U.S. Department of State
FY 2001 Country Commercial Guide: Cape Verde

The Country Commercial Guide for Cape Verde was prepared by U.S. Embassy Praia and released by the Bureau of Economic and Business in July 2000 for Fiscal Year 2001.

International Copyright, U.S. & Foreign Commercial Service and the U.S. Department of State, 2000. All rights reserved outside the United States.

TABLE OF CONTENTS

I. Executive Summary

II. Economic Trends and Outlook

III. Political Environment

IV. Marketing U.S. Products and Services

V. Leading Sectors for U.S. Exports and Investments

VI. Trade Regulations and Standards

VII. Investment Climate Statement

VIII. Trade and Project Financing

IX. Business Travel

X. Economic and Trade Statistics

A. Domestic Economy

B. Trade Statistics

XI. U.S. and Country Contacts

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.

The Republic of Cape Verde is a small nation consisting of ten islands with a poor natural resource base, and suffering from sustained drought. This lack of water and other infrastructural deficiencies have hindered economic activity in the country, resulting in its total dependence on imports. Cape Verde's most important resources are the sun, the ocean, the wind and its people. The nation has a population of approximately 440,000 the majority of whom are on the island of Santiago. Its demographic growth rate is about 2.7%. The per capita GDP in 1999 was $1,188, much higher than the per capita GDP of the other countries in the region.

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 trade liberalization and an ambitious privatization program. This has gone hand in hand with a strong commitment to implement macro-economic and structural reforms and to develop 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. New businesses are springing up; private investment projects are underway, especially in the tourism sector; construction is booming; and businessmen are eager to explore new 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 at an invaluable crossroads for passengers and goods 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 is emphasizing 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 1999 is estimated at approximately USD 262 million, some 16.0 percent higher than in 1998. Portugal is Cape Verde's most important trading partner. In 1999 it was the leading supplier, with a 46.0 percent share of the country's total import market, followed by the Netherlands with 9.0 percent of total import market. The U.S. share of imports was 5.0 percent, in a tie for third place with Japan.

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 cost of transportation adversely affects profit margins. Third, importers fear that the small size of the domestic market may not appeal 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. Because of the nation's strategic position, trading with Cape Verde means more than meeting Cape Verde's own import needs. Trade with regional countries must be factored in.

Country Commercial Guides are available for U.S. exporters from the National Trade Data Bank's CD-ROM or via the Internet. Please contact STAT-USA at 1-800-STAT-USA for more information. Country Commercial Guides can be accessed via the World Wide Web at http:// www.stat-usa.gov; http://www.state.gov/; and http://www.mac.doc.gov. They can also be ordered in hard copy or on diskette form from the National Technical Information Service (NTIS) at 1-800-553-NTIS. U.S. exporters seeking general export information/assistance and country specific commercial information should contact the U.S. Department of Commerce, Trade Information Center by phone at 1-800-USA-TRADE or by fax at (202) 482- 4473.

CHAPTER II. ECONOMIC TRENDS AND OUTLOOK

MAJOR TRENDS AND OUTLOOK

Despite all the difficulties Cape Verde faces, the government has made a great effort over the past eight years to promote a market-oriented economic model aimed at private sector development, foreign investment and integration of Cape Verde into the global economy. New financial and economic legislation has shifted the government's role in the economy from that of a direct economic agent to one of a major promoter and regulator of economic activity. These policies have received the endorsement and support of 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, with an emphasis on 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. The NDP also aims at creating conditions for an accelerated self-sustainable growth based on the market, private initiative, external capital, exports and the free 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 emphasizes implementing the reforms necessary to restore 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. To date, several former statal and parastatal companies, including the national telecommunications company, have been sold to foreign and local investment groups. The next major enterprises slated for privatization are the national airline TACV and the port authority ENAPOR.

The government has taken several other aggressive steps: a stand-by agreement with the IMF and a foreign exchange cooperation accord with Portugal. The stand-by agreement

underpins a donor-supported domestic debt relief program calling for the creation of an offshore trust fund. The foreign exchange accord links the Cape Verdean Escudo to the Portuguese Escudo at a fixed exchange rate and is designed to pave the way for the convertibility of the Cape Verdean escudo (CVE). Other measures include 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 a 60 percent of GDP ceiling for short and medium term public loans; and the creation of a stock market.

Despite some delays, the above policies have led to substantial progress that have already begun to change some macro-economic variables. Thus, the 8.0 percent GDP growth rate in 1999 derived from 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 1999 reached 28.7 percent of GDP. Inflation has dropped in a sustained manner since December 1997 going from 6.0 to 4.3 percent in December 1999 and is expected to fall to 2.0 percent in 2000.

The services sector continues to be the backbone of Cape Verde's economy accounting for about 63.3 percent of GDP. The secondary sector accounts for approximately 21.9 percent and the primary 14.8 percent.

PRINCIPAL GROWTH SECTORS

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

- public investment in infrastructure (ports, airports, road 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 increase in private investment in housing;
- continued expansion of commerce; and
- increased services to international air and maritime transport.

TOURISM. Cape Verde has an array of fine beaches, a warm and sunny climate, plus a population known for its hospitality. This makes tourism is one of the nation's most important economic resources. Tourism is 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. In 1999, 67,042 people visited Cape Verde, 22.4 percent more than in the previous year and 67 percent more than in 1990. The

majority of Cape Verde's visitors come from Europe, especially Portugal and Italy, both enjoyed a 31 percent share in 1998. In 1999 tourism generated USD 11 million and the government's target for 2000 is USD 19 million. Despite the still small importance of tourism in the Cape Verdean economy, its average annual growth rate has been rather good; while in 1994 it accounted for 2 percent of GDP, in 1999 it was 4 percent.

In 1999, about USD 59 million of a total of USD 66 million in foreign investment projects approved, was in tourism. 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). A 560-bed hotel resort opened in 1996 and 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 a strategic sector for the country's economic development. The resource potential is estimated at 43,000 to 50,000 tons/year. However, the lack of adequate technology for deep water fishing and the need to modernize the fleet leave approximately two thirds of the resource unexploited.

Fish processing takes place in industrial units that use only part of their production capacity. Private investments, both national and foreign, have important roles to play in maximizing Cape Verde's industrial fisheries.

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 toward the export market.

Industry begin making significant contributions to the country's GDP only after 1993. This was 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 1999, the National Assembly approved Cape Verde's new budget. The country attained the 1999 budget's major goals of reducing inflation and observing the European Union convergence criteria. The 2000 budget is a key instrument to safeguard the stability and predictability of the country's economy. It reflects the authorities commitment to prudent fiscal policies.
Government spending takes about 55 percent of the total budget of $250 million. The remainder is for public investment. 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 ended 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), the oil distribution company (Enacol), two commercial banks, an insurance company and the power supply company. They were all sold to foreign companies. The national airline (TACV) and the Cape Verdean port authority are also slated for privatization in the near future.

BALANCE OF PAYMENTS

Several features characterize Cape Verde's balance of payments: a very large structural imbalance in the trade account, a substantial surplus in the services account, significant net private transfers, and considerable net overseas development assistance. Modest merchandise export earnings, significant service exports, and high merchandise imports all are significant elements of the foreign trade component.

Traditionally Cape Verde's most substantial earnings have come from non-factor services to international 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. In 1992, banana, lobster and 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). By contrast, in 1999, shoe parts, shoes and garments represented 76.3 percent of exports, with shoes ranking first (57 percent of total exports). Banana exports fell to a 0.29 percent share of total exports in 1999.

Despite this improvement in exports, the trade imbalance is still an important economic problem heightened by the continuing increase in imports. Exports cover only 4.3 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 subsequently 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 via these ports.

In 1997, construction ended for two new ports on the islands of Maio and Boavista, as well as modernization and expansion of Porto Grande. Meanwhile, rehabilitation, and expansion projects are underway on other islands.

Airports: The largest airport (with the second longest runway in Africa) is on the island of Sal, which is able to accommodate the very largest intercontinental aircraft (including, if necessary, the space shuttle). A new airport is under construction in Praia and will accommodate mid-sized jet aircraft. There is also a modernization project underway for Sao Vicente's airport. Other islands too will see 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) percent 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 Internet service through Cabo Verde Telecom. New telecommunications services made available recently include mobile telephone and video-conferencing services. Paging, and video-text will appear 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 stable 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 presidential elections are scheduled to take place in 2001. In the February 2000 municipal elections, voters signaled dissatisfaction with MPD's municipal record and in many places installed municipal governments under the main opposition party.

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 people directly elect the President of cape Verde; he serves as head of state. He shares the constitutional responsibility for foreign affairs and defense matters, but must consult closely with the government on these issues. The

judiciary in Cape Verde generally operates independently and free of outside influence. The Supreme Court, headed by a president, is spearheading the effort to broaden the concept of the rule of law and the proper role of an independent judiciary in a democratic society.

By all indications, corruption is far less prevalent and on a smaller scale than elsewhere in the region. 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 won too many government projects and contracts for services. There is also growing criticism that the processes by which the government is privatizing statal and parastatal enterprises is insufficiently transparent.

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 small personal shipments by members of the Cape Verdean community in the U.S.

Distribution and marketing facilities are not yet well 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 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. However, Cape Verdeans remain largely unaware of the difference between the American tradition of backstopping a product sold retail, and the European tradition of only supporting newly purchased wares as a money-making sideline.

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, numerous profitable opportunities 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 (publicly owned) 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. National television also has special agreements with French and Portuguese channels allowing them to be broadcast in Cape Verde . There is a state-owned radio station with headquarters in Praia, the capital, and three private ones.

Radio and television spots are the most common 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 public.

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.
-- "O Cidadão", C.P. 669, S. Vicente, Cape Verde, tel: (238) 32 50 24; fax: 32 50 22

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 and 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 national airline TACV and the port authority ENAPOR provides some of the best opportunities for foreign investment. International Market Insights cables (IMIs) will report on the process as it proceeds.

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, the government streamlined import tariffs. The previously cumbersome system (including over 80 rates with specific tariffs) gave way to ten 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 follows the definitions of the Brussels' Convention.

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

EXPORT CONTROLS: because of 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. The invoice should give an accurate and specific description of the goods, together with FOB value and an itemized description of expenses. The document must show the shipper's name and address as well as that of the consignees.
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 - The government requires 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 - It is also required that six copies of the import license for controlled goods and four copies of the declaration of importation for liberalized goods accompany the shipments.
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 U.S.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 STATEMENT

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 substantial 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 enjoys a remarkable peaceful stability based on its democratic political system and market-based economic development, as well as the total absence of ethnical divisions in the society.

The positive attitude of the government toward foreign investment has its firm base in the legislation passed in the early 90s. The incentive package is very competitive. The latest law 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 export law created a set of fiscal and customs incentives designed to encourage business activities in all sectors and to direct services and goods towards exports. The law establishing free zones enterprise provides 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 engine for the country's future economic growth. It seeks to attract investment that will modernize the country's economic structure and stimulate any and all business activities. The greatest emphasis is placed on 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. Under the new law all sectors of activities are now open to foreign investment. However, in keeping with existing special arrangements 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, the sectors enjoying highest priority are light manufacturing, tourism and fishing.

Foreign investment in the ongoing privatization of state-owned enterprises has been a major objective of the privatization effort. The majority of public companies privatized to date has been acquired by Portuguese investors. In some instances, however, the Government of Cape Verde reserves shares for Cape Verdean investors. The government encourages joint ventures with local investors.

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. In addition, it allows 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 permits a foreign investor to request the Bank of Cape Verde to transfer loan repayments, revenue/profits, and capital gains overseas within 30, 60, and 90 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.

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. Given the almost complete repudiation by the voters of

the total control of the economy under a previous regime, it is very unlikely that any government would adopt confiscation of private property as a policy.

DISPUTE SETTLEMENT. Disputes between foreign investors and the government will be settled either by recourse to 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 the parties agree on another site and language. The decision of the single referee or the arbitration committee is final and there is no appeal.

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 outside influence.
PERFORMANCE REQUIREMENTS/INCENTIVES. The government offers local and foreign investors the same incentives. The incentives do not carry performance requirements. Instead, the government favors investments that are either export-oriented or diversify geographically and technologically the country's industrial base.

Through existing 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 foreign firms investing in Cape Verde, regardless of the location of their markets, can benefit from the following incentives:

-- a 100 percent tax exemption on all dividends during the first 5 years of operation (after 5 years the tax rate is 10 percent); tax exemption on dividends and income when reinvested; and tax exemption on amortization and interest.

In addition, all foreign investments benefit from the following guarantees:

-- protection of investor's rights and property; free expatriation of dividends and income; and direct operation of foreign currency account.

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

-- total exemption from income tax during the first 10 years of operation (after 10 years, the combined tax rate will be no more than 15 percent); tax exemption on dividends and profits paid to shareholders for the first 10 years of operation (after 10 years, the maximum rate will be 15 percent); exemption from indirect taxes; duty-free imports; and no export taxes.

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

-- deduction of income tax during the first 5 years (this period my 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); duty free imports; and no export taxes.

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

Industry: exemption from income tax for 3 years; tax deduction on income reinvested; and duty free imports.

Tourism: duty free imports; exemption from income tax for 5 years; exemption from property transfer taxes; interest subsidy, loans and guarantees.
Fisheries: duty free imports; interest subsidy, loans and guarantees; subsidy for training.

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

RIGHT TO PRIVATE OWNERSHIP AND ESTABLISHMENT. The right to private ownership and establishment is guaranteed under the constitution.

PROTECTION OF PROPERTY RIGHTS. Property rights are recognized and guaranteed in several Cape Verdean laws, as well as by the constitution. There is a legal entity that records 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. Since 1990 Cape Verde has had copyright laws, although it has not yet ratified 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.

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 principle

of equal treatment for foreign investment, affirm the government's commitment to a dynamic business environment. The industrial development statute regulates the granting of incentives and simplifies the 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.

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 has not begun operations yet.

The financial sector comprises one central bank, four private commercial banks, two insurance companies and a venture capital company created to promote the development of the private sector.

Bank credit is available to foreign investors under the same conditions as 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.

POLITICAL VIOLENCE. One of Cape Verde strengths lies in its political and social stability. There have never been any political, or religious conflicts. In recent years there have been some cases in which labor unions opposing the ruling party have promoted strikes, but in general these actions have been peaceful.

CORRUPTION. Corruption is criminally punishable. 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 active in combating corruption include the judiciary police, the prosecuting counsel and the courts.

There is no indication that corruption has been an issue.

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

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

LABOR. With unemployment rate running at about 26 percent , 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 the 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 is no minimum wage 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.

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.

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, to 1999, the government has licensed nearly 109 investment projects with a total capital of $416 million. Most foreign direct investment has concentrated in tourism (54 percent) followed by manufacturing (15.5 percent). Italy, Portugal, Spain (Canary Islands) 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. 74 percent of those projects were on tourism. In 1999, some 18 projects totaling approximately $66 million were approved. Of this, 11 percent was directed towards industry and 89 percent to tourism related projects.

Some of the already established foreign investment companies, namely the 100 percent exporting ones in light manufacturing are now expanding their operations. This will translate in significant increases in exports generated by foreign investment.

MAJOR FOREIGN INVESTORS. Most important foreign investors have come from Portugal and other European countries, especially 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 for the private sector are limited, with the effect that the existing system cannot satisfy the private sector's needs for credit. However, a wide-ranging reform program of the financial sector has been taking place leading to significant progress.

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 and the CECV was merely a postal savings institution.

The liberalization of the economy and the subsequent reform of the financial sector, separated the main commercial banking services from the BCV and transferred them to a a new entity, the Commercial Bank of the Atlantic (BCA). In 1999, the BCA was privatized and a Portuguese financial group (Caixa Geral de Depósitos) bought the majority of its shares. 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, offering normal banking services, including international operations. Like the BCA, it was also privatized in 1999, and it is now owned by another Portuguese financial group (Montepio Geral). The CECV corresponds in the U.S. with Chase Manhattan Bank and the Bank of Boston.

Legislation which allows for establishing private banks went into effect in March 1993. It lifts all 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 (CGD) were the first foreign banks to set up operations in Cape Verde. In 1999, the CGD joined a group of Cape Verdean buisenesses and created a new commercial bank: Banco Interatlântico, the first totally private Cape Verdean bank.

Therefore, there are now in Cape Verde four commercial banks (BCA, CECV, Interatlântico and Totta & Açores). The Bank of Cape Verde (BCV) serves as the central bank.

Although the legislation does not foresee any foreign exchange controls affecting trade, in practice, the fragility of the Cape Verdean economy may at times require some constraining measures imposed by decree law..

GENERAL FINANCING AVAILABILITY. In spite of financing being generally available for short term private sector projects, one of the greatest obstacles commercial borrowers face is lack of access to credit. Consequently, it is the general rule that medium to long term public sector projects find support through 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).

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 to obtain one. So American exporters should be prepared to counter 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 and a more practical Supplier Credit Guarantee Program which does not require the mediation of a bank. 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. Financing formost major infrastructure projects comes from institutions such as the World Bank, the African Development Bank, the European Investment Bank, the Kwait Fund and the Arab Bank for Economic Development in Africa.

The United States Trade and Development Agency (TDA) promotes U.S exports through funding of feasibility studies and other planning services for major projects that are economic development priorities of the country.

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

Banco Interatlântico

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 available nationwide, some hotels accept the main international cards such as American Express. Exchanges are easier at financial institutions.

TRANSPORTATION. Regular direct flights connect Sal island with New York, Atlanta, 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.

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 weekly stops at Sal international airport. Average air fare is approximately $1,000. An 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.

ACCOMODATIONS. Accomodation 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 optic 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 of EDT 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: THE DOMESTIC ECONOMY (USD millions, except as noted)

	1997	1998	1999
GDP	490	496	508
GDP Growth Rate (percent)	3.0	5.6	8.0
GDP per Capita (1 usd)	1,046	1,172	1,188
Government Spending as percentage of GDP (percent)	42.2	35.9	37.9
Inflation (percent)	8.6	4.7	4.3
Unemployment (percent)	31.4	28.3	26
Foreign Exchange Reserves	60.2	57.7	79.5
Average Exchange Rate for USD 1	93.19	98.2	102.7
Foreign Debt	225	253.9	291.7
U.S. Assistance	3.1	3.1	3.1

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

APPENDIX B: TRADE STATISTICS
(USD million, except as noted)

	1997	1998	1999
Exports	13.8	10.2	11.4
Imports	211.1	220	262
Cov.Rate (%)	6.5	4.6	4.3
U.S. Imports	20.6	12.6	13.7

Market Share of Major Trading Partners **(**percent):

Country	1997	1998	1999
Portugal	42.8	46.9	46.0
Netherlands	11.1	6.8	9.0
United States	9.4	5.6	5.0
France	9.2	5.0	2.0
Germany	2.1	4.6	3.0

Source: Estatisticas do Comércio Externo, National Institute of Statistics (INE)

CHAPTER XI. 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. Guilherme Flor, 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. Luis Vasconcelos Lopes, 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 Interatlântico
Achada de St. Antonio
Praia, Cape Verde

Tel: (238) 62 22 91; Fax: 62 20 79

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

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. Pedro Barros, 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. José Luis Sá Nogueira, Director

2. U.S. GOVERNMENT AGENCIES

Export-Import Bank (Eximbank)
AnnMarie Emmet, Coordinator-Counsellor for Africa
Tel: (202) 565-3933, Fax: (202) 565-3931
E-mail: annmarie.emmet@exim.gov

Trade and Development Agency (TDA)
Henry Steingass, Regional Director for Africa
Tel: (703) 875-4357, Fax: (703) 875-4009

Overseas Private Investment Corporation (OPIC)
La Wanna Gray, Information Officer
Tel: (301) 336-8663, Fax: (202) 336-8700
E-mail: opic-info@mhs.attmail.com

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

U.S. Department of State
M. Karen Walker
Office of the Coordinator for Business Affairs
Washington, DC
Tel: (202) 647-0079, Fax: (202) 647-3953

U.S. Department of Commerce
International Trade Administration
Desk Officer for 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
Eric Weaver
Director, Commerce Liaison Office
Office of the U.S. Executive Director
1818 H Street, N.W., Room MC 13525
Washington, D.C. 20433
Tel: (202) 458-0120/0118; Fax: (202) 477-2967

African Development Bank
Rebecca Balogh
Commercial Liaison, American Embassy Abidjan
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:

Corporate Council on Africa
Stephen Hayes
1660 L Street, NW, Suite 301
Washington, D.C. 20036

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
e-mail: embacvus@sysnet.net

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