

African Business Opportunity Discovery Expedition



By
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Introduction:

We would like to introduce our new company, Inpartners for International Business Solutions Services, founded by Mustafa Kaplan founder of [Indata](#), and [Mostafa EL Masry](#) founder and CEO of [Bright Star Eg](#) & [E Trade Eg](#).

In today's connected world, a successful business is often an efficient one, and the difference can come down to smart, innovative processes, with suitably adept management to match.

Inpartners offers your company the best solution to opening the market for your product and services in all mean and sub-Saharan African countries.

Inpartners powered by three companies ([Bright Star Eg](#) – [E Trade Eg](#) – [Indata](#)) with more than 65 years of collective experience in mean, and Sub-Saharan Africa.

An Outlook over Africa

Preface:

The African continent is not just the birth of civilization and humanity, but also a continent where vast rare earth mineral resources, oil, and gas can be found. Which in today's economy and technological climate are considered the bloodline of modern civilization.

The African continent is also the fastest-growing continent in terms of both population and economy, it also has the largest young population in the world which is essential in driving a developing economy forward, as the use of robotics in production has not fully matured yet, humans are still the best and most efficient producers compared to robots when factoring in both the hidden and immediate costs.

Nevertheless, Africa is poised to be the second most populous continent by 2050, which will make it more populous than Europe, Oceania and The Americas combined. Not to mention that if we stick to pure numbers the average real GDP growth of Africa is 3.7% which is the second best in the world followed closely by Asia.

The Quiet China-Africa Revolution:

Chinese Investment:

China may have missed the European Scramble for Africa that characterized the turn of the last century, but it has been making up for this since the 1950s. The pace of this investment has increased in the past couple of decades.

According to China's Ministry of Commerce, Chinese foreign direct investment (FDI) to Africa grew at an average compound rate of 18% per year from 2004 to 2016. FDI refers to business investments made by entities from one country (China in this case) into another country.

Lending activities by China in Africa dwarf their FDI investment. Financing of Chinese contracted projects in Africa has also been increasing and peaked in 2015 at USD\$55 billion, almost twenty times the level of FDI. Similarly, by 2016, China was the largest exporter to Africa, accounting for 17.5% of African imports. By mid-2017, more than ten thousand Chinese-owned companies were operating in Africa.

The largest companies by value are State-owned enterprises that dominate in energy, transportation, and resource sectors. Indeed, since 2010, a third of Africa's power grid and infrastructure has been financed and constructed by Chinese state-owned companies.

The Forum on China Africa Cooperation (FOCAC), a gathering of Chinese and African officials that has been held seven times (including three leaders' summits) since its inauguration in 2000, has always been known – and occasionally chastised – for being highly government-focused. At the same time, however, a quiet transformation has been taking place: Investors have begun to dominate China-Africa finance.

Since 2003, the earliest date official data is available, annual flows of Chinese foreign direct investment to Africa has risen significantly – from a mere \$74.8 million in 2003 to \$5.4 billion in 2018. Chinese FDI flows to Africa declined in 2019 to \$2.7 billion, and then – despite the COVID-19 pandemic – swung up again to \$4.2 billion in 2020. Over the same period, Chinese FDI stocks in Africa grew nearly 100-fold over a 17-year period – from \$490 million in 2003 to \$43.4 billion in 2020, peaking in 2018 at \$46.1 billion. That makes China Africa’s fourth largest investor, ahead of the United States since 2014.

Loans from China to Africa – estimated at \$153 billion between 2000-2019 – have dominated headlines. By comparison, investment flows attract far less attention, despite amounting to a third of the loans.

India's fourth largest trading partner for Africa:

The African Union is India's fourth largest trading partner after the United States, China and the United Arab Emirates, propped up by diversification in Indian exports to the continent, a senior State Bank of India official has said at a seminar here.

With a share of 8.52 per cent in global trade, India's total trade with Africa in 2019-20 was valued at USD 68.33 billion.

India has a negative trade balance with Africa, implying a dominance of imports over exports. In 2019-20, India's trade deficit with Africa was valued at USD 9.1 billion, which accounted for nearly 6 per cent of India's total trade deficit in the case of trade in goods, Syam Prasad, CEO of State Bank of India in South Africa said on Wednesday.

In terms of bilateral trade, the African Union is one of India's largest trading partners after the US, China, and the UAE, he explained.

India's trade with Africa has been diversified from exporting mainly textile yarns to petroleum products, pharmaceutical products, chemicals and manufactured products, he asserted.

At the same time, India's import basket, though dominated by primary products and natural resources, is still diverse given the wide natural resource base in Africa, he said.

Within the African Union, India's top trading partner is Nigeria (20.91 per cent). Ten countries account for nearly 60 per cent of India's total trade with Africa.

Of them, India enjoys a positive trade balance with Egypt and Mozambique, while having a deficit with the rest of the countries.

Nearly 61 per cent of India's imports from the African Union comprise fuels, mainly crude from Nigeria, Angola and Algeria.

This is followed by precious stones and glass (20 per cent) from Ghana, South Africa and Botswana.

Other imports include vegetables, metals and minerals that originate from various African countries such as Benin, Sudan, Zambia, South Africa, Morocco and Cote d'Ivoire.

There is more diversity in India's exports to Africa. About 20 per cent comprises fuels including non-crude petroleum oil to Mozambique, Togo, Tanzania, Kenya and South Africa; chemicals (18.5 per cent), including pharmaceutical products to Nigeria, Egypt and Kenya; and machines and electricals (12.59 per cent) to Nigeria, South Africa and Egypt, Prasad said.

Going forward, Prasad said SBI has been reinvesting its own capital into the continent for the past 25 years to expand its footprint in Africa.

This has been bringing in dollars for investments in Africa through an indirect role in African trade by way of funding to South African banks through syndications by offering bilateral credit lines to multilateral institutions such as the (Afri-Exim Africa Finance Corporation), and others, he said.

We offer bilateral lines in the form of trade loans to the other major banks present in African countries and also offer IFC-backed credit lines to the smaller banks and those present in smaller nations. The funding to these institutions indirectly reaches smaller corporates in the African nations, where direct reach would have been difficult, the banker added.

India's Consul General in Johannesburg Anju Ranjan said her consulate supported Indian businesses in South Africa on issues such as ensuring the safety of their investments, speeding up business visas and avoiding double taxation.

Despite the advent of the COVID-19 pandemic and the global slowdown in the past two years, trade between India and South Africa actually increased to where we have surpassed the target set by the leaders of the two countries by 111 per cent to USD 11.6 million, Ranjan said.

Russia Steadily Rebuilding Presence in Africa:

Russian economic activity has subsequently grown substantially across the continent, including interests in mining and other natural resources, nuclear power, grain and arms. Russia has become the dominant grain supplier to large parts of the continent, including Eritrea, Somalia, Senegal, Egypt, Tanzania, Tunisia, Sudan, Mozambique, Libya, Kenya, Uganda and Nigeria, and between 2017 and 2021 Africa imported nearly 50% of its weapons from Russia.

Africa imports about seven times more goods from Russia than it exports to the land of the Tsars. This is what emerges from data on Russia-Africa trade exchanges compiled by the Ecofin Agency based on figures from TradeMap, the WTO database dedicated to international trade.

In 2020, Russia exported \$12.4 billion worth of goods to Africa. In return, African countries only sold \$1.6 billion worth of goods to the Russian Federation. This results in a trade deficit of \$10.8 billion for the continent. However, Russia only holds 2.4% market share in Africa against 19.6% for China, by far the continent's leading supplier, 5% for the United States, France or India.

On analyzing the data, we note that African imports are dominated by cereals, which represent nearly 30% of all imports from Russia. As a reminder, it mainly exports wheat (about 95% of cereals exported) to African countries. This situation also helps to explain the concern of financial analysts about the surge in wheat prices in the wake of the war in Ukraine.

More than half of African supplies of Russian wheat are imported by the most populous countries on the continent, namely: Egypt, Sudan, Nigeria, Tanzania, Algeria, Kenya and South Africa. In addition to wheat, mineral fuels such as coal, petroleum products and gas account for 18.3% of African purchases from the former USSR.

For its part, Africa mainly sells edible fruits and vegetables, aquatic products as well as organic chemicals and precious metals to the Eurasian country.

Overall, the volume of goods exchanged between the two partners in 2020 reached \$14.8 billion, reflecting a marginal drop compared to \$14 billion in 2019. This virtual stagnation is part of a context marked by covid-19 which has affected all world trade. By way of illustration, the data indicates that trade between Africa and the rest of the world fell by 14% to \$900 billion in 2020.

Recall that despite the decline in the volume of trade between the two parties, exports from Africa to Russia increased by 2% between 2019 and 2020, while imports from Russia fell by 6.5% over the same period.

These figures come as the Kremlin has launched its strategy to recapture the African market in recent years. In 2019, President Vladimir Putin organized an Africa-Russia summit for this purpose, which brought together more than 40 African leaders to discuss cooperation. At the time, the stated objective of the Head of State was to lay the foundations to enable Russia to "double its trade with Africa over the next four to five years".

Although trade relations between Russia and Africa are still weak, Moscow is betting more than ever on the politico-security sector. In recent years, the Eastern European country has indeed risen to the rank of main political partner in two African countries – the Central African Republic and Mali – which were until then considered to be part of the sphere of French influence.

Also, the interventions in the Libyan peace process, the sales of arms to several countries of the continent in particular Algeria and Egypt, and the support to the States of the continent within the framework of the fight against covid-19 are- they perceived by experts as evocative signs of the Russian diplomatic breakthrough on the black continent.

THE WHITE HOUSE (FACT SHEET) DECEMBER 14, 2022:

[U.S.- Africa Partnership in Promoting Two-Way Trade and Investment in Africa](#)

Africa's integration into global markets, demographic boom, and continent-wide spirit of entrepreneurship and innovation present an extraordinary opportunity for the United States to invest in Africa's future. The United States will support and facilitate mobilizing private capital to fuel economic growth, job creation, and greater U.S. participation in Africa's future. Together, business and government leaders will strengthen trade- and investment-enabling environments, including fostering the development and implementation of effective policies and practices across all sectors, and identify and promote new opportunities for Africans and Americans. Through initiatives such as the Partnership for Global Infrastructure and Investment (PGII) and Prosper Africa, the United States will provide timely, coordinated support that meets the needs of businesses and investors, including micro-, small- and medium-sized enterprises and diaspora- and women-owned businesses, to advance infrastructure priorities and boost two-way trade and investment.

Since 2021, the U.S. Government has helped close more than 800 two-way trade and investment deals across 47 African countries for a total estimated value of over \$18 billion, and the U.S. private sector has closed investment deals in Africa valued at \$8.6 billion. U.S. goods and services traded with Africa totaled \$83.6 billion in 2021. These investments and programs are in support of the umbrella initiatives PGII, Prosper Africa, and Power Africa.

At today's U.S.-Africa Business Forum, President Biden announced over \$15 billion in two-way trade and investment commitments, deals, and partnerships that advance key priorities, including sustainable energy, health systems, agribusiness, digital connectivity, infrastructure, and finance. Since January 2021, the Biden-Harris Administration has invested and plans to invest more than \$1 billion in trade, investment, and economic development in Africa.

Departments and Agencies across the U.S. Government announced new initiatives and investments to promote two-way trade and investment:

The U.S. Trade Representative (USTR), on behalf of the United States Government, signed a Memorandum of Understanding with the African Continental Free Trade Area (AfCFTA) Secretariat to support institutions to accelerate sustainable economic growth across the continent. Once fully implemented, the Agreement Establishing the AfCFTA will create a combined continent-wide market of 1.3 billion people and \$3.4 trillion, which would be the fifth-largest economy in the world.

The Millennium Challenge Corporation (MCC) and the Governments of Benin and Niger are signing the first regional compacts totaling \$504 million, with additional contributions of \$15 million from Benin and Niger, to support regional economic integration, trade, and cross-border collaboration. Since the start of this Administration, MCC also signed agreements with the Governments of The Gambia, Lesotho and Malawi for an additional \$675 million. These agreements include over \$150 million to support climate adaptation. The agency is currently working in 14 African countries with more than \$3 billion in active compact and threshold programs and approximately \$2.5 billion in the pipeline. Yesterday, MCC announced that The Gambia and Togo are eligible to develop their first compacts, Senegal is eligible to develop a concurrent regional compact, and Mauritania is eligible for a threshold program.

President Biden launched the Digital Transformation with Africa (DTA), a new initiative to expand digital access and literacy across the continent. Working with Congress, this new initiative intends to invest over \$350 million and mobilize over \$450 million in financing commitments for Africa, in line with the African Union's Digital Transformation Strategy.

U.S. International Development Finance Corporation (DFC) announced \$369 million in new investments across Africa across food security, renewable energy infrastructure, and health projects, including a \$100 million transaction with Mirova SunFunder for the Mirova Gigaton Fund to support clean energy across the continent.

The Export-Import Bank of the United States (EXIM) currently has over \$7 billion in exposure throughout Africa, including new authorizations such as \$42 million in financing to the Republic of Angola for the purchase of GatesAir FM transmitters and \$7.4 million in financing to Sapele Power Plc (Sapele) in Nigeria for the purchase of American-manufactured energy storage systems from ESS Tech, Inc (ESS). At the Forum, EXIM signed several new Memorandums of Understanding (MoU), including: \$500 million MoU with the African Export-Import Bank (Afreximbank) to support diaspora engagement and strengthen EXIM's commercial ties to the continent by increasing access to and

awareness of EXIM financial products; a \$300 million MoU with Africa 50 to facilitate up to \$300 million in EXIM financing for the export of U.S. goods and services to buyers throughout Africa, particularly in support of infrastructure, transportation, digital technology and renewable energy projects; and a \$500 million MoU with the Africa Finance Corporation to facilitate U.S. goods and services exports, promote U.S.-Africa trade, and support financing of trade-enabling projects.

Power Africa, which has helped close 145 power generation investments valued at more than \$24 billion, in collaboration with Prosper Africa, announced the launch of the Clean Tech Energy Network (CTEN). CTEN is a collaboration between the U.S. Government, U.S. clean tech energy companies, and African energy stakeholders that is expected to mobilize \$350 million in deals. In addition, Power Africa operationalized a \$150 million public-private partnership to electrify 10,000 health facilities in sub-Saharan Africa, bolstering sector resources to advance pandemic resilience and digital connectivity and decarbonize the health sector footprint.

U.S. Trade and Development Agency (USTDA) announced over 15 new activities that are designed to help unlock close to \$1 billion in financing for Africa's clean energy, digital, and healthcare infrastructure priorities and create more than \$500 million in export opportunities for U.S. firms. These new commitments build upon USTDA's 30-year history of partnering with Africa's public and private sectors and financiers to shape infrastructure development across the continent. In 2022 alone, USTDA's program helped unlock more than \$500 million in financing for 10 priority infrastructure projects across the continent.

Prosper Africa, working with Congress, has invested and plans to provide at least \$170 million to increase two-way trade and investment between the United States and African countries. Through catalytic investments and partnerships, Prosper Africa expects to boost African exports to the United States by \$1 billion and mobilize an additional \$1 billion in U.S. investment in Africa. For example, Prosper Africa is launching five new partnerships with African investors that will leverage \$200 million in private investment and generate millions of dollars in revenue for businesses, all while advancing African solutions to global challenges like climate change, food insecurity, and women's empowerment. Prosper Africa is also establishing a new Prosper Africa Coordinator position, which will streamline efforts across the U.S. Government and private sector to advance the Administration's economic engagement with Africa.

The Department of Commerce has supported over 330 transactions and commercial cases between the United States and Africa under the Biden-Harris Administration, with a total value of over \$11.9 billion.

The U.S. Agency for International Development (USAID) announced a range of commitments and newly-leveraged private investments across sectors, including in health, food security, and climate, and that promote gender equality, women's economic empowerment, and social inclusion. This includes \$100 million to accelerate last-mile delivery of agricultural innovations and a pledge to unlock \$300 million in private financing by increasing investment in infrastructure and manufacturing, as well as digital solutions to drive an effective African Continental Free Trade Area (AfCFTA). USAID also launched its Climate Action Infrastructure Facility that aims to leverage \$100 million in private investment toward financing climate solutions.

U.S. African Development Foundation (USADF) announced three Off-Grid Energy Challenges (healthcare, agriculture, and women in energy) through which the agency will provide grants to African enterprises to promote market-based solutions that connect businesses to electricity and impact marginalized communities. USADF since 2021 has invested a total of \$48.26 million of grant capital in African enterprises and leveraged \$3 million from the private sector. Working with Congress, in 2023, USADF plans to implement new projects that will invest \$56.84 million, of which \$18 million is expected to be leveraged from the private sector and other donors.

U.S. Department of Agriculture (USDA) supported agricultural exports of approximately \$264 million to Africa from July 2021 to August 2022 through the backing of the Export Credit Guarantee Program, including corn, soybeans, and wheat. USDA will continue to encourage financing of commercial exports of U.S. agricultural products through the Export Credit Guarantee Program by reducing financial risk to lenders and facilitating trade.

The World Bank Abstract About Africa:

The economy of Africa consists of the trade, industry, agriculture, and human resources of the continent. As of 2019, approximately 1.3 billion people were living in 54 countries in Africa. Africa is a resource-rich continent.

Recent growth has been due to growth in sales in commodities, services, and manufacturing.

West Africa, East Africa, Central Africa and Southern Africa in particular, are expected to reach a combined GDP of \$29 trillion by 2050.

However, as of 2013 Africa was the world's fastest-growing continent at 5.6% a year, and GDP is expected to rise by an average of over 6%. Growth has been present throughout the continent, with over one-third of African countries posting 6% or higher growth rates, and another 40% growing between 4% to 6% per year.

Several international business observers have also named Africa as the future economic growth engine of the world.

Sub-Saharan Africa, home to more than 1 billion people, half of whom will be under 25 years old by 2050, is a diverse continent offering human and natural resources that have the potential to yield inclusive growth and eradicate poverty in the region. With the world's largest free trade area and a 1.2 billion-person market, the continent is creating an entirely new development path, harnessing the potential of its resources and people.

Natural resources of Africa

Africa is rich in natural resources ranging from arable land, water, oil, natural gas, minerals, forests and wildlife. The continent holds a huge proportion of the world's natural resources, both renewables and non-renewables.

Africa is home to some 30 percent of the world's mineral reserves, eight per cent of the world's natural Gas and 12 per cent of the world's oil reserves. The continent has 40 percent of the world's gold and up to 90 percent of its chromium and platinum. The largest reserves of cobalt, diamonds, platinum and uranium in the world are in Africa. It holds 65 per cent of the world's arable land and ten percent of the planet's internal renewable fresh water source.

In most African countries, natural capital accounts for between 30 percent and 50 percent of total wealth. Over 70 per cent of people living in sub-Saharan Africa depend on forests and woodlands for their livelihoods.

Collectively, the continent has a lot to gain in pulling together and harnessing its vast natural resources to finance the development agenda towards greater prosperity; and it must also ensure that future growth and exploitation of natural resources is results-oriented, climate resilient and sustainable.

Trade growth:

Trade has driven much of the growth in Africa's economy in the early 21st century. China and India are increasingly important trade partners; 12.5% of Africa's exports are to China, and 4% are to India, which accounts for 5% of China's imports and 8% of India's. The Group of Five (Indonesia, Malaysia, Saudi Arabia, Thailand, and the United Arab Emirates) are another increasingly important market for Africa's exports.

Africa's economy—with expanding trade, English language skills (official in many Sub-Saharan countries), improving literacy and education, availability of splendid resources and cheaper labour force—is expected to continue to perform better into the future. Trade between Africa and China stood at US\$166 billion in 2011.

Nigeria, the Western and Central Africa subregion is projected to grow at 5.0% in 2023 (up from 4.2%), and growth will firm in 2024 (5.6%). Real GDP growth in Nigeria is expected to slow from 3.6% in 2021 to 3.3% in 2022 as economic growth in the country continues to suffer from an underperforming oil sector.

The African Ministerial Conference on the Environment (AMCEN) recognizes that natural capital underpins the continent's economy, affirming that using natural capital as a gateway to wealth creation and investments will allow for actions towards achievement of the United Nations 2030 Agenda on Sustainable Development and Sustainable Development Goals (SDGs), and the AU Agenda 2063 through financial, economic, social and environmental contribution.

The African Continental Free Trade Area (AfCFTA):

The African Continental Free Trade Area (AfCFTA) is the flagship project of the African Union to realise the aspiration outlined in Agenda 2063, a blueprint for attaining inclusive and sustainable development across the continent. The AfCFTA will bring together all 54 member states of the African Union covering a market of more than 1.2 billion people and a combined gross domestic product (GDP) of more than USD 3.4 trillion. The main objectives of the AfCFTA are fourfold. It will create a single continental market for goods and services, with free movement of business persons and investments, thus paving the way for accelerating the establishment of the Continental Customs Union. It will expand intra-African trade through better harmonization and coordination of trade liberalization and facilitation, as well as instruments across the Regional Economic Communities (RECs) and Africa. It aims to not only resolve the challenges of multiple and overlapping memberships but also expedite the regional and continental integration processes. And last but not least, the AfCFTA is expected to enhance competitiveness at the industry and enterprise level through exploitation of opportunities for scale production, continental market access, and better reallocation of resources.

The Selected Countries:

Our criteria of selection were based entirely on the outlook and internal stability of a country and after analyzing all 54 African countries we have concluded that the below six countries are excellent candidates for doing business and expanding into their market which would yield a positive ROI.

These countries are Egypt, Uganda, Rwanda, Kenya, Tanzania, and Mauritania, looking at the economy of these countries you can understand a pattern here, the chosen countries are characterized by their fast-paced developing economies, massive opportunities for growth, and next to nothing completion, in marketing terms, they are described as a "Blue Sea" market.

Understanding the gargantuan potential within each market is the key to effective market penetration, and there are signs we can notice when evaluating a specific country, which will help us identify key areas and point to tackle when developing our plan.

Egypt:

Egypt, one of the most powerful and stable economies in Africa, and one of the leading countries in the region both economically and technologically. A ratifying member of the AfCFTA, the host country of COP 27, a dialogue partner of the SCO, the 18th largest economy by PPP, the 33rd economy by GDP, and an upcoming member of BRICS.

With a diversified economy, Egypt has a stable outlook with a credit rating of B from Standard & Poor, B2 from Moody, B+ from Fitch, lowering public debt, increased FDI to \$132 Billion, increased exports, increased ease of doing business, increased labor force, increased HDI, and lowered percentage of poverty according to the CIA Factbook.

Egypt has also attracted 140 Chinese companies, with a \$23.4 Billion investment from China alone, while the USA embassy in Cairo has supported more than 10,000 Egyptian entrepreneurs. With the real GDP growth at 6.6%, lowered unemployment rate, and increased GDI according to the IMF.

Uganda:

Uganda is one of the best examples of an up-and-coming economy, with a 4.4% real GDP growth according to the IMF, this is above the continental average of 3.7%, not to mention a newly discovered \$13 trillion gold deposit along with other metals such as copper, which will attract potential investors for sure and create a good business atmosphere as the country's government is set to capitalize on their new-found wealth.

Also, we should look at the current general government net borrowing which has dropped -5.5%/GDP, and this shows a trend of more capital flowing to the government which discourages the government from borrowing more money.

Uganda is supportive of its neighbors as its participating in the East Africa Regional Force which is fighting the M23 rebels in the Democratic Republic of Congo, Uganda has also discovered a vast oil reserve in the eastern part of the country, as well as China building Uganda's largest dam at Karuma Falls.

Uganda is also part of the EAC which is set to become a smaller African version of the EU and very similar to the ECOWAS but unlike the ECOWAS the EAC is made up of mostly developing countries and with more stable internal politics.

Not to mention that Uganda's foreign reserves, labor force, exports, and HDI are on the rise according to the CIA Factbook and with more than \$10 Billion in FDI, you can see why we choose Uganda to be one of the targeted countries.

Rwanda:

Rwanda, is the second country in our list, dubbed the safest and cleanest country in Africa, Rwanda has suffered years of genocide, and is on track to become the Singapore of Africa. With a "Very Easy" score on the Ease of Doing Business list placing it at number 38, better than numerous Middle Eastern and European countries and only five slots behind Turkey.

Rwanda has also joined ambitious projects including a joint hydroelectric project with Burundi and the Democratic Republic of Congo, Rwanda will become a high-income economy by 2050, with a 6% real GDP growth according to the IMF, which is almost double the continental average, and a current general government net borrowing which has dropped -6.4%/GDP, and one can see why Rwanda has huge ambitions.

With the real non-oil GDP growth being 5.98% and a total investment of 25.77% compared to the GDP, also according to the CIA Factbook Rwanda has a rising HDI, labor force, Exports, and FDI, while lowered Imports and unemployment, suggesting that Rwanda is transitioning from a consumer economy into a productive economy.

Rwanda has also received \$214 Million in Chinese project investment including the new Nyabarongo II multipurpose hydroelectric project.

Kenya:

Kenya is by far one of the most well-developed countries in terms of social and physical infrastructure, it has also the third largest economy in Africa just behind oil-rich Nigeria and well-developed South Africa, also Kenya has laid out its Vision for 2030 of transforming into a globally competitive nation with a high quality of life.

With an increasing foreign reserve, FDI, exports, labor force, and HDI according to the CIA Factbook, and with a real GDP of 5.3% and a current general government net borrowing which has dropped -7%/GDP according to the IMF, which is why Kenya has a B+ credit rating in both the foreign and domestic market from Standard & Poor as well as a "Stable" outlook from Fitch.

Kenya is also opening to more countries, recently it resolved its trade issues with South Africa, but not only that, but Kenya has also vowed to shift to clean energy by 2028 during its speech at COP 27, as well as the discovery of 3 more gold fields in western Kenya.

Not to mention that Kenya just sent a fresh battalion of troops to the Democratic Republic of Congo, on a purely offensive mission to help fight and eliminate the M23 rebels, not to mention that Kenya is a crucial part of the Belt and Road initiative by China which the later has poured over \$9.8 Billion in infrastructure projects.

Tanzania:

Tanzania is the fourth member of the EAC in this outlook, a developing economy, with a 4.5% real GDP increase according to the IMF, as well as real non-oil GDP of 4.48% and a total investment of 37.56% compared to the GDP, which shows the strong appetite for investment and doing business in Tanzania.

Recently Tanzania discovered 30 trillion cubic feet of natural gas, which will help fuel its ever-growing population, with also a lowered public debt, \$12.715 Billion FDI, lowered imports, rising exports, rising HDI, and rising labor force, according to the CIA Factbook and the picture of Tanzania's market becomes very clear.

As well as \$4 billion of Chinese infrastructure investment, and you can see why many economists saying that Tanzania's economy will resist the upcoming global recession, that is also why the Asia Times called Tanzania "China's Gateway to Africa".

Tanzania's government is also investing heavily in its population, as it has laid out a plan to completely eradicate malaria in the next five years, as well as tasking the public institutions to improve the business environment, but also the Tanzanian parliament has laid out a plan to boost real GDP growth for next year to 7%.

Mauritania:

Mauritania is a country with extensive iron ore, and gold deposits, as well as a recently discovered 15 trillion cubic feet gas reserve, also Mauritania has an increased export, GDP, and HDI according to the CIA Factbook.

But Mauritania has also increased GDI and lowered debt, primary net borrowing, net borrowing, and general government net borrowing, China has also invested in the expansion of the Nouakchott Port, also according to African Business Mauritania is set to double its already massive iron ore production this year, reaching new levels.

Mauritania also laid down its strategic vision which will utilize its plentiful sun and wind resources found in the north of the country which presents a 10 gigawatt and \$3.5 Billion opportunity, which will help push the economy forward, this is also supplemented by the new \$25 Billion deal with Senegal for the construction of a gas pipeline, which is now becoming a covenant resource across the world.

Last but certainly not least Mauritania has an ambitious plan of developing hydrogen, which is widely considered the safest, cheapest, and most renewable energy source of the future. During COP 27 Mauritania along with BP discussed exporting hydrogen at a scale, which will allow Mauritania to join the very exclusive club of hydrogen-exporting countries.

Business Opportunities:

We are offering your company a business opportunity in more than 17 countries remotely by using our team with very well trained with a wide range of skills and business relations and a huge database to open new business opportunities. This is supported by dedicated African Buyers starting from UAE and the following countries list:

1. UAE.
2. Egypt.
3. Djibouti.
4. Kenya.
5. Uganda.
6. Rwanda.
7. Burundi.
8. Tanzania.
9. Malawi.
10. Zambia.
11. Zimbabwe.
12. Mozambique.
13. Gabon.
14. Togo.
15. Benin.
16. Ghana.
17. Mauritania.

- Note: If your company is interested in adding another country, not on the above list we can customize it as an exceptional business trip ([Contact Us](#)).

Opportunities Sector:

Due to our team's experience and knowledge, we will be glad to help you grow your business by using our 65 years of collective experience and through our relationships network which can offer you a vast range of services we can open Business opportunities such as:

1. Agent.
2. Distributors.
3. Government Tenders.
4. Import & Export Deals.
5. Opening Sales & Marketing Channels.

Africa Trade Shows Category:

Africa has more than 87 trade shows and exhibitions with a fantastic record during the year that comes exhibitors & visitors across Africa.

1. Automotives & Spare Parts.
2. Culture & Educations.
3. Building & Construction.
4. Banking & Finance.
5. Food, Hospitality & Kitchen.
6. Food processing And Packaging.
7. General / Consumer.
8. Fashion & Textile.
9. Industrial Products & Machinery.
10. Lighting.
11. Medical & Health Care.
12. Laboratory & Supplies.
13. Mining.
14. Plastics, Printing & Packaging.
15. IT, Electronics & Satellite Prod.
16. Interiors & Furniture.
17. Oil & Gas.
18. Power & Energy.
19. Solar.
20. Tourism & Hospitality.
21. Hardware & Tools.
22. Wood.
23. Water Technology Exhibition.

Benefits Include:

1. A cost-effective and time-efficient way to source and grow your network of reliable and high-quality African and international suppliers.
2. Keep up to date with the latest market trends and innovations and learn from industry leaders and top experts in our meeting programmed to ensure you stay ahead of the game.
3. Share knowledge and thoughts with like-minded business professionals from Africa and international regions to gain new insights and develop ideas.
4. Engage with financial institutions, gain information on new products and services, and as well as an understanding of payment products, new technologies, and trade gateways.
5. Gain access to numerous networking platforms which will help you to develop new business contacts which will provide opportunities for meetings, business exchanges, and the conclusion of business, investment deals between B2B, B2G, & G2G.

Features Include:

1. Networking Meeting, Events - Invitation to highly exclusive Networking Events.
2. Conference Access - Access to the Trade and Investment Forum and all seminars/workshops (where applicable).
3. Access to high-level personnel, bringing together policymakers, prominent investors, financiers, and thought leaders from the Creative Industry across the continent and the diaspora.
4. Access to African Buyers Network.
5. Matchmaking - Enhance the quality of your meetings by being matched with service providers suited to your needs and requirements
6. Door-to-door speed Networking - An opportunity to participate in Speedy Networking sessions allowing you to engage with multiple Buyers.
7. Report about every country we visited and our suggestion for your company business to become power there.

Packages:

- 1- One country package for choosing one country ([Contact Us](#)).
- 2- The two countries package for 2 chosen countries ([Contact Us](#)).
- 3- The three countries package for 3 chosen countries ([Contact Us](#)).
- 4- The five countries package for 5 choose countries ([Contact Us](#)).
- 5- The seven countries package for 7 chosen countries ([Contact Us](#)).
- 6- The nine countries package for 9 chosen countries ([Contact Us](#)).
- 7- The eleven countries package for 11 chosen countries ([Contact Us](#)).
- 8- The thirteen countries package for 13 chosen countries ([Contact Us](#)).
- 9- The fifteen countries package for 15 chosen countries ([Contact Us](#)).
- 10- The Platinum package gets the complete list of 17 countries will be main Sponsor free, directory listed, free shipping for propaganda publications maximum 5KG ([Contact Us](#)).
- 11- Commission package for the complete list of 17 countries commission from any deal for one year ([Contact Us](#)).
- 12- Monthly package for the complete list of 17 countries monthly fee + commission from any deal for one year ([Contact Us](#)).
- 13- For customized your package ([Contact Us](#)).

We hope that you have built a more comprehensive idea of our plan and criteria behind choosing these countries, as we said before we are looking for countries with stability and positive outlook and we believe that these countries are on their way to becoming major players and economies in Africa very soon and that now would be the perfect time to establish a presence there before the hype train even arrives, which will give us an advantage against any potential competitor.

Regarding Joining our Convoy for African Business Opportunity Discovery Expedition Contact me to arrange a meeting for more details.

Best regards,

Mostafa EL Masry

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