



AFRICAN DEVELOPMENT BANK GROUP

# Regional Conference on Competitiveness in West African Francophone Countries

Abidjan, Côte d'Ivoire: March 23, 2016

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## 1. Introduction

The regional workshop in Competitiveness in the Francophone West African countries, hosted by the African Development Bank, was the third in a series of four regional workshops held between Q3/2015 and Q2/2016 to provide a forum for discussion based on the key findings of the *Africa Competitiveness Report 2015*, published by African Development Bank, the Organisation for Economic Development and Cooperation, the World Bank and the World Economic Forum. The first workshop was held in EAC East Africa in October 2015, followed by North Africa and West Africa in March 2016, and SADC in April 2016, with the findings to be presented at the World Economic Forum on Africa in Kigali May 2016.

The purpose of the workshop was to bring together policy-makers, business leaders, development practitioners and other key stakeholders from Francophone West Africa to discuss and debate how competitiveness can be enhanced and policies coordinated at regional level.

## 2. Opening session

[Mr. Janvier Liste \(O.I.C Chief Economist and Vice-President of the African Development Bank \(AfDB\)\)](#)

This edition of the Africa Competitiveness in Africa is entitled "Transforming African Economies". As noted in this report, the Francophone countries in West Africa have experienced a strong economic growth in 2015 (with average rate of 5%). This performance should be commended because it is achieved despite the Ebola crisis. The progress is due in parts to the implementation of reforms and improvement of the business climate. However, challenges remain and the region is not very competitive. The African Development Bank (AfDB) has developed its ten years strategy around five main areas: Light up and Power Africa, Feed Africa, Industrialize Africa, Integrate Africa, and Improve the quality of life of the people of Africa.

These priorities are in line with those aimed at improving competitiveness in Francophone West Africa. Access to energy will indeed improve overall productivity and by extension competitiveness. Then, the improvement of the agricultural sector through increased incomes of smallholder farmers will promote production in this key sector. The development of the industrial sector through the transformation of goods will be an advantage for competitiveness in Africa. It would also promote greater regional integration in Africa and international integration of the continent. Finally, taking advantage of the demographic potential of Africa and fighting against unemployment especially of young people, will not only lead to an increase of productivity in Africa but also improving the quality of life.

## Mr. Jean-Claude Brou (Minister of Industry and Mines, Côte d'Ivoire)

In an increasingly competitive world, competitiveness is a major challenge for African countries. They must indeed improve the quality and efficiency of their institutions, develop their infrastructures (with a deficit of \$ 90 billion per year for the continent), encourage technological innovation and enhance its regional integration. As stated above, Africa has made progress in terms of growth, even if it suffers a slight decline in 2015. However, this upward trend is expected to continue in 2016/17. Performance has also been made at the institutional level (better governance) and in terms of human development. Yet, the continent is less competitive. This paradox is explained in part by the high costs of factors of production, the inadequate training of the workforce, the lack of investment in research and development (R&D). Lack of access to financing and integration of SMEs in formal markets and a low share in international trade participation are also factors explaining low competitiveness. Faced with all these weaknesses, Africa must strengthen its efforts and develop value chains. For the continent, sustainable and inclusive growth requires a boost in productivity and improved competitiveness. That is why this workshop is expected to make concrete proposals on competitiveness in Francophone West Africa.

The President of the Republic, Mr. Alassane Ouattara is committed to making Cote d'Ivoire an emerging country. To this end, in 2012 (a year after his election) a strategy was put in place. This enabled an improvement in growth to 9% per year and a cumulative increase of 22% of GDP/capita. The investment rate increased from 12% in 2012 to 17% in 2015 and private investment rose by 3 points during the same period. Those achievements are results of all the reforms implemented by the Ivorian government. Côte d'Ivoire is in the top 10 of Doing Business "reformers" in the World; gaining 10 places in ranking in the last 5 years. The country also improved its global competitiveness ranking (GCI), gaining 24 places between 2014-2015 and 2015-2016 editions. While these results are encouraging, efforts are still required in some areas. Indeed, corruption is a real problem and is a hindrance to competitiveness. This is why Côte d'Ivoire is now a member of the Open Government Partnership. Furthermore, an improvement in human capital is needed to contribute to the structural transformation of the Ivorian economy. The preservation of the environment is also an important factor to consider. Finally, it is imperative that the Côte d'Ivoire continues its reforms for competitiveness.

### 3. Plenary Session: Competitiveness in West Africa, the general trends

#### Introduction (Abebe Shimeles, Ag. Director, Department of Research and Development)

The Africa Competitiveness report is one of the most visible publications produced by the Bank in cooperation with the World Economic Forum, the World Bank and the Organization for Economic Cooperation and Development (OECD). It is a relevant tool for policy-makers in that it shows information on the current

situation in terms of competitiveness for African countries. It is also a document of exchange and discussion to find solutions to developmental issues.

### [Presentation \(El-Hadj Bah, Principal Research Economist \(ADB\)\)](#)

The presentation is divided into three main parts. The first part is an overview of the economy in Francophone West African countries. The second part deals with the competitiveness in the region. For this purpose, a ranking of the competitiveness of countries is provided. The last part explains the ranking and discuss the challenges faced the francophone countries in West Africa in terms of competitiveness.

#### [Francophone West Africa: Overview](#)

Francophone West Africa has 8 countries: Benin, Burkina Faso, Côte d'Ivoire, Guinea, Mali, Niger, Senegal, and Togo. The population in this region is about 120 million. Gross Domestic Product (GDP) was USD 72 billion in 2014 with Côte d'Ivoire, representing a third of total GDP of the region. Despite strong economic growth over the last decade, income per capita has barely increased from 1970 given high population growth and large variation in development paths. While Burkina Faso increased its per capita income 2.35 times, those of Côte d'Ivoire and Niger declined to 75% and 63% of their values in 1970, respectively.

#### [Competitiveness:](#)

The World Economic Forum uses the Global Competitiveness Index (GCI) to measure competitiveness. It is defined as a set of institutions, policies and factors that determine the productivity level of a country. In turn, productivity determines long run prosperity. The GCI is an aggregated rating of 12 pillars. The first 4 pillars are the basic requirements that lays the foundation for a competitive economy. They are quality of institutions, infrastructure, macroeconomic environment, health and primary education. The following 6 pillars are sources of efficiency that boost competitiveness: higher education, efficiency of product markets, efficiency of the labor market, development of financial markets, technological readiness, and market size. Finally, the last two pillars relate to innovation and business sophistication. Note that the importance of these factors varies according to the country's level of development. In the case of the francophone countries in West Africa, the basic requirements are still very important.

In general, the countries of sub-Saharan Africa are poorly ranked. Francophone West Africa's is doing poorly in all pillars of competitiveness but the greatest challenges relate to infrastructure, tertiary education and training, technological readiness, market size and innovation. It was recognized that the performance of francophone West Africa remains below its potential although Cote d'Ivoire has seen a significant improvement in its ranking, gaining 24 places in the 2015-2016 ranking. Accordingly, Côte d'Ivoire stands out in most pillars, followed by Senegal, Benin, Mali and Guinea.

## Transforming African economies

The structural transformation of African economies hinges on improved productivity and competitiveness. We note that the share of agriculture in different economies has decreased, then stabilized in most cases. However, the agricultural sector still employs the majority of the workforce. Thus, there is low productivity in the agriculture. There is also a decline in the share of the manufacturing sector, a process of deindustrialization. This is somewhat atypical in so far as these countries have not reached the level of development required to explain such deindustrialization. Finally, there is a steady increase in the share of services in GDP. However, given low productivity in some sub-sectors in services, such as wholesale and retail trade, this pattern of structural transformation will not increase overall productivity.

The lack of agricultural development is explained by the absence of appropriate production techniques (irrigation, fertilizers ...), low agricultural processing and the lack of research and development (R & D) and innovation. The decline of the agricultural sector is also due to the limited access to arable land in some countries and lack of financing. To improve production and productivity, there is a need to increase value chain integration with greater synergy between large transformation companies and smallholder farmers. In addition, institutions and policies supporting the sector need to be adapted to particulars of the sector. Moreover, the development of transport and logistics infrastructure will be crucial to improving competitiveness in the sector. The report recognizes the increasing share of services in exports but also recognizes its indirect role as most manufactured good exports utilize a large share of business services. Thus maximizing benefits from the sector requires integration into regional and global value chains as well as supportive regulatory environment.

The main messages of the report are:

- Countries need to improve the institutions, infrastructure and human capital in order to fully benefit from advances in information and communication technologies.
- Countries need to diversify their economies in order to increase productivity and long-term growth
- There is a need for greater integration in value chains and emphasis on industrialization

## 4. Panel discussion I: Trade of services and value chains, an opportunity to improve regional competitiveness

**Speakers:**

Mr. Jean-Louis Billon (Minister of Trade, Côte d'Ivoire)

Evelyn Tall-Daouda (Deputy General Manager, Ecobank Transnational Incorporated, Togo)

Mr. Seybou Souley (Chairman of the Business Council, Niger)

Mr. Gabriel Curtis (General Director of the Private Investment Promotion Agency, Guinea)

### Discussion among panelists

Mr. Billon, Minister of Commerce of Côte d'Ivoire, was the first speaker. He said the results of this report are shocking but are the result of a proper diagnosis. Indeed, some years ago Côte d'Ivoire was not even part of the ranking. Subsequently, it joined the ranking, although poorly placed. Today, the best economic health of Côte d'Ivoire is transcribed in the rankings. However, this country and all other countries in Francophone West Africa remain at very basic levels in terms of competitiveness (below international standards). According to him, one of the reasons for this poor performance is not only access but high costs of financing, with lending rates around 13%. From this perspective, the challenge is to raise both the public and private levels of investment. Moreover, security is becoming, a challenge for the region and it is increasing the costs of doing business.

Regarding access and the cost of financing, Mrs. Tall-Daouda from Ecobank stressed 5 basic facts. The first is that financing needs are large. Indeed, the banking industry injects annually \$900 billion into African economies, compared to 50 billion from Official Development Assistance (ODA). It has also been noted that there is an infrastructure deficit of 90 billion per year. With those numbers, it is imperative to increase local funding and catalyze local savings in financing the development of the continent. To this end, the savings from insurance companies, pensions or savings of the diaspora, need to be injected to the economy through the banking sector. The second point is that the banking sector is not the only source of financing. There are, indeed, venture capital, stock exchanges and private equity (PE) funds. Financial education is therefore necessary. Third, the quantity but also the quality of intermediation is important. But in a highly regulated industry, it is difficult to introduce accommodating policies to improve the quality of intermediation (Basel II and III). However, the cost of finance is explained in part by the Business Climate. This is why a real dialogue between bankers and regulators is necessary. Fourth, integration and harmonization between the regions must be addressed because it would lower the cost of finance. She note that some countries among Francophone countries are not part of the UEMOA. Finally, the fifth point, the bank is a service that operates locally and within a given environment. At this level, other intermediaries and indirect services should be improved to ensure the proper functioning of banking services. The funding issue is also related to the quality of other services.

Mr. Souley, from Niger, noted that there are a number of things to improve in Niger. Among these are banking regulations, the complexity of the tax system, which is a basic imitation of the French without taking into account local realities, and an inadequate training of the workforce.

Finally, Mr. Curtis, Director of the Agency for Private Investment Promotion in Guinea noted that there is a mismatch in models of development. Indeed, Africa is at "pre-industrial" stage but it is trying to implement solutions of post-industrial societies. It raises the question whether there should be a different way to assess the performance of African countries. He then stated that in Guinea, everything is a priority although the focus is on energy, agriculture and infrastructure. In addition, Guinea has an extremely young population (85% of the total population is below 25 years). If a solution is not found to increase youth employment, this population will be a time bomb. Moreover, the share of agriculture was 20% of GDP while 60-70% of the active population works in the sector. Hence, there is low productivity in such an important sector and there is a great need to develop value chains. Guinea is also trying to diversify its economy away from the heavy reliance on mining.

Given the complexity of development challenges faced by some countries such as Guinea, Mrs. Tall-Daouda raised the question whether it is not wise to focus on several competitiveness pillars instead just focusing on the basic requirements. She also came back to her earlier intervention to emphasize that financial regulation is necessary but stringent regulation can hamper development. For instance, transferring funds across countries is a slow process and a real problem. Mr. Curtis responded that this problem could be resolved through new technologies and innovations in general (mobile telephony).

Mr. Souley stressed the fact that inefficient public administration is a cause for poor performance of African economies. Lack of adequate skills and high levels of corruption among public bureaucrats is an obstacle to private sector development. This is why it is imperative to fight corruption.

### Interventions of the audience

Mr. Ismael Cissé, financial adviser with Sirius Capital, described the role of his company, which is to help Micro, Small and Medium Enterprises (MSMEs) find adequate financing. He reiterated the important message of Ms. Tall-Daouda: banks are not the only source of funding. However, the problem remains the same for other financiers: often MSMEs lack the capacity to prepare bankable projects and capacity building is key to improving access to finance. In addition, because of high transaction costs, MSMEs are not targeted by PE funds.

Mrs. Hamsetou Madeleine Ouedraogo, a member of the Association Koom questioned Ms. Tall-Daouda on the strategy of Ecobank for women in rural areas, noting that Ecobank acquired the Agricultural Bank of Burkina a few years ago. Indeed, women play a vital role in agriculture and must make long and arduous

chores. Acquisition of farming machinery would allow women to lighten their loads and increase productivity. However, only a few female farmers have access to financing. Mrs. Tall-Daouda responded that Ecobank Burkina Faso aims to provide the economy with the necessary funding for its development. This also applies to the agricultural sector where Ecobank Burkina is the leader in financing cotton farming. However, low access to financing is not only an issue of the Banks but the business environment and risks profiles in the sector play an important role as well. There is need for greater dialogue between Banks and farmers to find acceptable solutions.

### **Conclusion of the Panel**

There are considerable issues in undertaking adequate reforms, effective implementation and monitoring of regulations and policies for improving the business environment. This requires effective government intervention. Moreover, there needs to be more capacity building for MSMEs and greater public-private partnerships.

### **Summary of proposals made by the panel 1**

- Put in place mechanisms to finance value chains
- Reduce the costs of credit
- Look beyond banks to finance the real economy e.g. Venture Capital, Private Equity, bonds
- Improve the regional business environment through (let us mention specific areas that need to be addressed)
- Improve the SMEs' ability, through training, to prepare bankable projects and access regional financing
- Mobilize domestic savings to finance the real economy

## 5. Panel II discussion: Enhancing regional competitiveness through the transformation of the agricultural sector

### **Speakers:**

Madame Hamesatou Madeleine Ouedraogo (Koom Association for self-promotion of women in Burkina Faso, Burkina Faso)

Mr. Jean-Baptiste Satchivi (President of the Chamber of Commerce and Industry of Benin, Benin)

Mr. Emmanuel Essis (Chief Investment Promotion Centre in Côte d'Ivoire, Côte d'Ivoire)

Mr. Oumar Sarr (Secretary General of the Agency for the Promotion of Investment and Major Works, Senegal)

Ms. Ouédraogo, the first speaker, began her remarks with the following observations: African economies are in a situation where African populations starve. It is therefore imperative that the government, civil society and development actors meet to find a solution to achieve food self-sufficiency. Then, she noted that in her country, Burkina Faso, women represent 52% of the population and account for 85% of agricultural production. In addition, farmers, in general, and women farmers, in particular, are facing major challenges:

- Low rainfall;
- The lack of agricultural machinery and more generally the lack of agricultural mechanization which keeps African agriculture to the level of subsistence agriculture;
- Low access and high costs of financing for women in particular;
- Low access to land for women. This problem is also the result of cultural practices that restrict access to land for women;
- Low access to processing plants to bring some added value to agricultural production;
- Lack of training related to agricultural techniques and land rights.

Once these identified challenges are solved, it is also necessary to address:

- The installation of bulk purchase counters to allow women to sell agricultural products more easily;
- The reintroduction of skills and technical training as early as primary school

Moreover, governments should undertake protectionist policies for some agricultural products in order to discourage importation and promote local production and consumption of those products. In addition, a number of trees should be protected (*shea, gum arabic, monkey bread*, etc.). Finally, it seems necessary to create links between small producers and large producers.

The second speaker, Mr. Satchivi, underlined the need to make agriculture a social, political and economic necessity. Then he noted that Africa has a business model that has not changed for more than four centuries and remains focused on the exploitation of resources to meet international needs. This explains the fact, despite having the best arable lands, Africa does not produce enough to feed itself. Overall, Africa has no self-sufficiency in food despite this being within reach given its agricultural potential. For example, one of the

objectives set by the World Health Organization (WHO), "one person, one egg per day" is far from being achieved. Indeed, in rural areas, the consumption is only 30 eggs / year. In addition, Mr. Satchivi agreed with Ms. Ouédraogo that women are much more active in agricultural production, but unfortunately they are poorer and less educated.

Given these facts, Mr. Satchivi made the following recommendations:

- Policy makers must realize that Africa's development will be led by the agricultural sector and we have sufficient resources to achieve this goal;
- Africa needs men but also of women trained in farming techniques;
- Training should also be in the use and maintenance of agricultural machinery;
- Support to agriculture and farmers should not be dependent on political relations;
- It is essential to facilitate access to finance and lower interest rates because agriculture cannot be financed like other sectors such as trade, for example;
- Development agencies should assist in the creation and implementation of the most suitable financial products;
- It is essential to have strong political will and good agricultural policy to transform the sector

Finally, Mr. Satchivi stated that we need to go back to the basics and remember that agriculture should be used to feed people. We also need to mix traditional and modern agricultural techniques. Public Private Partnerships (PPP) will be important and necessary for the transformation of the agricultural sector. The state must manage land, instead of communities, to facilitate acquisition of large surfaces by commercial investors. The businessmen should also work with researchers to develop African agriculture. Furthermore, Mr. Satchivi considers that very often in Africa, our problem is not to produce the goods, but especially to know which goods to produce. Indeed, in the French-speaking West Africa region, eating habits does not differ significantly; this is why the first market should be the regional market. It is then possible for each country in the sub-region to specialize in order to allow trade in the region. In addition, we must ensure effective regulation. For instance, regulations implemented by UEMOA on egg production, meat and fish are so poorly designed and implemented that they have benefited the importers instead of the intended target, the producers.

Mr. Essis stressed key factors to improve the competitiveness of countries:

- The political will to invest in the agricultural sector, to raise obstacles in the land and move towards industrialization of the sector;
- Create a better business environment by reducing production costs, shorten times for procedures and facilitate access to finance;

- Rational use of natural resources with an objective of sustainable development;
- A skilled workforce, adapted to the needs of the sector;
- Use more modern agricultural machinery to lower production costs;
- Attract foreign direct investment (FDI) in the sector to benefit from technology transfers;
- Increase public investment in technology and research.

Finally, Mr. Sarr stated that African agriculture is subsistence farming, low-yielding and often of a quality that does not meet international standards. Therefore, it cannot be competitive. He also noted that many of our countries including his own, Senegal, are net importers of agricultural products. According to Mr. Sarr productivity can be an indicator of competitiveness and a number of factors explain the low productivity in the sector:

- Low use of agricultural inputs (e.g fertilizers);
- Low adoption of new technologies;
- Poor management of natural resources;
- Lack of proper practices in handling, processing products, and adding post-harvest value;
- Low rainfall in some countries given the small share of irrigated agriculture;
- The low rate of investment in agriculture; moving from subsistence agriculture requires substantial investments;
- Inappropriate policies (e.g often not adapted to the local needs)). It is important that the priority of the agriculture sector be feeding local populations.

He also explained that we are giving our lands to foreigners because we have no resources to exploit them. In Senegal, the State has invested a lot to irrigate land which is not fully exploited by the farmers because of lack of resources. Therefore, the State has set up a system that allows farmers to share their land with investors. This enables local farmers to have resources to exploit a share of their land.

### **Summary of proposals made by the panel 2**

- Have political will and put in place good agricultural policies and enhance cooperation between countries;
- Promote access to land and credit for women in rural areas;
- Train both men and women to agricultural techniques and product transformation technologies;
- Create storage and processing units for agricultural products;

- Increase the countries' production by improving the seeds through R&D and by training producers on new techniques to reach their full potential
- Promoting mechanization in the agricultural sector by facilitating the acquisition of machinery (credit, subsidies, tax relief, etc.)
- Create commercial counters and/or commodity markets to facilitate access to market
- Offer affordable financial products that are tailored to agricultural needs

## 6. Group discussions on competitiveness in West Africa

Four discussion tables were setup to address a series of issues related to the challenges and priorities for improving competitiveness. Each table proposed a set of recommendations to improve competitiveness in Francophone countries in West Africa.

### Result of group discussions

#### Table 1: the role of the public sector

To improve competitiveness in Francophone West Africa, the public sector should:

- Improve the effectiveness of institutions and establish good governance;
- Simplify administrative procedures, use information and communication technologies (ICT) for some procedures. This would also reduce corruption;
- Increase public-private dialogue to promote the creation of joint enterprises (PPP).

#### Table 2: the role of the private sector

The private sector, particularly the banking sector plays a vital role in competitiveness. It must:

- Ensure that funding is channeled to key priority sectors;
- Ensure that interest rates are consistent with projects' rates of return (especially in agriculture)
- Diversify sources of funding;
- Greater assistance to entrepreneurs; Development Financial Institutions have a role to play.

#### Table 3: infrastructure finance

The lack of infrastructure in Francophone West Africa is clearly a hindrance to competitiveness. This is why it should:

- Improve the regulation and preparation of PPP projects taking into account the need of profitability of the private sector;

- Ensure that infrastructure contracts have quality assurance clauses;
- Create autonomous funds for infrastructure maintenance

#### Table 4: Regional Integration

Regional integration is a prerequisite for competitiveness in Francophone West Africa. To reinforce this integration among countries, should:

- Train and educate traders on customs arrangements and procedures to facilitate transactions;
- Increase production of the countries;
- Create a regional commodity market ;
- Improve infrastructure.

## 7. Conclusions

The conference was concluded by Mr. Issa Faye and Mrs. Dia Kamgnia who both thanked the participants and emphasized the importance of the results of these exchanges for the ADB and its partners.

## Annex 1: program

Temps	Activité	Remarques
08.30 – 09:00	Enregistrement et café	
09.00 – 09.25	Allocutions d'ouverture	Introduction du modérateur : Madame Madeleine Mukamabano <ul style="list-style-type: none"> <li>• <i>Janvier Liste, Vice-President p.i, Banque africaine de développement</i></li> <li>• <i>M. Jean Claude Brou, Ministre de l'industrie et des mines, Côte d'Ivoire</i></li> </ul>
09.30 – 10.15	Session plénière « La Compétitivité en Afrique de l'Ouest : Les tendances générales »	Introduction: Abebe Shimeles, Directeur p.i. / Issa Faye, Manager Département de la Recherche sur le Développement (BAD) Présentation : El-Hadj Bah, Économiste principal de recherche (BAD)
10.15- 10.30	Pause-café	
10.30 – 12.00	Discussion de panel « Le commerce des services et les chaînes de valeur : une opportunité pour améliorer la compétitivité régionale » Modérateur : Madeleine Mukamabano	Introduction du modérateur : Madame Madeleine Mukamabano <ul style="list-style-type: none"> <li>• <i>M. Jean Louis Billon, Ministre du commerce, Côte d'Ivoire</i></li> <li>• <i>M. Alioune Sarr, Ministre du commerce, du secteur informel, de la consommation, de la promotion des produits locaux et des PME, Sénégal</i></li> <li>• <i>Madame Evelyn Tall-Daouda, Directrice Générale Adjointe, Ecobank Transnational Incorporated, Togo</i></li> <li>• <i>M. Seybou Souley, Président du patronat du Niger, Niger</i></li> <li>• <i>M. Gabriel Curtis, Directeur Général de l'Agence de Promotion des Investissement Privés, Guinée (A Confirmer)</i></li> </ul>
12.00 – 13.00	Déjeuner	Déjeuner-buffet
13.00- 14:30	Discussion de panel « Améliorer la compétitivité régionale à travers la transformation du secteur agricole. » Modérateur : Madeleine Mukamabano	Introduction du modérateur : Madame Madeleine Mukamabano <ul style="list-style-type: none"> <li>• <i>M. Jean Claude Brou, Ministre de l'industrie et des mines, Côte d'Ivoire (à confirmer)</i></li> <li>• <i>M. Ndiogou Diouf, Directeur de Cabinet du Ministre de la Promotion des Investissements, Senegal</i></li> <li>• <i>Madame Madeleine H. Ouédraogo, Association KOOM pour l'auto promotion des femmes du Burkina Faso, Burkina Faso</i></li> <li>• <i>M. Jean Kacou Diagou, Président exécutif de NSIA et Président de la Confédération générale des entreprises de Côte d'Ivoire (CGECI, CEO Association), Côte d'Ivoire</i></li> <li>• <i>M. Jean-Baptiste Satchivi, Président de la chambre de commerce et d'industrie du Bénin</i></li> </ul>

14:30-14:45	Pause-café	
14.45 – 15.30	Discussions de groupe	<p>Modérateur : Pr. Bernadette Dia Kamgnia, Directeur p.i. Institut Africain de Développement</p> <p>Les discussions de groupe se concentreront sur la compétitivité en Afrique de l'Ouest. Chaque table abordera une série de questions relatives aux défis et aux priorités pour l'amélioration de la compétitivité.</p>
15.30 – 16.00	Résultats des discussions	Les porte-paroles de chaque table rendront compte des résultats de leurs discussions.
16.00 – 16.45	Commentaires sur les propositions	Réactions des participants et discussion des prochaines étapes.
16:45-17:00	Conclusions	<p>Conclusions :</p> <ul style="list-style-type: none"> <li>• Issa Faye, Manager Département de la Recherche sur le Développement (BAD)</li> <li>• Charles Lufumpa, Économiste en Chef et Vice-président p.i</li> </ul>

## Annex 2: List of participants

	Noms	Fonction/Titre	Institution	Pays
1	Kassi Jean Claude Brou	Ministre de l'industrie	Ministère de l'industrie et des mines	Côte d'Ivoire
2	Jean Louis Billon	Ministre du commerce	Ministère du commerce	Côte d'Ivoire
3	Roseline Ghouthon		Ministère du commerce	Côte d'Ivoire
4	Kone Ahmed		Ministère du commerce	Côte d'Ivoire
5	Jean Benoit Papa Nouveau		Ministère du commerce	Côte d'Ivoire
6	Dr Tano Paulin		Ministère de l'industrie et des mines	Côte d'Ivoire
7	Effoli Edmond		Ministère de l'industrie et des mines	Côte d'Ivoire
8	Guy Kouassi Anibe		Ministère de l'industrie et des mines	Côte d'Ivoire
9	Tanoe Kouassi Alain		Ministère de l'industrie et des mines	Côte d'Ivoire
10	Doffou Paul Nogues Atte		SCRP Ministère du Commerce	Côte d'Ivoire
11	Michel Diouro		SCRP Ministère du Commerce	Côte d'Ivoire
12	Sobo Yatte		SCRP Ministère du Commerce	Côte d'Ivoire
13	Dominique N'guessan		SCRP Ministère du Commerce	Côte d'Ivoire
14	Rodrigue Esse		Ministère de l'industrie et des mines	Côte d'Ivoire
15	Emmanuel Essis	Directeur Général	Centre for Promotion of Investments In Côte d'Ivoire (CEPICI)	Côte d'Ivoire
16	Salomon Bieffo Akre	Directeur	Planification, des Etudes et de la Statistique, CEPICI	Côte d'Ivoire
17	Marina Assoumou N'Dri	Special Auditor Financial	Deloitte	Côte d'Ivoire
18	Liliane Boa		Deloitte	Côte d'Ivoire
19	Hien Sie	Directeur	Port Autonome de Côte d'Ivoire	Côte d'Ivoire
20	Philippe Brizoua Kouamé	Directeur	Antenne Nationale de Bourse de Côte d'Ivoire	Côte d'Ivoire
21	Dr Coffie Francis José Nguessan		CIRES	Côte d'Ivoire
22	Dramane Ouattara	Territory Manager		Côte d'Ivoire
23	Ouagnimin Sorho	Président	Youth entrepreneurship for emerging Africa/ DG Ekiptech	Côte d'Ivoire
24	Technicien		ANOPACI	Côte d'Ivoire
25	Véronique N'DRI	Présidente	Plate-Forme des Agricultrices	Côte d'Ivoire
26	Franck Kie	Curator	Global Shapers Hub	Côte d'Ivoire
27	Germain Yao		Chambre de commerce	Côte d'Ivoire
28	Ismael Cisse		Sirius capital	Côte d'Ivoire
29	Oumar Sarr	Secrétaire Général	APIX	Sénégal

30	El Hadj Ndiogou Diouf	Directeur de Cabinet	Ministre de la promotion des investissements	Sénégal
31	Penda Toure	Chef de cabinet	Ministre de la promotion Mali	Mali
32	Aimé Zinck	Vice-Président	Organisation patronale des industriels	Mali
33	Binta Diakité	Chargée de promotion	API	Mali
34	Gabriel Curtis	Directeur Général	Agence de promotion des investissements privés	Guinée
35	Mohamed Abdallah Cherif	Président	Groupe des Hommes d'Affaires Organisés	Guinée
36	Mohamed Bénogo Conde		Confédération Patronale des Entreprises de Guinée (CPEG)	Guinée
37	Evelyn Daouda Tall	Directeur Général Adjointe	Ecobank	Togo
38	Hamsétou Madeleine Ouédraogo		Association KOOM pour l'autopromotion des femmes du Burkina	Burkina Faso
39	Hassane Mahamadou Almoctar		Chambre de Commerce, d'Industrie et d'Artisanat	
40	Seybou Saley	Président	CNP	Niger
41	Jean-Baptiste Satchivi	Président	Chambre de Commerce, d'Industrie	Bénin
42	Raymond Adjakpa Abile	Chargé de Mission	Chambre de Commerce, d'Industrie	Bénin
43	Dr. Philippe Emmanuel Johnson		CNP	Bénin
44	Vanessa Mounzar	Government Relations	World Economic Forum	
45	Barack Hoffman		World Bank	
46	Babajide Fawole	Business Relations	World Economic Forum	
47	Janvier Litse	Vice President (Ag.)	AfDB	
48	Abebe Shimeles	Director (Ag.), Development Research Department	AfDB	
49	Issa Faye	Manager, Development Research Department	AfDB	
50	Jennifer Mbabazi Moyo	Principal Research Economist	AfDB	
51	El-hadj Bah	Principal Research Economist	AfDB	
52	Sandrine Alissoutin	Senior Research Economist	AfDB	
53	Carolin Kouyate	Young Professional	AfDB	
54	Betty Camara	Intern	AfDB	
55	Bernadette Dia Kamgnia	Director (Ag.), African Development Institute	AfDB	
56	Nkoanyane Sebutsoe	Senior Training Officer	AfDB	
57	Joëlle Béché	Training Assistant	AfDB	
58	Tiguene Nabassaga	Consultant, AfDB	AfDB	
59	Cherif Diagne	Consultant, AfDB	AfDB	

		Communications and External Relations Department		
60	Roland Tayoro		AfDB	
61	Moussa Kone	Chargé de Protocole, Privilèges & Immunités	AfDB	
62	Meher Boufares	Protocol Assistant	AfDB	
63	Mamadou Toure	Presse	Africa	
64	Salif Yalekoue Antoine Ano	Presse	Apa News	
65	Amoh Saliou	Presse	Apa Photo	
66	Kouakou Ferdinand	Presse	APA TV	
67	Sylvain N'guessan	Presse	Continental News	
68	Franck Adjaba	Presse	Fonds Gari	
69	Guy Assane Yapi	Presse	Fraternite Matin	
70	Anoh Kouao	Presse	Fraternite Matin	
71	Enoh Eric	Presse	Info News	
72	Kone Vaffi	Presse	KIT	
73	Coulibaly Fanta	Presse	le banco.net	
74	Jean Eric Adingra	Presse	Le Patriote	
75	Gomon Edmond	Presse	Notre VOIE	
76	Guie Zean Rene	Presse	ONU	
77	Ouehi Mabilia Claude	Presse	ONUCI FM	
78	Coulibaly Kazana	Presse	Prestcom	
79	Lancine	Presse	RTI1	
80	Christelle N'dah	Presse	RTI	
81	Tavares Eric	Presse	Ubuntu Capital	

Annex 3: Photos



