



Exporting to Africa

Market Overview:

Africa is the world's second-largest and second most-populous continent after Asia. With over 1 billion, the continent accounts for about 14.72% of the world's human population. With a collective GDP of \$1.6 trillion in 2008 and projected to be \$2.8 trillion by 2020 the continent is among the world's most rapidly growing economic regions. In 2008 the combined consumer spending was \$860 billion and it is projected to be \$1.4 trillion by 2020 with 128 million households with discretionary income.

Export opportunities for Illinois companies:

An analysis by McKinsey Global Institute suggests that four industries will be worth \$2.6 trillion in annual revenue by 2020: consumer (retail, telecommunications and banking), infrastructure, agricultural products, and natural resources.

Illinois exports to Africa were 1.1 billion in 2010 and are up by 83.9% in 2011. Illinois' top five exports to the region are:

- Machinery (e.g. construction, railway, aviation, and food processing)
- Transportation equipment
- Food and kindred products
- Computer and electronic products
- Electrical equipment, appliances and components

Illinois' top five trading partners in Africa for 2011 are: South Africa, Mozambique, Egypt, Nigeria and Morocco.

Export challenges:

The Illinois Office of Trade and investment is here to help companies navigate the challenges of exporting to African markets including:

- Identifying best options to address gaps in transportation infrastructure
- Working with local partners to identify credit and loan opportunities
- Advice on current government policies and regulatory oversight

Contact information: Sam Ntum, Ph: 312-814-8480, E-mail: Sam.Ntum@illinois.gov



www.illinoisbiz.biz