

Gateway to Africa



Opening up new vistas for growth

Africa – a continent with abundant opportunities

As economies around the world go through a recessionary phase, most businesses are constantly trying to exploring new avenues for growth in their home and known markets. Indian enterprises have been no different, but with only a select few showing willingness to invest and expand to other geographies around the world.

Africa - a continent with rich natural resources, diverse demographics and emerging economies offers abundant market-place opportunities across industries and market segments.

Explore doing business in Africa with GTA.



GTA – Gateway to Africa

GTA is a network of professionals and entrepreneurs with in-depth knowledge of establishing businesses in key markets in the African continent. With a strong grounding in Finance (including Taxation), Legal and in-country Regulations, each of the network members of GTA bring a wealth of experience to assist Indian companies to explore key markets in Africa.

Lakshman Narayan, a qualified Chartered Accountant from India, has spent more than 2 decades in high potential markets like Nigeria, Ghana, Republic of Benin, Kenya, Rwanda and Uganda. GTA is one of Lakshman's pursuits to work with Indian companies in opening up new offices in specific African markets by designing and executing business plans on a turnkey basis or limited consulting.

Visolent has established arrangements to extend GTA as a value-added service.



Range of services

Setting up local offices

Incorporation, Expatriate Quota, Bank Accounts , Trade Licenses (where needed) , TIN, VAT, Tax Holiday where possible, Warehousing & logistics, Expatriate housing

Establishing distribution network

Identifying major dealers, market segment, performances and finally appointing them as part of the dealership network.

Creating client franchise

Setting up of retail customer base and B2B framework.

*and many
more.....*

Market Scoping

Transactional services

Test Market

Liaison office set-up

Joint-venture set-up

Subsidiary set-up

Nigeria – A pulsating powerhouse; Africa's biggest economy, surpassing South Africa.

Overview

- Population as at 1st July, 2014 is 178 Million plus
- Presently the 7th most populated country, it is estimated to be the 3rd most populated country by 2050. Literacy rate is 51%
- 51% is Urban and Median Age is less than 18 years

State of market

- Large Chinese investment in the last 10 years
- Presence of MNC's including that from India. More than 20 Fortune 500 companies
- Large young english speaking workforce
- Corporate Tax is 30%

Investment regulations

- Nigerian Investment Promotion Commission (NIPC) Act 1995
- Foreign Exchange (Monitoring and Miscellaneous Provision) Act 1995
- Companies & Allied Matters Act 1990 (CAMA)
- National Office of Technology Acquisition and Promotion Act 1979 (NOTAP)
- Investment and Securities Act 1999 (ISA)

Opportunities

- Manufacturing for exports & domestic market
- Agriculture
- Infrastructure & Information Technology
- Education & Healthcare

Ghana – *West Africa's golden child*

Overview

- Population over 35 Million
- 52% is Urban and 57% is less than 25 years
- Literacy rate is over 72%

State of market

- Oil discovered in 2010 and major players have established presence
- Large Chinese investments over 10 years, Indian companies in trading & SME sector.
- Availability of a talented young workforce
- Corporate Tax 25%

Investment regulations

- Governed by GIPC (Ghana Investment Promotion Council)
- Full repatriation of dividends and net profits attributed to investments
- Remittance of proceeds in case of a sale or liquidation of investments
- Expatriate quotas given in proportion to scale of investments

Opportunities

- Oil & Gas, Energy
- Infrastructure
- Agriculture, Tourism
- Manufacturing

Republic of Benin – *one of the most stable democracies*

Overview

- Population 15 million, 64% less than 25 years
- Literacy rate of 52%
- Francophone Africa, governed by BCEAO – central bank
- Member of OHADA (Common business Laws for 17 African states)

State of market

- Acts as a major port for Republic of Niger & Burkina Faso respectively
- Very small presence of manufacturing companies
- Dependent on imports
- Corporate Tax is 20 – 45% (progressive rate)

Investment regulations

- Benin is a member of the West African Economic and Monetary Union (UEMOA/WAEMU)
- Presidential Investment Council estd in 2006 to encourage investments & the revised Investment Code in 2008

Opportunities

- Power (specially alternate energy)
- Agriculture for exports
- Manufacturing, Mining
- Infrastructure

Togo - a nation on West Africa's Gulf of Guinea

Overview

- Population of 8 million with 60% less than 25 years
- Literacy rate 55%
- Francophone Africa governed by BCEAO (one currency)
- Member of OHADA

State of market

- Market recovering after a long tough political regime
- New investment opportunities opening up
- Government is investment friendly and welcoming foreign investment

Investment regulations

- Government and Private Sector Consultation Council to promote public – private partnership
- National Agency for Promotion – facilitates access to financing for SMEs / SMIs
- Tax rate – 27% for industrial companies and 30% for commercial companies

Opportunities

- Power (alternative energy sector)
- Agriculture
- Manufacturing
- Mining

Burkina Faso – *the land of upright people*

Overview

- Population 18 million
- 65% less than 25 years
- Literacy is about 36%
- Francophone Africa Governed by BCEAO (one currency)

State of market

- Recovering from low investment rate and undergoing reforms
- Being actively supported by the IFC
- More than 80 Million tonnes of copper
- Africa's fifth largest gold producer with large diamond deposits too

Investment regulations

- Burkina is a member of the West African Economic and Monetary Union (UEMOA/WAEMU)
- Government has eased a lot of regulations for doing business

Opportunities

- Mining
- Manufacturing
- Power (specially alternate energy)
- Infrastructure
- Information Technology

GTA – contact us

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