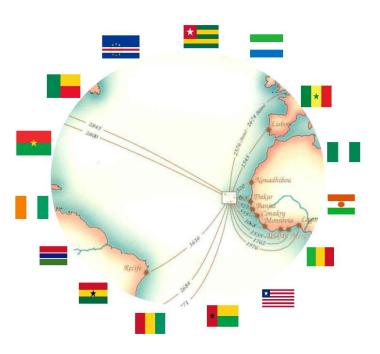




# ECOWAS OVERVIEW

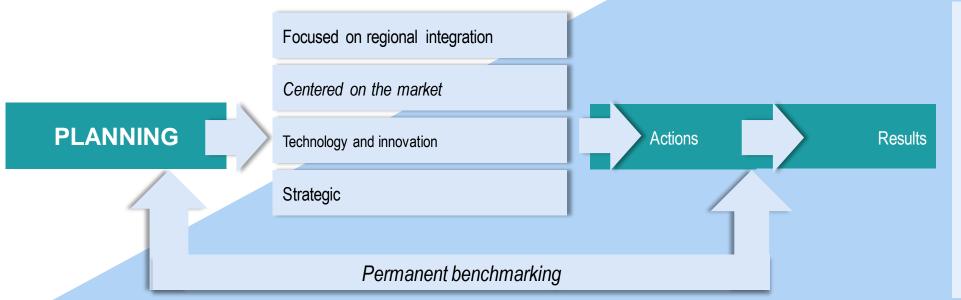








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#### Source:

- World Bank
- University of Sherbrooke CanadaDoing Business Latest data available
- GSMA.
- ECOWAS
- AfDB



### **WARNING**

This document contains general data relating to the economic indicators of the Economic Community of West African States, ECOWAS.

The data presented is the exclusive responsibility of *EMERGYS* and the company *ABRIMAR INVESTMENT, S.A.*, and must in no case compromise the accuracy and thoroughness of the sources mentioned.

These data are intended exclusively to provide general information on certain economic indicators of *ECOWAS* member countries, which we believe may be useful information for anyone interested in this important regional economic block.

EMERGYS undertakes to correct any errors, flaws or omissions detected, as well as to keep this document permanently updated and as complete as possible, for the sake of rigor, thus making it available to economic operators in general and to all interested parties, a vision of the whole of this relevant Community of Nations, whose noble mission is to make the peoples of each of the 15 member countries happy and prosperous.

The names or designations of countries and territories, as well as the respective symbols presented, follow the official designations adopted by the United Nations.

All communications, requests for information or suggestions for corrections or improvements to this document should be addressed exclusively to: info@abrimarinvestment.com.

ABRIMAR INVESTMENT, S.A, is a Cape Verdean company specializing in investment and management of holdings.

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THE ECOWAS **ECOWAS MARKET** 715 member countries  $\sqrt{397.205.519}$  inInhabitants 188,423,476 Internet users  $\sqrt{47.4\%}$  Penetration [ % Population : Area: 5.112.069 Km<sup>2</sup> \$ 197,993,787,997 Import/ \$ 138,363,847,400 Export more than 1,000 languages/ √ 8 French-speaking countries √ 5 English speaking countries 2 Portuguese-speaking countries √8 coins

2. Commercial exchanges in West Africa, as well as the free movement of people and goods, are well anchored in the tradition of the region since the old and great West African civilizations, promoting the development of exchanges between the regions from the Sahel and the savannah, with a wide range of products, such as live cattle, hides and skins, poultry, timber and timber products. This century-old tradition of trade has generated a significant early mobility of people and goods in the West African region and has remained constant over the centuries, so we can consider that the Economic Community of West Africa, ECOWAS, is the heir and the precursor of this ancestral African tradition. Before the creation of the Economic Community of West African States, ECOWAS, on May 28, 1975, the territory of West Africa was made up of States with different historical and administrative experiences and realities which, together, dictated the borders of the 15 countries located in this geographical area and which currently form ECOWAS.

MAIN RIVER

Níger River

4.180 km long

6.000 m3/s average flow

2,117,700 km² area of the basin

It crosses 5 countries:

Benin; Guinea; Mali; Niger; Nigeria.

- 3. Although the Member States of the Community have three languages official languages, English, French and Portuguese, there are nevertheless more than one 1000 other local languages, including native languages cross-border and shared by people from different countries, namely Ewe, Fulfulde, Hausa, Mandingo, Wolof, Yoruba, Ibo, Ga, Creole, spoken by about 400 million inInhabitants over a vast area of 5,112,069 million square kilometers, corresponding to about 17% of the territory of the African continent. Before these countries lose their initial sovereignty, the region was home to many empires and kingdoms that spanned several centuries, namely those of Ghana, Songhai, Wolof, Oyo, Benin and Kanem Bornu. The diversity cultural, linguistic and ecological present both opportunities and challenges for the regional integration process. Will and determination to combine synergies at the political and are recognized as the basis for the creation of a economically and socially prosperous region.
- 4. The fundamental objectives of ECOWAS, which is to promote economic and political cooperation among member countries, are in tune with the history of its people, given that West African citizens, even in the period preceding the loss of their initial sovereignty, were already among most of the world's displaced populations, although mobility mainly occurred in the region. It is estimated that around 10 (ten) million West African migrants (4% of the regional population) reside in ECOWAS countries other than their own. The remaining migrants, around 7 (seven) million, reside mainly in North America and Europe. Cross-border migration, especially of women, involved in business activities represents a symbol of regional entrepreneurship and is a catalyst to promote regional integration.
- 5. In recent years, the population of West Africa has increased sharply, passing from 70 million to 400 million between 1950 and 2020. At the end of 2014, it represented about 40% of the population of sub-Saharan Africa. According to United Nations projections, West Africa's population is expected to reach 550 or 600 million by 2050, being the region with the youngest population in the world. In addition, with around 5% of the world's population and an area of over 40% in sub-Saharan Africa, West Africa is the most densely populated on the continent.
- 6. An effective strategy to promote intra-ECOWAS trade as well as to stimulate ECOWAS exports to the external market is one of the first priorities defined by the highest regional authorities.
- 1. The first stage of regional integration dates back to 1945, with the creation of the *CFA* Franc, Franc des Colonies Frenches d'Afrique, *FCFA*, which united the French-speaking countries of the region into a single monetary union. In 1964, the President of Liberia proposed a West African Economic Union which resulted in an agreement in 1965 between Côte d'Ivoire, Guinea, Liberia and Sierra Leone. The aforementioned 1965 agreement did not produce the desired results until 1972, when the Nigerian head of state and his Togolese counterpart embarked on a tour of the country. region to promote the idea of integration. In this sense, thanks to the benevolence of these efforts,
- region to promote the idea of integration. In this sense, thanks to the benevolence of these efforts, projects were presented on the basis of which the Treaty of Lagos, capital of Nigeria, which established the Economic Community of West African States, *ECOWAS*, was developed in 1975. The Lagos Treaty was initially focused on economic policies and was subsequently revised which in 1993 allowed its scope and prerogatives to be extended.



### A FEW STEPS OF REGIONAL INTEGRATION



Constitution.

The ECOWAS constitutional treaty was approved on the 28th of May 1975.

Membership of Cape Verde

Cape Verde became a member of ECOWAS in 1976, immediately after obtaining the status of independent and sovereign state on July 5, 1975.

Liberalization of foreign trade.

Cancellation of import and export customs duties and removal of non-tariff barriers between member states for agricultural products, crafts and crude oil.

of creation of the single currency of ECOWAS launched by the Conference of Heads of State and Government. Decision A / Dec6 / 12/85.

Monetary cooperation.

Adoption of an ECOWAS monetary cooperation program (PCMC).

1975

1976

1979

1983

1987

Liberalization of foreign trade.

Cancellation of import and export customs duties and removal of non-tariff barriers between Member States of the industrial products.

Convergence criteria.

Adoption of the ECOWAS macroeconomic convergence criteria.

Accra Declaration. On April 30, the Heads of State and Government of 6 countries declared the institutionalization of the West African Monetary Zone (WAMZ), within the framework of the objective of the single currency zone of ECOWAS.

ZMAO Agreement. On December 15, 2000, in Bamako, capital of Mali, 5 heads of state and government signed the WAMZ Agreement.

Monitoring mechanism.

Adoption of a multilateral supervision mechanism within the framework of the coordination of the economic and financial policies of the Member States as a precondition for the creation of the Economic and Monetary Union (decision A (dec / 7/12/01)).

1990

1999

2000

2000

2001

Free movement of people.
Recognition of the right to free

Recognition of the right to free movement of people and to work in ECOWAS.

Effective free movement.

Effective visa-free movement in the region, for ECOWAS citizens limited to 90 days.

Vision 2020.

The adoption of the constitutive principles, which consists in the conversion of an ECOWAS of States into an ECOWAS of citizens.

Single currency of ECOWAS [ECO]. Adoption by the ECOWAS Convergence Council on May 25, 2009 of a "roadmap" for the ECOWAS single currency program [ECO] in 2020.

Free trade area. A free trade zone was created with the adoption of the ECOWAS Common External Tariff (CET) on October 25, 2013 in Dakar, applicable from January 2015.

2003

2006

2007

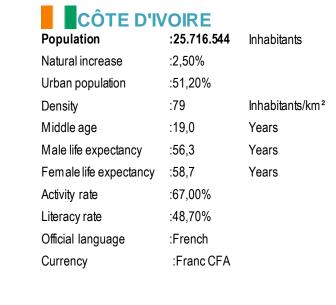
2009

2013

BENIN		
Population	: 11.801.151	Inhabitants
Natural increase	: 2,70%	
Urban population	: 47,90%	
Density	: 102	Inhabitants/km²
Middle age	: 18,0	Years
Male life expectancy	: 59,9	Years
Female life expectancy	: 63,0	Years
Activity rate	: 71,70%	
Literacy rate	: 34,70%	
Official language	: French	
Currency	: Franc CFA	

BURKINA	<b>FASO</b>	
Population	:20.321.378	Inhabitants
Natural increase	:2,80%	
Urban population	:30,00%	
Density	:72	Inhabitants/km²
Middle age	:17,0	Years
Male life expectancy	:60,4	Years
Female life expectancy	:61,9	Years
Activity rate	:83,40%	
Literacy rate	:23,60%	
Official language	:French	
Currency	:Franc CFA	

Population	:549.935	Inhabitants
Natural increase	:1,10%	
Urban population	:66,20%	
Density	:135	Inhabitants/km²
Middle age	:20,0	Years
Male life expectancy	:69,3	Years
Female life expectancy	:76,0	Years
Activity rate	:68,80%	
Literacy rate	:81,20%	
Official language	:Portuguese	
Currency	:Escudos	





GAMBIA		
Population	:2.347.706	Inhabitants
Natural increase	:2,90%	
Urban population	:61,90%	
Density	:225	Inhabitants/km²
Middle age	:20,0	Years
Male life expectancy	:60,4	Years
Female life expectancy	:63,2	Years
Activity rate	:77,30%	
Literacy rate		
Official language	:English	
Currency	:Dalasi	

<b>GHANA</b>		
Population	:30.417.856	Inhabitants
Natural increase	:2,20%	
Urban population	:56,70%	
Density	:131	Inhabitants/km²
Middle age	:20,0	Years
Male life expectancy	:62,7	Years
Female life expectancy	:64,9	Years
Activity rate	:77,20%	
Literacy rate	:57,90%	
Official language	:English	
Currency	:Cedi	

GUINÉE		
Population	:12.771.246	Inhabitants
Natural increase	:2,80%	
Urban population	:36,50%	
Density	:51	InInhabitants/km²
Middle age	:18,0	Years
Male life expectancy	:60,5	Years
Female life expectancy	:61,7	Years
Activity rate	:82,30%	
Literacy rate	:29,50%	
Official language	:French	
Currency	:Franc Guinéen	

GUINÉE I	BISSAU	
Population	:1.920.922	Inhabitants
Natural increase	:2,50%	
Urban population	:43,80%	
Density	:67	InInhabitants/km
Middle age	:16,0	Years
Male life expectancy	:56,0	Years
Female life expectancy	:59,9	Years
Activity rate	:72,90%	
Literacy rate		
Official language	:Portuguese	)
Currency	:Franc CFA	1



LIBERIA	4	
Population	:4.937.374	Inhabitants
Natural increase	:2,40%	
Urban population	:51,60%	
Density	:50	Inhabitants/km2
Middle age	:16,0	Years
Male life expectancy	:62,3	Years
Female life expectancy	:65,1	Years
Activity rate	:61,00%	
Literacy rate	:51,9%	
Official language	:English	
Currency	:Dollar Libérier	1

MALI		
Population	:19.658.031	Inhabitants
Natural increase	:3,00%	
Urban population	:43,10%	
Density	:16	Inhabitants/km²
Middle age	:16,0	Years
Male life expectancy	:58,1	Years
Female life expectancy	:59,6	Years
Activity rate	:66,50%	
Literacy rate	:24,0%	
Official language	:French	
Currency	:Franc CFA	

<b>NIGER</b>		
Population	:23.310.715	Inhabitants
Natural increase	:3,80%	
Urban population	:26,50%	
Density	:16	Inhabitants/km
Middle age	:18,0	Years
Male life expectancy	:60,9	Years
Female life expectancy	:63,2	Years
Activity rate	:64,70%	
Literacy rate	:28,7%	
Official language	:French	
Currency	:Franc CFA	

	<b>L</b>	
Population	:200.963.599	Inhabitants
Natural increase	:2,60%	
Urban population	:51,20%	
Density	:215	Inhabitants/km
Middle age	:18,0	Years
Male life expectancy	:53,5	Years
Female life expectancy	:55,2	Years
Activity rate	:56,50%	
Literacy rate	:69,1%	
Official language	:English	

:Naira

*	SEN	<b>IEG</b>	ΔΙ

	•	
Population	:16.296.364	Inhabitants
Natural increase	:2,70%	
Urban population	:47,70%	
Density	:82	Inhabitants/km²
Middle age	:19,0	Years
Male life expectancy	:65,5	Years
Female life expectancy	:69,6	Years
Activity rate	:57,40%	
Literacy rate	:39,3%	
Official language	:French	
Currency	:Franc CFA	

SIERRA LEONE								
Population	:7.813.215	Inhabitants						
Natural increase	:2,10%							
Urban population	:42,50%							
Density	:106	Inhabitants/km²						
Middle age	:18,0	Years						
Male life expectancy	:53,5	Years						
Female life expectancy	:55,1	Years						
Activity rate	:66,90%							
Literacy rate	:34,8%							
Official language	:English	glish						
Currency	:Franc CFA							

TOGO		
Population	:16.296.364	Inhabitants
Natural increase	:2,70%	
Urban population	:47,70%	
Density	:82	Inhabitants/km²
Middle age	:19,0	Years
Male life expectancy	:65,5	Years
Female life expectancy	:69,6	Years
Activity rate	:57,40%	
Literacy rate	:39,3%	
Official language	:French	
Currency	:Franc CFA	



Page <u>7</u>

Currency



# THE ECONOMIC IMPORTANCE **OF ECOWAS**

15 member countries

Area of 5,112,069 million km2/

Three official languages/

188,423,476 Internet users /

47.4% Penetration [% Population]

400 million consumers /

600 million consumers in 2050

5% of the world's population

40% of the population of sub-Saharan Africa

Area greater than 40% of sub-Saharan /-

Characterization and information

» Entrepeunerial capacity

» Network operation and cooperation

» Public facilitation instruments

» Product cost reduction through economies of scale

» Greater efficiency in production, marketing and administration

» Competitive advantages thanks to the elimination of tariffs

» Large-scale consumption allowing greater product rotation

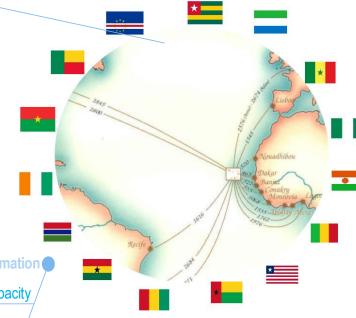
The importance of ECOWAS as a regional market



» Facilitate the free movement of people and goods,

» Reciprocal opportunities for all countries and companies

» Tax and customs benefits.



### Export and re-export

» Export of goods and services: \$ 197,993,787,997, in 2018;

"» Imports of goods and services: \$ 138,363,847,400, in 2018;

» Free export of products

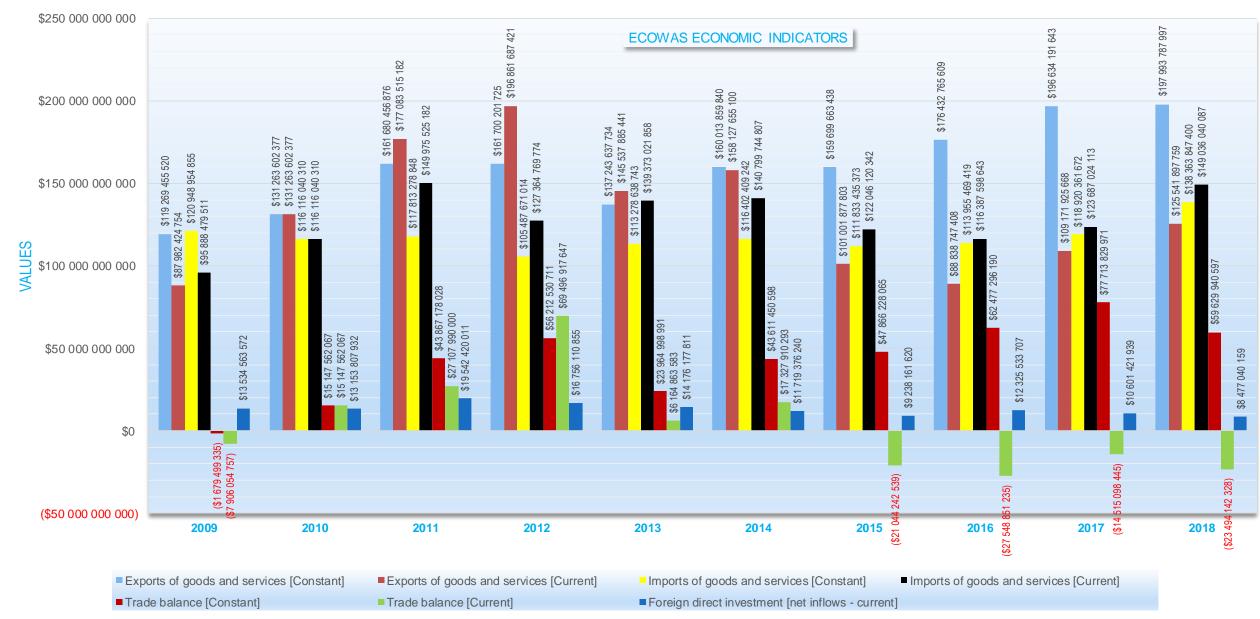
» Importation of raw materials between the 15 ECOWAS countries free of duties and taxes

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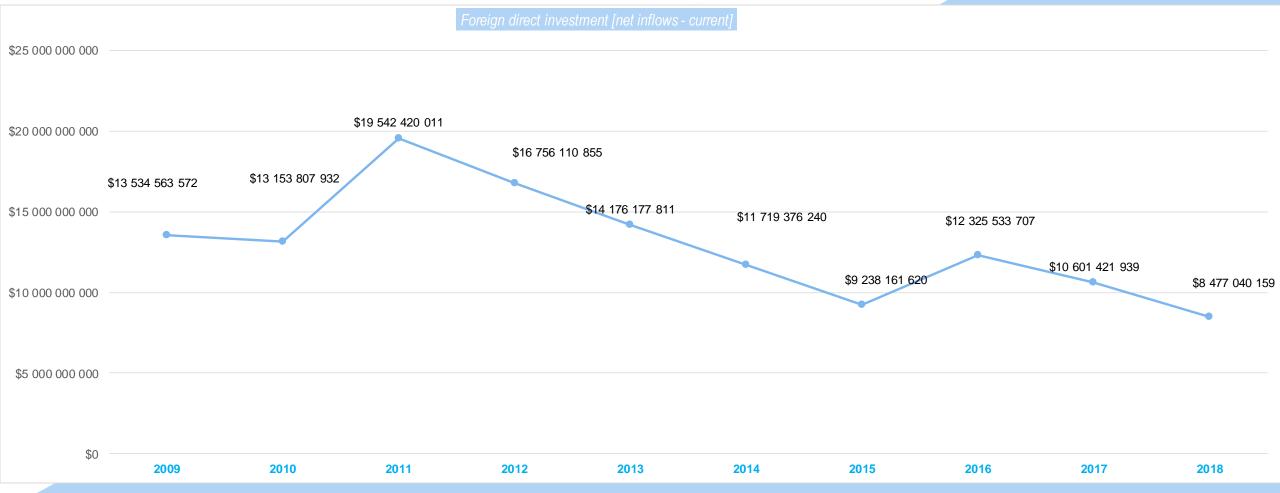










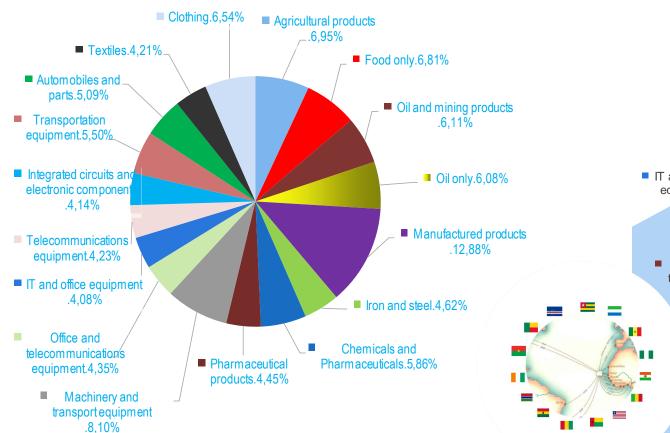


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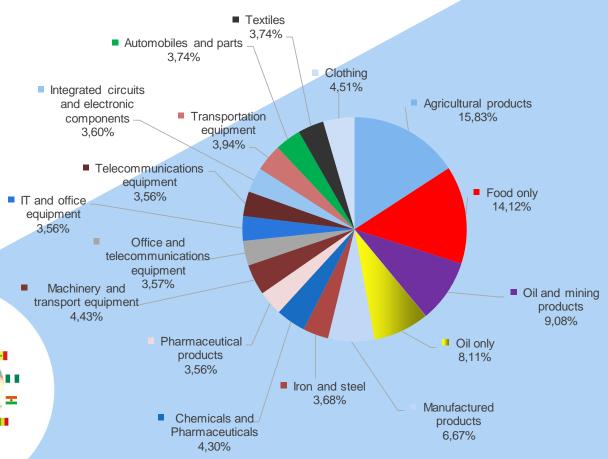




## ECOWAS Imports of Goods 2015



# ECOWAS Exports of Goods 2015

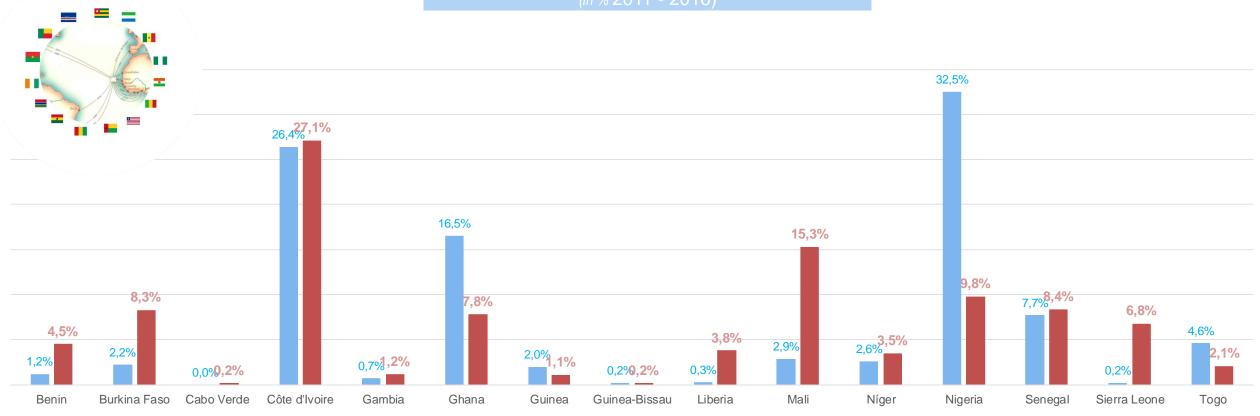


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# PARTICIPATION OF MEMBER COUNTRIES IN INTRA-REGIONAL TRADE (in % 2011 - 2016)

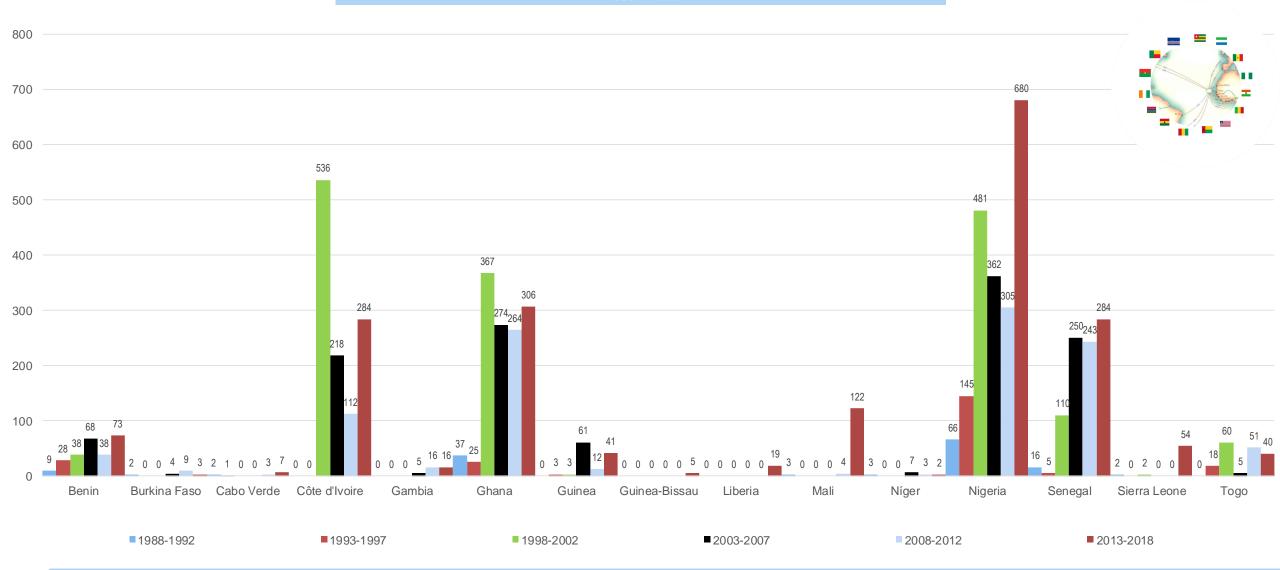


■ Export ■ Import





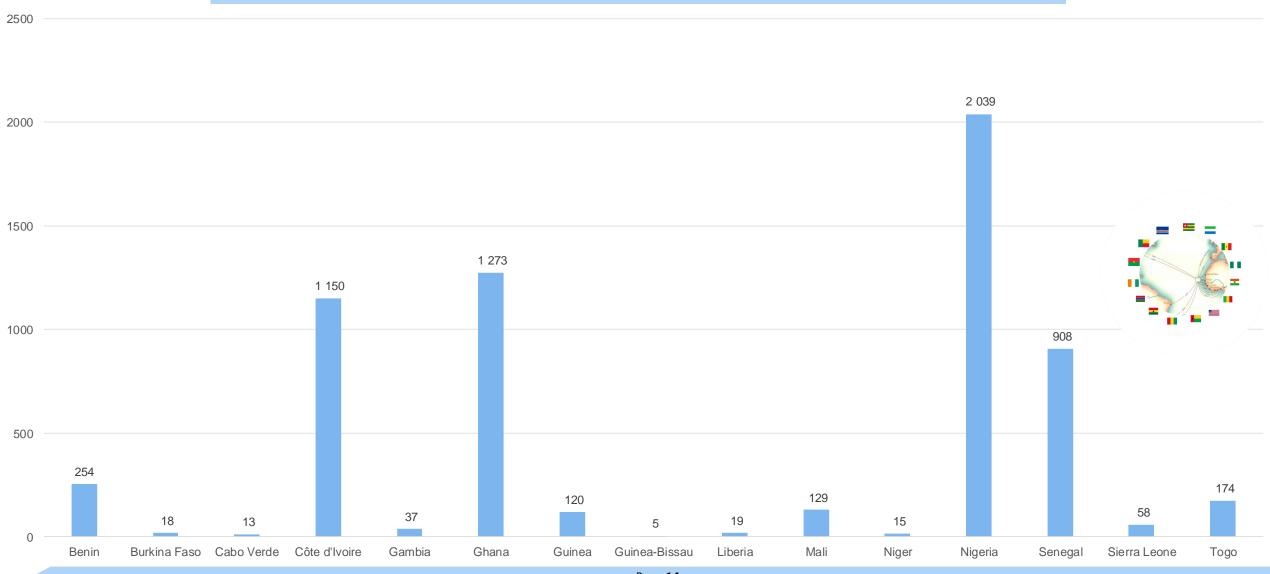
#### NUMBER OF INDUSTRIAL PRODUCTS REGISTERED IN THE ECOWAS ELTC TABLE BY COUNTRY 1988 - 2018







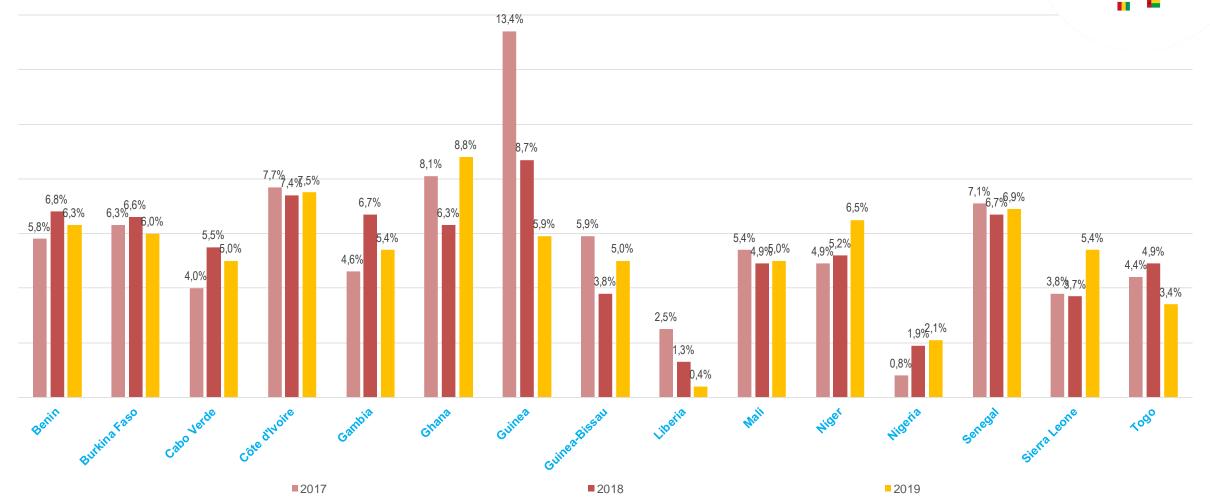
#### NUMBER OF INDUSTRIAL PRODUCTS REGISTERED IN THE FRAMEWORK OF THE ECOWAS COMMERCIAL LIBERALIZATION PROGRAM TOTAL BY COUNTRY 1988 - 2018





#### GROWTH RATE OF ECOWAS MEMBER COUNTRIES I

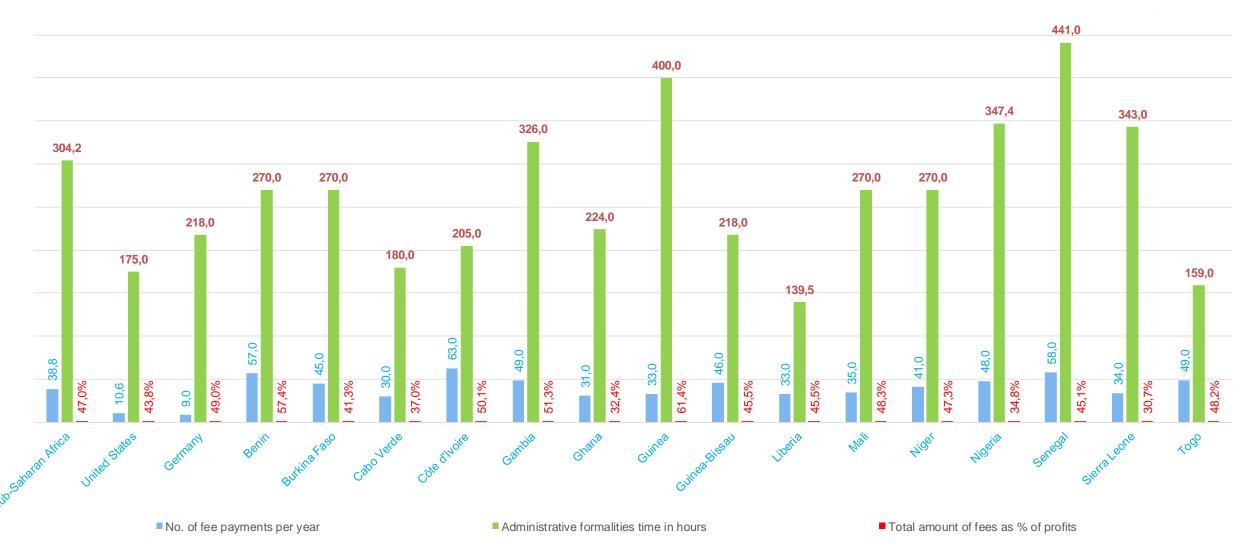












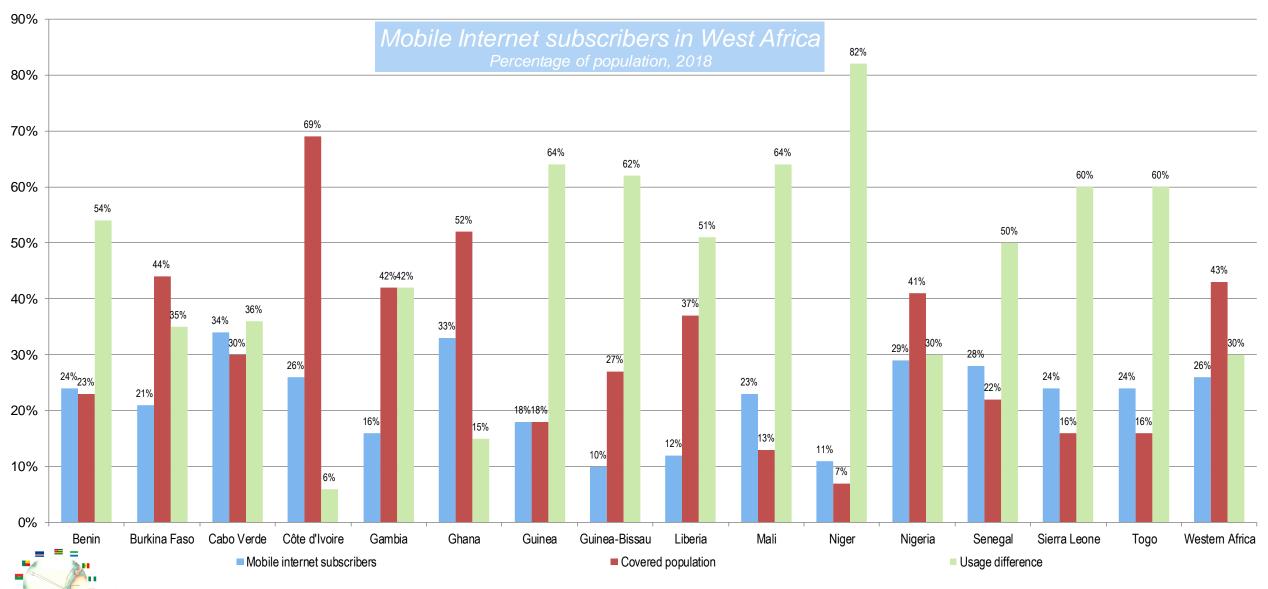




		DIGITAL INCLUSION IN ECOWAS											
		SITUATION OF THE IMPLEMENTATION OF THE ECOWAS ADDITIONAL ACTS											
Countries	Area	Population	Interne	t users	Penetration	Growth of the Internet	rmonization of policies	Access and interconnection	Legal regime	Digitization Plan	dio frequencies	Protection of personal data	Electronic transactions
	Km2	2020 (Est)	in 2000	in 2020	(% Population)	2000 - 2020	H	. <u>.</u>	_	Di	Radio	н с	
							1	1	ı	1	1	1	1
Benin	112 622	12 123 200	15 000	3 801 758	31.4 %	25245,00%	<b>V</b>	V	V	V	V	V	V
Burkina Faso	274 200	20 903 273	10 000	3 704 265	17.7 %	36942,00%	$\sqrt{}$	V	$\sqrt{}$	V	V	<b>V</b>	√ ,
Cabo Verde	4 033	555 987	8 000	352 120	63.3 %	4302,00%	$\sqrt{}$	V	$\sqrt{}$	$\sqrt{}$		$\sqrt{}$	$\sqrt{}$
Côte d'Ivoire	322 463	26 378 274	40 000	11 953 653	45.3 %	29784,00%	$\sqrt{}$	$\sqrt{}$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Gambia	10 689	2 416 668	4 000	442 050	18.3 %	10951,00%				$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Ghana	238 535	31 072 940	30 000	11 737 818	37.8 %	39026,00%	$\sqrt{}$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Guinea	245 836	13 132 795	8 000	2 411 672	18.4 %	30046,00%	$\sqrt{}$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Guinea-Bissau	36 125	1 968 001	1 500	250 000	12.7 %	16567,00%	$\sqrt{}$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\checkmark$	$\sqrt{}$
Liberia	111 369	5 057 681	500	624 610	12,30%	124822,00%	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Mali	1 240 192	20 250 833	18 800	12 480 176	61.6 %	66284,00%	$\checkmark$	$\sqrt{}$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\checkmark$
Niger	1 267 000	24 206 644	5 000	2 781 266	11.5 %	55525,00%	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$
Nigeria	923 768	206 139 589	200 000	126 078 999	61.2 %	62939,00%	$\checkmark$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Senegal	196 712	16 743 927	40 000	9 749 527	58.2 %	24274,00%	$\sqrt{}$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Sierra Leone	71 740	7 976 983	5 000	1 043 725	13.1 %	20774,00%	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Togo	56 785	8 278 724	100 000	1 011 837	12.2 %	912%	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\sqrt{}$	$\sqrt{}$	$\checkmark$
								Legend	l /i	:			
_ = = =									Laws / previous or existing decrees				
									Transposition in progress  Additional ECOWAS Acts				
								<u> </u>	Additional ECOWAS	nois			

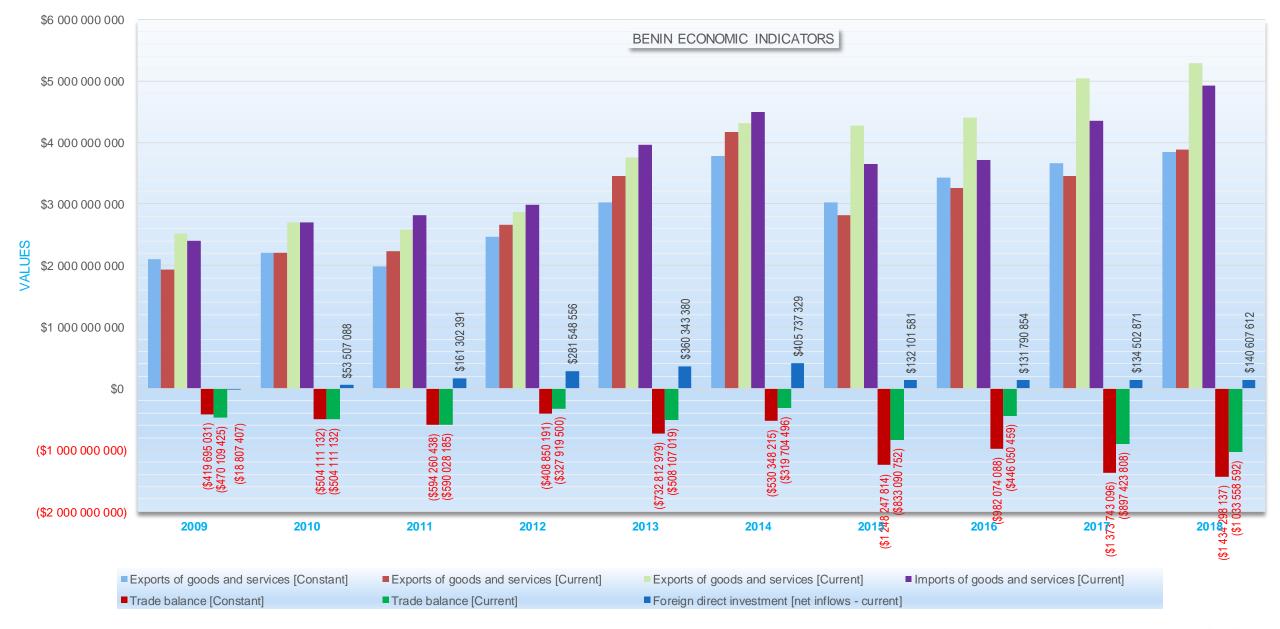










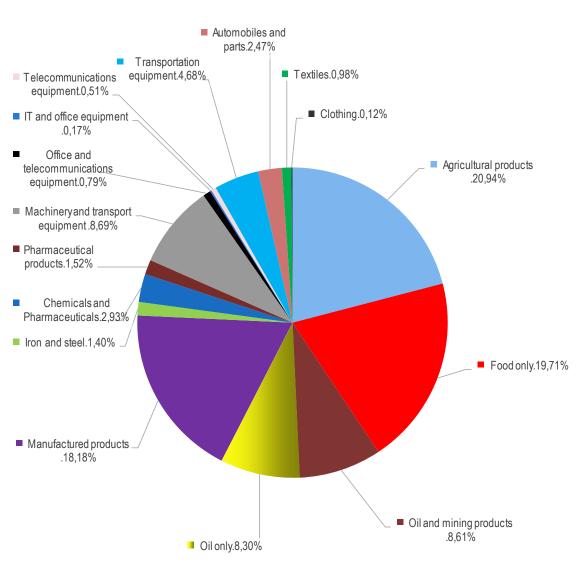


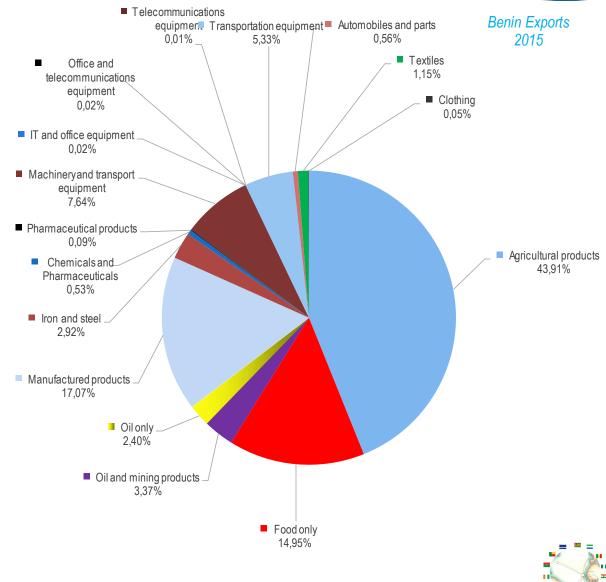
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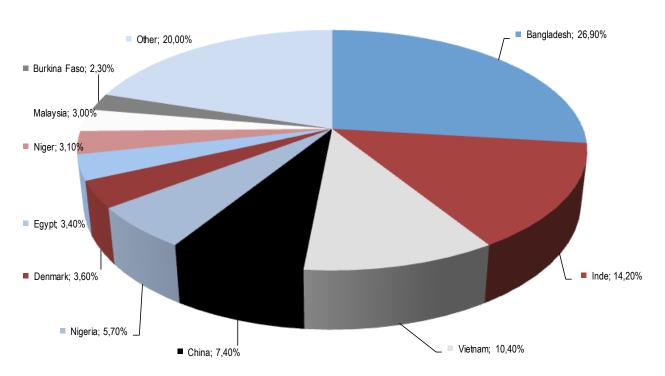


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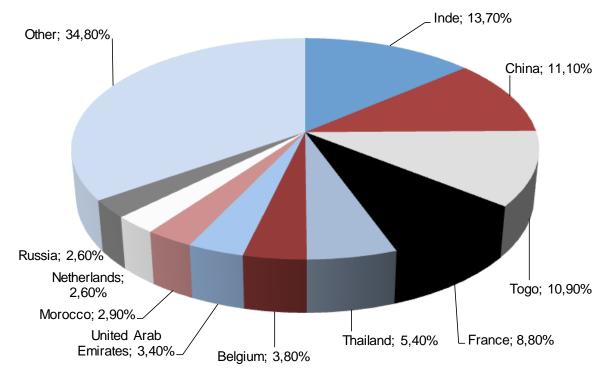




### Main customers of Benin



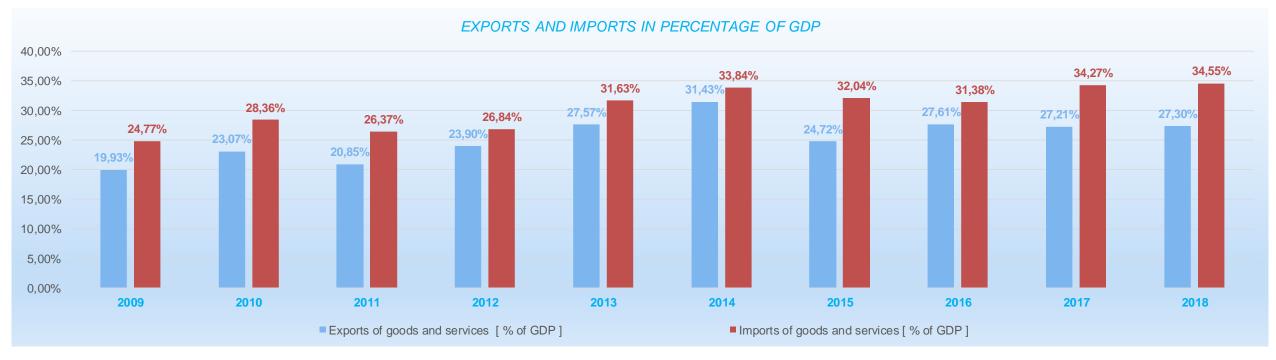
### Main suppliers



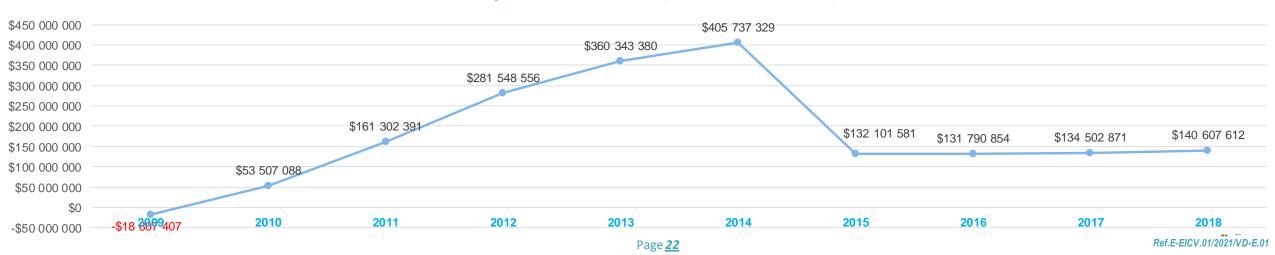






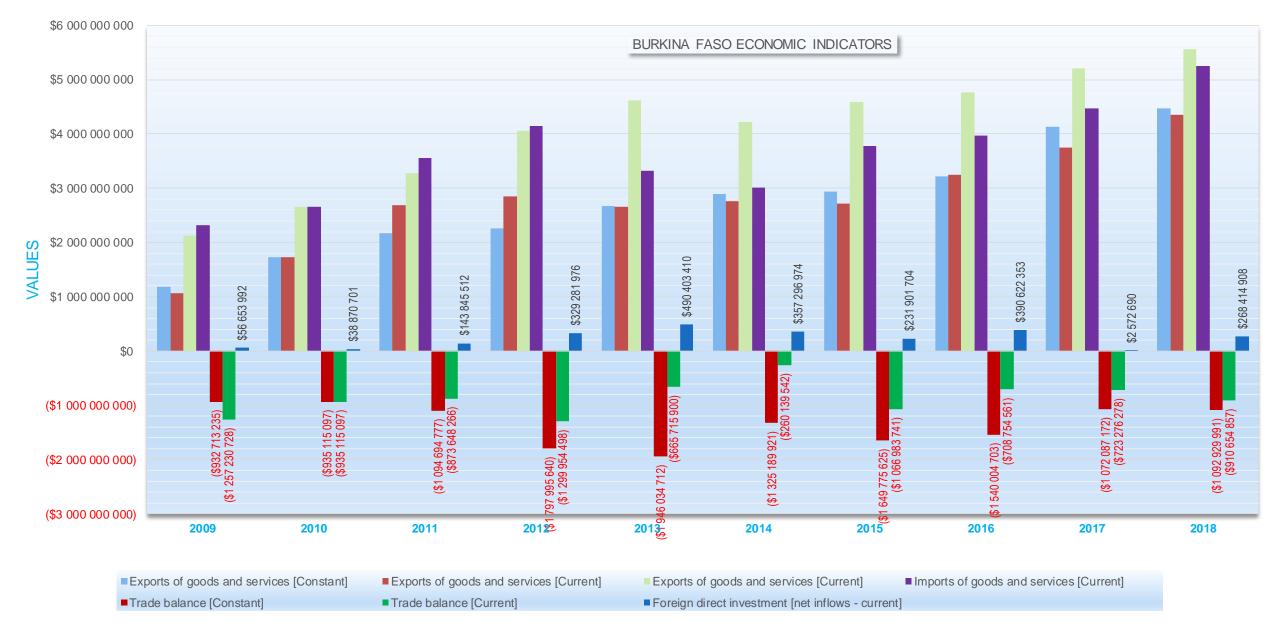


### Foreign direct investment [net inflows - current]



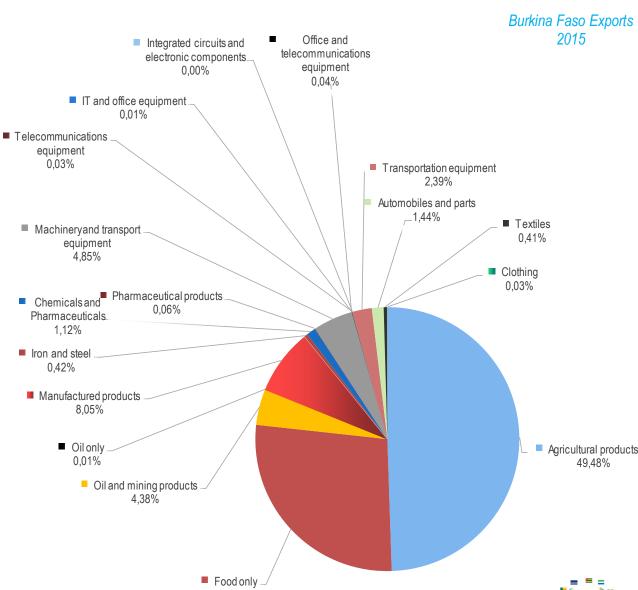


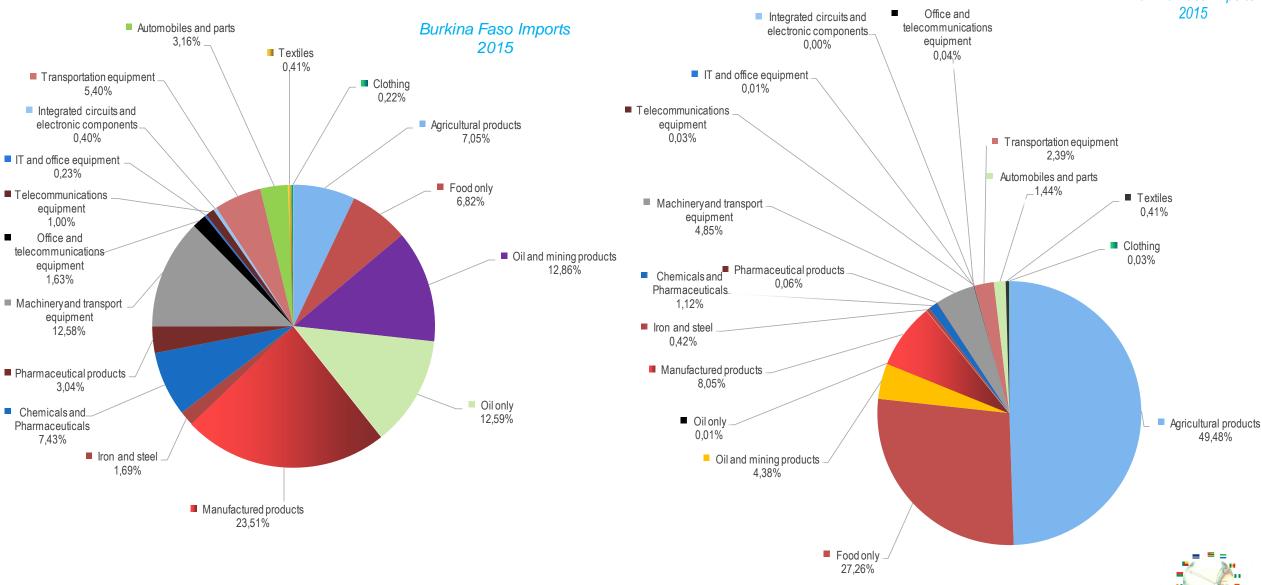




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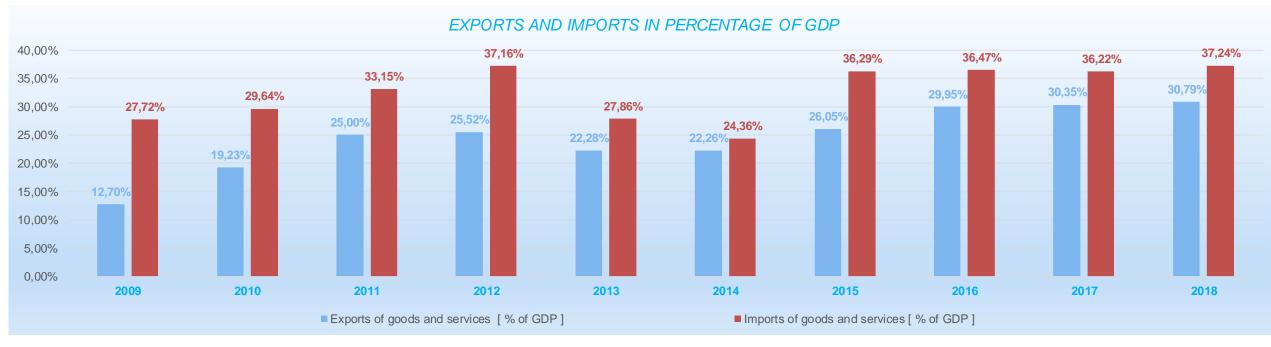












#### Foreign direct investment [net inflows - current]





■Trade balance [Constant]





■ Trade balance [Current]

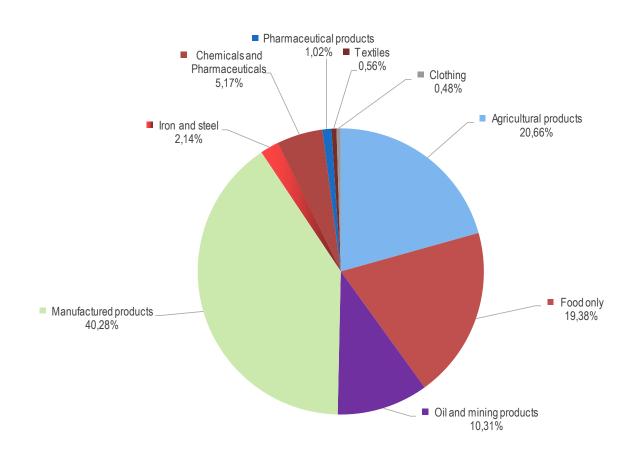
Foreign direct investment [net inflows - current]

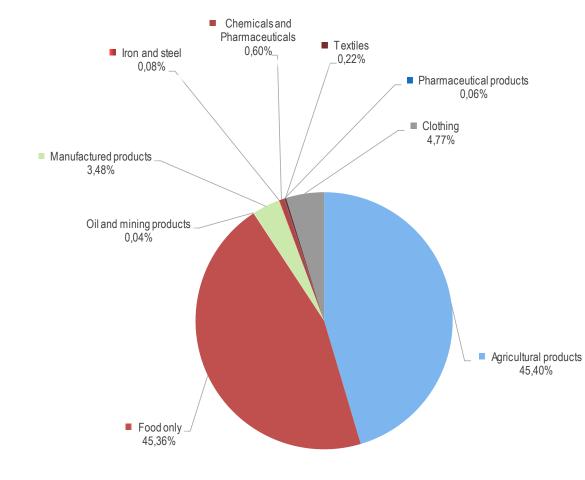






Cabo Verde Exports 2015



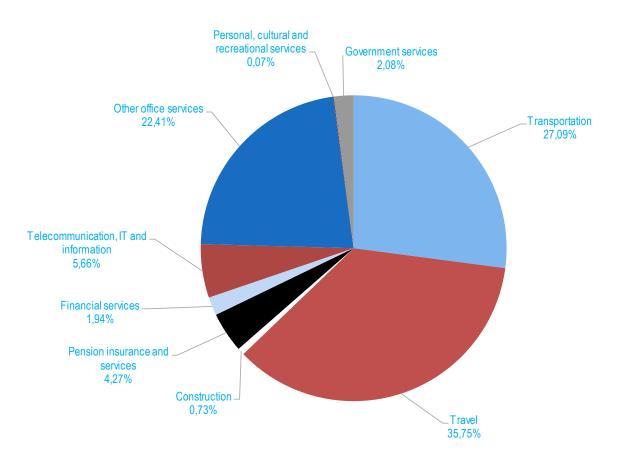


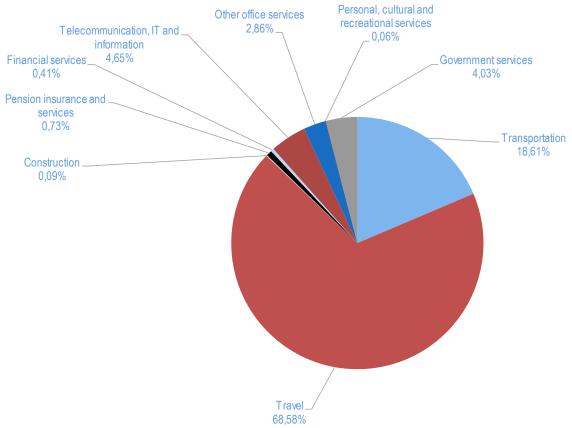




# Cabo Verde Imports of services 2015

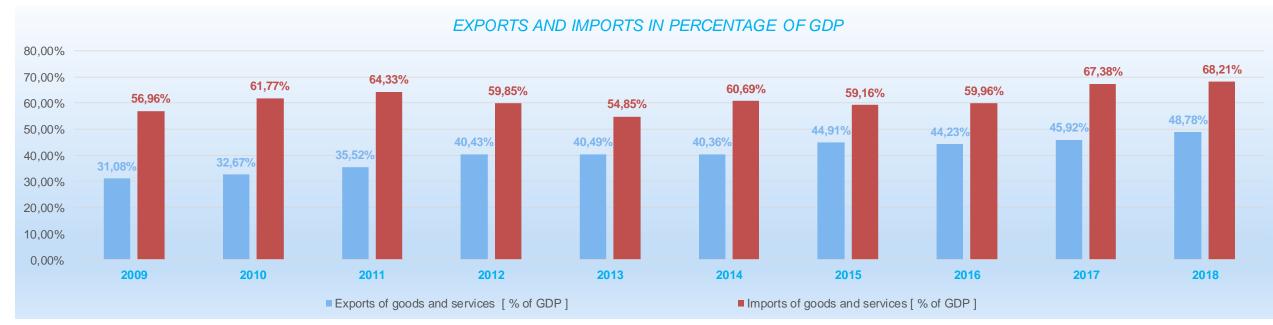
Cabo Verde Exports of services 2015

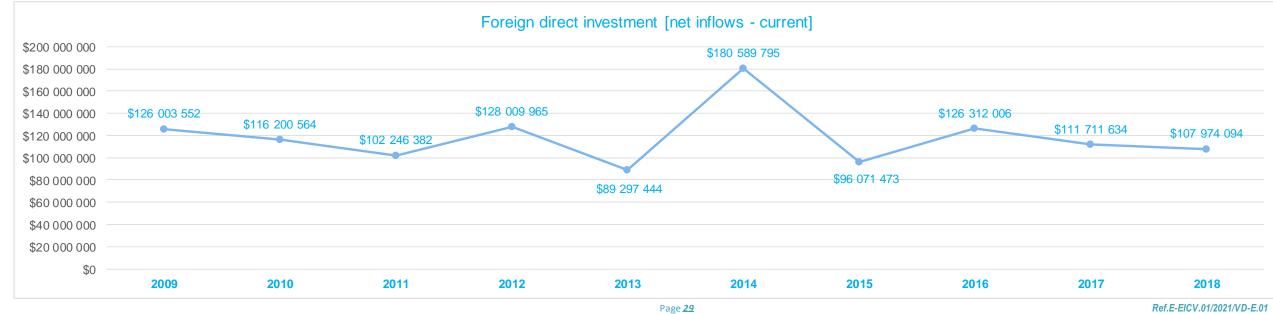






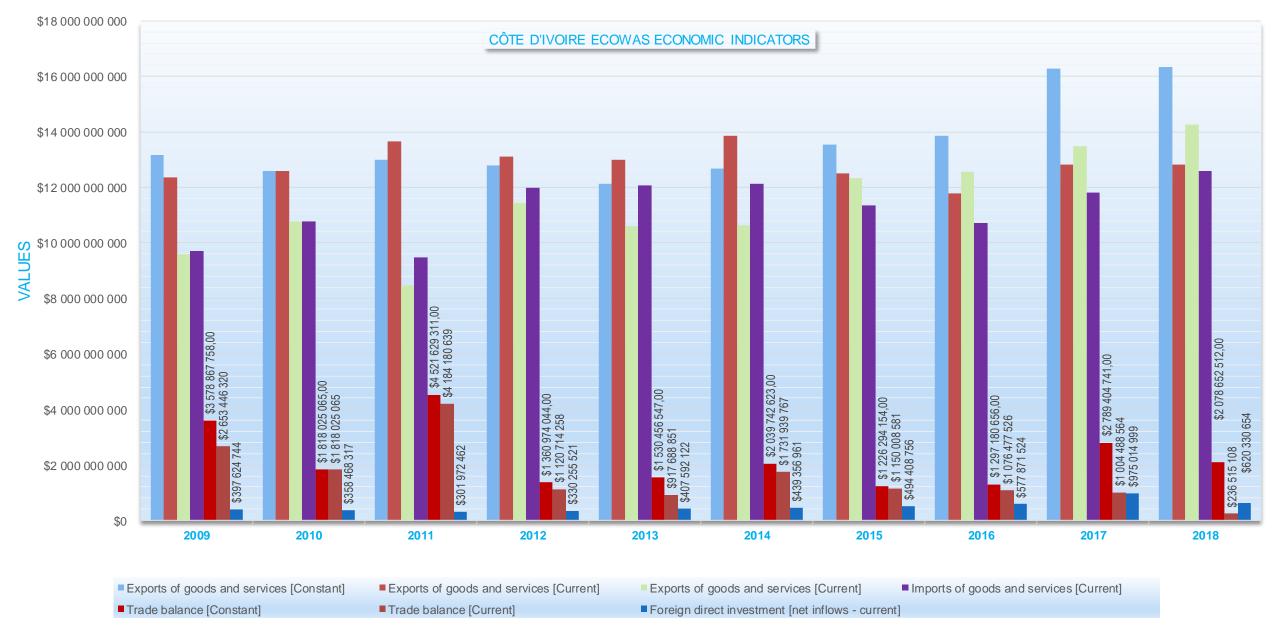








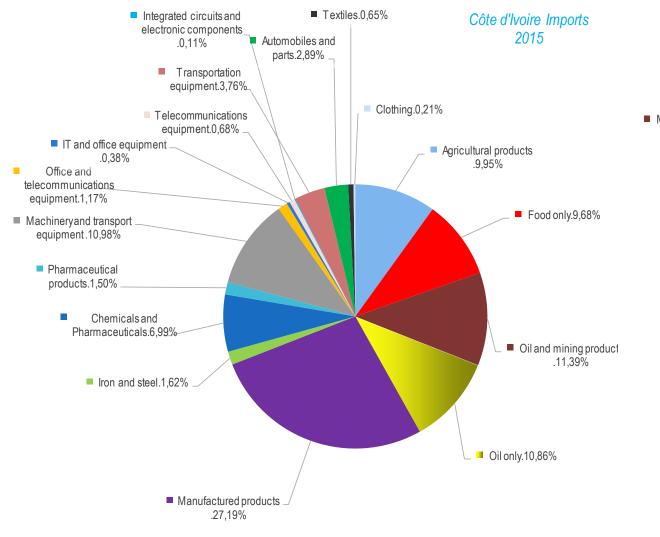


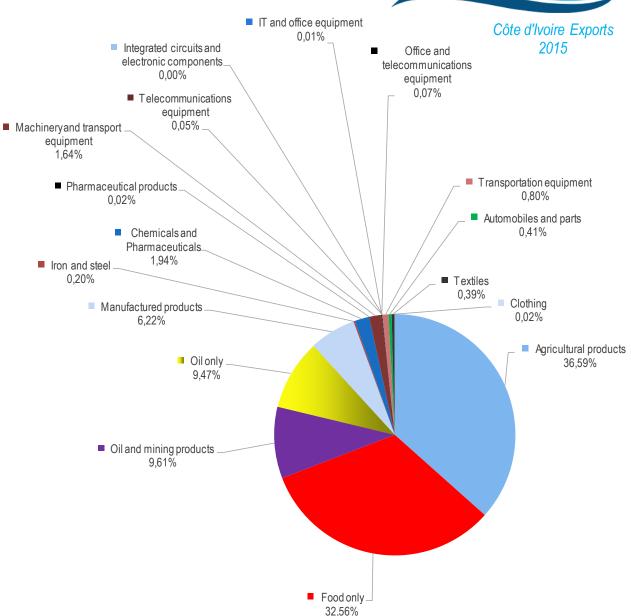


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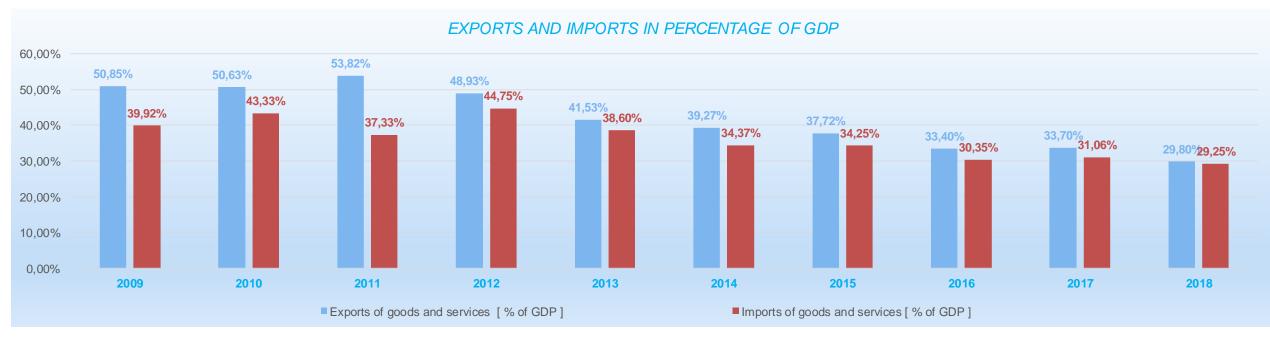




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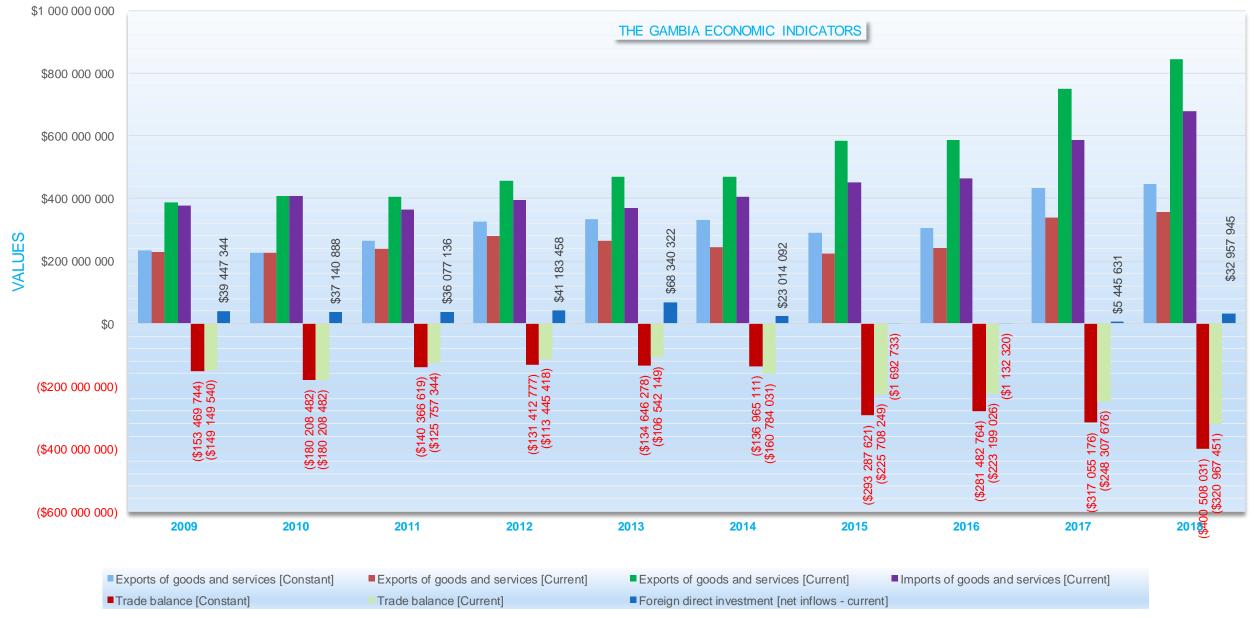


### Foreign direct investment [net inflows - current]









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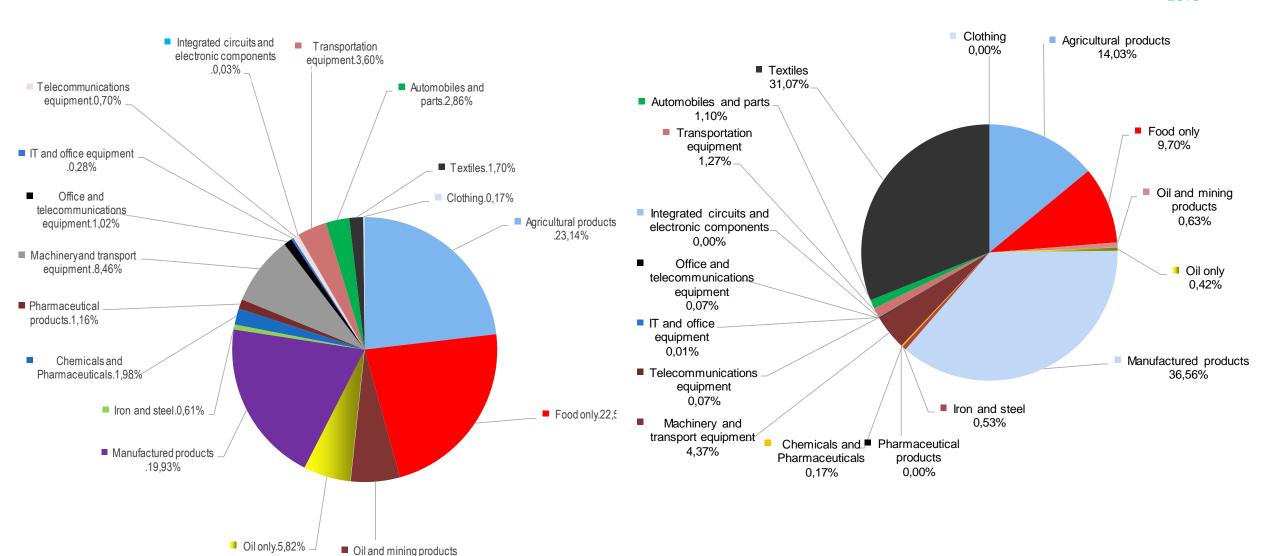




# Gambia Imports 2015

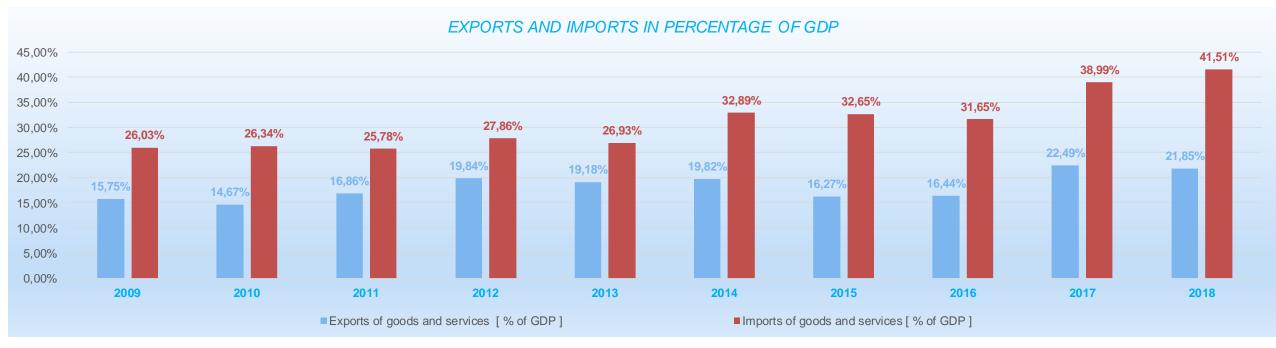
.5,99%

Gambia Exports 2015

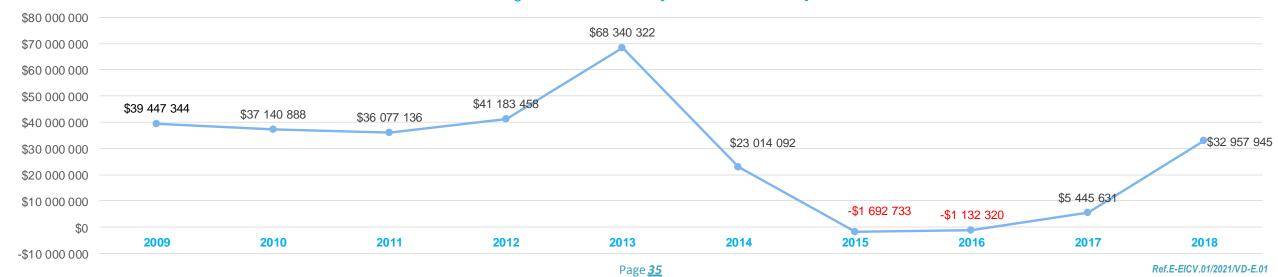






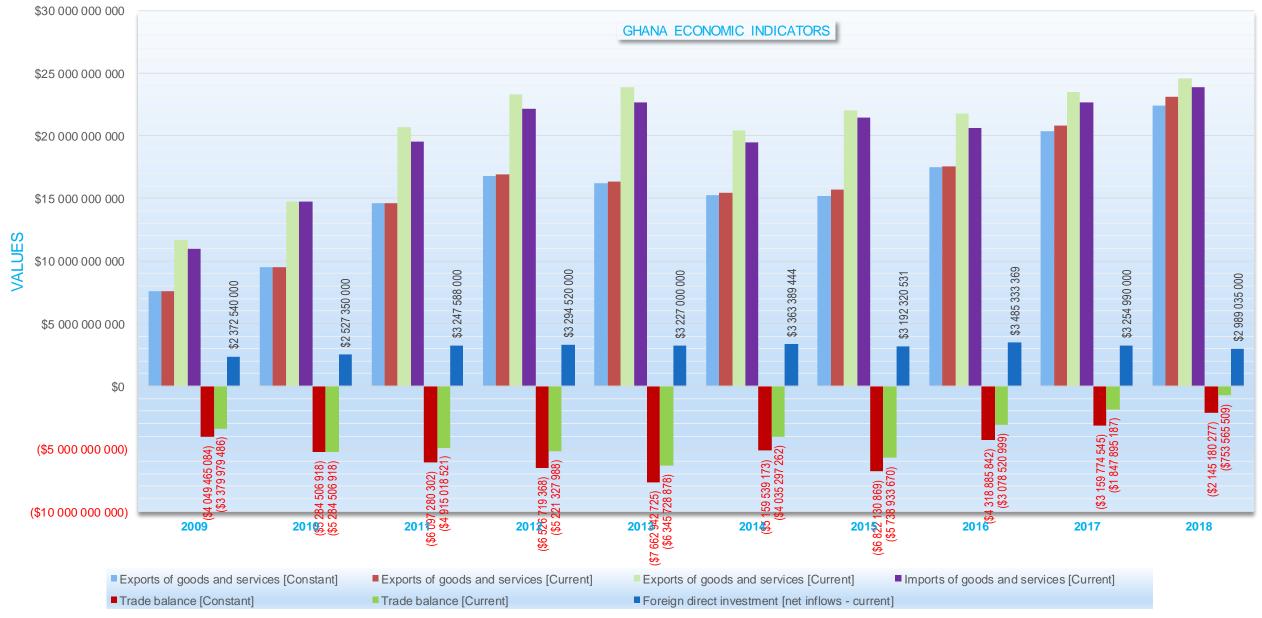


#### Foreign direct investment [net inflows - current]







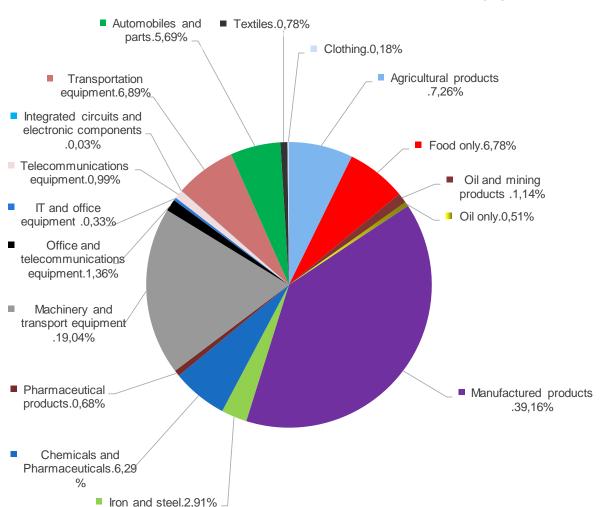


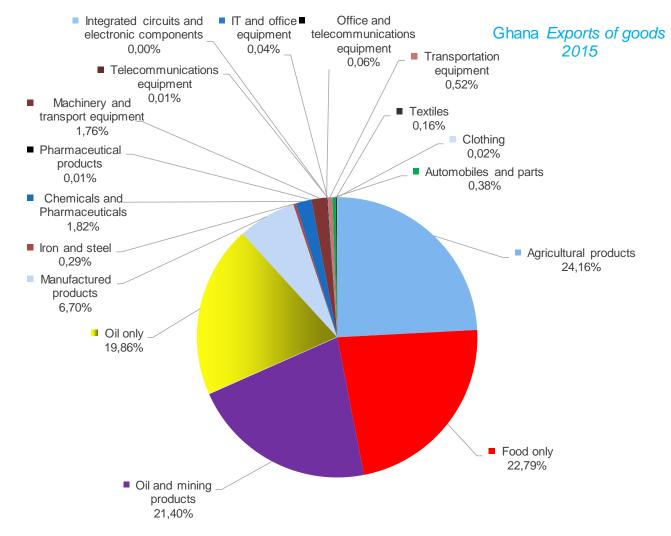




#### Ghana Imports of goods

#### 2015



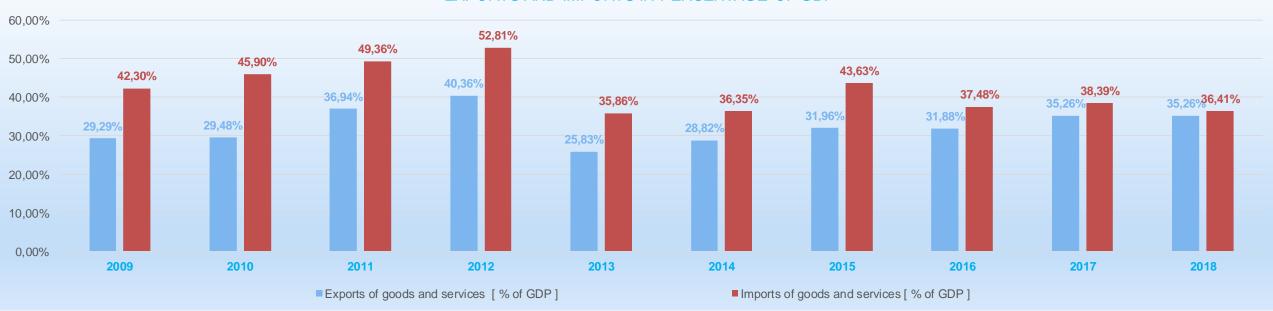


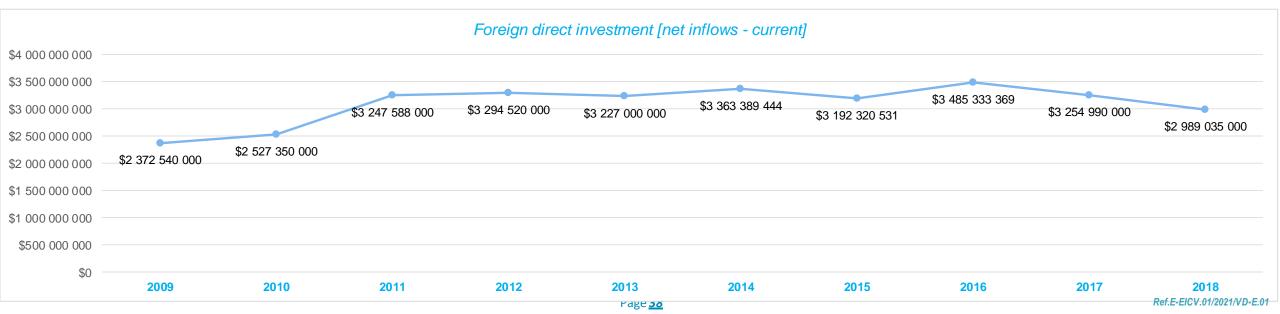
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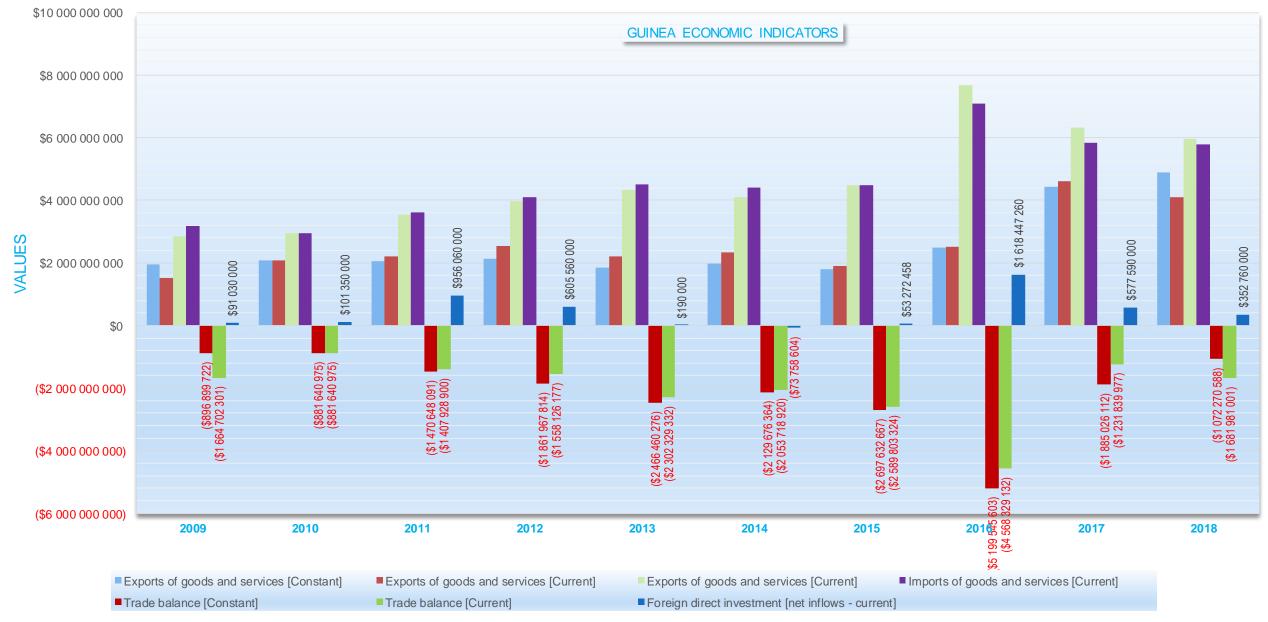
#### EXPORTS AND IMPORTS IN PERCENTAGE OF GDP







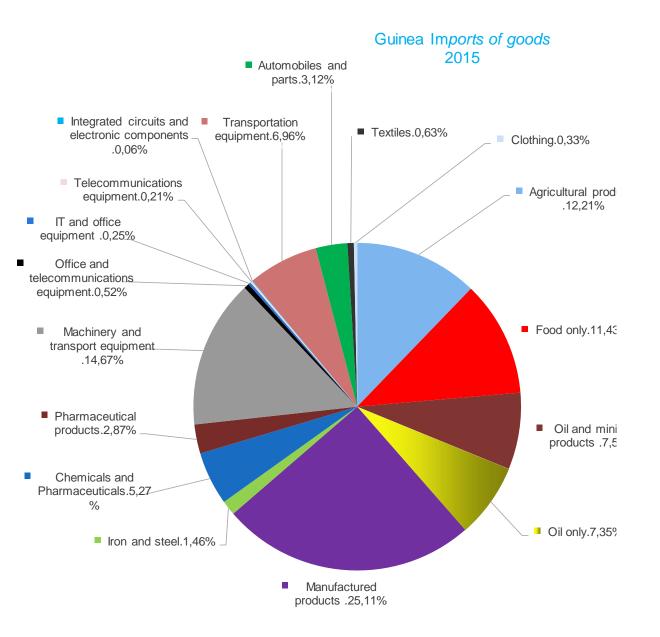




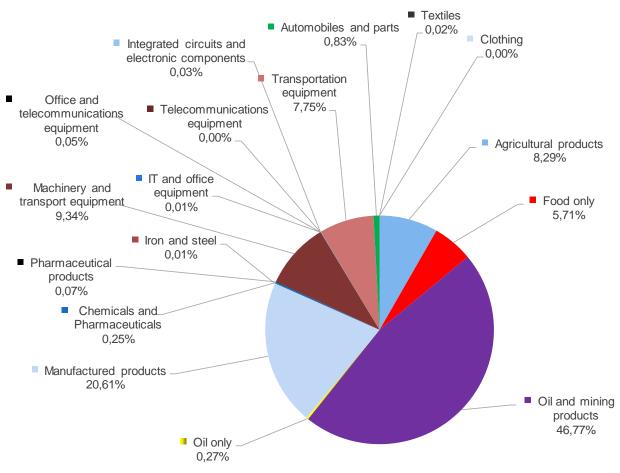
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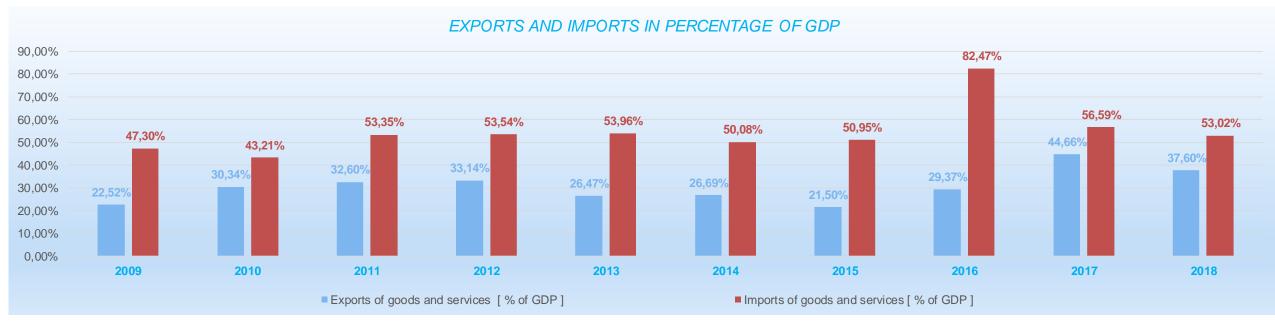
## Guinea Exports of goods 2015



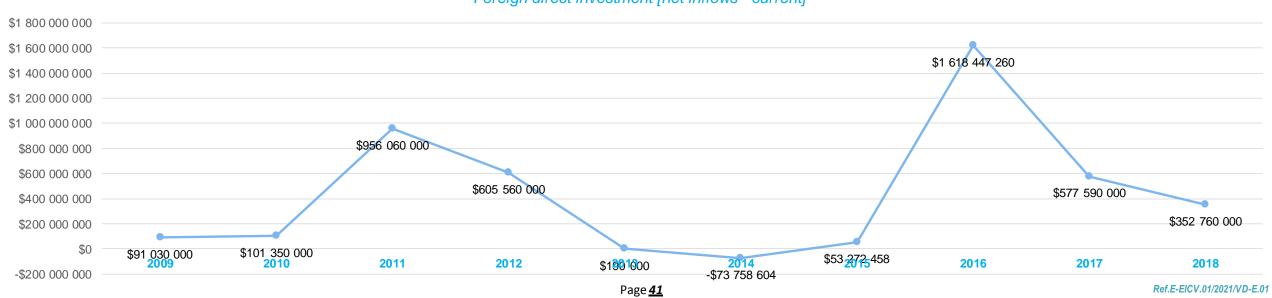
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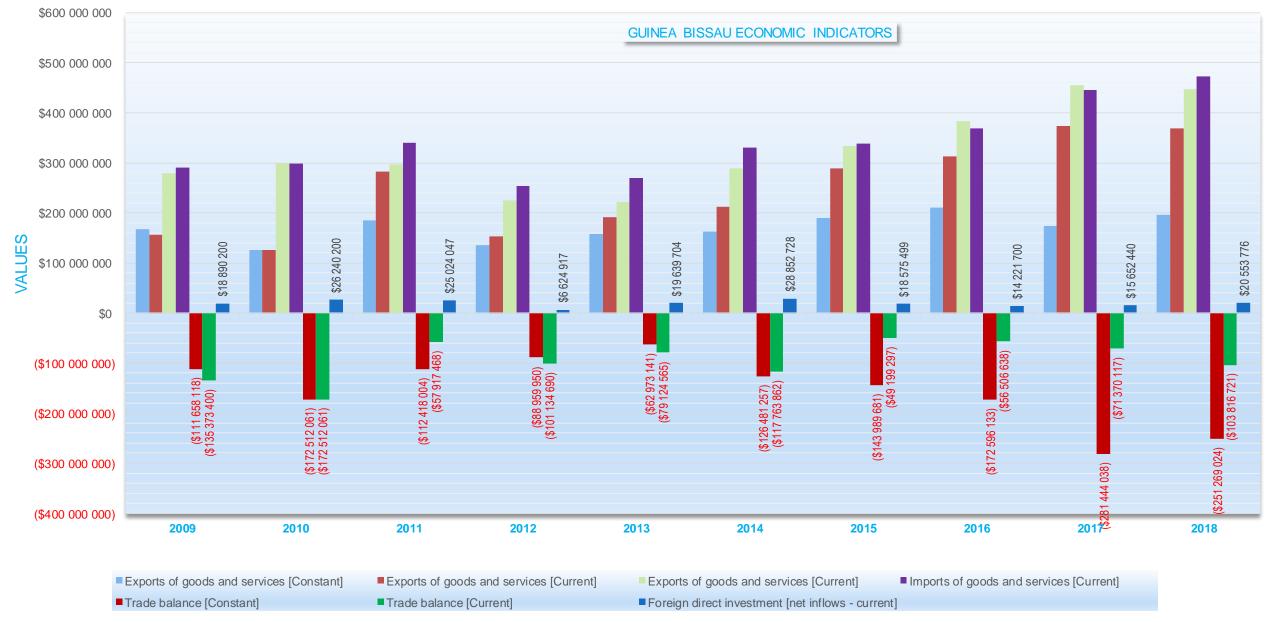


#### Foreign direct investment [net inflows - current]



#### **GUINEA BISSAU**

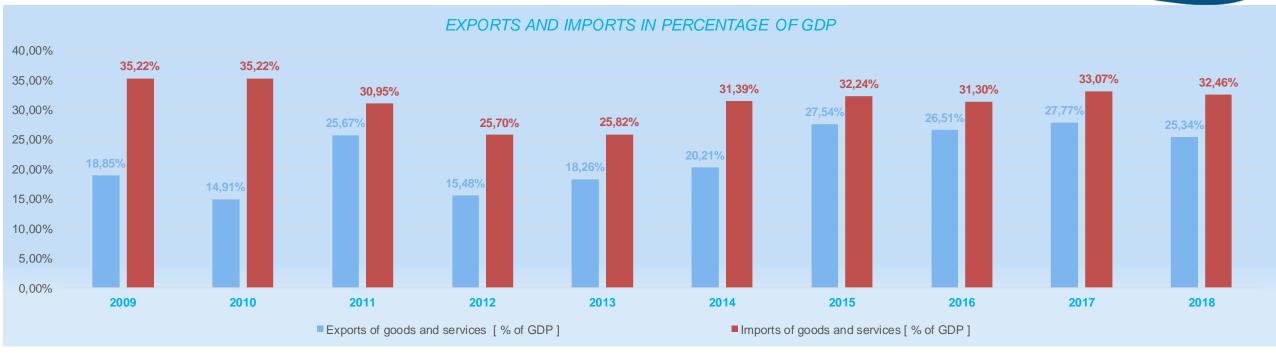




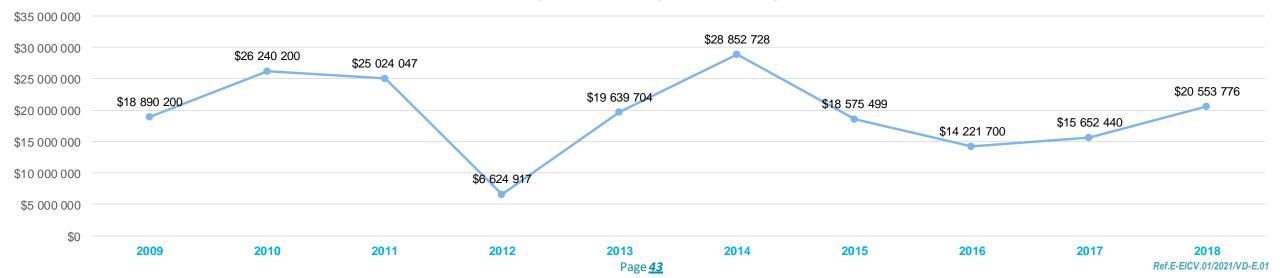
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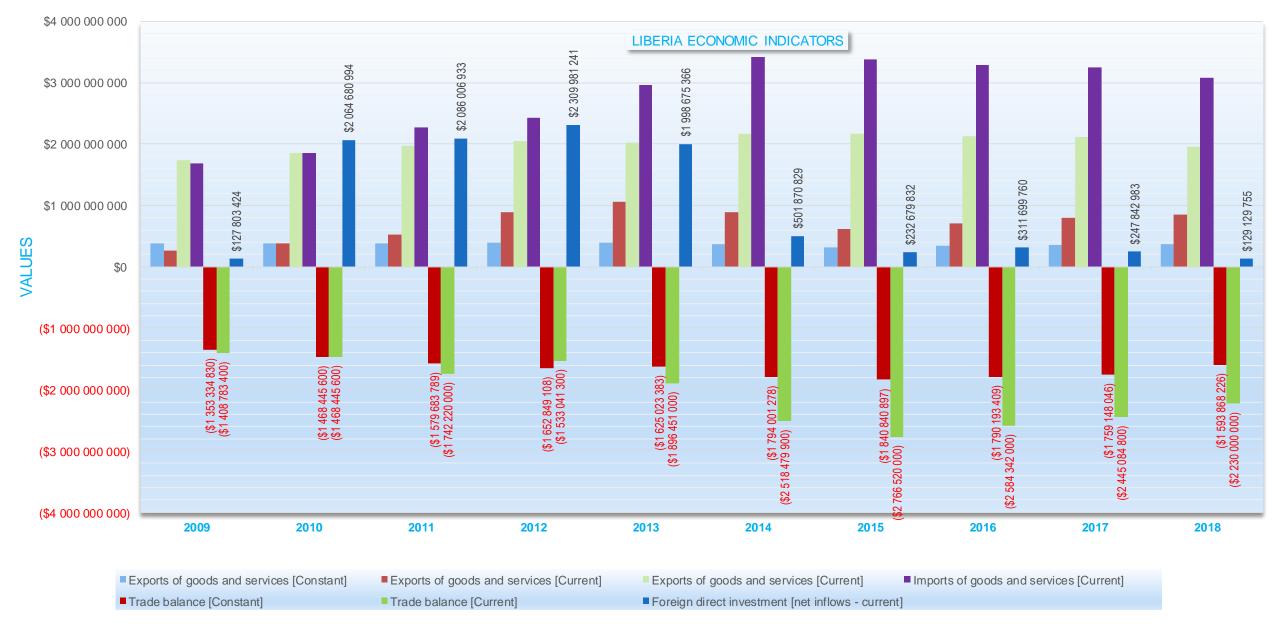








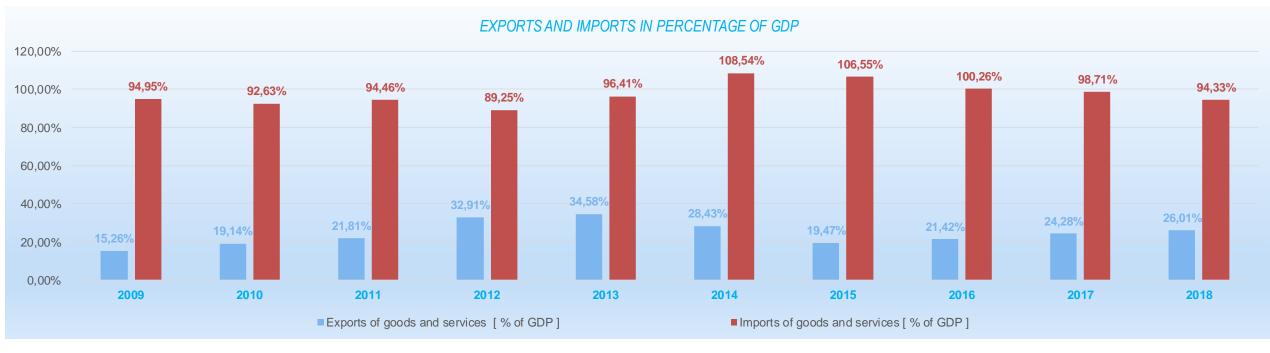




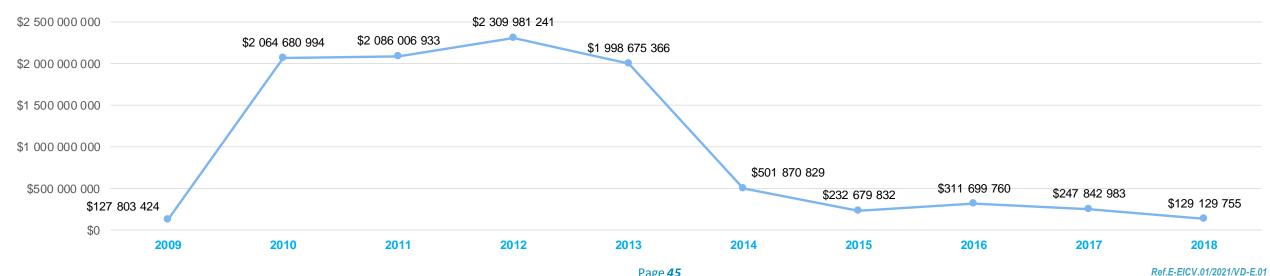
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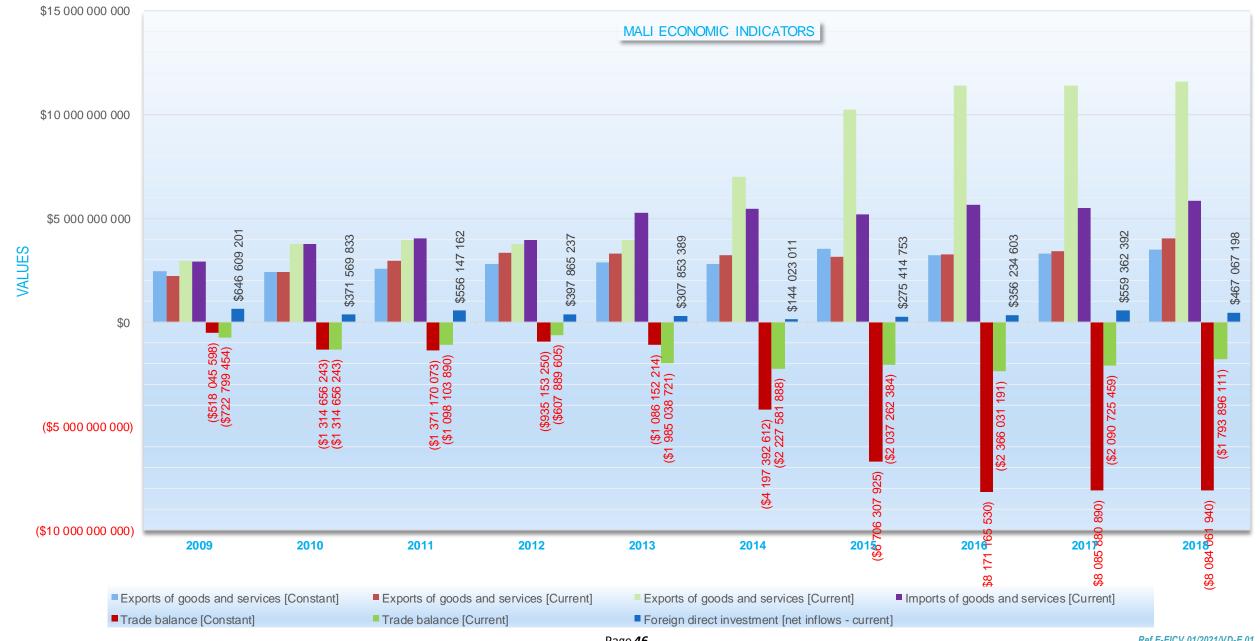








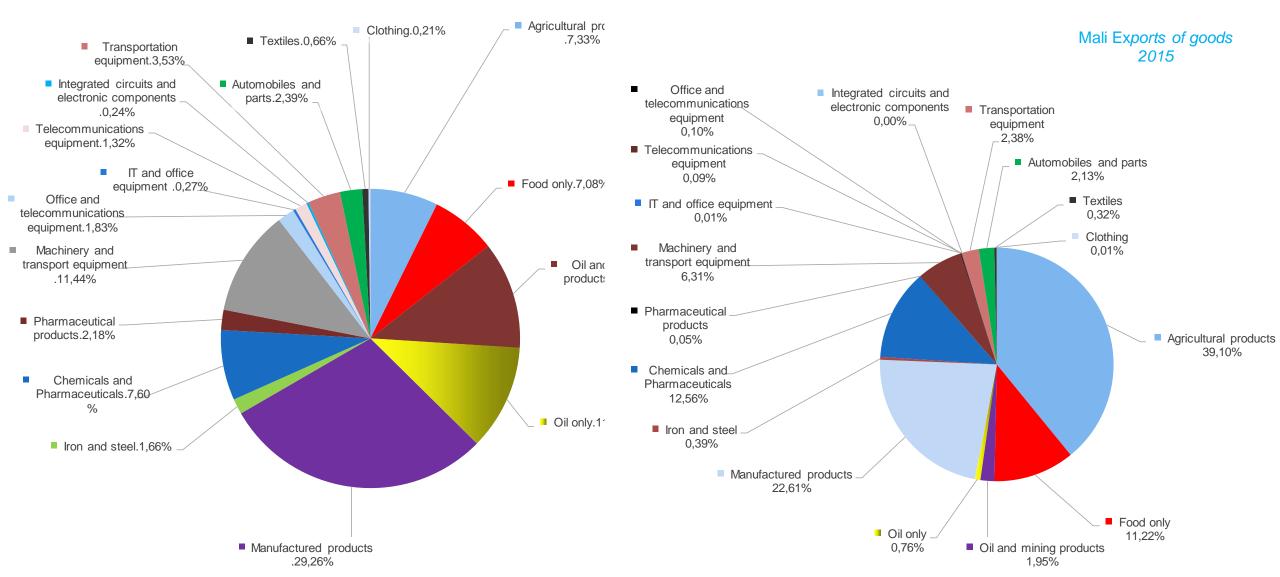








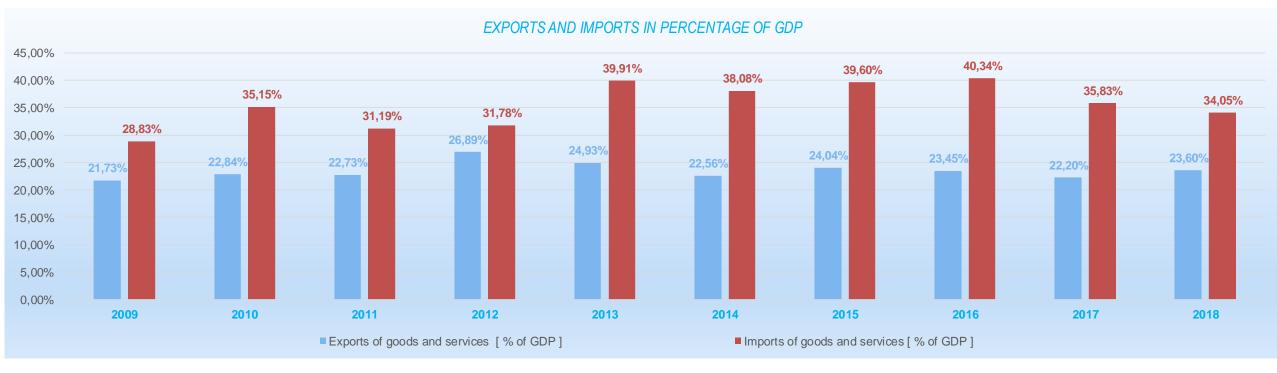
## Mali Imports of goods 2015

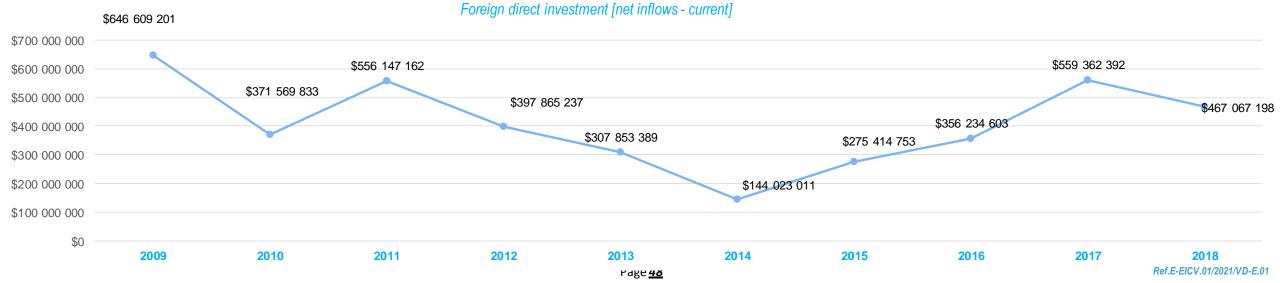


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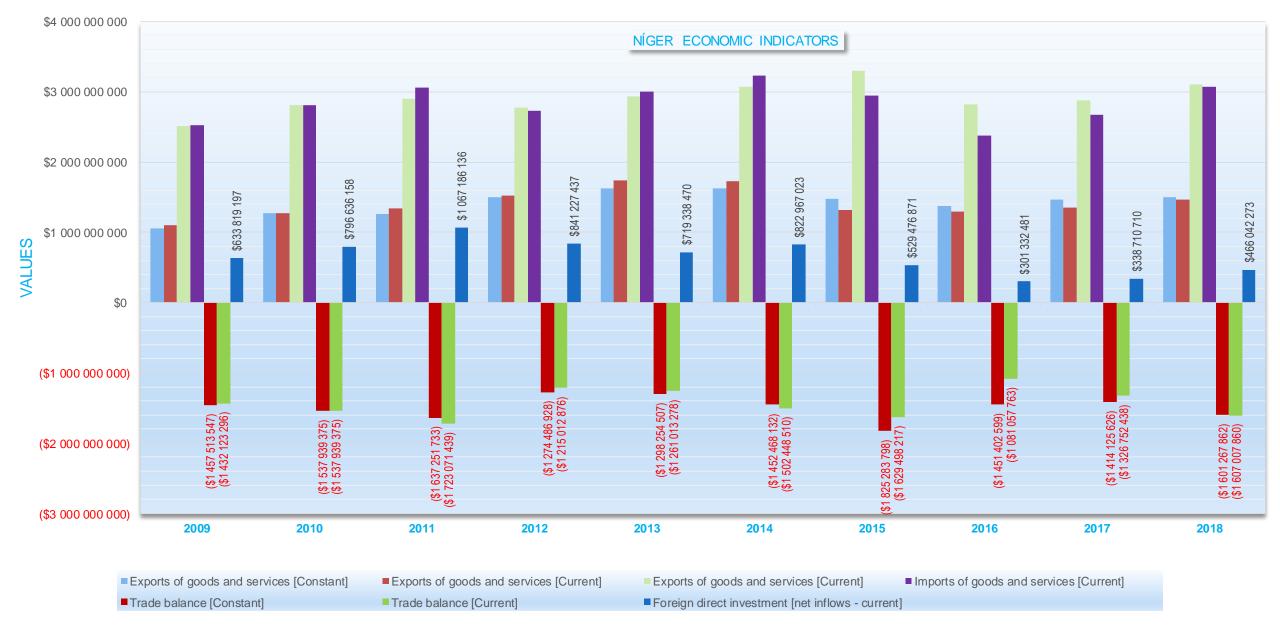








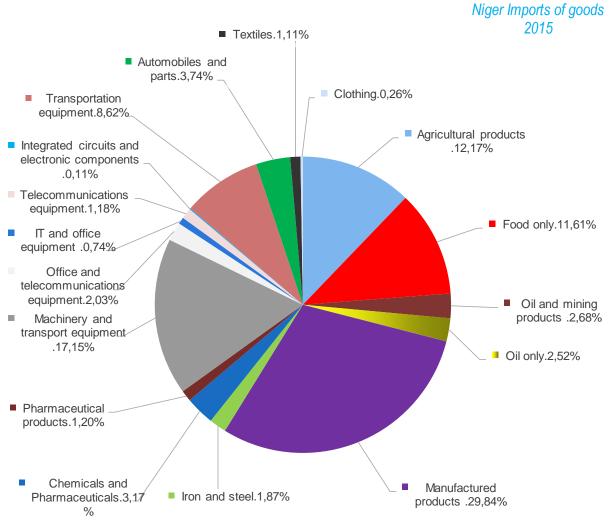


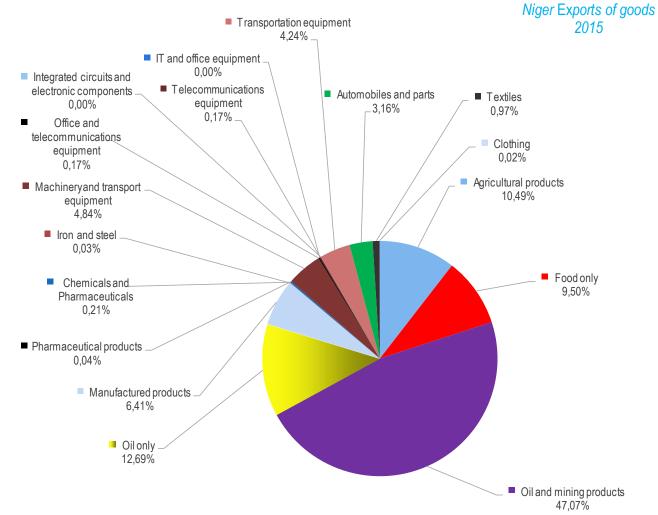


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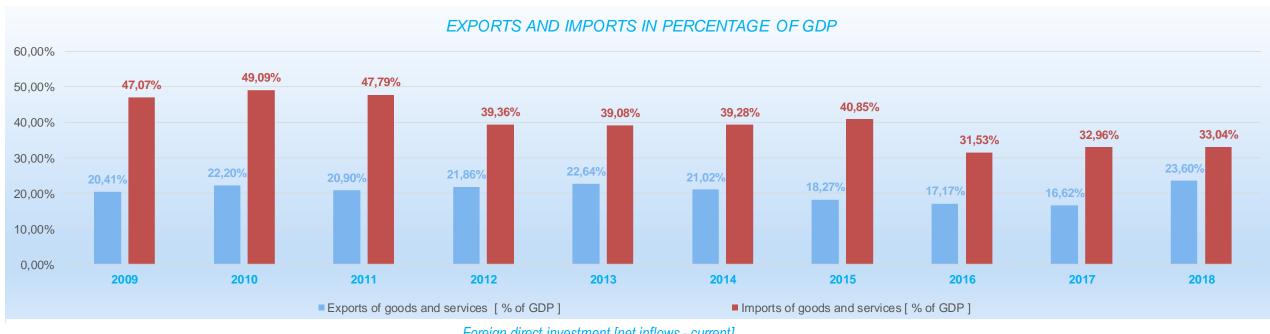


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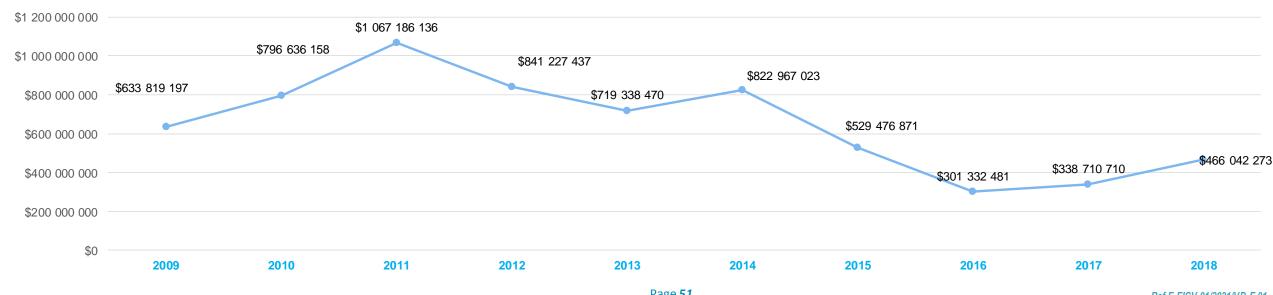
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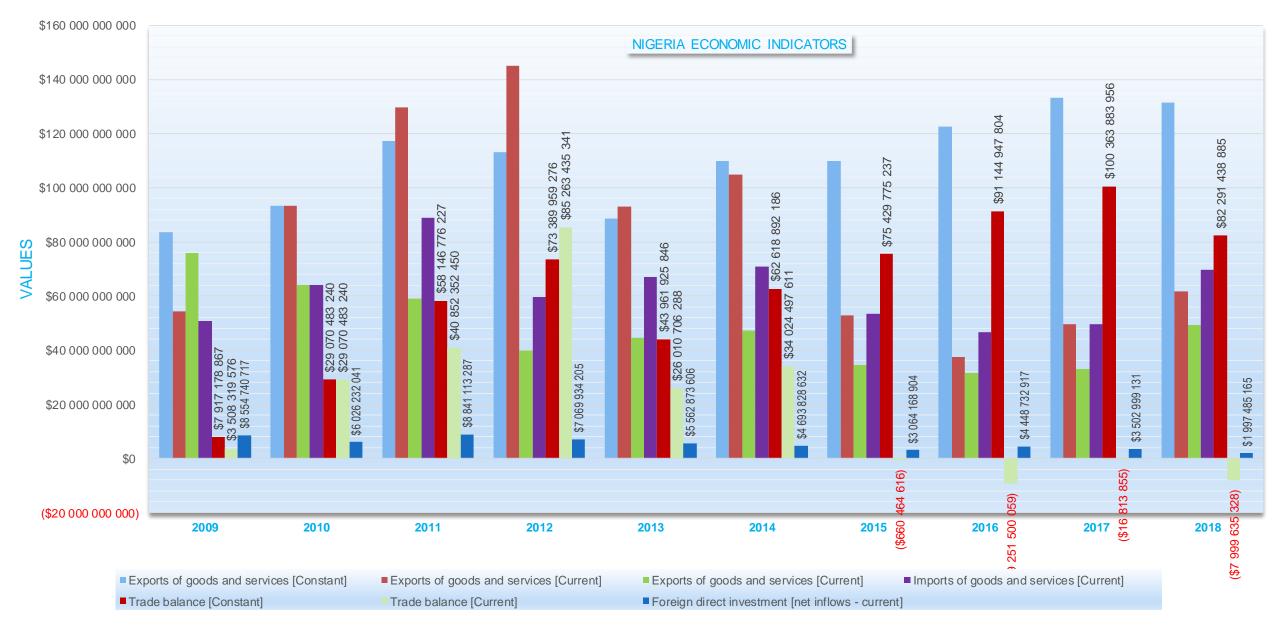


Foreign direct investment [net inflows - current]



### **NIGERIA**

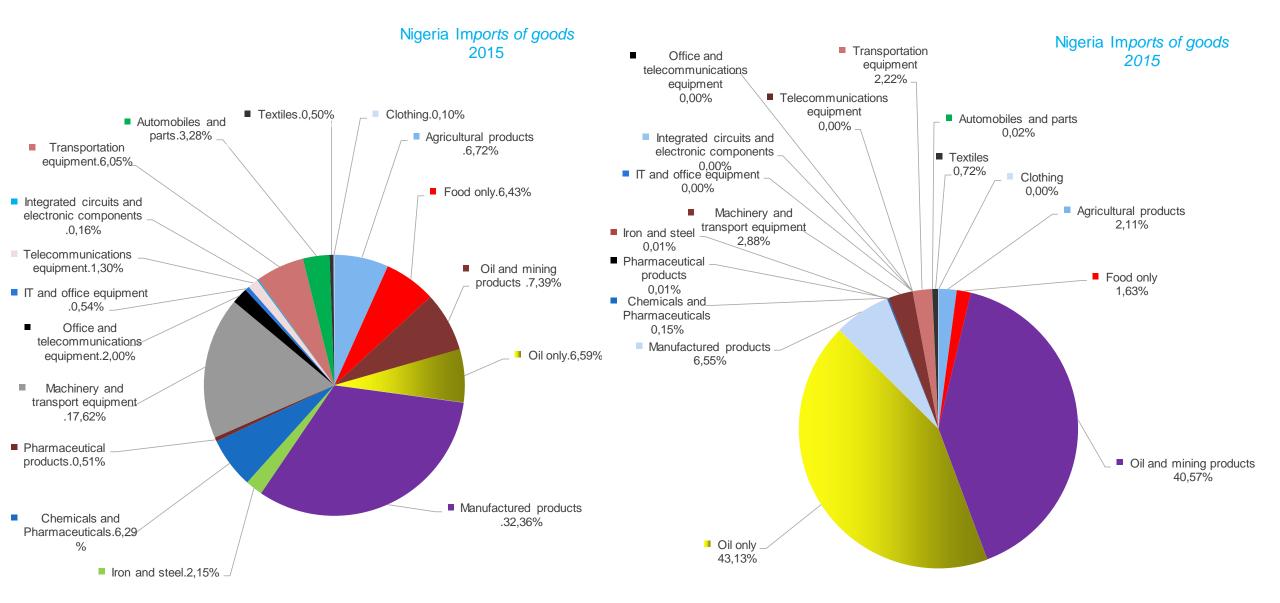




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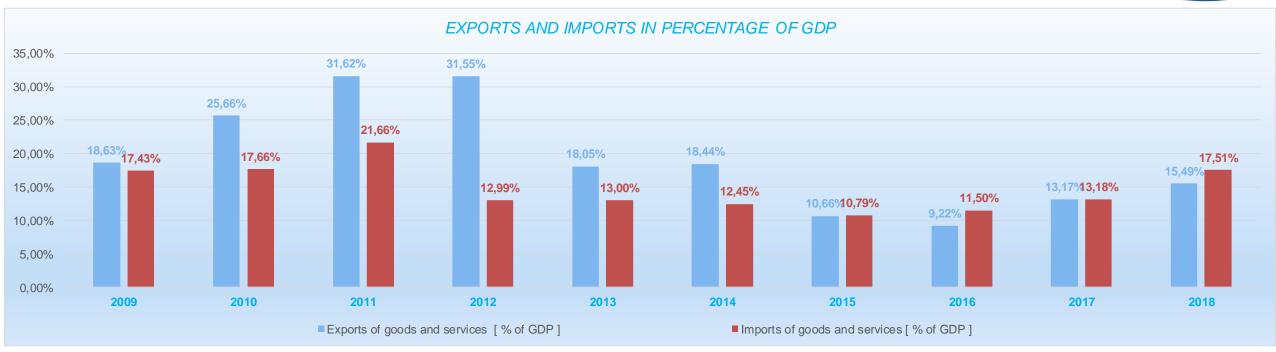


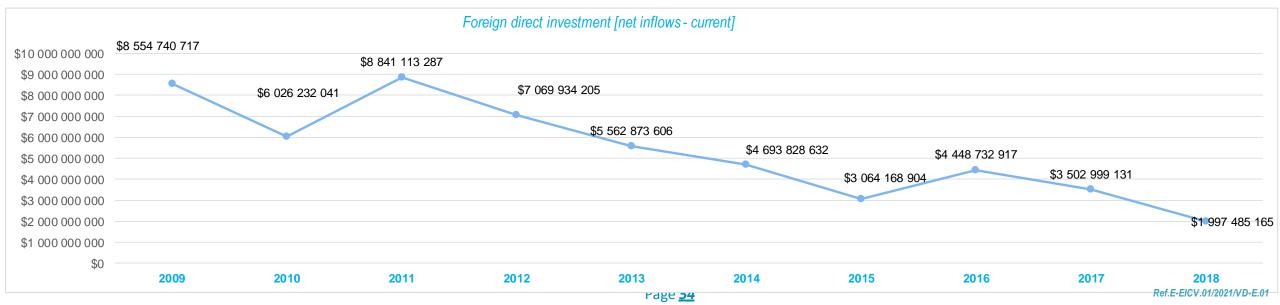


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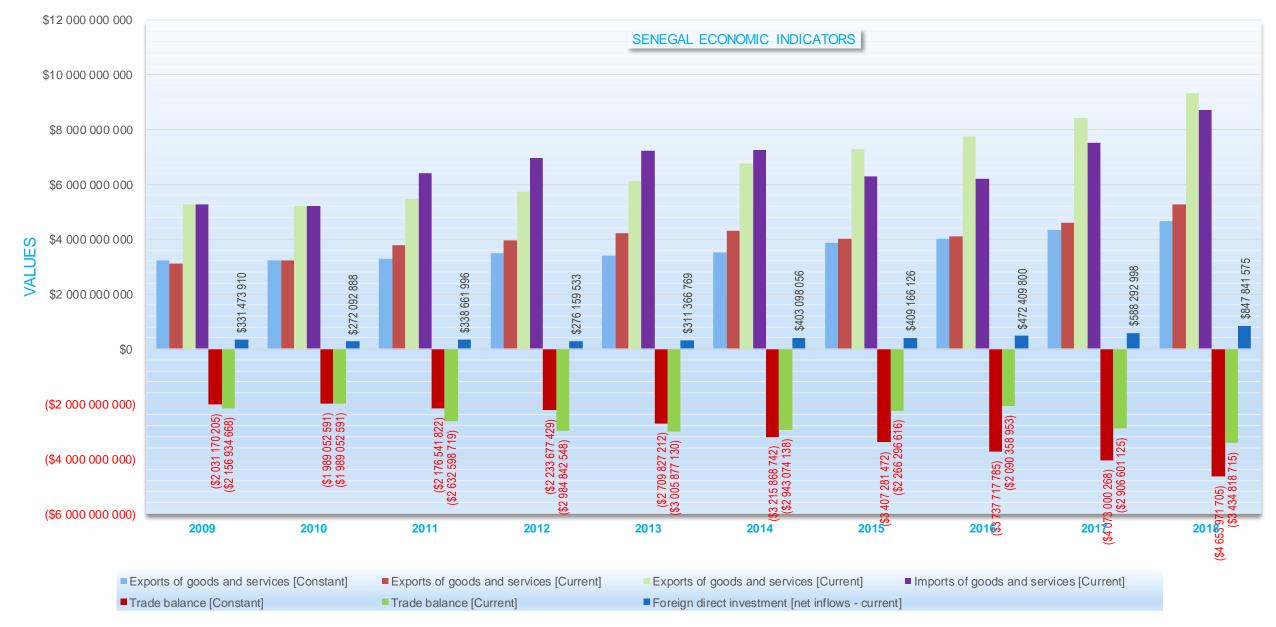






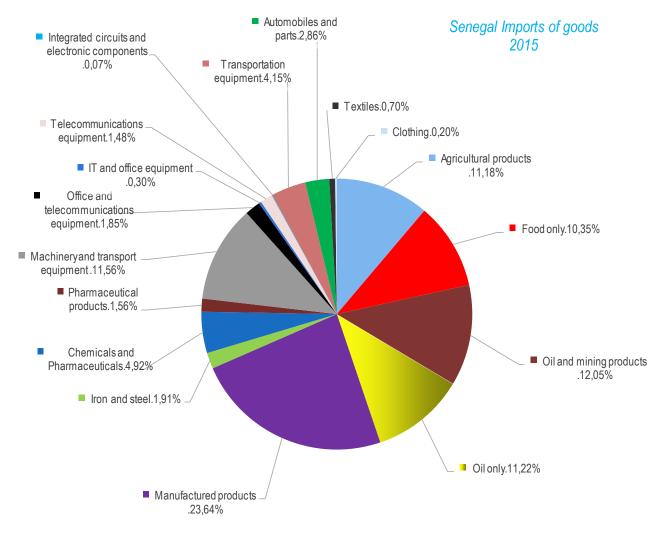




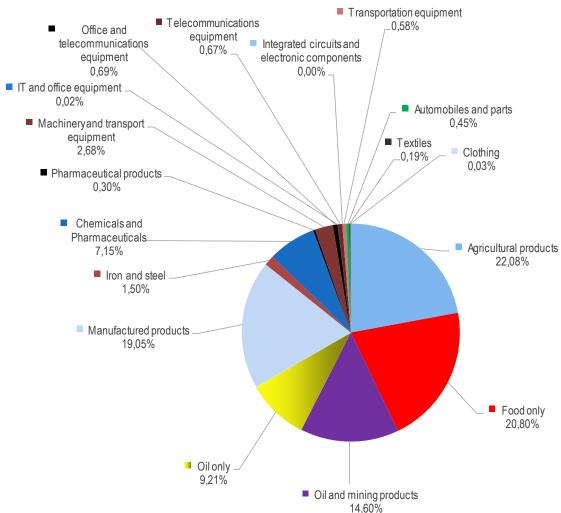








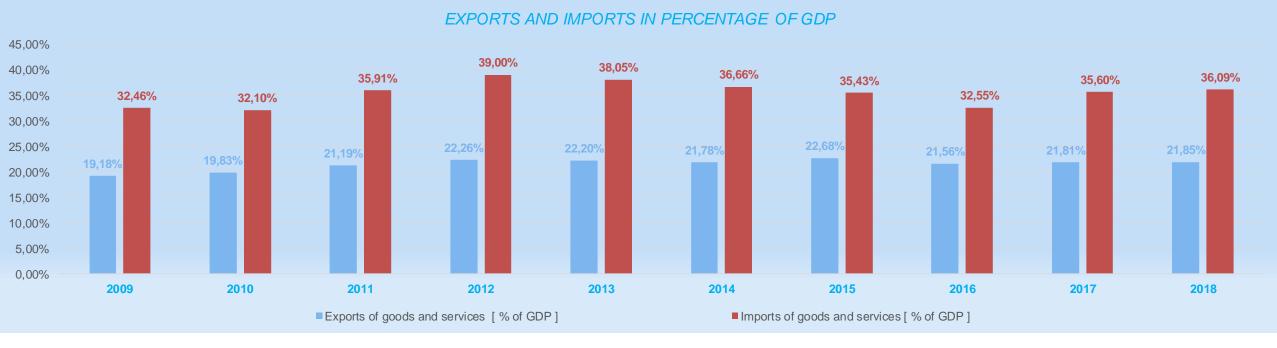
## Senegal Exports of goods 2015



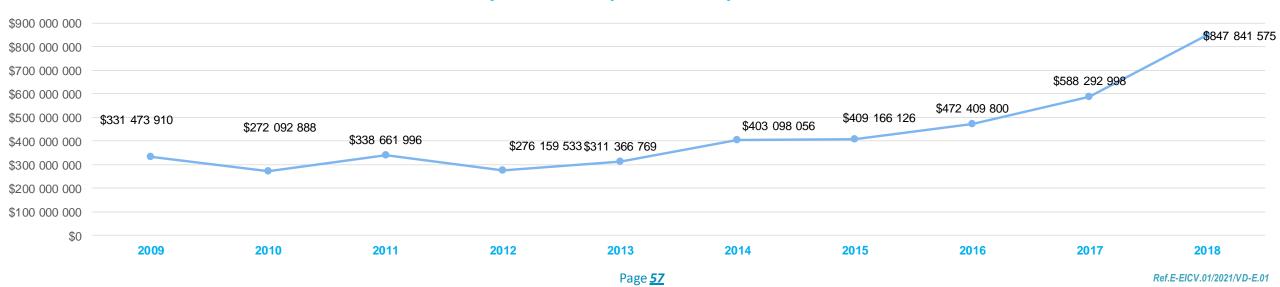
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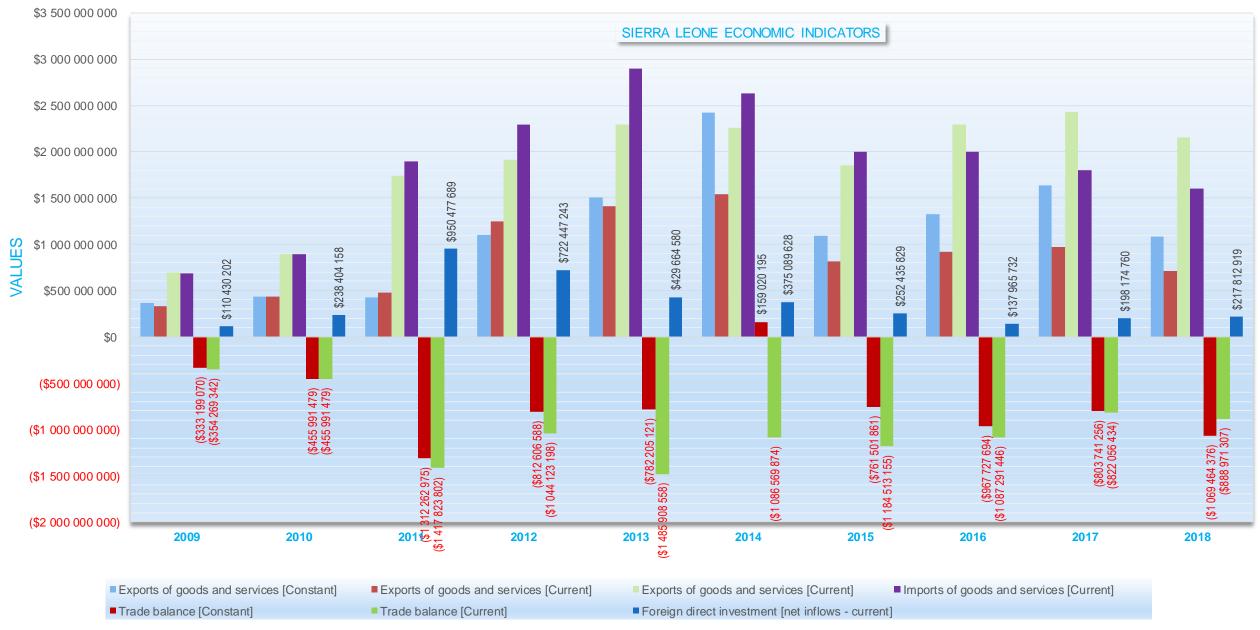






#### SIERRA LEONE



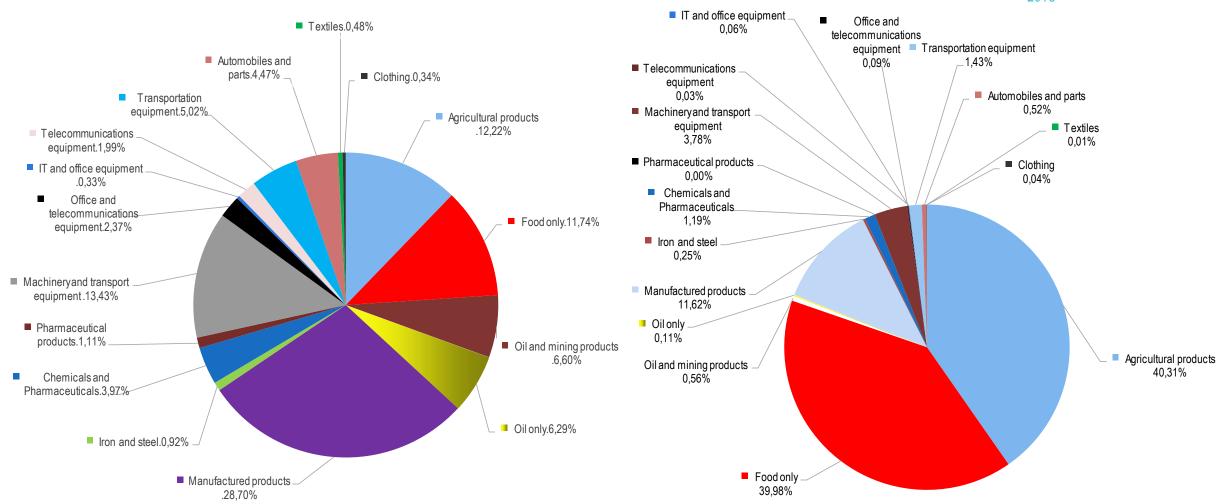






# Sierra Leone Imports of goods 2015

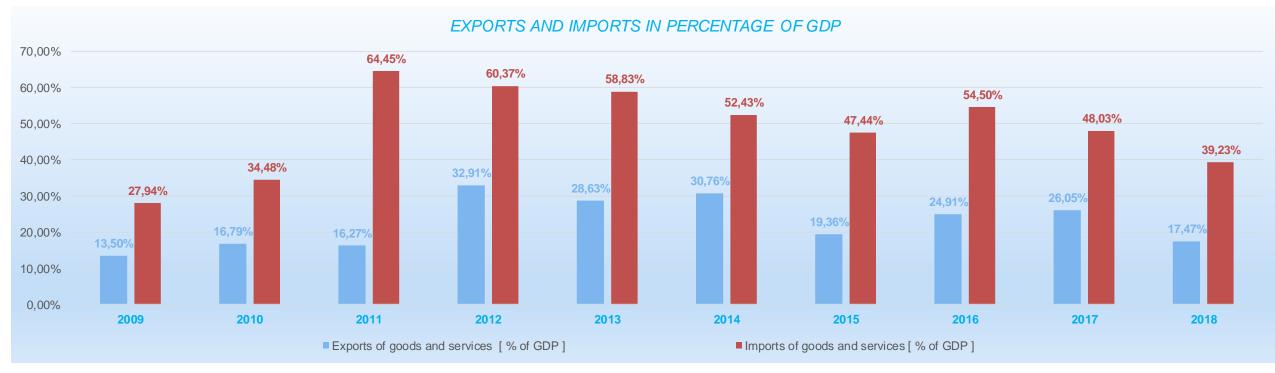
## Sierra Leone Exports of goods 2015



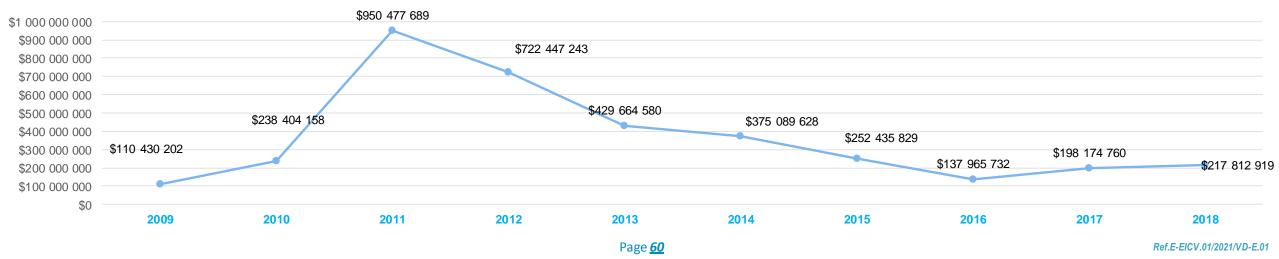
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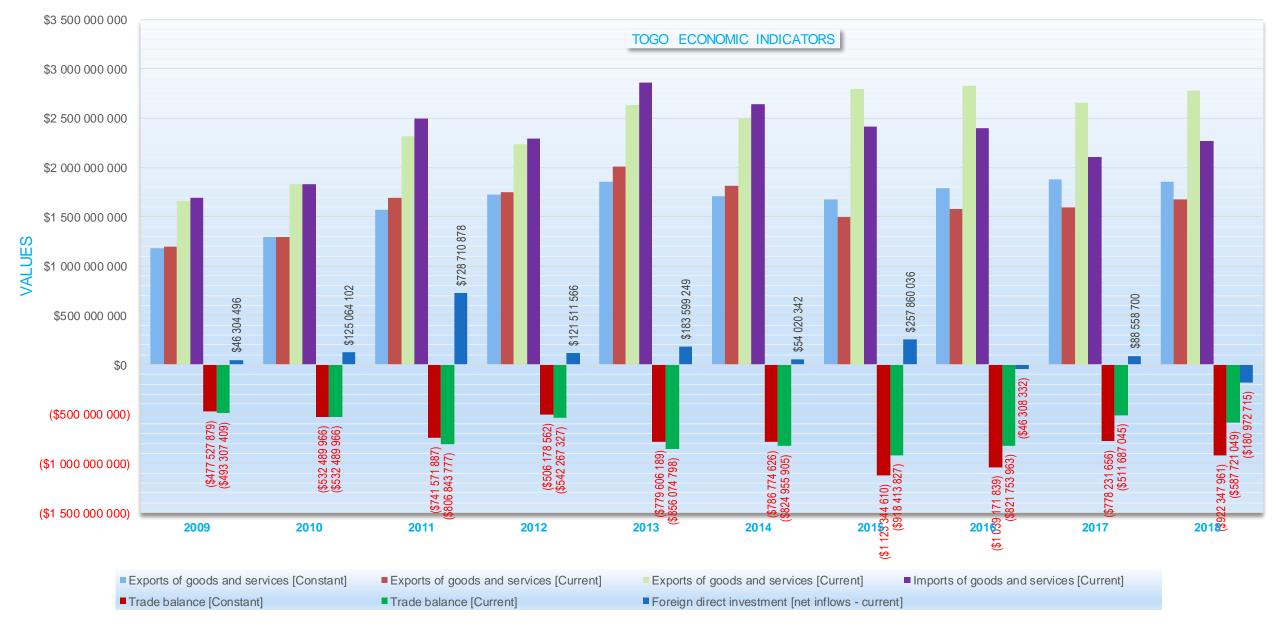


#### Foreign direct investment [net inflows - current]







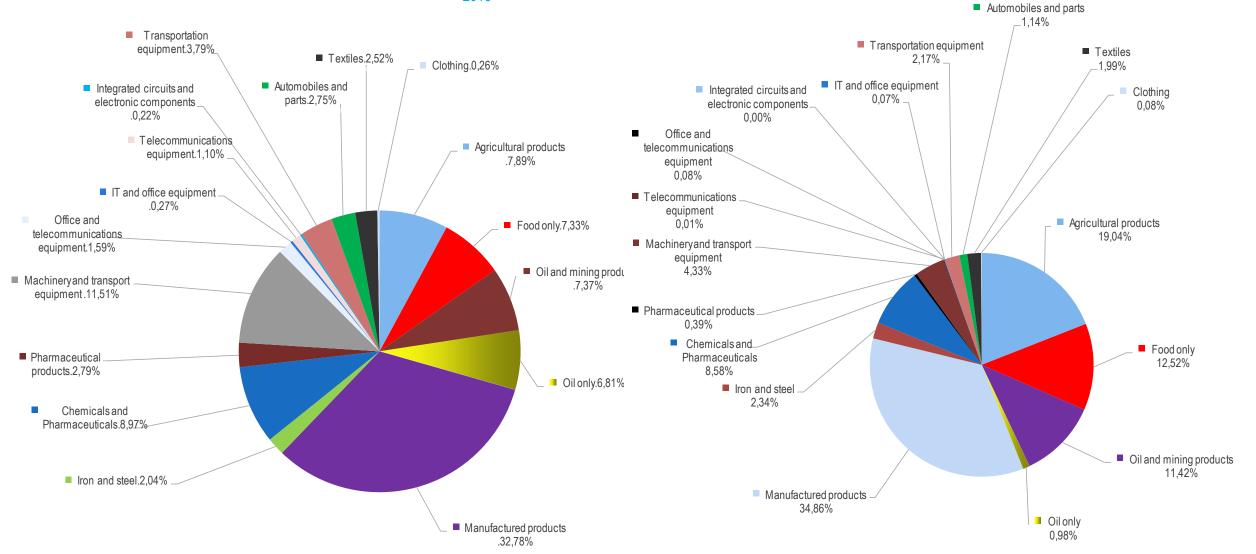






# Togo Imports of goods 2015

# Togo Imports of goods 2015





-\$400 000 000



