NOVO BANCO Research

Africa Sector Outlook December 2014

Resources on behalf of development

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This document was written based on information available up to 15th December 2014.

Cover: LNG - Algeria.

AFRICA

With the collaboration of Ecobank in the article of Ivory Coast

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Africa's energy riches.

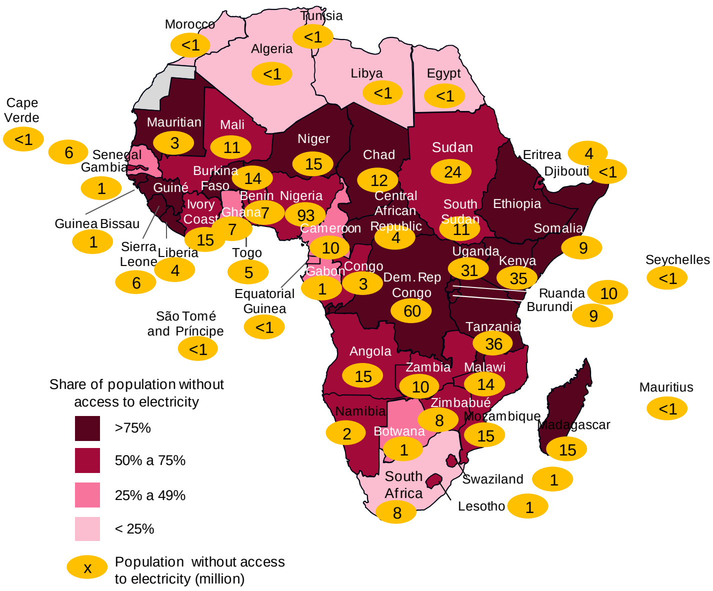
- Resources abound, although their level of the development and exploitation varies.
- Demand is on the rise.
- Investment opportunities exist throughout the sector's value chain.

Access to electricity.

Africa is very rich in energy resources but has a very poor electricity distribution network. Therefore, a long journey lies ahead in the development of the energy sector, from generation through to transport, distribution and sale of energy.

The situation varies from one region to another, but, of the total population of Sub-Saharan Africa (915 million), only 290 million have access to electricity (730 million use traditional biomass energy – firewood). With a growing population and the number of people without access to electricity on the rise, efforts to increase access to electricity in the different countries are of huge importance to the process of development throughout the continent. In North Africa, 99% of the population has access to electricity (2012), which compares with 32% in Sub-Saharan Africa where, for example, in Nigeria, which is Africa's most populous country, only 55% of the population (around 90 million people) has access to electricity.

Population without access to electricity, 2012.

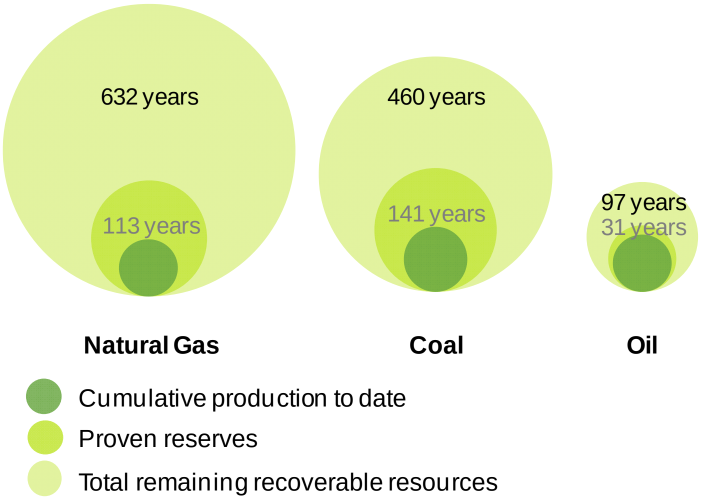


Source: International Energy Agency (IEA).

The huge potential of Africa's energy resources.

Sub-Saharan Africa's energy resources as a whole are more than sufficient to meet the current needs of the region and those foreseen in the future (projections of IEA). With regards to oil, taking into account existing recoverable reserves, these should be sufficient to meet consumption needs for around the next 100 years; with regards to coal, reserves may last for over 400 years, whilst, in natural gas, reserves may last for over 600 years. Uranium is also present in abundance in some countries in the region, as well as renewable resources with significant potential, such as hydroelectric, solar, wind and geothermal power. Many of these resources are distributed in an unequal fashion throughout the continent and are at different stages of development. But, in the majority of cases, resources have been developed and are being exploited to a very limited degree.

Natural gas, coal and oil resources in Sub-Saharan Africa, 2013.



Source: IEA.

The opportunity exists to develop the energy sector by exploiting existing resources throughout Africa in a diversified manner. A long road remains ahead, but with huge potential to be exploited.

In this sixth edition of the Africa Sector Outlook, Novo Banco's Sectoral Research team presents developments and opportunities in different sectors in various African economies – in South Africa, Angola, Algeria, Cape Verde, Morocco, Mozambique, and, with the collaboration of Ecobank's Research team, in Ivory Coast's agricultural sector.

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South Africa: Mining – a key role in the economy.

- The direct contribution of the mining sector to GDP is equal to 8.3% (17% including indirect effects).
- Leading position in the production of minerals such as gold (sixth worldwide), platinum (leading producer of Platinum Group Metals – PGM), iron and coal.

The mining sector in South Africa's economy.

The mining sector has played a fundamental role in the economic development of South Africa for over 140 years, having contributed in a substantial manner to the country being the most industrialised nation in Africa. The importance of the mining industry to the economy is significant. In 2012, it made a direct contribution to GDP of 8.3% (17%, including indirect effects), 12% of direct investment and 38% of total goods exports. Worthy of note are minerals such as gold, platinum, coal and iron, sales of which reached USD 44.3 billion in 2012, around 11.6% of the country's GDP. The companies in the mining sector are also important listed entities on the Johannesburg Securities Exchange (JSE), accounting for 24.7% (R 1.8 trillion) of the All-Share Index and 24.4% (R 1.9 trillion) of stock market capitalization in equities.

The leading minerals.

South Africa lost its position as the world's leading **gold** producer in 2007, falling to sixth worldwide, in 2012, behind China, Australia, the US, Russia and Peru. The majority of the leading gold producers took advantage of the increase in the price of this commodity to expand production. This was not the case in South Africa where gold production declined by around 8.2% per annum over the last decade. In 2012, the country produced 167.2 thousand tons of gold, about 12% below the level produced in 2011, representing 5.8% world output. The reduction in production volume was due to various factors: disruption to production (strikes and accidents), an increase in production costs (such as electricity), the increase in the depth of mines, a decline in average employee productivity and depletion of old fields.
In 2011, three companies which operate mines accounted for 80% of South Africa's gold production: Gold Fields, AngloGold and Harmony Gold Mining.

South Africa is the leading **PGM - Platinum Group Metals** producer and the industry is one of the most important in the country, accounting for 25% of non-fuel mineral sales in 2013. This industry has been adversely affected by the combined impact of a slowdown in global demand, due to excess supply, a fall in prices (between 2010 and 2013, average annual growth was equal to -8.3%), as well as an increase in production costs and the impact of strikes.

In 2013, South Africa accounted for 73% of global output of PGM, followed by Russia (13%) and Zimbabwe (6%). Anglo American Platinum is the leading producer of platinum in South Africa.

Weight of the mining sector in South Africa, 2012.

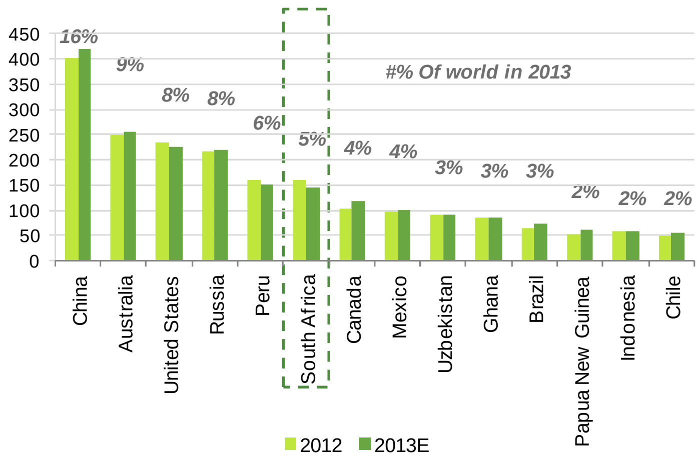
* Excluding employment in agriculture.
Source: *Chamber of Mines of South Africa.*

South African minerals, 2012.

	Sales *(Millions Rands)*	% of total industry *(%)*	% Exported	Sales/GDP *(%)*
Gold	76 824.5	21.1%	93.7%	2.4%
Platinum	69 204.2	19.0%	88.0%	2.2%
Coal	96 148.2	26.4%	54.3%	3.1%
Iron	52 642.8	14.5%	91.5%	1.7%
Other	68 936.8	19.0%		2.2%
Total	**363 756.5**	**100.0%**	**74.0%**	**11.6%**

Source: *Chamber of Mines of South Africa*, FMI.

World gold production, 2012 e 2013 (Thousands of tons).



Sources: *US Geological Survey*, NB Research.

China is the leading consumer of platinum, absorbing 28% of supply (over 83% is destined for the jewellery industry), but the slowdown in the country's economic growth has also had an impact on demand. Europe accounts for around 24% of global demand for platinum and for 41% of the consumption of platinum by the automobile industry and, therefore, strongly influences global demand for the metal.

The country also has sizeable reserves of **coal** – the ninth largest coal reserves in the world, 95% of Africa's total reserves and 3.3% of global reserves (2013). South Africa's economy is highly dependent on coal, which accounts for over 70% of primary energy consumption in the country. Over half of South Africa's coal is destined for electricity generation, followed by the petrochemical industry, namely Sasol (originally known as Suid Afrikaanse Steenkool en Olie – South African Coal and Oil), metal-working and residential heating. In 2012, the largest producers of coal in terms of sales were Anglo Operations Limited, with an 18% share of national output, followed by BHP Billiton, with a 17% share, and Sasol Coal with a 16% share.
The majority of coal produced comes from the Witbank, Highveld and Ermelo coal fields, located in the east of the country, near to Swaziland.
According to the Energy Information Administration, the consumption of coal in South Africa is seen continuing to increase, as new coal-fired power stations come into operation over the next few years to meet the growing demand for electricity, in particular, the power stations run by Eskom and Sasol. In addition, Internal Energy Administration's forecasts indicate that coal will be responsible for meeting 73% of the country's energy needs in 2030, as compared with 94% in 2012 (due to an increase in the exploitation of renewable energy sources which are expected to have a share of 15%, in 2030, as compared with 0.2%, in 2012).
South Africa exports around 25% of its coal production. The leading terminal for coal exports is the Richards Bay Coal Terminal, which is one of the world's largest. In 2013, the terminal received and exported over 70 million tons of coal (a record amount) and South Africa ranked sixth worldwide in terms of exports of this commodity with a share of 5% of global exports. The leading markets for this coal were India and China.

The maintenance of stability in mining operations and also contention of operating costs is of great importance to the industry. The strike that took place at the beginning of 2014 in the platinum mines lasted for 5 months and led to a 20% reduction in platinum production (year-on-year change for the February-June period). However, more recent data, up to September 2014, indicate a recovery in the value of platinum sales (July to September 2014). The year-on-year change up to September 2014 points to a mere 2% reduction in total sales and more recent data indicate a positive trend.

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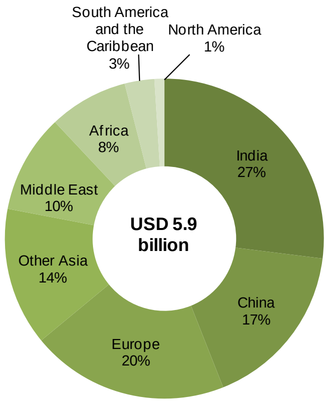
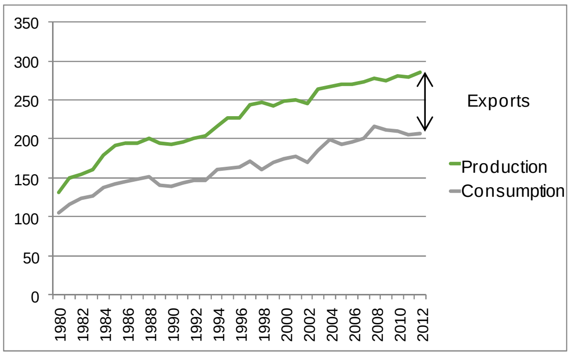
South African coal exports by destination, 2013.



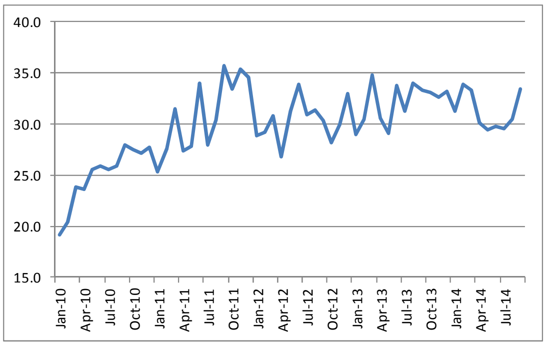
Source: UNContrade.

Coal production and consumption, 1980-2012 (Millions of short tonnes).



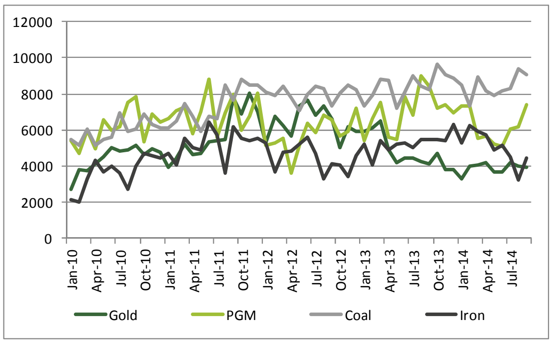
Sources: US Energy Information, NB Research.

Monthly sales of minerals, 2010-2014 (Set.) (Billions of Rands).



Source: Statistics of South Africa.

Total sales of leading minerals, 2010-2014 (Set.), (Millions of Rands).



Source: Statistics of South Africa.

Angola: Distribution – good growth prospects.

- Prospects for growth in distribution in Angola are very positive.
- The country's economic growth and its demographic structure are some of the factors driving growth.

The distribution sector in Angola.

The prospects for growth in distribution in Angola are very positive, given that several factors are contributing to the sector's vibrancy and expansion, namely the population structure, economic growth and the need to develop relevant supply chains for products, particularly foodstuffs, so as to reduce Angola's high dependence on imported goods and also to contribute to economic diversification. (In 2012, the oil sector accounted for 46% of GDP).

The Government of Angola's National Development Plan (*Plano Nacional de Desenvolvimento* – PND) for the 2013-2017 period seeks to give priority to the distribution sector, namely the development of logistics centres and the promotion of distribution networks, which are operational, functional and adapted to the market's needs, so as to increase the availability of basic goods and the promotion of national output.

Economic growth.

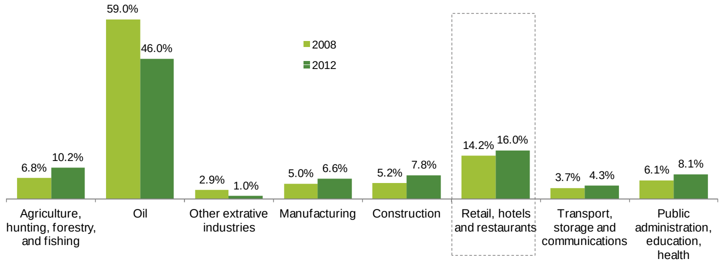
Angola has posted high growth rates in recent years. Between 2000 and 2013, GDP expanded by 9.4% on average, at constant prices. The economy is expected to grow at an average annual rate of 5.5% in the period 2014-2019.

Even more worthy of note is the growth in GDP per capita which is now equal to USD 6.4 thousand (3.5 times the value recorded in 2005) and is expected to grow by around 5% per annum on average over the next few years, exceeding the rate foreseen for Sub-Saharan Africa (4.4%). Angola's population enjoys favourable developments in social and economic standards and is becoming more demanding in relation to the issues of hygiene and safety regarding food consumption, a result also of an increase in the level of education. These factors have contributed to an expansion in formal distribution networks. This trend will also be driven by an increase in urbanisation.

Demographic dimension.

Angola has a young and growing population (46% of the population is under 15 years of age), which, according to the United Nations, is seen rising from 21 million, in 2013, to 54 million, in 2050. Noteworthy also is the fact that the country has one of the highest fertility rates in the world: 7.20 (2000-2005), the third highest worldwide. The median age is amongst the lowest in the world - the eight lowest – and, in 2050, the median age is expected to be the second lowest in the world - 22 years – surpassed only by Niger. These factors amplify the potential of the internal market and contributing to the process of urbanisation.

Breakdown of GDP, 2008 and 2012.



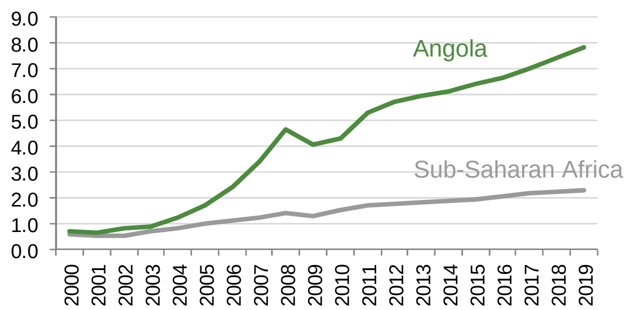
Sources: ADB, NB Research.

Objectives for the distribution sector in the National Development Plan 2013-2017.

		Targets				
		2013	2014	2015	2016	2017
N. of licensed retail establishments (Thousands)	4.4	10.5	11.5	12.7	13.9	15.3
N. of jobs created (Thousands)	19.1	31.4	34.5	38	41.8	46
N. of municipal markets built	2	13	13	15	20	14
N. of local grocery stores established	nd	20	30	30	20	63

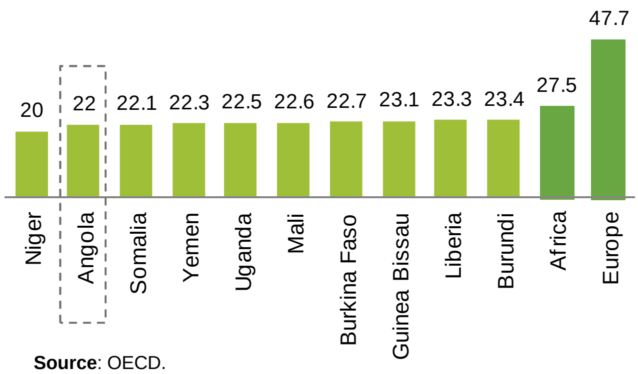
Source: Ministério do Planeamento e do Desenvolvimento Territorial.

GDP per capita (current prices), 2000-2019 (USD Thousand).



Sources: IMF, NB Research.

Median age forecasts – Countries with the lowest age and values for Africa and Europe, 2050.



Source: OECD.

Market trends.

Angola's distribution sector has been growing rapidly in recent years but continues to be marked by a small formal distribution network and by a large informal sector, particularly dominant in rural areas. The informal sector, which operates without any form of registration or licensing and has low standards of hygiene, but considerable weight in Angola's economy and for low income sections of the population, which are very price sensitive, this sector is generally preferred.
The Restructuring Programme for the Logistics and Distribution System of Essential Goods (*Programa de Reestruturação do Sistema de Logística e de Distribuição de Produtos Essenciais à População* – PRESILD), established in 2005, has the following key objectives: guarantee that all of Angola's population has access to essential goods on a regular basis and at stable prices; promote local production; and encourage the gradual conversion of informal distribution into formal distribution networks.
As such, there is a distribution network, the Nosso Super supermarket chain owned by the Nova Rede de Supermercados de Angola (Odebrecht), the local grocery store chain, Poupa Lá, (run by the Entreposto Aduaneiro de Angola) and municipal markets.
The National Development Plan 2013-2017 reaffirms the importance of the PRESILD programme in terms of promoting the country's logistics networks, the implementation of the New Distribution Network Programme (Programa Nova Rede Comercial – NRC) by building Logistics and Distribution Centres (CLODs), Integrated Shops and Municipal Markets, border logistics and distribution facilities and by defining and implementing a framework of incentives for private participation in the establishment of logistics platforms and the distribution network via public private partnerships.

In addition to the government's efforts to provide the country with distribution facilities, there are a number of private investment projects which will lead to future expansion in the sector, for example:

i) the Teixeira Duarte Group (Portugal) has been investing in food retailing since 1996, through the Maxi Retail (cash&carry) and Bompreço stores and in non-food retail under the Dakaza brand, which sells home and furniture goods;

ii) The Shoprite Group (South Africa) entered the Angolan market in 2003 and currently operates 36 stores throughout the country, in the following formats: Shoprite supermarkets; Usave discount stores ; OK Mobiliario (furniture and white goods); Hungry Lion fast food restaurants and Medirite chemists.

iii) Mega Cash & Carry belongs to Refriango, a company owned by Angolan and Portuguese interests. Refriango is one of the leading players in the production and distribution of beverages in Angola;

iv) Score Distribuição, owned by the Angolan group, Score Investments, began operations in June 2013 in the cash & carry segment under the C&C brand, with hypermarkets under the Deskontão brand and supermarkets under the Mel brand. In 2010, this group formed a partnership with the Portuguese group, Jerónimo Martins.

v) Angolissar Group (part of the Webcore Group, owned by investors from the Democratic Republic of Congo), was established in 1992 and is one of the leading importers and distributors in Angola, supplying both the formal and informal sectors.

vi) Kero Group is a private company owned exclusively by Angolan investors and is one of the leading players in the distribution of fast moving consumer goods. It is a modern distribution company, focused on the sale and distribution of foodstuffs and other consumer goods through its network of hypermarket, supermarket and convenience stores.

Sonae (Portugal) aims to open its first stores in Angola in 2014. In an initial stage, it plans to open 4 hypermarkets and one distribution centre. This investment is expected to be carried out in partnership with Condis (a company owned by Isabel dos Santos) which will be responsible for the real estate component, whilst Sonae will be in charge of operations.

Logistics Network facilities, National Development Plan, 2013-2017.

Infraestruturas já existentes ou em implementação (CLOD's, Rede PRESILD)	Amount (Kz Billions)
Logistics Distribution Centre (CLOD) Luana/Viana	21
Construction of the Logistics Depot (ELP), Viana	4
Construction of the Logistics Distribution Centre, Caála	21.1
Construction of Integrated Municipal Markets	1.6
Construction and Monitoring of CLOD Malanje	28.5
Lunda Norte, Benguela, Uige, Huambo, Cabinda, Malange, Kuando Kubango, Zaire	27
Total for PRESILD	**103.2**
Construction of 163 integrated stores - "Loja do Dia"	81.5
Construction of 163 municipal CLODs	81.5
Construction of Provincional CLODs	72
Construction of 123 "Nossa Quintanda" rural stores	72
Rehabilitation of 40 "Nossa Quintanda" rural stores	0.8
Construction of border logistics facilities - Cabinda, Kuando Kubango, Lunda Norte, Uíge, Cunene, Zaire, Moxico, Malanje	16
Other	**323.8**
New logistics facilities, industrial zones and ports	**34.2**

Source: Ministério do Planeamento e do Desenvolvimento Territorial.

In terms of the supply chain as a whole, including logistics infrastructure and retail outlets, the distribution sector is seen continuing to grow over the next few years, reflecting:

- The government's objective of economic diversification and development of the distribution sector, including the upgrade of logistics facilities;
- Economic growth and growth in GDP per capita;
- Government policy aimed at promoting the transition from informal distribution networks to formal distribution networks;
- Demographic profile of the country and prospects for an increase in urbanisation;
- The sector's ability to attract foreign investment;
- Existence of agricultural potential which could lead to an increase in supply to the local market and to development in agribusiness, contributing to a reduction in imports.

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Algeria: Natural gas, breaking point or turning point?

- Algeria has enormous natural resources in oil and gas.
- However, in recent years, factors such as the lack of fiscal incentives, internal security issues and the slow pace of project approvals have contributed significantly to a reduction in interest on the part of international investors.

Natural gas.

Algeria is clearly one of the world's leading players in natural gas, being the world's ninth largest producer. In terms of proven reserves, the country is also amongst the world's top ten and second in Africa, after Nigeria.

In addition, with regard to shale gas reserves, Algeria has an important position given that it has the third largest (technically recoverable) proven reserves of shale gas, although it is not currently exploiting these resources.

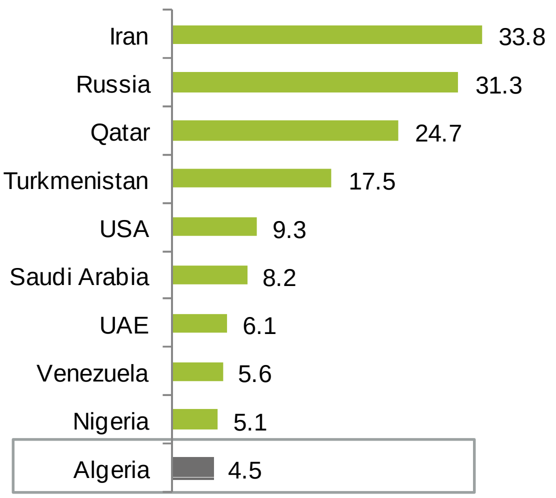
Organisation of the Sector.

The oil and gas sector plays a key role in Algeria's economy and is the object of intense regulation and intervention by the state. As such, the sector is organised within the terms of the oil and gas law of 2005 (including subsequent alterations) and is supervised directly by the Ministère de l'Énergie et des Mines, which is responsible for regulating all activities relating to mineral resources through two agencies: Agence Nationale du Patrimoine Minier (ANPM) – responsible for awarding oil and gas prospection and exploration licences; and the Agence Nationale de la Géologie et du Contrôle Minier.

Sonatrach is the Algerian state company dedicated to exploration, production, transport (oil pipelines) and distribution of oil and gas. Sonatrach accounts for 80% of total hydrocarbon production assets in the country, the remaining 20% being distributed amongst international companies present in Algeria. Indeed, it is important to note that there is a legal obligation to attribute a 51% ownership to Sonatrach in all new oil and gas projects implemented in the country.

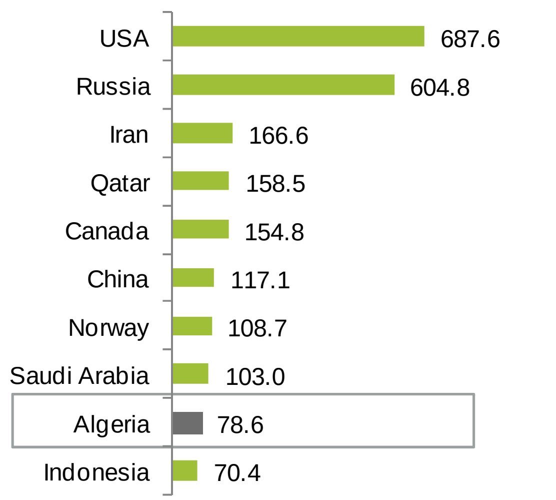
In recent years, Algeria has had difficulty in attracting foreign investors for new projects, as evident in the low number of licences awarded, in particular during the latest three bidding rounds. Factors such as the lack of fiscal incentives, internal security issues and long delays in projects approvals have been singled out as being responsible for the low level of interest amongst foreign investors. As a result, with a view to changing this state of affairs and attracting more foreign investment for new projects, particularly for non-conventional assets (such as shale gas), the Algerian Government approved new contracts and tax measures in 2013. In January 2014, the first bidding rounds were held since 2011, during which 31 licences were put up to tender, although, of these, only 4 new licences were awarded.

Natural gas reserves, top 10 worldwide, 2013 (m^3, Trillions).



Sources: BP *Statistics*, NB Research – Sectoral Research.

Natural gas production, top 10 worldwide, 2013 (m^3, Billions).



Sources: BP *Statistics*, NB Research – Sectoral Research.

Natural gas production and exports.

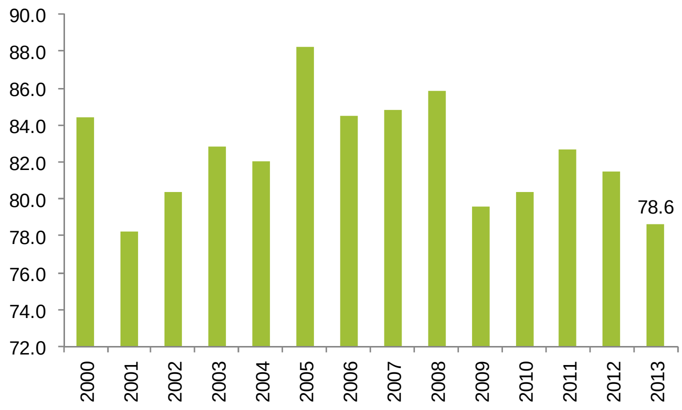
In recent years, natural gas production has declined sharply to 78.6 billion cubic metres in 2013 (a 4% decline in relation to the prior year and an 8% reduction in relation to 2008). In fact, between 2008 and 2013, natural gas production declined at an average annual rate of 1.7%. Several factors have been identified as being responsible for the reduction in production levels: repeated delays to various projects, delays in the governmental approval process; difficulty in attracting investors; a lack of infrastructure and technical problems. In order to overcome the decline in production, the Algerian State has approved an investment plan for the sector budgeted at USD 102 billion for the 2013-2018 period.

In terms of exports, of note is the fact that Algeria is the second largest natural gas supplier to Europe, which is also its largest customer (accounting for 90% of natural gas exports). In 2013, around 72% of Algerian natural gas exports were absorbed by three countries: Spain (34%), Italy (27%) and France (12%). It is also important to note that around 8% of natural gas exports from Algeria were directed at other European markets, including Portugal, which accounted for around 4% of exports. According to the latest statistics by BP, natural gas exports declined by around 10% in 2013. Despite a new LNG export facility and an increase in transport capacity, Algeria's natural gas exports have declined gradually over that last decade, reflecting a decline in production and an increase in domestic consumption. Currently, Algeria faces strong pressure to increase its natural gas production so as to fulfil its long term contractual obligations relating to exports to Europe.

At the same time, in order to encourage an increase in the production of natural gas, the Algerian State has also sought to promote the exploration of less conventional resources such as shale gas. According to a press release issued by the government, exploration of non-conventional resources, such as shale gas, is expected to begin at the start of 2015. However, the country's ability to explore and above all distribute shale gas has been strongly questioned by the international community, given its track record in recent years with respect to implementation of new projects and infrastructure relating to conventional resources. The ability to develop shale gas exploration will be key to the country being able to maintain its position as an exporter of gas.

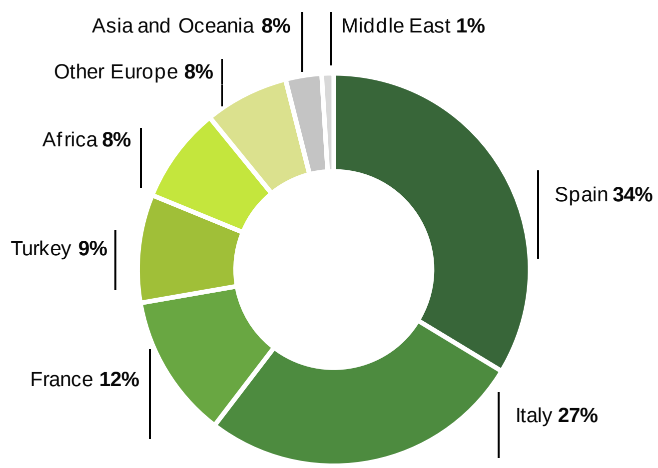
In summary, the oil and gas sector is of huge importance to the Algerian economy, accounting for over 30% of GDP, over 60% of government revenues and 95% of goods exports in 2013, such that the results of all the measures implemented by the Algerian State, in relation to attracting foreign investment to the sector and, above all, the incentives granted to increase the level of production of natural gas, as well as the exploration of non-conventional resources, will be crucial to the development of Algeria's economy over the next few years.

Natural gas production, 2012-2014, (m^3, Billions).



Sources: BP *Statistics*, NB Research – Sectoral Research.

Destination of Algeria's natural gas exports, 2013.



Sources: BP *Statistics*, NB Research – Sectoral Research.

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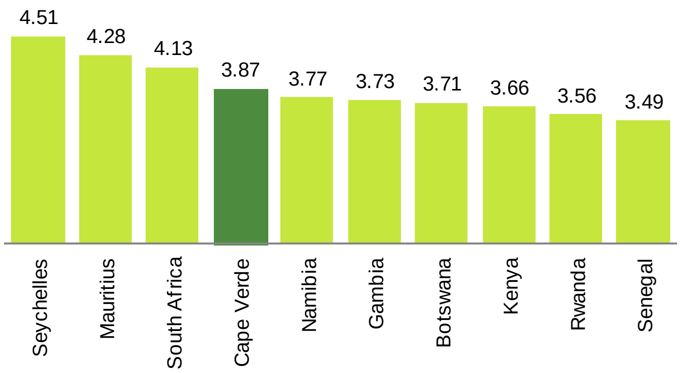
Cape Verde: Tourism – the indispensable engine of growth.

- Cape Verde's tourism sector is amongst the most competitive in Africa.
- Cape Verde is part of a very dynamic economic region.
- The current situation in tourism in the archipelago: new trends.

A key sector.

Cape Verde's recent economic history is closely tied to the development of tourism. Regardless of what angle is chosen to analyze the growth of the archipelago's economy, the role of tourism, particularly over the last decade, has been absolutely essential in the context of a small open economy in which, directly and indirectly, tourism accounts for 16.2% and 42.9% of GDP, respectively. Cape Verde is essentially a service economy, with services accounting for around 75% of GDP, with tourism standing out. It ranks 11th worldwide in terms of the relative importance of tourism to the economy, and 10th as regards the growth prospects for the sector. The World Travel and Tourism Council (2014 Annual Research) forecasts that average annual growth in tourism receipts will rise by around 6.5% over the next ten years and the WEF's Travel & Tourism Competitiveness Index 2013 places the country 4th in Africa (Sub-Saharan Africa) in terms of competitiveness in tourism.

Top 10, Travel & Tourism Competitiveness Index, Sub-Saharan Africa, 2013
(score from 1 to 7, maximum competitiveness).



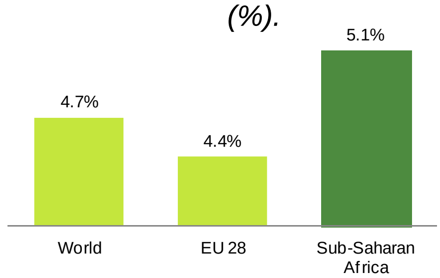
Sources: WEF, NB Research – Sectoral Research.

Despite the current concerns about the growth of the world economy during the last quarter of 2014, prospects continue to be for a recovery in economic activity over the next few years, resulting in an increase in demand from leading markets for Cape Verde's tourism industry, which will help the country reach more robust growth rates (4% on average between 2015 and 2017, according to the IMF). Cape Verde's GDP is expected to grow by 3% in 2014 (0.5% in 2013), as a result of the improvement in the economic environment in the Euro Zone (where GDP growth is seen increasing from -0.5%, in 2013, to 0.8%, in 2014), leading directly to a sound performance by Cape Verde's tourism sector, as well as a positive effect on emigrants' remittances and Foreign Direct Investment (FDI). Portugal (the origin of 41% of the archipelago's imports), the Netherlands (2nd largest exporter to Cape Verde, accounting for 20% of imports) and Spain (the leading export market for Cape Verdean goods, absorbing 66.7% of the total) account for almost 70% of Cape Verde's foreign trade.

A dynamic region.

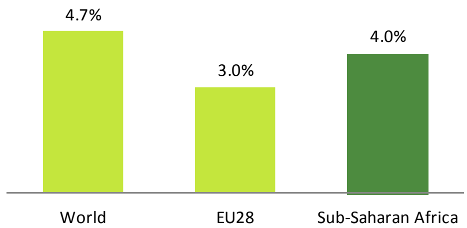
Cape Verde's economy is integrated into a region, Sub-Saharan Africa, which has attracted robust demand from tourists over the last few years, especially in terms of tourist arrivals, reflecting the region's growing integration into the world economy.

Tourist arrivals, CAGR $_{2010-2013}$ (%).



Sources: WTO, NB Research – Sectoral Research.

Tourism receipts, CAGR $_{2010-2013}$ (%).

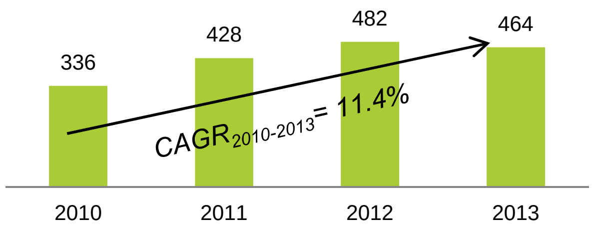


Sources: WTO, NB Research – Sectoral Research.

As such, Cape Verde stand out in terms of the buoyancy of its tourism sector:

- The growth in tourist arrivals, 11.4%, is more than double that observed in Sub-Saharan Africa (5.1%);

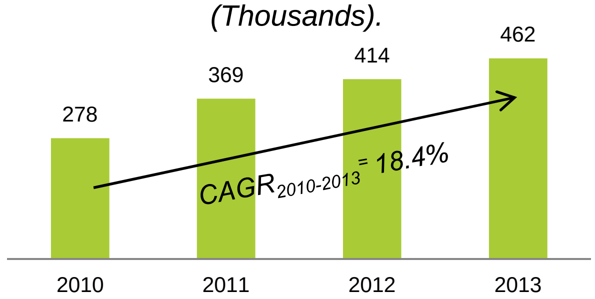
Tourist arrivals, Cape Verde (Thousands).



Sources: WTO, NB Research – Sectoral Research.

• Tourism receipts grew by 18.4% per annum between 2010 and 2013, more than four times the rate observed in Sub-Saharan Africa.

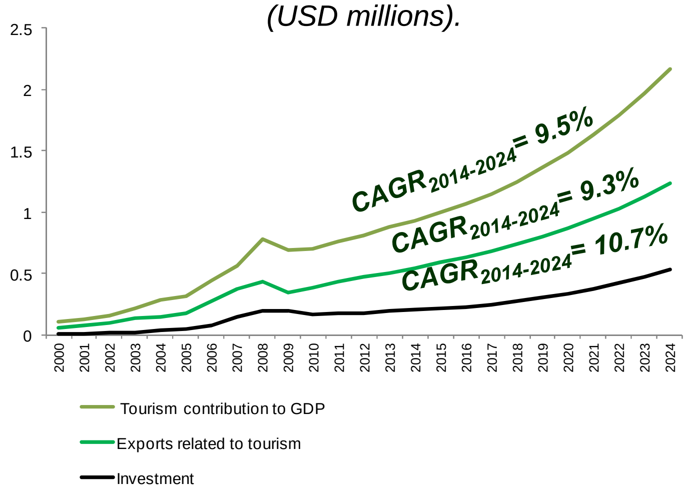
Tourism, Cape Verde, receipts (Thousands).



Source: WTO; NB Research – Sectoral Research.

The expansion of Cape Verde's tourism sector is evident in the sustained increase in the sector's contribution to GDP, exports and growth in investment.

Tourism, Cape Verde, 2000-2024 (USD millions).



Sources: WTTC, NB Research – Sectoral Research.

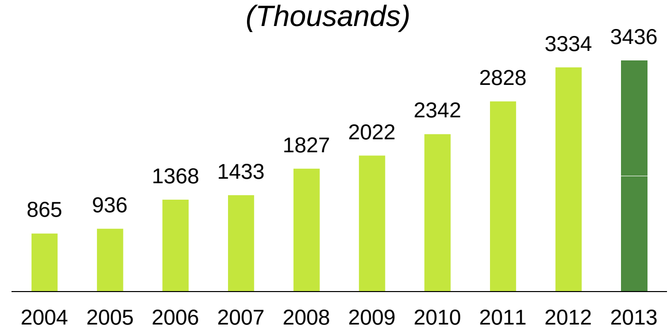
Cape Verde's tourism sector.

Over the past decade demand by tourists for Cape Verde has displayed a pattern of consistent growth: the number of overnight stays at hotels in the archipelago almost quadrupled, rising from 865 thousand, in 2004, to 3,436 thousand, in 2013, an average annual growth rate of 14.8% between 2004 and 2013. However, 2013 was marked by a clear slowdown in relation to prior years: 3.4% growth. And, in the first three quarters of 2014, the number of overnight stays declined by 1% year-on-year.

The Islands of Sal and Boavista stand out in terms of tourism facilities in the archipelago, accounting for 45.0% and 27.3%, respectively, of total accommodation capacity, in 2013 (43.1% and 45.2% of overnight stays). Santiago (11.2%) and São Vicente (6.4%) follow at a considerable distance.

The sector continues to be heavily dependent on foreign tourism, which accounts for over 95% of overnight stays, almost entirely drawn from European markets. The countries best represented in 2013 were: the United Kingdom, 24.3%; Germany, 15.4%; the Netherlands, 9.5%; Portugal, 9.4% and France, 9.3%.

Growth in the number of overnight stays at hotel establishment in Cape Verde, 2004 - 2013 (Thousands)



Sources: INE, NB Research – Sectoral Research.

The sector has proven capable of attracting new segments of demand, namely those related to cruise ships and nautical sports. In 2013, Cape Verde's ports received over 75 thousand passengers and 157 stopovers by cruise ships. Worthy of note are Porto Grande (on São Vicente Island), which received 57 cruise ships with 40.2 thousand passengers, and the Praia Port, on Santiago Island, which received 39 ships with around 26.5 thousand passengers. These three ports accounted for around 90% of passengers received in the archipelago. Cruise ship tourism has grown exponentially and is one of the segments that the government of Cape Verde is betting on, having signed a financing agreement in July 2013 with the government of the Netherlands to study the construction of a cruise ship terminal at Mindelo, which is expected to be become operational in August 2015.

In May 2013, Cape Verde announced that it would establish five gaming zones instead of the three originally planned. In addition to the gaming zones on Sal, Santiago and São Vicente Islands, the Government will also establish gaming zones on Boavista and Maio Islands. The gaming zone on Santiago Island is well underway and the government has signed a concession contract with Casino Royal in relation to Sal Island. The Casino will be set up inside the Hilton Hotel on Santa Maria Beach. In November 2014, the Louvre Group, the second largest hotel chain in Europe, announced that it will be managing the hotel and casino, which is expected to be opened during the first half of 2015 in the city of Mindelo, investing EUR 20 million.

The promotion of truly sustainable, competitive tourism with high value added within the terms of the vision for the sector laid forth in the Strategic Plan for Tourism in Cape Verde (Plano Estratégico do Turismo) involves the provision of multiple, mutually enhancing tourism offerings, in an archipelago which already stands out in Sub-Saharan Africa for its business environment, quality of government and level of human development.

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Ivory Coast : West Africa's leading palm oil exporter.

- Côte d'Ivoire has emerged as the leading exporter of palm oil in West Africa, buoyed by strong regional demand.
- Côte d'Ivoire is the only country in West Africa with a substantial palm oil surplus, resulting in estimated exports of 275 000 MT in 2013.

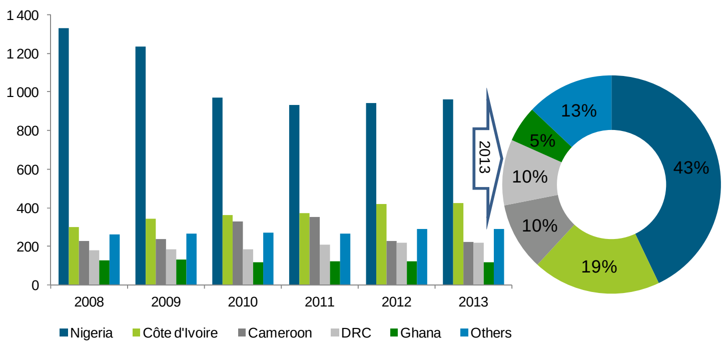
Côte d'Ivoire is the leading palm oil exporter in West Africa.

Côte d'Ivoire has emerged as one of the leading producers and exporters of palm oil in West Africa, buoyed by strong regional demand. The oil palm is indigenous to West Africa and palm oil is an intrinsic part of regional diets, driving steady growth in consumption in recent years. Côte d'Ivoire's output of crude palm oil (CPO) has surged by 41% since 2008, reaching 425000 MT in 2013, which has enabled the country to increase its share of regional CPO production from 12.4% to 19% over this period. The majority of Côte d'Ivoire's palm oil sector is made up of smallholders, who occupy 76% of the 210 000 ha of land under cultivation and account for 60% of CPO production, with industrial plantations making up the balance. Although industrial plantations make up less than 25% of the land under cultivation, they have been driving up productivity in the sector, with average yields of 15-20 MT/ha—three to five times the average for smallholders of 3-6 MT/ha. Although palm oil can be harvested throughout the season, 70% of production takes place in the April-June period.

High regional consumption drives demand for Ivorian palm oil.

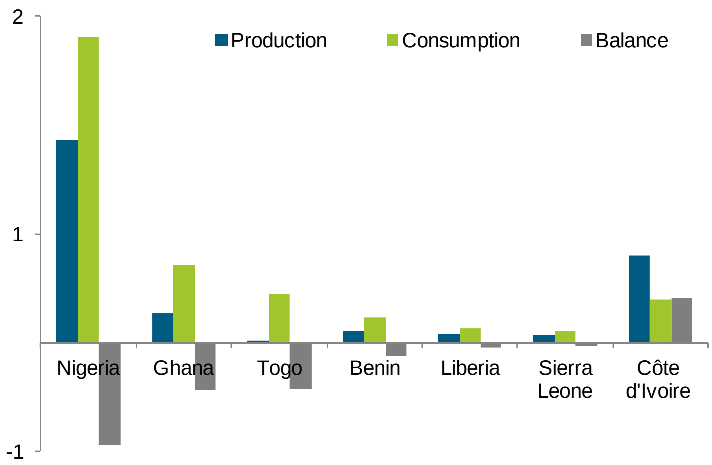
Given its West African origins, palm oil is the most popular edible oil in the region and constitutes a key component of national diets. Nigeria is the region's largest market, consuming an estimated 1.4 million MT in 2013 (59% of the region's total), followed by Ghana with a 15% share. In Côte d'Ivoire, refined palm oil consumption is estimated at 190 000-220 000 MT per year, just 8% of the region's consumption. Given that Ivorian output averages in excess of 400 000 MT, Côte d'Ivoire is the only country in West Africa – and indeed, in Sub- Saharan Africa – with a substantial palm oil surplus, all of which is exported. This stands in stark contrast to its regional neighbours, Nigeria and Ghana, which had a combined deficit of 700 000 MT in 2013, all of which had to be imported. This has ensured that both countries are the largest importers of palm oil in West Africa, accounting for 33% and 16% respectively of total imports. Côte d'Ivoire's exports peaked at 122 000 MT in 2005, but slumped by 27% in 2007, to just 89,000 MT, owing to falling investment in the sector. Since then, however, exports have surged, reaching an estimated 275 000 MT in 2013. Export earnings have climbed in tandem, from USD 53 million in 2003 to USD 272 million in 2012, although revenues have been volatile, reflecting changes in international prices & demand.

Crude Palm Oil production in West & Central Africa (Thousand Metric Tonnes (TM)).



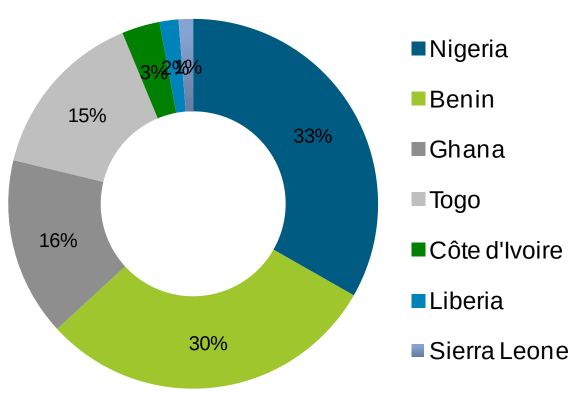
Sources: Faostat, Ecobank Research.

West Africa's palm oil balance, 2013, (Million MT).



Sources: Faostat, Ecobank Research.

Share of palm oil imports (%)



Sources: Faostat, Ecobank Research.

High regional consumption drives demand for Ivorian palm oil.

Given its West African origins, palm oil is the most popular edible oil in the region and constitutes a key component of national diets. Nigeria is the region's largest market, consuming an estimated 1.4 million MT in 2013 (59% of the region's total), followed by Ghana with a 15% share. In Côte d'Ivoire, refined palm oil consumption is estimated at 190 000-220 000 MT per year, just 8% of the region's consumption. Given that Ivorian output averages in excess of 400 000 MT, Côte d'Ivoire is the only country in West Africa – and indeed, in Sub- Saharan Africa – with a substantial palm oil surplus, all of which is exported. This stands in stark contrast to its regional neighbours, Nigeria and Ghana, which had a combined deficit of 700 000 MT in 2013, all of which had to be imported. This has ensured that both countries are the largest importers of palm oil in West Africa, accounting for 33% and 16% respectively of total imports. Côte d'Ivoire's exports peaked at 122 000 MT in 2005, but slumped by 27% in 2007, to just 89,000 MT, owing to falling investment in the sector. Since then, however, exports have surged, reaching an estimated 275 000 MT in 2013. Export earnings have climbed in tandem, from USD 53 million in 2003 to USD 272 million in 2012, although revenues have been volatile, reflecting changes in international prices and demand.

Weak international prices are starting to have an impact.

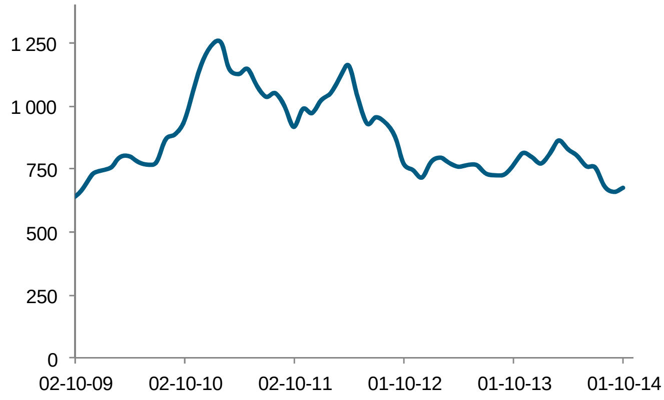
Despite being the world's most widely consumed edible oil, palm oil prices can be highly volatile. Palm oil is used interchangeably with other edible oils, such as soybean and rapeseed oil, and benefits from its relatively low price, which is the result of low production costs and high yields in Malaysia and Indonesia, producers of 85% of world supply. However, the surge in production of competing edible oils is eroding palm oil's price advantage, which has historically traded at a discount, leading to a drop in demand as key importers such as India and China turn to other edible oils. Following forecasts that in US soybean production will reach an all-time high of 3.8 billion bushels in 2013/14, palm oil prices slumped to a five-year low of USD673/MT in October 2014.

High production costs thwart the sector's potential.

Despite strong fundamentals and buoyant regional demand, Côte d'Ivoire's palm oil sector is facing significant challenges that are limiting its growth potential. High production costs are the key problem, with Côte d'Ivoire's palm fruit costing USD700 MT/ha to produce, twice the average of Malaysia and Indonesia. This results from an array of problems, ranging from lack of inputs, irrigation and financing, to poor knowledge of the best husbandry and harvesting techniques, which together constrain Ivorian outgrowers' yields to an average of just 5-6 MT/ha.

The palm oil milling sector also faces challenges, with a capacity utilization rate of just 60%, owing to the chronic lack of feedstock. While a lack of rainfall was one of the key raisons for a sharp drop in FFB production in 2012/13, the sector has also been hobbled by poor management and disorganization at plantations and mills which causes bottlenecks at mills, resulting in the loss of an estimated 20% of the crop.

CPO prices, USD/MT).



Sources: Faostat, Ecobank Research.

A rising level of competition in the sector is also limiting companies' ability to source necessary volumes of feedstock, which constrains CPO output.

Output will lag demand for the foreseeable future.

Despite the challenges facing Côte d'Ivoire's palm oil sector, the outlook remains positive. We expect output to continue to grow in response to favourable long-term consumption patterns and regional trade policies that ensure Ivorian exports remain competitive with Southeast Asian palm oil. But there is uncertainty over whether Ivorian producers can keep pace with the rising level of demand, owing to persistent high costs, chronic lack of feedstock and the inefficiencies in internal marketing and milling that lead to high losses. Heavy investment is required not just in new plantations, but in helping outgrowers, who provide 60% of the feedstock to mills, to increase their yields and cut production costs. Without this, Côte d'Ivoire will lose further market share to cheap Malaysian and Indonesian imports.

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Morocco: the challenge of industrialisation.

- Morocco has taken on the challenge of industrialisation.
- The country enjoys comparative advantages as regards development in several industries.
- Implementation of development programmes aimed at increasing installed capacity with a view to industrialisation.

Agribusiness.

Agribusiness in Morocco is a strategic sector with enormous potential, accounting for around 29% of industrial GDP, 26% of industrial companies, 25% of industrial employment and 15% of manufactured goods exports.

This industry has been attracting the interest of not only domestic investors but also foreign investors, who seek to take advantage of the quality of local agricultural produce, low labour costs and geographic proximity to Europe to set up new food processing plants. In this regard, according to a study by Agronegócio, public investment has been made to set up three agribusiness clusters in the cities of Berkane, Meknés and Draga in which all segments of agriculture are represented through partnerships between the private public sector. Of note is the focus of the authorities on the development of the industrial sector, in particular in the promotion of industries with greater value added (e.g. electronics, aerospace, agribusiness), through measures such as:

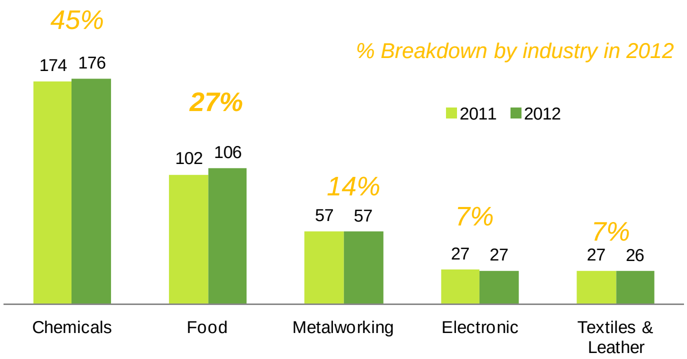
• The “Pact National pour l’Emergence Industrielle (2009-2015)”, which aims to develop the industrial sector, promoting the creation of jobs in industry, substitute imports and increase the sector’s weight in GDP;

• And, more recently, in April 2014, the “Industrial Growth Plan (2014-2020)”, which includes a public industry investment fund with EUR 2 billion to invest in supporting modernisation and increases in productivity in the industrial sector. It foresees a set of key measures, the most significant of which include: the establishment of a new drive and a new type of relationship between large groups and small and medium-sizes companies; the enhancement of the status of industry as an job-creating activity, especially for youth; and the optimisation of the social and economic impact of public contracts through industrial compensation.

• As regards agribusiness, also worthy of note is the “Plan Maroc Vert (2008-2020)”, which, although intended to secure the development and sustained growth of agribusiness, also provides a new stimulus to the agricultural sector upstream, evidence of the big focus of the Moroccan State on the agricultural sector.

Over the last few years, Moroccan agribusiness has been growing, driven strongly by the buoyancy and sharp expansion of the domestic market, resulting from an increase in the population and the improvement in living standards.

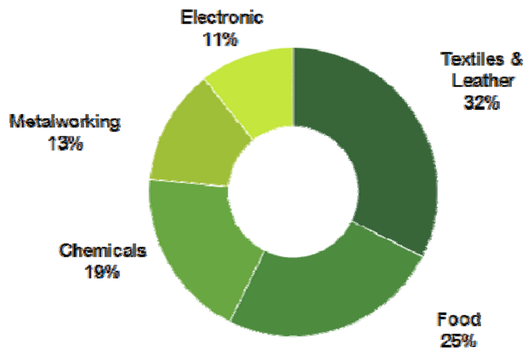
Industrial sector output in Morocco, 2011 and 2012 (DZD Billions).



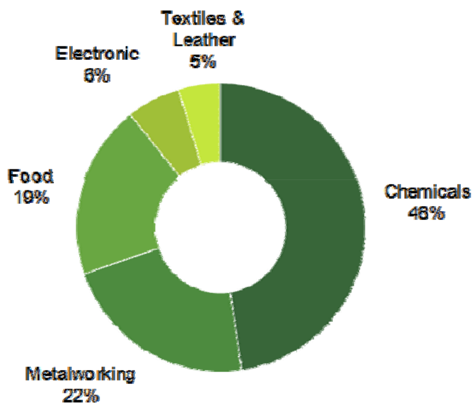
Sources: Moroccan Investment Development Agency, NB Research – Sectoral Research.

The industrial sector in Morocco: breakdown by employment and investment, 2012.

Employment



Investiment

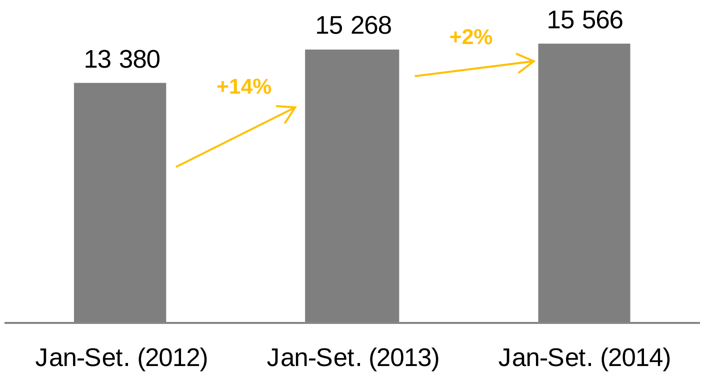


Sources: Moroccan Investment Development Agency, NB Research – Sectoral Research.

As a result, in 2012, agribusiness represented 27% of total industrial output and absorbed around 20% of total investment in industry. It is also important to note the performance of Morocco's agribusiness exports, which increased by around 16.3% between 2012 and 2014, due to a significant focus on modernisation in this industrial segment to bring standards up to those demanded by international markets, amongst other factors.

The big challenge for the Moroccan authorities has been to promote a strong, competitive, modern industrial sector, capable of meeting high international standards. With regards to agribusiness in particular, the challenge has another dimension: the ability to capture all the country's agricultural potential, facilitate local processing of agricultural produce and the incorporation of greater value added into processed products.

Growth in agribusiness exports from Morocco, (DZD Millions)



Sources: Moroccan Investment Development Agency, NB Research – Sectoral Research.

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Mozambique: Natural Gas – bringing a vision to life.

- A rapidly changing economy.
- Natural gas as a lever for growth and development.
- The main challenges and threats facing the gas sector in Mozambique

Mozambique at the crossroads.

Mozambique is currently at an historic crossroads as regards the country's future development. It is a particularly unique and delicate moment given the range of decisions that need to be made, in terms of investment, perfection of legal and regulatory frameworks, search for the best technical and commercial partnerships. All of these initiatives are absolutely key in terms of the country's ability to break with a past marked by a low level of human development of the population and compete with the most dynamic economies on the continent and build a foundation of human and economic resources so as to truly put Mozambique on the path to sustainable progress.

The agricultural sector has traditionally been the most significant in Mozambique's economy, both in terms of its contribution to GDP (approximately 30%) and in terms of employment, with around 80% of the workforce employed in the sector, which, in spite of its low productivity, has been one of the leading drivers of economic growth in recent years. In the future, economic development will be largely dependent on the success of the implementation of large projects, namely in coal, energy and, above all, natural gas, given these sectors' ability to attract new investment, which, if appropriately managed, may represent a catalyst for growth in other economic sectors, to the extent that the business community proves capable of responding to the new opportunities which will inevitably emerge.

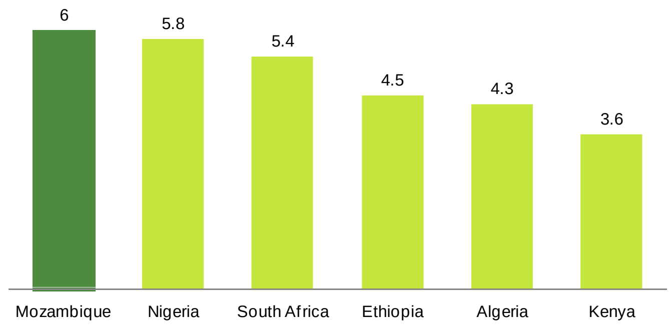
Over the next ten years, private and public investment in Mozambique will cover a vast range of opportunities in sectors such as construction and public works, energy, machinery and equipment, housing and tourism, logistics, corporate services, agriculture and consumer products.

Mozambique's economic performance has continued to be very favourable, reflecting the new economic environment which the country is experiencing. Real GDP growth is expected to remain close to 8% between 2014 and 2019, clearly above the real growth rate foreseen for Sub-Saharan Africa (5.1%). Mozambique is amongst the top five African nations in terms of real GDP growth forecasts during the above-mentioned period.

According to the FDI Report 2014, Mozambique is the leading destination for greenfield foreign direct investment in Africa, attracting USD 6 billion, surpassing Nigeria (USD 5.8 billion) and South Africa (USD 5.4 billion). In 2013, FDI accounted for approximately one third of Mozambique's GDP, the highest relative contribution in all of Sub-Saharan Africa, providing funding for around 80% of the current account deficit.

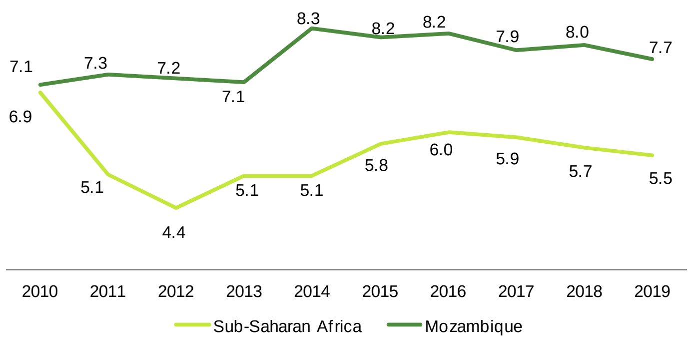
Huge public investment projects in infrastructure and the mega projects in natural resources (in particular, in natural gas and coal) will play an important role in driving economic growth. The expected flow of investment over the next few years is seen exceeding USD 30 billion.

Foreign direct investment (greenfield), Africa, Top 6, 2013 (USD billions).



Sources: FDI Markets, NB Research – Sectorial Research.

GDP growth rate, Mozambique and Sub-Saharan Africa, 2010-2019 (%).



Sources: IMF, NB Research – Sectoral Research.

Repeated discoveries.

The last few years have been marked by repeated discoveries of natural gas on a large scale in Mozambique's offshore waters. Current estimates point to gas reserves equal to around 200 trillion cubic feet in the Rovuma Basin, putting Mozambique amongst the leading countries in terms of natural gas reserves worldwide. Investments valued at around USD 50 billion are foreseen to make natural gas production and exports a reality, in principle, by the end of the current decade. According to the International Energy Agency's (IEA) most recent estimates

(EIA), Mozambique is expected to receive USD 115 billion in revenues from exploitation of the country's natural resources between 2020 and 2040. According to the Instituto Nacional de Petróleo, there are 11 active concession in the country, with Areas 1 and 4 accounting for 95% of the total of proven gas reserves.

Anardarko Petroleum of the US is the operating company in Area 1, with a 26.5% stake (the remaining partners are Mitsui&Co of Japan, with 20%, Bharat Petroleum, ONGC Videsh and Videocon Industries, all from India, with 10% each, the state-owned Empresa Nacional de Hidrocarbonetos, with 15%, and PTT of Thailand, with 8.5%). In the offshore exploration concession, Area 4, ENI (Italy) is the operating company, with a 50% stake, and its partners are Galp Energia (Portugal), with 10%, Kogas (South Korea), with 10%, China National Petroleum Corporation (CNPC) and Empresa Nacional de Hidrocarbonetos de Moçambique (10%). By 2020, Mozambique could become the second largest exporter of natural gas in Sub-Saharan Africa, surpassed only by Nigeria. Petronas of Malaysia is also undertaking work and geological and seismic studies relating to oil and natural gas exploration in Mozambique in Areas 3 and 6. In Areas 2 and 5, the main operator is Statoil of Norway, which announced that it was abandoning exploration in June 2014.

Presently, the only gas fields in production are located in Inhambane Province, at Pande and Temane (onshore gas fields close to Vilanculos in Inhambane Province), from where gas is exported to South Africa by pipeline by the South African company, Sasol. Gas production began in January 2004 at Temane and in 2008 at Pande. The estimated reserves in the Temane and Pande fields provide for 35 years worth of gas supply. The natural gas extracted at Pande and Temane is transported to Ressano Garcia via a 800 km-long pipeline and is exported from there to South Africa.

The operators of the two successful concessions in the Rovuma Basin, Anardarko and ENI, are currently working on plans to build liquefied natural gas (LNG) plants which are essential for natural gas exports by sea within the planned time horizon. Proven gas reserves are sufficient to require the development of, at least, ten LNG production plants with an annual capacity of five million tons each. The development of the facilities needed to produce LNG in a single geographic location – the Afungi peninsula, Palma District, in Cabo Delgado – is undoubtedly an advantage for the two operators since it allows them to share often-scarce qualified human resources and the related logistics infrastructure requirements, industrial facilities and environmental impact studies (the problem of duplication of necessary costs/resources arising from separate but simultaneous implementation of multiple natural gas exploration projects in Australia has led to delays in the implementation of these projects).

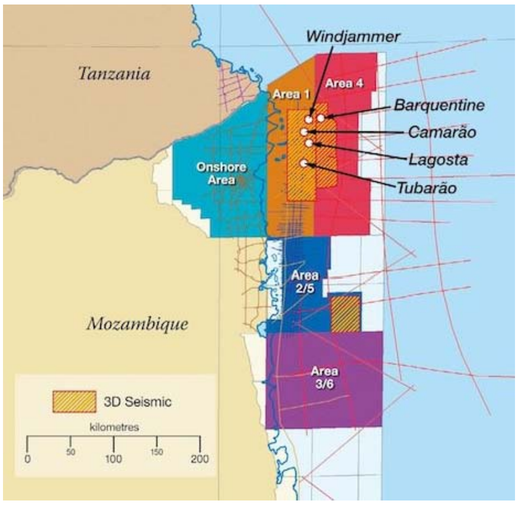
ENI also plans to build a floating production facility, one of the current trends in the industry, given the greater versatility of these facilities, which render feasible exploration of deposits and eliminate the need for onshore construction, since the entire process, including extraction, liquefaction and storage is performed offshore. The group also intends to start building a thermoelectric power station and a gas-to-liquids plant in 2015.

Challenges and threats.

The leading potential customers for Mozambique's natural gas are to be found in Asia (China, India, Japan and South Korea). However, the country is not alone on the world stage, given that there are other countries with existing export capacity (Australia, USA, Qatar, Canada) and projects under development (Tanzania, Angola, Cyprus, Israel) who are potential suppliers in a market which is expected to continue growing and which has led to a rise in LNG's share of global natural gas exports from 27.8% to 31.4% between 2008 and 2013 and is expected to reach 40% by 2020.

The main risk Mozambique faces in bringing to life its vision of a country capable of travelling down the path of sharp growth and development via exploitation of resources such as natural gas is, above all, related to the management of the timescale of this process. The emergence of shale gas on the international scene reinforces this perception, bringing with it new potential suppliers/competitors to the markets which Mozambique intends to penetrate. Most observers consider that the country has characteristics in terms of location and quality of its supply which are extremely competitive. It is up to the authorities to guarantee an appropriate framework for the operators in the sector so that the decision process, which generally involves medium-term and long-term commitments, runs smoothly and is compatible with the demands of the market.

Leading natural gas exploration blocks in Mozambique.



Source: GeoExpro.

To this end, the clarification of the legal framework relating to activity in the sector, through the recent approval of Law 21/2014 ("Oil and gas law") and Law n. 27/2014, which approved the special taxation regime and tax incentives relating to the oil sector, is a step in the right direction, granting greater transparency to the leading investors in the sector.

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Macroeconomic Indicators, Breakdown of GDP by Sector and International Trade:

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South Africa

Economic growth in 2015^E

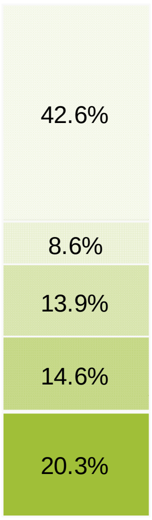
2.3%

Expected growth of 2.8% in 2016

Sector with highest weight in GDP (2013):

20.3% Financial Services and Real Estate

Breakdown of GDP by sector



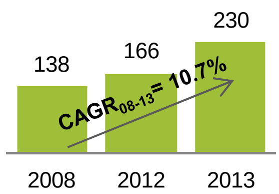
Country Data

Surface Area	**1 221 000 Km²**
Provinces	**9**
Capital	**Cape Town**
Population	**51.2 million**
Type of Government	**Parlamentary democracy**
Official Language	**English**
Currency	**Rand**

Ease of Doing Business
(Doing Business, World Bank – 2014)
43/189

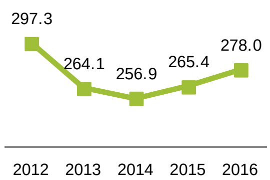
***Portuguese exporting companies** (2013)*
616

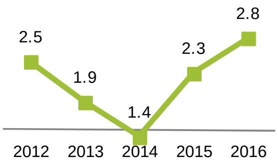
***Portugal's exports of goods and services to South Africa** (EUR Millions)*

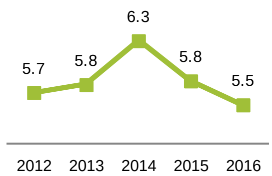


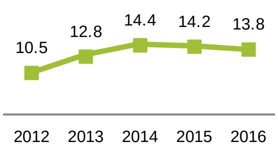
***Portugal's goods exports (Top 5) to South Africa** (2013)*

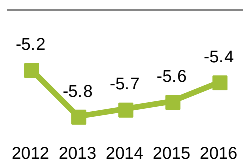
	% of total
1512 - Sunflower-Seed	14%
2710 - Petroleum Oils	7.9%
8708 - Parts And Accessories For Vehicles	6.9%
7308 - Structures And Parts Of Structures	5.6%
8480 - Moulding Boxes For Metal Foundry	4.1%





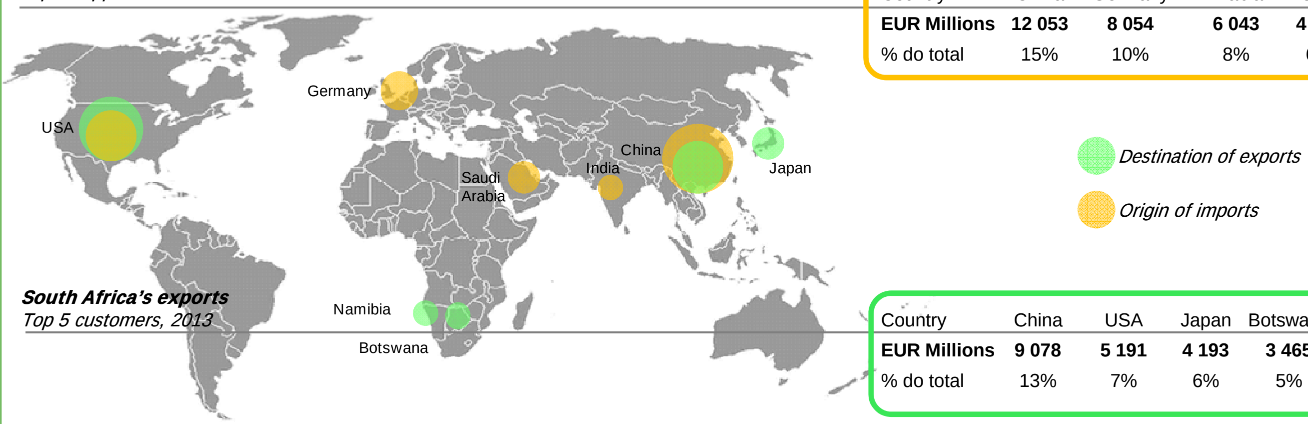






South Africa's imports
Top 5 suppliers, 2013

Country	China	Germany	Saudi Arabia	USA	India
EUR Millions	**12 053**	**8 054**	**6 043**	**4 943**	**4 048**
% do total	15%	10%	8%	6%	5%



South Africa's exports
Top 5 customers, 2013

Country	China	USA	Japan	Botswana	Namibia
EUR Millions	**9 078**	**5 191**	**4 193**	**3 465**	**3 190**
% do total	13%	7%	6%	5%	4%

Sources: OECD, IMF, INE, NB Research.

Angola

Economic growth in 2015^E

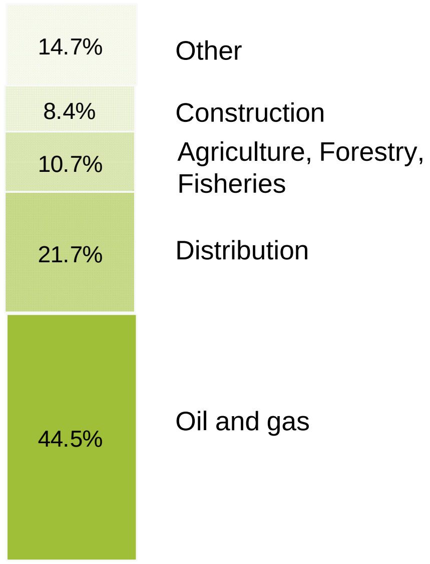
5.9%

Expected growth of 6.2% in 2016

Sector with highest weight in GDP (2012):

44.5 % Oil and Gas

Breakdown of GDP by sector



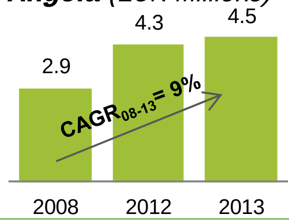
Country Data

Surface Area	**1 246 000 Km²**
Provinces	**18**
Capital	**Luanda**
Population	**20.2 million**
Type of Government	**Presidential Republic**
Official Language	**Portuguese**
Currency	**Kwanza**

Ease of Doing Business
(Doing Business, World Bank – 2014)
181/189

Portuguese exporting companies *(2013)*
9 408

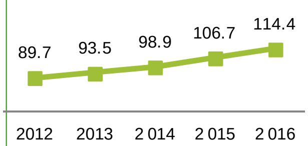
Portugal's exports of goods and services to Angola *(EUR Millions)*



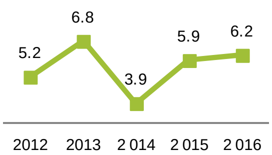
Portugal's goods exports (Top 5) to Angola *(2013)*

	% of total
2203 - Beer made from malt	4.0%
9403 - Furniture and parts thereof	3.4%
2204 - Wine of fresh grapes	3.0%
7308 - Structures and parts thereof	2.9%
3004 - Medicaments	2.4%

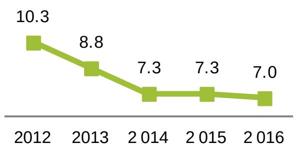
GDP
Current prices, EUR Billions



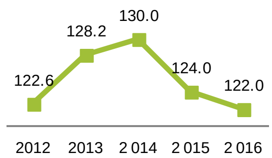
GDP
Real Growth Rate



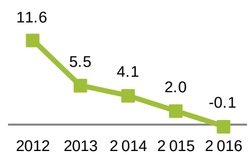
Rate of inflation
Percent



Exchange rate
EUR/AOA

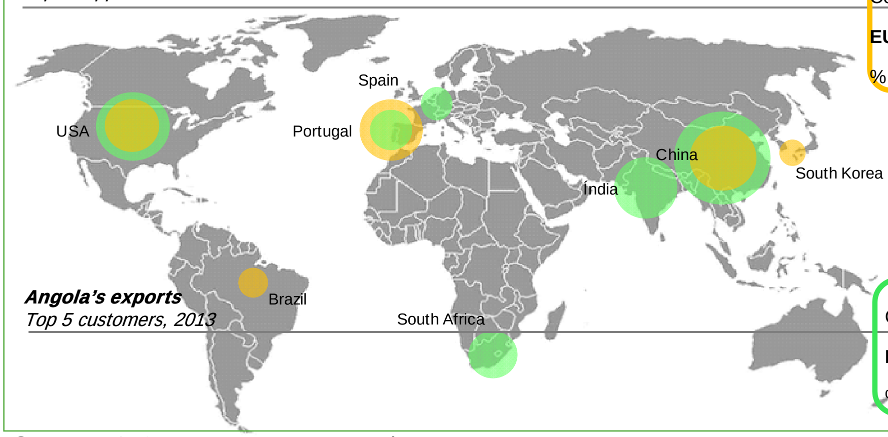


Current account
Percent of GDP



Angola's imports
Top 5 suppliers, 2013

Country	Portugal	China	USA	Brazil	South Korea
EUR Million	**3 111**	**2 984**	**1 091**	**957**	**934**
% do total	19.9%	19.1%	7.0%	6.1%	6.0%



Destination of exports

Origin of imports

Angola's exports
Top 5 customers, 2013

Country	China	EUA	India	Portugal	Spain
EUR Million	**24 069**	**6719**	**5 117**	**2 632**	**2171**
% do total	49.7%	13.9%	10.6%	5.4%	4.5%

Sources: OECD, IMF, INE, NB Research.

Algeria

Economic growth in 2015^E

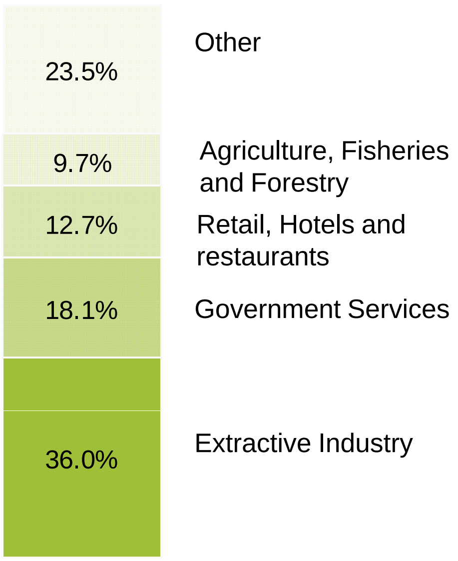
4.0%

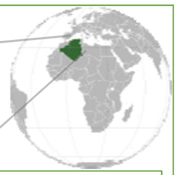
Expected growth of 3.8% in 2016

Setor com mais peso no PIB (2012):

36% Indústria Extrativa

Repartição do PIB por setores





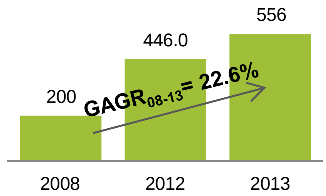
Country Data

Surface Area	**2 400 mil Km²**
Provinces	**48**
Capital	**Argel**
Population	**37.1 million**
Type of Government	**Presidential Republic**
Official Language	**Arabic**
Currency	**Algerian Dinar**

Ease of Doing Business
(Doing Business, World Bank – 2014)
154/189

***Portuguese exporting companies** (2013)*
359

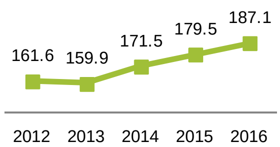
***Portugal's exports of goods and services to Algeria** (EUR Millions)*



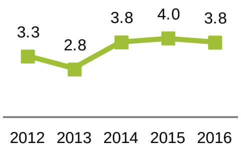
***Portugal's goods exports (Top 5) to Algeria** (2013)*

	% of total
7214 - Iron or steel bar	28.3%
2523 - hydraulic cements	12.0%
7213 - Iron or steel wire rod	10.1%
4802 - Paper and cardboard	5.5%
2710 - Petroleum oils	5.1%

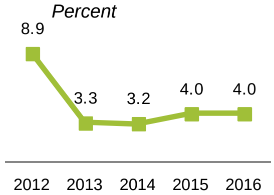
GDP
Current prices, EUR Billions



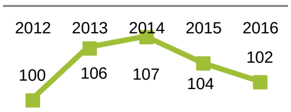
GDP
Real Growth Rate



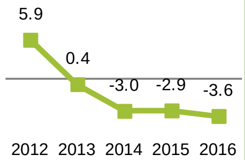
Rate of inflation
Percent



Exchange rate
EUR/DZT

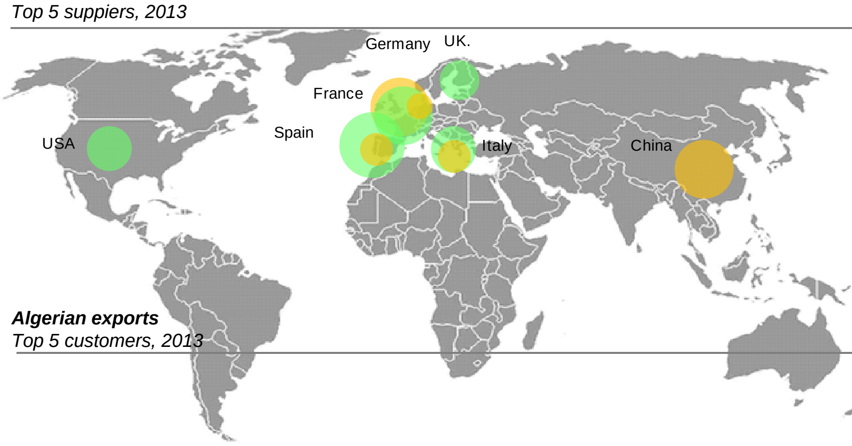


Current account
Percent of GDP



Algerian imports
Top 5 suppiers, 2013

Country	China	France	Italy	Spain	Germany
EUR Million	**5 140**	**4 711**	**4 256**	**3 828**	**2 154**
% of total	13.0%	12.0%	10.8%	9.7%	5.5%



Algerian exports
Top 5 customers, 2013

Country	Spain	Italty	UK	France	USA
EUR Million	**7 788**	**6 788**	**5 422**	**5 109**	**4 020**
% of total	17.1%	14.9%	11.9%	11.2%	8.8%

Sources: OCDE, FMI, INE, NB Research.

Cape Verde

Economic growth in 2015E

3.0%

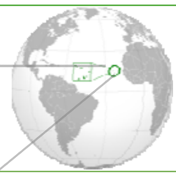
Expected growth of 4% in 2016

Sector with highest weight in GDP (2013):

20.5% Tourism and Distribution

Breakdown of GDP by sector

27.9%	Other
15.3%	Public Administration
17.1%	Transport and Communications
19.2%	Financial sector and real estate
20.5%	Tourism and Distribution



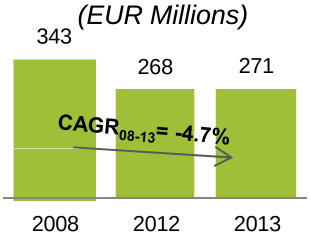
Country Data

Surface Area	**4 033 Km²**
Islands	**10**
Capital	**Praia**
Population	**534 thousand**
Type of Government	**Semi-presidential Republic**
Official Language	**Portuguese**
Currency	**Cape Verde Escudo**

Ease of Doing Business
(Doing Business, World Bank – 2014)
122/189

***Portuguese exporting companies** (2013)*
2 777

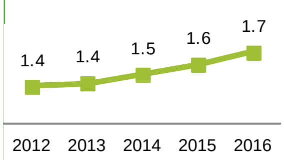
Portugal's exports of goods and services to Cape Verde *(EUR Millions)*



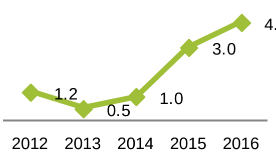
Portugal's goods exports (Top 5) to Cape Verde *(2013)*

	% of total
2523 - Cement	5.0%
1507 -Soya-Bean oil and its fractions	2.9%
3004 - Medicaments	2.5%
7214 - Bars and rods of iron or steel	2.5%
0401 - Milk and cream	2.3%

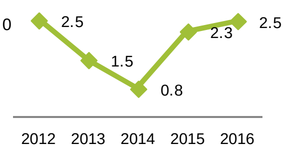
GDP
Current prices, EUR Billions



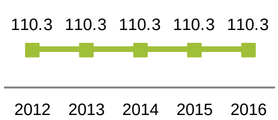
GDP
Real Growth Rate



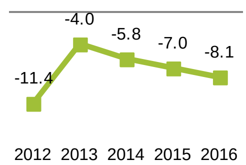
Rate of inflation
Percent



Exchange rate
EUR/CVE

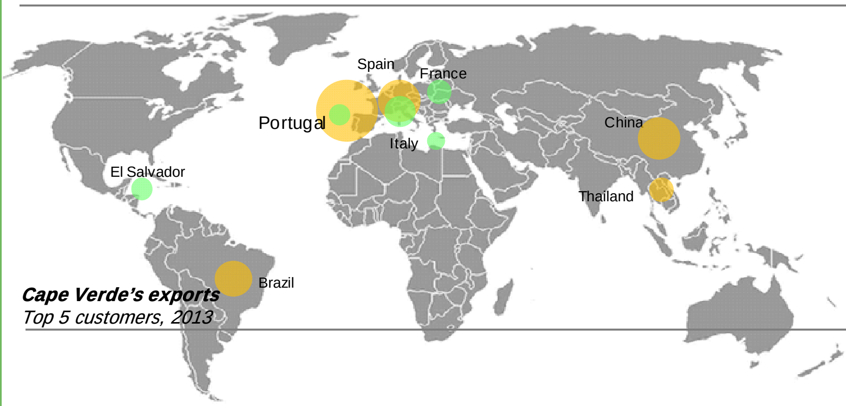


Current account
Percent of GDP



Cape Verde's imports
Top 5 suppliers, 2013

Country	Portugal	Spain	Brazil	China	Thailand
EUR Millions	**227**	**45**	**20**	**18**	**16**
% of total	51.2%	10.1%	4.5%	4.0%	3.6%



Destination of exports
Origin of imports

Cape Verde's exports
Top 5 customers, 2013

Country	Spain	Portugal	Italy	France	El Salvador
EUR Millions	**36**	**9**	**3**	**2**	**2.0**
% of total	67.0%	16.5%	5.5%	3.4%	3.4%

Sources: OECD, IMF, INE, NB Research.

Ivory Coast

Economic growth in 2015^E

7.9%

Expected growth of 7.8% in 2016

Sector with highest weight in GDP (2013):

20.5% Agriculture

Breakdown of GDP by sector

29.9%	Other
12.9%	Public Services
13.0%	Manufacturing
15.0%	Tourism and Distribution
29.2%	Agriculture, Fishers and Forestry

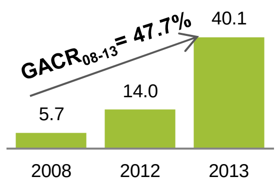
Country Data

Surface Area	**322.5 mil Km²**
Capital	**Yamoussoukro**
Population	**24.1 million**
Type of Government	**Presidential Republic**
Official Language	**French**
Currency	**Franco CFA**

Ease of Doing Business
(Doing Business, World Bank – 2014)
147/189

***Portuguese exporting companies** (2013)*
115

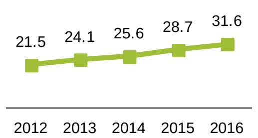
***Portugal's exports of goods and services to the Ivory Coast** (EUR Millions)*



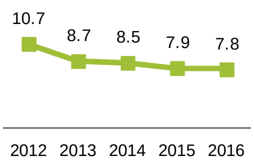
***Portugal's goods exports (Top 5) to Ivory Coast** (2013)*

	% of total
2710 - Petroleum oils	60.3%
2523 - Hydraulic cements	8.0%
4802 - Paper and cardboard	7.1%
7010 - Carboys, bottles,…	2.6%
7216 - Iron or steel profiles	2.5%

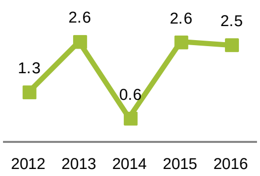
GDP
Current prices, EUR Billions



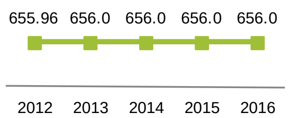
GDP
Real Growth Rate



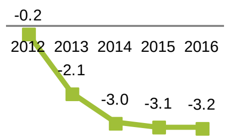
Rate of inflation
Percent



Exchange rate
EUR/XOF

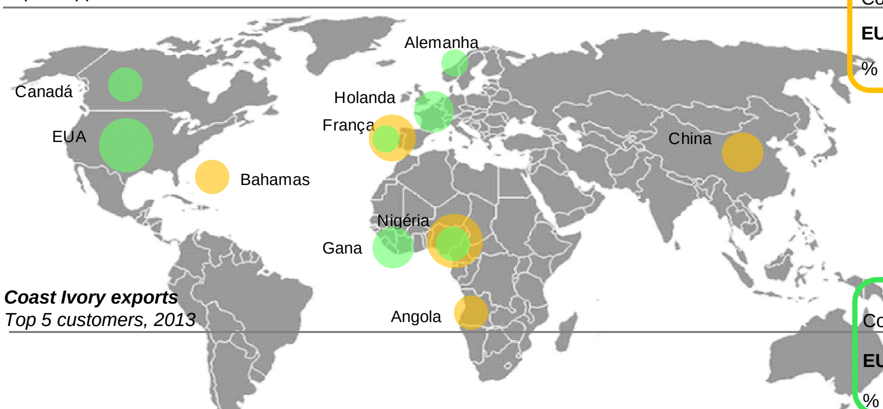


Current account
Percent of GDP



Coast Ivory impports
Top 5 suppliers, 2013

Country	Nigeria	Bahamas	China	France	Angola
EUR Million	**2 173**	**1 099**	**1 072**	**983**	**498**
% of total	23.1%	11.7%	11.4%	10.5%	5.3%



Destination of exports

Origin of imports

Coast Ivory exports
Top 5 customers, 2013

Country	Gana	Netherlands	Nigeria	France	Germany
EUR Million	**1 393**	**727**	**649**	**593**	**565**
% of total	15.3%	8.0%	7.1%	6.5%	6.2%

Fontes: OCDE, FMI, INE, NB Research.

Morocco

Economic growth in 2014E

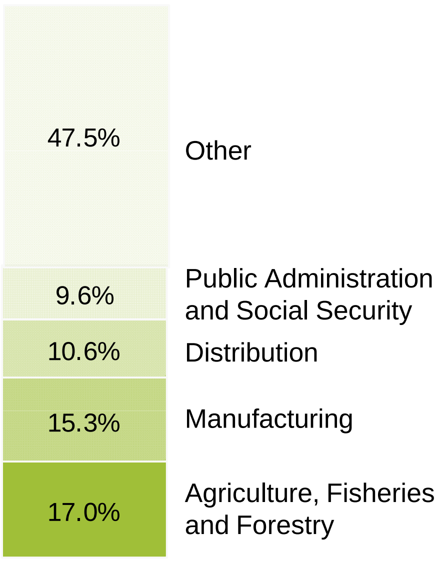
4.7%

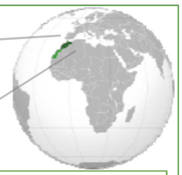
Expected growth of 5% in 2016

Sector with highest weight in GDP (2013):

17% Manufacturing

Breakdown of GDP by sector





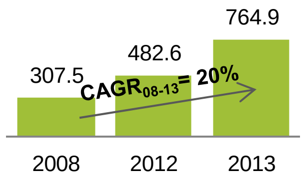
Country Data

Surface Area	**446.5 000 Km²**
Provinces	**7**
Capital	**Rabat**
Population	**31.9 million**
Type of Government	**Constitutional Monarchy**
Official Language	**Arabic**
Currency	**Moroccan Dirham**

Ease of Doing Business
(Doing Business, World Bank – 2014)
71/189

***Portuguese exporting companies** (2013)*
1 216

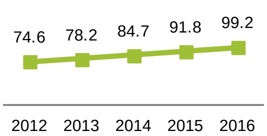
***Portugal's exports of goods and services to Morocco** (EUR Millions)*



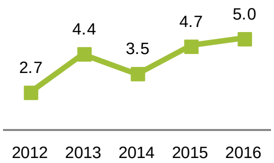
***Portugal's goods exports (Top 5) to Morocco** (2013)*

	% of total
2710 - Petroleum Oils	34.4%
7213 - Bars And Rods Of Iron, Hot-Rolled	9.7%
7214 - Bars And Rods, Of Iron	4.2%
8544 - Insulated "Incl. Enameled Or Anodized" Wire	4.1%
7207 - Semi-Finished Products Of Iron Or Non-Alloy Steel	3.4%

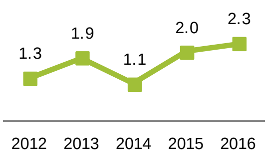
GDP
Current prices, EUR Billions



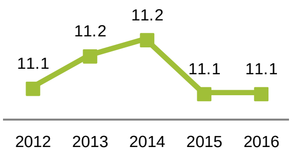
GDP
Real Growth Rate



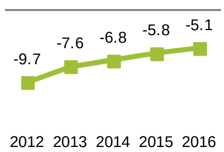
Rate of inflation
Percent



Exchange rate
EUR/MAD

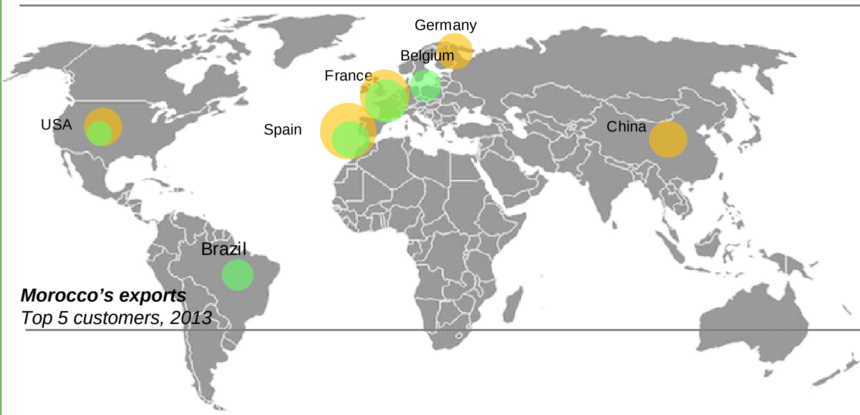


Current account
Percent of GDP



Morocco's imports
Top 5 suppliers, 2013

Country	Spain	France	China	USA	Germany
EUR Millions	**5 507**	**3 858**	**2 463**	**1 735**	**1 646**
% of total	20%	14%	9%	6%	6%



Destination of exports
Origin of imports

Morocco's exports
Top 5 customers, 2013

Country	Spain	France	Brazil	Belgium	USA
EUR Millions	**3 487**	**3 315**	**985**	**903**	**723.1**
% of total	20%	19%	6%	5%	4%

Sources: OECD, IMF, INE, ES Research.

Mozambique

Economic growth in 2014E

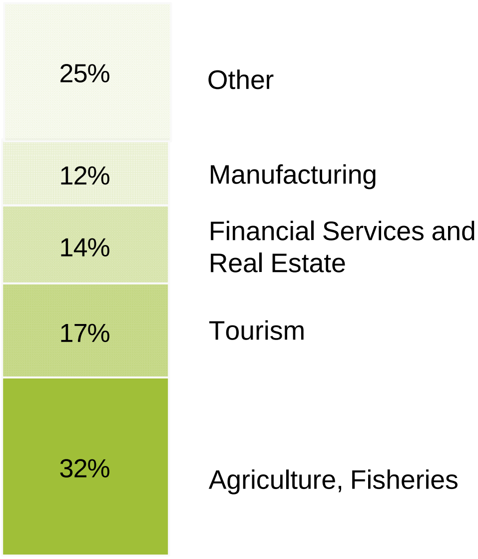
8.2%

Expected growth of 8.2% in 2016

Sector with highest weight in GDP (2012):

31.5% Agriculture and Fisheries

Breakdown of GDP by sector



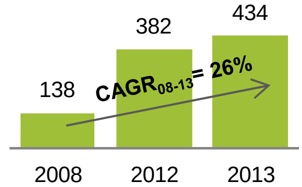
Country Data

Surface Area	**744.9 000 Km²**
Provinces	**10**
Capital	**Maputo**
Population	**22.9 million**
Type of Government	**Unitary Republic**
Official Language	**Portuguese**
Currency	**Metical**

Ease of Doing Business
(Doing Business, World Bank – 2014)
127/189

***Portuguese exporting companies** (2013)*
3 031

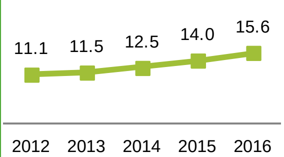
Portugal's exports of goods and services to Mozambique
(EUR Millions)



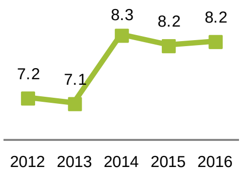
Portugal's goods exports (Top 5) to Mozambique
(2013)

	% of total
7308 - Structures And Parts Of Structures	4.8%
8429 - Self-Propelled Bulldozers	4.5%
8544 - Insulated "Incl. Enameled Or Anodized" Wire	2.9%
9403 - Furniture And Parts Thereof	2.7%
4901 - Printed Books	2.4%

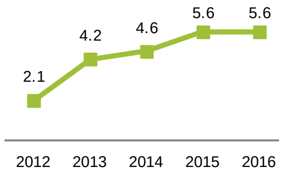
GDP
Current prices, EUR Billions



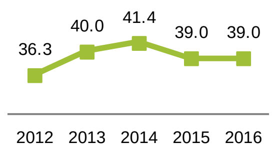
GDP
Real Growth Rate



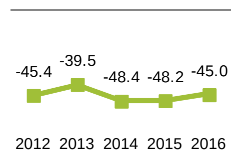
Rate of inflation
Percent



Exchange rate
EUR/MZN

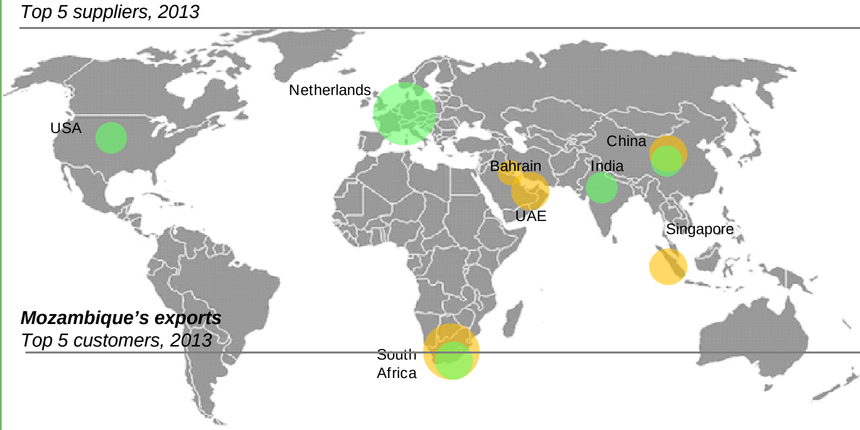


Current account
Percent of GDP



Mozambique's imports
Top 5 suppliers, 2013

Country	South Africa	UAE	China	Singapore	Bahrain
EUR Millions	**2 484**	**649**	**485**	**474**	**39**
% of total	32.7%	8.5%	6.4%	6.2%	5.6%



Destination of exports

Origin of imports

Mozambique's exports
Top 5 customers, 2013

Country	Netherlands	South Africa	India	EUA	China
EUR Millions	**866**	**679**	**512**	**108**	**79**
% of total	28.6%	22.4%	16.9%	3.6%	2.6%

Sources: OECD, IMF, INE, NB Research.

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