



# Rearing Poultry for Eggs in The Gambia

## Project Profile



# Why The Gambia?

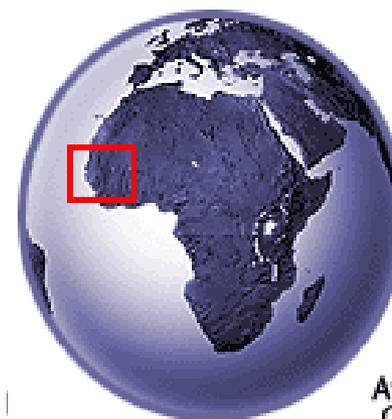
- Situated on the Atlantic coast and with a navigable river that flows more than 1,100km inland, The Gambia is the ideal entry and exit point for West Africa and the Economic Community Of West African States (ECOWAS)
  
- This short document outlines:
  1. **The market opportunity for investment in rearing poultry for eggs**
  2. **The favourable conditions available to investors**
  3. **The support investors can expect to receive**

**The most competitive country in West Africa<sup>1</sup>**

**Average Agriculture Value Added per worker +60% higher than in Senegal<sup>2</sup>**

**Home to the only West African river easily accessible to ocean-going shipping<sup>3</sup>**

**The best agricultural policy framework in West Africa<sup>1</sup>**



1 World Economic Forum Global Competitiveness Report 2012-13  
 2 World Bank, Online Data Resource – latest data (2008-10). Accessed: 8/2/13  
 3. Encyclopaedia Britannica. Accessed: 2/3/13

## Economic indicators

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

# Poultry Rearing in The Gambia

- The Gambia offers the ideal environment for rearing poultry for meat in terms of grazing land, climate, know-how and available skills
- The Gambia is heavily reliant on bird's eggs imports, which increased by more than 41% in value between 2010-11<sup>1</sup>
- This ideal environment is bolstered by political support – and an established target – to increase the supply of livestock products to the tourism sector by 15% by 2016<sup>3</sup>

## KEY FACTS:

- Import values of birds' eggs:<sup>1</sup>
  - 2010: US\$ 658,144
  - 2011: US\$ 932,120
- Agriculture employs 78.6% of the labour force and accounts for 30% of GDP<sup>2</sup>
- Livestock contributes approximately 20% of total agricultural output and just under 5% of the GDP<sup>3</sup>
- Gambia's chicken population (2007): 720,000<sup>4</sup>
- 465 livestock dealers registered with the Gambia Livestock Marketing Agency (GLMA)<sup>5</sup>

1. UN Comtrade. Accessed: 07/03/13

2. GiEPA Agriculture Investment Brochure 2012

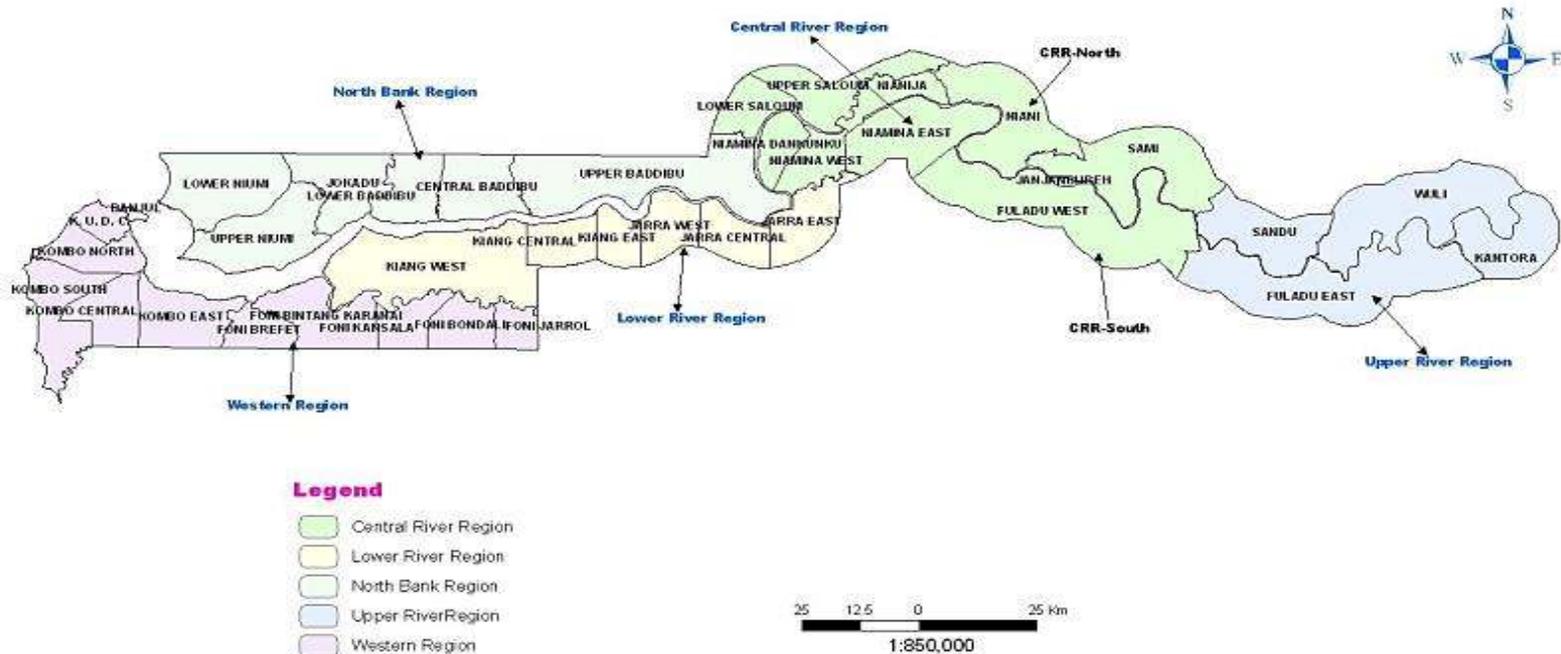
3. Ministry of Trade, Regional Integration & Employment – Medium Term Programme 2013-2016

4. Department of Planning, National Agricultural Development Agency, September 2008. Reported in FAO's Poultry Sector Review Gambia 2008. Accessed: 6/2/13

5. Gambia Livestock Marketing Agency, reported in January 2013

# Locations

- Poultry can be reared in many parts of The Gambia, although the Western Region has the highest concentration of commercial and backyard chickens<sup>1</sup>
- The west coast offers easy access to Banjul port and airport, while the north and south roads and navigable river ensure easy access from the rest of the country



1. FAO Poultry Sector Review Gambia 2008. Accessed: 6/2/13.

Source: GNAIP Agriculture Investment Plan 2011-2015

# Infrastructure

- ☒ Banjul port has a handling capacity<sup>1</sup> of:
  - 48 metric tonnes of bulk cargo per hour
  - 17 container moves (discharging and loading) per hour
  
- ☒ Other new infrastructure / upgrades in development:
  - The Trans-Gambia bridge (completion due 2017)
  - Improved cross-border trunk roads with Senegal
  - Ports Expansion Programme underway – Gambia Ports Authority planning to build a second port on the Atlantic coast
  - Ongoing infrastructure upgrades at Banjul International Airport



# The Gambia's poultry community

- The Gambia is already home to a developed community of stakeholders in the poultry industry (including businesses, industry associations and representative groups) – a few examples of these organisations are displayed below
- The presence of these groups demonstrates The Gambia's attractiveness and potential as a prime location in West Africa for the rearing of poultry for eggs

## EXAMPLES OF ORGANISATIONS:

Gambia Livestock Marketing Agency	Romar Farms Gambia Ltd.	Lammeh Kunda Poultry Farm	Gambia Commercial Poultry Farmers Association
Gambia Farmers Platform	Empass Farm	Rue Chicken Ltd.	GreenGold Gambia Ltd.



## Export agreements

- ☒ Gambian agricultural products can be exported at preferential duty rates and quota free to:
  - ECOWAS markets under the ECOWAS Trade Liberalization Scheme (ETLS)
  - EU market under the Everything But Arms (EBA) Initiative offered by the European Union
  - US market under the African Growth and Opportunity Act (AGOA),
  - India, Brazil and South Korea under preferential duty rates for products from Least-Developed Countries (LDCs)



## Availability of incentives

- A host of incentives are available to investors in the poultry sector, provided certain criteria relating to investment value and job creation are met.<sup>1</sup> These incentives include:
  - **Tax Holiday:** tax breaks on corporate and turnover tax, withholding tax on dividends and for a period of 5-8 years, depending on the project's location
  - **Import Tax Incentives:** Exemption from payment of import tax on direct inputs for the project (e.g. agricultural machinery)
  - **Export Incentives:** Exemptions / reductions on corporate and turnover tax, exemption from Excise Duty and Sales Tax on goods produced or imported within the Export Processing Zone (EPZ) for processing and export – depending on proportion of goods exported
  - **No export tax on agricultural products**

1. To access incentives, a new investment must be worth at least US\$250,000 and lead to the creation of at least five jobs in the agriculture sector. Source: GIEPA Regulations 2012. More information on criteria available from GIEPA.

# Operating costs

- The Gambia has by far the most efficient labour market in West Africa<sup>1</sup> and offers competitive costs in key areas such as agricultural labour
- Preferential rates for key utilities such as energy and water are offered to operators in the agricultural sector

## INDICATIVE KEY COSTS:

- Average daily wages for unskilled labour hover between US\$2-4 a day<sup>2</sup>
- Energy: 9.10 GMD / kWh: (agriculture tariff)<sup>3</sup>
- Water: 10.37 GMD / cubic metre (agriculture tariff)<sup>3</sup>
- Key taxes: - Corporate: 32% (exemption possible)  
- Income: up to 30%  
- VAT: 15%

1. World Economic Forum Global Competitiveness Report 2012-13

2. Program for Accelerated Growth and Employment 2012-15

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 Gambia National Agricultural Investment Programme (GNAIP) 2011-2015 is the national strategic framework for accelerated growth, poverty reduction as well as food, nutrition and income security
- The Government has identified the promotion of commercial investment in livestock production as a key measure for adoption<sup>1</sup>
- The Government also plans to:
  - Increase the number of accredited laboratories – supported by the EU-funded West African Quality Programme
  - Establish the Gambia Food Safety and Quality Agency (GFSQA), following the passing of the GFSQA Act in 2011



## 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

## **STRONG DEMAND AND PRODUCTION POTENTIAL:**

- Egg imports grew by more than 41% from 2010-2011
- 465 livestock dealers registered nationally
- Government target of 15% increase in the supply of livestock products to the tourism sector by 2016

2

## **COMPETITIVE INVESTMENT ENVIRONMENT:**

- Best agricultural policy framework and the most competitive economy in West Africa (WEF 2012)
- West Africa's most efficient labour market (WEF 2012)
- Lower political risk than neighbouring countries (Maplecroft)

3

## **STRONG AND IMPROVING INFRASTRUCTURE:**

- River Gambia - easily accessible to ocean- going shipping
- Efficient port with competitive costs (fixed unit tariff system)
- New and upgrade projects underway, improving transport links with ECOWAS markets

4

## **ATTRACTIVE INCENTIVES, COMPETITIVE COSTS**

- Generous incentives for poultry rearing
- Competitive costs
- Strong political support for livestock investment and production
- Comprehensive guidance and support from GiEPA



For further information, contact:

Chief Executive Officer  
Gambia Investment And Export Promotion Agency (GiEPA)  
GiEPA House  
48 Kairaba Avenue, Serrekunda, K.S.M.D., P.O.Box 757, Banjul, The Gambia  
[info@giepa.gm](mailto:info@giepa.gm)  
Tel. +220 4377377 / 78  
[www.giepa.gm](http://www.giepa.gm)

