



# LARGE SCALE LAND ACQUISITIONS PROFILE

## SENEGAL

This country profile presents the Land Matrix data for Senegal, detailing large-scale land acquisition (LSLA) transactions that:

- entail a transfer of rights to use, control or own land through sale, lease or concession.
- have an intended size of 200 hectares (ha) or larger.
- have been concluded since the year 2000.
- are affected by a change of use (often from extensive or ecosystem service provision to commercial use).
- include deals for agricultural and forestry purposes. Mining operations are excluded.

The objective of this country profile is to present LSLA data at national level to a broad panel of stakeholders, stimulating broad engagement and data exchange, facilitating the continuous improvement of the data. The data used in this profile was downloaded on 10 May 2016<sup>1</sup>.

<sup>1</sup> Land Matrix Senegal Deals: [click here](#)

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**Table 1:** Senegal's key socio-economic and institutional indicators

BASIC SOCIO-ECONOMIC CHARACTERISTICS	
Population (million, 2015) <sup>1</sup>	15.13
Total land ('000 hectares) <sup>1</sup>	19, 671
Total arable land ('000 hectares) <sup>1</sup>	9,015
Total arable land (as a % of total land) (ha)	45.83
Contribution of agriculture to GDP (2014, %) <sup>1</sup>	15.8
Food imports (% of merchandise imports, 2010) <sup>1</sup>	22.4
Food exports (% of merchandise imports, 2010) <sup>1</sup>	28.6
INSTITUTIONAL VARIABLES	
Political stability index (2014) <sup>2</sup>	-0.13
Voice accountability index (2014) <sup>2</sup>	0.25
Government effectiveness index(2014) <sup>2</sup>	0.39
Control of corruption index (2014) <sup>2</sup>	0.02
Investor protection rank (2014) <sup>3</sup>	130

<sup>1</sup> The World Bank, <http://data.worldbank.org/country/senegal>

<sup>2</sup> The World Bank, <http://info.worldbank.org/governance/wgi/index.aspx#countryReports>

<sup>3</sup> World Economic Forum, 2015, The Global Competitiveness Report, see <http://reports.weforum.org/global-competitiveness-report-2015-2016/>

# CONCLUDED LAND DEALS FOR AGRICULTURE AND FORESTRY IN SENEGAL



Figure 1: Concluded land deals for all intentions, excluding mining, in Senegal.

Startup phase (no production) In operation (production) Project abandoned No information



## OVERVIEW OF LARGE-SCALE LAND ACQUISITIONS

**Table 2:** Dynamics of international large-scale land acquisitions according to negotiation status.

	NUMBER OF DEALS	INTENDED SIZE (HECTARES)	CONTRACT SIZE (HECTARES)	SIZE UNDER CONTRACT (% OF INTENDED SIZE)
Contract Signed	18	498 328	265 908	53.3
Oral Agreement	1	5 000	5 000	100.0
<b>Concluded</b>	<b>19</b>	<b>503 328</b>	<b>270 908</b>	<b>53.8</b>
Under Negotiation	2	61 000	n.a	n.a
<b>Intended</b>	<b>2</b>	<b>61 000</b>	<b>n.a</b>	<b>n.a</b>
Failed (Negotiations Failed)	2	216 435	n.a	n.a
Failed (Contract cancelled)	1	20 000	20 000	100.0
<b>Failed</b>	<b>3</b>	<b>236 435</b>	<b>20 000</b>	<b>8.5</b>

- A total of 270 908 ha are under contract by foreign investors, equaling 3% of the total arable land.
- Concluded deals are considerably smaller in size than their original intention (obtained 53.8% of the intended size).
- Of the concluded deals, the large majority are leaseholds (duration of lease between 10 and 99 years).

**Table 3:** Number of concluded deals according to contract size (hectares).

SIZE UNDER CONTRACT (IN HA)	FREQUENCY
<1 500	5
1 501-5 000	5
5 001-10 000	3
10 001-30 000	4
50 000	1
100 000	1
<b>TOTAL</b>	<b>19</b>

- Senegal is only marginally affected by the so-called "mega deals".
- More than 50% of the deals have an area under contract smaller than 5 000ha.

**Table 4:** Concluded deals according to implementation status.

IMPLEMENTATION STATUS	NUMBER OF CONCLUDED DEALS	SIZE UNDER CONTRACT (HA)	AVERAGE SIZE UNDER CONTRACT (HA)	CURRENT SIZE UNDER PRODUCTION (HA)	AVERAGE SIZE UNDER PRODUCTION (HA)
Project not yet started	0	0	0	n.a	n.a
Start-up Phase	1	100 000	100 000	n.a	n.a
In Operation	12	148 108	12 342	20 233 <sup>†</sup>	2 529
Project abandoned	5	11 800	2 360	206 <sup>°</sup>	69
No information	1	11 000	11 000	n.a	n.a
<b>TOTAL</b>	<b>19</b>	<b>270 908</b>	<b>14 258</b>	<b>20 439</b>	<b>1858</b>

<sup>†</sup> N=8 deals

<sup>°</sup> N= 3 deals, size before abandonment

- Two-thirds of the concluded deals are operational (start-up phase and in operation).
- 26% of the deals have been abandoned for various reasons: project no longer viable, bankruptcy of the investor and community protests.
- 32% of the area under contract is currently under production (cases with known area under production only).

**Figure 2:** Concluded deals over time (2000 to 2016)



Note: 5 deals were excluded as the year the contract was agreed is unknown.

- Foreign large-scale land acquisitions accelerated since 2004 and peaked in 2010-2011.
- After a quiet period (2012-2014), LSLAs have been increasing again recently.





## INVESTORS AND INVESTOR COUNTRIES

**Table 5:** Investor countries (concluded deals)<sup>2</sup>

INVESTOR COUNTRIES	SIZE UNDER CONTRACT (HA)	NUMBER OF DEALS CONCLUDED
Romania	100 000	1
Italy	68 250	4
Norway	30 000	1
Saudi Arabia	20 000	1
France	16 498	5
Cameroon	11 000	1
Nigeria	8 000	1
India	5 700	1
Belgium	5 000	1
Libya	3 150	1
Netherlands	3 000	1
United Kingdom	310	1

- Overall 19 investors from 12 investor countries engaged in LSLAs in Senegal.
- An investor from Romania is involved in the largest size under contract.
- French and Italian investors are engaged in most deals (9 deals out of 19 (55%).
- Regional investors also play a role, although to a lesser degree, in land deals in Senegal; there are two deals with involvement by investors from Cameroon and Nigeria.

<sup>2</sup> In cases where investors from multiple countries are involved, the total size of the deal is assigned to all investors.

**Table 6:** Dynamics of deals by investor type (concluded deals)<sup>3</sup>

INVESTOR TYPE	SIZE UNDER CONTRACT (HA)	NUMBER OF DEALS CONCLUDED
Private Company	126 608	11
Individual Entrepreneur	100 000	1
Investment Fund	15 000	1
State owned	150	1
Stock Exchange Listed Company	150	1
No Information	64 150	6

- Private Companies are the major type of investors in Senegal, followed by Individual entrepreneurs.
- This being said, the investor type of many investors is not known (no information).

<sup>3</sup> In cases where a deal involves investors from different investor types, the full size of the deal is assigned to all investor types.

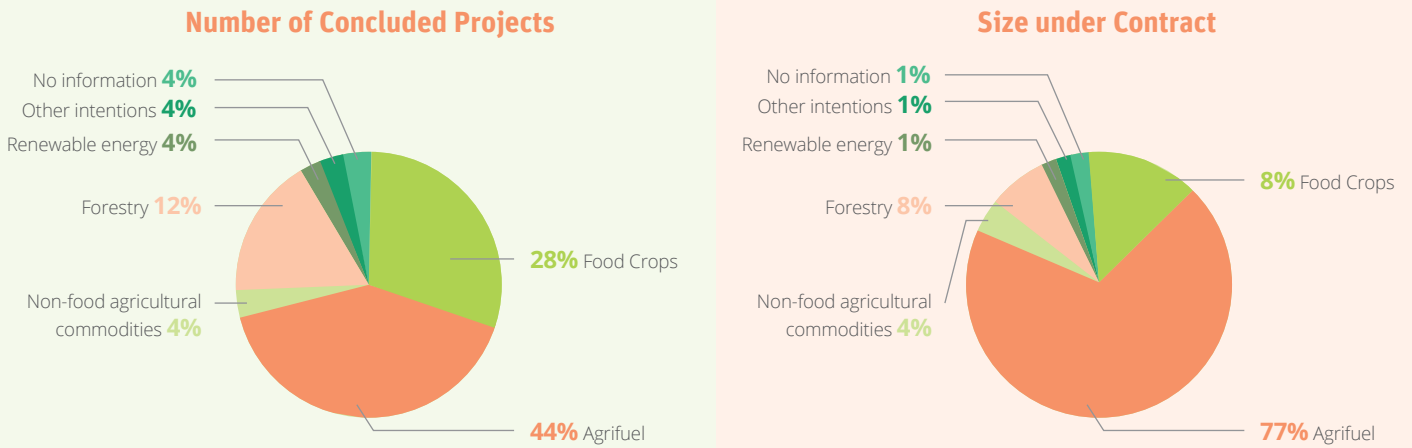
**Table 7:** Involvement of domestic partners.

	INTERNATIONAL INVESTORS WITHOUT DOMESTIC PARTNER	INTERNATIONAL INVESTORS WITH DOMESTIC PARTNER	TOTAL	% WITH DOMESTIC PARTNERS
Size under contract (ha)	265 258	5 650	<b>270 908</b>	2.1
Deals under contract	17	2	<b>19</b>	10.5

- Foreign investors do not engage domestic investors; domestic partners hold part ownership in two smaller deals only representing 10.5% of the total.



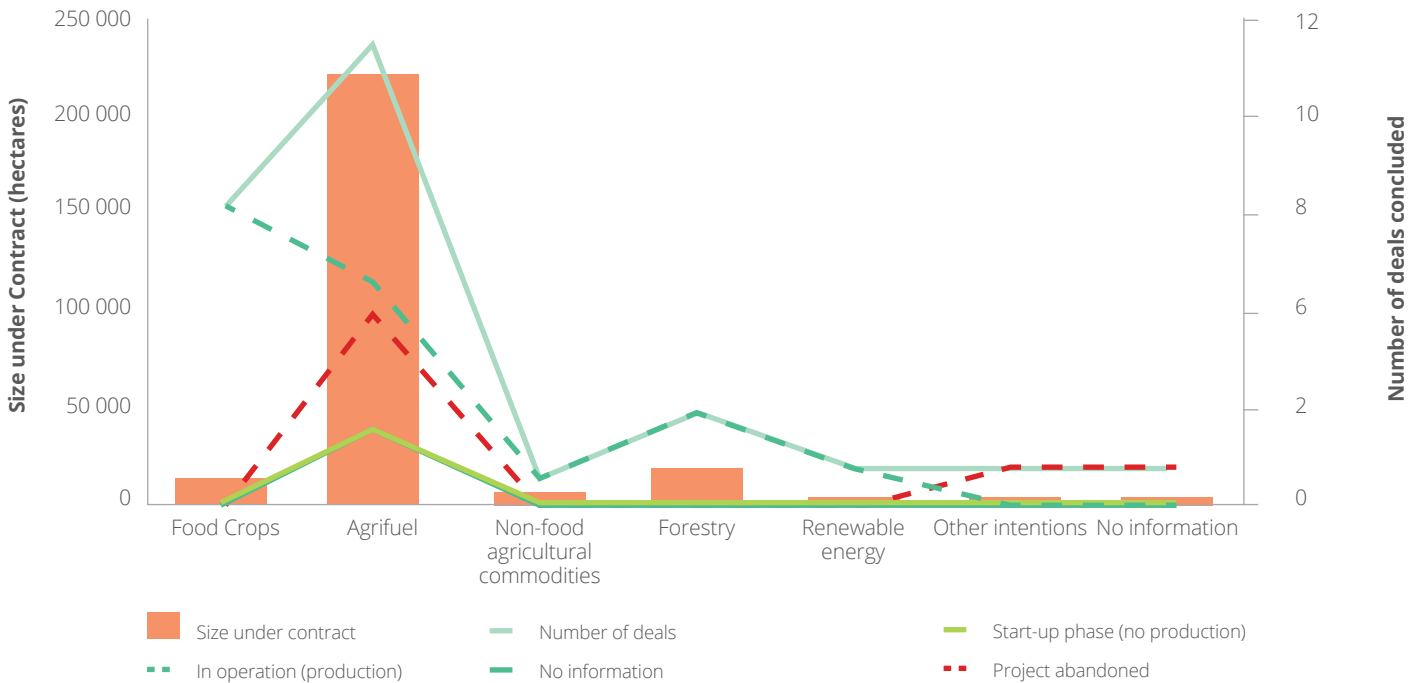
Figure 3: Aim of investment (concluded deals).<sup>5</sup>



<sup>5</sup> Individual deals list up to three different intentions. We count the number of times an aim is mentioned. As such, for 19 deals we report 25 aims.

- Most concluded deals are for production of agrifuel (Jatropha), covering 77% of the area under contract.
- Food crops concern a large number of projects (28%), however they only account for a small size under contract (8%).

Figure 4: Concluded Land acquisitions by category of production, according to implementation status.<sup>6</sup>

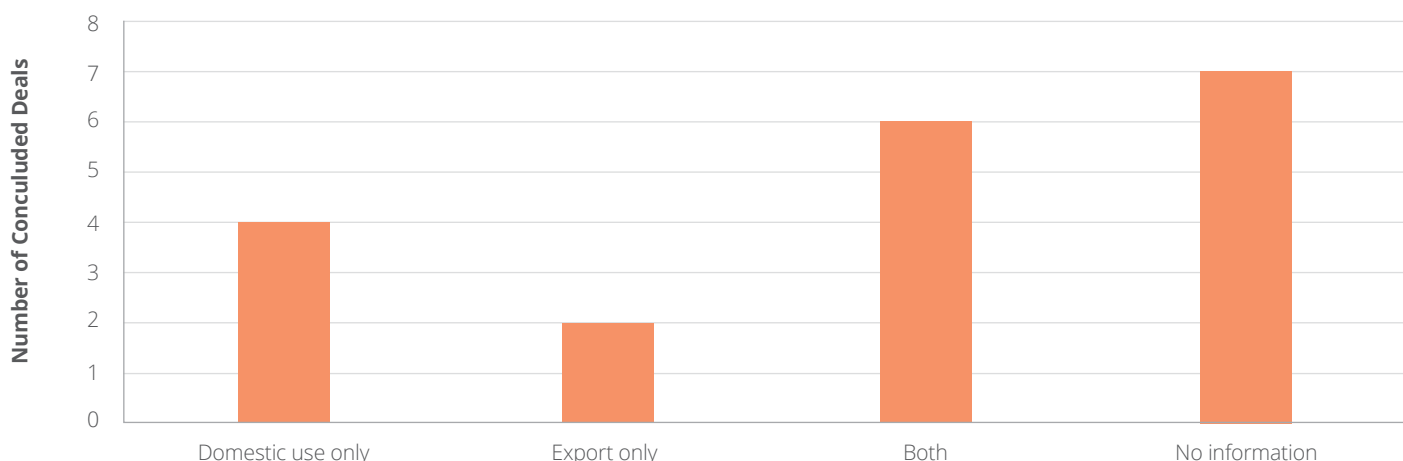


<sup>6</sup> None of the deals are in the "project not started" phase).

- Deals for food crops have the highest number of operational cases.
- Agrifuel projects have the highest number of abandoned deals.

<sup>4</sup> Intention of investments include: food crops only, agrifuel crops only, non-food crops only (e.g. cotton or tobacco), agri-unspecified crops, livestock (including fisheries)-both no reported deals in Senegal, forestry, renewable energy and other intentions.

**Figure 5:** The destination of production from concluded deals.



- Ten deals supply the domestic market.
- In cases where both domestic and export markets are supplied, the largest share of the produce is for export.



## FORMER LAND USE, TENURE AND OWNERS

**Table 8:** Former land use for concluded deals.

FORMER USE	SIZE UNDER CONTRACT (HA)	DEALS UNDER CONTRACT
Combination <sup>†</sup>	25 000	2
Smallholder Agriculture	12 480	5
No information	233 428	12

- All concluded deals, for which former land use is known, have acquired land that was formerly used for smallholder agriculture.
- This being said, here again former use information is not known for the majority of deals.

<sup>†</sup> Smallholder agriculture and other land uses including conservation, forestry and pastoralist.



## POTENTIAL BENEFITS AND IMPACTS

**Table 9:** Contract Farming in concluded deals.

CONTRACT FARMING	NUMBER OF DEALS	NUMBER OF FARMERS	CONTRACT SIZE (HECTARES)
Yes	3	200 000	N.I
<i>Not on the lease</i>	3	200 000*	N.I
No	10	n.a	n.a
No Information	6	n.a	n.a

N.I= No information, \* N=1, Deal #1794

- The majority of concluded deals are estates, with only 3 involving contract farming.
- Data on community consultation and reaction is too scarce to provide meaningful information.

## DATA FIELDS WHICH WERE NOT INCLUDED IN THIS COUNTRY PROFILE DUE TO A LACK OF DATA

Please help us enhance the data, by contributing to the following fields:

- In-country processing activities
- Water Usage
- Former legal land owner
- Number of projects with reported evictions
- Involvement of the community in pre-contract negotiations
- Compensation received by communities
- Reported and actual community benefits
- Foreign and Domestic Employment (planned and actual)

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The purpose of the Country Profile brief is to enhance data and data quality. Please help us to achieve this by directly contributing to: [www.landmatrix.org](http://www.landmatrix.org)

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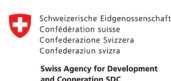
If you would like to comment, contribute to the data, or obtain additional information.

- Contact the Land Matrix directly on [www.landmatrix.org](http://www.landmatrix.org)
- Add comments on existing land deals [www.landmatrix.org](http://www.landmatrix.org)
- Contact the Africa team: [africa@landmatrix.org](mailto:africa@landmatrix.org)
- View the Senegal database here: [click here](#)

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