

Family Villa Development in The Gambia

Project Profile

April 2013



Why The Gambia?

- Situated on the Atlantic coast and with a navigable river that flows more than 1,100km inland, The Gambia is the ideal, convenient landing spot in sub-Saharan Africa for winter sun, cultural heritage, and inland exploration

- This document outlines:
 1. **The market opportunity for investment in family villa development**
 2. **The favourable conditions available to villa investors**
 3. **The support investors can expect to receive**

The most competitive destination in West Africa¹

The world's 2nd most price competitive destination for Travel & Tourism²

80km of pristine coastline with attractive beach resorts

Predicted tourism growth rate of 3.7% until 2018³



1. World Economic Forum Global Competitiveness Report 2012-13
 2. World Economic Forum Africa Competitiveness Report 2011
 3. GIEPA Tourism Investment Brochure 2012

Economic indicators

- **GDP:** US\$752mn in 2011 – predicted rise to \$941mn by 2015 ¹
- **GDP growth:** 3.3% in 2011 – predicted annual growth average of 5.9% between 2012-2015 ¹
- **Country risk:** Lower risk level (yellow) than all neighbouring countries and in the same category as Sierra Leone, Ghana, Togo and Benin ²
- **CPI Inflation (2011):** 4.4% ³
- **Exports / Imports value (2011) :** - Exports: \$94.7mn ⁴
- Imports: \$343.69mn
- **Labour force (2008) :** 400,000 ³
- **FDI stock and inflows (2011):** \$703mn stock / \$36mn inflows ⁵
- **Currency exchange rates 2012 – highs (H) and lows (L):** ⁶
 - GMD/USD: 0.033 (H) / 0.029 (L) GMD/GBP: 0.021 (H) / 0.018 (L)
 - GMD/EUR: 0.028 (H) / 0.022 (L)



1. IMF World Economic Outlook. Real GDP (constant prices). Accessed: 8/2/13
 2. Maplecroft Political Risk 2012. Accessed: 8/2/13
 3. Access Gambia. Accessed: 8/2/13

4. UN Comtrade. Accessed: 11/2/13
 5. UNCTAD Stat. Accessed: 11/2/13
 6. Oanda.com. Accessed: 9/4/13

The Gambia's tourism sector

- 5-7 hours from most of Europe by air, The Gambia is fortunate to have a rare combination of attributes that make the country a world-class tourism destination
- The Gambia's attractive winter sun resorts, peaceful and stable environment, coupled with unique cultural and natural attractions, make it the ideal sub-Saharan landing spot for family and villa tourism
- Successful family villa operations already exist in The Gambia yet it remains an underutilized area of investment opportunity
- With a proud 30-year track record as a leading West African destination and a proven successful track record in villa tourism, The Gambian Government is committed to cementing the country's position as a world-class destination

KEY FACTS:

- Tourism a key priority sector:
 - Accounts for 16,000 jobs (formal and informal)
 - Contributes about 12% of GDP¹
- 100,000 tourists per year²
- Repeat tourists: 40%³
- Predicted tourism growth rate: 3.7% until 2018²
- 400 tourism students graduate each year³

1. Ministry of Trade, Industry, Regional Integration and Employment: Programme for Accelerated Growth and Employment (PAGE) 2012-15, 2011

2. GiEPA Tourism Investment Brochure 2012

3. Gambia Tourism Board. Interviewed: 21/11/12

Locations and infrastructure

- The majority of The Gambia's existing villas are found along the coastal strip in the southern half of the country
- This part of the coast line is conveniently located 10-30 minutes from Banjul Airport – considerably less than transfer distances at many tourist destinations. With smooth tarmac roads throughout this part of the Gambia, visitors are promised a swift, comfortable ride from the airport to their villa
- Banjul International Airport has undergone a US\$21 million modernisation¹ and the Government is continuing to upgrade the infrastructure.² Passenger traffic at the airport reached 318, 240 in 2011 – a 5% increase on 2010's figures³



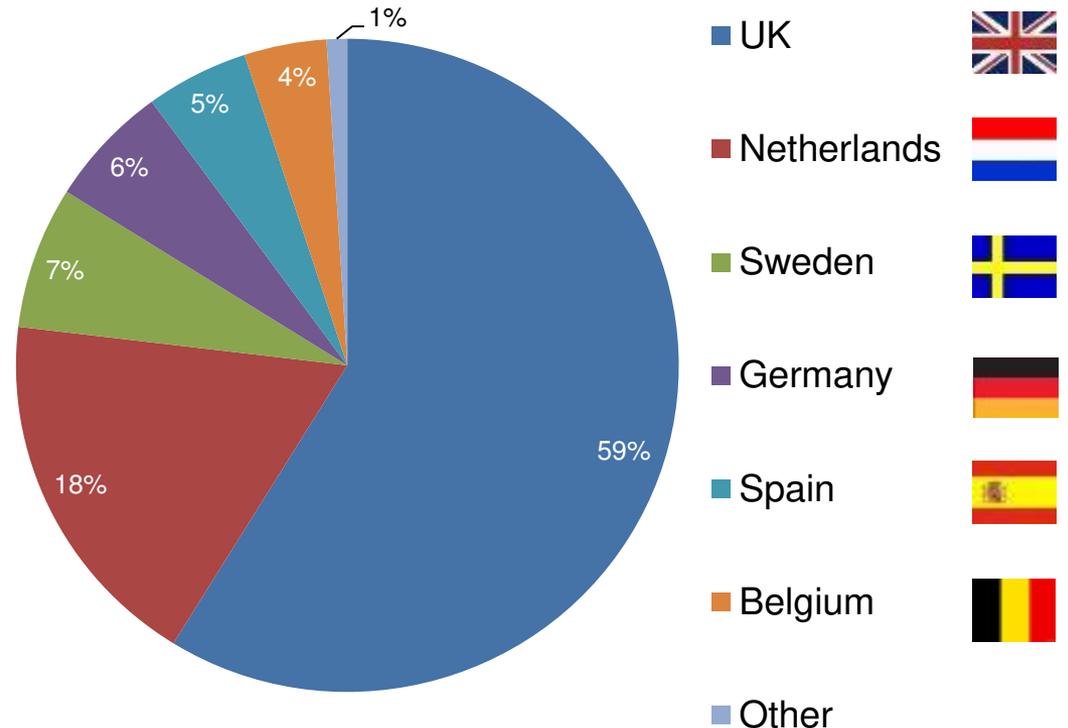
1. GIEPA Investment Guide 2011

2. The Gambia Trade Policy 2011

3. The Gambia Civil Aviation Authority (GCAA). As reported in The Daily Observer, 1/11/12

Tourists in The Gambia

- The vast majority of tourists in the Gambia tend to come from Northern Europe
- The UK is typically the largest source market by far. The chart to the right shows the principal source markets between January and October 2012¹. The Netherlands and to a lesser extent Sweden, Germany, Spain and Belgium are also important markets
- This shows that The Gambia is a popular destination for tourists from markets where people tend to have high levels of disposable income
- Villas are often popular alternatives to high-end hotels among affluent tourists



Direct flights to The Gambia

- Direct flights currently link The Gambia to numerous countries in West Africa, North Africa and Western and Northern Europe
- Sixteen commercial airlines currently fly to Banjul International Airport – the most recent addition (Spain's Vueling) commenced operations in spring 2013¹
- Key major European cities such as London, Madrid, Barcelona, Amsterdam, Brussels, Milan, Frankfurt, Stockholm, Oslo, Copenhagen, Manchester and Birmingham all have direct flights to Banjul



1. Corporate announcement on Vueling's website from 17/10/12. Accessed: 14/3/13.

The Gambia's tourism, villas and real estate community

- The Gambia is already home to a developed community of stakeholders in the tourism, villas and real estate industries (including businesses, industry associations and representative groups). A few examples of these organisations are displayed below
- The presence of these businesses and supportive organisations demonstrates The Gambia's attractiveness and potential as a prime location in West Africa for the development of family villas

EXAMPLES OF ORGANISATIONS:

Gambia Tourism Board	Sundowners Gambian Villas	Ocean View Apartments	4 Villa's	Gambia Tourism and Hospitality Institute
Sukuta Holiday Rentals	Swami India International Ltd.	Kololi Beach Club	Wave Crest Apartments	Association of Small Scale Enterprises in Tourism (ASSET)

“It is easy to get approval for building and development and construction labour costs in The Gambia are very competitive.”

*Khimji V. Pindoria
Managing Director,
Swami International India Ltd.*

Availability of incentives

- A host of incentives are available to investors in family villa development, provided certain criteria relating to investment value and job creation are met.¹ These incentives include:
- **Tax holiday:** tax breaks on corporate and turnover tax, withholding tax on dividends and depreciation allowance for period of 5-8 years, depending on the project's location
- **Import Sales Tax Incentives:** Exemption from payment of import sales tax on direct inputs for the project
- **Free land:** Under The Gambia's "Tourism Development Area" (TDA) initiative, investors in villa accommodation can be offered land for free if the investment is in a TDA



1. To access incentives, a new investment must be worth at least US\$250,000 and lead to the creation of at least three jobs in the tourism sector.
Source: GIEPA Regulations 2012. More information on criteria available from GIEPA.
Image source: Access Gambia. Accessed: 8/4/13

Operating costs

- The Gambia has by far the most efficient labour market in West Africa¹ and offers competitive costs in the villa tourism sector
- Wages range between around 90 and 250 GMD per day, depending on whether the workers are skilled or unskilled, while utility costs are broadly competitive

INDICATIVE KEY COSTS:

- Average daily wages for construction labour² :
 - Unskilled: 90 GMD
 - Skilled: 250 GMD
- Energy: 9.70 GMD / kWh (commercial tariff)³
- Water: 22.48 GMD / cubic metre (commercial tariff)³
- Telecoms: From 0.73 GMD / min³
- Key taxes³ :- Corporate: 32% (exemption possible)
 - Income: up to 35%
 - VAT: 15%

1. World Economic Forum Global Competitiveness Report 2012-2013

2. Figures provided by Managing Director of Swami India International, a leading property developer in The Gambia. Figures provided on 13/3/13.

3. GiEPA Investment Guide 2012

Government policy position

- The Gambian Government recognizes the importance of private sector participation in the economy, both as an engine of growth and as a source of knowledge transfer
- The Government's tourism policy is guided by the Tourism Development Master Plan (TDMP), which emphasises growth, development and marketing of The Gambia as an interesting, attractive and exciting tourism destination
- Consistent with its tourism policy and the promotion of private sector development, the Government has established:
 - Gambia Tourism Board (GTB)
 - Gambia Hospitality and Tourism Institute (GHTI)
 - 10 specific Tourism Development Areas (TDAs)



A helping hand – every step of the way

- The Gambia Investment and Export Promotion Agency (GIEPA) is the Government Agency mandated to support companies with their investment, business and export development as well as support to MSMEs
- From the initial provision of information right through to supporting the establishment, growth and development of an investment project, GIEPA is your supporting partner for doing business in The Gambia – every step of the way
- Here are just a few of the ways in which GIEPA can support your business:

Provide all business-related information to current and potential investors

Serve as the link between investors and authorities

Help to identify joint venture partners

Help to obtain licences, land, clearances etc.

Provide advisory services and training to exporters

Support companies planning to expand / diversify

Provide ongoing assistance to companies once they've started operations

Administer and advise on incentives



Four Good Reasons to Choose The Gambia

1

COMPETITIVE TOURISM HOT-SPOT:

- World's 2nd most price-competitive market for Tourism (WEF)
- The most competitive country in West Africa (WEF)
- Predicted tourism growth rate of 3.7% until 2018

2

EXCELLENT TOURISM OFFER AND KNOW-HOW:

- 80km of pristine coastline
- Very navigable river with unique cultural and natural attractions
- Around 400 tourism graduates each year
- Most efficient labour market in West Africa (WEF)

3

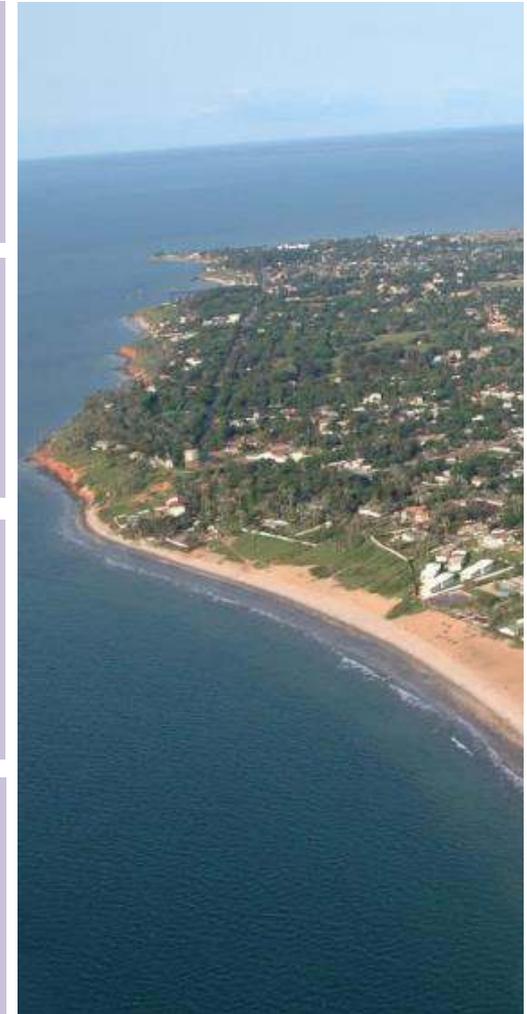
STRONG AND IMPROVING INFRASTRUCTURE:

- Banjul International Airport recently upgraded with US\$21 million investment, with 318,240 passengers in 2011
- Coastline within easy reach of the airport (c.10-30 minutes) on well-lit, tarmac roads

4

ATTRACTIVE INCENTIVES, COMPETITIVE COSTS:

- Competitive wages for skilled and unskilled construction labour
- Strong political support for family villa development
- Comprehensive guidance and support from GIEPA



For further information, contact:

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