UNIDO
PROGRAM FOR COUNTRY PARTNERSHIPS
Senegal
The National Development Strategy
Plan Senegal Emergent (PSE)

KEY FEATURES of PSE:
“ To make Senegal An emerging country in 2035 with social solidarity and the rule of law “

Objectives:
• The structural economic transformation;
• The fight against poverty and inequalities;
• The improvement of Security and Governance;
• Focus on Human Development impact in the long term

• 5 Year Priority Action Plan 2014-2018
• Multi Ministerial Implementation Mode
• Designed for involvement of Development Partners and Private Sector
• Consultative Donor Meeting 24.25 Feb.2014 approved the PSE as ODA reference
• 6 Key Sectors, 17 flagship Reforms and 27 Projects
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Target AGRO-POLES:
- 18,000 New Jobs in the next 10 Years
- 230 Million USD of new Exports from Value Chains
- 450 Million USD in new FDI

Financing of Agro Poles: 1 Bn USD
  - 10% via PPP modality
  - 90% via direct Private Sector

Target INDUSTRIAL PARKS:
- 40,000 New Jobs
- 1.0 Bn USD of new Exports from the Industrial Parks
- 0.9 Bn USD in new FDI

Financing of Industrial Parks: 1.4 Bn USD
  - 15% via PPP modality
  - 85% via direct Private Sector

Target “PARIS INDUSTRIELS INTEGRES” initiatives:
- 9,000 New Jobs
- 0.3 Bn USD of new Exports
- 0.4 Bn USD in new FDI

Financing of “PARIS Industriels Intégrés” initiatives: 0.5 Bn USD
  - 25% via direct Public Sector
  - 75% via direct Private Sector
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INVITATION MADE TO UNIDO BY GOVT of SENEGAL and AFTER TECHNICAL CONSULTATION WITH STAKEHOLDERS and PARTNERS

Addressing 6 of the 7 flagship Key Reforms
- The recovery of attractiveness ranking
- The Optimization of Private Sector and Government interventions
- Special Economic Zones and investment package
- Land availability
- National Integrated Plan of Infrastructure Development
- The alignment of education training with the needs of the economy

Addressing 2 of the main 6 Key Sectors
- Agriculture and Sea Products and Agro-foods
- Logistics, Industrial and Regional Hubs

Addressing 3 of the 27 Projects
- The development of competitive and integrated “agro-poles” and the reinforcement of Agricultural high value chains
- The development and operationalization of industrial parks around solid ecosystem (quality infrastructure development, services provision, investment incentives) and multifunctional platforms (craft activities, SME sub-contracting, equipment provision, renewable energy...)
- The development of the “PARIS Industriels Intégrés” initiatives by creating high added value industrial poles to attract foreign and local investments and increase Senegal’s competitiveness.
UNIDO’s PCP:

The articulation to the Plan
Sénégal Emergent

UNIDO as the Advisor of the Government:
Implementation of the industrial strategy and policy

Pilot PCP for LDCs:
Global Forum, Agro industries and agribusiness development, building productive capacities, Investment Promotion, Youth and Women related programmes, Energy and Environment-related initiatives and UNIDO advisory services

Inclusive and Sustainable Industrial development
Building on national strategy

RIGOROUS M&E MECHANISMS
COUNTRY OWNERSHIP
Inclusive and Sustainable Industrial Development
MULTI-DISCIPLINARY UNIDO SERVICES
ALIGNMENT WITH COUNTRY NATIONAL RESOURCES MOBILIZATION RESOURCES
ALIGNMENT TO UNIDO’S OBJECTIVES
Rationalize projects from Government and TFPs
Emphasis on human capital and skill development
Support the creation of linkages between foreign investors and local businesses
SME and existing enterprise development
Clusters as the organization and mobilization method

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Program for Country Partnership

Vertical areas of interventions and cross-cutting technical services

**INDUSTRIAL POLICY: ADVISOR TO GOVT; TOOLS and METHODOLOGIES, CAPACITY BUILDING**

**SME: CLUSTERS, SUBCONTRACTING, UPGRADING, ACCESS to FINANCE, INVESTMENT PROMOTION**

- 3 AGROPOLES, CLUSTER and INCUBATORS of SMEs, PHYSICAL INFRASTRUCTURE, AGRO VALUE CHAINS

**SUSTAINABLE CITIES, ECO INDUSTRIAL PARKS, GREENING VALUE CHAINS**

**EE AUDITS, RE TECHNOLOGIES and CAPACITIES for AGROPOLES AND INDUSTRIAL PARKS**

**NATIONAL QUALITY INFRASTRUCTURE, VALUE CHAIN QUALITY SUPPORT to AGROPOLES AND PARKS**

**OPERATIONALIZATION OF REGIONAL INDUSTRIAL PARKS and ZONES**

**PARTNERS**

- WB, AfDB, IFAD, FAO, IsDB
- South Korea, Italy, AFD, China, EU
- National and foreign private sector, Local Communities

- WB, Japan, AfDB, GEF, AFD, IsDB, China
- MoE, MoI, Local Communities, National and foreign private sector

- WB, AfDB, IsDB
- China, EU
- National and foreign private sector and local communities

- IsDB
- MoI, MoE, MoA, MoH
- National and Foreign Private Sector, local communities
SYNERGIES WITH PARTNERS
Maximizing impact through partnership

COORDINATION MECHANISM

- **National Task Force:**
  - To facilitate decision-making and consensus building among PCP stakeholders and partners
  - To lead M&E follow-up for each PCP key milestones

- **The PCP Partner and Donor Working Group:**
  - Continuous coordination mechanisms to rationalize Donor Groups;
  - To provide strong complementarities between the interventions on industrial specific issues and areas;
  - To maintain sustainable and efficient partnerships throughout the Program
Programme Country Partnership
PCP Strategic areas of intervention: Industrial parks

**OBJECTIVE:**
Lead Senegal’s industrialization through industrial park development

**OUTCOMES:**
- Decentralization of industrial activities towards regional and local zones;
- Enhancement of Industrial Park management and promotion with a detailed roadmap;
- The improvement of SME activities through the development of sub-contracting and the enhancement of access to finance;
- The improvement of services and facilities provided within the parks, in particular access to finance and certified quality services for SMEs;

**KEY MILESTONES FOR M&E:**
- The operationalization of the Industrial Parks and the development of the industrial poles;
- Establishment of sustainable cities and Eco-industrial parks in Senegal, with strong Green Industry Initiative;
- The Greening of the industrial value chains;
**Programme Country Partnership**

**Matrix: Industrial parks**

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<tr>
<th>Project Title: PARTNERSHIP FOR ISID – THE DEVELOPMENT INDUSTRIAL PARKS IN SENEGAL</th>
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<td><strong>Objective:</strong> lead the industrialization of Senegal through the operationalization of existing industrial parks and the development of new ones for promoting and sustaining the regional and local industrial activities towards economic zones, foreign investors and international and regional markets.</td>
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<td><strong>Critical problems addressed:</strong> The limited potential of economic zones and industrial platform due to the lack of diversification and certification for quality products as well as sustainable park management and services for local and national private sector.</td>
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<th>Partners: MoI, MoE., MoA, ASN, ITA, National Institutions (ITA, ASN, ASIT, ISRA), Private Sector Institutions (CNES, CNP), National and Foreign Private Sector, WB, AfDB, EU, IBD, AFD</th>
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<td><strong>Duration:</strong></td>
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<td><strong>Indicative budget:</strong> 1,355,914 USD</td>
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**Background**

The PSE highlights the reinforcement and upgrading of the industrial sector as milestones for Senegal’s emergence and has designed an industrial package whose purpose is to transform Senegal into an Industrial Hub at the regional level in Africa, by positioning the Country as a major focal point and gateway for industrial activities in West Africa, but also by leading and sustaining the industrialization of Senegal with regards to the impact delivered, in particular on the rebalancing of territories, employment creation, and the integration of the local and national Private Sector and Communities, into the industrial sectors of activity. In this context, the strategic choices of PSE in terms of industrialization have been mainly directed towards the development of industrial parks: the acceleration of industrial development, through the promotion and the upgrade of high value chains, will be carried out around the operationalization of Industrial Platforms around a solid ecosystem, along with infrastructure development, services provision, investment incentives, and green value chains upgrading. Special Economic Zones will develop multifunctional platforms, built around the development of industrial and craft activities and infrastructure and equipment provision, while the Industrial poles will integrate SME sub-contracting activities for the key sectors to be further upgraded into integrated multi-sectoral Industrial poles that will absorb and integrate several sub-sectors such as manufacturing, textile or agro-industry.

**UNIDO Technical Cooperation (partnership) Services**

- Horizontal Support for the Upgrading Program dedicated to SMEs for supporting subcontracting, availability and access to appropriate finance solutions, and extending environmental and energy upgrading to entire value chains
- Contribution to the development of sustainable cities and Eco-industrial parks in Senegal through hazardous waste management, the greening of the value chain in selected industrial sectors, including agro-industry, and the industrial and environmental upgrading of SME’s in high value chains
- Strengthen public and private sector capacity to provide energy efficiency services to industrial park and to locally manufacture and assembly RE technologies and conduct audits of industries operating in the parks in order to identify energy efficiency opportunities and implement Energy Management Systems
- Quality Support in industrial value chains through direct Quality Services within the industrial parks through the enforcement of certification bodies and certification management systems

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**Outcomes**

- Operationalization of the Regional Industrial Poles and Platforms through *clusterisation* and upgrading;
- Establishment of sustainable cities and Eco-industrial parks in Senegal, with strong Green Industry Initiative;
- The improvement of services and facilities provided within the parks, in particular access to finance and certified quality services for SMEs;
Next Steps

The way forward for the finalization of PCP for Senegal

SECOND UNIDO’S ISID FORUM as A MAJOR MILESTONES:

• Finalization of the PCP design;
• Based on conclusions and recommendations of the Forum, the commencement of implementation activities under the various PCP components;

AFTER THE FORUM:

• 2nd Technical Mission organized in Dakar + National Workshop created;
• The Senegal Technical Team will work with the members of the National Task Force and the PCP Partner and Donor Working Group to detail activities, indicators, timelines, and budget of the Senegal PCP;
• Validation process by the National Task Force and the PCP Partner and Donor Working Group;
• In the first quarter of 2015, a detailed work plan, budget and coordination mechanism for Five years, aligned with the planning horizon of the Priority Action Plan, will be prepared and endorsed for implementation by all partners.
THANK YOU!