



UK - Cameroon

BUSINESS GUIDE

Promoting Trade between
Cameroon and the United
Kingdom of Great Britain and
Northern Ireland



British
High Commission
Yaounde



Department for
Business & Trade



UKCCC
UK Cameroon
Chamber of Commerce

Disclaimer

This communication is intended solely for informational purposes and should not be considered as professional advice. Whereas every effort has been made to ensure the accuracy of the information provided in this guide, neither the British High Commission to Cameroon (BHC), the Department of Business and Trade (DBT), the UK-Cameroon Chamber of Commerce (UKCC) or the Foreign Commonwealth and Development Office (FCDO) accepts the liability for any errors, omissions, or misleading statements and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned.

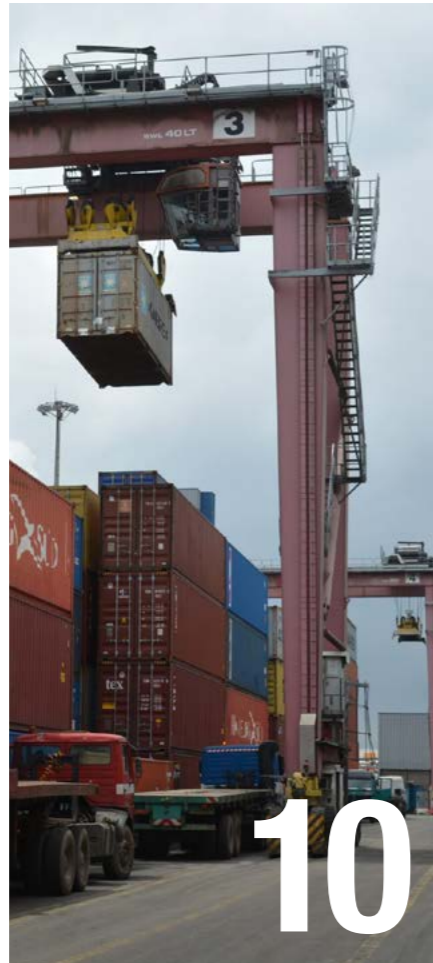
This document is prepared to assist recipients in forming their own judgments regarding business decisions. It does not constitute an offer or solicitation for the purchase or sale of any investment, nor does it constitute an offer or solicitation in any jurisdiction or to any person or entity. Past performance is not indicative of future results. Prior to making any business decisions, it is advisable to seek independent legal, tax, accounting, or other professional advice. While the information contained herein is presented in good faith and with due diligence, accuracy or completeness cannot be guaranteed. Neither British High Commission (BHC), nor any of its affiliates accept any legal responsibility or duty of care in relation to this communication. The information provided herein is not intended to serve as, and should not be construed as, an invitation or inducement to engage in any trade or investment activity.

List of acronyms

ACAMET: Cameroonian Association of Metrology	ECAM: Companies from Cameroon	the Cameroonian Forestry Sector
ANAPROC: National Association of Cosmetics Products Promoters	ECCAS: Economic Community of Central African States	IPA: Investment Promotion Agency
APECCAM: Professional Association of Credit Establishments of Cameroon	ECT: External Common Tariff	IPAVIC: Poultry interprofessional association of Cameroon
APME: Small and Medium Enterprises Promotion Agency	EPA: Economic Partnership Agreement	MINFI: Ministry of Finance
ASSOBACAM: Banana Association of Cameroon	FECAPROBOIS: Cameroonian Federation of associations and professionals in secondary wood processing	OHADA: Organization for the Harmonization of Business Law in Africa
ATM: Automated Teller Machine	GDP: Gross Domestic Products	PECAE: Pre-Boarding Conformity Assessment Program.
AU: African Union	GEX: Cocoa/coffee exporters group	PLANOPAC: National Platform of Professional Agro-sylvo-pastoral Organizations of Cameroon
BHC: British High Commission	GFAC: Group of Business Women of Cameroon	RHORTICAM: Network of Horticulturists of Cameroon
BII: British International Investment	GFBC: Cameroonian Timber Sector Group	STIEPFS: Union of Operators-Transformers-Industrial-Exporters of Special Forest Products of Cameroon
CAPEF: Chamber of Agriculture, Fisheries, Livestock and Forestry	GECAM: Inter-employer Group of Cameroon	SYNDUSTRICAM: Union of Industrialists of Cameroon
CCIMC: Cameroon Chamber of Commerce, Industry, Mines and Craft	GIPA: Inter-professional group of artisans in Cameroon	UCCAO: West Cocoa and Coffee Cooperative Union
CEMAC: Economic and Monetary Community of Central Africa	GIPEC: Inter-Professional Group of Entrepreneurs of Cameroon	UK: United Kingdom
CICC: Interprofessional Cocoa and Coffee Council	GPMECAM: Group of SMEs in Cameroon	UKCCC: United Kingdom Cameroon Chamber of Commerce
CNPCC: National Confederation of Cotton Producers of Cameroon	GPP: Group of Oil Professionals	UKEF: United Kingdom Export Finance
CNSP: National Council of Shippers of Cameroon	ICOTEC: Cotton/textile/confectionery inter-professional association	UNEXPALM: Union of Palm Oil Exploits
COBAC: Central African Banking Commission	ICUIR: Inter Profession of Leather	VAT: Value Added Tax
DGD: General Directory of Customs	IFFB: Inter-profession of	XAF: Currency of Central Africa

CONTENTS

TABLE OF



Welcome message from the British High Commissioner to Cameroon

07

Welcome message from the Chairman of the UK-Cameroon Chamber of Commerce

08

Part 1: Discover Cameroon, A land of opportunities

10

1. About Cameroon
2. Cameroon's strategic geographic position within Africa
3. Economic, monetary and development policy
4. Trade between the UK and Cameroon

Part 2: Seizing business opportunities in Cameroon

22

1. Overview of business and investment opportunities in Cameroon

Part 3: Forging business partnerships with key actors

30

1. Key public sector stakeholders
2. Key private sector groups
3. Leveraging expertise and networks in doing business

Part 4: Easy navigation of procedures and regulations

42

1. Procedures to register a business
2. Tax regimes and incentives
3. Private investment incentives
4. Public contracts, subcontracting and public private partnerships

Part 5: Risk management and security considerations

56

1. Potential risk factors
2. Insurance and risk management

Part 6: Business travel, Trade events

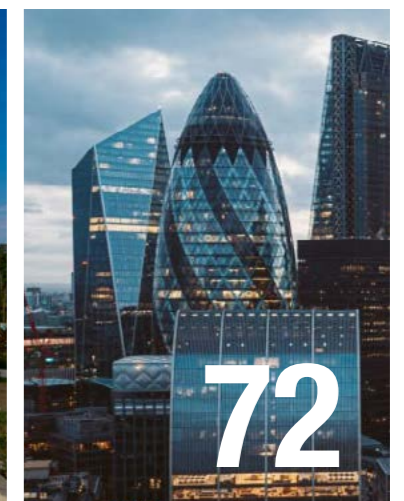
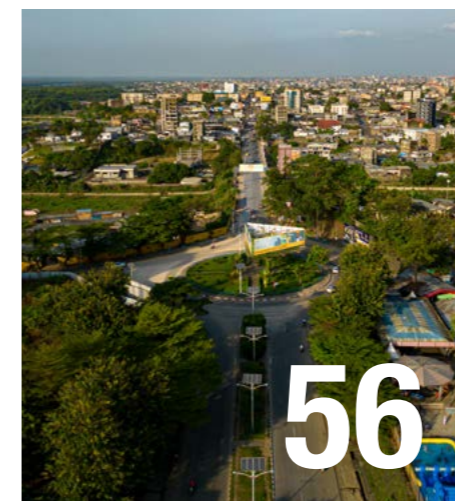
64

1. Business travel
2. Key contacts and business events

Part 7: Accessing the UK market

72

1. Why choose to do business with the UK?
2. Overview of business and investment opportunities in the UK
3. Renewable energy
4. Agriculture expansion strategies
5. UK's leadership in agriculture and agritech
6. Financial and professional services (FPS) landscape





The British High Commission in Cameroon maintains and develops relations between the UK and Cameroon.

We foster a modern partnership between the UK and Cameroon.

We promote bilateral trade, support sustainable democratic reform, advocate good governance and uphold respect for human rights and international law.

Contact us

British High Commission Yaounde

Avenue Winston Churchill
Yaounde
Centre Region
PO Box 547
Cameroon

For enquiries, email: BHC.Yaounde@fcdo.gov.uk



Welcome message from the British High Commissioner to Cameroon



As the British High Commissioner to Cameroon, I warmly welcome all investors and businesses interested in engaging with this vibrant and dynamic country. Cameroon, spanning an area of 475,442 km², is strategically located at the heart of Africa, nestled along the Gulf of Guinea. With its unique geographical position, Cameroon serves as a privileged crossroads between Central and West Africa, offering unparalleled access to both regions. Its cultural proximity to both Anglophone (such as Nigeria) and Francophone (Central Africa) worlds, facilitated by the widespread use of English and French as official languages, further enhances its appeal as a business destination.

Membership in regional economic communities like the Economic and Monetary Community of Central Africa (CEMAC) and the Economic Community of Central African States (CEEAC) grants Cameroon access to a market of over 300 million consumers, including neighbouring

Nigeria, the Democratic Republic of Congo, and Sudan. Cameroon's commitment to becoming an emerging economy by 2035 underscores its potential for growth and development.

Despite the challenges inherent in many business environments, Cameroon has many assets, including natural and human resources, sustained economic growth, and a diversified economy. Efforts to improve the business climate, such as the creation of regulatory bodies and investment promotion initiatives, demonstrate the government's commitment to attracting foreign investment and fostering private enterprise. While there are hurdles to overcome, including infrastructure gaps and socioeconomic challenges, the British High Commission and organizations like the UK Chamber of Commerce are dedicated to providing assistance and guidance to businesses navigating the Cameroonian market. I look forward to more enduring partnerships to increase the prosperity of both countries.

Warm regards,

H.E. Barry Lowen

**British High Commissioner
to Cameroon**

Welcome message from the Chairman of the UK-Cameroon Chamber of Commerce



Dear Esteemed Investors and Business Partners,

On behalf of the UK Cameroon Chamber of Commerce, it is my pleasure to extend a warm welcome to you. As the leading investment promotion partner of the British High Commission in Cameroon, we are dedicated to facilitating business between Cameroon and the United Kingdom. We work closely with the UK High Commission to Cameroon to promote trade and investment in Cameroon. The UK considers Cameroon a priority partner, evidenced by the over one billion-pound quota allocated for trade finance support from the UK Export Finance, of which only a small fraction has been utilized thus far.

Moreover, the Economic Partnership Agreement between the UK and Cameroon, which is tariff-free, further underscores the importance of our bilateral economic relations. Cameroon presents abundant opportunities for investment, particularly in key sectors such as energy, which is fundamental to every economy.

Additionally, transport and communication infrastructure, including roads, bridges, and railways, holds significant importance for Cameroon's development agenda. Since 2010, the UK has been actively involved in major infrastructure investments in Cameroon, reflecting strong commitment to the country's growth and progress. Cameroon aims to transition from a potential productive country to an industrialized nation, offering substantial opportunities for investment and trade from the UK across diverse sectors such as education, agriculture, water, retail, and more.

Cameroon is a promising ground for mutually beneficial partnerships and collaborations. We invite you to explore the myriad of opportunities that Cameroon offers and to join us in contributing to its economic development and prosperity.

Warm regards,

Dr Elias PUNGONG
The Chairman
UK Cameroon Chamber of Commerce



About us

The UKCCCs Mission is to:

Promote the two-way trade and investment between the UK and Cameroon, and overcome any impediments on the way.

Encourage and develop the establishment of joint ventures inspecific areas of common interest.

Utilize the expertise of its members to identify and develop opportunities for UK and Cameroonian Companies.

Partner with Higher Education Institutes in both the UK and Cameroon to promote continuous learning and development for business leaders.

Membership Categories

Premium membership: any size of company.

Sustaining: Premium membership; any size of company

Corporate: Global Turnover of CFAF 1 billion and more.

Medium: Global turnover of CFAF 500 million to CFAF 999 million

Small: Global turnover of less than CFAF 500 million

Hotels and partners: who support the UKCCCs events and activities on a regular basis.

Becoming a UKCCC member makes business sense. You are joining a network of corporate leaders and industry experts from big multinationals to small start-ups. You will network with experienced peers, develop strategies for expansion and contribute to industry-wide policy development.

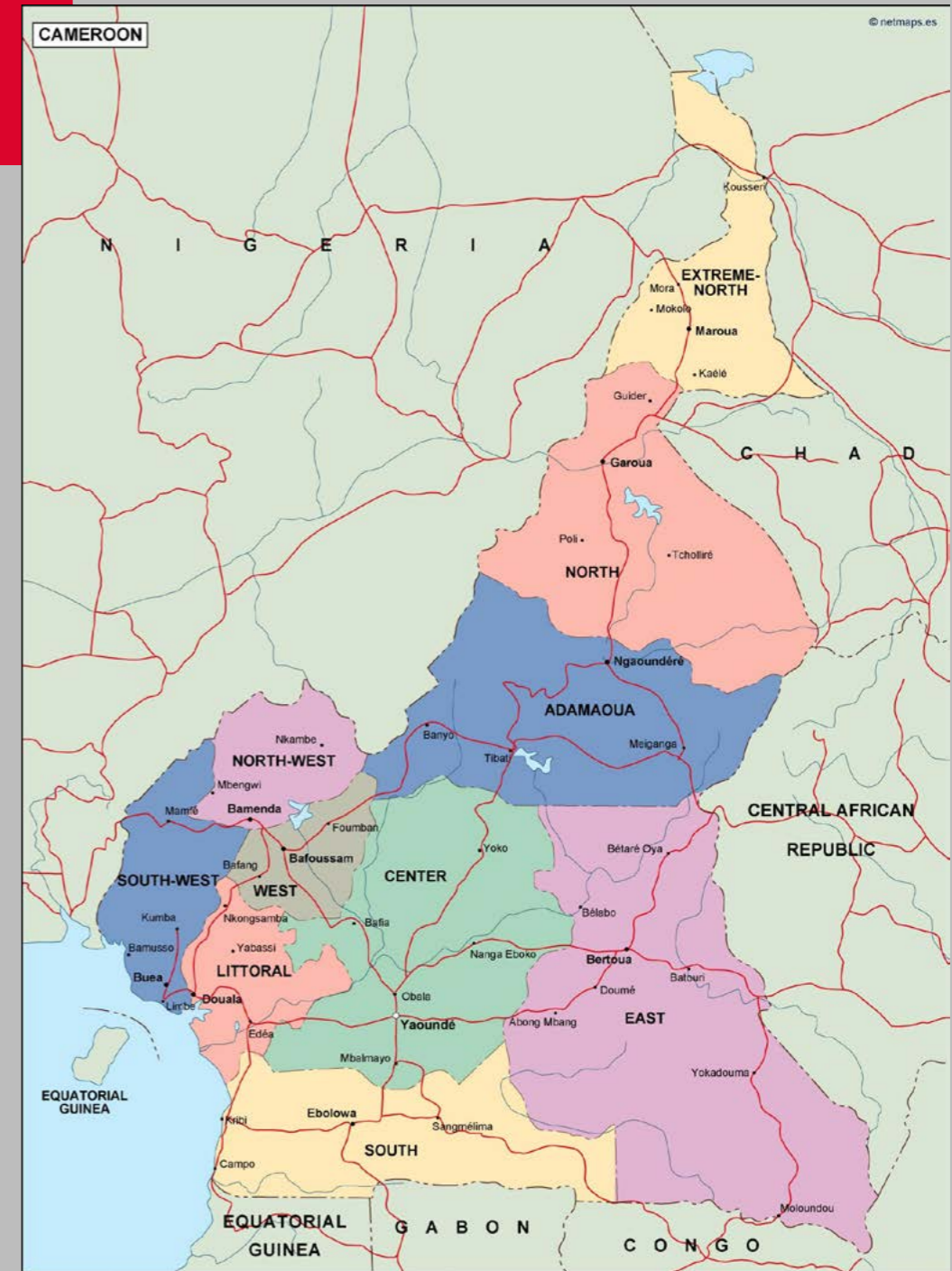




— Port of Douala

PART 1

DISCOVER CAMEROON, A LAND OF OPPORTUNITIES



— Cameroon Map

1. About Cameroon

Cameroon, a lower-middle-income country with a population exceeding 27.2 million (2021), presents a promising landscape for international trade and investment. Located along the Atlantic Ocean, Cameroon shares its borders with the Central African Republic, Chad, Equatorial Guinea, Gabon, and Nigeria. Cameroon is bilingual, with English and French as official languages.

The nation is endowed with abundant human and natural resources, including a youthful and dynamic population, substantial reserves of oil and gas, various mineral deposits, prized timber species, and a diverse array of agricultural products such as coffee, cotton, cocoa, maize, and cassava. These resources offer significant opportunities for businesses spanning multiple sectors.

Cameroon's strategic geographic location within the Central African region grants it access to neighboring markets, rendering it an appealing hub for trade and investment endeavors.



— Douala Yaoundé Highway



— Reunification monument

Geographic location and size:

Cameroon is situated in Central Africa, bordered by Nigeria to the west and northwest, Chad to the northeast, the Central African Republic to the east, Equatorial Guinea, Gabon, and the Republic of the Congo to the south, and the Atlantic Ocean to the southwest. It covers an area of approximately 475,442 square kilometers (183,569 square miles), making it the 53rd largest country in the world.

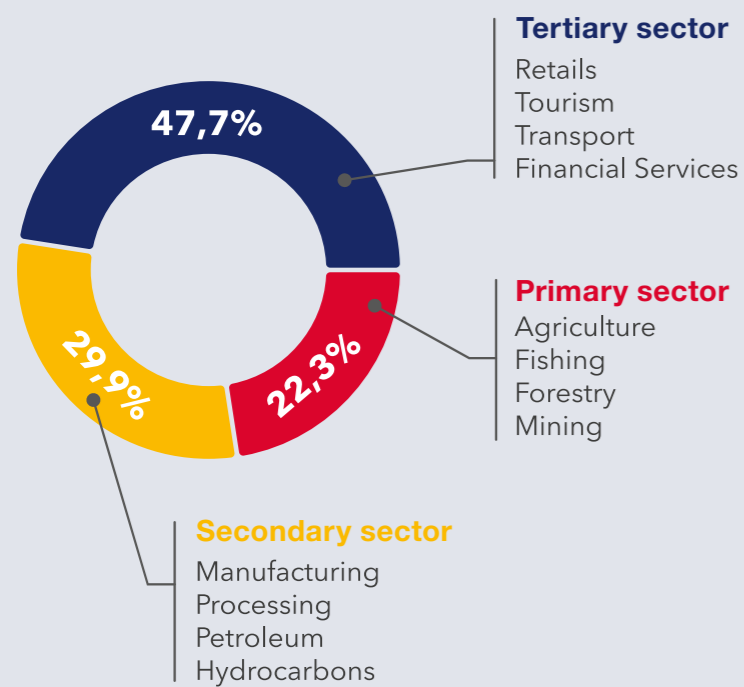
Population:

As of 2021, Cameroon's population has surpassed 27.2 million people, predominantly youthful, with a substantial portion under the age of 25. The population of Cameroon is characterized by a rich diversity of ethnic groups grouped into four main cultural areas: the Sudanese-Saharan region, the Grass fields, the coastal zone, and the Fang-Beti zone. The country boasts a multitude of languages spoken across its territory.

Regions:

Cameroon is divided into 10 regions: Adamawa, Centre, East, Far North, Littoral, North, Northwest, South, Southwest, and West. Each region has its own unique cultural, geographical, and economic characteristics.

Sectorial Figures:

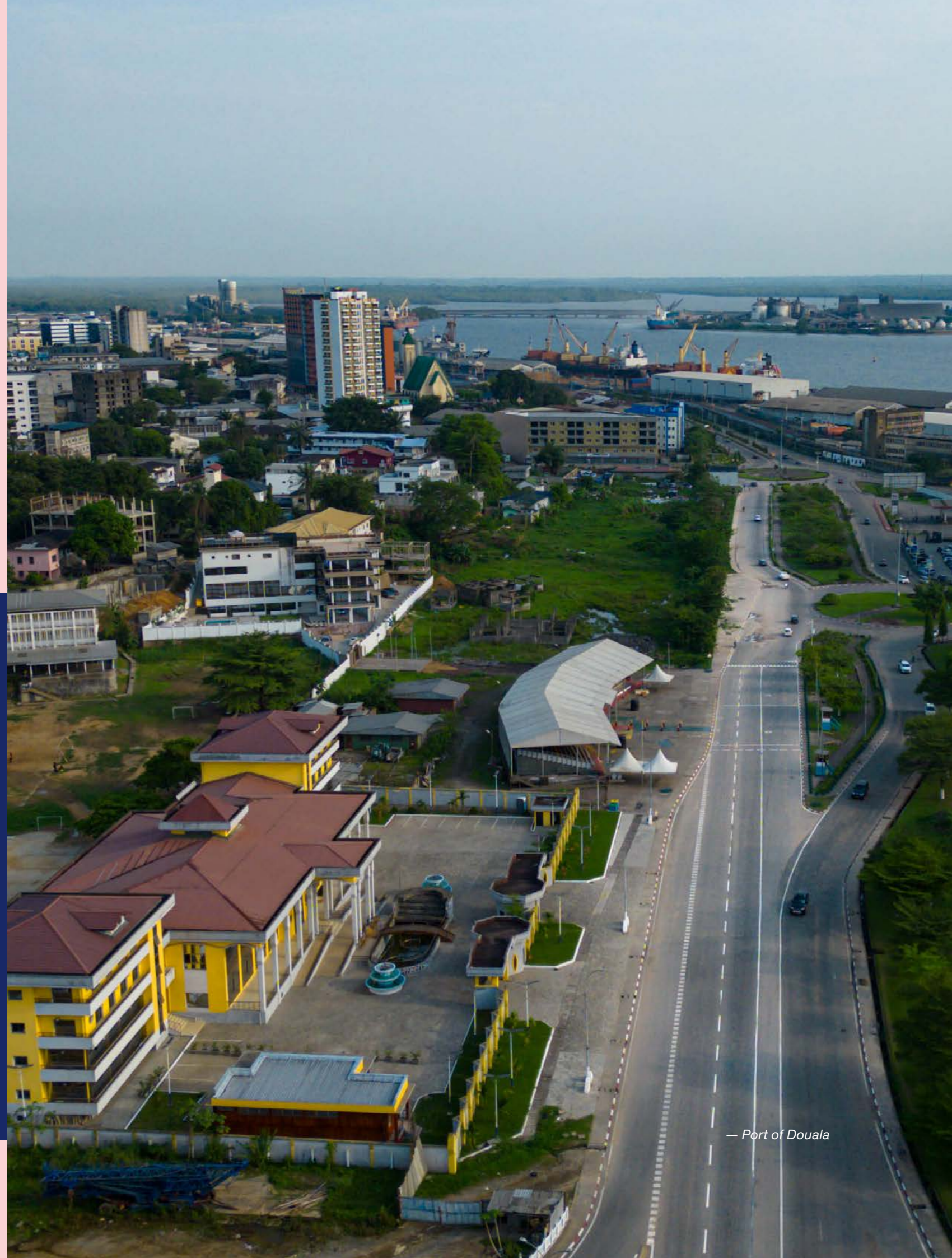


Infrastructure:

Cameroon's infrastructure includes a network of roads, railways, airports, and seaports. Major cities such as Douala and Yaoundé are well-connected by road and rail, serving as key business hubs. The country also has two main international airports: Douala International Airport and Yaoundé Nsimalen International Airport. Both airports facilitate domestic and international travel. Seaports such as the Port of Douala play a crucial role in facilitating maritime trade.

Economy:

Cameroon's economy is diverse, with key sectors including agriculture, mining, manufacturing, services and hydrocarbons. Agriculture remains a significant contributor to the economy, employing a large portion of the population and producing crops such as coffee, cocoa, cotton, maize, and cassava. The country also has substantial mineral resources, including oil, gas, bauxite, rare earth, iron ore, gold and battery minerals. The services sector, particularly telecommunications and banking, has experienced significant growth in recent years.



— Port of Douala

2. Cameroon's strategic geographic position within Africa

Cameroon's strategic geographic position within Africa places it as a pivotal player in the region's economic and geopolitical landscape. Situated in Central Africa, Cameroon serves as a bridge between West and Central Africa, with access to both the Gulf of Guinea and the interior of the continent. This advantageous location makes Cameroon a key hub for trade,

investment, and regional cooperation. Cameroon is one of the eleven Member States of Economic Community of Central African States (ECCAS) amongst which are: Angola, Burundi, the Central African Republic, Congo, Gabon, Equatorial Guinea, the Democratic Republic of Congo, Rwanda, Sao Tome and Principe and Chad.

Gateway to Central Africa and ECCAS:

<p>Seaport access to two landlocked countries: Chad and Central African Republic.</p> 	<p>Active player in region stabilization efforts.</p>	<p>Founding member of ECCAS</p> 
<p>Strong subregional diplomatic influence</p>	<p>Largest market in CEMAC subregion</p>	

GATEWAY TO ECCAS



1700km
borders with Nigeria (Africa's largest economy).



23,000 MW
estimated hydropower potential.



121,873 km
of road transport.



918 km
of railways



4 ports
Kribi, Douala, Limbe, Garoua



3 international airports
Douala, Yaoundé, Garoua

Cameroon serves as a gateway to Central Africa, and plays a crucial role, facilitating trade and economic integration within the region

3. Economic, Monetary and Development Policy

Cameroon's economic, monetary, and development policies are aimed at promoting sustainable growth, reducing poverty, and enhancing the country's overall economic resilience. These policies are shaped by both domestic priorities and international frameworks, including those set forth by regional organizations such as the Economic Community of Central African States (ECCAS) and international financial institutions like the International Monetary Fund (IMF) and the World Bank.

Economic Policy:

1. Diversification:

Cameroon's economic policy focuses on diversifying the economy beyond traditional sectors such as agriculture and extractive industries. Efforts are made to promote sectors such as manufacturing, services, and technology to foster economic resilience and reduce dependence on volatile commodity prices.

2. Investment Promotion:

The government of Cameroon actively promotes domestic and foreign investment to stimulate economic growth and create employment opportunities. This includes implementing investment-friendly policies, improving infrastructure, and providing incentives to attract investors across various sectors.

3. Trade Liberalization:

While promoting international trade, Cameroon also emphasizes import substitution to reduce reliance on imported

goods and enhance domestic production capacity. This approach aims to strengthen local industries, create jobs, and improve trade balance.

Monetary Policy:

1. Currency Stability:

The Central African CFA franc (XAF), which is pegged to the euro (1euro=655,957 CFA francs), serves as Cameroon's currency. This currency is also used by 5 other countries. The country's monetary policy focuses on maintaining currency stability and controlling inflation to promote macroeconomic stability and investor confidence.

2. Banking Regulation:

Cameroon's monetary authorities oversee the regulation and supervision of the banking sector to ensure financial stability and prevent systemic risks. Efforts are made to enhance the resilience of the financial system and promote access to financial services, particularly in rural areas.

COBAC, the regional institution has been assigned nearly the full range of powers that national prudential supervisory authorities have in other countries. It is in charge of off-site and on-site supervision and issues prudential regulation.

Development Policy:

1. Poverty Reduction:

Cameroon's development policy prioritizes poverty reduction and social inclusion. This includes targeted interventions in health, education, and social protection to improve living standards and reduce income inequality.

2. Infrastructure Development:

Infrastructure development is a key component of Cameroon's development strategy, with investments made in transportation, energy, water supply, and telecommunications. Improved infrastructure enhances connectivity, promotes economic growth, and facilitates regional integration.

3. Human Capital Development:

Cameroon recognizes the importance of investing in human capital to drive sustainable development. Policies focus on improving education and healthcare outcomes, enhancing skills development,

and promoting entrepreneurship to empower individuals and drive economic growth.

4. Environmental Sustainability:

Sustainable development principles are integrated into Cameroon's policies, with a focus on environmental protection and natural resource management. Efforts are made to balance economic growth with environmental conservation to ensure long-term sustainability.

Overall, Cameroon's economic, monetary, and development policies are designed to promote inclusive growth, foster macroeconomic stability, and advance sustainable development objectives. These policies, including the emphasis on import substitution, are essential for navigating global challenges and harnessing opportunities for prosperity in the years ahead.



4. Trade between the UK and Cameroon

Trade in goods and services between the UK and Cameroon is currently valued at £911 million. However, there are promising prospects for expansion and diversification.

Presently, the United Kingdom's trade with Cameroon is relatively modest compared to its engagements with similarly sized African nations and global partners. Key exports from the UK to Cameroon consist of machinery, transport equipment, electrical appliances, pharmaceuticals, and chemicals, while Cameroon's major exports to the UK include fruits, edible nuts, and coffee.

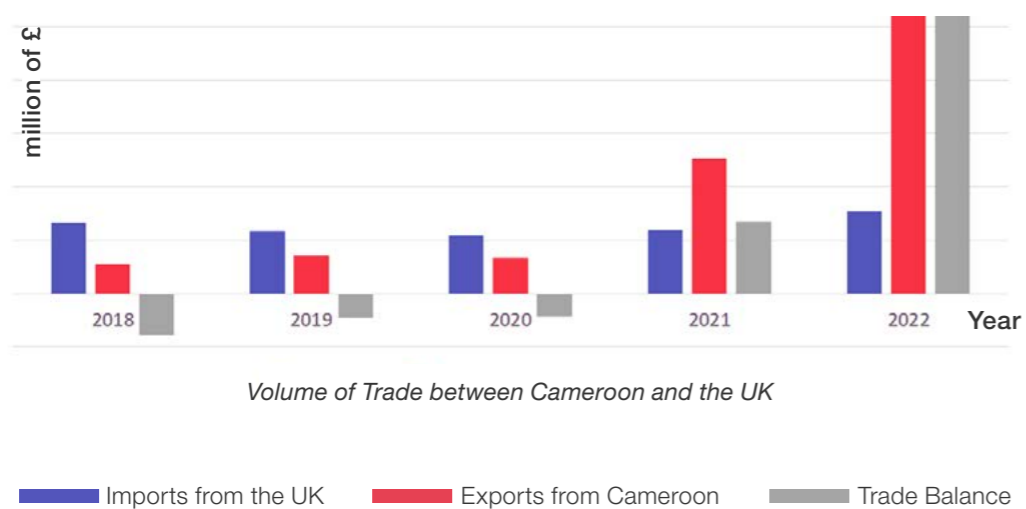
Despite the current scale, the trade potential between the UK and Cameroon remains robust. The UK stands as one of the principal investors in Cameroon, presenting abundant opportunities across various sectors such as infrastructure, renewable energy, natural resources, and tourism. To facilitate trade, the UK has established its trade network in Cameroon, offering guidance and assistance to businesses seeking entry

into the Cameroonian market through tailored diplomatic support, provided by the Department for Business and Trade (DBT) at the British High Commission. Moreover, there exist numerous avenues for the UK to increase its exports to Cameroon and vice versa.

Analyzing trade data from 2014 to 2021, the top sectors of UK exports to Cameroon included vehicles, machinery, electrical appliances, and beverages. However, these exports represent a fraction of Cameroon's total imports and the UK's global exports, suggesting untapped potential for further growth in trade.

By leveraging existing trade networks, fostering partnerships, and investing into untapped export potential, both countries can further strengthen their economic ties and mutual prosperity.

The UK – Cameroon EPA signed in March 2021, replicates most of the provisions of the EU-Cameroon Economic Partnership Agreement. Effective implementation is in force.



TRADE SHEET



Total trade
£911 million



Exports to UK
£840 million



Imports from UK
£71 million



94th largest trading partner of the UK

Feb. 2024



PART 2

SEIZING BUSINESS OPPORTUNITIES IN CAMEROON



— Bonanjo - Douala

1. Overview of business and investment opportunities in Cameroon

Cameroon offers a wide range of business and investment opportunities in different sectors. This includes **agriculture, livestock, education, energy, mining, manufacturing, healthcare, tourism, retail and distribution, banking, and technology.**

Agriculture

Cameroon has over 7.2 million hectares of arable lands and a climate favorable to a wide variety of crops. Cultivable land represents 26% (1.8 million hectares) of arable land.

Agriculture is the mainstay of Cameroon's economy, engaging an estimated 70% of the economically active population and accounting for an estimated 17% to the country's GDP.

It is mainly carried out by cooperatives and family farms. They produce tubers (cassava, cocoyam, potatoes, potatoes), cereals (corn, peanuts, sorghum, etc.),



market garden products, and fruits. Alongside these, a second category of players is made up of agro-industries (subsidiaries of large international groups in particular) which are very often specialized in the production of products intended for export (banana, pepper, rubber, oil palm, cotton, cocoa, etc.).

Despite its strong potential, Cameroonian agriculture remains poorly mechanized. In addition, security conditions, as well as climatic conditions, have negatively impacted production volumes over the last few years. There is a significant deficit in production with respect to demand.

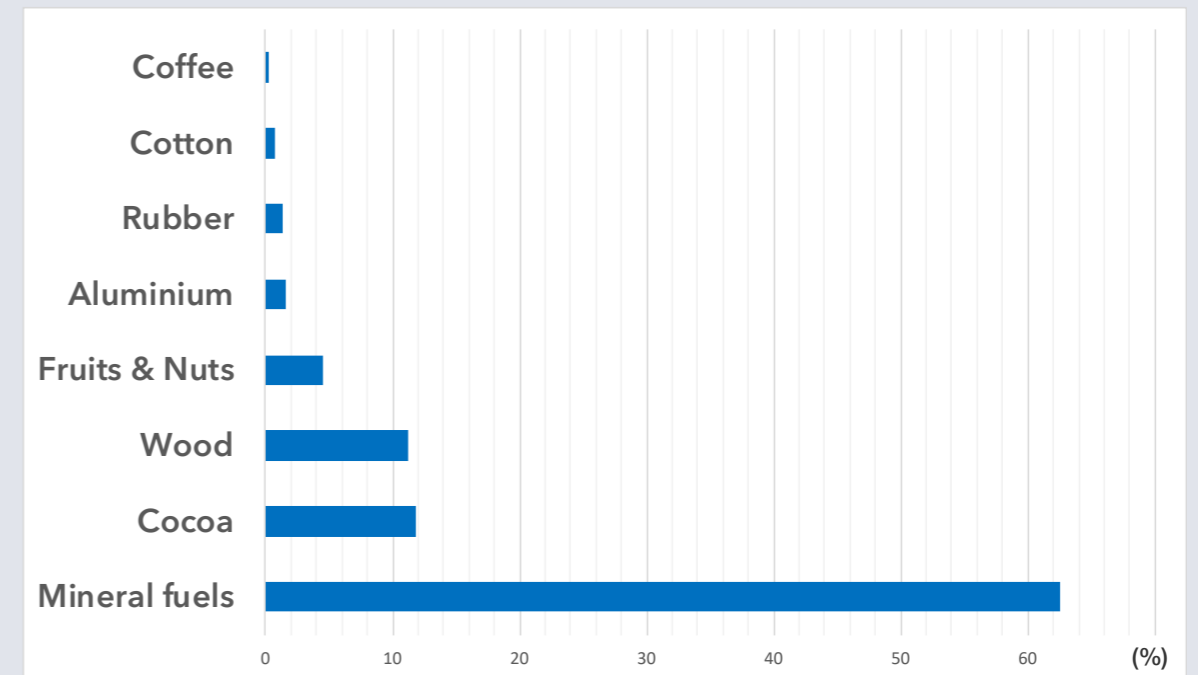
Despite its significant potential, agriculture in Cameroon encounters numerous challenges, which ultimately hinder the country's ability to adequately meet its growing food requirements. However, opportunities exist in the supply of vegetable seeds, in support of local seed production.

The opportunities for UK companies in this sector include:

- equipment supply
- education and training
- food processing and manufacturing
- haulage, storage and waste recycling
- poultry and fish farming
- commercial mechanised farms



PRODUCTS EXPORTED BY CAMEROON



Tourism

% GDP	3%
Number of tourism agencies	300
Number of leisure establishment	250
Number of Sites	120
Number of tourism	800,000
Number of hotels	1003
Tourism Infrastructures	18152 rooms 446 apartments 494 restaurants

Fact sheet on Tourism (Source: MINTOUL)



Leisure tourism is developing very slowly around memorial stays and massive seasonal returns of dual nationals and the Cameroonian diaspora. However, the country's potential is remarkable and remains underexploited due to the lack of site development and the absence of access infrastructure. (beaches in the English-speaking regions and wildlife parks located in the far north of the country in particular).

Cameroon has three natural UNESCO World Heritage sites: The Dja Faunal Reserve, the Waza National Park and the

Lobéké National Park, which is part of the Sangha Trinational. Officially, the Ministry of Tourism lists 120 sites with tourism potential, out of which 60 sites that can accommodate tourists.

Main Tourism sites In the Adamawa region, the Vina waterfalls 13 km down the road from Meiganga ; the large hunting areas between Ngaoundéré and Garoua.

1. In the Centre region, the National museum in downtown Yaoundé; and the Ottomo forest reserve in Ngoumou.

2. In the East region the Dja natural reserve, listed as a UNESCO World Heritage Site; pygmy camps.

3. In the northern region, the hippopotamuses of the River Bénoué; the National Park of Mozogo Gokoro in Kozathe National Park of Waza in the Far-north covering a surface area of about 170 000 ha ; the Mount Rhumsiki.

4. In the littoral region the Mount Manengouba ; Lake Ossa ; Lake male of Manengouba ; Ekom Nkam waterfalls (80 m) and its equatorial forest where traditional ceremonies are performed.

5. In the North-West region Mount Oku, Lake Oku

6. In the West region, the Sultanate of Foumban, the Dschang Climate Centre; the Mami Wata waterfalls in Dschang; the Moakeu waterfalls, near Bafang ; the Mifi waterfalls ; the Jean Félicien Gacha ecological foundation and the Baba waterfalls in Bangoulap, the TAGIDOR in Bangou.

7. In the South, the sea town of Kribi and its beaches, the river Lobé where, where a trip can be taken in a traditional pirogue and whose luxuriant banks are home to Pygmies; the **waterfall of Lobé river**.

Banking



BANKING FIGURES



Number of banks | 19



Bank Density | 13 branches / 100 000 inhabitants



Number of branches | 350



Number of ATM | 805



Number of accounts | 2.8 million

Healthcare

The Cameroonian health system is structured around a public healthcare offering which represents 77% of reception and hospitalization capacities, with around 2,700 health structures, including 2,475

primary care units. In addition to the ordinary health facilities found in most towns and cities, Cameroon has three (3) General Hospitals in Yaoundé, Douala and Garoua. Referral Hospitals, one (1) in each of the other regions, whose technical facilities offer a wide range of services to users.

Transport



— Road infrastructure, Douala



RAILWAYS

1.7 million tonnes of goods

1.2 million passengers

33 railway stations



AIRWAYS

1.06 million international passengers

35.8 thousand flights

51% international flights



ROAD NETWORK

90% of domestic passengers

5825 km of tarred roads

0.02 vehicules per inhabitants



MARITIME TRANSPORT

4 sea ports

Retail

The Cameroonian Government has put in place measures to promote "made in Cameroon" products through showrooms and business store units. Moreover, local products are available in various commercial establishments, mostly provision stores

In 2020, ACTIS (UK private equity firm) invested \$100 million to develop the Douala Grand Mall (DGM), currently the largest retail space in Central Africa. The infrastructure, which has an occupancy rate of 63% in mid-2022, accommodates major brand stores, cinemas, restaurants, etc.



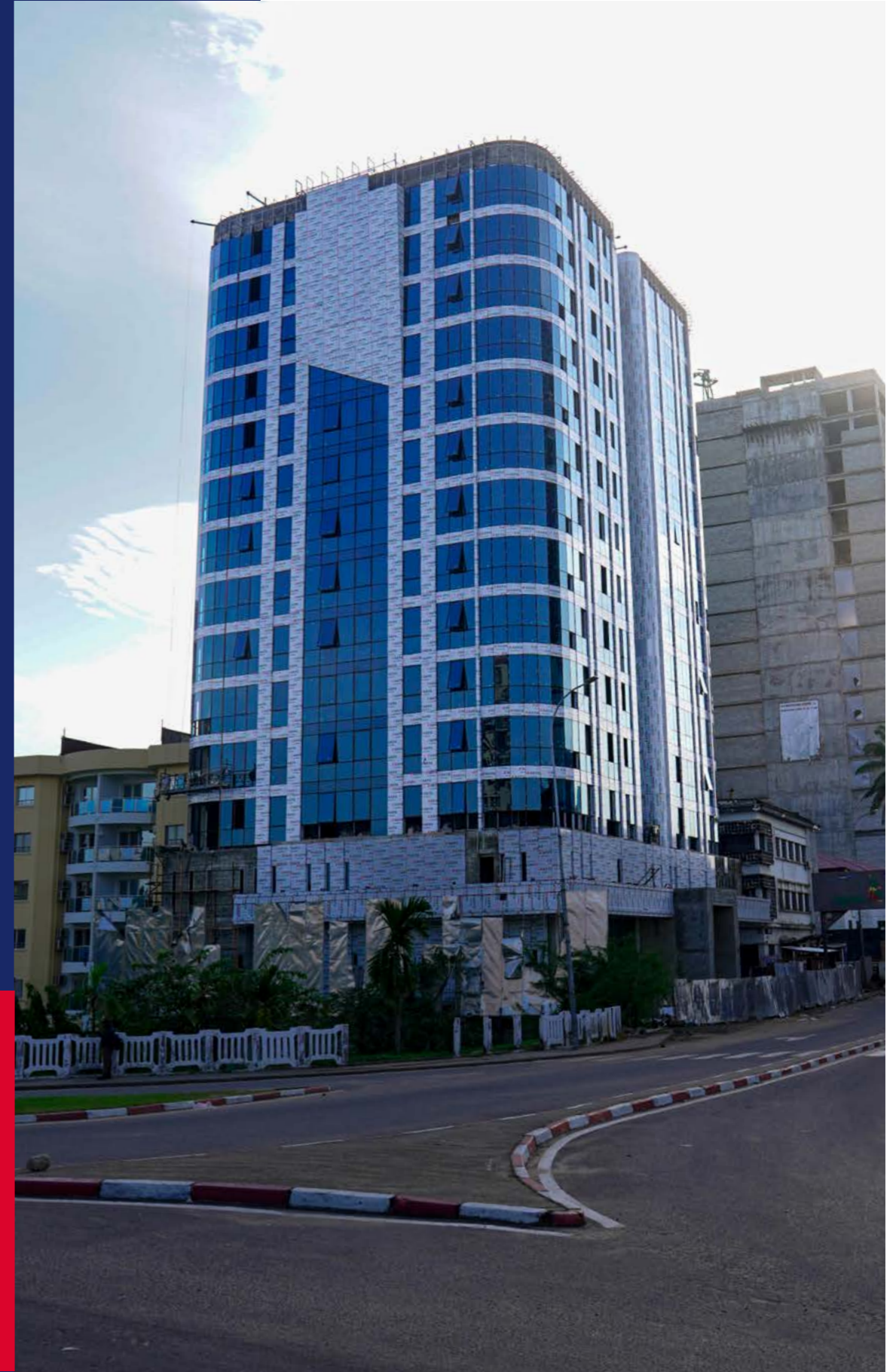
— Grand Mall, Douala



— Yaounde downtown

PART 3

FORGING BUSINESS PARTNERSHIPS WITH KEY ACTORS



1. Key public sector stakeholders

Several government ministries and public entities are involved in the cameroonian business environment. The state is the biggest actor in the Cameroon economy. Here is an outline of some key government entities involved in business.

Institutions	Key Roles	Areas of Intervention
Ministry of Trade	Declaration of trade Policy Monitoring of international trade commitments implementation www.mincommerce.cm/fr	Trade policy Regulatory texts governing foreign trade operations Information on products eligible for the Preferential Tariff (CEMAC, ECCAS and AU) Procedures for registration on the importers' register
Ministry of Economic Planning and Regional Development	responsible for land use planning at the national level, public investments and the control and evaluation of development programs www.minepat.gov.cm	Infrastructures building etc
Ministry of Finance	Definition and implementation of public finance policies and tax and customs regulations foreign exchange regulations www.minfi.gov.cm	Specific finance laws on derogatory measures Regulatory texts Customs regulations
Ministry of Mines, Industry and Technological Development	prepares and implements the industrial and mining policy of Government and technological development strategies in the different areas of national economy www.minmidt.cm	Regulation of quality issues, intellectual property aspects, stamping, trade in mining products
Ministry of Small and Medium-sized Enterprises, Social Economy and Handicrafts	responsible for the elaboration, implementation and evaluation of Government policy with regard to the development of small and medium sized enterprises, social economy and handicrafts www.minpmeesa.cm	Business creation, small and medium size enterprises capacity building.
Ministry of Agriculture and Rural Development	Responsible for agricultural policy and regulations concerning trade in plant species www.minader.cm	Texts governing trade in plant products Focal point for SPS measures
Ministry of Livestock and Fisheries	Definition and implementation of national livestock and fisheries policy www.minepia.cm	Texts governing trade in animal products - on exemptions

Ministries of Public Health, the Environment, Protection of Nature and Sustainable Development	Setting out and monitoring national public health policy www.minsante.cm	Texts governing trade in pharmaceutical products - on exemptions
Ministry of the Environment, Protection of Nature and Sustainable Development	Defining and implementing national environmental protection policy www.minepedd.gov.cm	Texts governing trade in forest and timber products - International conventions affecting trade (CIPRES, etc.)
Ministry of Forestry and Wildlife	Responsible for the development, implementation and evaluation of the Government's forest and wildlife policy. www.minfof.cm	Texts governing trade in forest and timber products - International conventions affecting trade (CIPRES, etc.)
Ministry of Transports	Definition and implementation of national transport policy www.mintransports.cm	Information on port and airport facilities and logistics bases
Standards and Quality Agency	In charge of standardisation and product conformity issues www.anor.cm	Technical regulations - pre-shipment evaluation of conformity (PECAE)
Chamber of Commerce, Industry, Mines and Craft (CCIMA)	Institution that represents and defends the interests of the private sector www.ccima.cm	Information on the conditions for issuing certificates of origin for exports.
Chamber of Agriculture, Fisheries, Livestock and Forest	Institution that represents and defends the interests of businesses in agriculture, fishery and forestry.	Information on agricultural and livestock statistics.
Investment Promotion Agency (API)	Public institution responsible for promoting investment www.investincameroon.net	Incentive measures provided for in the Investment Code concerning certain import and export operations
Single window for foreign trade operations	Economic interest group responsible for facilitating international trade operations The e-GUCE platform may be accessed via the following link: https://webguce.guichetunique.cm/webguce , thus providing the exporter with a series of basic functionalities.	Organisation bringing together all the entities involved in foreign trade operations. Information on procedures
Cameroon National Shippers Council (CNSC)	plays essential roles in streamlining import/export procedures, enhancing logistics efficiency, and promoting international trade	Information on import and export procedures, in particular the CNSC fee.
National Cocoa and Coffee Board	Coffee and cocoa promotion institution	Practical information on coffee and cocoa export procedures.



THE CAMEROON CHAMBER OF COMMERCE, INDUSTRY, MINES AND CRAFTS (CCIMC)

An Indispensable Partner in Cameroon's Sustainable Economic Development

The Cameroon Chamber of Commerce, Industry, Mines and Crafts, (CCIMC) created in 1921, is a consultative and representative body of the business community in the areas of trade, industry, mines and crafts, and has as main mission to promote Cameroon's economy. Like other consular Assemblies, the Chamber has over the years, developed an important activity centred around guidance, especially on the promotion of industrial and commercial firms.

In the area of economic promotion, the Chamber has the task of conducting economic and statistical survey, organizing training seminar, making economic information available to business persons and supporting firms to win over markets especially through trade fairs. The Chamber is endowed with two decision-making organs made up exclusively of elected members.

The assembly consists of about 160 elected members, categorized in four sections, mainly: **Trade, Industry, Services, Craft.**



Hon. EKEN Christophe
President



Nfon EKOKO MUKETE
1st Vice President



MOUCTAR HAMADAMA
2nd Vice President

CONTACT:

www.ccima.cm | (+237) 233 42 67 87 | siege@ccima.cm
Rue de la Chambre de Commerce, Bonanjo - Douala

2. Key private sector groups

These are mostly grouped by sector interests, geographical/regional belonging or by professional trade union representation.

1. ACPM:

ACPM is the "Association Camerounaise des Professionnels de la Microfinance / Cameroon Association of Microfinance Professionals". It is an association representing professionals and institutions involved in microfinance activities in Cameroon. ACPM works to promote the development of microfinance, provide support and training to professionals in the sector, and advocate for policies conducive to financial inclusion and poverty reduction.

2. APECCAM:

APECCAM "Association Professionnelle des Établissements de Crédit du Cameroun / Professional Association of Credit Institutions of Cameroon". It is an association in Cameroon that represents credit institutions such as banks and other financial institutions. APECCAM works to coordinate activities among its members, advocate for their interests, promote best practices in the banking sector, and contribute to the development of the financial industry in Cameroon.

3. RHORTICAM:

Horticam is a Cameroonian company involved in horticulture, which typically refers to the cultivation of fruits, vegetables, flowers,

and ornamental plants. Horticom engage in activities such as farming, processing, and marketing of horticultural products. Its focus is likely on promoting agriculture, improving food security, and contributing to the economy through the cultivation and sale of horticultural products.

4. GECAM:

- GECAM: «Groupement des Entreprises du Cameroun / Employers' Group of Cameroon». It is an organization that represents a collective of businesses or companies operating in Cameroon. GECAM may serve as a platform for these companies to collaborate, advocate for their interests, address common challenges, and contribute to the development of the b

6. CAPEF

The Chamber of Agriculture, Fisheries, Livestock's and Forestry constitutes, alongside the public authorities, the consultative and representative body of the interests of professionals in agriculture, fishing, livestock breeding, forestry and wildlife.



— Siège du GECAM (ancien GICAM)

7. CNSP

The Cameroon National Shippers' Council (CNSC) is an administrative public establishment with legal personality and financial autonomy. Providing assistance to and protecting the interests of shippers with a view to contributing to the promotion of international trade are the missions assigned to the Cameroon National Shippers' Council (CNSC).

8. SYNDUSTRICAM

Syndustricam is an abbreviation for a syndicate or union of industries in Cameroon. It represents the interests of industrial companies operating in the country. Syndustricam advocates for policies favorable to the industrial sector, provide support and representation to its member companies, and contribute to the development of the industrial economy in Cameroon.

9. ONCC:

ONCC «Office National du Cacao et du Café/National Cocoa and Coffee Board ». It is an organization in Cameroon responsible for regulating and overseeing the cocoa and coffee industries. ONCC may be involved in activities such as licensing, quality control, market regulation, and promotion of these key agricultural commodities, which are significant exports for Cameroon.

10. ASSOBAACAM:

ASSOBACAM is "Association des Bananiers du Cameroun" (Association of Banana Producers of Cameroon). It represents banana growers, producers, or stakeholders involved in the banana value chain. ASSOBAACAM may focus on promoting the interests of the banana industry, advocating for favorable policies, and supporting the development of the sector.

11. CICC:

CICC «Conseil Interprofessionnel du Cacao et du Café/Interprofessional Council of Cocoa and Coffee ». It is an organization in Cameroon that serves as a council or regulatory body overseeing the cocoa and coffee industries. CICC plays a role in coordinating activities, setting standards, promoting best practices, and representing the interests of stakeholders within these sectors.

12. GEX:

GEX «Groupement des Exportateurs de Cacao et Café / Grouping of Cocoa and Coffee Exporters». It is an organization in Cameroon that represents exporters involved in the cocoa and coffee trade. GEX may work to facilitate exports, advocate for policies benefiting exporters, provide support and resources to its members, and contribute to the growth and competitiveness of the cocoa and coffee export sectors in Cameroon.

13. APICAM:

APICAM «Association Professionnelle des Ingénieurs Conseils et Sociétés d'Ingénierie du Cameroun/ Professional Association of Consulting Engineers and Engineering Firms of Cameroon». It is an association in Cameroon that represents consulting engineers and engineering firms. APICAM works to promote the interests of its members, ensure high professional standards in engineering practices, provide networking and professional development opportunities, and contribute to the advancement of the engineering profession in Cameroon.

14. CWEIC:

Commonwealth Enterprises and Investment Council is Committed to facilitating trade and investment throughout the 56 member nations of the Commonwealth.

The table below outlines some private sector groups by area of activities

	Sectors of activities of members	Private sectors organization	%
Primary sector (48,7%)	Agrosylvopastoral and fisheries production	AJECAM, CAPEF, CNOP-CAM, CWEN, ECAM, GECAM, GFAC, GIPEC, GPMECAM, PLANOPAC	12,8 %
	Production and marketing of fruits and vegetables	CAPEF, RHORTICAM	2,6 %
	Production and marketing of cocoa and coffee	CICC, CAPEF, NCWZ, SOWEFCU, UCCAO	6,4 %
	Production and marketing of cotton and leather	CNPCC, ICOTEC, ICUIR	3,8 %
	Production, processing, marketing of wood	ACFCAM/CTFC, AEFNA/SEFNA, ANEFNTB, ECAM, FECA-PROBOIS, GAAFCAM, GASFC, GFBC, IFFB, STIEPFS	12,8 %
	Palm oil production	UNEXPALM	1,3 %
	Livestock production	AJECAM, APESS, CNEBCAM, FEB	5,1 %
	Poultry production	IPAVIC	1,3 %
Secondary sector (28,2%)	Agro-industry	AEC, AJECAM, ASROC, ATPO, CBWLA, CCIMA, CWEN, ECAM, GECAM, GFAC, GIPEC, GPMECAM, SNPHEC, SPBC, UNAPEC	19,2 %
	Textile, clothing and leather industry	AJECAM, CCIMA, CWEN, GFAC, GIPEC, ICOTEC	6,4 %
	Industrials	GECAM, SYNDUSTRICAM	2,6 %
	Cosmetics industry	ANAPROC,	1,3 %
	Renewable energy	ACER, GECAM	2,6 %
	Energy – hydrocarbon – petrochemicals	ACAMET, GECAM, GPP	3,8 %
	Handicraft	FECAPROBOIS, GIPA	2,6 %
Tertiary sector (34,6%)	Finance and insurance	AJECAM, ANEMCAM, APECCAM, ASA, GECAM	6,4 %
	Construction	AEC, AJECAM, ANEER, BTP, CCIMA, ECAM, GECAM, GPMECAM	10,3 %
	Telecommunications	Active Spaces, AJECAM, CWEN, ECAM, GECAM, KMERTECH, REPTIC.COM	9,0 %
	Transportation and warehousing	AEC, AJECAM, CBWLA, CWEN, ECAM, GECAM, GPAC, GTTC, REPTROC, SNAVTC, UNAPEC.	14,1 %
	Tourism, leisure, catering and accommodation	AJECAM, APT-Cam, CWEN, GICAM, GFAC, GPMECAM, SPIHT	9,0 %
	Trade, import, export	AEC, AJECAM, CBWLA, CWEN, ECAM, GECAM, GFAC, GPMECAM, SCIEC	11,5 %
	Education and Training	AJECAM, CWEN, GIPEC, GPMECAM	5,1 %

3. Leveraging expertise and networks in doing business

The business ecosystem in Cameroon is shaped by various specificities, each influencing how businesses operate and navigate the economic landscape. Leveraging the expertise of the Cameroonian business ecosystem presents foreign businesses with opportunities to propel their ventures forward, tapping into trade networks, investment potential, and enterprise support structures. Understanding cultural sensitivities, engaging with the government, and demonstrating adaptability are key to success in this dynamic environment.

Cultural Sensitivity:

Cameroon's rich cultural diversity, with over 250 ethnic groups and languages, underscores the importance of cultural sensitivity in business interactions. Businesses must navigate linguistic nuances, traditions, and customs to build trust and rapport with local stakeholders. Respect for hierarchical structures, elders, and persons in authority, coupled with recognition of the value for personal relationships and social connections, lays the foundation for successful business engagements.

Government Engagement:

Engaging with the Cameroonian government is essential for businesses to navigate regulatory frameworks, access incentives, and stay informed about market conditions. Proactive engagement with government agencies, such as the Investment Promotion Agency (API) and relevant ministries, facilitates smoother registration processes and regulatory compliance. Participation in industry forums and workshops fosters collaboration and advocacy for private sector interests.

Adaptability:

Cameroon's business environment is characterized by rapid changes influenced by economic, political, and social dynamics. Businesses must demonstrate adaptability

to thrive amidst challenges such as infrastructure limitations, bureaucratic hurdles, and supply chain disruptions. Flexibility in strategy, operations, and partnership-building enables businesses to navigate uncertainties and maintain resilience in the face of evolving market conditions.

Business Practices in Cameroon:

Cameroon's business practices are shaped by a diverse cultural landscape, with English and French as official languages. English predominates in Anglophone regions, while French is prevalent in Francophone regions. Building relationships and respecting hierarchical structures are central to business etiquette, reflecting Cameroon's relationship-oriented culture.

Public Holidays and Language:

Awareness of public holidays and language preferences is essential for scheduling business activities and appointments in Cameroon. Modesty, respect for cultural norms, and adherence to local customs are paramount, particularly in predominantly Muslim regions. Dressing conservatively and displaying cultural awareness enhance business interactions and demonstrate respect for the host country's traditions.

To further leverage the expertise of the

Cameroonian business ecosystem, foreign businesses can implement the following strategies:

Customized Marketing Approaches:

Tailoring marketing strategies to align with local cultural norms, values, and preferences can enhance the effectiveness of promotional efforts. Understanding the nuances of Cameroonian consumer behavior, such as brand loyalty and purchasing habits, can guide foreign businesses in crafting targeted marketing campaigns.

Localization of Products and Services:

Adapting products or services to suit the specific needs and preferences of Cameroonian consumers can enhance market acceptance and competitiveness. This may involve product modifications, packaging adjustments, or offering localized customer support and after-sales services.

Compliance with Regulatory Frameworks:

Prioritizing compliance with local laws, regulations, and industry standards is essential for foreign businesses operating in Cameroon. This includes obtaining necessary permits and licenses, adhering to tax regulations, and ensuring compliance with labor laws and environmental regulations.

Investment in Talent Development:

Investing in the training and development of local talent can contribute to the long-term success and sustainability of foreign ventures in Cameroon. Building a skilled workforce not only enhances operational efficiency but also fosters positive relationships with local communities and authorities.

Engagement with Local Communities:

Demonstrating a commitment to corporate social responsibility and community engagement can enhance the reputation and credibility of foreign businesses in Cameroon. Supporting local initiatives, investing in community development projects, and maintaining open communication channels with stakeholders can strengthen ties with the local community.

Utilization of Local Networks and Resources:

Leveraging local networks, industry associations, and business support organizations can provide foreign businesses with valuable insights, contacts, and resources. Engaging with local chambers of commerce, trade associations, and business forums can facilitate access to market intelligence, potential partners, and business opportunities.

Business etiquette and culture

Cultural differences and insights that can impact business practices between both countries:

Communication Style:

In the UK, communication is often direct, straightforward, and explicit. Business meetings are usually formal, with a focus on clear communication and concise language.

In Cameroon, communication may involve more indirect language and non-verbal cues. It is important to pay attention to social hierarchies and show respect for elders and authority figures.

Punctuality:

Punctuality is highly valued in the UK, and being on time for meetings and appointments is considered respectful and professional.

In Cameroon, time may be viewed more flexibly, and meetings may start later than scheduled. Understanding and respecting this cultural norm can help in building relationships.

Business Etiquette:

In the UK, business etiquette includes a firm handshake, maintaining eye contact, and addressing others by their titles or last names.

In Cameroon, greetings are important, and it is customary to exchange pleasantries before discussing business matters. Showing interest in the other person's well-being can establish trust and rapport.

Decision-Making Process:

In the UK, decisions are often made quickly, and there is a focus on efficiency and effectiveness in business dealings.

In Cameroon, decisions may involve consensus-building and consultation with key stakeholders. Building relationships and trust before expecting swift decisions is essential.

Gift-Giving:

In the UK, gift-giving in business settings is not common and may be perceived as bribery. It is more common to exchange small tokens of appreciation.

In Cameroon, gift-giving is a common practice as a way to show respect and gratitude. Understanding the appropriate etiquette around gift-giving can enhance business relationships.

Responding to Emails:

In the UK, prompt and concise responses to emails are generally expected, reflecting a sense of professionalism and efficiency. Clear and to-the-point communication is valued.

In Cameroon, the response to emails may take longer, as relationship-building and face-to-face interactions are often prioritized. It is essential to understand the preference for personal connections in business dealings.

Follow-Up:

In the UK, following up on business interactions, meetings, and agreements is essential to demonstrate reliability and commitment. It is common practice to send follow-up emails or messages to confirm details and next steps.

In Cameroon, follow-up may involve more personal and relational elements, such as phone calls or in-person meetings to reaffirm commitments and strengthen relationships. Building trust through consistent follow-up is crucial.

Tone and Language in Written Communication:

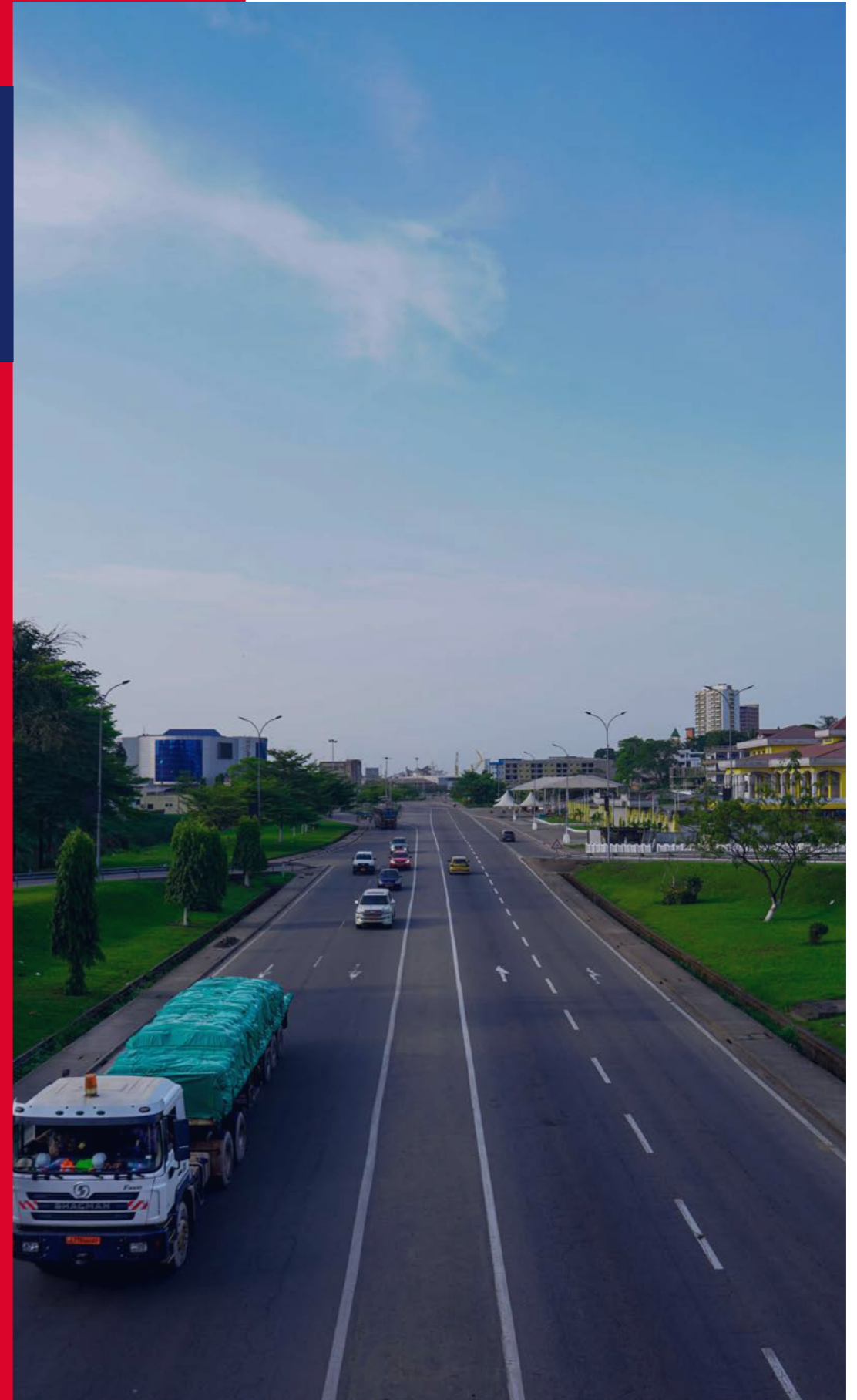
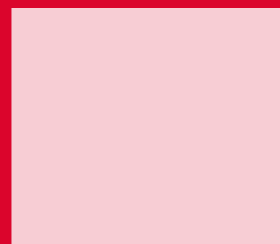
In the UK, written communication in emails and business correspondence is typically formal, professional, and polite. Clarity and correctness in language usage are valued.

In Cameroon, written communication may be more informal and relational, with an emphasis on establishing a personal connection through the tone of the message. Politeness and respect are also important aspects of written communication.



PART 4

EASY NAVIGATION OF PROCEDURES AND REGULATIONS



1. Procedures to Register a Business

	Step 1	Step 2	Step 3	Step 4	Step 5
INDUSTRIAL COMPANY	Company registration www.apme.cm	Registration with tax payer number www.impots.cm	Building permit www.minmidt.cm	Authorization to establish first call establishment www.apme.cm	
COMMERCIAL COMPANY	Company registration www.mybusiness.cm	Registration with tax payer number www.impots.cm	Registration in the Cameroon import/export register www.mincommerce.cm	Authorization to carry out a commercial activity for foreigner	Certificate of conformity
COCOA AND COFFEE TRADING COMPANY	Company registration www.mybusiness.cm	Registration with tax payer number www.impots.cm	Registration in the Cameroon import/export register www.mincommerce.cm	Authorization to carry out a commercial activity for foreigner	Certificate of conformity

for more information, visit the business portal

Documents required for company registration

It takes 72 hours to set up a company. Before applying to the CFCE to set up a business, you must first obtain a number:

For individuals	For legal entities
<ul style="list-style-type: none"> • 1 certified copy of the national identity card or birth certificate for nationals. For foreign nationals, the passport or residence permit; • 1 excerpt from Bulletin No. 3 of the criminal record for nationals. For foreign nationals, 01 excerpt from the criminal record issued in the country of origin or any other country. • 1 marriage certificate for those who are married. • 1 residence certificate • 2 4X4 photographs with names written on the back; • Where applicable, prior authorization to operate the business; • A business location plan signed by the applicant. 	<ul style="list-style-type: none"> • 2 Certified copies of the statutes of the future company; these may be drawn up by a notary or under private seal; • 2 Copies of the declaration of compliance, or of the notarized declaration of payment subscription; • 2 certified lists of managers, directors or partners who are indefinitely and personally liable, or who have the power to bind the company; • 1 prior authorisation to conduct business, where applicable; • 1 business location plan signed by the applicant.

Cost of company registration

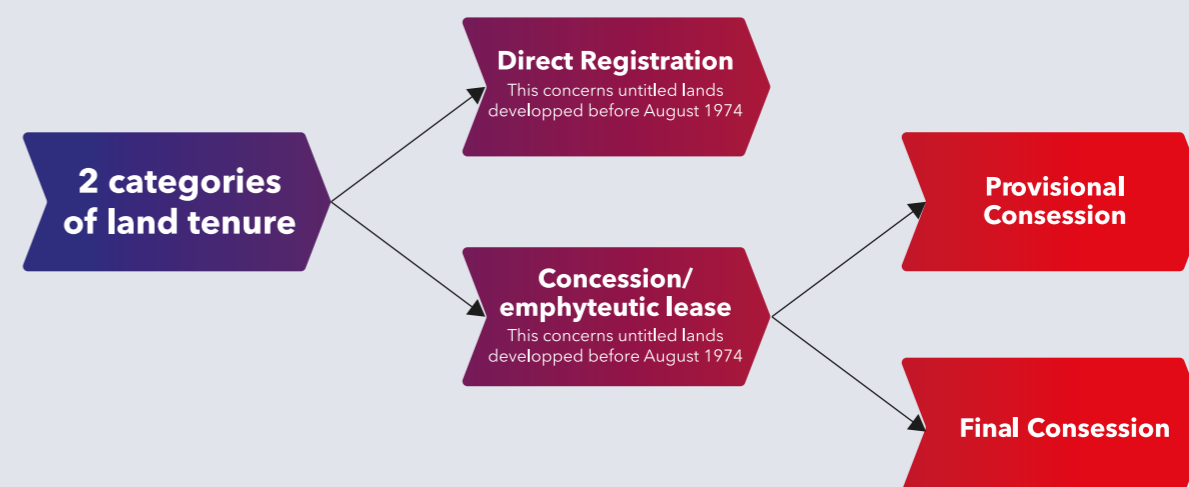
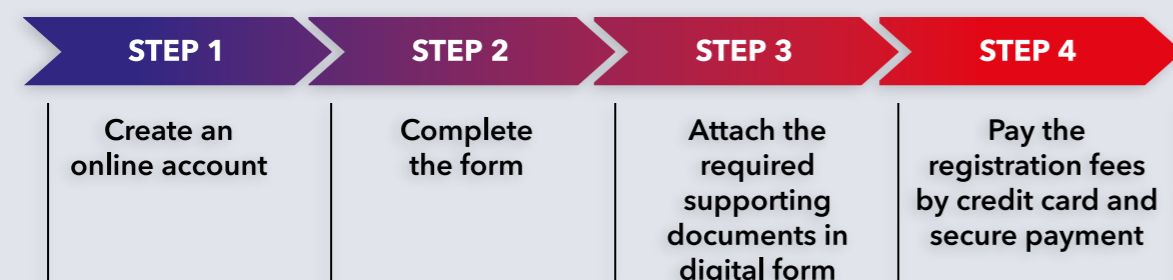
**subject to change, and should be verified with local counsel*

Bodies involved	Documents to be obtained	Amount required
Registry of the court of 1st instance	Registration in the Personal Property Credit Register	CFA 41,500 for individuals CFA 55,000 legal entity
National Social Insurance Fund	Attestation for submission to the NSIF	9.000 FCFA
Taxation Centre	Attestation of non-use of salaried staff	2.500 FCFA
	Taxpayer's card	0 FCFA
	Patent exemption certificate	0 FCFA
		10% of the annual amount of the lease declared for a tenant promoter
	Enregistrement contrat de bail	0.11% property value for an It is also possible owner

Land tenure

The methods and procedures for registering the national domain fall into two categories: **Direct registration**, and **Concession / emphyteutic lease**.

Company online registration

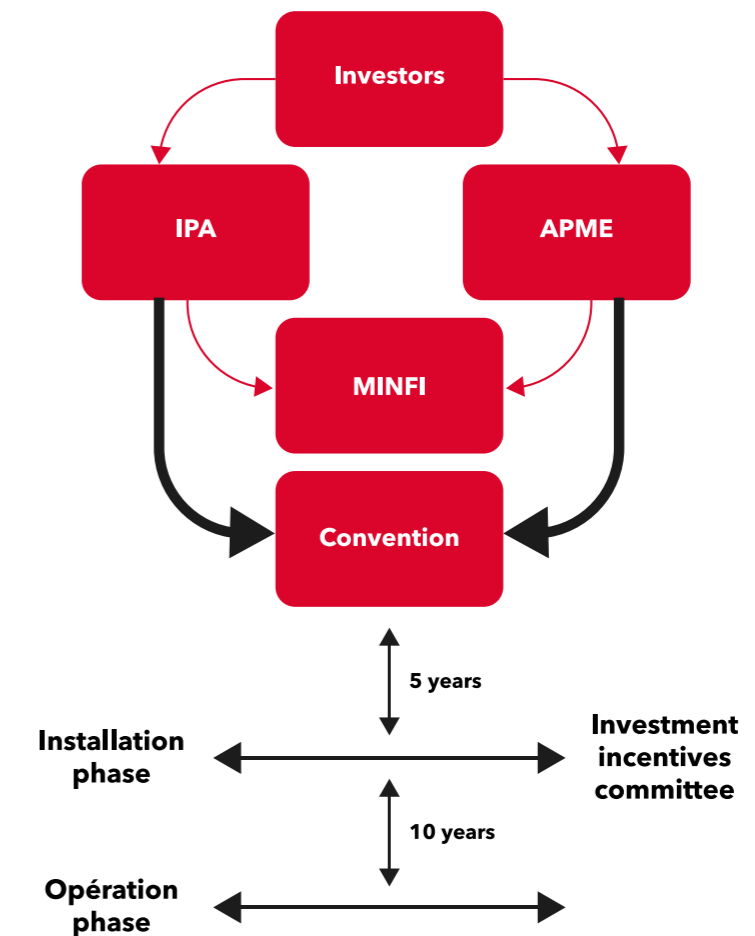


2. Tax regime and incentives

The tax code provides for three different regimes or systems. The illustration below summarizes all three

10 MILLIONS	10 MILLIONS	50 MILLIONS
Flat-rate tax regime	Simplified tax regime	Actual tax regime
Individuals or legal entities are subject to payment of tax in full discharge of their obligation with the exception of forestry operators, public officials and liberal profession who by law are automatically subject to the actual tax regime	They must keep their accounts in accordance with the simplified systems of the OHADA chart of accounts. They may opt for real tax regime if their turn over is between 30 million and 50 million. They cannot collect VAT.	Member of liberal profession and forestry operators are automatically subjected to this regime. They must keep their account in accordance with the standard system (SN) of the OHADA chart of accounts. VAT can only be collected and deducted by them.

Incentives regime provided for in the General Tax code



The incentives in addition to the common system (application of the General Tax Code), include :

Re-investment regime

The re-investment regime mainly concerns older enterprises. It applies to reinvestments of at least €25 million in the following main sectors: **agriculture, industry, forest, social, information and communication, technologies (ICT), tourism.**

The clear advantage is that it allows a 50% reduction in corporate tax (IS) or

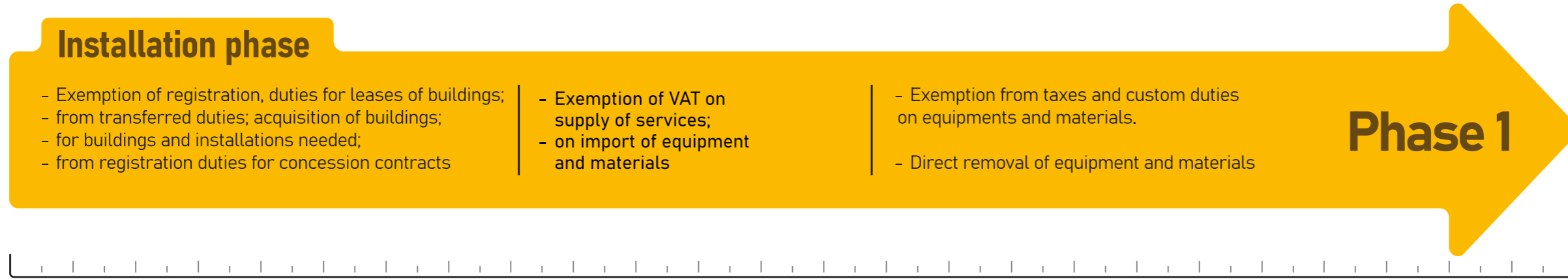
personal income tax (IRPP) on the amount of reinvestments, up to a maximum of half the declared profit. For ICTs, this reduction corresponds to 25% of the reinvestment, up to a maximum of a quarter of the declared profit

Stock regime

The stock market regime applies to newly listed companies. The conditions are those relating to stock market listing. The main advantages of this regime are reduced corporate tax rates depending on the stock market transactions carried out (increase, sale of shares, etc.)

3. Private Investment Incentives

Special incentives are instituted for private investments into Cameroon, within the 18 April 2013 law, implemented by the Cameroon Investment Promotion Agency (IPA). The figures below illustrate the stages.



5 years



5 years

10 years

4. Public Contracts, Subcontracting and Public Private Partnerships

Public contracts

Cameroon's Public Contracts are regulated by Decree No. 2018/366 of 20 June 2018 on the Public Contracts Code. This code is a result of the government's determination to improve and streamline the system for awarding, executing, monitoring, controlling and accepting public orders.

In order to streamline public procurement and ensure greater transparency, Cameroon has subdivided the system into several types of contracts:

- Works contracts, reserved for construction and miscellaneous development;
- Supply contracts, reserved for the acquisition of goods on a permanent or temporary basis (rental);
- Quantifiable service contracts, generally reserved for maintenance services of all kinds that do not require major supplies or design (cleaning, security, insurance);
- Non-quantifiable contracts for intellectual services, reserved for project management services, studies and designs, workshops, conferences and seminars;
- Design-build contracts, reserved for technical studies to define and build an asset (roads, buildings, electrical infrastructure);
- Contracts in the form of framework agreements, reserved for services where the project owner has no knowledge of the quantities or technical specifications of the equipment to be used;
- Multiannual contracts and contracts

with conditional tranches, reserved for projects for which all the funding cannot be raised in the same year.

- Reserved contracts, intended for certain trades or types of national or local companies or civil societies;
- Special contracts, reserved for strategic state orders (defence, security). These are projects involving confidential information.

Types of invitations to tender

Overall, an invitation to tender may be national or international, depending on the level of complexity.

In Cameroon, an invitation to tender, whether international or national, meets a legal requirement defined as follows :

- Open invitation to tender, reserved for all companies meeting the criteria in the tender documents (DAO);
- Restricted invitations to tender, reserved for companies that have been pre-qualified;
- Invitations to tender with competition, reserved for projects whose technical, aesthetic and financial reasons justify special research (architectural designs, decoration, etc.);
- Two-stage invitations to tender, reserved for projects based more on performance issues than technical specifications (health insurance, concessions to operate goods and/or services, etc.).



Conditions for companies and consultancies firms

Depending on the type of service to be provided, access to public contracts is based on the principle of freedom and equality.

Individual restrictions may apply in terms of :

- Compliance of the company with the type of goods or services ordered;
- The company's level of competitiveness in relation to the value of the goods or services ordered;
- Category of the company in relation to the field of activity;
- Belonging to an economic or geographical area;

Content of tender document

Generally speaking, in Cameroon, a company's tender file for a call for tenders consists of three volumes :

Administrative file

The administrative file contains the company's administrative documents relating to the legal existence of the structure, taxes, Public Contract Regulatory Board (ARMP), the National Social Insurance Fund (NSIF), the company's letter of intent to bid accompanied by the bid bond

Technical offer

The bidder describes the technical content of the project while presenting its references in the field and its human and material resources. Depending on the complexity of the project, the project owner may require the company's key personnel to belong to a specific professional association (medical association, lawyer, architect, electrician, IT specialist, etc.). Proof of the tenderer's legal and technical approval is provided by the approval of the special technical specifications (CCTP) and the Special administrative specifications (CCAP).

Financial offer

The financial bid is supported by an estimate of quantities and costs based on the unit price list in words and figures, and gives the amount, exclusive of tax and including all taxes, proposed by the tenderer to provide the services requested by the project owner. The unit prices are also supported by the price sub-details indicating their breakdown.

Public Private partnerships

Cameroon's Public Private The partnership contract regime is governed by the provisions of Law No. 2008/009 of 16 July 2008 setting out the tax, financial and accounting regime applicable to partnership contracts. It provides a number of incentives, depending on contract progress.

Taxation during the design-execution phase

- VAT: borne by the public partner;
- Registration: free of charge for all contracts and deeds;
- Customs duties: payment of taxes and customs duties by the public partner (TEC, import VAT, CAC, TCI, CCI, OHADA tax);
- ATS: equipment imported for the needs of the project for temporary use benefits from the Special Temporary Admission (ATS) regime, with the public partner paying the taxes and customs duties corresponding to the stay;
- Exemption from embarkation inspection on request.

Taxation during the operating phase

- IS: 5% discount on the nominal rate for the first 5 years of operation;
- Depreciation: accelerated depreciation for the first 5 years;

- Registration: free of charge for all deeds for the first 5 years;
- Tax losses: can be carried forward successively until the 5th tax year.

Financial regime

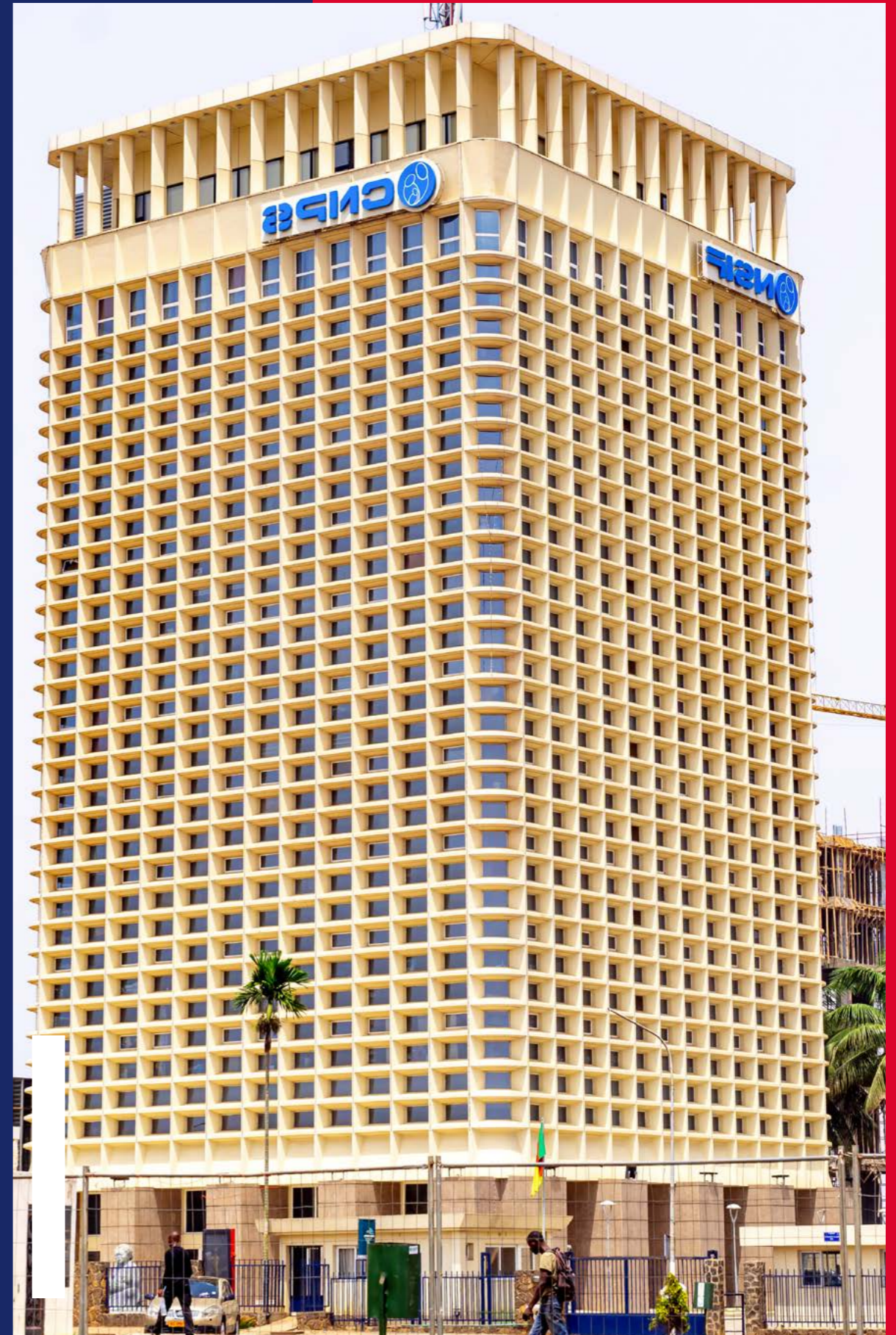
- Total financing by the private partner;
- Joint financing by the State and the private partner;
- Financing by a third-party organisation;
- Joint financing by the State and local and regional authorities;
- Joint financing by the State, regional and local authorities and a private partner;
- Financing by the Regional and Local

- Authorities and a private partner;
- The financial terms of management, operation and remuneration of the investment are set by agreement between the parties;
- The cost of the investment is the only component likely to be the subject of an assignment of receivables;The assignment of the partnership contract is subject to the prior authorisation of the Prime Minister,
- following a reasoned opinion from the public partner;
- The commitments made by the public entity under a partnership contract are entered in its budget.



PART 5

RISK MANAGEMENT AND SECURITY CONSIDERATIONS



1. Potential risk factors

Economic Risks:

Dependency on Commodity Prices:

Cameroon's economy is vulnerable to fluctuations in global commodity prices, particularly oil and gas. Businesses should diversify their portfolios to mitigate this risk.

Infrastructure Challenges:

Inadequate infrastructure, particularly in transportation and energy sectors, may impact supply chains and operational efficiency. Investing in alternative solutions or collaborating with local partners can help navigate these challenges.

Foreign Exchange Risks:

Currency fluctuations, given Cameroon's reliance on the Central African CFA franc, can affect the cost of imports and exports. Businesses should hedge against currency risks where possible.

Security Risks:

Crime and Theft:

Instances of petty crime and theft are prevalent in urban areas. Implementing robust security measures and conducting thorough risk assessments can help mitigate these risks.

Terrorism:

While Cameroon has faced sporadic terrorist attacks, particularly in the Far North region, the risk remains relatively low compared to some neighboring countries. However, businesses should remain vigilant and stay informed about security developments.

Socio-political factors:

Protests and demonstrations may occur. Businesses should monitor local media and government advisories to anticipate and respond to potential unrest.

Health and Sanitation:

Ensuring the health and safety of employees is paramount, particularly in light of public health concerns such as disease outbreaks. Implementing health and safety protocols in line with local regulations and international standards is essential.

Natural Disasters:

Cameroon is susceptible to natural disasters such as flooding and landslides, particularly during the rainy season. Businesses should have contingency plans in place to respond to emergencies and protect assets.

Mitigating Measures for Businesses

Risk Assessment:

Conduct a comprehensive risk assessment to identify potential political, economic, security, and safety risks specific to your business operations in Cameroon.

Legal and Regulatory Compliance:

Ensure compliance with local laws and regulations governing business operations, taxation, and licensing. Seek legal counsel if needed to navigate complex regulatory frameworks.

Contingency Planning:

Develop contingency plans to mitigate potential disruptions, including political instability, natural disasters, and supply chain disruptions. These plans should outline response protocols and communication strategies.

Insurance Coverage:

Consider obtaining comprehensive insurance coverage to protect against various risks, including political risk insurance, business interruption insurance, and health insurance for employees.

Local Partnerships:

Collaborate with local partners and stakeholders who have a thorough understanding of the operating environment. They can provide valuable insights and support in navigating regulatory requirements and mitigating risks.

Security Measures:

Implement robust security measures to safeguard personnel, assets, and operations. This may include physical security enhancements, cybersecurity measures, and employee training on safety protocols.

Continuous Monitoring:

Continuously monitor political, economic, security, and safety developments in Cameroon through local media, government advisories, and relevant international organizations. Stay informed and adapt strategies accordingly to mitigate emerging risks.

2. Insurance and risk management

Navigating the complexities of international trade in Cameroon requires a comprehensive approach to risk management, including leveraging insurance options and understanding the regulatory landscape. Cameroon, as a

member of various international agreements and organizations, offers opportunities for businesses to mitigate risks through insurance coverage and adherence to internal regulations.



Here are some options and strategies for businesses looking to manage risks effectively in their international trade endeavors in Cameroon:

- World Trade Organization (WTO)
- Preferential trade agreements with regional and international partners

International Agreements:

Cameroon is a member of various international agreements and organizations that facilitate trade and provide mechanisms for managing risks. These include:

- Economic Community of Central African States (ECCAS)
- African Continental Free Trade Area (AfCFTA)

Internal Regulations:

Cameroon has internal regulations governing trade and investment, including customs procedures, taxation, and licensing requirements. The Ministry of Commerce, Ministry of Finance, and Customs Department oversee regulatory compliance.

In Cameroon, navigating the regulatory landscape governing trade and investment requires a comprehensive understanding of the diverse laws, regulations, and oversight bodies involved. Here's a detailed overview:

Anti-Corruption Laws:

The Anti-Corruption and Transparency Act, overseen by the National Anti-Corruption Commission (CONAC), prohibits bribery and corruption in business transactions. Compliance with these laws is essential for ethical business conduct and risk mitigation.

Protectionist Policies:

The government may implement protectionist initiatives like the "Made in Cameroon" campaign to promote domestically produced goods. These policies are administered by the Ministry of Trade and aim to stimulate local industries and reduce reliance on imports.

Import Regulations:

Importation is governed by the Customs Code of Cameroon, regulated by the General Directorate of Customs (DGD). The DGD enforces customs procedures, tariffs, and import restrictions to control the flow of goods into the country and ensure compliance with trade regulations. Import duties vary depending on the nature and value of the goods imported, ranging from 5% to 30% of the customs value.

Arms and Embargo Laws:

The Arms and Ammunition Act regulates the import, export, and possession of arms and embargoed goods. The Ministry of Defense collaborates with international bodies like the United Nations to enforce these laws and prevent illicit arms trafficking.

Marketing and Sales Regulations:

The Cameroon Association of Marketing Professionals (CAMP) oversees marketing

and sales activities, ensuring adherence to laws such as the Consumer Protection Code. Compliance with marketing regulations is crucial for consumer safety and fair business practices.

Intellectual Property Protection:

Intellectual property rights, including patents and trademarks, are safeguarded by the Ministry of Industry, Mines, and Technological Development. The Industrial Property Office (OAPI) facilitates the registration and protection of intellectual property, promoting innovation and creativity. Registration fees for patents and trademarks vary but typically range from XAF 100,000 to XAF 500,000 (approximately £140 to £700).

Standards and Technical Regulations:

The Standards and Quality Agency (ANOR) enforces standards for product labeling and packaging to ensure compliance with quality and safety requirements. Adhering to technical regulations is vital for maintaining product integrity and consumer trust.

Taxation Laws:

Taxation laws, governed by the General Tax Code and Customs Code, are overseen by the General Directorate of Taxation (DGI). This includes value-added tax, corporate tax, excise duty, and other levies. Understanding tax obligations is crucial for financial planning and regulatory compliance.

- Value-Added Tax (VAT): Standard rate of 19.25% on most goods and services.
- Corporate Income Tax: Standard rate of 33.33% on taxable profits.

- Excise Duty: Rates vary depending on the type of goods, ranging from 5% to 60%.
- Withholding Tax: Rates vary depending on the type of income, ranging from 5% to 20%.

Double Taxation Agreements:

Cameroon has double taxation agreements with various countries to prevent the taxation of income in multiple jurisdictions. The Ministry of Finance manages these agreements, facilitating international trade and investment by eliminating tax barriers.

Employment Laws:

Employment regulations, outlined in the Labor Code, protect workers' rights and establish labor contracts. The Ministry of Labour and Social Security enforces these laws, ensuring fair labor practices and workplace conditions. Employment regulations outlined in the Labor Code include mandatory social security contributions, which typically range from 6% to 8% of gross wages, depending on the specific benefits provided.

By navigating these laws, regulations, and oversight bodies effectively, businesses can seize trade and investment opportunities in Cameroon while mitigating legal and compliance risks. Collaborating with legal advisors and industry experts can further enhance understanding and adherence to regulatory requirements, fostering sustainable business growth in the region.

Main Actors - Institutional:

- Ministry of Commerce: Responsible for formulating and implementing trade policies and regulations.
- Customs Department: Manages customs procedures, tariffs, and import/export controls.
- National Agency for Investment

- Promotion: Facilitates foreign investment and provides support to businesses.
- Chamber of Commerce, Industry, Mines, and Crafts: Represents the interests of the business community and provides support services to traders and investors.

Main Actors - Private Sector:

Insurance Companies:

Private insurance companies in Cameroon offer various types of insurance coverage for businesses engaged in international trade.

- AXA Cameroon
- Chanas Assurances
- Activa Assurances
- Saham Assurance Cameroon
- Allianz Cameroon
- NSIA Insurance
- ZENITH Insurance

Banks and Financial Institutions:

Provide trade finance services, such as letters of credit, trade credit insurance, and export financing.

- Afriland First Bank
- Société Générale Cameroun
- Ecobank Cameroon
- Standard Chartered Bank Cameroon
- United Bank for Africa (UBA) Cameroon
- Banque Internationale du Cameroun pour l'Épargne et le Crédit (BICEC)

Freight Forwarders and Logistics Companies:

Assist in managing logistics, transportation, and customs clearance for international trade transactions.

- Bollore Transport & Logistics Cameroon
- DHL Cameroon
- SDV Cameroon (a subsidiary of Bollore

- Transport & Logistics)
- Maersk Cameroon
- Kuehne + Nagel Cameroon
- DSV Cameroon (formerly UTi Worldwide)

Procedures for Coverage:

- Businesses can obtain insurance coverage for international trade risks through private insurance companies. The process typically involves:
 - Assessing risks associated with specific trade transactions.
 - Selecting appropriate insurance coverage based on identified risks.
 - Submitting insurance applications and relevant documentation to insurance providers.
 - Paying premiums to secure coverage for the desired period.

Types of Coverage:

- Export Credit Insurance: Protects exporters against non-payment by foreign buyers.
- Marine Insurance: Covers goods in transit against loss or damage during transportation by sea, air, or land.
- Political Risk Insurance: Provides coverage for losses due to political events, such as expropriation, currency inconvertibility, and political violence.
- Trade Credit Insurance: Protects

- businesses against losses resulting from non-payment by domestic or international customers.
- Cargo Insurance: Covers goods against loss, damage, or theft while in transit.

Affordability:

The affordability of insurance coverage depends on various factors, including the level of risk, the value of goods being insured, and the duration of coverage. Premiums may vary among insurance providers, so businesses should compare quotes to find the most cost-effective options.

Guarantee Mechanism:

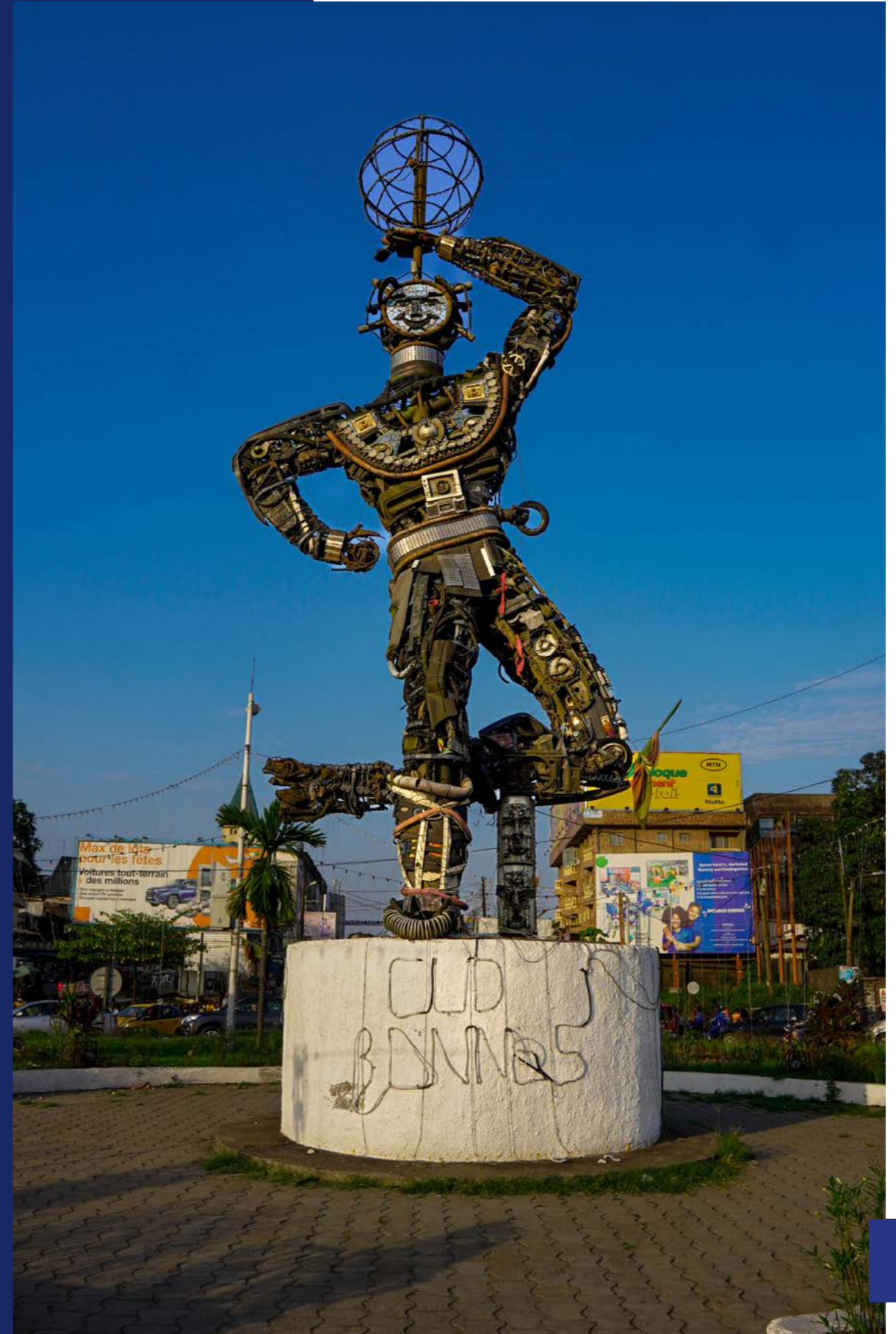
Some insurance providers offer guarantee mechanisms, such as letters of credit or bank guarantees, to secure payment obligations in international trade transactions. These mechanisms provide assurance to trading partners and mitigate risks associated with non-payment or default.

By leveraging insurance options and risk management strategies, businesses engaged in international trade in Cameroon can protect themselves against potential risks and uncertainties, thereby facilitating smoother and more secure trade transactions.



PART 6

**BUSINESS TRAVEL,
TRADE EVENTS**



1. Business Travel:

As you prepare for your journey to Cameroon, it's important to be well-informed about the necessary entry requirements, local customs, and safety measures to ensure a successful and enjoyable experience. This guidance provides comprehensive information on essential aspects such as passport validity, visa procedures, health precautions, and safety recommendations to help you navigate your trip with confidence and ease.



Entry Requirements:

Ensure that your passport is valid for at least six months from your date of entry into Cameroon, with at least two blank pages available. British nationals must hold a valid visa to enter Cameroon, which cannot be obtained upon arrival. However, if you possess a valid Cameroonian residence permit (CERPAC or Green Card), you may be exempt from visa requirements. For detailed information on entry requirements, consider contacting the Cameroon High Commission in London.

Yellow Fever Vaccination:

Yellow fever vaccination is mandatory for travelers arriving from countries with a risk of yellow fever transmission. This requirement is strictly enforced, and it's advisable to check the latest list of affected countries on the World Health Organization (WHO) or the National Travel Health Network and Centre's Travel HealthPro website.

Money Matters:

Cameroon operates primarily as a cash economy, although credit and debit card usage is increasing, especially in urban areas. It's recommended to carry enough foreign currency to cover expenses, as exchanging money on the street is illegal, and travelers' cheques may pose difficulties. Take precautions against credit card fraud and consult your card issuer before traveling.

Local Laws and Customs:

Respect local laws and customs, as homosexuality is generally unacceptable in Cameroon, with strict legal consequences. Avoid possession, use, or trafficking of illegal drugs, and be aware of prohibited items such as certain beverages, food items, and artifacts. Modest behavior and attire, particularly in conservative areas and religious sites, are advised.

Safety and Security:

Stay informed about local news and developments, especially regarding civil unrest, curfews, and movement restrictions. Exercise caution during road travel due to potential hazards such as robberies and car-jackings. Be vigilant in crowded areas and consider pre-deployment security training if working in Cameroon.

The security situation in Cameroon varies across different regions, and it's important for travelers to be aware of specific advisories issued by the Foreign, Commonwealth & Development Office (FCDO).

Health Precautions:

Consult a healthcare professional before your trip to ensure necessary vaccinations and preventive measures, especially against diseases like malaria, typhoid, and yellow fever. Obtain comprehensive travel health insurance to cover medical expenses and emergencies during your stay.

Travel Insurance:

Obtain comprehensive travel and medical insurance coverage before traveling to Cameroon to safeguard against unforeseen circumstances and emergencies.

Air Travel Options to Cameroon:

Several airlines offer flights to Cameroon, connecting various international destinations to major airports in the country. Some of the prominent airlines include:

- Air France
- Brussels Airlines
- Cameroon Airlines Company
- Emirates
- Ethiopian Airlines

- Kenya Airways
- Qatar Airways
- Royal Air Maroc
- Turkish Airlines

These airlines operate routes connecting major cities around the world to Cameroon's main airports, including:

- Douala International Airport (DLA): Located in Douala, Cameroon's largest city, this airport serves as a major hub for domestic and international flights.
- Yaoundé Nsimalen International Airport (NSI): Situated in Yaoundé, the capital city of Cameroon, this airport offers connections to various domestic and international destinations.

Hotels in Cameroon:

Cameroon boasts a range of accommodation options to suit various preferences and budgets. Some recommended hotels in major cities and their ratings should be checked on credible, publicly reviewed online websites.

Transport Options in Main Cities:

Transportation within major cities in Cameroon, particularly Douala and Yaoundé, includes:

- Taxis: Taxis are readily available and commonly used for getting around cities.

Ensure to negotiate fares before the journey or opt for metered taxis where available.

- Car Rentals: Several car rental companies operate in major cities, offering self-drive options or chauffeur-driven services for convenient transportation.
- Public Transport: Public buses and minibusses (known as "bendy buses" or "taxi-brousses") provide affordable transportation options for traveling within cities and surrounding areas.
- Motorbike Taxis: Motorbike taxis, known locally as "bend-skinners" or "Okadas," are popular for short-distance travel within cities, offering a quick and convenient mode of transportation.
- App based transports (Yango, Gozem...)
- Car rentals (Rent Auto...)

These transport options facilitate easy movement within major cities, allowing travelers to explore attractions, conduct business, and access essential services efficiently during their stay in Cameroon.

For further assistance or urgent help while abroad, reach out to the nearest British Embassy, Consulate, or High Commission. Stay updated with the latest travel advisories from the Foreign, Commonwealth & Development Office (FCDO) to ensure a safe and enjoyable trip to Cameroon.

2. Key contacts and business events

Establishing reliable contacts and conducting thorough market research are panel steps for UK businesses aiming to expand into Cameroon. The following resources can provide valuable assistance in navigating the Cameroonian market landscape and identifying business opportunities:



Cameroon Chamber of Commerce, Industry, Mines, and Crafts (CCIMC):

The CCIMC serves as a key point of contact for businesses looking to enter the Cameroonian market. They offer information on local regulations, business practices, and investment opportunities.

UK Department for Business Trade (DBT) in Cameroon:

The DBT office in Cameroon provides tailored support and guidance to UK companies interested in doing business in the country. They offer services such as market research, business matching, and assistance with trade missions.

Local Business Associations:

Engaging with local business associations and industry groups can provide valuable insights into market trends, consumer behavior, and regulatory requirements specific to various sectors in Cameroon. Law No. 2021/023, dated December 16, 2021, governs interprofessional organizations in Cameroon. This legislation outlines the framework within which interprofessional organizations operate, addressing their establishment, functions, governance structure, and operational guidelines. It aims to promote collaboration and coordination among various professional entities, fostering synergy and efficiency in their activities while ensuring compliance with legal standards and safeguarding the interests of stakeholders involved. The law sets forth provisions aimed at enhancing the effectiveness and accountability of interprofessional organizations, thereby contributing to the overall development and prosperity of Cameroon's professional landscape.

Trade Events and Exhibitions:

Participating in trade events, expos, and exhibitions in Cameroon offers UK businesses opportunities to showcase their products and services, network with local stakeholders, and explore partnership prospects. Events such as the Cameroon International Business, Trade, and Investment Conference (CIBIC) and the International Trade Fair of Cameroon are worth considering.

- PROMOTE: (Salon de l'entreprise, de la PME et du Partenariat). <http://www.salonpromote.org>
- FIAC: (Foire Internationale des Affaires et du Commerce) FIAC Douala, or the International Fair of Business and Trade in Douala, is a significant event in the economic landscape of Cameroon. It serves as a platform for businesses, both local and international, to showcase their products and services,

explore trade opportunities, and foster partnerships. The fair typically attracts a diverse range of exhibitors from various industries, including manufacturing, agriculture, technology, and services. Additionally, FIAC Douala often features conferences, workshops, and networking sessions aimed at promoting business development and economic growth in the region. Overall, FIAC Douala plays a crucial role in facilitating trade and investment activities, stimulating economic development, and promoting Cameroon as a hub for commerce and entrepreneurship. <http://www.fiacdouala.or>

- AFRIBAT: (Salon du Batiment et des métiers connexes) : Afribat is an economic event that holds particular significance by bringing together key players in the construction sector. It serves as a platform where leaders in construction, project sponsors, and public and private decision-makers from African countries gather to present upcoming building and infrastructure projects. The event stands out for the presence of international financing institutions, making it a prime venue for developing partnerships and securing funding for these projects. <http://togo.salonafribat.com/>
- PME EXCHANGE: Forum International de la PME, pmexchange.cm, The PME Exchange, as part of the International SME Forum, serves as a gathering point for various stakeholders involved in the development of small and medium-sized enterprises (SMEs), including microenterprises (TPE), small and medium-sized industries (PMI), and SMEs. It functions as a platform for fostering collaboration, sharing insights, and promoting sustainable economic recovery. By facilitating discussions and forward-looking analysis, the PME Exchange aims to contribute to successful and enduring economic revitalization efforts. Additionally, it

plays a crucial role in organizing and connecting SMEs within value chains, fostering linkages with both technical and financial partners to support their growth and development initiatives. <https://pmexchange.cm/>

- JNPME (Journées Nationales de la PME):
- JNM (Journées Nationales du Management) : The National Management Days serve as a forum for exchange, debate, and the adoption of new management technologies, as well as for promoting awareness on issues of strategy, organization, and management to enhance the performance and overall competitiveness of African enterprises. This event brings together over 400 experts, senior executives, operational managers, managers at all levels, opinion leaders, and media personalities. It provides a platform for sharing insights, discussing best practices, and exploring

innovative approaches to management that can drive the growth and success of businesses across Africa.

- SIARC (Salon International de l'Artisanat du Cameroun)
- SAGO (Salon de l'Action gouvernemental)
- FOMARIC (Foire musicale et artistique)
- F2I (Forum des investisseurs internationaux) <https://f2icameroun.com/>
- Salon de l'entrepreneuriat Feminin en Afrique Centrale

By leveraging these contacts, conducting thorough market research, and actively participating in trade events, UK businesses can effectively position themselves for success in the dynamic and growing market of Cameroon.





PART 7

**ACCESSING THE
UK MARKET**



1. Why choose to do business with the UK?

The United Kingdom stands as a beacon of success, offering unparalleled opportunities for global business ventures. With a rich history of innovation, a highly skilled workforce, and a commitment to fostering growth, the UK emerges as the ultimate destination for businesses aiming to thrive in tomorrow's economy.



Attractive Business Environment:



Global Connectivity



Proven Track Record



Innovation and Research Excellence



Supportive Ecosystem and Infrastructure

With world-leading talent, top-ranked universities, and a thriving ecosystem of accelerators and incubators, the UK offers unparalleled support for businesses to grow and succeed. The government's commitment to R&D funding, tax incentives, and venture capital financing further enhances the ecosystem for innovation and entrepreneurship.

As a leading trading nation committed to sustainability and innovation, the UK offers a dynamic environment for businesses to thrive. Whether it's accessing global markets, harnessing cutting-edge technologies, or tapping into a skilled workforce, the UK provides the ideal platform for businesses to unlock their full potential and achieve long-term success.

UK-Cameroon Economic Partnership Agreement

- The UK Government recognizes trade as a vital catalyst for economic growth, facilitating positive changes such as increased incomes, job support, and poverty alleviation.
- Post-Brexit, continuity in trading arrangements with developing nations is prioritized, with a focus on expanding relationships.
- The UK-Cameroon Economic Partnership Agreement (EPA), signed in March 2021, solidifies the robust trading relationship between the two nations, primarily covering trade in goods.
- Cameroonian businesses benefit from duty-free quota-free access to the UK market under the EPA, fostering trade, job sustainability, and long-term trade ties.
- Beyond transitioning the EPA, ongoing discussions with the Cameroonian Government aim to enhance future trade arrangements.
- The EPA's flexibility allows for

potential accession by other Central African countries, reflecting the UK's commitment to regional integration.

Scope of the Agreement:

The EPA encompasses trade in goods, incorporating provisions on preferential tariffs, customs, rules of origin, sanitary and phytosanitary measures, technical barriers to trade, and trade remedies.

Benefits for Cameroonian Businesses:

- The EPA supports job creation and economic development in Cameroon by ensuring continuity in trading arrangements with the UK, including tariff-free access to its market.
- Rules of Origin provisions enable product cumulation with specified third countries, easing access to the UK market for Cameroonian exports.
- Asymmetric tariff liberalization, agreed upon by Cameroon, gradually implements tariff reductions for UK businesses, considering developmental differences.





About the Department for Business and Trade (DBT)

The UK's Department for Business and Trade (DBT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions' free trade.

We are the UK's department for economic growth with responsibility for supporting businesses, opening up new international markets, as well as promoting free trade, economic security and resilient supply chains.

Meet our DBT experts and discuss new opportunities.

For more information, please contact:



Michael KIMBI TCHENGA

Country Director

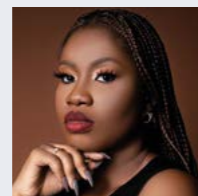
UK Department for Business and Trade
michael.tchengawanchi@fcdo.gov.uk



Bertine MBICHO BUMAKOR

Trade Advisor

UK Department for Business and Trade
bertine.mbicho@fcdo.gov.uk



AMAKA EKEZIE

ESS Adviser: West Africa

Export Support Service (ESS)
Amaka.Ekezie@fcdo.gov.uk

2. Overview of business and investment opportunities in the UK

Mining opportunities in the UK

The mining industry in the UK is known for its wide-ranging approach, covering aspects like history, technology, caring for the environment, managing finances, and promoting sustainability. This diverse strategy makes the UK a major player in the worldwide mining scene, offering ample opportunities for foreign businesses looking for trade and investment.



Here are some highlights of the UK mining sector capabilities.

Mining Heritage:

The UK boasts a long history of mining, which has led to the development of a well-established industry reputation and expertise.

Critical Raw Materials and Clean Growth:

Emphasizing its Critical Mineral Strategy, the UK focuses on fostering domestic capabilities, collaborating with international partners, and promoting responsible and transparent international markets for critical minerals.

Environmental, Social, and Governance (ESG) Standards:

Prioritizing adherence to high ESG standards, the UK ensures that mining activities align with environmental, social, and governance principles, reflecting its commitment to responsible resource extraction.

Mining Technology and Services:

UK companies offer specialized services and technologies to the mining sector, including

consultancy, equipment manufacturing, environmental services, and the development of autonomous mining technologies.

Geological Expertise and Research:

Leading geological survey organizations and academic institutions in the UK provide objective geoscientific data and knowledge, supporting sustainable resource extraction and environmental management.

Responsible Mining Finance and Standards:

The City of London serves as a global hub for responsible mining finance, setting standards and providing financing solutions for mining projects worldwide.

Sustainability and Energy Transition:

UK expertise extends to sustainability initiatives and energy transition strategies in mining, with a focus on developing renewable energy solutions to reduce carbon emissions and enhance energy efficiency.

Some UK mining companies

With a commitment to sustainability and innovation, UK companies are leveraging their expertise to revolutionize the mining industry, offering tailored solutions to enhance operational efficiency, safety, and environmental stewardship. UK companies are well-positioned to contribute to the development of Africa's mining industry while fostering economic growth and social progress. Through partnerships and collaboration, the UK aims to support Africa's transition towards sustainable and responsible resource extraction, driving mutual prosperity and advancement.



Leveraging its 30-year heritage in Formula 1, McLaren Applied provides advanced engineering and technology solutions tailored for the mining industry.



Specializing in mobile mining technology, Mine Tech Services offers consultancy services, business intelligence tools, and software solutions aimed at enhancing operational productivity and efficiency.



As a fully integrated group of environmental, engineering, and technical services businesses, RSK offers a wide range of mining-related services spanning hydrology, geotechnical, environmental permitting, and sustainability.



Renowned as a world-leading geological survey organization, BGS provides objective and authoritative geoscientific data and knowledge to support responsible resource management.

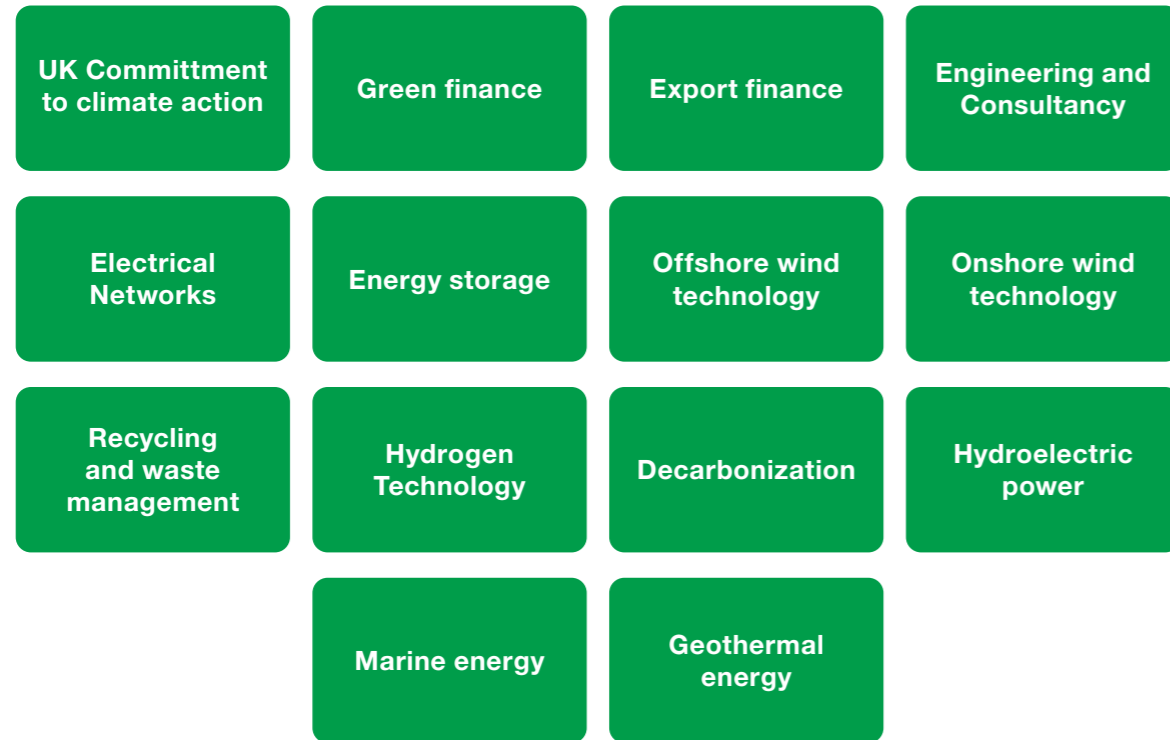


Innovating in the field of autonomous drilling rigs, Tribe Technology aims to revolutionize the mining industry by enhancing safety and efficiency.



Setting the standard in safety, Ardent specializes in designing, manufacturing, and installing fire suppression systems for mining and quarrying equipment.

3. Renewable energy



The United Kingdom (UK) is leading the global transition towards low-carbon energy solutions to combat climate change and reduce carbon emissions. With a strong policy framework and favorable investment environment, the UK presents significant opportunities in the renewable energy sector.

UK's Commitment to Climate Action:

- The UK has pledged to achieve net-zero carbon emissions by 2050, making it the first major economy to do so.
- Legally binding targets set through the Climate Change Act have led to a substantial reduction in emissions while promoting economic growth.
- The UK's low-carbon sector employs over 460,000 individuals, fostering innovation and growth in renewable energy technologies.

Renewable Energy Landscape:

- The UK excels in various renewable energy technologies, with offshore wind leading globally in installed capacity.
- Substantial investments in renewable energy have driven supply chain development and export opportunities.
- Expertise extends to grid integration, managing intermittency, and advancing energy storage technologies.

Export Opportunities and Priorities

- Key priority markets for renewable energy exports include East Africa and Nigeria, where collaboration and investment opportunities are abundant.
- Initiatives such as COP26 and strategic partnerships aim to address market entry

barriers and promote sustainable energy solutions.

- The UK offers green financing solutions to support project development and delivery in overseas markets.

- The UK offers expertise in engineering, environmental consultancy, energy management, and project management.

Export Priorities Market: Cameroon

Cameroon presents significant potential for renewable energy development, making it a priority market for UK exports. Focus areas include infrastructure development, capacity building, investment support, and policy enhancement. Through collaboration, the UK aims to unlock Cameroon's renewable energy potential, contributing to sustainable development and global climate goals.

Offer for Renewable Energy:

- The UK provides financial structuring, capital raising, and professional services critical for project implementation.
- Institutions like the UK Export Finance offer credit lines and insurance products to support exporters and mitigate risks.

Overall

The UK's commitment to sustainability, coupled with its expertise in renewable energy, positions it as a premier investment destination and trusted partner in addressing global climate challenges.



UK green finance offer for renewable energy

Financial structuring

Capital raising

Legal services

Accounting and insurance

- The UK excels in structuring financial packages tailored to the unique requirements of renewable energy projects.
- Leveraging its expertise in financial engineering, the UK ensures the viability and attractiveness of these projects to investors.
- The UK has a robust financial ecosystem and access to global capital markets, enabling it to raise capital for renewable energy projects through various means.
- Whether through equity investments, debt financing, or innovative financial instruments, the UK provides avenues for securing funding for sustainable energy initiatives.
- The UK offers world-respected legal services and expertise in crafting robust legal frameworks specifically tailored to renewable energy projects.
- UK legal services ensure the smooth execution and operation of renewable energy ventures, instilling confidence among investors and stakeholders.
- The UK provides comprehensive accounting and insurance services tailored to the renewable energy sector, offering risk mitigation strategies and financial reporting.
- While funding itself may not be classified as an export, it serves as a crucial enabler for renewable energy projects, driving export opportunities for related services.
- The UK's expertise in green finance presents significant export potential, particularly in challenging markets or projects involving new technologies.
- Professional services, including legal, accounting, and insurance, constitute tangible exports and represent lucrative opportunities for UK firms.

UK Export Finance (UKEF) support for renewable energy exports

UK Export Finance (UKEF) serves as a vital component of the UK's export strategy, providing financial and insurance products to support increased exports from the UK, particularly in the renewable energy sector. Here's an overview of UKEF's role and key offerings:

1. Support for UK Companies:

UKEF offers a range of financial products targeted at UK companies engaged in renewable energy exports. These products help mitigate risks such as non-payment and assist in meeting bonding requirements, thereby enhancing the competitiveness of UK exporters in international markets.

2. Credit Lines for Overseas Buyers:

UKEF provides credit lines to overseas buyers to facilitate the financing of renewable energy projects. These credit lines are conditional upon at least 20% of the project value being spent on UK goods and services, driving increased demand for UK products and services in the global renewable energy market.

3. Insurance Products:

UKEF offers insurance products to protect UK exporters against the risks of non-payment and political turmoil. By providing assurance and risk mitigation measures, UKEF enables UK exporters to confidently engage in renewable energy projects across borders.

4. Working Capital Support:

UKEF provides working capital products to support exporters in delivering on their export contracts. This support ensures that UK exporters have the necessary financial resources to fulfill their commitments and seize opportunities in the renewable energy sector.

Key Points :

- UKEF's offerings are designed to complement rather than compete with the private sector, providing additional support where companies cannot secure financing or insurance on the open market.
- By leveraging UKEF's credit lines and insurance products, UK exporters can navigate the complexities of international trade and expand their presence in the renewable energy market.
- UKEF's services are tailored to the specific risk profile of each market and buyer, ensuring that exporters receive customized support that aligns with their business objectives and market dynamics.

In summary, UKEF plays a crucial role in facilitating renewable energy exports from the UK by providing financial and insurance products to support UK companies and overseas buyers. Through its tailored offerings and risk mitigation measures, UKEF contributes to the growth and competitiveness of the UK's renewable energy sector on the global stage.





**British
International
Investment**

Established in 1948
We are the UK's development finance institution

- British International Investment (BII) is a leading global investment firm dedicated to fostering sustainable economic development in Africa, Asia, and the Caribbean. With a diverse portfolio exceeding \$8.2 billion and commitments of \$1.56 billion in 2022, BII strategically invests in key sectors such as infrastructure, financial services, ICT, health, and manufacturing. By prioritizing impactful investments, BII aims to create long-term value while addressing region-specific challenges and opportunities. Through its investments, BII supports job creation, infrastructure development, and the achievement of the Sustainable Development Goals (SDGs), contributing to positive social, environmental, and economic outcomes across the globe.
- Portfolio Growth: BII increased its portfolio from \$5.552 billion in 2018 to \$8.233 billion in 2022, with a commitment of \$1.56 billion in 2022 alone.
- Regional Investments: BII focuses on Africa, Asia, and the Caribbean, with investments in over 1,400 businesses, including 768 in Africa and 601 in target Asian countries.
- Top Countries Invested In: India (26%), Egypt (8%), Nigeria (8%), Kenya (5%), Bangladesh (4%), among others.
- Sector Allocation: Infrastructure (30%), Financial Services (27%), ICT (11%), Health (10%), Food and Agriculture (8%), Manufacturing (6%), among others.
- Product Types: Direct equity (39%), Intermediated equity (33%), Debt (26%), Guarantees (2%).
- Job Creation: In 2022, BII's investments supported 958,200 direct jobs, including 54,090 new hires, with a significant impact in Africa and South Asia.vv
- Support for SDGs: BII aligns its investments with the Sustainable Development Goals (SDGs) and provides commitments to countries most in need, with significant support for infrastructure, financial services, and manufacturing sectors.

British International Investment (BII) is committed to driving economic growth and sustainable development through its diversified export portfolio. Here's an overview of BII's key data and sectors of impact in Cameroon

Portfolio Growth

British International Investment has increased its Portfolio from 5.552 billion to 8.233 billion

Regional Investment

British International Investment focuses in Africa, Asia, Caribbean with investment in over 1400 business

Sector Allocation

Infrastructure
Financial Services
Health
Food and Agriculture
Manufacture

Top Countries Invested

India
Egypt
Nigeria
Kenya
Bangladesh

Product types

Direct equity
International equity
Debt
guarantees

Job Creation

958,200 direct Jobs
54,900 new hires

Support for SDGs

Infrastructure
Financial Services
Manufacturing
sectors

Sectors of Impact in Cameroon:

- Infrastructure Development: BII invests in projects to enhance transportation, energy, and telecommunications infrastructure, fostering connectivity and economic growth in Cameroon.
- Financial Services: BII's investments in financial institutions promote access to capital for individuals and enterprises, driving entrepreneurship and economic activities.
- ICT: BII supports technology initiatives to spur digital inclusion and innovation, contributing to Cameroon's digital transformation and economic advancement.
- Healthcare: Investments in healthcare infrastructure and services improve access to quality medical care, enhancing health outcomes and well-being in Cameroon.
- Food and Agriculture: BII promotes sustainable

agriculture practices and agribusiness development, ensuring food security and rural livelihoods in Cameroon.

- Manufacturing: BII invests in manufacturing sectors to stimulate industrial growth and job creation, bolstering Cameroon's manufacturing capabilities and economic resilience.
- Education: BII supports education initiatives to empower the workforce with relevant skills and knowledge, driving human capital development and economic prosperity in Cameroon.

Through its diversified export offer, BII aims to create sustainable impact, foster economic resilience, and drive inclusive growth in Cameroon and other target regions. BII remains committed to leveraging its investments to address development challenges and support the achievement of the Sustainable Development Goals.



UK engineering and consultancy services for renewable energy projects:

The UK's engineering and environmental consultancy services market is internationally renowned for its expertise and innovative solutions, particularly in supporting renewable energy projects with minimal environmental impact. Offering a comprehensive range of services, UK firms excel in conducting:

- Environmental Impact Assessments (EIAs) crucial for regulatory approvals and compliance. Additionally, they
- provide ecological services
- climate change solutions
- energy management
- carbon accounting
- project management and engineering support.

With a strong export potential, UK firms are preferred partners globally, attracting international clients and generating substantial revenues. Notably, international projects contribute significantly to their income, accounting for approximately 11% of total revenues. Furthermore, UK-based consultancies actively advise governments on environmentally friendly regulations and policies, showcasing their influence and expertise on a global scale. Overall, the UK's engineering and consultancy services offer exceptional export potential for renewable energy projects, driving the transition towards a cleaner and sustainable energy future worldwide.

UK expertise in electrical networks for renewable energy integration

The United Kingdom's expertise in electrical networks for renewable energy integration is extensive and globally recognized. With a focus on smart whole systems planning, the UK leads in design, engineering, and consultancy services, ensuring seamless incorporation of renewable energy sources into existing and new networks while optimizing performance and reliability.

UK firms offer a range of professional and technical services:

- regulatory advice
- network analysis
- equipment manufacture training

Consultancy services cover :

- feasibility studies
- project implementation, maximizing renewable energy utilization.

Additionally, the UK excels in providing general design, engineering, and construction services tailored to renewable energy projects, including protection and control system hardware development and deployment.

The UK's capabilities extend to supplying large plant items such as grid transformers, further enhancing its offerings in the renewable energy sector. As renewable energy continues to expand globally, the UK remains at the forefront, driving innovation and advancing the transition towards a cleaner and more sustainable energy landscape.

Consultancy:

- EA Technology
- TNEI
- Ricardo
- Mott McDonald
- Arup
- Wood plc
- Atkins

Original Equipment Manufacturers (OEM) (Supply and install):

- Lucy Electric
- Siemens UK
- ABB
- GE

Development & Project Management:

- AMEC Foster Wheeler
- Babcock

EPC - Balance of Plant – Installation:

- Balfour Beatty
- AMEC Foster Wheeler
- Interserve

Equipment Suppliers (Supply only):

- Wilson Transformers
- Schneider Electric UK
- Bowers Electricals



UK expertise in energy storage for renewable energy integration

Energy storage plays a critical role in managing the variability of renewable energy sources such as solar and wind. The UK possesses advanced capabilities in developing and implementing energy storage solutions, contributing to the stability and efficiency of electrical systems. Here's an overview of the UK's expertise in energy storage and its significance for renewable energy integration:

- Energy storage technologies absorb and store energy, releasing it back into the system when needed. These technologies support the effective management of energy flows, particularly in systems with intermittent renewables.
- The UK offers a diverse range of energy storage solutions, including mechanical, electrochemical, chemical, thermal, and electromagnetic technologies. These solutions can be deployed at various scales, from grid-scale applications to off-grid and mini-grid setups.

The UK leads in grid-scale energy storage solutions, pivotal for grid stability and renewable energy integration. With expertise in development, delivery, and consultancy services, UK firms ensure seamless integration of energy storage into renewable networks. Offering comprehensive design, engineering, and construction services, they facilitate integration into existing infrastructure. Moreover, their proficiency in protection and control system software enhances system reliability. Additional capabilities include smart solutions for efficiency optimization and financial support for global deployment. As demand for reliable energy storage infrastructure rises, the UK remains at the forefront, driving the transition to sustainable energy with innovative solutions.

Consultancy:

- EA Technology
- TNEI
- Origami
- Swan Barton
- Fraser-Nash

Original Equipment Manufacturers (OEM):

- Powervault
- ITM Power
- Highview
- Sunamp
- Cumulus Energy Storage
- Invinity Energy Systems (RedT & Avalon)

Development & Project Management:

- RES
- Greenhedge
- Anesco
- NEC Energy Solutions

Balance of Plant – Installation:

- Balfour Beatty
- AMEC Foster Wheeler
- Interserve
- G2 Energy

Co-location with renewables:

- RES
- Greenhedge
- Anesco
- Lightsource

UK expertise in offshore wind technology

Offshore wind energy represents a pivotal component of the UK's renewable energy strategy, with significant advancements in technology and infrastructure. Here's an overview of the UK's expertise in offshore wind and its key capabilities:

The UK stands as a global leader in offshore wind technology, boasting the largest installed capacity worldwide and targeting ambitious expansion to 40GW by 2030. Demonstrating excellence in policy formulation and project development, the country navigates regulatory landscapes with ease while spearheading comprehensive engineering, procurement, and surveying efforts. With expertise in manufacturing key components like turbine blades and substations, the UK leads in infrastructure installation, ensuring efficient offshore wind deployment. Despite challenges, innovation drives steel fabrication advancements, supporting the supply chain. Offering comprehensive operations and maintenance services, the UK ensures offshore wind farm longevity while providing tailored legal and insurance products to manage project risks effectively. Positioned at the forefront of the renewable energy transition, the UK's offshore wind expertise underscores its commitment to sustainability and carbon reduction, shaping a cleaner, more resilient energy future.

Turbine blades:

- Siemens Gamesa Renewables
- Mitsubishi Vestas Offshore Wind (MVOW)

Towers:

- CS Wind Foundations
- BiFab
- EEW Offshore Structures Britain OS(B)
- Smulders Projects UK
- Hutchinson
- WD Close
- Wiltons
- FoundOcean

Substations:

- Sebmarine SLP
- Siemens LTS
- GE Grid

Installation vessels:

- Seajacks
- MPI/Van Oord (tubines, foundations)
- DeepOcean
- Global Marine (cables)

Installation support:

- SMD
- Ecosse Subsea
- Modus
- Houlder and Canyon Offshore

Cables:

- JDR Cables
- Tekmar

Engineering:

- Atkins
- Arup
- Mott Macdonald & Cathie Associates

O&M:

- CWind
- James Fisher
- Briggs Marine
- Modus

UK expertise in onshore wind energy

Onshore wind energy represents a significant aspect of the UK's renewable energy landscape, ranging from small-scale installations to expansive wind farms contributing to national grids. With a commendable fourth-place global ranking in installed capacity, totaling 10.2GW, the UK demonstrates prowess across various turbine scales, addressing diverse energy needs. Key highlights include the country's proficiency in consultancy and project management, ensuring efficient project execution from feasibility studies to operations and maintenance. Environmental sustainability remains paramount, with the UK specializing in mitigating the environmental impact of onshore wind projects, including radar mitigation for aviation concerns. Furthermore, the UK's capabilities in turbine manufacturing and grid integration underscore its commitment to driving innovation and sustainability in the onshore wind sector, positioning the nation as a leader in renewable energy adoption and carbon reduction efforts.

Turbines:

Gaia Wind

Britwind

Site development:

Natural Power Consultants - RES

Planning:

Natural Power Consultants - RES

Preconstruction:

Aveillant

Construction:

Windhoist - Tensar

Operation:

Natural Power Consultants - RES -

Compact Orbital Gears

Components:

Cressall (Resistors)

Moventa Gears • Roxtec • BGB Engineering (slip ring systems) • API Capacitors • Biral (weather sensors) • BoschRoxtreth (drives) • Gurit (blade moulds and blade materials)



UK expertise in recycling and waste management:

Waste management stands as a linchpin for resource sustainability, encompassing the collection, sorting, and treatment of waste to recover materials or energy and mitigate environmental damage. Embracing Circular Economy principles, the UK showcases its commitment to retaining the value of discarded materials and reducing environmental impact. With a focus on innovation and efficiency, the UK excels in designing and manufacturing

specialized waste collection vehicles, sorting equipment, and waste containers tailored for diverse needs. Additionally, the country provides a robust supply chain for waste management infrastructure, ensuring seamless integration into communities and industries. Complementing these efforts, the UK offers essential de-packaging and crushing equipment to enhance material processing efficiency, contributing to higher recycling rates and advancing sustainable resource management practices on a global scale.

Anaerobic digestion:

- Agrivert www.agrivert.co.uk
- Biogen <http://www.biogen.co.uk/>
- Malaby Biogas <http://www.malabybiogas.com/>

Consultancy:

- Mott McDonald <https://www.mottmac.com/>
- SLR www.slrconsulting.com
- Arup www.arup.com
- Eunomia <http://www.eunomia.co.uk/>

- Resource Futures <http://www.resourcefutures.co.uk/>

- Anthesis <http://anthesisgroup.com/>

EPC:

- Organics www.organicsgroup.com
- Clarke Energy www.clarke-energy.com
- Edina <http://www.edina.ie/custom/1/homepage/default.aspx>

Plant and Equipment:

- Kew • SES • Pure Cycle • Spencer Group

Bins and containers:

- Egbert Taylor <http://egberttaylorgroup.com/>
- Straight <http://www.straight.co.uk/>
- Craemer <https://www.craemer.com/uk/wheelie-bins/>

Refuse Collection Vehicles

- Dennis Eagle <http://www.dennis-eagle.co.uk/>
- Hillend Engineering <https://www.hillendeng.com/>
- JCB <https://www.jcb.com/en-gb/waste-and-recycling>
- Scarab <http://www.scarab-sweepers.com/>
- Johnson Sweepers <https://www.johnstonsweepers.com/>

Consultancy:

- Eunomia <http://www.eunomia.co.uk/>
- Resource Futures <http://www.resourcefutures.co.uk/>

- Anthesis <http://anthesisgroup.com/>
- Ricardo <https://ricardo.com/>
- Envirocoms <http://www.envirocomms.com/>
- Arup <https://www.arup.com/>
- Wood <https://www.woodplc.com/>
- SLR Consulting <https://slrconsulting.com/>

Plant and Equipment:

- Attritor <http://www.attritor.com/>
- First Grade <http://www.first-grade.co.uk/>
- Lyndex www.lyndexrecycling.com
- Ken Mills <http://www.kenmills.co.uk/>
- Donasonic www.donasonic.com
- CD Enviro <https://www.cdenviro.com/>
- CK International <http://www.ckinternational.co.uk/>
- GJF Fabrications <http://www.gjffabrications.co.uk/>

UK expertise in hydrogen technology:

Hydrogen is poised to become a cornerstone of the UK's energy landscape, offering multifaceted solutions for decarbonization across diverse sectors. Serving as a versatile energy carrier, hydrogen holds promise for applications in transportation, heating, industrial processes, and energy storage, pivotal in mitigating greenhouse gas emissions. The UK stands at the forefront of hydrogen technology advancement, with expertise spanning crucial domains. From pioneering water electrolysis technology for green hydrogen production to leading developments in methane reforming and carbon capture technologies, the UK showcases its commitment to sustainable

and emission-free hydrogen generation. Moreover, the country offers consultancy services tailored to hydrogen project development and safety, ensuring efficient and secure deployment across sectors. With proficiency in fuel cell technologies driving innovations in transportation and stationary power generation, alongside advancements in hydrogen storage infrastructure, including innovative storage solutions like salt caverns, the UK demonstrates its comprehensive approach to hydrogen adoption. Through collaboration and innovation, the UK continues to spearhead the transition towards a greener and more sustainable energy future, cementing its position as a global leader in hydrogen technology and decarbonization efforts.



Hydrogen and fuel cell technology:

- ITM Power • Ceres Power • Johnson Matthey • LGT • Arcola Energy • Intelligent Energy • Adelan

Engineering and consultancy services:

- Atkins • Arup • Progressive Energy

- HSE

Transport: Alexander Dennis • Wright Bus • Delta

Demonstration projects:

- Hy4Heat • H21 Leeds City Gate project and H21 North of England • Hydrogen for Transport Programme • HyDeploy • HyNet

UK expertise in carbon capture, utilisation, and storage (ccus):

Carbon Capture, Utilisation, and Storage (CCUS) technology stands as a critical tool in the UK's efforts to curb greenhouse gas emissions, particularly from industries with significant carbon footprints. This technology involves capturing CO2 emissions, transporting them, and either reusing or securely storing them to prevent their release into the atmosphere. With expertise spanning various stages of the CCUS process, the UK leads in developing cutting-edge technologies for capturing CO2 emissions from industrial processes and energy-related sources, including power plants, employing methods like post-combustion capture and oxy-fuel combustion. Additionally, the UK boasts robust engineering capabilities to

establish transportation infrastructure, ensuring efficient CO2 transport to storage locations, including offshore reservoirs in the North Sea. The utilization of captured CO2 presents innovative opportunities, such as Enhanced Oil Recovery (EOR) and the creation of aggregate materials, further showcasing the UK's commitment to exploring novel applications for CO2 reuse. Furthermore, the UK's professional services sector offers consultancy and expertise in project feasibility assessments, alongside legal, financial, and regulatory guidance for CCUS deployment, while leveraging its seasoned oil and gas industry to manage CO2 sequestration effectively. With access to offshore storage reservoirs and a comprehensive approach to CCUS technology, the UK stands at the forefront of the global transition towards a low-carbon future, poised to make significant strides in mitigating climate change and fostering environmental sustainability.

- Engineering and consultancy services: • WSP • Wood Group • Pale Blue Dot

- Chemical capture: • DRAX (demonstration project) • C-Capture

- Carbon Utilisation: • O.C.O Technologies Ltd • Econic • Deep Branch Biotechnology Ltd

UK expertise in energy efficiency and industrial decarbonisation:

Energy efficiency and industrial decarbonisation stand as crucial pillars in combating climate change, aiming to reduce energy consumption and emissions across diverse sectors. With a focus on these imperatives, the UK's expertise encompasses a broad spectrum of technologies and services geared towards enhancing energy efficiency and decarbonising industrial processes. From efficient design solutions encompassing insulation, lighting, and building management systems to the deployment of innovative technologies like hydrogen and carbon capture usage and storage (CCUS), the UK leads in providing

comprehensive solutions tailored to various industries. Moreover, the UK offers consultancy and design services for district heating systems, promoting efficient heat distribution in urban areas, alongside products and services facilitating post-occupancy monitoring and energy management. Looking ahead, opportunities for innovation abound, with potential for further advancements in insulation products and smart metering solutions, crucial for accurate energy monitoring and promoting energy-efficient behaviors. The UK's commitment to reducing carbon emissions and fostering sustainability is evident through its advanced engineering, innovative technologies, and comprehensive consultancy services, positioning it as a global leader in driving the transition towards a more sustainable future.

- Engineering and architects • Arup • Foster + Partners

- Energy management services • Swan Energy • Centrica Business Solutions • Concept Energy Solutions • Capital finance limited • Ameresco • Salix



UK expertise in hydroelectric power:

- Hydroelectric power is a cornerstone of sustainable energy generation, harnessing the force of moving water to produce electricity through methods such as dams, penstocks, and tidal barrages.
- The UK possesses comprehensive expertise across the hydroelectric value chain, including large-scale engineering projects and community-driven initiatives.
- The UK's portfolio includes various types of hydroelectric projects, from large-scale to small-scale, run-of-river, and micro hydro, as well as pumped storage solutions, demonstrating its ability to deliver tailored solutions.
- The country excels in large-scale design and engineering, showcasing prowess in complex civil engineering endeavors, while also implementing smaller-scale projects to meet local community needs.
- British companies like Gilkes contribute to the sector with quality technology designed for smaller-scale hydro projects.
- The UK provides support through financing options and expertise in intake screens and electrical systems, crucial for the operation of hydro systems.
- Collaboration opportunities are plentiful, with the UK offering expertise in electrical systems, project management, and grid optimization for hydro projects worldwide, driving sustainable hydroelectric power generation globally.
- By leveraging its strengths and fostering collaboration, the UK can continue to play a pivotal role in shaping the future

of hydroelectric power generation and promoting sustainable energy solutions worldwide.

UK expertise in marine energy/blue economy:

- Marine energy, focusing on wave and tidal power, presents a promising frontier for sustainable electricity generation.
- The UK emerges as a global leader in marine energy, particularly in tidal stream technologies.
- The UK's expertise spans various tidal technologies, including tidal barrage, tidal lagoon, and tidal stream, with a particular emphasis on tidal stream due to its smaller environmental footprint.
- The country boasts end-to-end capabilities in tidal stream device implementation, covering development, manufacturing, installation, commissioning, and maintenance.
- British companies excel in producing tidal stream machines across different scales, leveraging innovative direct-drive technologies.
- Proficiency in environmental surveys ensures the sustainable deployment of marine energy projects, while a robust supply chain supports seamless project execution.
- Collaboration opportunities are abundant, with the UK's civil engineering capabilities offering synergies for delivering marine energy projects globally.
- Overall, the UK's expertise in marine energy, especially tidal stream technology, positions it as a leader in sustainable energy innovation, poised to drive global advancements through collaboration and technological advancement.

Companies: • Atlantis Resources • Scotrenewables Tidal Power • Sustainable Marine Energy • Nova Innovation • Seatricity • Tidal Lagoon Power
EPCI: • Atlantis Resources

Deployment: • James Fisher and Sons
Consultancy: • Aquatera • Quocean
R & D/Test Facilities: • EMEC • Wave Hub Limited • Morlais Tidal Zone

UK expertise in geothermal energy:

Geothermal energy, harnessing the Earth's heat reservoirs, offers a promising pathway for sustainable electricity generation and direct heating applications.

The UK demonstrates notable expertise in geothermal exploration, policy development, and deploying smaller-scale turbine technologies, positioning itself as a leader in the field.

The country's proficiency extends to various types of geothermal plants, including dry steam, flash steam, and binary cycle power plants, each optimized for maximum energy extraction efficiency.

With a focus on exploration and drilling

operations, the UK excels in identifying and harnessing geothermal resources, supported by robust policy frameworks aimed at industry growth.

Specialization in smaller-scale turbine technologies highlights the UK's commitment to advancing geothermal energy solutions and optimizing energy extraction processes.

Significant opportunities exist in district heating applications, where integrating geothermal energy into heating networks holds great promise for sustainable heating solutions.

By leveraging its strengths and fostering innovation, the UK is well-positioned to lead in unlocking the full potential of geothermal energy for sustainable energy generation and heating solutions, both domestically and globally.

Geothermal: • Hotspur Geothermal (operate as Cluff Geothermal in Africa) • Geothermal Engineering Limited • Geo Drill (Shallower drilling specialists) • GT Energy • EGS Energy

Consultancy/Exploration: • Hotspur Geothermal • Geothermal

Engineering Limited • EGS Energy

Drilling: • Geo Drill • Hotspur Geothermal

Plant equipment: • Green Energy Geothermal (well head turbines)

Operation and Maintenance: • Hotspur Geothermal • Geothermal Engineering Limited • EGS Energy

Solar Energy

Systems: Off Grid : Azuri Technologies; BBOX; BipvCo; Winch Energy

Buildings integrated: GBSol; Kingspan; Romag; UKSol; We Link Group; Thin Film; Polysolar; Solaris Photonics

Developers: Lightsource BP; Solar century; Faro Energy; Proinso; Nur

Energie; WElink Group

Solar equipment:

Cables; ATAG Cables; Eland; Ttatos; Permanoid

Connection equipment: Lucy electric; Brush; Wilson

Single axis tracking; Hill & Smith; Proinso; Hadley

UK Cross-sector expertise in developing infrastructure

The UK export offer for infrastructure presents a comprehensive range of opportunities for international businesses looking to collaborate with UK companies in developing, servicing, and sustaining urban areas.

- 1. Recognition as Global Leader:** The UK is recognized as a global leader in smart cities due to its creativity and technological expertise, offering opportunities for international partnerships and collaborations in smart city developments and innovations.
- 2. Key Pillars of Success:** UK's leading edge in smart cities is built upon key pillars including access to growing domestic and international markets, consumer receptiveness to new technology, high-quality infrastructure, a strong regulatory environment, and targeted innovation support.
- 3. Innovative Cities:** Cities like London, Birmingham, Manchester, Cambridge, Bristol, Glasgow, and Edinburgh are acknowledged for their groundbreaking initiatives and thriving technology clusters, offering a major

market opportunity for international firms.

- 4. Supporting Assets:** World-class assets such as the Connected Places Catapult, Sensor City, and the Open Data Institute, along with projects like Bristol is Open and testbeds like the Digital Health Living Lab, support the UK Government's investment in smart cities.
- 5. Technological Innovation:** The UK has a strong track record in developing and commercializing solutions, fostering substantial innovations in digital technologies like IoT, AI, 5G, sensors, electronics systems, geospatial, and blockchain, which underpin future smart city developments.
- 6. Strengths Across Sectors:** UK's strengths in smart cities span across various sectors including design, engineering, consulting, infrastructure, transport, communications, security, energy, and healthcare.
- 7. Global Engagement:** UK companies have been involved in smart city projects globally and are eager to partner with international firms

to develop business opportunities in both the UK and international markets.

- 8. Collaborative Excellence:** Collaboration is critical in smart city projects, where the UK excels, as exemplified by partnerships like Telensa with Samsung SDS on smart street lighting projects and the Urban Data Project.
- 9. Focus on Citizen Centricity and Governance:** UK smart city designs prioritize citizen centricity and governance, focusing on data privacy, security, and transparency, supported by UK government initiatives for commercialization of technologies.
- 10. Support from Government:** The UK Government, through the Department for International Trade, supports UK smart cities companies in achieving their export ambitions, facilitating partnerships and knowledge exchange for mutual benefit.

Company	Website
African Supplies	https://africansupplies.co.uk/
Aliaxis UK	https://www.aliaxis.co.uk/
Alumasc Water Management	https://www.alumascwms.co.uk/ Darryl Holloway
Beaver Bridge Limited	https://beaverbridges.co.uk/
British Cables Company	https://www.britishcablescompany.com/
Cooper Research Company	https://www.cooper.co.uk/
EGB Engineering	https://www.egb-eng.com/
HMD Group	https://www.hmd.group/en
ICAD	
Instarmac	https://www.instarmac.co.uk/
Jaytrac Limited	https://jaytrac.co.uk/
John Reid & Sons	https://www.reidsteel.com/
Long Rake Spar Company	https://longrakespar.co.uk/
Mercer Maurice	https://www.mercermaurice.com/
Pandrol	https://www.pandrol.com/
Q-Railing	https://www.q-railing.com/en-gb/
R&M Electrical	https://www.rm-electrical.com/
Rainbo Supplies	https://rainbosupplies.com/
RMD Kwikform	https://www.rmdkwikform.com/
SPEL Products	https://spelproducts.co.uk/
TDI Production Solutions	https://itsinternational.co.uk/
Xypex (UK) Ltd	https://da.xypex.com/United-Kingdom

4. Agriculture expansion strategies

The UK offers a diverse range of expertise and solutions in the agricultural sector, tailored to the needs of South African farmers. From natural bio-stimulants aimed at enhancing crop yield to cutting-edge equipment for efficient slurry management, unique offerings are available. Liquid products designed to optimize poultry health and productivity, along with advanced agricultural engineering solutions, including precision farming and smart agriculture technologies, provide comprehensive support. Renewable energy solutions contribute to sustainability efforts, while specialized services in agro-processing, healthcare, and logistics address various farming needs. Additionally, solutions for land drainage, post-harvest processes, precision agriculture, water treatment, and machinery are offered, emphasizing digitization and optimization of farm operations. Collectively, these offerings present a suite of products and services aimed at enhancing agricultural productivity, sustainability, and efficiency for South African farmers.



UK companies in the agritech sector



EcoStim: Specializes in the development and manufacturing of natural bio-stimulants for agriculture, viticulture, horticulture, ornamental, and sports applications. Their products aim to improve crop yield, quality, and resilience to environmental stressors.
www.ecostim.org



AG Products: Focuses on the manufacturing of farm machinery, including poultry bedding dispensers and cubicle bedding dispensers. Their innovative solutions streamline bedding processes on poultry and cattle farms, reducing labor hours and bedding product usage.
www.ag-products.co.uk

Healthy Food Services:

Develops liquid products for poultry health and nutrition, based on extensive research into Vitagenes. Their range of products is designed to address production challenges in poultry farming, optimizing bird health, egg production, and shell quality.



SlurryKat: Specializes in the manufacturing of slurry handling and spreading equipment for agricultural use. Their high-quality equipment, including slurry tankers and umbilical systems, improves the efficiency and effectiveness of slurry management on farms.
www.slurrykat.com



Continental Engineering Services: Offers a wide range of agricultural engineering solutions, including precision farming, drone technology, and smart agriculture solutions. Their expertise helps farmers optimize efficiency, sustainability, and data-driven decision-making in farming practices.
www.conti-engineering.com



UK Solar Power: Provides solar energy solutions for agriculture, including irrigation systems and farm electrification. Their renewable energy solutions help farmers reduce energy costs and environmental impact while enhancing sustainability on the farm.
www.uksolarpower.com



Contec Global Agro: Specializes in agro-processing technologies and solutions, including food processing equipment and agricultural machinery. Their expertise helps farmers improve processing efficiency and product quality in the agro-industry.
www.contecglobal.com



Medical Warehouse: Offers a range of agricultural healthcare products and solutions, including veterinary medicines and animal health products. Their products aim to enhance animal health and welfare, supporting farmers in livestock management and disease prevention.
www.mwp-global.com



AFT Trenchers: Specializes in the manufacturing of trenching equipment for agricultural drainage and irrigation systems. Their trenchers help farmers improve land drainage and water management, enhancing crop productivity and soil health.
www.trenchers.co.uk



Perry Engineering: Focuses on the design and manufacture of agricultural equipment, including grain handling and drying systems. Their solutions help farmers optimize post-harvest processes, preserving crop quality and reducing losses.



Storth: Provides solutions for slurry management and wastewater treatment in agriculture. Their products, including slurry pumps and separators, help farmers effectively manage farm waste and protect the environment.



Optimise Power: Specializes in renewable energy solutions for agriculture, including solar panels and wind turbines. Their expertise helps farmers harness clean energy sources to reduce reliance on fossil fuels and mitigate environmental impact.



Best Produce: Offers a wide range of agricultural inputs and supplies, including seeds, fertilizers, and crop protection products. Their products help farmers optimize crop production and achieve higher yields while ensuring sustainability and environmental stewardship.



ISOCON: Provides agricultural consulting and advisory services, specializing in soil health, crop nutrition, and agronomy. Their expertise helps farmers implement science-based practices to optimize soil fertility, crop nutrition, and overall farm productivity.



inQube: Offers innovative solutions for precision agriculture, including sensors, drones, and data analytics platforms. Their technologies help farmers collect and analyze data to make informed decisions, optimize resource use, and maximize crop yields.



Scotmas Group: Specializes in water treatment and sanitation solutions for agriculture, including disinfection systems and water purification technologies. Their products help farmers ensure water quality and hygiene standards in agricultural operations, protecting animal health and food safety.



Stocks: Provides advanced agricultural machinery and equipment, including seed drills, cultivation equipment, and crop protection sprayers. Their solutions help farmers improve planting efficiency, crop establishment, and weed control, optimizing crop yields and farm profitability.



JAMEBI: Offers agricultural logistics and supply chain solutions, including transportation, warehousing, and distribution services. Their expertise helps farmers streamline logistics operations, reduce costs, and ensure timely delivery of agricultural products to markets.



IDONIS: Specializes in agricultural technology solutions, including farm management software, IoT devices, and data analytics platforms. Their technologies help farmers digitize and optimize farm operations, improve productivity, and make data-driven decisions for better outcomes.

No	UK Company	Core Business	Region	Contact Info / Details	Email addresses
1	Ag Products	Waste Handling	South West	Hannah Garnett	hannah@ag-products.co.uk
2	Best Produce Limited	Consultancy – export standards	London	Patricia Obichukwu	info@bestproduceuk.com
3	Designed Network Solution	Water services	Northern Powerhouse	Craig Stanners	craig@dns-uk-ltd.co.uk
4	Global Agriculture Ltd	Soil conditioners and bio pesticides	London	Abishaek Samuel	asamuel@contecglobal.com
5	Green Crop	Irrigation Systems			enquiries@greencrop.co.uk
6	Haygrove (South Africa)	Controlled environment crops	West Midlands	James Gower	james@haygrove.co.za>
7	Househam Sprayers Limited	Farm Sprayers	East Midlands	Nick Snowden	Nick.snowden@househamsprayers.com
8	James Dixon	Second hand reconditioned farm machinery	East of England	James Dixon	export@jamespdixon.co.uk
9	Micron Sprayers	Micro irrigation systems	West Midlands	Haydn Beddows	haydn.beddows@micron.co.uk
10	SlurryKat	Manure handling and spreading	Northern Ireland	Jorge Arroita	export@slurrykat.com
11	Tey Farm Systems	Irrigation Systems		Tom Bitten	tom_bitten@teyfarmsystems.co.uk
12	Trenchers	Equipment for digging drainage	East of England	Udai Krishnan	udai@trenchers.co.uk
13	Water Powered Technologies	Gravity water pumps	South West	Phil Selwyn	phil@wptglobal.net
14	Weathersafe	Crop and risk advice	West Midlands	David Mills	david@weathersafe.co.uk
15	Martin Lishman	Farming equipment		Joel Capper	joel@martinlishman.com
16	Engage Solutions	Water saving solutions		Mike Panteli	mike.panteli@engagecropsolutions.com

These UK companies bring a diverse range of expertise and specialization to the agricultural sector, offering innovative products and solutions to meet the evolving needs of farmers in South Africa and beyond.

Company	Website
African Supplies	https://africansupplies.co.uk/
Aliaxis UK	https://www.aliaxis.co.uk/
Alumasc Water Management	https://www.alumascwms.co.uk/ Darryl Holloway
Beaver Bridge Limited	https://beaverbridges.co.uk/
British Cables Company	https://www.britishcablescompany.com/
Cooper Research Company	https://www.cooper.co.uk/
EGB Engineering	https://www.egb-eng.com/
HMD Group	https://www.hmd.group/en
ICAD	
Instarmac	https://www.instarmac.co.uk/
Jaytrac Limited	https://jaytrac.co.uk/
John Reid & Sons	https://www.reidsteel.com/
Long Rake Spar Company	https://longrakespar.co.uk/
Mercer Maurice	https://www.mercermaurice.com/
Pandrol	https://www.pandrol.com/
Q-Railing	https://www.q-railing.com/en-gb/
R&M Electrical	https://www.rm-electrical.com/
Rainbo Supplies	https://rainbosupplies.com/
RMD Kwikform	https://www.rmdkwikform.com/
SPEL Products	https://spelproducts.co.uk/
TDI Production Solutions	https://ltsinternational.co.uk/
Xypex (UK) Ltd	https://da.xypex.com/United-Kingdom

5. UK's leadership in agriculture and agritech

The UK's agriculture and agritech sector stands out globally for its world-class scientific expertise, demonstrated through a proven ability to develop and commercialize innovative products in collaboration with industry partners. This progressive approach to farming, driven by the food manufacturing and retail sectors, emphasizes the adoption of technology and modern practices to boost productivity, meet evolving consumer demands, and promote environmental sustainability. Supported by a dynamic business environment characterized by competitive tax rates and stable supply chains, the UK fosters a culture of innovation and R&D investment in aquaculture, plant science, animal health, and precision agriculture. Furthermore, the country offers a comprehensive support system, providing legal, financial, and regulatory guidance to agri-tech projects, both domestically and internationally, ensuring their success in the global market.

As the global agricultural landscape continues to evolve, there is a growing demand for innovative technologies to revolutionize farming practices and address pressing challenges. The United Kingdom stands at the forefront of this transformation, offering cutting-edge solutions to help farmers and businesses decarbonize the agriculture sector and optimize the efficiency, profitability, and sustainability of the food supply chain. This presentation explores the myriad opportunities within the realm of agritech, spanning across various subsectors such as Animal Health, Plant Science, Aquaculture, and Precision Agriculture. With a commitment to excellence and a wealth of expertise, the UK presents a compelling proposition for stakeholders seeking to

harness the power of technology to shape the future of agriculture on a global scale.

Aquaculture

The UK's aquaculture sector offers a prime opportunity for businesses worldwide, emphasizing sustainability, innovation, and efficiency.

- The industry provides fertile ground for international collaboration and investment, leveraging expertise in cutting-edge technologies like sensors, robotics, and artificial intelligence.
- Engaging with UK-based initiatives like the Sustainable Aquaculture in Dorset project grants access to world-class research, resources, and market insights.
- Businesses can enhance their aquaculture operations and drive growth by tapping into the UK's expertise and support systems.
- With a dynamic business environment and a commitment to positive change, the UK presents unparalleled opportunities for businesses to thrive in the global seafood market.

Animal health

- The UK presents significant opportunities in the field of animal health, fostering an environment for firms to innovate and implement agri-tech solutions.
- There is a growing demand for sustainable livestock production and the need for technologies addressing disease surveillance, detection, and management, especially with the rising risk of zoonotic diseases.



- The launch of the Animal Health and Welfare Pathway in 2022 demonstrates the UK's commitment to improving farm animal health and welfare through partnerships with farmers, veterinarians, and the wider industry.
- The UK's capability to develop vaccines for endemic livestock diseases, showcased by the Animal Vaccine Manufacturing and Innovation Centre at Pirbright, establishes it as a global leader in the animal health market.
- With the global animal health market projected to reach £78 billion by 2028, businesses have ample opportunities to utilize technologies like biosensors, disease intervention tools, and automation to meet industry demands.
- Regions like Surrey and Hampshire offer thriving ecosystems for animal health innovation, supported by robust research institutions and a skilled workforce, making them ideal hubs for collaboration and growth in the sector.

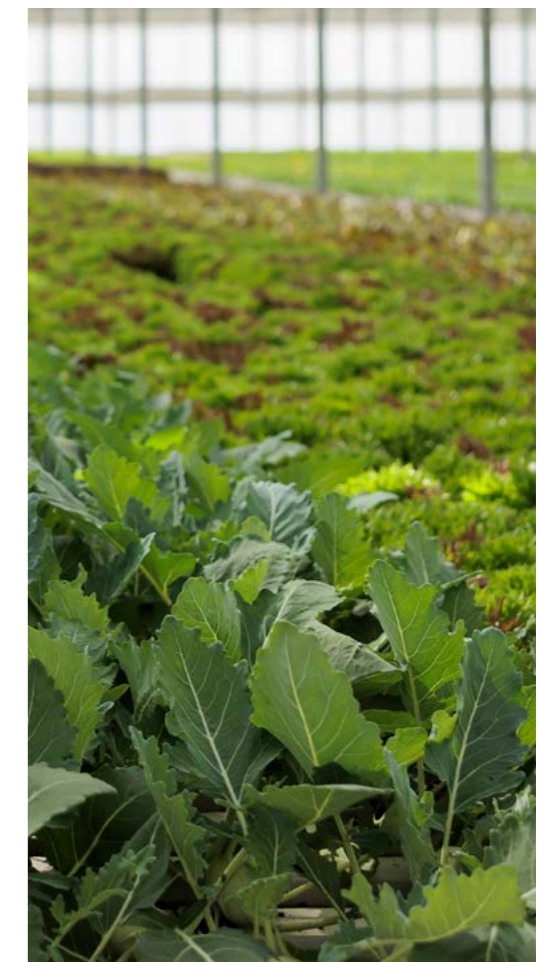
Precision agriculture

- The UK's plant science sector is a hub for innovation and collaboration, offering opportunities for businesses worldwide.

- Focus on reducing carbon emissions in agriculture drives innovation in biological replacements for chemical inputs, improved plant-soil interactions, and alternative farming systems.
- Proactive measures include monitoring and containing plant diseases through remote sensing and engineered plant immunity.
- Enactment of the Genetic Technology (Precision Breeding) Act facilitates development of drought and disease-resistant crops through gene editing technologies.
- Global demand for plant-based foods, including in the UK, creates opportunities for innovation supported by major investments from retailers.
- Leveraging UK's expertise, businesses can explore predictive simulation tools for farm management, high-performing crop varieties, and bioengineered protein production platforms.
- Norfolk and Suffolk regions, with their

concentration of research institutes and talent, offer prospects for collaboration and investment in plant science for nutrition.

- Overall, tapping into the UK's plant science ecosystem offers abundant opportunities to drive innovation and address challenges in agriculture and food production.



Business conducive environment in the UK agritech sector

The UK offers a highly supportive business environment for companies operating in the agri-tech sector, facilitating innovation and growth. Ranked 8th out of 190 economies worldwide, the UK's competitive business landscape solidifies its position as Europe's top destination for foreign direct investment. The Department for Business and Trade's export strategy aims to reach £1 trillion in exports annually by the mid-2030s, highlighting the country's export capability.

Support mechanisms such as UK Export Finance ensure that viable UK exports receive necessary finance or insurance, fostering international trade relationships. The Patent Box regime incentivizes innovation by offering reduced tax rates on income derived from patented technologies. Additionally, R&D tax credits serve as a significant funding mechanism for business research and development activities.

With a corporation tax rate of 25% from April 2023, the UK provides

an attractive tax environment for businesses, boasting the lowest rate among G7 nations. Furthermore, industry support networks like AgriTech-UK, Agri-TechE, and the UK Agri-Tech Centres facilitate collaboration and knowledge exchange among stakeholders in the agri-tech sector. These organizations connect farmers, researchers, technologists, and entrepreneurs, driving greater efficiency, resilience, and wealth across the agri-food sector.

Moreover, leading industry associations such as the Agricultural Engineers Association and CropLife UK advocate for innovation, good stewardship, and best practices in agriculture. The UK's agricultural universities and colleges, including the College of Agriculture, Farming and Rural Enterprise and the Royal Agricultural University, offer education, research, and expertise to support the development of the agri-tech industry.

With this robust supportive ecosystem, the UK provides a conducive environment for businesses to thrive and innovate in the agri-tech sector, driving sustainable and productive advancements in agriculture.

6. Financial and professional services (FPS) landscape

UK EXPORT FINANCE FOR INTERNATIONAL BUYERS

The UK's finance and guarantee offerings aim to facilitate international trade, supporting buyers in procuring goods and services from the UK. With over a century of innovation and an open business environment, the UK is a trusted partner globally. The UK Export Finance (UKEF) offers a range of flexible finance, insurance, and guarantees tailored to sovereign buyers and large corporates, provided they commit to sourcing from the UK supply chain. UKEF's marketing and supplier fair program further connects overseas buyers with UK businesses through high-profile events, fostering direct relationships and facilitating successful commercial transactions. The finance options provided include repayment terms of 2-10 years, flexible UK content requirements, and financing in over 60 local currencies, ensuring competitive terms for buyers. Additionally, UKEF collaborates closely with overseas governments and multinational companies, leveraging its global network to promote UK procurement. The sector focus on renewables highlights the UK's commitment to clean growth projects, offering specialist support and favorable financing to buyers in this sector. Through initiatives like the Buyer Credit Facility, Standard Buyer Loan Guarantee, and Direct Lending Facility, UKEF helps mitigate risks and provides financing solutions tailored to each transaction, promoting

UK exports and fostering sustainable economic development.

- 1. Flexible Financing Options:** UKEF offers a variety of finance options to support overseas buyers in procuring goods and services from the UK. These options include repayment terms ranging from 2 to 10 years, with extensions up to 18 years in certain sectors like renewable energy. Moreover, UKEF provides financing in over 60 local currencies, ensuring flexibility and convenience for buyers.
- 2. Competitive Terms:** Buyers can access competitive interest rates from banks with the backing of a robust guarantee from the UK government. This guarantee enhances buyer confidence and allows them to borrow with favorable terms, facilitating smoother transactions and reducing financial risk.
- 3. Support for UK Content:** UKEF's financing solutions typically require at least 20% of the contract value to be sourced from the UK. This commitment encourages buyers to engage with UK suppliers while also supporting domestic businesses and promoting economic growth.
- 4. Global Network and Engagement:** UKEF collaborates closely with various government departments, trade associations, and international partners to engage with overseas governments and multinational companies. This global network helps identify procurement opportunities and facilitates connections

between UK suppliers and international buyers, ensuring a seamless exchange of goods and services.

5. Sector Focus on Renewables: Recognizing the importance of clean energy and sustainability, UKEF prioritizes support for renewable energy projects. By offering specialist support and favorable financing terms, UKEF encourages UK exporters to capitalize on opportunities in the renewable energy sector, contributing to global efforts to combat climate change and promote clean growth.

6. Tailored Financing Solutions: UKEF's financing solutions are tailored to meet the specific needs of each transaction, whether it involves limited recourse project finance, Public-Private Partnerships (PPPs), Islamic finance (sukuk), or lines of credit. This flexibility allows UKEF to address a wide range of financing requirements and support diverse procurement projects worldwide.

7. End-to-End Support: From marketing and origination to project completion, UKEF provides comprehensive support throughout the procurement process. By leveraging its expertise and global network, UKEF helps businesses navigate complex transactions, mitigate risks, and secure financing for successful outcomes.

The UK's finance and guarantee offerings provide buyers with flexible, competitive, and tailored solutions to facilitate procurement from UK suppliers. With a focus on renewable energy and sustainable development, UKEF supports global trade while promoting economic growth and environmental stewardship.

The UK: a top destination for financial and professional services investment

- The UK is a premier destination for Financial and Professional Services (FPS) investment, demonstrating remarkable growth and resilience amid global economic challenges.
- In 2022, the UK attracted a record number of FPS foreign direct investment (FDI) projects, totaling 263 and valued at £2 billion.
- These projects were notably larger in scale compared to previous years, indicating a strong vote of confidence from foreign investors.
- London stands out as a top global hub for financial services investment, hosting over 779 projects between 2018 and 2022, surpassing other major financial centers like Dubai and Singapore.
- FPS FDI activities in the UK are truly global, attracting investment from 65 countries, with North America and Western Europe as primary sources.
- The UK's appeal extends beyond traditional financial services, with significant investments in fintech and technology firms, highlighting its status as a world-leading financial innovation hub.

Overall, the UK offers unparalleled access to global markets, deep pools of capital, research and innovation capabilities, a diverse workforce, and a stable regulatory regime, making it an ideal destination for FPS investment on both a European and global scale.

Healthcare

With a rich history of pioneering advancements and a commitment to innovation, the UK stands as a global leader in healthcare, offering unparalleled expertise and access to cutting-edge technologies.

A History of Excellence:

- Pioneering advancements in healthcare.
- Groundbreaking medical discoveries.
- Innovative contributions, such as the Oxford-AstraZeneca COVID-19 vaccine.

Unrivalled Global Access:

- World-class healthcare facilities and research institutions.

- Access to expertise, resources, and collaboration opportunities.
- Inclusive environment welcoming individuals and organizations worldwide.

Leadership in Tomorrow's Technologies:

- Frontline position in healthcare innovation.
- Advancements in precision medicine, genomics, and digital health.
- Driving transformative change through technology and collaboration.
- Leading efforts to improve patient outcomes and healthcare delivery.

UK trade & investment service for developing countries

Africa offering



Africa has some of the world's fastest growing economies, most innovative companies and one of the youngest populations in the world. The UK is an ideal partner for African products and as an exporter of goods and services.

The UK government supports businesses to make the most of this potential through providing the information and assistance companies need to succeed. This support creates development and commercial impact with sustainability at its core.

Growth Gateway is a business support service to help African and UK businesses trade and invest. Growth Gateway's joint public-private sector team connects businesses with UK government trade and investment initiatives, provides business advice and expert support, and includes dedicated online information tools. Growth Gateway also undertakes targeted initiatives supporting trade and investment in high potential sectors and markets.

Large UK market
>£10 billion

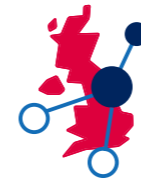
UK's fruit and vegetables imports in 2021, just £1.5 billion from Africa

Growing African economies
64%

Projected increase in African GDP from 2020 to 2027

Increasing Market
1.5 billion

Expected African population by 2027



Connecting you to UK Government resources

Growth Gateway connects you to the right UK Government trade and investment programmes and resources for your sector and geographic focus.



Providing you with quality advice and expertise

Growth Gateway provides advisory support to UK & African businesses that want to trade and invest.

We connect you to industry experts and provide insights to help your business.



Supporting high potential growth opportunities

Growth Gateway connects you to high growth, high potential trade & investment opportunities in Africa and UK.

We also identify future investment opportunities in sectors of interest.



Creating and sharing knowledge

Growth Gateway is developing a knowledge base for high opportunity areas.

We share knowledge widely and work with experts to fill knowledge gaps.

Contact us



Visit our website
growthgateway.campaign.gov.uk
Find us on LinkedIn
[Linkedin.com/company/growth-gateway](https://www.linkedin.com/company/growth-gateway)
Email the Growth Gateway team
GrowthGateway@fcdo.gov.uk

Partners



7. UK Education Capability

**STUDY IN
THE UK**
WITH A CHEVENING
SCHOLARSHIP



#ChooseChevening
@CheveningFCDO
chevening.org



Own your future.

**Take the world's most
trusted English test.**

Register now.
Contact us for more
information:
+237 2222 116 96
+237 6752 913 90
info@britishcouncil.cm
Your tomorrow starts today.



7. UK Department for Business and Trade (DBT) Sector Directors

Company	Website
Agriculture	Sector Director, David Burton David.Burton2@fcdo.gov.uk Heba El Beheidy Deputy Sector Director Heba.ElBeheidy@fcdo.gov.uk
Clean Energy :	Ola Williams Sector Director Ola.Williams@fcdo.gov.uk Ivan Adriano Deputy Sector Director Ivan.Adriano@fcdo.gov.uk
Financial and Professional Services	Tracey Austin Sector Director Tracey.Austin@fcdo.gov.uk Jennita Gunpath Deputy Sector Director Jennita.Gunpath@fcdo.gov.uk
Infrastructure	Radwa Sultan Sector Director Radwa.Sultan@fcdo.gov.uk Stephane Ahonzo Deputy Sector Director Stephane.ahonzo@fcdo.gov.uk
Mining	Vichaya Chungu Sector Director Vichaya.chungu1@fcdo.gov.uk Ebenezer Nyako Deputy Sector Director Ebenezer.Nyako@fcdo.gov.uk
Healthcare and Life Sciences	Sharif Sabri Deputy Sector Director Sharif.Sabri@fcdo.gov.uk

Quick facts about cameroon:

Official Country Name: Republic of Cameroon

Location: Central Africa, bordered by Nigeria to the west, Chad to the northeast, the Central African Republic to the east, and Equatorial Guinea, Gabon, and the Republic of the Congo to the south.

Area: Approximately 475,442 square kilometers.

Population: Approximately 27.2 million people (as of 2021).

Population Structure: Predominantly young population with a median age of around 19 years.

Urban Population: Approximately 56% of the population resides in urban areas.

Capital City: Yaoundé

Economic City: Douala

GDP per Capita: Around \$1,500 - \$2,000 USD (as of 2021).

Official Languages: French and English.

Religions: Mainly Christianity (around 70%), Islam (around 20%), and indigenous beliefs (around 10%).

Government Type: Unitary dominant-party presidential republic.

Legal System: Mixed legal system influenced by French civil law and English common law.

Climate: Varied climate, including equatorial in the south, tropical in the center, and semiarid in the north.

Natural Resources: Petroleum, bauxite, iron ore, timber, hydropower.

Natural Hazards: Occasional volcanic

activity (Mount Cameroon), floods, and droughts.

Time Difference: Cameroon is typically in West Africa Time (WAT), which is UTC+1.

Internet Country Code: .cm

Telephone Country Code: +237

National Holidays: In Cameroon, some of the national holidays include:

- New Year's Day - January 1st
- Youth Day - February 11th
- Good Friday - April 29th
- Labor Day - May 1st
- National Day - May 20th (also known as National Unity Day or Independence Day)
- Ascension Day - varies (Christian holiday, typically in May)
- Eid al-Fitr - varies (Islamic holiday, end of Ramadan)
- Assumption of Mary - August 15th (Catholic Christian holiday)
- Eid al-Adha - varies (Islamic holiday, Feast of Sacrifice)
- Christmas Day - December 25th

These are some of the major holidays celebrated throughout Cameroon, reflecting both Christian and Islamic traditions as well as national events.

National Symbols: The national emblem features a shield with a lion and an elephant, surrounded by two flags and a banner with the national motto. The flag consists of three vertical stripes of green, red, and yellow, with a gold star in the center of the red stripe.



British
High Commission
Yaounde