, generators.

A large-scale thermal power plant in Sierra Leone will boost the energy sector and subsequently facilitate development in the manufacturing industry, which will subsequently promote broad economic growth. The power plant is anticipated to be commercially operational by 2018. This initiative is a priority project of Sierra Leone's energy policy. As noted above the power plant will provide reliable base-load power for local consumption and allow for electricity purchase by the mining sector. The power plant is expected to operate with more than 7000 full load hours per year, with a low environmental impact, and a planned lifespan of 20-30 operational years.

Investing in innovative hydropower solutions

INFRASTRUCTURE

Name of organization:
Riverblade Ltd

Year of establishment:
2015

Country:
Sierra Leone

Name of contact:
Wouter Kreuwel

Phone number:
+31 6 300 56 270

Email address:
wouter@empriseprojects.com

Website:
www.empriseprojects.com

Project location:
Two Locations in Sierra Leone

Project type:
Greenfield

Investment type:
Private

Project status:
Pre-Feasibility

Investment amount required (EUR €):
12,300,000.00



The objective of this initiative is to provide affordable, clean and reliable electricity through hydropower generation in Sierra Leone. The initiative will utilize the Oryon Water Mill, a Dutch-designed, innovative river-based mini-hydro solution. The developer plans on installing two hydroelectric projects, with a combined capacity of 6 MW. It aims to help the government fill the power generation shortfall over 2016 – 2020. The developer seeks €12.3 million in investments for the construction and implementation of this initiative. A power purchase agreement with the Electricity Distribution and Supply Authority under Sierra Leone's Ministry of Energy has already been signed. With the intention of creating 2,000 connections to end-users during the first five years of operation, it will provide grid access to approximately 18,000 people. For this initiative, the time-to-market of over 3 MW power generation is around six months. Each water mill lasts for over 25 years.

The developer aims to help Sierra Leone expand its grid capacity and connect as many households, companies and public institutions to green and clean, reliable and affordable electricity as possible. This entails the statutory secured re-investment of at least 80% of the company's free cash flows over the next 10 years into new hydro capacity, concerning both power generation, and transmission and distribution assets, instead of paying out dividends to its shareholders. These re-investments are pre-eminently possible in Sierra Leone, with its extensive network of rivers and tributaries, providing a large hydroelectric power potential, conservatively estimated at 1,200 MW.

The initiative will produce affordable electricity for 40,000 additional households, or a replacement of every four households by one SME, every ten households by one school, every 500 households by one hospital, or every 1000 households by one major manufacturing company. Increased electricity will help to generate higher employment and income levels, improve healthcare and reduce dependency on international donors. By providing a substitute to diesel energy, the initiative will also have an immense positive environmental impact.

Implementing ICT through rural postal offices

INFRASTRUCTURE

Name of organization:

Sierra Leone Postal Services Limited
(SALPOST)

Year of establishment:

1990

Country:

Sierra Leone

Name of contact:

Samuel J Koroma

Phone number:

+232 76 580 784

Email address:

sammykoroma@gmail.com

Project location:

Freetown, Sierra Leone

Project type:

Brownfield

Investment type:

Joint Venture

Project status:

Feasibility Completed

Investment amount required (EUR €):

759,000.00

The developer, the Sierra Leone Postal Services (SALPOST), seeks a financial partnership to support its transformation from the traditional role of delivering letters to operating centers for the delivery of Internet and ICT-powered products and services in far-flung locations. The introduction of broadband internet in Sierra Leone provides an opportunity for SALPOST to launch this initiative.

The traditional business of the public postal operator has been under pressure from competition from private operators and from alternative and faster means of communication. As a result, product and service diversification is the key to SALPOST's future, and ICT plays an important role in this process. The postal network is a salient part of the national and cultural heritage and infrastructure. In many places, it is the only outpost of government, and in some small towns, the post office serves as a landmark in the community. The convergence of SALPOST's physical, electronic and financial network would give the postal sector a competitive edge. Furthermore, the use of ICT by the Post is not confined to the postal sector but has a cascading effect on societies and the economy. Besides contributing to more inclusive economic growth and more responsive governance, ICT projects will encourage the growth of e-commerce and facilitate financial inclusion.

This initiative would set up kiosks to introduce ICT powered products and financial services in its twelve districts making use of its large network of offices all over the country, offering public access to the internet, ICT-based financial services, including remittances computer training facilities, document printing and binding services, and sales of ICT powered and core postal products.

Other postal systems in Africa and Asia have successfully initiated such projects and have had their revenue base turned around while providing these services, which have led to significant economic developments in rural and urban areas.



Leading the way to a better remittances landscape in Sierra Leone

INFRASTRUCTURE

Name of organization:

Sierra Leone Postal Services Limited (SALPOST)

Year of establishment:

1990

Country:

Sierra Leone

Name of contact:

Cornelis Heesbeen

Phone number:

+31 65 1597 050

Email address:

cornelis.heesbeen@auxfin.com

Website:

www.auxfin.com

Project location:

Sierra Leone, and throughout the diaspora

Project type:

Greenfield

Investment type:

Joint Venture / PPP

Project status:

Feasibility Completed

Investment amount required (EUR €):

935,971.00

Utilizing Sierra Leone's existing postal network infrastructure, this initiative seeks to offer access-to-finance solutions to the unbanked. A pre-tested e-banking platform that enables cost effective remittance from the diaspora community, will be coupled with a community engagement program, and implemented throughout the country. Users of the platform will pay a monthly fee, and will be able to use a network of physical centers where they can access this service. This will be done by leveraging the existing postal network, rehabilitating 38 post offices and 54 postal outlets as centers to implement the program. Services will also be provided through diaspora organizations; starting with 20 organizations, and increasing by an additional 20 per year.

The developer, a consultancy and software company, has successfully developed and implemented the Universal Methods of Value Access platform for e-banking in Burundi and Senegal. Recognizing the steep cost of remittance services, the developer aims to facilitate increased remittance money and investment reaching local communities. As a PPP that utilizes existing infrastructure with innovative approaches and technology, this initiative benefits a variety of stakeholders, from the government and the diaspora members, to local communities and organizations. In addition to its track record of implementing the platform in two other countries, the developer also has already conducted a feasibility study for Sierra Leone, and has the support of the government. It requires an investment of €9.36 million for the initiative and expects revenues of over €939,000 over the first three years.

The impact of this initiative on local communities will be noted in an increase of financial and banking solutions. More money sent from the diaspora community will reach the intended recipient instead of the companies or agents transferring the amounts. This will also encourage money remittance via legal and transparent channels, formalizing the flow of money into the country.

Establishing a hybrid waste-to-energy model in Freetown



INFRASTRUCTURE

Name of organization:
Masada Waste Management Company

Year of establishment:
2012

Country:
Sierra Leone

Name of contact:
Aminata Dumbuya

Phone number:
+232 76 242 328

Email address:
amidumbuya@gmail.com

Project location:
Freetown, Sierra Leone

Project type:
Expansion

Investment type:
Joint Venture

Project status:
Feasibility Started

Investment amount required (EUR €):
3,500,000.00

The developer, Masada Waste Management, has a 20-year national waste management contract from the government to collect, dispose, manage and convert waste into renewable energy, with 293 employees and sales of approximately USD100,000 per month. The developer provides waste management services to the people of Freetown at a reasonable cost to minimize health and sanitation issues. In this initiative, the developer also seeks to correct the problem of off-balance demand and supply of electricity in the country.

To address both the issue of poor sanitation related to waste management and chronic energy shortages, the developer proposes an initiative in which anaerobic digestion technology processes organic waste to produce sanitized compost, recycled water and energy-producing biogas. Anaerobic digestion transforms waste liabilities into new profit centers, generating income from the processing of waste, sale of organic fertilizer, carbon credits and electricity, as well as creating jobs.

This initiative will involve the establishment of the very first waste-to-energy installation in Sierra Leone, with a 2-MW digester in Freetown and a network of small-scale, containerized, modular waste-to-energy digesters that will be owned and run by local entrepreneurs. Local entrepreneurs will be supported, in terms of training and financial support, in running their own small-scale, waste to energy installation, in their own neighborhood, as a business. This network of small-scale installations will assist the developer in tackling the key challenge of waste collection, whilst simultaneously providing a sustainable solution to waste issues, generating electricity, creating jobs and stimulating entrepreneurship. The developer has already secured both the feedstock for the digester well as a Power Purchase Agreement signed with the Ministry of Energy. The project participants are confident that they are offering to the Sierra Leonean market a renewable energy solution that will be highly in demand in the years to come.



OTHER PROJECTS

Other projects

PROJECT TITLE:	NAME OF ORGANIZATION:	SECTOR:	COUNTRY:
Le projet se déroulera dans les Régions Administratives de Kankan au nord-est et Boké à l'extrême ouest	AJADEC	Agriculture	Guinea
Production de beurre karité et de grains de néré 250,000.00	Dandiaya	Agriculture	Guinea
Production améliorée de tomate en purée et autres fruits	Diaby hawa et fils	Agriculture	Guinea
Construction d'un centre de formation en Menuiserie	Diakite	Agriculture	Guinea
Kouroussa Project	Drame Project	Agriculture	Guinea
Conditionnement et traitement du miel	Ets SidibeMaboh	Agriculture	Guinea
Cueillette, conditionnement et traitement du miel pour l'exportation	FEFA CEDEAO	Agriculture	Guinea
Agroalimentaire pour agrandissement et l'industrialisation	Groupeement des jeunes pour le developpement durable	Agriculture	Guinea
Production, traitement et commercialisation de produits de mer	Jasmine Trading House	Agriculture	Guinea
Production, traitement, emballage de pâte d'arachide	Kankelen Matam Lido	Agriculture	Guinea
Badamako Project: Mining for resources. Research shows high possibility for gold mining.	Ressources Mining	Agriculture	Guinea
Implantation d'une unité agro industrielle	Simex	Agriculture	Guinea
Le projet de construction d'une unite de production de prefabriquees en beton avec une capacite de 6.000 maison/an	Societe guineenne de prestations	Agriculture	Guinea
Construction de chambre froide négative 500,000.00	Thiangui SA	Agriculture	Guinea
Producing and Marketing Food on a Commercial Scale in Liberia	AgriTrade Inc.	Agriculture	Liberia
Looking for RSS rubber or crepe rubber, or refined oil palm suppliers and for technical support to improve efficiency and quality.	Agro Inc	Agriculture	Liberia
Bong Aquaculture Association	Bong Aquaculture Association	Agriculture	Liberia
Looking for RSS buyers and support investors in rubber. Also looking for saw dus supplier.	Bright Farm	Agriculture	Liberia
Tree Crop Rehabilitation & Expansion for value addition	Brown Agro Inc.	Agriculture	Liberia
Investment along the cocoa value chain	CWAP	Agriculture	Liberia
Dwuye Cocoa Farm	Dwuye Farm	Agriculture	Liberia
Intofawor Rice Production Project	Intofawor Farmers' Cooperative	Agriculture	Liberia
Fertilizer supply, organic cocoa and storage & transportation & finance	Kwakersieh Cooperative	Agriculture	Liberia
New factory structure and equipment to expand production	Moonlight Garage	Agriculture	Liberia

Other projects

PROJECT LOCATION:	NAME OF CONTACT:	PHONE NUMBER:	E-MAIL ADDRESS:	INVESTMENT AMOUNT REQUIRED (EUR €):
Conakry	Mohamed Tareck Cherif Haidara	+224 622 31 40 23	cmohamedtareck@yahoo.fr	1,894,950.00
-	Hadja Mariame Barry	+224 666 48 25 09	-	
Kindia	Mme Hawa Diaby	+224 664 39 88 11	diabyhawa2014@gmail.com	700,000.00
Conakry	M. Daouda Diakite	+224 664 17 19 00	daoudadiakite07@yahoo.com	320,000.00
Kouroussa	Ibrahim Cherif	+224 654 21 61 34	drame.project@yahoo.fr	4,000,000.00
-	Mme Maboh Sidibe	+224 662 45 53 99	-	127,000.00
Kaloum	Mme Marlyatou Bah	+224 657 57 99 06	fatouhann22@yahoo.fr	210,000.00
Kindia	Soguiressamadory Souma	+224 622 66 27 66	soumasadamorysoguires@yahoo.fr	3,000.00
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Grand Bassa County	Chars Brown	+231 880 59 93 99	charsbrown@msn.com	8,900,000.00
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Todee, Montserrado	Philip B. Dwuye, Sr.	+231 886 53 37 91	foe_beo8@yahoo.com	-
Njefasso and Koylorsu	Saah R. James	+231 775 20 61 36	jamesaahr@gmail.com	406,400.00
Karnwee, Nimba	D. Lincoln Nyan	+231 880 64 31 89	-	-
Gbarnga, Bong	Benedict Sampson	+231 886 56 25 68	moonlight.garage@yahoo.com	250,000.00

Other projects

PROJECT TITLE:	NAME OF ORGANIZATION:	SECTOR:	COUNTRY:
Long Term Investments (Planting new crops: palms, cocoa, and rubber) and Short term Investments (Marketing of Rubber, Palm oil, Cocoa, and Livestocks)	PANFAMCO	Agriculture	Liberia
Improve management governance, transport, maintenance of machines and re-planting of oil palm	Pulukpeh Farmers' Cooperative	Agriculture	Liberia
Salala Rubber	Salala Rubber Company	Agriculture	Liberia
Comprehensive & Integrated Agribusiness Venture	SANKOFA Inc	Agriculture	Liberia
Commercializing farm, expand ponds, construction, and vehicles	Shalom Aquaculture	Agriculture	Liberia
Training and commercialization of the farm, including storage facility	Sugar Hill Aquaculture	Agriculture	Liberia
Cooperative extension support (for improved farm management) and inputs	Tarpeleseh	Agriculture	Liberia
Expansion of A.A. Poultry production	A.A Poultry Farm	Agriculture	Sierra Leone
Increase production of Sessame Seed	Bennimix Food Co Ltd	Agriculture	Sierra Leone
Make Smile Juice (Pineapple and Mango Juice) available to all Sierra Leoneans at a reasonable price	CBAA Incorporated Ltd	Agriculture	Sierra Leone
Evsumo Ice and bottled water factory	Evsumo Ice	Agriculture	Sierra Leone
Enhance economic growth supporting the cocoa sector through the Rural and Private Sector Development	Kayeigorma Company Ltd	Agriculture	Sierra Leone
Commercial honey production through bee farming	KEYDA -SL (LTD)	Agriculture	Sierra Leone
Fish processing company offering namely, fish (fresh and smoked), ice and fuel working for fishermen	Neptune Limited	Agriculture	Sierra Leone
Rice Production, Processing and Marketing for Increased Agricultural	Nguala Agribusiness Development Company	Agriculture	Sierra Leone
Animal Feed and Livestock Production for Increased Agricultural	Nguala Agribusiness Development Company	Agriculture	Sierra Leone
Design and establishment of a Smart Farm for Business Model in Sierra Leone	People in action for prosperity	Agriculture	Sierra Leone
Production of Palm Oil	Vi-con Oil Mill Ltd.	Agriculture	Sierra Leone
Parc Nationaux	AJADEC	Infrastructure	Guinea
Construction de bungalows avec aires de jeux, restaurant, etc	CGA-SA	Infrastructure	Guinea
Guinean house of communication	NeiXT Technology	Infrastructure	Guinea
Extension d'une université	Université René Lévesque	Infrastructure	Guinea
Adonai Carton & Packaging Factory	Adonai Ventures	Infrastructure	Sierra Leone
Well-Bodi:Affordable and Quality Healthcare Service Via Mobile Phones for the Common Person in Sierra Leone	iDT Labs	Health care	Sierra Leone

Other projects

PROJECT LOCATION:	NAME OF CONTACT:	PHONE NUMBER:	E-MAIL ADDRESS:	INVESTMENT AMOUNT REQUIRED (EUR €):
Bellemue, Bong	Isaac Yarkpawolo	+231 886 55 69 65	panfamcos@yahoo.com	825,000.00
Raymond Town, Bong	Charles Dorbor and James Flomo	+231 886 83 87 88	-	-
Weala, Margibi	Nicolas Bergerot	+231 776 30 54 16	nbergerot@wealaliberia.com	-
Bong & Nimba county	Nyamah E. Dunbar	+231 770 30 18 55	Nowai@yahoo.com	6,520,000.00
Kakata, Margibi	Heonuhu Hessou	+231 886 73 89 6	romello.hessou@gmail.com	-
Gbarnga, Bong	Estelle K. Liberty	+231 888 75 59 01	estellekliberty@yahoo.com	-
Bunadain, Nimba	Saye Zawolo	+231 886 65 84 54	-	-
Freetown	Mustapha Sesay	+232 766 75 11 1	msesay100@yahoo.com	200,000.00
BO Town	Dr. Joseph Zed Bahsoon	+232 763 18 33 9	marzchem@yahoo.com	750,000.00
Freetown	Claudette B A Ahiabor	+232 766 20 69 4	claudetteahiabor@gmail.com	150,000.00
Lungi	Susan Coker	+232 766 10 01 4	suemicoker@yahoo.co.uk	800,000,000.00
Tonkolili & Freetown	Usif Rahman Sesay	+232 763 52 55 8	yursesay@gmail.com	1,000,000.00
Kenema	Abdul Keyda Kamara	+232 784 24 24 9	Keydakenema7@gmail.com	126,696.00
Freetown, Bonthe, Moyamba	Manja Kargbo	+232 769 81 56 0	manja.kargbo@gmail.com	250,000.00
Moyamba Junction	Amara Idara Sheriff	+232 766 11 20 1	hajamatifa@yahoo.com	,924,425.00
Moyamba Junction	Amara Idara Sheriff	+232 766 11 20 1	hajamatifa@yahoo.com	4,920,000.00
Torma Bum, Bonthe District	Sylvester Fonnies	+232 784 94 77 0	brichfonnies@yahoo.com	8,500,000.00
Bengueka Village	Conrad Carton-Carew	+232 766 83 85 9	owcarltoncarewarch@gmail.com	471,241.00
Conakry	Kaba Djaka Madi	+224 664 83 38 30	kabadjakamadisoguiPRES@yahoo.fr	-
Conakry	Ibrahima Keita	+224 656 31 11 11	ibbk2005@yahoo.fr	2,000,000.00
Conakry	Mamadou Bella Bah	+224 664 72 28 64	ceo@neixt.com	205,800.00
Conakry	Hadja Salimatou Diallo	+224 664 66 82 88	uralsalimatou@yahoo.fr	600,000.00
Newton	Agatha C. Johnson	+232 783 69 38 2	agatha.adonaiventures@gmail.com	1,200,000.00
-	Usman Khaliq	+232 777 75 77 5	usman.khaliq91@gmail.com	500,000.00

Other projects

PROJECT TITLE:	NAME OF ORGANIZATION:	SECTOR:	COUNTRY:
Software as a Service(SAAS) for small and medium enterprises	iDT Labs	Infrastructure	Sierra Leone
Upgrade clothing manufacturing factory	sayenu logistic and construction	Infrastructure	Sierra Leone
Residential service flats	Swiss Spirit Hotel & Suites Freetown	Infrastructure	Sierra Leone
HARVEST	LunchBoxGift Ltd	Agriculture	Sierra Leone
La cooperative mounafanyi pour la saponification	Cooperative mounafanyi	Agriculture	Guinea
Omega Village Project (Phase 2)	Devtraco Ltd	Infrastructure	Liberia
Design and Construction of luxurious hotels	MIIA Hospitality Ltd	Infrastructure	Sierra Leone
Kentinwama Farm	Kentinwama Farm	Agriculture	Sierra Leone
FootPrints SL (Ltd) Medical, Diagnostics and Health Care Services	FootPrints SL (Ltd)	Health care	Sierra Leone
Liberia Friendly Wood Co: Rebuilding Through the Sustainable Harvesting of Liberian Woods Domestically.	Liberia Friendly Wood Co.	Agriculture	Liberia
Moyamba hydro project	Vulcan Holdings Ltd	infrastructure	Sierra Leone
Rocks for Crops – Phosphate Fertilizer Supply from Liberia	Liberia Phosphate Company (LibPhosCo)	Agriculture	Liberia
Agribusiness (Oil-palm Production-Value Addition)	Sustainable Development Consultants	Agriculture	Sierra Leone
Agribusiness (Sugarcane Production-Value Addition)	Seinar Logistics	Agriculture	Sierra Leone
Construction d'une usine de recyclage des ordures pour la transformation en engrais organiques, les plastiques et caoutchouc en poubelle moderne, fus etc...les pvc.	Societe gueneenne de prestations (soguipres-sarl)	Infrastructure	Guinea
Building material Industry	Daway Engineering and construction Holdings	Infrastructure	Sierra Leone
GreenSalone	Sierra Leone Produce Marketing Company	Agriculture	Sierra Leone
Infrastructure (Stone Crushing, Sand Mining and Block Making)	Aniaz Commercial Enterprises	Infrastructure	Sierra Leone
Production of Oil-Palm (Agribusiness-Value Addition)	Sustainable Development Consultants	Agriculture	Sierra Leone
4G LTE network in Sierra Leone	Sterling Merchant Finance	Infrastructure	Sierra Leone
Project Implementation of Tamma Information House - The Liberia Information Center	Tamma Corporation	Infrastructure	Liberia

Other projects

PROJECT LOCATION:	NAME OF CONTACT:	PHONE NUMBER:	E-MAIL ADDRESS:	INVESTMENT AMOUNT REQUIRED (EUR €):
Sierra Leone	Salton Arthur Massally	+232 777 71 77 8	smassally@idtlabs.sl	200,000.00
Freetown	Abdulrahman Sesay	+232 762 14 11 1	sayenulogistic@yahoo.com	750,000.00
Freetown	Jiad Swaid	+232 776 12 50 0	vulcan@vulcanholdings.co.uk	3,000,000.00
Western Sierra Leone	Memuna Janneh	+44 775 45 01 65 4	memuna@lunchboxgift.com	380,000.00
Conakry	Keita Aminata	+224 623 64 35 90	keitaaminatasoguiPRES@yahoo.fr	241,047.00
Paynesville	Joseph Aidoo Jnr.	+233 544 33 06 20	joseph.aidoo@devtraco.com.gh	5,000,000.00
Western Sierra Leone	Memuna Janneh	+232 767 41 91 0	mij@miiahospitality.com	2,000,000.00
Koya Chiefdom	Jestina karim	-	kentinwamafarm@yahoo.co.uk	-
Freetown	Dr. Es'e D. Thomas-Macauley (MD.)	+232 766 63 66 4	ese.macauley@gmail.com	8,000,000.00
Grand Bassa County	Kona S.B. Khasu	+231 857 49 21 16 0	kona@liberiafriendlywood.com	1,212,263.38
Sierra Leone	Jiad Swaid	+232 776 12 50 0	vulcan@vulcanholdings.co.uk	40,000,000.00
Gbbarpolu county	Nars Miller	+231 886 69 57 01	miller.nes@gmail.com	3,450,000.00
Nongowa Chiefdom	Mohamed Jalloh	+232 795 36 81 8	susdevcons@gmail.com	7,100,000.00
Yoni Chiefdom	Mohamed Bob Jalloh	+232 798 33 12 0	seinarlogistics@gmail.com	7,000,000.00
Conakry	Soumah Joseph	+224 655 97 79 74	josephsoumahsoguiPRES@yahoo.fr	-
Mano River Countries	Josephine Smits	+232 766 47 56 4	info@dawayholding.com	12,450,000.00
-	Henry Yamba Kamara	+232 780 61 09 0	hykamara@slpmc.sl	1,000,000.00
Koya Chiefdom	M. B. Jalloh	+232 888 37 08 0	aniazenterprises@gmail.com	7,298,125.00
Nongowa Chiefdom	Mohamed Jalloh	+232 795 36 81 8	susdevcons@gmail.com	7,326,220.00
Freetown	Roger Jantio	+202 785 3500	Rjantio@SterlingUS.com	80 to 190 million
Monrovia	Abdullah L. Kamara	+231 555 47 74 11	akamara@tammacorp.com	5,000.00 to 125,000.00