

WAVERLEY GATEWAY GUIDE

Connecting International Capital with Emerging & Frontier Markets

SENEGAL

Africa West

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WHERE AND HOW TO ENTER

KEY INVESTMENT LOCATIONS

Location / Region	Strategic Importance	Priority Sectors
Dakar (Capital & Financial Hub)	Senegal's commercial, port and financial center, host to APIX and the main concentration of foreign investment and regional headquarters activity.	Financial services, port logistics, telecommunications, professional services
Sangomar Offshore Oil Field	Woodside-operated field that produced 17.9 million barrels in H1 2026, with full-year output now forecast at 31.6 million barrels against an initial 28.1 million projection.	Offshore oil production, oilfield services, export logistics
Greater Tortue Ahmeyim (GTA) Gas Field	BP/Kosmos-operated LNG project shared with Mauritania, holding an estimated 530 billion cubic meters of gas and shipping regular LNG cargoes since December 2024.	LNG production, offshore gas services, cross-border energy infrastructure
Diamniadio New City	Purpose-built administrative and industrial growth pole near Dakar, central to the government's diversification strategy beyond the capital's congested core.	Industrial real estate, logistics, administrative and business services
Thiès / Groundnut Basin	Senegal's historic agricultural heartland, centered on groundnut (peanut) production and increasingly diversified agro-processing.	Agriculture, agro-processing, agribusiness value chains
Ministry of Finance & Sovereign Debt Management	Center of the ongoing hidden-debt scandal and subsequent restructuring, with debt now estimated near 132% of GDP after a 2025 Cour des Comptes audit revealed major misreporting.	Not a commercial investment site; central to sovereign risk due diligence
Presidency & National Assembly	Site of the May 2026 rupture between President Faye and dismissed Prime Minister Sonko over debt-restructuring strategy, which also saw the National Assembly Speaker resign.	Not a commercial investment site; central to political-risk due diligence

INVESTOR ENTRY ROUTES

- Register through APIX (Agence de Promotion des Investissements et des Grands Travaux) for incorporation, incentives and sector-specific facilitation.
- Pursue upstream oil and gas services opportunities tied to Sangomar's production ramp-up and GTA's continuing LNG cargoes.
- Participate in the UEMOA regional bond market, where Senegal's CFA-denominated debt has been explicitly protected from the current restructuring process.
- Develop industrial, logistics or administrative real estate in the Diamniadio growth pole.
- Engage agribusiness value chains in the Thiès/groundnut basin for processing and export diversification.
- Monitor the Enhanced G20 Common Framework debt-treatment process, the first of its kind applied to Senegal, for any resulting special-situations or distressed-debt opportunities.

MARKET-ENTRY OBSERVATION

Senegal delivered West Africa's fastest growth in 2025 at 7.9% of GDP, up from 6.1% in 2024, driven by ramping Sangomar oil and Greater Tortue Ahmeyim gas output alongside strong agricultural production. Hydrocarbon revenue is projected at CFA 703.2 billion between 2027 and 2029, and the IMF reached a staff-level agreement in September 2026 on a new 36-month, \$2.2 billion Extended Credit Facility, including explicit safeguards against future fiscal misreporting. The 2024 democratic transition that brought President Faye and then-ally Ousmane Sonko to power remains, on its own terms, a genuine success story for peaceful political change in the region.

This growth story sits alongside one of the more serious sovereign debt crises in the series. A 2025 Cour des Comptes audit found Senegal's end-2023 debt at 99.67% of GDP rather than the 74.41% previously reported, and the IMF later estimated total hidden debt at over \$11 billion, pushing total debt to roughly 132% of GDP and triggering downgrades from Moody's, S&P and Fitch that cut off Eurobond market access. The government has also used total-return swap financing that the IMF has flagged for transparency concerns. Most significantly, in May 2026 President Faye dismissed Prime Minister Sonko, who had opposed any debt restructuring, triggering what observers describe as a 'dual-power conflict' within the governing Pastef movement and prompting the resignation of National Assembly Speaker El Malick Ndiaye. New Prime Minister Ahmadou Al Aminou Lo now personally leads the IMF negotiations, which are pursuing debt 'reprofiling' rather than full restructuring, with CFA-denominated regional debt explicitly shielded to protect regional banks.

INVESTOR RISK & MARKET ACCESS

KEY ENTRY BARRIERS

Issue	Potential Impact	Possible Mitigation
Hidden debt scandal and elevated debt burden	A 2025 audit revealed debt at nearly double the previously reported level; total debt, including the hidden portion, is now estimated near 132% of GDP.	Rely on post-audit IMF and Cour des Comptes figures rather than pre-2024 official debt statistics for any sovereign-risk assessment.
Credit rating downgrades and lost market access	Moody's, S&P and Fitch downgrades have cut Senegal off from Eurobond markets, pushing financing onto the regional UEMOA market.	Assess sovereign and quasi-sovereign counterparty risk using current post-downgrade ratings, not historical benchmarks.
May 2026 political rupture within the governing coalition	President Faye's dismissal of Prime Minister Sonko over debt-restructuring strategy triggered a 'dual-power conflict' and the resignation of the National Assembly Speaker.	Monitor Pastef movement cohesion and government stability as a direct indicator of policy continuity risk.
Opaque total-return swap financing	The government reportedly raised up to \$1 billion through total-return swaps, a financing method the IMF has questioned for transparency and its potential to complicate restructuring.	Request full disclosure of any swap or non-traditional financing exposure before engaging in sovereign-linked transactions.
Slowing growth as hydrocarbon boost fades	Growth is forecast to slow from 7.9% in 2025 to around 4.1% in 2026 as the initial oil and gas production boost normalizes, before a rebound projected for 2027.	Model medium-term growth conservatively rather than extrapolating 2025's peak hydrocarbon-driven rate.
Large fiscal deficit and external financing dependence	The 2023 budget deficit was revised to 12.3% of GDP from a previously reported 4.9%, underscoring continued reliance on external and regional financing.	Track fiscal consolidation progress under the new IMF program as a leading indicator of medium-term stability.
Hydrocarbon revenue uncertainty	Future hydrocarbon revenue projections depend on sustained production, stable oil prices and the absence of contract disputes or governance lapses.	Stress-test any hydrocarbon-linked investment against lower price and production scenarios.

INVESTOR RISK NOTE

Senegal's core tension is between a genuinely strong real-economy growth story, anchored in Sangomar oil and Greater Tortue Ahmeyim gas, and one of the most serious sovereign debt and governance crises in this series. The hidden-debt scandal and subsequent credit downgrades are real and consequential, and the May 2026 dismissal of Prime Minister Sonko over restructuring strategy shows the political cost of addressing them is still being paid within the governing coalition itself. The new IMF program and the protected status of CFA-denominated regional debt are constructive signs, but Waverley Gateway views Senegal's sovereign and quasi-sovereign risk as still in active repricing, warranting particular caution for any debt-linked or government-counterparty investment until the Enhanced G20 Common Framework process concludes.

MARKET ACCESS

Senegal is a founding member of ECOWAS, UEMOA and a signatory to the African Continental Free Trade Area, using the CFA franc pegged to the euro. APIX administers a range of tax incentives and a streamlined one-stop registration process for qualifying investors, and Dakar's port and logistics infrastructure provide strong regional trade connectivity, though sovereign credit conditions currently constrain government-linked financing options.

WHO SHOULD THE INVESTOR MEET?

INSTITUTIONAL LANDSCAPE

Actor	Why It Matters	Waverley Engagement Angle
APIX (Agence de Promotion des Investissements et des Grands Travaux)	Senegal's principal investment-promotion and major-projects agency, administering registration and incentives.	Engage early on incorporation, incentives and major-project facilitation.
Ministry of Finance and Budget	At the center of the hidden-debt scandal and subsequent IMF-backed restructuring, now under new Prime Minister Ahmadou Al Aminou Lo's direct oversight of debt talks.	Monitor ministry statements and IMF program reviews as the primary source of current fiscal truth.
BCEAO / UEMOA Regional Debt Market	Senegal's primary financing channel following its loss of Eurobond market access; CFA-denominated debt has been explicitly excluded from the restructuring process.	Track UEMOA auction results and Senegal's relative borrowing costs as a real-time fiscal-stress indicator.
Woodside Energy (Sangomar operator)	Operator of Senegal's flagship offshore oil field, now ramping toward a forecast 31.6 million barrels for 2026.	Primary counterparty for upstream oil-sector services and supply-chain opportunities.
BP / Kosmos Energy (GTA operator)	Operators of the cross-border Senegal-Mauritania LNG project, now in steady cargo-shipping operation.	Engage for offshore gas-sector services, logistics and future-phase subcontracting.
Office of the Prime Minister (Ahmadou Al Aminou Lo)	New head of government since May 2026, personally leading IMF debt-restructuring negotiations after Sonko's dismissal.	Monitor for policy continuity and the resolution of the Faye-Sonko political rupture.
IMF Senegal Country Team	Administering the new 36-month, \$2.2 billion Extended Credit Facility agreed in September 2026, with built-in safeguards against future fiscal misreporting.	Use IMF program reviews as the authoritative independent check on fiscal and debt-restructuring progress.

CURRENT INTERNATIONAL BUSINESS CHANNELS

Formal entry generally proceeds through APIX registration, with oil and gas sector engagement requiring direct negotiation with Woodside or BP/Kosmos and the Ministry of Petroleum and Energy. Given the current sovereign debt situation, any government-counterparty or public-private partnership transaction warrants enhanced due diligence on fiscal terms and disclosure practices, informed directly by current IMF program documentation rather than pre-2024 official statistics.

INVESTOR PROFILE BEST SUITED

Senegal suits oil and gas sector investors engaging directly with Sangomar and GTA operators, agribusiness investors in the Thiès groundnut basin, and logistics or industrial real estate developers targeting Diamniadio. It is less suited, at least in the near term, to investors seeking government-guaranteed financing, sovereign bond exposure, or complete insulation from the ongoing political rupture between President Faye and the Sonko-aligned wing of the Pastef movement.

THE WAVERLEY ROUTE

FROM INTELLIGENCE TO ENGAGEMENT

- STEP 1: Register through APIX
Confirm incentive eligibility and sector-specific registration requirements before committing capital.
- STEP 2: Engage Sangomar and GTA operators directly
Explore upstream and midstream services opportunities tied to continuing oil and gas production growth.
- STEP 3: Apply enhanced due diligence to any government-linked transaction
Use current IMF and Cour des Comptes figures, not pre-2024 official statistics, to assess sovereign and quasi-sovereign counterparty risk.

STEP 4: Diversify into Diamniadio and Thiès

Pursue industrial real estate and agribusiness opportunities less directly exposed to sovereign fiscal risk.

STEP 5: Monitor the Faye-Sonko political rupture and IMF program implementation

Track Pastef movement cohesion and Enhanced G20 Common Framework progress as leading indicators of medium-term stability.

WAVERLEY'S ROLE

- Direct coordination with APIX on registration, incentives and major-project facilitation.
- Engagement support with Sangomar and GTA-linked upstream and midstream services opportunities.
- Independent sovereign-risk monitoring of the debt-restructuring process and IMF program implementation.
- Political-risk tracking of the Faye-Sonko rupture and Pastef movement cohesion.

INVESTOR CALL TO ACTION

Waverley Gateway recommends active engagement with Senegal's oil, gas and agribusiness sectors through direct operator and private-sector relationships, while applying enhanced due diligence to any government-linked or debt-exposed transaction until the current restructuring process concludes.

Register via APIX → Position in Sangomar/GTA-linked services → Apply enhanced diligence to government counterparties → Diversify into Diamniadio and Thiès → Scale as debt restructuring and political stability resolve

WAVERLEY INVESTOR INTELLIGENCE & OPPORTUNITY PIPELINE

Near-term opportunities concentrate in oil and gas sector services tied to Sangomar and GTA's continued production ramp-up, and industrial real estate development in Diamniadio. Medium-term opportunities include agribusiness value-addition in the Thiès groundnut basin and broader capital-markets participation, contingent on successful completion of the Enhanced G20 Common Framework debt treatment and resolution of the Faye-Sonko political rupture.

POSITIONING

Senegal's position in October 2026 combines West Africa's fastest 2025 growth rate (7.9%) with one of the region's most consequential sovereign debt reckonings. Sangomar oil and Greater Tortue Ahmeyim gas are genuinely transforming the country's revenue base, and the new IMF-backed Extended Credit Facility, together with the Enhanced G20 Common Framework debt treatment, represent a serious, internationally coordinated effort to resolve the hidden-debt crisis.

The clear caveat is governance and political cohesion. The 2025 discovery that debt was nearly double the officially reported level, and President Faye's May 2026 dismissal of Prime Minister Sonko over restructuring strategy, show that Senegal's fiscal reckoning has become a genuine political fault line within its own governing movement. Waverley Gateway's view is that Senegal rewards investors engaging directly with its oil, gas and agribusiness sectors, while treating any government-linked or sovereign-debt exposure as still in active repricing pending the restructuring process's conclusion.

SELECTED SOURCES

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