As a landlocked country, Niger depends on neighboring countries’ infrastructure to import and export goods, resulting in prohibitive transport costs. This is a significant obstacle for the country’s economic development. The Government of Niger (GoN) sought IFC support to structure and implement a dry port project in Dosso and Niamey in order for the country to facilitate and process international trade, speed up the flow of cargo, reduce red tape and transportation costs, and move the time-consuming sorting and processing of merchandise inland away from the congested seaports of Cotonou (Benin), Lome (Togo), Tema (Ghana), and Abidjan (Côte d’Ivoire).

Bolloré Africa Logistics (B.A.L.) won the bid for a 20-year concession to build, develop, and operate both dry ports. Obligations on B.A.L. include a minimum mandatory investment of $50m divided in four phases, and payment of concession fees for an estimated minimum of $48m.

The project was implemented with the financial support of DevCo, a multi-donor facility affiliated with the Private Infrastructure Development Group. DevCo provides critical financial support for important infrastructure transactions in the poorest countries, helping boost economic growth and combat poverty. DevCo is funded by the UK’s Department for International Development (DFID), the Austrian Development Agency, the Dutch Ministry of Foreign Affairs, the Swedish International Development Agency, and IFC.

IFC Advisory Services in Public-Private Partnerships
2121 Pennsylvania Ave. NW
Washington D.C. 20433
ifc.org/ppp
EXPECTED POST-TENDER RESULTS

- Yield a minimum of $48 million in fiscal impact.
- Leverage between $50 – $78 million in private investments in operating equipment and civil works.
- Provide, for a start, at least 130 jobs.
- Reduce transportation costs and increase efficiency of trade in Niger.
- Increase efficiency via the link with the regional railway corridor program linking Niger to Benin, and then Burkina Faso and the rest of West Africa.