



U.S. Department of State

FY 2000 Country Commercial Guides: Cape Verde

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Country Commercial Guide
Cape Verde

Chapter I. Executive Summary

This Country Commercial Guide (CCG) presents a comprehensive look at Cape Verde's commercial environment, using economic, political and market analysis. The CCGs were established by recommendation of the Trade Promotion Coordinating Committee (TPCC), a multi-agency task force, to consolidate various reporting documents prepared for the U.S. business community. Country Commercial Guides are prepared annually at U.S. embassies through the combined efforts of several U.S. government agencies.

Cape Verde is a small nation consisting of ten islands with a very poor natural resource base, aggravated by sustained drought. This lack of water, combined with other infrastructural deficiencies have hindered economic activity in the country, resulting in its total dependency on imports. Its most important resources are the sun, the ocean, the wind and its people.

In 1991, after fifteen years of a state-controlled economy, the government of Cape Verde adopted a development strategy based on market-oriented policies, including an ambitious privatization program. It became strongly committed to the implementation of macroeconomic and structural reforms and to the development of institutions and infrastructure to exploit the opportunities offered by an increasingly competitive global economy.

Despite slow progress in some sectors, Cape Verde's economic reform policies appear to be paying off, as new businesses are being created, private investment projects are being implemented, especially in the tourism sector, construction is booming, and businessmen are eager to explore new import markets. Furthermore, trade and investment opportunities are likely to increase as tourism, fisheries and export-oriented industries become established in the country creating new opportunities to support and enhance these sectors.

One of Cape Verde's most important assets is its location which makes the country an invaluable crossroads for passengers moving across the Atlantic Ocean by air or sea. Cape Verde holds an untapped potential as a launch site for doing business with Portuguese speaking African countries as well as with countries in the West African region, and the international airport at Sal could become an airline transportation hub for the region. With that in mind, the government has placed emphasis on the development of airports, ports and telecommunications facilities. Cape Verde depends almost completely on imports to meet basic consumer needs and for industrial products and inputs. Its trade balance is characterized by a constant and large trade deficit, with an average import growth rate of 14.96 percent,

much higher than the average GDP growth rate. The total Cape Verdean import market in 1998 is estimated at approximately USD 220 million. Portugal is Cape Verde's most important trading partner. In 1998 it was the leading supplier, with a 46.9 percent share of the country's total import market. The U.S. share of imports was 5.6 percent, ranking third.

Cape Verde is a non-traditional market for U.S. businesses. Aside from the cultural and language differences, several other factors have constituted major bottlenecks to doing business with U.S. companies. First, lack of access to commercial credit is a nearly universal complaint among Cape Verdean importers who are accustomed to soft payment terms from their Portuguese suppliers. Second, the high costs of transportation adversely affect profit margins. Third, importers fear that the small size of the domestic market may not be appealing to American suppliers. However, with the government's policy of encouraging diversification of import markets, many importers have expressed an interest in establishing relations with U.S. suppliers. Due to its strategic position, trading with Cape Verde means more than meeting Cape Verde's own import needs. Trade with regional countries must be factored in.

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Chapter II. Economic Trends and Outlook

Major Trends and Outlook

Despite all the difficulties Cape Verde faces, a great effort has been made over the past eight years in the promotion of a market-oriented economic model aimed at the promotion of private sector development, foreign investment and

integration of Cape Verde into the global economy. Financial and economic legislation has been revised and the government's role in the economy has shifted from that of a direct economic agent to one of a major promoter and regulator of the economic activity. Its policies have been endorsed and supported by the World Bank, the IMF and many multilateral and bilateral donors, including the U.S.

In 1997, the government laid out a four-year economic development plan whose centerpiece is Cape Verde's integration into the world economy, viewed as an option for self-sustained economic and social development. The National Development Plan (NDP) established a set of targets and policies for economic reforms aimed at assuring the sustainability of public finances and balance of payments, as well as creating conditions for an accelerated self-sustainable growth based on the market, private initiative, external capital, exports and the convertibility and international acceptance of the national currency.

Within the framework of the NDP, the government agreed with the World Bank on an Economic Reform Program which aims mostly at putting in place the reforms necessary for restoring Cape Verde's major macro-economic balances. In recent years (98/99), carrying out the priorities defined by the NDP, the government of Cape Verde accelerated the implementation of the economic reforms launched in 1991, especially the privatization of state-owned enterprises.

Furthermore, several aggressive steps were taken, namely the signing of two major agreements - a stand-by agreement with the IMF to underpin a donor-supported domestic debt relief program calling for the creation of an offshore trust fund, and a foreign exchange cooperation accord with Portugal linking the Cape Verdean Escudo to the Portuguese Escudo at a fixed exchange rate and designed to pave the way for the convertibility of the Cape Verdean escudo (CVE); the establishment of an offshore Trust Fund to hold and manage domestic debt deposits; the approval of the Budget Law, prohibiting internal credit to the government beyond 3 percent of GDP and 60 percent of GDP ceiling for short and medium term public loan; and the creation of a stock market.

In spite of some delays, as a result of the policies adopted, the economy has been marked by substantial progress reflected in the positive behavior of some macro-economic variables. Thus, a 5.6 percent GDP growth rate was achieved in 1998 derived from the strong positive trends in public and private investments, namely from foreign direct investments and the increase of the country's basic exports. Private investments in 1998 reached 28.3 percent of GDP against the projected value of 23.1. Inflation has dropped in a sustained manner since December 1997 going from 6.0 to 4.3 percent in December 1998.

The services sector continues to be the backbone of Cape Verde's economy accounting for about 65 percent of GDP. The secondary sector accounts for approximately 22.3 percent and the primary 12.7 percent.

Principal Growth Sectors

In the medium term, economic growth is likely to continue to come mostly from increasing efficiency in the services sector and from investment. Growth is expected to result from:

- public investment in infrastructure (ports, airports, roads rehabilitation and maintenance) as well as modernization of telecommunications;
- private investment in tourism, fisheries, services (including banking) and export processing (light manufacturing);
- an increase in agricultural output with better use of irrigated land and new agricultural technologies, especially drip irrigation;
- steady growth in private investment in housing;
- continued growth of commerce; and
- growth in services to international air and maritime transport.

Tourism. With an array of fine beaches, a warm and sunny climate, plus a population well known for their hospitality, tourism is one of Cape Verde's most important natural resources. Potentially a major source of foreign exchange earnings and a prime sector of foreign investment, the 1997-2000 development plan defines it as one of the country's strategic sectors. Despite the still small importance of tourism in the Cape Verdean economy (2 percent share of the 1994 GDP), its average annual growth rate in 1991-94 was approximately 31 percent.

In 1998, in a total volume of \$233 million in foreign investment projects approved, 74 percent was in tourism, corresponding to about \$173 million. The government continues committed to attracting foreign investment in the sector and it has placed the construction of tourism-related infrastructure at the top of its priorities. So far, the Italians lead foreign investment in the sector with three hotel complexes built on three different islands (Sal, Boavista and Sao Vicente). The 560-bed hotel resort opened in 1996 is operating at full capacity with charter groups from Italy arriving weekly. In negotiation with a Spanish group is an approximately \$60 million tourism project for the island of Boavista.

Fisheries. Cape Verde's exclusive economic zone covers approximately 734,265 square kilometers of the Atlantic which explains why fisheries has been considered a strategic sector

for the country's economic development. With a resource potential estimated at 43,000 to 50,000 tons/year, only approximately one third is now exploited due to the lack of adequate technology for deep water fishing and the need to modernize the fleet and the methodology used.

Fish processing is made in industrial units that use only part of the production capacity, and there is a great potential in industrial fisheries which must be activated through private investment, both national and foreign.

The government's main priorities for the sector include modernization of the fleet, promotion of a strong and dynamic business community, development of infrastructure in fishing communities, and promotion of aquaculture projects and the processing industry.

Light Manufacturing. The government of Cape Verde provides attractive incentives to the establishment of labor intensive industries oriented towards the export market.

Only after 1993 did industry begin making any significant contribution to the country's GDP, mainly as a result of foreign investments in garment and shoe production units. These units are export-oriented and represent 52 percent of total foreign investment in Cape Verde.

PROMEX, the official entity in charge of tourism and investment promotion, has carried out investment promotion campaigns in Portugal, Hong Kong, China, South Korea and South Africa, calling for the location in Cape Verde of traditional industries such as textiles, garment and shoe manufacture. The campaign in Portugal was focused on footwear while the one in the Far East focused on light manufacturing and tourism. The U.S. market is targeted for the near future.

Over time, a better established and dynamic export-oriented economy led by the private sector is expected to be the engine of growth and employment creation.

Budget Priorities and Privatization

In December 1998, Cape Verde's new budget was approved by the National Assembly. Having attained the 1998 budget's major goals of reducing inflation and observing the European Union convergence criteria, the 1999 budget is viewed as a key instrument to safeguard the stability and predictability of the country's economy.

Approximately 44 percent of the total budget of \$229 million is allocated to public investment projects which focus on i) economic reforms; ii) development of natural resources; ii)

development of economic and transport infrastructure; and iv) promotion of human and social development.

Infrastructure takes the largest share of public investment (57 percent), followed by social development (37.4 percent) with education receiving the largest share in this sector.

Privatization: In 1997, the Cape Verdean government quickened the pace of privatization which was part of a five year World Bank-funded program. The first stage of the program came to a closure in December 1997. In June 1998, the World Bank agreed to assist the second stage of accelerated privatization with a \$ 9 million fund from the International Development Association (IDA).

Several state-owned enterprises have been privatized, including three hotels, the national telecommunications company, Cabo Verde Telecom and the oil distribution company, Enacol. They were both sold to foreign companies. Bids are now open for the sale of two commercial banks, an insurance company and the power supply company. The Cape Verdean port authority is also slated for privatization in the near future.

Balance of Payments

Cape Verde's balance of payments is characterized by a very large structural imbalance in the trade account, substantial surplus in the services account, significant net private transfers, and considerable net overseas development assistance. Foreign trade is characterized by modest merchandise export earnings, significant service exports, and high merchandise imports.

Traditionally Cape Verde's most substantial export earnings have come from non-factor services to international maritime transport. These earnings have increased recently as a result of rising services to international air traffic.

In recent years there has been a positive trend in exports, mainly as a result of foreign investment, particularly in free-zone enterprises. While in 1992, banana, lobster, fresh and frozen fish represented 91.63 percent of Cape Verde's exports, with bananas in the leading position (50.36 percent of total exports), in 1995 shoe parts, shoes, lobster, garments and frozen fish represented 91.18 percent of exports, with shoe parts ranking first (37.5 percent of total exports). Banana exports fell to tenth position with a 0.49 percent share of total exports.

Despite this improvement in exports, the trade balance is still an important economic problem due to the continuous increase in imports. Exports cover only 3-5 percent of the value of imports. The average import growth rate in the

period 1990-1995 is 14.22 percent, much higher than the average GDP growth rate of 4 percent.

Infrastructure Situation

Given the country's geographic location at the crossroads of three continents, transport and related services can be an important source of development activity.

However, limited port and airport facilities, and infrequent and costly air and maritime transport have been serious constraints to the development of an outward-looking economy.

In an attempt to overcome those constraints, the transport sector was the subject of a World Bank study which has been updated in the context of an \$87 million transport and infrastructure project promoted and co-financed by the World Bank.

Ports: There are two deep waters ports - Porto Grande, in Mindelo, Sao Vicente and the Port of Praia, in the capital city - serving international traffic. Distribution of imported commodities throughout the islands is made from these ports.

In 1997, two new ports were built on the islands of Maio and Boavista, and modernization and expansion of Porto Grande was completed. Meanwhile, rehabilitation, and expansion projects are underway on other islands.

Airports: The largest airport is on the island of Sal, which is able to accommodate even the largest intercontinental aircraft. A new and longer runway is being built in Praia and will be able to accommodate Boeing 757s and other mid-sized aircraft. There is also a modernization project under consideration for Sao Vicente's airport. Other islands too are having their airport facilities upgraded.

Telecommunications: The telecommunications system which was saturated and substandard, is also being upgraded. In one of the recent measures taken, the government divested sixty five (65) of its shares in the state-owned telecommunications company, including forty (40) percent sold to a Portuguese company through international bidding.

A USD 7 million fiber optic project was recently implemented connecting all the islands, and the country has been connected to Internet through Cabo Verde Telecom. New telecommunications services made available recently, include mobile telephone and video-conferencing services. Paging, and video-text will be offered soon.

Chapter III. Political Environment

With historic links dating back hundreds of years, Cape Verde and the U.S. enjoy excellent relations. This relationship has been enhanced by the emergence of a vibrant multi-party system in 1991. As a result of that balloting, a moderately centrist political movement -- the Movement for Democracy (MPD) -- captured a governing majority in the national assembly and thus gained control of the prime minister's office and the government. The MPD was returned to power with a larger majority in the general elections held in December 1995. Third general and municipal elections are scheduled to take place in 2000, while the presidential election is in 2001.

Cape Verde has a mixed presidential/parliamentary system of government. Day to day authority for government policy and implementation rests with the Prime Minister, his cabinet and the national assembly. The president of the country is elected directly by the people and serves as chief of state. He shares responsibility for foreign affairs and defense matters, but is required to consult closely with the government on these issues. The judiciary in Cape Verde

generally operates independently and free of undue influence.

There is a Supreme Court, headed by a president, which is spearheading the effort to broaden the concept of the rule of law and the proper role of an independent judiciary in a democratic system of government.

By all indications, corruption is rare. Nevertheless, opposition political parties and businessmen with no connections to the governing party have accused the MPD of favoritism in the awarding of contracts. In particular, they allege that companies with ties to cabinet ministers including the Prime Minister have been successful in obtaining a high number of government projects and contracts for services.

Chapter IV. Marketing U.S. Products and Services

Distribution and Sales Channels

There is great receptivity for American goods and services in the Cape Verdean market. In the past, U.S. products have reached the Cape Verdean market either through bilateral cooperation projects, or informally through the Cape Verdean community in the U.S. (New England mainly).

Distribution and marketing facilities are not yet fully developed and the principal methods of selling are: retail outlets, an agent or distributor, selling through established wholesalers and selling directly to the government.

A limited number of agents do currently conduct business with foreign firms and some have been inquiring about representing American firms. Agents and distributors commonly represent several product lines. It is advisable that a company attempting to break into the market retain a person resident in Cape Verde who should be fluent in Portuguese. If the exported product requires servicing, qualified personnel and a reasonable inventory of spare parts must be considered. European competitors inevitably market their geographic

proximity as a competitive advantage; they are often able to provide a technician or part on short notice.

Many of the products sold in Cape Verde pass through wholesale organizations. Most of the wholesale establishments and modern retail outlets are concentrated in the two main urban centers: Praia and Mindelo.

Private sector enterprises can purchase goods directly or through an agent, while public sector companies are required by law, to make their purchases through procurement tenders. The procurement is typically financed by a multilateral lending institutions such as the World Bank or the African Development Bank.

Therefore, opportunities do exist for companies willing to develop their own marketing, distribution and maintenance networks.

Forms of Business Organizations

Branches of foreign companies may not be established until they are registered with the registrar of companies. Joint ventures are allowed and encouraged in many sectors, namely in fisheries, the airline business and telecommunications.

The most common forms adopted by businesses in Cape Verde include: 1) branch of a foreign company; 2) joint-venture; 3) limited liability company and 4) stock corporations. Other business forms include regional offices, sole proprietorships, local agency or distributorship arrangements, and state or partially state-owned companies. Franchises are not a factor as yet in the Cape Verdean business environment.

Advertising and Trade Promotion

Advertising is done mainly through newspapers, television and radio. There are two widely read weekly private publications and an official one which comes out three times a week. Television is government controlled and it broadcasts six hours a day. The national television also has special agreements with French and Portuguese channels which allow them to be broadcast in Cape Verde . There is a state-owned radio station with headquarters in Praia, the capital, and two private ones.

Radio and television spots are the most widely forms of advertising. Trade fairs are sporadic but nevertheless a popular means of reaching the Cape Verdean buyer. Packaging is important to the Cape Verdean consumer. Eye-catching, colorful designs, and small, reusable containers appeal to the consumer.

Major newspapers are:

- "Horizonte", C.P. 40-A, Praia, Cape Verde, Tel: (238) 62 30 25; 62 24 47; Fax: (238) 62 30 23; 62 33 30.
- "A Semana", C.P. 36-C, Praia, Cape Verde, Tel: (238) 61 39 50; 61 12 69 Fax: (238) 61 12 82; 61 52 91.
- "Cifrão ", C.P. 36-C, Tel: (238) 61 39 50; 61 12 82; Fax: (238) 61 12 82; 61 52 91
- "Terra Nova", C.P. 166, S.Vicente, Cape Verde, Tel: (238) 32 24 42.

Chapter V. Leading Trade Prospects for U.S. Business

5.1. Best prospects for non-agricultural goods and services:

- 1 - General Consumer Goods (GCG)
- 2 - Airport Ground Support Equipment (APG)
- 3 - Port/Shipbuilding Equipment (PRT)
- 4 - Hotel/Restaurant Equipment (HTL)
- 5 - Telecommunications Equipment (TEL)
- 6 - Telecommunications Services (TES)
- 7 - Architecture/Construction/ Engineering Services (ACE)
- 8 - Travel/Tourism Services (TRA)
- 9 - Commercial Fishing Equipment (CFE)
- 10- Renewable Energy Equipment (REQ)
- 11- Management Consulting Services (MCS)
- 12- Automotive Parts/Service Equipment (APS)
- 13- Autos/Light Trucks/Vans (AUT)
- 14- Computers Peripherals (CPT)

Consumer goods offer the best prospect because of lower tariff and non-tariff barriers. Additionally, higher living standards are stimulating the demand for importation of many non-traditional consumer items.

Supporting equipment for light manufacturing, tourism, fisheries, transportation and telecommunications which constitute the focus of the country's economic development strategy also offer good prospects.

2. Agricultural products:

Corn
Rice
Beans
Edible oil
Milk powder
Sugar
Wheat
Canned and prepared vegetables

3. Significant Investment Opportunities

The ongoing privatization of state-owned companies such as the insurance company, the commercial bank and the national airline provides one of the best opportunities for foreign investment. International Market Insights reports (IMIs) will be produced as the process goes on.

A major \$87 million infrastructure project funded by the World Bank has generated important market opportunities for port and airport support equipment.

The government of the United States acknowledges the contribution that outward foreign direct investment makes to the U.S. economy. U.S. foreign direct investment is increasingly viewed as a complement or even a necessary component of trade. For example, roughly 50 percent of U.S. exports are sold by American firms that have operations abroad. Recognizing the benefits that U.S. outward investment brings to the U.S. economy, the government of the United States undertakes initiatives, such as Overseas Private Investment Corporation (OPIC) programs, investment treaty negotiations and business facilitation programs, that support U.S. investors.

Chapter VI. Trade Regulations and Standards

Tariffs and Import Taxes: in August 1991, import tariffs were streamlined. The previously cumbersome system (including over 80 rates with specific tariffs) was replaced by 10 ad valorem rates ranging from 5% to 50%. In addition to these duties, imports to Cape Verde are subject to a general customs service tax of 7 percent and a consumption tax on non-priority goods, ranging from 5 percent to up to 60 percent for hard liquor.

Customs valuation is made in accordance with the definitions of Brussels' convention.

Import Licenses: as a result of pre-election overspending and higher than expected imports in 1995, the government faced with strong pressures on its foreign exchange reserves, re-introduced import quotas on a number of commodities equivalent to about 10 percent of import value. Although the list of commodities subject to import quotas was reduced to about 6 percent in 1997, the government of Cape Verde intends to introduce legislation to completely remove import quotas by the end of 1999. For liberalized products, the prior import license has been replaced by a simple declaration of importation.

Export Controls: given the significant structural deficit of the trade balance, there are no controls on exports. On the contrary, a new law passed in 1993 provides a variety of incentives to exports.

Import/Export Documentation

- 1) Commercial Invoice - Two copies of the commercial invoice, in both Portuguese and English, should accompany the shipment. An accurate and specific description of the goods should be given, together with FOB value and an itemized description of expenses. The shipper's name and address as well as that of the consignees should be shown, plus date and any other usual details.
- 2) Pro-forma Invoice - may be required by the importer to obtain an import license.
- 3) Bill of Lading/Air Waybill: There are no regulations specifying the form or number of bills of lading required for any particular shipment. A bill of lading customarily shows the name of the shipper, name and address of consignee, port of destination, description of goods, listing of freight and other charges, number of bills of lading in full set, and the date and signature of the carrier's official acknowledging receipt on board of the goods for shipment. The information should correspond to that shown on the invoices and packages.
- 4) **Insurance Certificate** - it is required that transport insurance on imports be placed with the state insurance company whenever goods are under the ownership of a Cape Verdean national.
- 5) **Import License** - six copies of the import license for controlled goods; four copies of the declaration of importation for liberalized goods.
- 6) **Phytosanitary Certificate** - Plants, seeds and animals, and vegetable and animal products should be accompanied by a sanitary certificate issued in the country of origin and may be subject to inspection at the port of entry..

Temporary Entry: temporary entry is authorized for cooperation projects, diplomatic missions and to temporary foreign workers.

Import Restrictions: narcotics are prohibited. Pharmaceuticals may only be imported by public institutions.

Standards: Cape Verde uses 220 v 50 cycles for electricity and the metric system of measurement. Operating standards usually follow the Portuguese or European norm.

Free Trade Zones/ Warehouses: a decree law in May 1989 created the legal basis for a free trade zone. Entrepot activities can be undertaken, such as the storage of goods without payment of duties, with storage periods ranging up to four years. Recently, a new law was passed, regulating free-zone enterprises. Enterprises that export goods or services may apply for free-zone status without being located in a free zone.

Membership in Free Trade Arrangements: Cape Verde is a member of the Economic Community of West African States (ECOWAS) and it benefits from the Generalized System of Preferences and the Lomé Convention, thus providing investors with preferential access to West Africa, the United States and Europe.

Chapter VII. Investment Climate

Introduction. Since 1989 the economy of Cape Verde has become increasingly open. The government is committed to integrating the country into the global economy primarily through foreign investment in export-oriented activities. Cape Verde offers foreign investors major advantages in areas such as light manufacturing, tourism, fisheries, transportation and communications. In light manufacturing, for instance, foreign investors can benefit from Cape Verde's market access and underutilized quotas for Cape Verdean products sent to the European and the U.S. markets. Furthermore, Cape Verde is a peaceful country committed to its stable democratic political system and to market-based economic development.

The positive attitude of the government towards foreign investment is embodied in the legislation passed in the early 90s. The incentive package is very competitive. The latest decree which regulates foreign investment simplified the process of foreign investment authorization and made the Center for Tourism, Investment and Exports Promotion (PROMEX) operate as a one-stop-shop for foreign investors. The exports law created a set of fiscal and customs incentives designed to encourage business activities in all sectors and to direct their services and goods towards exports. The law for free zone enterprises provided a package of highly advantageous incentives for companies oriented exclusively to exports.

Openness to foreign investment. In Cape Verde, the government looks to private investment as the future engine of the country's economic growth. It seeks to attract investment that will modernize the country's economic structure and stimulate any and all business activities. Greatest interest is placed in export-oriented industries and tourism.

More recently, the government refined the laws and related regulations in order to expedite approval for new investments destined to start up new ventures or expand existing ones. In the new law all sectors of activities are now open to foreign investment. However, in keeping with the country's special features such as preferential access agreements with Europe, the ECOWAS and the U.S., low wages and the high availability of unskilled workers, and moderate tropical climate, target sectors are light manufacturing, tourism and fishing.

Foreign investment in the ongoing privatization of state-owned enterprises has been encouraged. In some instances, however, shares are reserved for Cape Verdean investors. Joint ventures with local investors are highly encouraged.

Right to private ownership and establishment. The right to private ownership and establishment is guaranteed in the constitution.

Protection of property rights. Property rights are recognized and guaranteed in several Cape Verdean laws, including the constitution. There is a legal system of recording secured interests in property, both chattel and real. There is also a legal system that protects and facilitates acquisition and disposition of all property rights. Although since 1990 Cape Verde has had copyright laws, it has not yet adhered to international agreements on intellectual property rights. It has recently signed several treaties that provide protection for intellectual property rights. Details, however, are not yet available.

Foreign-trade zones/free ports. Taken together the following five laws: the external investment law, the industrial development law, the industrial statute, the entrepot law, and the law of free-enterprises constitute a package of free zone legislation in everything but name. They constitute a strong package of incentives for export-oriented industrial firms, which permit broad flexibility of location. The free-zone enterprise law introduces a new status for enterprises that produce goods and services exclusively for export or to sell to other free-zone enterprises in Cape Verde.

Performance requirements/incentives; major taxation issues. The government does not place a premium on investments that respond to a long list of overall development objectives and offers local and foreign investors the same incentives. Instead, it favors investments that are either export-oriented or diversify geographically and technologically the country's industrial base.

Through international agreements, exporters have preferential access to the markets of Europe, West Africa and the United

States. Incentives to firms that export their entire output (free-zone enterprises) are the most generous, but all firms, regardless of the location of their markets, can benefit from the following incentives:

-- a 100 percent tax exemption on all dividends from any activity started with foreign capital and earned during the first 5 years of operation. After 5 years the tax rate is 10 percent. The same tax exemption applies whenever such dividends are reinvested in the same or another economic activity.

Enterprises producing goods and services exclusively for export (free-zone enterprises) also benefit from:

-- 1. **Tax incentives:** exemption from corporate and complementary taxes (a complementary tax is levied on all income generated in the country) on profits for the first 10 years of operation; after 10 years, the combined tax rate will be no more than 15 percent; tax holiday on dividends and profits paid to shareholders for the first 10 years of operation; after 10 years, the maximum rate will be 15 percent; lifetime exemption from indirect taxes; 2. **Customs incentives:** duty-free imports of equipment and materials used in the production; duty-free imports of raw materials and finished and semi-finished goods used exclusively in production; 3. **Other incentives** include, reduction of the regular company registration fee; exemption from declaring capital contributions (equity participation); free access to foreign currency accounts; and free recruiting of foreign workers.

Export incentives apply to export and re-export operations. They do not apply to fuel or export of free-zone enterprise activities. They include:

-- 1. **Tax incentives:** taxes on profits (export earnings divided by total sales) are lower during the first 5 years that enterprises export or re-export. This period may be extended up to 10 years, as long as the enterprise begins producing 50 percent of its exports or re-exports in Cape Verde by the fifth year of export operations; otherwise, the tax reduction will be equal to one-half of export earnings divided by total profits; 2. **Customs incentives:** no duties are imposed on raw materials, finished goods, semi-finished goods, and other materials used exclusively in the production of goods and services for export.

The following incentives apply to enterprises, except free-zone enterprises, involved in a specific sector:

Industry: exemption from corporate and complementary taxes during the first 3 years of operation; tax deduction for profits reinvested in the same or different industrial activity; tax deduction for expenses incurred in training of

local work force; tariff exemptions on construction material and capital equipment imported to start up new industrial activities; tariff exemptions on raw material and other inputs imported for production during the first 2 years of operation, with progressively higher customs duties (25, 50, and 75 percent) in the following 3 years of operation.

Tourism: exemption from real estate transfer and property taxes; exemption from rental taxes and taxes on business profits for 5 years from the date operations begin, except for taxes on services and transfer of public goods; 50 percent discount on (1) the taxes just mentioned and (2) complementary taxes on profits for the 10 years following the first five;

Tax deduction on profits reinvested in other tourist or industrial activities; tax deduction for expenses incurred in training the local work force; duty-free imports of construction material, machinery, cruise ships, and all other material required for installation of tourist facilities.

Fisheries: fully equipped fishing vessels are exempt from all duties, import taxes and the customs service tax; engines, spare parts, devices and other material used to construct fishing vessels are exempt from import duties and consumption tax; machines, material tools and equipment used in fishing activities benefit from the same incentives mentioned above; fuel for fishing vessels, fish processing plants and seafood warehouse installations are exempt from consumption and customs service taxes.

Cape Verde has recently signed with Portugal a double taxation avoidance treaty.

Transparency of the regulatory system. The current Cape Verdean government has taken a number of steps to improve the climate for foreign investment and to encourage a more transparent and competitive economic environment. The basic Cape Verdean legislation affecting foreign investment is contained in the external investment law and the law of industrial development. These laws establish the principal of equal treatment for foreign investment, affirm the government's commitment to a dynamic business environment and the industrial development statute to regulate the granting of incentives and a simplified investment approval process.

Recently approved laws on the promotion of exports, on incentives to exports and on free-zone enterprises stress the commitment of the government to encourage investment in export-oriented industries.

Bureaucratic procedures have been simplified in a number of cases. The investment approval process has been greatly expedited with the recent revision of the external investment

code. The Center for Tourism, Investment and Export Promotion, PROMEX, has become a one-stop shop for external investors. In general, external investment operations are subject to prior authorization from the minister in charge of economic affairs. An application is submitted to PROMEX, and within thirty days the investor should get a reply. If government action is not forthcoming, within 30 days, approval is automatic.

In order to benefit from incentives regarding capital transfers, external investment operations must be registered at the Bank of Cape Verde.

Corruption. Corruption is criminally punished. Cape Verde has laws, regulations and penalties to combat corruption. Giving or accepting a bribe is a criminal act and conviction could result in up to 8 years in prison.

To combat corruption effectively, the Cape Verdean government established the high authority against corruption. Other institutions in charge of combating corruption include the judiciary police, the prosecuting counsel and the courts.

There is no indication that corruption has been an issue.

Labor. With unemployment rate running at about 28.3 percent (1998), creating jobs is one of the fundamental concerns of the Cape Verdean government. It therefore proposes to stimulate national production and foreign investments to create jobs and promote entrepreneurial initiatives.

While unskilled labor represents some 30 to 40 percent of total labor force and is readily available, technical, managerial and professional talent is more difficult to find.

Labor laws are relatively generous to employees and the recent revision of the labor code made labor contracts more flexible.

There are no local minimum wages in Cape Verde. Minimum wages and wages in general are established according to the policy of each firm. The cost, productivity, and availability of labor is favorable. Prevailing wages, although not among the world's lowest, are competitive at under USD 0.70 per hour.

Relations with the ILO have been good although recently labor unions opposing the ruling party have been bringing complaints before the ILO governing board involving the workers' right to go on strike.

Efficiency of capital markets and portfolio investment.

There is no capital market as yet in Cape Verde. The World Bank has been assisting the government of Cape Verde in

restructuring the financial sector. The first step in this process was the division of the Bank of Cape Verde into a central and a commercial bank.

The Stock Market of Cape Verde (BVC) was launched in March, 1999, but it is only expected to begin operations some time before the end of the year, and some six companies are to be listed.

The financial sector comprises four commercial banks (two foreign-owned), two insurance companies and a venture capital company created to promote the development of private sector.

Bank credit is available to foreign investors under the same conditions as those for national investors. The private sector has access to some credit instruments such as loans, letters of credit and lines of credit. The legal guidelines for accounting systems are clear but are not totally consistent with international norms.

Portfolio investment in Cape Verde is extremely limited and depends on the limited ability of the Bank of Cape Verde. Even social security funds are kept in non-interest bearing accounts because the bank of Cape Verde is unable to effectively lend and guarantee the proper interest return to the accounts.

Conversion and transfer policies. The government gives foreign investors important guarantees such as privately managed foreign currency accounts which can be credited only in foreign currency from abroad or from other foreign accounts in Cape Verde and undisputed repatriation of dividends, profits and capital from foreign investment operations.

The regulatory legislation specifies that for the initial five years of operation, dividends may be freely expatriated without tax, and that for the next fifteen years dividends may be expatriated with a flat tax of ten percent. Incentives for outward investment in developing countries are not included in the legislation but they have been provided on an "ad hoc" basis.

Current law provides that upon request to the Bank of Cape Verde, revenue/profits, capital gains, and loan repayments may be transferred overseas within 60, 90, and 30 days, respectively. The Bank of Cape Verde will pay interest on all transfers with waiting periods of more than 30 days, starting on the 31st day. Timely transfers may not always be possible when requests cover large sums and affect Cape Verde's balance of payments; in such instances, the government will order that the transfer be made in installments, generally every three months over a period of no longer than two years.

The estimated annual U.S. dollar value of local currency likely to be used by the embassy is 1.1 million at the official exchange rate. Significant devaluation is not likely to occur over the next year.

Expropriation and compensation. In the event of expropriation, or acquisition of privately owned property by the government for the public's interest, the government will compensate the owner fairly, on the basis of prevailing market prices, or the actual market value of the property on the day of expropriation. Compensation will be prompt and may be repatriated at the exchange rate in effect on the day of expropriation.

The embassy is not aware of any specific case of expropriation of private property by the government in the recent past and given the almost complete repudiation by the voters of the former ruling party and its one-party system with total control of the economy, it is very unlikely that any government would consider confiscation of private property as a policy.

Dispute settlement. Disputes between foreign investors and the government will be settled either through a single referee or an arbitration commission. Referees may be foreigners. If so, they may not have the same nationality as the parties involved in the dispute. Should there be difficulty in reaching an agreement over the nomination of the referees, referees may be appointed by a recognized national body or international organization, with the ultimate authority being the International Center of Settlement of Investment Disputes (ICSID). Generally, the arbitration will be carried out in Cape Verde and in Portuguese, unless another site and language is requested and agreed upon by both parties. The decision of the single referee or the arbitration committee is final and cannot be appealed.

The embassy is not aware of any foreign investment disputes over the past few years.

Cape Verde has a functioning judiciary which appears to operate independently and free of undue influence.

Political violence. One of Cape Verde's strengths lies in its political and social stability. In recent years, however, there have been some cases in which labor unions opposing the ruling party have promoted strikes which have in general been peaceful.

Bilateral investment agreements. Cape Verde has bilateral investment agreements with Austria, Germany, Holland, Portugal, Switzerland, Italy, China and Angola.

OPIC and MIGA. Cape Verde is a member of the Multilateral Investment Guarantee Agency (MIGA) and it benefits from the loan guarantee program of the Overseas Private Investment Corporation (OPIC).

Foreign direct investment. Foreign direct investment (FDI) in Cape Verde has been increasing steadily over the last few years. Since the launching of the economic reforms in 1993, nearly 109 investment projects with a total capital of \$416 million have been licensed. Most foreign direct investment is concentrated in tourism (54 percent) followed by manufacturing (15.5 percent). Italy, Portugal, Spain and Hong Kong are the main sources of current investment.

In 1998, foreign direct investment rose sharply to \$233 million, from \$59 million in 1997. Most of it was concentrated on tourism (74 percent). Some of the already established foreign investment companies, namely the 100 percent exporting ones in light manufacturing are now implementing expansion projects thus promising significant increases in exports generated by foreign investment.

Major foreign investors. Most important foreign investors have come from Portugal and other European countries, namely Italy and Spain. Asian investors from Hong Kong are also present, and they have been one of the major targets of the Cape Verdean foreign investment promotion agency. Italian investors are the leaders in the tourism sector, while the Portuguese dominate light manufacturing. PROMEX is planning to launch more aggressive promotion in the United States in the coming years.

Chapter VIII. Trade and Project Financing

Banking System. Financial services to the private sector are limited, with the result that the existing system is considered inadequate to efficiently and effectively satisfy the private sector's needs for credit. Until 1993, the Cape Verdean financial system comprised two public institutions, the Banco de Cabo Verde (BCV) and the Caixa Económica de Cabo Verde (CECV). The BCV was the principal financial institution in the country, combining the functions of a central bank, commercial bank and a development bank. The BCV, however, has limited experience and expertise with the essentials of a modern economy, especially in investment and export policy. As a result, entrepreneurs who wanted to start a new business or expand an existing one were indirectly discouraged from doing so. The CECV operated somewhat like a savings bank.

With the liberalization of the economy and the subsequent reform of the financial sector, the BCV was divided, in September 1993, into a central bank and a commercial/investment bank called the Commercial Bank of the Atlantic (BCA). While this was an encouraging sign, the bank remained majority state-owned, and because of the lingering bureaucratic tradition, major changes that would directly benefit private sector customers have not been felt. The BCA corresponds with some twenty international banks. In the U.S. it corresponds with American Express and Citibank.

The CECV has undergone a complete restructuring and modernization. New statutes changed it from a public institution into a corporation and a universal bank. The portion of the share capital reserved for the private sector has not been raised. The CECV is, however, expected to be privatized sometime this year. It currently offers normal banking services, including international operations.

The CECV's structure is allowing it to offer relatively quick service which is highly beneficial to the development of the private sector. The CECV corresponds in the U.S. with Chase Manhattan Bank and the Bank of Boston.

Legislation which allows for establishing private banks was passed in March 1993. There are no restrictions on establishing foreign banks. The law requires authorization from the central bank and that 50% of the workers be Cape Verdean nationals.

Two Portuguese banks Totta & Açores, and Caixa Geral de Depósitos have opened a branch in Praia, while the Banco Nacional Ultramarino (BNU) and Banco Mello have opened a representational offices that may lead to full branches. In

1999, Caixa Geral de Depósitos joined with Cape Verdean business people and created the Banco Interatlantico the first totally private Cape Verdean bank.

Although the legislation does not foresee any foreign exchange controls affecting trade, in practice, due to the fragility of the Cape Verdean economy, there may be at times some constraining measures.

General Financing Availability. In spite of financing being generally available for short term private sector projects, one of the greatest obstacles commercial borrowers are faced with is lack of access to credit. Consequently, it is the general rule that medium to long term public sector projects are financed by multilateral financing institutions such as the World Bank, the African Development Bank or by foreign aid programs. Current non-discriminatory credit facilities available in Cape Verde include bank loans, letters of credit and lines of credit (the BCA itself provides no lines of credit). In order to promote the development of private sector activity, several lines of credit are being established such as the one sponsored in part by the World Bank to allow the participation of the local private sector in the privatization process underway.

How to Finance Exports/Methods of Payment. Traditional trade finance instruments such as letters of credit, documentary collections and funds transfers are available to the exporter. Although an irrevocable letter of credit eliminates the commercial risk of an export sale, and to some extent it also protects the buyer, it is not the most attractive instrument to the importer due to its high cost and to the time that it may take. So American exporters should consider the possibility that the European competitor may be willing to offer payment terms more favorable to the buyer.

Types of Export Financing Insurance. Several federal agencies, as well as certain state governments, offer loan guarantee programs and other types of financing assistance for exporters. The U.S. Department of Agriculture's Commodity Credit Corporation (CCC) administers the Export Credit Guarantee program (GSM-102) to insure financing for sales of U.S. agricultural products. Other Washington-based agencies offering financing and insurance programs include the International Finance Corporation (IFC), the Overseas Private Investment Corporation (OPIC), the Export-Import Bank of the United States (Eximbank) and the U.S. Small Business Administration (SBA).

Project Financing. The U.S. Trade and Development Agency (TDA), the World Bank and the African Development Bank provide funds to finance feasibility studies and other

planning services for major projects that are economic development priorities of the country.

List of Cape Verdean Banks and their U.S. Correspondents:

Banco Comercial do Atlântico -	American Express Citibank
Caixa Económica de Cabo Verde -	Chemical Bank Bank of Boston

Chapter IX. Business Travel

Business Hours. Government, banking and industry hours are Monday through Friday 8:00 am to 12:00 pm and 2:00 pm to 6:00 pm. Commercial hours are Monday to Friday 8:00 am to 12:30 pm and 3:00 pm to 7:00 pm and Saturday 9:00 am to 1:00 pm.

Holidays:

January 1, New Year's day
January 20, National Heroes' day
Ash Wednesday
Good Friday
May 1, Labor day
July 5, Independence day
August 15, Assumption day
November 1, All Saints' day
December 25, Christmas

Travel Advisory and Visas. U.S. citizens must have visas and inoculations against yellow fever if they are coming from an endemic area. Hepatitis A, typhoid and tetanus immunizations are strongly recommended. Tourist groups may be visa-exempt when they inform officials in advance through a local travel agency.

Currency. The local currency is the Cape Verdean Escudo (CVE) which is not convertible outside the country. Exchange rate is approximately CVE 100.00 for USD 1.00.

Credit Cards. Although the use of credit cards is not yet nationwide, some hotels accept the main international cards such as American Express. Exchanges are more easily made at financial institutions.

Transportation. Regular direct flights connect Sal island with New York, Lisbon, Paris, Amsterdam, Munich, Zurich, Bergamo, Johannesburg, Las Palmas and Madrid. In the summertime there are charter flights connecting Sal to Boston. Direct flights link Praia with Dakar, Bissau, Banjul and Conakry. Scheduled domestic air service connects Sal, Praia and Mindelo with most of the other islands. International shipping companies make regular stops at Mindelo and Praia. Small vessels operate inter-island services. Taxis are

Getting There. The fastest and the most common way to get to Cape Verde is by air. South African Airways in its route New York-Johannesburg makes daily stops at Sal international airport. Average air fare is approximately \$1,000. Another alternative is through Lisbon, on Portuguese TAP.

Taxis and rental Cars. There are taxis on all the islands, particularly in the main urban centers. They are reasonably priced, numerous and available on main streets. The minimum charge is CVE 100. Rental cars are available in Praia, Mindelo and Sal. Special arrangements can also be made on other islands.

Accommodations. Accommodation is available on all the islands. There are good hotels on major urban centers. However, one should guarantee booking, either directly or through a travel

agency, before departing. Room rates range from CVE 3000 to 7000.

Telecommunications. A satellite earth station in Praia links Cape Verde with the rest of the world. Fiber optics undersea cable connects all the islands. Cape Verde can be direct-dialed. International access code: 011. Country code: 238.

Cape Verde is 4 hours ahead of EST in Winter and 3 hours ahead in Summer.

Health. Sanitation is fair in Mindelo and Praia. Although these cities and other smaller villages have hospitals and healthcare centers, medical care is inadequate. All water supplies are unsafe for drinking. Bottled water is readily available. Uncooked vegetables should be avoided.

Climate and Clothing. Cape Verde has a dry, temperate climate with little temperature variation throughout the year. September is the warmest month - 26°C (80°F), and February is the coolest - 21°C (71°F). Rain is scarce; most falls between July and October. Strong northeast winds blow almost constantly.

Chapter X. Economic and Trade Statistics

Appendix A: Country Data

Population (mid-1995 estimate) : 411,000
Population Growth Rate (1997) : 2.7%
Religions: Catholic, Protestant
Government System: Democratic Republic
Language: Portuguese (official); Cape Verdean Creoulo
(national)
Workweek: Monday-Friday

Appendix B: Domestic Economy (USD millions, except as noted)

	1996	1997	1998
GDP	423.4	490	541
GDP Growth Rate (percent)	4.0	3.0	5.6
GDP per Capita (1 usd)	1,087	1,046	1,316
Government Spending as percentage of GDP (percent)	57.5	42.2	39.1
Inflation (percent)	6.0	8.6	4.7
Unemployment (percent)	30.5	31.4	28.3
Foreign Exchange Reserves	86.8	60.2	57.7
Average Exchange Rate for USD 1	81.73	93.19	97.99
Foreign Debt	199	225	251
Debt Service	38.1	--	--
U.S. Assistance	5.8	3.1	3.1

E = estimates

-- = Not available

Sources: Bank of Cape Verde, Office of the Vice Prime Minister

Appendix C: Trade

Exports, Imports and Coverage Rate of Imports by Exports (USD million, except as noted)*

	1996	1997	1998	1999E
Exports	12.8	13.8	10.2	64.0
Imports	237	211.1	220	252
Cov.Rate (%)	5.4	6.5	4.6	25
U.S. Imports	8.5	20.6	12.6	--

Market Share of Major Trading Partners (percent):

Country	1996	1997	1998
Portugal	40.9	42.8	46.9
Netherlands	7.6	11.1	6.8
France	5.6	9.2	5.0
United States	3.6	9.4	5.6
Germany	3.0	2.1	4.6
United Kingdom	2.8	2.0	2.7
Sweden	1.7	1.1	0.7

Source: Boletim de Estatisticas, Bank of Cape Verde

Appendix D: Investment Statistics (in USD million):

	1996	1997	1998
Foreign Direct Inv.	48.3	59.0	232.5
Exports Generated	8.0	10.4	34.0

Source: PROMEX

Appendix E: U.S. and Country Contacts

1. Contacts in Cape Verde:

U.S. Embassy
Economic Commercial Section
Department of State
Washington, DC 20521-2460
Tel: (238) 61 56 16; Fax: (238) 61 13 55

Cape Verdean Trade Associations:

Câmara de Comércio, Industria e Serviços de Sotavento
C.P. 105
Praia, Cape Verde
Tel: (238) 61 72 34; Fax: (238) 61 72 35
Mr. Orlando Mascarenhas, President

Câmara de Comercio de Barlavento
C.P.728
Mindelo, Sao Vicente
Tel: (238) 31 46 85; Fax: (238) 31 46 86
Mr. Edmund Carvalho, President

Associação Comercial de Sotavento
C.P. 78
Praia, Cape Verde
Tel. (238) 61 29 91; Fax: (238) 61 29 64
Mr. Alfredo Barbosa Fernandes, President

Associação Comercial de Barlavento
C.P. 62
Mindelo, Sao Vicente, Cape Verde
Tel. (238) 31 32 81; Fax: (238) 32 36 58
Mr. Augusto B. Evora, President

Major Cape Verdean Importers

1. Adega, S.A.R.L.
C.P. 40, Praia, Cape Verde
Tel: (238) 61 54 80; Fax: (238) 61 54 79
Supermarket products
2. ABM & Partners, Lda.
C.P. 109, Praia, Cape Verde
Tel: (238) 63 10 23; Fax: (238) 63 10 33
Wholesale of grocery products and construction material.
3. ALUCAR

C.P. 375, S. Vicente, Cape Verde
Tel: (238) 31 11 50; Fax: (238) 31 51 69
Automobiles

4. Sociedade Comercial Vasconcelos Lopes, Lda.
C.P. 116, S.Vicente Cape Verde
Tel: (238) 32 19 92; Fax: (238) 31 55 89
Grocery products and appliances
5. Braz de Andrade (the major importer from U.S.)
C.P. 75C, Fazenda, Praia, Cape Verde
Tel: (238) 61 22 71; Fax: 61 31 43
Food items, appliances, construction material
6. Edmundo Rodrigues Barbosa & Fos. Lda.
C.P. 154, Praia, Cape Verde
Tel: (238) 61 55 84/85; Fax: 61 12 89/ 61 35 42
Supermarket products
7. Manuel Gomes dos Anjos & Fos. Lda.
C.P. 86/88, Praia, Cape Verde
Tel: (238) 61 38 92; Fax: 61 68 80
Grocery products, houseware
8. C. de Vasconcelos e Herd. Lda.
C.P 4, Praia, cape Verde
Tel: (238) 61 55 47/8; Fax: 61 55 46/9
Houseware, appliances
9. Estabelecimentos Bossa Nova Lda.
C.P. 129, Praia, Cape Verde
Tel: (238) 61 38 56/ 61 41 91; Fax: 61 16 12
Grocery products, houseware, appliances, construction material, hotel supplies
10. Irmãos Correia Lda.
C.P.307, Praia, Cape Verde
Tel: (238) 61 69 98; Fax: 61 48 33
Wholesaler of beans, grocery products, tires.

Banks in Cape Verde:

Banco de Cabo Verde (Central Bank)
C.P. 101, Ave. Amilcar Cabral,
Praia
Tel: (238) 61 55 30; Fax: (238) 61 19 14

Banco Comercial do Atlântico (BCA)
C.P. 474, Ave. Amilcar Cabral
Praia, Cape Verde
Tel: (238) 61 30 09; Fax: (238) 61 30 00

Caixa Económica de Cabo Verde
C.P. 199, Ave. Cidade de Lisboa
Praia, Cape Verde
Tel: (238) 61 55 61; Fax: (238) 61 55 60

Banco Totta & Açores
C.P. 595, Rua Justino Lopes, 1-2nd.
Praia, Cape Verde
Tel: (238) 61 16 62/42 70; Fax: (238) 61 46 12

Caixa Geral de Depósitos
Achada de St. Antonio
Praia, Cape Verde
Tel: (238) 62 22 91; Fax: 62 20 79

Banco Nacional Ultramarino (Rep. office)
C.P. 19/C, Ave. Cidade de Lisboa
Praia, Cape Verde
Tel: (238) 61 42 32; Fax: (238) 61 42 53

Banco Mello (Rep. office)
C.P. 469, Ave. Amilcar Cabral
Praia, Cape Verde
Tel: (238) 61 72 50; Fax: (238) 61 72 51

Other Cape Verdean Agencies:

Center for Tourism, Investment and Export Promotion (PROMEX)
C.P. 89-C
Praia, Cape Verde
Tel: (238) 62 27 36; Fax: (238) 62 27 37
Mr. José Sá Nogueira, President

I.A.D.E. (Institute of Assistance to Entrepreneurial
Development)
C.P. 581
Praia, Cape Verde
Tel: (238) 61 44 44; Fax: (238) 61 24 34

Privatization Agency
C.P. 323
Largo do Ténis, Cruzeiro, Praia
Tel: (238) 61 23 19; Fax: (238) 61 23 34
Mr. Sergio Centeio, Director

2. U.S. Government Agencies

TPCC Trade Information Center
Washington, DC
Tel: 1-800-USA-TRADE

U.S. Department of State
Office of the Coordinator for Business Affairs
Washington, DC
Tel: (202)746-1625; Fax: (202) 647-3953

U.S. Department of Commerce
International Trade Administration

Philip Michelini, Desk Officer - Cape Verde
14 and Constitution Aves., NW
Washington, DC 20230
Tel: (202) 482-4388; Fax: (202) 482-5198

U.S. Department of Agriculture
Foreign Agricultural Service,
Trade Assistance and Promotion Office
Washington, DC
Tel: (202) 720-7420

World Bank
Mr. Thomas Kelsey
Director, Commerce Liaison Office
Office of the U.S. Executive Director
1818 H Street, N.W.
Washington, D.C. 20433
Tel: (202) 458-0120/0118; Fax: (202) 477-2967

African Development Bank
Mr. Mark Herrling
Commercial Liaison
U.S. and Foreign Commercial Service
5 rue Jesse Owens
01 B.P. 1712 Abidjan 01, Cote d'Ivoire
Tel: (225) 21-46-16; Fax: (225) 22-24-37

3. Others:

Embassy of Cape Verde in the United States
3415 Massachusetts Avenue, N.W.
Washington, D.C. 20007
Tel: (202) 965-6820; Fax: (202) 965-1207

General Consulate of Cape Verde in Boston
535 Boylston Street - 2nd Floor
Boston, Massachusetts 02116
Tel: (617)353-0014; Fax: (617)859-9798