



AGGREGATION PROJECTS 1

Milk sector

Investment opportunity #1: Local milk collection and distribution platform for local and processed milk

- ▶ **Description:** Construction and operation of shops and kiosks for the collection of local milk and distribution of local and processed milk.
- ▶ **Investment:** between 1 and 3 billion FCFA
- ▶ **Implementing structure:** Ministry of Livestock and Animal Production
- ▶ **Location:** Niayes area, sylvopastoral area and central-eastern and southern areas
- ▶ **Example:** Collection centre set up by the Kiréne company in the Fatick region, in partnership with the Ministry of Livestock

Investment opportunity #2: Milk production plant in production areas

- ▶ **Description:** Construction and operation of production plant Milk production plant in production areas
- ▶ **Investment:** between 5 and 10 billion FCFA
- ▶ **Implementing structure:** Ministry of Livestock and Animal Production
- ▶ **Location:** Niayes area, sylvopastoral area and central-eastern and southern areas
- ▶ **Example:** The Berger dairy has set up an organisation that enables it to obtain supplies from 900 farmers in Richard Toll in the north where the factory is located. In 2019, it collected 1.1 million litres

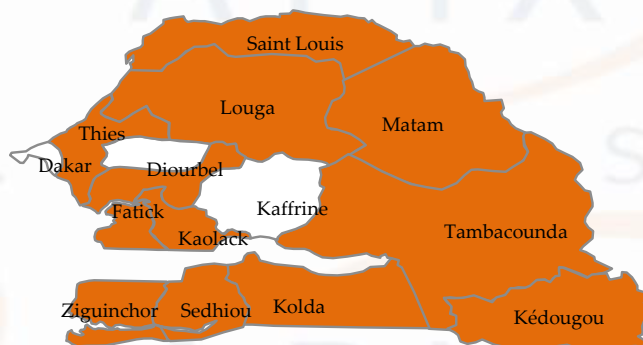
Investment opportunity #3: Plants for the production of artisanal milk products

- ▶ **Description:** Construction and operation of a factory for the production of artisanal products derived from milk (cheese), goat yoghurt.
- ▶ **Investment:** between 2 and 5 billion FCFA
- ▶ **Implementing structure:** Ministry of Livestock and Animal Production
- ▶ **Example:** La Ferme à Saly (camembert, blue cheese, feta, goat's cheese etc.), <https://lafermesenegal.com>, Fromagerie de Sédhiou, Up Guelakh, Fromagerie de Keur Moussa, Fromagerie la Chèvre d'Abondance, Le Fromage de Ngarparou, Sénégalaise des fromages, Fromagerie de Gandiaye

Sector overview

- ▶ **Challenge:** To develop local collection and processing. High potential sector with 78 companies listed and an estimated production of over 65 billion CFA francs.
 - ▶ **Resource:** a large herd, 3 million cattle for a population of 15 million, same ratio in France: 18 million cattle for 60 million inhabitants. Senegal imports milk while France exports it. The milk bill amounts to nearly 70 billion for imported milk.
 - ▶ **Market:** High national consumption of dairy products, approx. 30 kg per capita per year (market of 360 M litres).
 - ▶ **Reforms needed:** Incentives to promote the incorporation and processing of local milk and to tax imported milk
- ▶ **Institutional support:** Ministry of Livestock and Animal Production

Location:



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