

TOGO



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WEST AFRICA**



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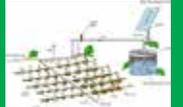


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HAND OPERATED OIL EXPELLER

FROM THE PRESIDENT'S DESK



H.E. MR. FAURE ESSOZIMNA GNASSINGBÉ
President of the Republic of Togo

TOGO, LAND OF INVESTMENT

“Togo will remain a welcoming, hospitable land, its people open and tolerant. From that perspective, we intend to promote an economy that offers facilities to those who choose to establish themselves or to invest in our country.”

FOREWORD



 **MR. KANYI GALLEY LOGOSU-TEKO**
Charge d'Affaires of the Embassy of the
Republic of Togo

On behalf of the President of the Republic of Togo, His Excellency Mr. Faure Essozimna GNASSINGBE, the Government and the People of Togo, I would like, first of all, to thank you for your interest in my country Togo and its economy.

I would also like to avail myself of this opportunity to thank the Indian Government and the Community of Indian businessmen for their commitments alongside the Togolese Authorities in the implementation of the ambitious development programs in Togo, and salute once again the excellent relations of friendship and cooperation between Togo and India as a token of the steady determination of our two Governments to promote a dynamic South-South cooperation and work towards the improvement of the constant well-being of their people.

Following the path redefined by the 3rd India-Africa Forum Summit of October 2015, the participation of an important Togolese delegation chaired by Mrs. Bernadette Essossimna LEGZIM-BALOUKI, Minister of Commerce, Industry and Promotion of Private Sector and Tourism, in the 12th CII-EXIM BANK CONCLAVE to be held on 09th - 10th March 2017 in New Delhi is very significant, as well

as the participation of Colonel Ouro-Koura AGADAZI, Minister of Agriculture, Husbandry and Hydraulic.

And this is reflecting in the content of the list of the Togolese projects to be presented and discussed through various subjects such as agriculture and food processing, electrification, business management, health, water scheme, tourism and hotel infrastructures and capacity building, road infrastructures and others.

I would also like to seize this opportunity to comment why Indian investors should come to Togo.

Thanks to the socio-political stability and the commitment of citizen and actors of both political and civil society, the strategy of the Government, drawing lessons from its recent past, is to continue to strengthen the democratic gains under the democratic and economic governance, to develop and modernize the infrastructure while relying on the growth sectors of mining, renewable energy, tourism, culture, telecommunications, SMEs / SMIs and agriculture in order to fund more sectors like social/health, education and water resources for the benefit of the people.

Thus, since 2005, under the leadership of His Excellency Faure Essozimna GNASSINGBE, President of the Republic of Togo, various successive reforms in the economic and financial sectors and in the political and social field have been made to create a new country reconciled with itself and with its partners. The economic consolidation of the structuring sector of the economy is a "must have" not only in the development and upgrading of major infrastructure mentioned earlier, but also in services. In this movement forward, the Autonomous Port of Lomé has been modernized to make it a real trans-shipment point in the sub-region of West Africa. In support of this process, the Government's ambition is to construct a railway line and a highway linking the port of Lomé to the border of Burkina Faso.

Sectors of airport infrastructure, roads, energy, telecommunications, mining and industry are also a part of an ambitious but realistic program that is intended to be implemented in the coming years to meet the challenges of the changing world and to raise Togo among the emerging countries by 2030.

The mining sector also remains very attractive in Togo. Indeed, the country has enormous mineral potential in terms of piece of evidence of which some were given extensive investigation that allowed their quantification.

Others are in the process of elucidation by new research permits granted to companies. According to the General Directorate of Mines and Geology, the process is on-going with the assistance and the support of its main technical and financial partners. The efforts of the Government for the improvement of governance and business environment have also been fortified by several other actions including:

- ★ The adoption of a new procurement code in accordance with international standards;
- ★ Simplification of procedures for creation of companies, that is ONE DAY, by setting up a one-stop call Center for Business Formalities and;
- ★ The creation of the Arbitration Tribunal of Togo.

It is with this spirit that we are publishing this information to help you to explore the business opportunities in Togo and boost business relations between trade circles of both countries for the revival of the cooperation between India and Togo. A wide range of Togolese businessmen are affiliated with the Chamber of Commerce and Industry of Togo, in diverse areas as finance, general trading, industrial processing and manufacturing of agricultural products, transport, construction and civil engineering, computer science, telecommunications, health, hospitality and restoration.

Togo, today, is a country which is a work-in-progress. Everything is under construction, renovation or reformation. Togo is today synonymous with social cohesion of social and political stability, dialogue and of adherence to universal standards in the matter of economic and democratic governance. I therefore warmly invite Indian companies to seize the offered business opportunities to invest in safety and with confidence in Togo.

Finally, yet importantly, I would like to express my gratitude to our advertisers for their support towards this publication.

God bless the Cooperation between Togo and India!

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MESSAGE



 **MRS. BERNADETTE ESSOSSIMNA LEGZIM-BALOUKI**
Minister of Commerce, Industry and Promotion
of Private Sector and Tourism

For some years now, Togo has returned to economic growth through a series of urgent reforms adopted by the Government and supported by technical and financial partners.

These reforms have enabled the private sector to be more dynamic and play its full role as an engine for growth.

In order to simplify the business creation process in Togo, the Government has set up a Business Formalities Center (Centre de Formalités des Entreprises (or (CFE)), which has been operating as a one-stop shop since March 2012, for Companies to carry out the setting-up formalities within 24 hours and at lower costs through very simplified procedures.

In addition, the implementation of reforms in trade facilitation, including the fight against corruption in customs services, risk management, timely payment of customs duties and refunds as well as transparency are attributable to the Single Window for Foreign Trade (the Guichet Unique du Commerce Extérieur, G.U.C.E.), which has simplified customs clearance operations in import-export and transit of goods, improving the efficiency of the airport and land supply chain.

IMPORTANT REFORMS TO MAKE TOGO ONE OF THE DESTINATIONS FOR INVESTMENT AND TOURISM

To all this must be added the Court of Arbitration of Togo (C.A.T.O.), an instrument of execution of contracts and dispute settlement, in order to protect investors.

Indeed, with the C.A.T.O. (the Court of Arbitration of Togo) the alternative settlement of disputes by simplified and rapid procedures for investors is effective. Chambers of commerce is provided with their own judges and clerks specialized in commercial matters. A protocol of procedures, adopted on 26 March 2014 between the Court of Lomé and the Bar Association, aims to reduce the relatively long timeframe for resolving trade disputes. It also allows the procedure before the commercial chambers of the court to be managed by fixing the programming of the first hearing after enrollment at a maximum of 48 hours, by reducing the necessary time limit for each party to two weeks and fixing the possible number of referrals to three times at most.

In addition to these reforms, concrete actions are under way to facilitate obtaining the building permit, access to credit, payment of taxes, and transfer of ownership title.

Therefore, in order to facilitate the mobility of people and goods, particular emphasis is placed on the creation of road infrastructures, thus facilitating the rapid linking of regions and city centers.

Moreover, the strategic positioning of our country as a gateway to West Africa, thanks to its coastline, gives Togo the status of a transit country serving landlocked countries.

The construction of a 3rd dock with a container terminal of 450 meters in length, 16.6 meters deep and 38 hectares storage area allows the Port Autonome de Lomé to accommodate 3rd generation containers ships that can carry up to 7,000 containers.

The tourist sector, which is also a

Concrete actions are under way to facilitate obtaining the building permit, access to credit, payment of taxes, and transfer of ownership title.

dynamic one, has not been left out of the reforms undertaken by the Government. The latter is committed to renovating all the hotel infrastructures as well as the tourist sites.

To this end, the former Hotel 2 Février currently Radisson Blu has undergone a total makeover and it allowed Togo to host with brilliance the international conference on safety and maritime security in October 2016.

Particular attention is also given to the training of staff in hotels, bars and restaurants.

With these reforms and with the constant support of all the departments of the ministry and its financial and technical partners always available to support the commercial promotion and accompany the investors, Togo has become once again a preferred destination for investors.

In summary, undertaking in Togo has become easier, faster and cheaper.

The reforms continue and we are working in a dynamic way to make Togo one of the preferred destinations for investors. /-

LIST OF PROJECTS TO BE PRESENTED DURING THE 12TH CII EXIM BANK CONCLAVE ON INDIA – AFRICA PROJECT PARTNERSHIP

1. Construction of a network of slaughterhouses and cold chambers for meat industries in Togo;
2. Construction and Equipping of a Referral analysis Laboratory for the Certification of Agricultural and agro-foods products in Togo;
3. Electrification of 150 townships;
4. Extension of the electricity grid to others towns beside capital;
5. Reinforcement and extension of low-voltage network in localities already electrified;
6. Improvement of business management and information system;
7. Extension of distribution network and reinforcement of the safety of the power supply in the city of Lomé
8. Constructions/rehabilitations of infrastructures, supplies and installations of medical-technical equipment;
9. Project of improvement of the drinking water services of 13 secondary towns (PASEP13);
10. Drinking water supply for project for three towns (Tandjouaré, Cinkasse, Mandouri) in the Savannah region (aep3vs)
11. Project of the supply for production materials, network, connecting and treatment in support of the operating activity of the Togolese Water Company;
12. Fitting up of the site Koutammakou tourism site, World Heritage of UNESCO;
13. Rehabilitation and coordinating of state owns hotels infrastructures;
14. Capacities building of Ministry Officials and tourism professionals;
15. Improvement and asphaltting of Nyamassila-Bagou-Goubi-Bila-Kambolé-Balanka-Fontière Benin+Bretelles Balanka- Kouloumi et Koussountou-Goubi Roads;
16. Development and asphaltting of Agou-Notse Road;
17. Development and asphaltting of Mango-Borgou Road;
18. Rehabilitation and Development of Ghana Border-Nachamba-Kara-Kemerédè- Benin Border Road;
19. Rehabilitation and Development of the Road Anfoin-Aklakou- Agome Glozou-Frontière Benin. /-

MEET THE NEWLY ELECTED PRESIDENT OF IFAD



GILBERT HOUNGBO

The former Prime Minister of Togo, Gilbert Fossoun Houngbo has been elected as the sixth President of the Rome-based International Fund for Agricultural Development (IFAD), a specialized United Nations agency and international financial institution that invests in eradicating rural poverty in developing countries around the world.

Speaking after the election, Mr. Houngbo pledged to ensure more agricultural projects are funded across the world to eradicate poverty.

Mr. Houngbo said with growing global demand for food, increased migration to cities and the impact of climate change, investments in agriculture and rural development will be essential to achieve the Sustainable Development Goals of ending poverty and hunger.

"I have come from the rural world. I have first-hand knowledge of the harshness of this kind of life," said Mr. Houngbo. As someone who was born and raised in rural Togo, Mr. Houngbo believes that the

inequality in today's world should never be accepted, and that IFAD has a vital role to play in bringing opportunities to the poor and excluded.

The new President paid respect to the host country. He has taken up the charge at a time when changing government priorities and the more immediate needs of humanitarian crises – like natural disasters, conflict, and refugees – impend to divert funding away from long term development.

With more than three decades of experience in political affairs, international development, diplomacy and financial management, Mr. Houngbo will completely do justice with his job. Since 2013 he has served as Deputy Director General of the International Labour Organization, where he has been responsible for external programmes and partnerships. Prior to that, he was Assistant Secretary General, Africa Regional Director and Chief of Staff at the United Nations Development Programme. He is a member of the Canadian Institute of Chartered Accountants. His candidacy was solidly endorsed by the governments of the African Union.



PROF ROBERT DUSSEY AMONG THE 100 AFRICANS OF THE YEAR 2016

Prof Robert Dussey, born on January 4, 1972, is a Togolese politician and minister. Since September 17, 2013, he is the Minister of Foreign Affairs, Cooperation and African Integration of Togo, who has entered the second Kwesi Ahoomey-Zunu government and has been reappointed to the Government of Komi Selom Klassou on 28 June 2016. For his endeavours, Prof Robert Dussey was ranked consecutively in 2015 and 2016 by the magazine 'NewAfrican' in the list of the 100 most influential personalities of the African continent. Their annual edition of 100 Most Influential Africans aims to celebrate the 100 personalities who shape the year. Three Togolese personalities were part of the African 100 of the year published by this magazine.



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TOGO

THE GATEWAY TO WEST AFRICA

Togo has worked hard since 2007 to lift its economy and shape the foundation for the solid growth which has been amongst the most substantial seen in the region. This re-launch of the economy has assisted to reposition Togo as a potent player in the region and seen it attain some significant initial economic success, thus earning the confidence of international investors.

Smaller is Better

From the smile of a child to a waterfall in the heart of the forest, Togo is the land of small miracles; a valuable sparkling stone lying at the edge of the azure waters of the Gulf of Benin in West Africa. It is one of the smallest countries in Africa, but don't let that deceive you; Togo is proof that smaller is better.

Sandwiched between Ghana to its west and Benin to its east, Togo occupies a thin, north-south strip of territory

in tropical West Africa. As one of the smallest countries in Africa, Togo owes its existence as a sovereign state to the peculiarities of European colonialism in the 19th century that saw it emerge as a buffer zone between the British presence in Ghana and the French in Benin.

Cocoa, coffee, and cotton are the most imperative cash crops. In terms of minerals, carbonate phosphate reserves are another important source of foreign exchange. Togo also has substantial



limestone and marble deposits. A centre of commercial and mercantile activity, Togo has long served as a regional banking and trading centre for the inland countries of Mali, Burkina Faso, and Niger.

The Length & Breadth

Togo is a long, narrow country, with 45 km of beaches lined with coconut trees. The land stretches north for over 600 km, and at its widest point measures 140 km. Its surface area is 56,600 km². The coast is in fact a wide sandy strip of land separated from the interior by a series of lagoons that swell to form Lake Togo. Going north, the land rises rapidly towards the central mountains, whose height reaches about 1000 m. Further north again, the arable land of the central plateaus gives place to the livestock-rearing areas and then to the semi-arid Sahel savannah on the edge of the Sahara Desert.

Exploring Early History

Like most of the countries in Africa, Togo's history began with the migrations of peoples in search of safer and more welcoming lands. Among the first settlers were the Kabye and the Lambas, people who came from the north between the 7th and the 12th centuries at the same time as the Tamberma, Akposso and Bassar tribes. The Ewe, one of the largest groups in Togo, came from south-western Nigeria, settling first in the Mono Valley, which became an important center for trade and agriculture in the 16th century. From there, the Ewe first moved to the



Notsé region, then to the Kpalimé region, to the coast and eventually to what is now Ghana. Other groups followed. The Guins arrived in the 17th century from current-day Ghana. The Tchokossi tribe arrived at about the same time from the Ivory Coast region, and the Mobas from the Sahel region of Burkina Faso.

Ethnic and Cultural Diversity

Togo has a population of 6.8 million, 75% of whom are under the age of 35. Throughout its 650 km of beautiful country, you will have the chance to meet the many ethnic groups who make up the population and to experience their unique traditions. Togo has many peoples who are still deeply rooted in their traditions: the Ewe and Guin people in the south; the Ana and Tem in the Central region; the Bassar, Kabye and Tamberma peoples from the Kara region; and the Moba-Gurma in the far north. Each ethnic group has its own traditions that are closely linked to the group's religious context.

Languages

There are about 50 African dialects but

the official language is French, which is spoken by most Togolese. Many people also speak English and a good number speak German. The two main national languages are Ewe and Kabye.

Flourishing Economy

Commercial and subsistence farming dominates Togo's economy. Food and cash crop production accounts for 47 % of GDP, providing work for 65 % of the population. The mining industry is one of Togo's most promising economic sectors, with the country being the world's fourth largest phosphate producer. Its projected 60 million metric tons of reserves have potential to give this industry a boost.

Following the period of uncertainty in the 90s, Togo has worked hard since 2007 to recuperate its economy and lay the foundations for the solid growth which has been among the most significant seen in the region:

- ★ Re-establishing security and stability at every level
- ★ Building a logistics infrastructure to bolster the country (roads, port, airport) and developing the industries that will facilitate future growth (banking, telecoms and energy)
- ★ Improving the economy's key production industries (agriculture)

This economic re-launch has aided to reposition Togo as a dynamic regional player and seen it attain some significant initial economic successes, thus earning the confidence of international investors, such as Bolloré, MSC, Asky, Ecobank head office, Etisalat, and Contour Global.

These successes have also borne witness to Togo's ability and agility in rapidly carrying out major projects (e.g. two major investments in the port and the construction of the new airport terminal conducted simultaneously, in under two years).

Today, as it enters a new phase of accelerated development, Togo is continuing and extending the work already begun, to present an even more attractive ground for international investment and to reinforce the dynamics of investment.

For instance, improving the business climate is a top priority, as echoed by the setting up of a dedicated taskforce rooted at the highest level of government and the implementation of initiatives with tangible impacts (e.g. Single Window for Foreign Trade).

Togo offers investors an inherently lucrative market (with exemplary stability in the region), a gateway to the region (thanks to its good transport infrastructure) and a quality partnership with the government.



TOGO – A LAND OF OPPORTUNITIES



BY NAVEEN SHARMA

Naveen Sharma is an international business consultant. He has been honored by many countries for his services. He is President of Indo Togo Cooperation Forum.

Be it enjoying the ease of one stop shop (CFE) for incorporating a new company or forgetting yourself in picturesque landscapes, Togo is your sure “to go” to country in near future in West Africa for business and pleasure.

In words of the American Ambassador to Togo, “I see Togo as a young country with tremendous potential. Strategically located at the heart of a market of 300 million people, with a world-class seaport and airport, valuable natural resources and the friendliest people in West Africa, Togo has advantages that other countries can only dream of. With these valuable assets, Togo has the opportunity to leap ahead and really take off.”

According to a Latvian company, Flames Group, Togo keeps growing really ambitious in the pursuit of a desired pan-African dream. It has all chances to become an international trading hub in the Gulf of Guinea and a magnet for increasing foreign investment. But let’s make it clear. We can recognize absolutely different views, when entering Lome with rising giant, glass-covered bank buildings, rows of cranes soar

into the sky above containers in the deepest port of the whole region and a huge flight hub to ease overcrowding as fast-growing Togolese airline ASKY ferries passengers across West and Central Africa. This all speaks for itself - an investment climate has improved sharply for the last 10 years here, plenty of international corporations opened their agencies, a wide range of operations and goods are available through a huge sea port and so much more ways of how to make money in Togo and niches to fulfill in this growing market. Investment opportunities in Togo deserve to be broadly considered indeed. Add here a bottomless potential of the local community with a huge percentage of young ambitious individuals able to take most out of their native country economic environment.

Tourism in Togo is also looking up. Businessmen can visit Togo as a leisure destination and explore the business potential while being there. According to Lonely Planet, for those fond of travelling off the beaten track, Togo is a rewarding destination. Its great diversity of landscapes ranges from lakes and palm-fringed beaches along the Atlantic coastline to the rolling forested hills in the centre; heading further north, the mantle of lush forest is replaced by the light-green and yellowy tinges of savannah. It’s an excellent playground for hikers - there’s no better ecofriendly way to experience the country’s savage beauty than on foot. Another highlight is Togo’s melting-pot culture. The fortified compounds of Koutammakou are a reminder that the country’s ethnically diverse population didn’t always get along, but nowadays voodoo, Muslim, Christian

Togo is your sure “to go” to country in near future in West Africa for business and pleasure.

and traditional festivals crowd the calendar and are often colourful celebrations for all. The cherry on top is Lome, the low-key yet elegant capital, with its large avenues, tasty restaurants and throbbing nightlife - not to mention the splendid beaches on its doorstep.

Comparing with Indian states, Togo is 10% bigger than Punjab with a population density that is its one-fourth. Mining and agriculture are the mainstays of Togolese economy. Indian companies can invest in projects in the fields of infrastructure, energy, agriculture, healthcare, education and manufacturing. Being a fast-developing country, opportunities abound in Togo. It is quite easy and inexpensive to set up a private limited company in Togo. Indian businessmen are upbeat about Togo. Mayank Makwana, a Mumbai based investment consultant expressed his desire to join an upcoming visit of Indian business delegation to Togo. I am keen to invest in some Lome based infrastructure project, he said. A Gurgaon based businessman, Vikas Sharma wants to invest in a Solar power plant in Togo. I want to visit and feel the country at the earliest as I am ready for investment, he added. A delegation of Indian businessmen will visit Togo by April 2017. Extensive B2B and B2G meetings are being planned for this.

Try to go to TOGO

Lomé is one of the continent's most appealing and charming cities. Striking and safe, the capital of Togo is loved for its craft markets, broad boulevards, vibrant nightlife, and palm-fringed beaches.

There are few traditional tourist attractions in the city, but the Musée National provides a decent feel of the country's culture and history. Visitors enter the small museum through the back of the Congressional Palace in the Place de l'Indépendance, and the collection features costumes, artifacts, musical instruments, pottery, traditional medicines, woodcarvings and other relics from Togo's history. There is also a large collection of cowrie shells and thunderstones, enormous egg-shaped rocks, that were both once used as legal tender.

The Marché des Féticheurs is the only other tourist sight in the city, and it is a must-see for every visitor. Situated about four kilometers outside the city center, the market is easily accessible by taxi-moto or





Lomé Main Attractions

- ★ Grande Marche
- ★ Togo National Museum
- ★ Palais du Congrès

Other Attraction in Lomé

- ★ Fetish Market
- ★ Lome Beach
- ★ Place de l'Indépendance
- ★ Coco Beach



taxi. There, visitors can shop for traditional tonics and bizarre items like serpent heads, parakeet tails, warthog teeth, porcupine skins, chameleons, thunderstones, horse hairs, donkey skulls and more. There is also a wide selection of ready-made charms from all over Africa.

Lomé is home to a number of peaceful beaches. One of the best is Lomé Beach, where cool ocean breezes offer respite from the heat, fishermen drag in the daily catch and vendors sell snacks, souvenirs, and chilled fruity drinks from seaside stalls.

Just east of the city is Robinson-Plage beach, a favorite with both locals and visitors. Although the waves are still strong, the beach is one of the best for swimming in the region.

Street foods are delicious and plentiful in Lomé, and it is possible to get a large plate of pate or rice for just a handful of change. There are also a number of excellent eateries throughout the capital. Lebanese restaurants are common, especially around the Boulevard, and there are also Chinese, German and French eateries peppered throughout the city.

The city flourishes once the sun goes down. Locals dress in their best and spend the evenings at discotheques and bars, many of which offer western-style dancing in the downtown district. For a more relaxed evening, head to the beaches near the border with Ghana. The atmosphere is lively, the beers are cold and the tropical beats do not stop until the early morning. Locals love Tchouk, a millet beer brewed right in the city. Palm wine and Togolese bathtub hooch are also popular libations.

About an hour and a half drive outside the city near the border with Ghana is the village of Kpalimé, known for its cocoa plantations and weaving industry. Visitors to the village can explore the Roman



Catholic church, constructed in 1913, hike Mount Agou, Togo's highest point and enjoy distant but astounding views of Lake Volta.

Lomé is positioned on the southwestern tip of Togo on the Gulf of Guinea and the border of Ghana. The approximate population of Lomé is 740,000 making it the largest city in Togo.

THE GREATEST RISK IS NOT SEEING THE OPPORTUNITIES AT HAND

Positioned right on the Abidjan to Lagos coastal road, in the heart of West Africa, Togo is the hub for the West African Economic and Monetary Union and the rapidly integrating common market. The country offers plenty of opportunity for investments, particularly in the following areas:

Infrastructure

★
Development of the rail, air, port and road infrastructure to make Togo a hub for West Africa.

Energy

★
Most of the clean electricity produced in Togo comes from thermal technologies, but Togo also has two hydroelectric plants. 66% of the Togolese population live in rural areas and consume less than 10% of the country's electricity. To encourage a balanced development of the country and to improve the living conditions of both the urban and rural populations, the new energy policy guidelines focus on the development of renewable energy sources (solar, wind, biogas and hydropower systems). Each of these energy sources has greater or lesser energy potential, but as of yet all of them are largely untapped.

Mining

★
Mining currently accounts for 17% of Togo's exports and 10% of Togolese government revenue. Togo has resources of iron, manganese, chromite, bauxite, nickel, phosphates, limestone, peat, garnet, marble, decorative stones, and clay.

Agriculture

Agriculture currently employs 70% of the working population and accounts for 38% of GDP. Of the usable agricultural land, which is estimated to be around 3.4 million hectares, food crops cover approximately 1,387,568 ha (i.e. 41%), while 154,314 ha are used for cash crops (i.e. 4.5%). The surface area of arable land that is not used (including the insufficiently developed land covered by forage and pasture) is estimated to be 37%, i.e. about 1.2 million ha. As the backbone of the economy, its growth calls for productivity and added value.

Tourism

The country boasts some major tourist attractions with its beaches, nature parks, cultural life and the places of special interest such as the UNESCO World Heritage Site of Koutammakou.

The structure of the Togolese economy is dominated by:

The Service Sector

- ★ Banks and Insurance
- ★ Financial Intermediation
- ★ Telecommunications
- ★ Tourism

Agriculture and Fishing

- ★ Two-thirds of crops are food crops
- ★ Cash crops: Cotton, Peanuts, Coffee, Cocoa

Industry

- ★ Clinker Cement
- ★ Phosphates

INTERVIEW



MR. ARUN K. AGARWAL
Director, Cosmos International Ltd and Former
Chairman, International Affairs-Africa
ASSOCHAM

“TOGO IS ONE OF THE BEST PERFORMING ECONOMIES IN WEST AFRICA”

Cosmos International’s strategy and operational success under Arun Agarwal’s stewardship has been a great achievement. In a candid interview, Mr. Agarwal narrated his experience of working in Togo and enlisted many valid reasons for Indian companies to make their way to Togo.

There are some strange rumours floating around about Africa (that Africa is often associated with poverty, diseases, crime & corruption). We have learned that you have travelled extensively in the region. Give our readers the first-

hand experience which can address the stereotypes associated with the continent.

I have been travelling in Africa on business trips for the past 15 years and have been to countries in all 4 regions of African

continent. It is a myth that there are issues connected with travel in Africa.

My experience has been as below :

- a. There is no issue of safety and security in the main business / office area. One should avoid going to isolated areas in the night.
- b. Business Transactions / Payments : Based on my experience, I would suggest to appoint a local Agent or make a partnership with a local Business House, who will arrange for business agreements / contracts. It is best to do business against confirmed Letter of Credit payable 100% at sight from a first class international bank. However, in certain cases you can deviate from LC to Part Advance Payment and Part DP basis. One should be careful of signing multiple 'Agency Agreements' in any country. I would suggest that credentials of the local Agent / Companies can be verified through Indian Embassy / Consulates.
- c. Taking Travelers Cheque is not the best option as Banks and Exchange Houses are not providing conversion in many countries. It is best to carry USD or Euro in cash which are easily convertible..

How would you apprise your company's performance in West Africa and especially in Togo? What is your aspiration to expand business in Togo and West Africa?

Togo is one of the best performing economies in West Africa. The political situation is very stable and H.E. Mr. Faure Gnassingbé, Hon'ble President has a vision for the development of Togo as one of the leading economies of Africa. The Ministers and Government officials are hardworking and intelligent; the work environment is business friendly.

Togo is getting FDI and credit lines from World Bank, African Development Bank, ECOWAS Bank and the Exim Bank of India. There are several neighbouring countries which do not have port facilities and are land locked and they use Lomé-Port for import / export businesses. Therefore, excellent opportunities to expand businesses in countries like Chad, Niger, Mali and Burkina Faso to name a few.

Togo is a francophonic country, however Ministers and Government Officials speak English and therefore there is considerable ease of doing business in Togo.

“Cosmos Group has planned to take up many new projects in diverse sectors such as Agriculture, Solar, Health, SME and Power in Togo”

Cosmos has recently executed an Agriculture Project of 1000 HA for cultivation of rice, sorghum and maize wherein we have supplied and commissioned the EPC Project at 5 different States / Cities of Togo. The details are as follows :

- i. Heavy Machines : Excavators, Bulldozers, Wheel Loaders for land levelling and preparation
- ii. Installation of Submersible Water Pumps at different sites
- iii. Installation of Drip Irrigation System
- iv. Construction of High Rise Water Tanks
- v. Construction of Warehouses & Workshops at 5 different locations

The complete project has been designed and executed by Cosmos Team with the active support from Ministry of Agriculture, Togo under the supervision of WAPCOS, A Govt. of India Undertaking.

Our interaction with H.E. Col. Koura Agadazi, Hon'ble Minister of Agriculture, Mr. K D Bolor, Director In-charge of Mechanization and other officials has been very cordial. We received their full support and cooperation in local issues and challenges.

We provided training to 40 local Togolese Technicians alongwith training to the farmers of 7 villages for Drip Irrigation System installed by us. We are also providing After Sale Services for the Project.

The President of the cooperative of all the villages, Hon'ble Minister, Officials from Ministry of Agriculture and Ministry of Finance are fully satisfied and happy with the professional services provided by us for the execution of the project.

Our project has been very well covered by the local media.

Cosmos Group has planned to take up many new projects in diverse sectors such as Agriculture, Solar, Health, SME and Power in Togo.

What are the USP's of your business?

Our main USP is total satisfaction of the customers and the end users by providing following :

- i. World-class quality products with timely supplies
- ii. Excellent installation, Commissioning & Training
- iii. Machines of latest Technology.
- iv. Good After Sales Service
- v. Honesty & Transparency in our business

Brief us about your success stories in the African continent.

We have successfully executed many projects to the entire satisfaction of the Buyers and got appreciation from the concerned Ministries.

- i. **Senegal** : Export of Tractors, Agriculture & Irrigation Machines and Equipments.
- ii. **Sudan**: Export of Combined Harvesters and Agriculture Machines and Equipments.
- iii. **Zambia**: Laboratory Equipments for Universities.
- iv. **Ethiopia**: Commissioned CT Scan Machine, Set up of Dental Clinics, supplied Laboratory Equipments
- v. **Morocco**: Export of Agriculture Machines, Equipments and Implements
- vi. **Ghana**: Export of Milk Powder and other consumer products.

What would be your message to Indian investors considering Togo as an investment destination?

Togo offers excellent opportunities for investments in setting up projects. The market for Indian products is huge and Indian technologies are well accepted. Indian Investors should plan their investments taking following steps in mind:

- i. Assistance from Indian Embassy
- ii. Liaison with the local Chamber of Commerce & Industry
- iii. Nodal Agency handling investments and granting permission to be contacted
- iv. Due diligence about the local partner
- v. Study & understand Local Labour Laws.



UNEARTHING THIS PROSPEROUS LAND





The mining industry of Togo is concentrated mainly around the extraction of phosphate - the ingredient for fertilisers, ranking it 19th in world production. This is quite remarkable considering the relatively small size of the country. Other minerals extracted are diamond, gold, and limestone.

Low prices are not putting off international investors, who are piling into the phosphates sector of Togo, confident of future fertilizer needs. Phosphate mining is a significant part of Togo's economy. Early surveys have returned optimistic results in regards to the availability of gold in the country. This has led to the government seeking investments in the sector to boost gold production in the country.

More minerals are identified but yet to be brought into production mode are manganese, bauxite, gypsum, iron ore, marble, rutile, and zinc. The mineral sector contributes 2.8% to the country's gross domestic product (GDP).

Some believe that Togo may not be an important gold country given the fact that it is the immediate neighbour to Ghana, Africa's second largest gold producer.

'Made in Togo'

Togo exports an even greater value of phosphate than gold. It has huge phosphate reserves including a carbonated phosphate deposit with a life expectancy of more than 100 years. Phosphate reserves in Togo are estimated at two billion tonnes, representing a potential income of 28

billion dollars (about 25 billion euros) at current rates. In 2013, exports from phosphates alone accounted for 27% of the country's total exports (USD 49m), though this was a substantial decrease from 47% of total exports in 2012 (USD 97m). This fall in export revenue was mainly caused by falling phosphate prices on the international market. The price fell from USD 499 per metric ton in December 2012, to USD 369 per metric ton in December 2013 (US Diammonium Phosphate Spot Price Gulf). The production of clinker cement, dolomitic marbles, iron, limestone and manganese also make a significant contribution to the GDP and export earnings.

Togo Mining Governance and Development Project

The five-year Togo Mining Governance and Development project (2016-2020) will help the country streamline the institutional arrangements of key organizations in the extractive industries in order to strengthen their efficiency and accountability. Through its operations, the project will help attain an effective management of the sector, by concentrating on mining governance, transparency, oversight, and efficiency, and also on environmental, social and economic development.

The mining sector is vital to the economic development of Togo, and as such is a priority area for policy support by the government. In 2014, government revenue from the sector was at 4% of total receipts and mining exports were 22% of total exports. This project will target key strategic challenges to the sustainable development of Togo's mining sector. It will ensure that requisite human resources, training, and institutional capacity to plan and monitor mining operations are in place and establish the conditions for mining sector activities to contribute to social and economic development.





THE BUILDING BOOM

A nation's infrastructure development plays a significant role in its economic growth. A fast-growing economy warrants an even faster development of infrastructure.

Togo's main port and growing road transport sector have an important role in the sub-regional economy. The commercial and transport sector earns 35 percent of Togo's GDP. Togo has 9,600 kilometers (5,965 miles) of roads, 1,600 kilometers (994 miles) of which are paved.

THE ENERGY SECTOR

Current Situation

- ★ Rate of access to electricity: 26.5%
- ★ Energy infrastructure in place
 - Lomé 100-MW thermal power station (Contour Global)
 - A considerable reduction in the amount and frequency of load-shedding

Planned Energy Infrastructures

- ★ Construction under way of a 147-MW power station at Adjralal Dam (Togo-Benin)
- ★ Construction of a 161-Kv high -voltage line (Kara-Mango-Dapaong)





ROAD SECTOR

- ★ In 2015, development, renovation, asphaltting, and maintenance work covered 2 282 kilometres of roads in total. That has reduced transport delays between the furthest point in Togo and the port of Lomé or the airport, by combining speed with safety when transporting goods and people.
- ★ Building road infrastructures is part of the development-corridor project piloted by the Japan International Co-operation Agency (JICA).
- ★ The corridor concept is based on setting up modern infrastructures for effective international transport, including:
 - Infrastructure for loading and transporting phosphate
 - The road network
 - The rail network, and
 - Lomé and Niamtougou Airports (transporting passengers and out-of-season products for Niamtougou Airport)
- ★ Completed, current, and planned projects:
 - Rehabilitation et renforcement de la nationale NO 1: Lomé-Cinkasse:
 - Work in hand (290 km)
 - Work competed (115 km)
 - Work planned (160 km)
 - Developing, renovating and asphaltting transverse national roads:
 - Work in hand (575.4 km)
 - Work competed (95 km)
 - Work planned (145 km)



National production capacity available in the territory is 161 MW. That includes a 100-MW power station installed by an independent producer, a 20-MW gas turbine, a 25-MW hydro-electric power station (65 MW of installed capacity able to produce 150 GWh/year, i.e. an average of 25 MW), and several small power stations with ratings from a few kW to 20 MW.

- ★ Construction of a 200-MW coal-fired thermal power station in Lomé
- ★ Construction and operation of a wind-driven power station under a 22-year concession granted to Delta Wind Togo
- ★ Feasibility studies in hand for developing solar energy
- ★ Thirty sites identified for building micro-hydro power stations
- ★ Concessions granted to producers through international competition
- ★ Independent electricity producers to be commissioned, giving a guaranteed minimum output of between 50 and 100 MW (process in hand)
- ★ Plan to extend the Contour Global power station by renovating existing infrastructure, or by installing new production units rated at between 50 and 100 MW
- ★ Plan to renovate Kpime micro-hydro power station (installed rating: 2 MVA, built in 1963)
- ★ Plan to cost micro-hydro sites identified along main rivers
- ★ Building solar-powered power station (5 MW)
- ★ Building a wind driven power station (12 MW)
- ★ Renovating Nangbeto Dam (32.5 MW)
- ★ Sub-regional plan to build a 450-MW combined-cycle natural-gas thermal power station by 2020
- ★ Boosting the capacity of isolated CEET (compagnie d'énergie électrique du togo – Togo Electric Power Company) power stations
- ★ Boosting CEB (The Communauté Electrique du Bénin – Benin Electricity Community) production capacity



This relaunch of the economy has helped to reposition Togo as a dynamic player in the region and seen it achieve some significant initial economic success, thereby earning the confidence of international investors.

PORT SECTOR

The assets of Port Autonome de Lomé (PAL – Lomé Independent Port):

- ★ Is the only deep-water port in West Africa
- ★ Gives access to West African several capitals in a single day
- ★ Has free-port status (goods are handled and transferred within the port area without customs constraints)
- ★ Offers optimum security: port installations are covered by a remote-surveillance system
- ★ Applies the ISPS code, and it has had security plan in place since 25 June 2004

Port Infrastructure

Infrastructures brought into services in 2015

- ★ Third operational quay:
 - Length: 450 m,
 - Draught: 15 m
 - Construction of a container hub
 - Setting up a One-Stop-Shop
- ★ Lomé Container Terminal Operational:
 - Length: 1 050 m,
 - Draught: 16.6 m

- 4 berths
- Setting up a One-Stop-Shop
- ★ These infrastructures will make Lomé a maritime hub

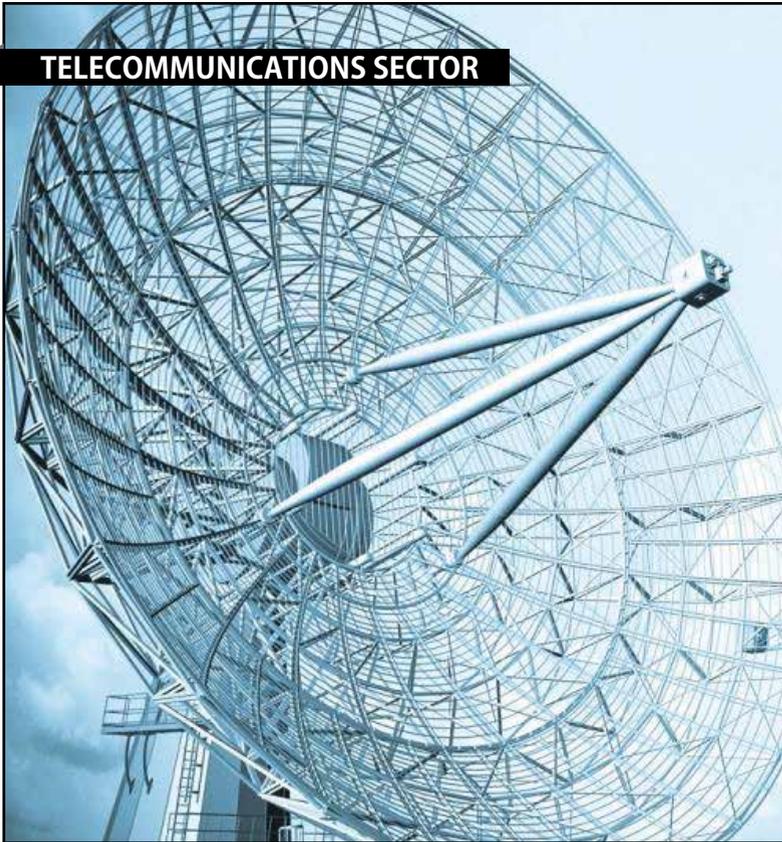
Planned infrastructures

- ★ Plans to renovate, extend, and grant a concession for operating the mineral quay
- ★ Plans to build a new fishing port
- ★ Acquisition of a Zodiac-type rigid-hulled boat to patrol the water
- ★ Objectives of Port Autonome de Lomé: handle over 1 150 vessels and process 9 million tonnes of freight per year

Improving the institutional framework

- ★ Applying the ISPS (International Ship and Port Facility Security) Code
- ★ The Merchant Marine Code is currently before the National Assembly
- ★ Intensifying the fight against piracy: acquiring two new-generation patrol boats

TELECOMMUNICATIONS SECTOR



- ★ Landline Telephony
 - The national transmission network is made up of fibre-optic cables and microwave transmission
 - The international transmission network includes three components (Lomé earth station, the WACS submarine-cable landing station, and fibre-optic cable links to neighbouring countries)
- ★ Mobile telephony
 - Togo Cellulaire's GSM/GPRS and 3G network
 - Subscriber capacity: 2 220 000
 - 100 Mbps bandwidth for access to the internet backbone
 - Moov Togo's GSM/GPRS network
 - Subscriber capacity: 2 400 000
 - 11 Mbps bandwidth for access to the internet backbone
- ★ A sectoral telecommunications action plan in Togo, focusing on opening up to a third mobile-telephony operator with a view to attracting more investment and fostering healthy competition.

AIRPORT SECTOR

- ★ Extending and modernising work in hand at Gnassingbé Eyadéma International Airport
- ★ Building a new airport terminal covering 21 000m²: telescopic jetties able to handle up to two million passengers a year
- ★ Building taxiways to connect the two runway thresholds
- ★ Building a modern new aircraft-parking area
- ★ Building a new, 50 000-tonne freight hangar
- ★ Lengthening the runway and strengthening the walkway at Niamtougou International Airport
- ★ Plans for building a new airport at Tsévié (35 km north of Lomé)
- ★ Plans for being studied with a view to renovating secondary aerodromes in the country's five regions.



RAIL NETWORK

- ★ Large-scale scheduled project to renovate the rail network
 - Extending the rail network from Lomé to Cinkassé (on the border with Burkina Faso) as part of the development-corridor project
- ★ Branch line to serve Ghana at a total cost of FCFA 1.3 billion (supplying clinker to Aflao cement works)





THE AUTONOMOUS PORT OF LOMÉ

Togo's Lomé Port is one of the main drivers of the country's economy – it is used to export phosphates and to feed markets in Burkina Faso and Niger.

Deep-water port

With a depth of 14 meters, the Port of Lomé is the only deep water port on the West African coast that can accommodate third-generation ships.

Unprecedented natural and nautical conditions

The port basin is bounded by two breakwaters of 950 m and 1720 m in length, which guard it from silting up. Furthermore, Lomé has a low tidal range (1.20 m) and moderate winds. These conditions hence allow any type of ship to access the port at any time of day or night.

Free port

Thanks to the free port status of the Port of Lomé, there are no customs restrictions on the handling and transfer of goods within the port area, therefore time is saved in ship and cargo handling operations. The Port of Lomé embraces a vast free trade zone for industrial use, in which industrial production units have been set up.

A large port area

The Port of Lomé, with an area of 900 ha, is an international trading hub and act as a magnet for trade and industry, thanks to its large industrial free trade zone, now home to dozens of companies. These companies have the benefits of an outstanding port infrastructure and flexible regulations, as well as tax, customs and financial benefits.

Optimal security on goods and cargo, and speed of operations

The Autonomous Port of Lomé is the safest port in West Africa. It is ISPS-certified (International Ship and Port Facility Security). One of the APL's strengths thus also lies in the speed with which administrative formalities are conducted; this is the result of efforts made to simplify goods conveyance circuits.



IMPORTANT AND INTERESTING FACTS ABOUT TOGO

It's a country in West Africa surrounded by Ghana to the west, Benin to the east and Burkina Faso to the north. It extends south to the Gulf of Guinea.

Togo National Museum is the national museum of Togo. It is located in the capital of Lomé. Founded in 1975, it houses ethnographical, cultural and artistic exhibits.

Togo is a tropical, sub-Saharan nation, highly reliant on agriculture, with a climate that provides good growing seasons. Togo is one of the smallest countries in Africa.

Lake Togo is the largest part of a lagoon in Togo, separated from the head by a narrow coastal strip. It is shallow and a popular location for water sports. Towns on the lake's shore include Agbodrafo and Togoville.

In the north, the land is characterized by a gently rolling savanna in contrast to the centre of the country, which is characterized by hills. The south of Togo is characterized by a savanna and woodland plateau which reaches to a coastal plain with extensive lagoons and marshes.

Lomé Grand Market is a large market place in the city of Lomé, the capital of Togo. Situated near Lomé Cathedral near the city centre, the market often has live African music by local performers.

Koutammouko, the Land of the Batammariba is a cultural landscape selected as a UNESCO World Heritage Site in northern Togo. The area features traditional mud tower-houses which remain the preferred style of living.

The Abdoulaye Faunal Reserve is a protected area located in Togo. It was established in 1951. The fauna reserve covers 300 km².

FazaoMafakassa National Park is the largest National Park in Togo. It is situated between the Kara Region and Centrale Region in semi-mountainous wetland. The park has intense scenery with rocky hills and striking waterfalls.



AN ADVANTAGEOUS GEO-STRATEGIC POSITION

Togo has the only deep-water port on the coast of West Africa, and uses its maritime façade to promote an open economy that is export-focused. Togo is now focused on economic integration with neighbouring countries and on exploiting its transit corridor. The country enjoys favourable agro-climatic conditions, and has launched a vast programme of agricultural modernisation.

Incentive Framework for Investments

Advantageous Tax Legislation:

Since 2010, a reduction in corporation tax rates from 33% to 30% for commercial companies and services and from 30% to 27% for industrial companies.

A Better-Structured Legal Framework:

- ★ 2009: SME charter adopted
- ★ 2011: New law passed regarding the free-trade zone
 - New regime for the Export Free-Trade Zone
 - Requirement to export 80% of turnover
 - Advantageous taxation based on a progressive approach: 5% tax on profits for the first five years, rising to 10% and 15%, and a normal tax regime after 20 years of activity.
 - Exemption from customs dues and VAT on imported equipment and inputs.
 - Exemption from VAT on goods and services purchased locally.
 - Freedom to repatriate own capital, dividends, and other income.
- ★ 2011: Adoption of a new investment code focused on:
 - Generous tax and customs exemptions
 - Creating activities with high added value
 - The optimum use of natural resources and local raw materials.
- ★ 2012: Implementation of the One-Stop Shop system for business formalities
 - Generous tax and customs exemptions
 - Creating activities with high added value
 - The optimum use of natural resources and local raw materials.
- ★ 2012: Implementation of the One-Stop Shop system for business formalities

- ★ Flexible Employment Legislation: No minimum conditions for levels of investments or job creation
- ★ 2011: The Court of Arbitration begins work in Togo:
 - Reduction in the time taken to settle cases; a maximum of 48 hours for scheduling the first hearing after the case of listed
 - Reduction to two weeks for appeals, and referrals limited to a maximum of three
 - Possibility of appealing to international arbitration
 - Togo signs up to various international agreements relating to guaranteeing and protecting investments: the ICSID Convention, the New York Convention, OHADA arbitration

A paperless internet-based platform accessible 24 hours a day and linking all economic operators and users for all international-trade transactions



- Dues eliminated: A single revenue stamp worth FCFA 1000 is required
- Registration fees reduced (FCFA 25,400 for physical persons, and FCFA 28, 250 for legal persons)
- Registration formalities reduced in duration to 24 hours
- Business-registration formalities reduced to three:
 1. Entry in the trade and personal-property credit register
 2. Declaration to the tax administration
 3. Entry in the National Safety Fund/Labour and Social-Legislation Inspectorate
- Requirement to present a criminal-record certificate replaced by a sworn statement
- ★ Setting up the One-Stop-Shop operating company for foreign trade.
- Promoting participatory development that is balanced and sustainable
- ★ Developing a Togo 2030 vision
- ★ Reforming the customs and tax administration:
 - 2014: Establishment of the Office Togolais des Recettes (OTR Togolese Tax-Collection Bureau), which combines the State's two main authorities (customs and taxes). Its objectives:
 1. Rationalising and improving the use of State income
 2. Offering a better service to individuals and businesses in matters of collecting taxes and customs dues

A Favourable Climate for Investment

- ★ Political Stability: Functioning democratisation, peaceful elections in
 - 2007 (legislative)
 - 2010 (presidential)
 - 2013 (legislative)
 - 2015 (presidential)
- ★ Guaranteed freedom of entrepreneurship
- ★ Non-discriminatory treatment of investors
- ★ Guaranteed transfer of capital invested and of income

A Stable Macro-Economic Framework

- ★ Stabilising the macro-economic framework (the HIPC initiative completion point was reached in December 2010)
- ★ Adopting a strategy for accelerated growth and job creation focused on:
 - Developing sectors with strong growth potential
 - Developing human capital, social protection, and employment
 - Strengthening governance

Togo is now focused on economic integration with neighbouring countries and on exploiting its transit corridor. The country enjoys favourable agro-climatic conditions, and has launched a vast programme of agricultural modernisation.

WHY INVEST IN TOGO?

The country's geographic location at the heart of the sub-region, making it a natural hub for access to the West African market of 350 million people (ECOWAS)

A strategic positioning with its deep water port (14 m deep), the only one in the sub-region

A young, dynamic and abundant pool of labor

Political stability

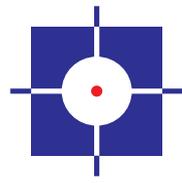
Flourishing growth (of 4% on average over the last five years)

West Africa's leading financial center

A new investment code with many advantages for investors

Continuous improvements being brought to the business environment (up 15 places in the 2015 Doing Business rankings)

Tax and customs benefits on exports for processing and service companies



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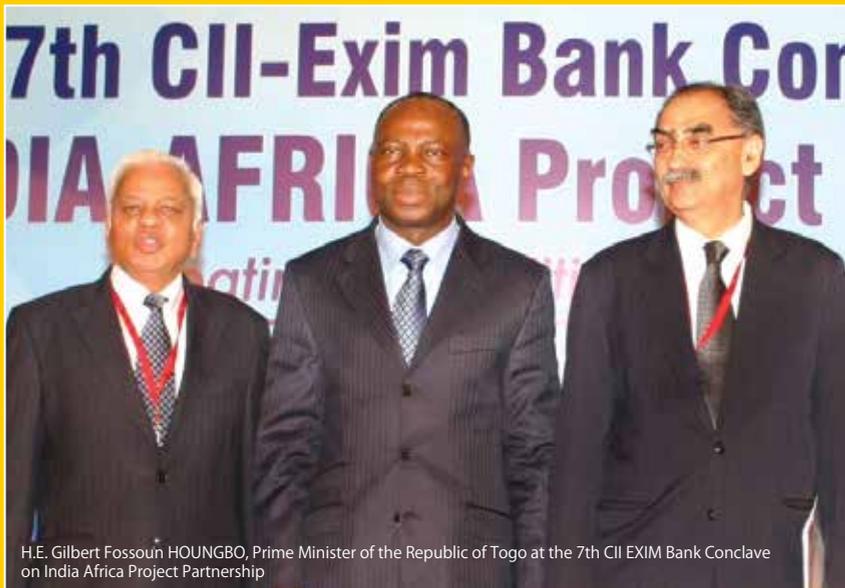


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INDIA-TOGO RELATIONS



H.E. Gilbert Fossoun HOUNGBO, Prime Minister of the Republic of Togo at the 7th CII EXIM Bank Conclave on India Africa Project Partnership

BILATERAL COOPERATION, TOWARDS NEW PERSPECTIVES



Togo and India desire to develop closer links: H.E. Prof. Robert DUSSEY, Minister of Foreign Affairs, Cooperation and African Integration with H.E. Mrs. Sushma SWARAJ during the 3rd IAFS in New Delhi

India and Togo have cordial bilateral relations. India does not have a resident Mission in Togo. The Indian High Commission in Accra is concurrently accredited to Togo. There is an Indian Honorary Consul in Lomé. Togo opened a resident Mission in New Delhi in October 2010.

Togolese President Gnassingbé Eyadéma visited India in 1994. Earlier, in 1989, he had made a brief stopover in Calcutta on his way to China. Prime Minister Mr. Gilbert Hounghbo visited India to participate in the CII-Exim Bank Conclave in March 2010 & 2011.

From Togo, Minister of Planning, Industrial Development and Administrative Reforms visited India in 1981. Minister for Rural Development visited India in 1985. High-level government and business delegations participated in the CII-EXIM Conclave on 'India-Africa Project Partnerships' held in November 2005 and October 2006 in New Delhi and in May 2006 in Accra. Minister of Cooperation and NEPAD of Togo led the Togolese delegation for the CII Conclave in October 2006.

Prime Minister, Mr. Gilbert Fossoun Hounghbo led a Togolese delegation to the 6th CII-Exim Bank Conclave in India in March 2010 and the 12th Regional Conclave on India-Africa Project Partnership in Accra on 3 June 2010. The senior diplomatic Advisor to the President, Mr. Koffi Esaw, visited India in October, 2010 in connection with inauguration of the resident Mission of Togo in India.

A Togolese delegation led by the Minister of Foreign Affairs and Cooperation visited India and participated in the Conference of LDC countries in February, 2011. A 50-member delegation led by the Prime Minister, Mr. Gilbert Fossoun Hounghbo, visited India in March, 2011 for the CII Conclave. A Ministerial delegation led by Mr. Noupokou Dammipi, Minister of Mining & Energy visited Delhi in November, 2011 to sign the LOC agreement with Exim Bank of India for US\$ 15 million Line of Credit (LOC) credit extended to the Government of Togo for Rural Electrification Project.

Three MPs, Mr. Adjamgba Agbessi Theophile, Mr. Koffi Joseph Tchiko Akoda and Mr. Ayao Nicodeme Habia visited India to participate in the 'Leaders of the Future' programme, held in March 2012.

The last two MPs, Mr. K. Akoda Tchiko Joseph and Mr. Ayao Habia again visited India in March 2013 under the "Leaders of the Future" programme and also participated in the 9th CII EXIM Bank Conclave on India-Africa Project

Indo Togo Cooperation Forum

Cordially Welcomes

**Government
& Business Delegates
from**

Togo

and Wishes them Success



To join Business Delegation going to Togo
in March 2017, please Call +91-9810091480
or Email at indotogocf@gmail.com

Partnership. Ms. Essossimna Legzim-Balouki, Minister of Trade and Private Sector Promotion, led the Togolese delegation to the 9th CII-EXIM Bank Conclave held in Delhi in March, 2013. The Minister of Commerce & Private Sector Promotion led a 7-member delegation to the 10th EXIM Bank – CII Conclave held in New Delhi in March 2014.

The Togolese Foreign Minister Mr. Robert Dussey led the Togolese delegation to the IAFS-III Summit in New Delhi (27-30 October 2015) and he had a bilateral meeting with our EAM. The Togolese Minister of Trade, Private Sector Promotion Ms. Essossimna Legzim-Balouki also visited India to take part in the Trade Ministers meet on the sidelines of IAFS-III on 23-24 October 2015.

From India, Lok Sabha Speaker, Dr. Balram Jakhar, visited Lome in 1985 for the Inter Parliamentary Conference. An Indian dance ensemble visited Togo in 1984. Shri Anand Sharma, MOS (AS), met the President of Togo on 7 March 2007 in Accra during their visit to Ghana to participate in the Golden Jubilee Celebrations of Ghana's Independence and discussed with him various issues of mutual interest. MOS for Agriculture Shri Mohan bhai Kundariya visited Togo from 7-8 July 2015 as the Special Envoy of the Prime Minister to deliver the invitation to the President and Prime Minister of Togo for the IAFS –III Summit. He called on the Prime Minister of Togo Dr. Komi Selom Klassou during the visit. A 5-member Indian delegation led by Shri Ajay Bhattacharya, Secretary (Fertilizers), visited Togo on 10-11 July, 2012 for exploring possibilities of cooperation in the area of phosphatic fertilizers.

Another high level GOI delegation, led by Shri Sudhir Mital, Secretary (Fertilizer), visited Togo in June, 2013 for exploring possibilities of mining of phosphate and downstream manufacture of fertilizer. A 3-member Indian delegation led by Shri Arvind Kaushal, Additional Secretary, Department of Agricultural Research and Education visited Togo in December 2013 in connection with the establishment of Agricultural Seed Production-cum-Demonstration Centre in Togo under IAFS decisions. A 2-member IL&FS Cluster delegation, Dr Milan Sharma and Ms. Swati Joshi visited Togo in May 2014 in connection with providing technical assistance for development of the Togolese cotton industry.

Commercial Relations

India has provided economic assistance to Togo in the form of tractors (60), water pumps, sewing machines, ambulance, transport vehicles, corn-grinding machines, etc. On the request from the Togolese government, Indelible ink was supplied in

The bilateral relation between India and Togo promises to take an upward trajectory in the coming time.

According to available statistics, total bilateral trade between the two countries, has seen a consistent growth in the last four years. The trade figures are as follows:

(Figures in USD million)

Year	Export to Togo	Import from Togo	Total Trade
2011-12	355.00	150.28	505.28
2012-13	299.88	177.41	477.29
2013-14	443.93	156.34	600.27
2014-15	688.42	195.65	884.07

2002 for the elections held in Togo.

India sent a consignment of medicines required by the floods affected people in 2008. The Synthetic & Rayon Textiles Export Promotion Council (SRTEPC) of India organized a 2-day Indian Textile Exhibition (INTEXPO 2013) in March, 2013 in Togo. This first ever exhibition received good participation from local companies/traders.

The Indian Institute of Foreign Trade (IFFT), New Delhi, in collaboration with the Chamber of Commerce and Industry of Togo, organized an Executive Development Programme (EDP) in Lomé in August 2013. It was attended by 69 participants from the Government, Public Sector organizations and private businesses.

A two-member delegation from Apollo Hospitals visited Togo in March 2015 to explore opportunities in the health sector. India has extended four Lines of Credit (LOCs) totaling US\$ 145 million to Togo for various projects, which include 'Project Health Equipment' (completed); project to Upgrade the Power Generation and Distribution Capacity of CCET (under implementation); Rural Electrification (launched in October 2013); Transmission Lines in Kara-Mango-Dapong (signed in March 2014) and financing "Farming and Cultivation of Rice, Maize and Sorghum" (under processing).

In 2008, Togo signed the Country Agreement with TCIL for the Pan African E-Network Project which was implemented. India has offered to set up three other projects, viz. Human Settlement Centre, an

India-Africa Centre for English Language Training, and an Agricultural Seed Production-cum-Demonstration in Togo under the decisions of the India-Africa Forum Summit (IAFS). Secretary, Indian Council for Agricultural Research (ICAR) led a 3-member delegation from India for discussions with Togolese authorities on the setting up of Agricultural Seed Production-cum-Demonstration Centre in Togo in December 2013.

India's major exports to Togo include mineral fuels, mineral oils and products of their distillation; cereals and preparation

of cereals cotton; articles of apparel and clothing; iron and steel articles; man-made filaments; man-made staple fibers; drugs and pharmaceuticals; machinery & mechanical appliances; plastic and articles thereof; rubber and articles thereof; vehicles and parts and accessories thereof, etc. Imports from Togo include natural phosphates, ferrous and copper waste and scrap; wood and articles of wood; other metal scrap; oil seeds; coconuts & brazil nuts etc.

ITEC

India offers training in human resource development under the Indian Technical & Economic Cooperation (ITEC) Programme. It utilized 35 slots allotted in the FY 2012-13 while in the last FY 2013-14, 37 slots were utilized. It has been allotted 50 ITEC slots for the FY 2014-15, of which 35 slots were utilized. In addition to the above, 6 Togolese scientists travelled to India between June and December 2013 for research studies under the CV Raman Research Fellowships Scheme.

Indian Community

Indian community in Togo is small and there are about 200-300 Indians living in the country. Most of them are businessmen engaged in trading, assembling, running super markets, hotels etc. The community has an Association though not very active due to the small size of the community. The International Day of Yoga was organized on 21 June 2015 with a participation of about 150 people from different walks of life.

Source: Ministry of External Affairs, Government of India

FACT FILE

General Information

Political Regime: Republic

Capital: Lomé

Area: 56 600 km²

Population: 7 365 763 inhabitants

Official Exchange Rate: USD 1.00 =FCFA 498 (FCFA = CFA franc(s))

Some Economic Indicators

GDP in 2015 (Forecast): FCFA 2.367 4088 trillion

GDP per inhabitant in 2015: FCFA 332 423

Annual Labour Cost: USD 1 357 per worker

Doing Business Ranking (2016): 150 out of 189, up by 20 points in 3 years

Human Development Index (HDI): 0.473 (2014, UNDP)

HDI Ranking (2015): 162 out of 188

Public Investment: 23.7% du GDP (forecast at the end of September 2015)

Direct Foreign Investment: USD 166 million in 2012

Landline Telephone Density: 4.01%

Mobile Telephone Density: 47.52%

Real GDP Growth Rate: 5.5% (2015 forecast)

Trade Balance: FCFA – 398.8 billion in 2014

Inflation Rate: 1.7% (for the first nine months of 2015)

Poverty Rate: 38.7% of the population

Internal Debt: FCFA 753.6 billion (2015)

External Debt: FCFA 604.8 billion (2015)

Debt Ratio: 57.38% (2015)

Total Outstanding Debt: FCFA 1.3584 trillion (2015)





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