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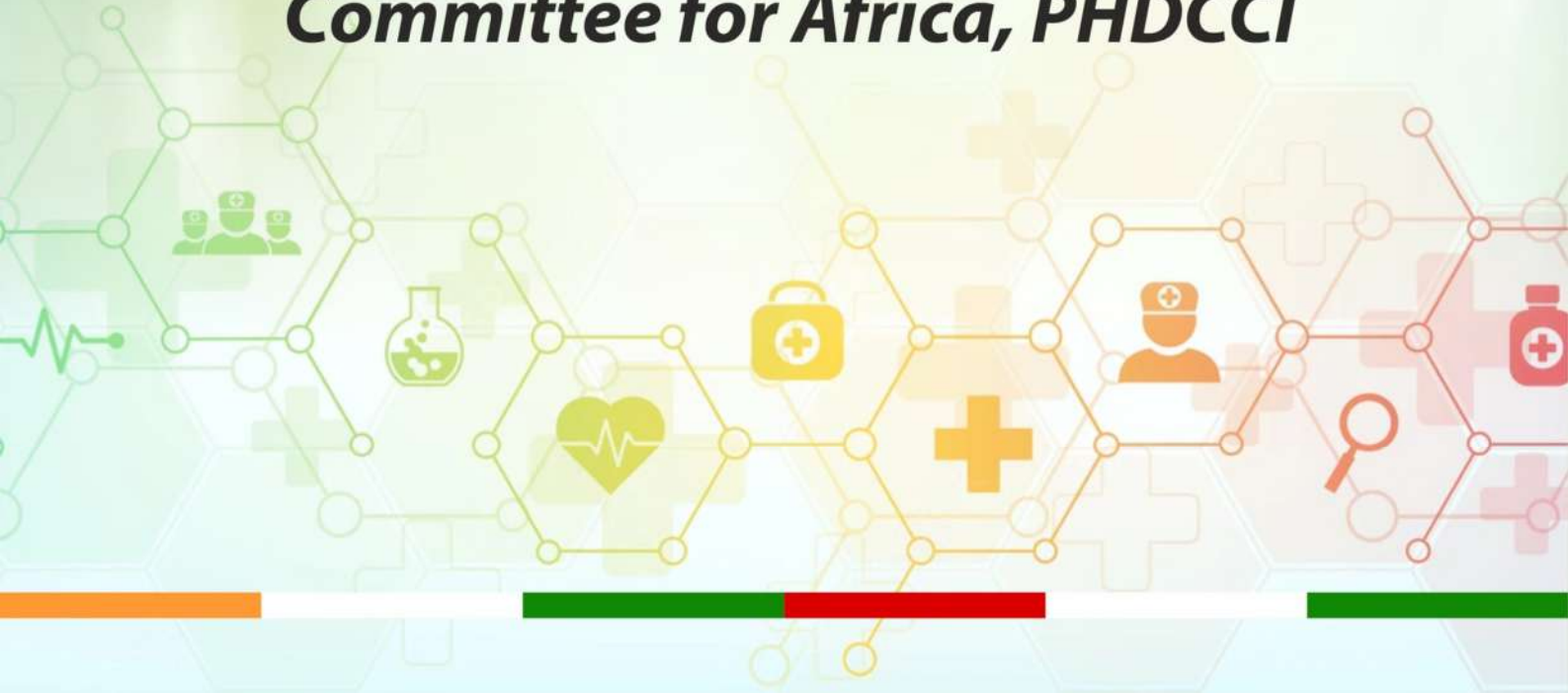
सत्यमेव जयते  
Ministry of Commerce & Industry  
Department of Commerce  
Government of India



# PHDCCI BUSINESS DELEGATION TO **SENEGAL**

27<sup>th</sup> - 28<sup>th</sup> March 2023

**A Report on**  
**Buyer Seller Meet in Senegal**  
*by*  
***International Affairs***  
***Committee for Africa, PHDCCI***







## PHDCCI BUSINESS DELEGATION TO SENEGAL

27<sup>th</sup> - 31<sup>th</sup> March 2023



### Country Factsheet

**Capital:** Dakar

**Official Languages:** French (official), Wolof, Pular, Jola, Mandinka, Serer, Soninke

**Area:** total:196,722 sq km  
land: 192,530 sq km  
water: 4,192 sq km

**Population:** 18,384,660 (2023 est.)

**Literacy:** definition: age 15 and over can read and write  
total population: 51.9%  
male: 64.8%  
female: 39.8% (2017)

**GDP- Per- Capita (PPP):** \$3,500 (2021 est.)

**GDP- Composition by sector:** agriculture:16.9% (2017 est.)  
industry:24.3% (2017 est.)  
services: 58.8% (2017 est.)

**Agriculture Products:** groundnuts, watermelons, rice, sugar cane, cassava, millet, maize, onions, sorghum, vegetables

**Industries:** agricultural and fish processing, phosphate mining, fertilizer production, petroleum refining, zircon, and gold mining, construction materials, ship construction, and repair

**Exchange Rates:** Communaute Financiere Africaine francs (XOF) per US dollar - 554.531 (2021 est.)

**Exports:** \$5.287 billion (2018 est.)

**Export Commodities:** gold, refined petroleum, phosphoric acid, fish, ground nuts (2019)

**Export Partners:** Mali 22%, Switzerland 14%, India 9%, China 7% (2019)

**Imports:** \$8.96 billion (2018 est.)

**Import Commodities:** refined petroleum, crude petroleum, rice, cars, malt extract, clothing, and apparel (2019)

**Import Partners:** China 17%, France 11%, Belgium 7%, Russia 7%, Netherlands 7% (2019)

**India- Senegal Trade Investment**

Values in US\$ millions

S.No.	Year	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
1	<b>EXPORT</b>	724.11	639.24	477.1	699.1	953.59
2	%Growth		-11.72	-25.36	46.53	36.4
3	India's Total Export	3,03,526.16	3,30,078.09	3,13,361.04	2,91,808.48	4,22,004.40
4	%Growth		8.75	-5.06	-6.88	44.62
5	%Share	0.24	0.19	0.15	0.24	0.23
6	<b>IMPORT</b>	564.94	658.99	469.47	401.13	696.16
7	%Growth		16.65	-28.76	-14.56	73.55
8	India's Total Import	4,65,580.99	5,14,078.42	4,74,709.28	3,94,435.88	6,13,052.05
9	%Growth		10.42	-7.66	-16.91	55.43
10	%Share	0.12	0.13	0.1	0.1	0.11
11	<b>TOTAL TRADE</b>	1,289.05	1,298.23	946.56	1,100.23	1,649.75
12	%Growth		0.71	-27.09	16.23	49.95
13	India's Total Trade	7,69,107.15	8,44,156.51	7,88,070.32	6,86,244.36	10,35,056.45
14	%Growth		9.76	-6.64	-12.92	50.83
15	%Share	0.17	0.15	0.12	0.16	0.16
16	<b>TRADE BALANCE</b>	159.17		7.63	297.97	257.42
17	India's Trade Balance	-1,62,054.83	-1,84,000.33	-1,61,348.24	-1,02,627.40	-1,91,047.65

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.



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### INTRODUCTION

India and Senegal share a deep rooted relationship that was forged in shared ideologies for development, democracy and secularism. Diplomatic relations between the two countries were established in 1962, and since then, countries have also collaborated on regional and international issues such as climate change, peacekeeping, and counter-terrorism. The partnership covers the sectors of defence, trade & investment, education and culture. India is the second-largest trading partner of Senegal in Asia, and the two countries have been working to increase their bilateral trade volume.

The trade partnership between the countries has barely scratched the surface and the scope is much higher which is why the PHD Chamber of Commerce and Industry with the support of the Department of Commerce, Ministry of Commerce and Industry, Government of India organised a **Buyer Seller Meeting in Dakar, Senegal from 26<sup>th</sup>-27<sup>th</sup> March 2023**. **Mr. Pankaj Banerjee, Leader of the Delegation and Patron Member, PHDCCI**, along with delegates from the following sectors: **Education, Hospitals, Pharmaceuticals, Traditional Medicines and Healthcare & Wellness** were present at this meeting. Representing PHDCCI There were **Mr. Niraj, Senior Secretary – International Affairs, and Mr. Abhishek Banwara, Secretary – International Affairs, PHDCCI**.

1. Mr Pankaj Banerjee, Head- Exports, Hamdard Laboratories India
2. Mr. Nanda Sethi, Sr. Manager -International Business -Allengers Medical Systems Ltd
3. Mr. Rahul Sharma, Deputy Manager, Aakash Healthcare
4. Mr. Varun Sood, Avnka Healthcare,
5. Mr. Chandan Kumar, Easy ERP
6. Mr Niraj, Senior Secretary- International Affairs, PHDCCI
7. Mr Abhishek Banwara, Secretary – International Affairs, PHDCCI

## DAKAR, SENEGAL

### Buyer Seller Meeting with the Dakar Chamber of Commerce and Agriculture



The PHDCCI organized a Buyer Seller Meeting with the members of the Dakar Chamber of Commerce and Agriculture in Dakar on 27th March 2023 in association with the Department of Commerce, Ministry of Commerce and Industry, Government of India and with the support of Indian Embassy in Dakar, Senegal. Present at this meeting were Dr. Mbaye Chimere Ndiaye, Secretary General, Dakar Chamber of Commerce and Industry, Mr. Naba Kumar Pal, Charge d'affaires, Embassy of India in Senegal, and Mr. Pankaj Banerjee, Leader of the Delegation and Patron Member, PHDCCI.

Dr. Mbaye Chimere Ndiaye, while welcoming the delegation from PHDCCI to Senegal highlighted that the visit from India has come at a very opportune time as Senegal considered India as a very close partner in its development. He also urged the business community from both the countries to work in very close partnership with the Dakar Chamber of Industries and Agriculture for realisation of their business needs. He concluded his address by reiterating that Senegal is a country known for its hospitality and that any inquiries from the Indian industry will be warmly welcomed.



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**Mr. Pankaj Banerjee**, expressed his gratitude to the Indian Embassy and Dakar Chamber of Commerce and Agriculture for hosting the Indian delegation, and emphasized that India's healthcare sector had become a focus area for cooperation between India and countries worldwide. Additionally he highlighted the potential for Africa, and Senegal in particular, to become major partners for India through this initiative. He also encouraged the companies in Senegal to explore opportunities for mutual cooperation with their Indian counterparts in the healthcare sector during the Meet.

**Mr. Naba Kumar Pal**, while addressing the participants said that India was working very closely with Senegal in its development. India had already extended USD 350 million worth of Lines of Credit in sectors like Power, Infrastructure and transportation. He further mentioned that

He spoke of the following developments that could strengthen partnerships between the two countries-

1. India was the biggest trading partner of Senegal and 100% of the phosphoric acid used in production of fertilizers in Senegal was an Indian import.
2. He also mentioned the total trade between the nations crossing USD 1.65 billion in 2022 and was expected to cross USD 1.80 billion in the current financial year.
3. Senegal was the biggest importer of broken rice from India and there were talks being conducted to lift the ban on broken rice for Senegal.
4. Pharmaceuticals were also emerging as the largest sector of economic cooperation between the two countries. The total exports of pharmaceuticals goods to Senegal were expected to touch USD 40 Million.

The Buyer Seller Meeting was attended by more than 50 companies from Senegal and concluded with B2B meetings and discussions on how businesses of India and Senegal could successfully connect with one another.



**PHD CHAMBER**  
OF COMMERCE AND INDUSTRY

## About PHDCCI

PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 118 years. It is a forward looking, proactive and dynamic PAN-India apex organization. As a partner in progress with industry and government, PHDCCI works at the grass roots level with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy.

PHDCCI, acting as the “Voice of Industry & Trade” reaching out to more than 1,50,000 large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level.

At the global level, we have been working with the Embassies and High Commissions in India and overseas to bring in the International Best Practices and Business Opportunities.

*“Voice of Industry & Trade”*

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