

**Country Seminar:  
Business and Investment Opportunities in the Republic of Cabo Verde  
29<sup>th</sup> of September 2017**

**Delegation**

<b>Company</b>	<b>Product / Service</b>	<b>Objective of the assignment</b>	<b>Partnerships / Partners' profile</b>	<b>Actions put forward</b>
<b>Unilar, lda</b>	Importing / Exporting  Trade and Production	Introducing the canned- tuna- and mackerel brand in the Netherlands and Luxembourg's markets  Introducing a new aviculture project (raising broiler chickens)	Finding partners for developing the aviculture-broiler chickens project in São Vicente, Cabo Verde  Finding partners for exporting canned fish (tuna and mackerel)	Meeting with suppliers and producers of disposable products  Meeting with suppliers and producers of non-alcoholic beverages (nectar and 50 % concentrated juice)  Meeting with suppliers and producers of products for diabetics and hypertensives, and producers of diet foods  Visiting a broiler-chickens incubating, producing, and butchering unit

<b>Drogaria Solange</b>	Commercializing construction and sanitation materials, as well as electric appliances	Looking for new products and suppliers so as to differentiate ourselves from the rest of the competitors in the market	Representatives of firms with innovative products in the civil-construction and sanitation sectors	Innovating the construction gear and materials so as to improve our civil-construction market
<b>Finger, Ida</b>	Auditing / checking companies  Technical and financial-accounts assistance  Feasibility and training projects  Other specialized jobs	Offer technical assistance to the foreign investors as well as emigrants intending to invest in Cabo Verde	Investor looking for alternatives for financial applications	Market research and feasibility projects
<b>Sina Construções</b>	Civil construction  Real Estate  Natural stones	A better connection between Luxembourgian / Dutch backers and Cape Verdean backers (banks)	Tighten inter-bank bonds and proceedings so as to facilitate granting credits to Cape Verdean emigrants in those countries, who want to get real estate in Cape Verde  Look for a meeting with banks and financial institutions	Demonstrate the marketing potentials of Cape Verdean emigrants in search for real estate in Cape Verde, and discuss the difficulties of access to credit in Cape Verde

<p><b>Sociedade Pinto e Pinto</b></p>	<p>Agriculture (coffee production)</p>	<p>Find ways to distribute the Cape Verdean coffee production in those two countries</p>	<p>Small business men for distributing Santo Antão-grown coffee in the Netherlands</p>	<p>Meetings with small entrepreneurs, mostly those of the Cape Verdean community</p>
<p><b>AMUSA</b></p>	<p>Micro-credit and savings institution</p>	<p>Looking for partnerships to increase the credit portfolio</p> <p>Looking for one or several partners interested in importing and exporting commodities and services from the three countries (Cabo Verde, Luxembourg and the Netherlands)</p> <p>Looking for investors or institutions interested in investing in our micro-finance institution</p>	<p>Funding agreements to reinforce the credit portfolio, savings, and opening a shop of agricultural products from Santo Antão (supplying potato seeds, drip irrigation materials, and agricultural inputs)</p> <p>Individual and legal persons, financial institutions, producers of seeds and other high-quality horticultural products and drip irrigation materials</p>	<p>Meeting with prospective backers: producers, companies or financial institutions</p>

<b>Tropictour, Lda</b>	Maritime - and - air related services and commodities	Ship agents and freight forwarders	/	/
<b>Câmara Municipal Porto Novo</b>	The Porto Novo Municipality has investment prospects in the fields of real-estate tourism, fishing, industrial agriculture, water sports, eco-tourism, renewable energies, shipping services, oil refineries and exploiting aggregates and pozzolana cement for their use in civil construction	Introducing the municipality of Porto Novo in relation to its investment potentials, namely, for attracting investors from Luxembourg and the Netherlands to the municipality's already mentioned areas	<p>We intend to find public and private partners to be able to sign public-private partnership agreements with the Town Hall of Porto Novo</p> <p>Here are the profiles of the partners we are looking for: Town Halls, associations for development, chambers of commerce, individual entrepreneurs, real estate groups, and so forth</p>	/

<p><b>Câmara Municipal de Tarrafal</b></p>	<p>Agriculture, husbandry, fishing, trade, industry and construction.</p>	<p>Do away with the municipality's weak points, namely, sanitation, transportation from and to the municipality, infrastructures</p> <p>This will encourage the island's residents and other people to live on the island</p>	<p>Partners for construction, for furthering the dynamism and prospects of rural tourism. Partnerships for building a hotel centered on nautical activities</p>	<p>Modernize and introduce new methods, and ways and means in fishing, agriculture and husbandry. We want to further and protect the organized breeders, tourism, the sport fishing on the high seas, a fishing club, the Marina of Tarrafal</p> <p>We want to build a sports complex which is a benchmark, build new sports infrastructures, build access roads and town squares, update the streets, green spaces, recs, the sewer system.</p> <p>We want to modernize the Avenida Marginal, build a municipal market, restore all the community centers in the municipality, and build our own Paços de Concelho</p>
<p><b>CVTrade Invest Santiago</b></p>	<p>Public Institution</p>	<p>Promotion of Investment and Export</p>	<p>/</p>	<p>/</p>

<p><b>Darq- Arquitetura e Urbanismo</b></p>	<p>Putting together port-and-sea management projects</p> <p>Grant agreements on the public maritime domain</p>	<p>/</p>	<p>/</p>	<p>/</p>
<p><b>AMP -Agência Portuária de Cabo Verde</b></p>	<p>Grant agreements on the public maritime domain</p>	<p>To shed light, to those interested, on the set of rules and regulations for access to and use of ports, shipping and the nautical leisure sector; as well as the access to the public maritime domain areas with economic, social and cultural projects</p> <p>Have a Business-to-Business meeting with Luxembourgian partner SECURITAS and with the Luxembourgian maritime cluster, which supported three projects for researching and practicing maritime-communications technologies</p>	<p>Exchanging information about business and prospects with:</p> <ol style="list-style-type: none"> <li>1) Maritime authorities</li> <li>2) Maritime and port business associations</li> <li>3) Professional and unionistic organizations of the maritime -and- port sector</li> <li>4) Technological solutions in the field of telecommunications: beacon, VOIP, radio beacon, vessel traffic management systems, GMDSS, AIS, and NAFTEX</li> <li>5) Maritime technology companies</li> <li>6) Sea crewing companies</li> </ol>	<p>1-Participating in plenary meetings:</p> <ol style="list-style-type: none"> <li>1.workshops, seminars</li> <li>2. Meetings with representatives of the maritime administrative bodies</li> <li>3- Meetings with representatives of maritime business associations</li> <li>4- Follow-up of projects which are under way</li> <li>5- Follow-up of projects attributed to the Indicative Cooperation Programs, jointly promoted by the harbormaster's office and the Benelux Union countries</li> <li>6- Introduce the harbormaster as a key partner in the São-Vicente Special Maritime Economic Zone Project</li> </ol>

		Introducing the harbormaster as the regulating and administrative entity of this business area		
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<p><b>Câmara Municipal de Boavista</b></p>	<p>It is the island with the greatest tourist potential (sun and sea) Its residents are very fond of husbandry, fishing, agriculture, and provision of services</p>	<p>Touristic development and cooperation's between city halls</p> <p>Professional training in the fields of sports and culture</p>	<p>Twinning agreements with City Halls / NGOs</p>	<p>Introducing the Island of São Vicente as a destination for touristic investments</p>
<p><b>Câmara Municipal de Paul</b></p>	<p>The municipality has a wide range of economic prospects, namely, in the fields of tourism, agriculture, husbandry and fishing</p>	<p>The Institution views the assignment as an opportunity for establishing big institutional partnerships with the Netherlands, Luxembourg and even with other partners, so as to get resources for funding projects in the municipality</p>	<p>Public/ private twinning agreements</p> <p>A dynamic, willing - to - collaborate partner</p>	<p>Several meetings</p> <p>Introducing projects for the sake of the municipality</p> <p>Signing protocols</p>



<p><b>Câmara Municipal de Ribeira Brava - S.Nicolau</b></p>	<p>The municipality has potentialities for rural, environmental and cultural tourism</p> <p>It has a valuable historic heritage, and a rich natural heritage within which outstands one of the biggest parklands of dragon trees all over the world</p>	<p>We are trying to fund projects aiming at developing sustainable tourism, and investors willing to invest in sustainable tourism, in the Município da Ribeira Brava</p> <p>Likewise, we are seeking to establish a network of partnerships, mostly in environmentally protected areas</p>	<p>Public and private partnerships. Serious investors, committed with environmental issues and cultural awareness</p>	<p>Creating health-and-sanitation infrastructures, restoring secondary roads and pathways. Taking inventory of and recovering the cultural-historic heritage. Creating an agency for local development. Training human resources. Creating lodging infrastructures, and refurbishment</p>
<p><b>Banco Bai</b></p>	<p>Financial Institution-Bank</p>	<p>/</p>	<p>/</p>	<p>/</p>