

# Mali



An Investment Guide to Mali  
Opportunities and conditions  
October 2006



United Nations



International Chamber of Commerce  
*The world business organization*



UNITED NATIONS



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*The world business organization*

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## AN INVESTMENT GUIDE TO MALI

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UNITED NATIONS  
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## **UNCTAD**

The United Nations Conference on Trade and Development (UNCTAD) was established in 1964 as a permanent interGovernmental body. Its main goals are to maximize the trade, investment and development opportunities of developing countries, to help them face challenges arising from globalization, and to help them integrate into the world economy on an equitable basis. UNCTAD's membership comprises 192 States. Its secretariat is located in Geneva, Switzerland, and forms part of the United Nations Secretariat.

## **ICC**

The International Chamber of Commerce (ICC) is the world business organization. It is the only body that speaks with authority on behalf of enterprises from all sectors in every part of the world, grouping together thousands of members, companies and associations from 130 countries. ICC promotes an open international trade and investment system and the market economy in the context of sustainable growth and development. It makes rules that govern the conduct of business across borders. Within a year of the creation of the United Nations, it was granted consultative status at the highest level (category A) with the United Nations Economic and Social Council. This is now known as General Category consultative status.

## **Notes**

The term "country" as used in this study also refers, as appropriate, to territories or areas; the designations employed and the presentation of the material do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries. In addition, the designations of country groups are intended solely for statistical or analytical convenience and do not necessarily express a judgement about the stage of development reached by a particular country or area in the development process.

References to "dollars" (\$) are to United States dollars, unless otherwise indicated.  
References to "tons" are to metric tons.

While every reasonable effort has been made to ensure that the information provided in this publication is accurate, no business or other decision should be made by the reader on the basis of this information alone, without a further independent check. Neither UNCTAD nor ICC accepts any responsibility for any such decision or its consequences.

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### Three good reasons to invest in Mali

- **Political and economic stability**

Since the early 1980s, Mali has been reforming the structure of its economy and public finances. The democratization of the 1990s helped to strengthen this process, which has culminated in a fully liberal economy and a democracy that is often cited as a model in Africa. The security of persons and property is assured; the country is free of political unrest.

- **Access to regional and international markets**

Mali is located at the heart of West Africa and borders on seven other countries, making it an ideal place from which to explore the regional market. Any investment there has access to a market of approximately 73 million consumers living in the West African Economic and Monetary Union (WAEMU) member States and an impressive population of 220 million, in the Economic Community of West African States (ECOWAS) member countries. Furthermore, trade between Mali and its neighbouring States is set to increase significantly as major road, rail and river development projects come on stream: the trans-Saharan highway linking Bamako and Senegal; roads to the ports of Nouakchott, Dakar and Conakry; a rail link between Mali and Nigeria; and river ports in Mali, Senegal and Mauritania, which will open up the country *via* the Senegal River.

Mali also enjoys privileged access to the international market. As a Least Developed Country, Mali has qualified for access to the US market under the African Growth and Opportunity Act (AGOA) since 2002. Mali also enjoys full access to the European Union market, free of duties and quotas, thanks to the EU's Everything-But-Arms initiative.

- **Private initiative and investment opportunities**

Historically, Mali has been a nation of trade and migration. Until now, its entrepreneurial spirit has been reflected largely in trade, the hotel business and distribution. Although foreign direct investment (FDI) remains low in absolute terms, FDI is above average for the region in relative terms. Mali's economic potential is evident in the recent liberalization of the telecommunication sector, which has led to the emergence of private mobile telephone companies, all of which have far exceeded their business forecasts.



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## Preface

Foreign direct investment has come to be widely recognized as a major potential contributor to growth and development. It can bring capital, technology, management know-how and access to new markets. In comparison with other forms of capital flows, it is also more stable, with a longer-term commitment to the host economy.

This updated English version of the *Guide de l'investissement au Mali* is the seventeenth concrete product of a collaborative venture by the United Nations Conference on Trade and Development (UNCTAD) and the International Chamber of Commerce (ICC). Its objective is to bring together two parties with complementary interests: *companies* that seek new locations and *countries* that seek new investors. This is not always a straightforward exercise, for firms are driven by their global strategies as much as lured by specific opportunities, and countries have economic and social objectives that transcend attracting foreign investment.

The UNCTAD–ICC investment guides are thus properly seen as parts of a process, a long-term process at the heart of which is an ongoing *dialogue* between investors and Governments. The guides *themselves* are the product of a dialogue, including that occurring among and between the representatives of business and Government during the workshops that precede the completion of the guides. It is our hope that the guides will in turn *contribute* to the dialogue, helping to strengthen and sustain it, for we are convinced that in the long run it is this alone that will create conditions increasingly conducive to greater flows of investment.



Supachai Panitchpakdi  
Secretary-General  
UNCTAD



Guy Sebban  
Secretary-General  
ICC

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Many individuals and institutions have contributed to the production of this guide. Although we cannot list each and every contributor, the following merit special mention: the donors who made contributions to the second phase of the investment guide project, specifically the Governments of Finland, Italy, Norway and Sweden; Mali Finance (a project of USAID/Mali) which made a financial contribution to the publication of the English version of the guide; the company executives and Government officials who participated in the consultations in Bamako and provided feedback on an earlier draft; and our consultants in Mali: Massaoly Coulibaly and Mohamed Simpara.

The cooperation of the *Centre National de Promotion des Investissements* (CNPI) and, in particular, its then Executive Director, Oumar Dia, and Deputy Director, Namori Traoré, was essential to the success of this project, as was the interest shown by the Ministry of the Economy and Finance, specifically the Minister for Investment Promotion, Ousmane Thiam.

This guide is an updated version of the original French guide published in 2004, which was prepared by an UNCTAD–ICC project team led by Vishwas P. Govitrikar that included Ludger Odenthal and Sophie Frediani. Anne Miroux provided overall guidance. Katia Vieu provided administrative support. The translation was done by Geneviève Wright. The guide was designed and typeset by Nelson Vigneault.

## Note to the reader

This document is part of the UNCTAD–ICC series of investment guides. The publications in this series are intended for the use of foreign investors who are largely unfamiliar with the countries covered. They are thus designed to offer overviews of potential locations for investment, rather than to constitute exhaustive works of reference or provide detailed practical instruction. They do, however, offer pointers to sources of further information in the private as well as the public sector.

There are two other features of these publications that the reader will find worth noting. One is that they are third-party documents, intended to offer a balanced and objective account of investment conditions. Their principal advantage in drawing the attention of investors to the countries they cover is credibility. The other feature is that both their general structure and some of their specific content are the result of consultations with the private sector.

The executive summary is followed by a brief introductory chapter. Then come the three chapters that account for the bulk of the contents. “The Operating Environment” describes the general conditions in which investors must operate: macroeconomic conditions, infrastructure, human resources, etc. “Areas of Opportunity” offers a description of areas of potential interest to foreign investors. “The Regulatory Framework” focuses on regulations governing investment and foreign direct investment in particular. The fifth and final chapter provides a summary of the perceptions of the private sector in the country, both foreign and domestic.

The primary source of further information for an investor wishing to explore investing in Mali is the *Agence pour la promotion des investissements au Mali* (API-Mali) — see the box IV.3 on page 42. Contact details of selected sources of further information, including websites, are provided in appendix 3. Appendix 2 provides a list, including contact details, of some 60 major foreign investors in Mali.

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**The UNCTAD–ICC series of investment guides****PUBLISHED**

- *An Investment Guide to Ethiopia*, 1999; revised edition in new format, 2004
- *Guide de l'investissement au Mali*, 2000; revised edition in new format, 2004
- *An Investment Guide to Bangladesh*, 2000
- *An Investment Guide to Uganda*, 2001; revised edition, 2004
- *An Investment Guide to Mozambique*, 2002
- *An Investment Guide to Nepal*, 2003
- *An Investment Guide to Cambodia*, 2003
- *Guide de l'investissement en Mauritanie*, 2004
- *An Investment Guide to Mauritania*, 2004
- *An Investment Guide to Kenya*, 2005
- *An Investment Guide to Tanzania*, 2005
- *An Investment Guide to East Africa*, 2005
- *An Investment Guide to Rwanda*, 2006
- *An Investment Guide to Mali*, 2006

(The first editions of the guides to Ethiopia and Mali were published in cooperation with PricewaterhouseCoopers.)

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预览已结束，完整报告链接和二维码如下：

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