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Sector Report

White Goods in Africa

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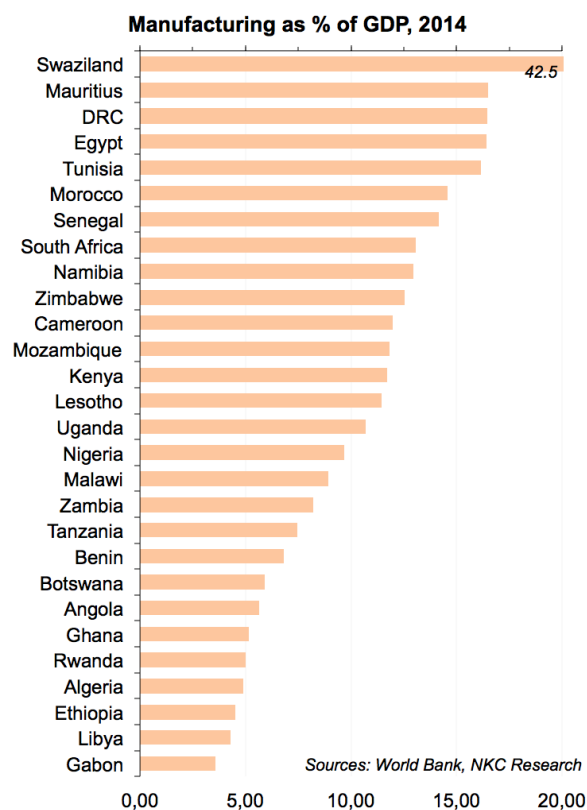
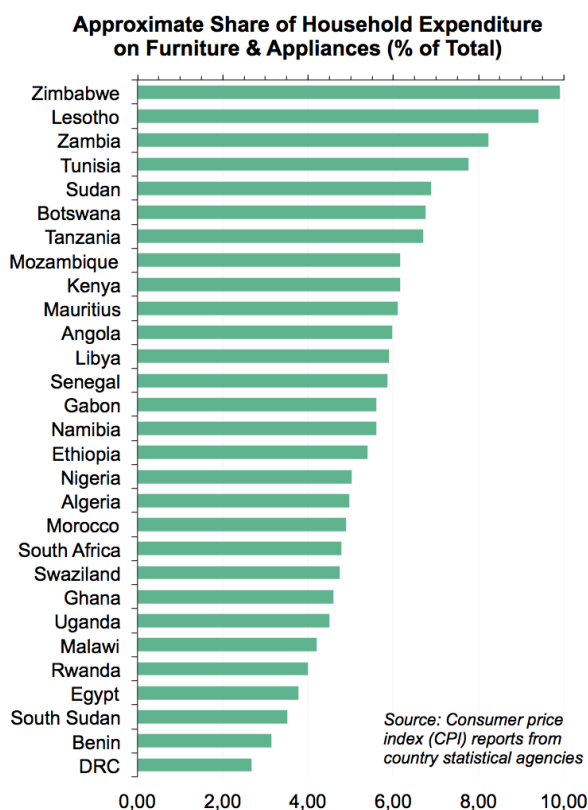
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Introduction & Overview

Africa is currently home to one billion people, presenting a massive potential consumer market. Furthermore, the continent's population will surpass the 1.5 billion mark by 2026 and the two billion mark 15 years later. The strong growth in African consumer spending over the past decade and the positive outlook for demographic dividends over the coming decades is part of the consumer evolution story that is perennially talked about in African business and investment circles. Africans are increasingly moving to cities, making it easier for companies to target certain consumer groups. Admittedly, Africa's retail sector remains relatively under-developed at present, with most shopping still being done at traditional shops and markets. The formalisation of retail activities – already underway – will be a key trend underlying the sector's expansion in the coming decade. Another key challenge for

retailers and white goods sellers in particular is the high levels of poverty on the continent. Most of Africa's consumers are extremely poor, and spend the majority of their money on food and other necessities – the acquisition of household furniture and appliances accounts for only around 5% of household expenditure. Nonetheless, the continent's middle class (those households spending more than US\$3,000 per annum) totals almost 40 million.

This report will firstly look at the continent's major manufacturers and exporters of white goods (South Africa and Egypt, and to a lesser extent Tunisia). Secondly, based on imports and market size data, the following major white goods markets will be reviewed: Nigeria, Egypt, South Africa, Morocco, Ethiopia, Kenya, Ghana, and Ivory Coast.

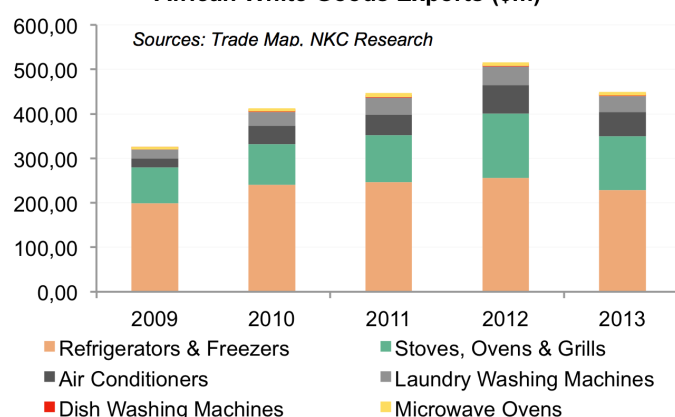


Manufacturing & Exports

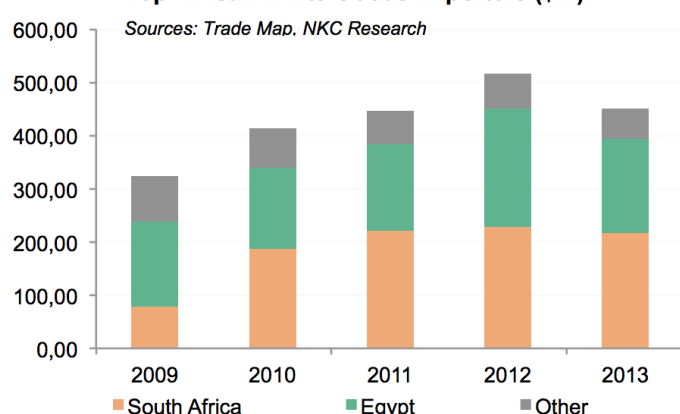
There are many reasons why Africa's manufacturing sector is under-developed: limited access to effective and efficient labour; inadequate infrastructure; armed conflict, corruption and instability not being conducive to long-term capital investments; rising fuel and electricity prices (and associated issues with reliability of supply); competition with Asian and developed world counterparts; a shortage of domestic suppliers of inputs; and the high costs of importing and exporting goods, amongst other issues. Manufacturing exports account for around a quarter of the continent's export revenues compared to a figure of 75% for East and South Asia.

Nonetheless, there are more than a handful of countries on the continent that rely on manufacturing for a notable part of their overall economic activity. These economies include (in alphabetical order. Algeria (oil refining, gas and food processing); Angola (oil refining); Egypt (textiles, cement products and automobiles); Ghana (aluminium smelting, cement, and agro-processing); Kenya (food canning, grain milling and sugar refining); Libya (oil refining, food and fertilisers); Morocco (textiles, electronic goods and automobiles); Nigeria (oil refining and cement); South Africa (energy and metal products); Swaziland (textile-related products), Tanzania (food and beverages); Tunisia (key industries include mechanical and electronic goods, textiles and agro-processing); and Uganda (agro-processing). There is no African country very dependent on the production of white goods. South Africa and Egypt represented the only two economies with major excess production of certain white goods and accounted for 87% of Africa's white goods exports during 2011-13. When adding Tunisia, this figure increases to 90%. Namibia and Swaziland combined accounted for a further five percentage points of these shipments, while the addition of Kenya and Morocco sees these seven economies representing almost 97% of white goods exports. Over the past five years, some three-quarters of these exported goods (by value) were cooling equipment: refrigerators & freezers and air conditioners. White goods exports as calculated in this report were valued at an average of US\$470m during 2011-13. However, this represented less than 0.1% of the continent's total export revenues for the period.

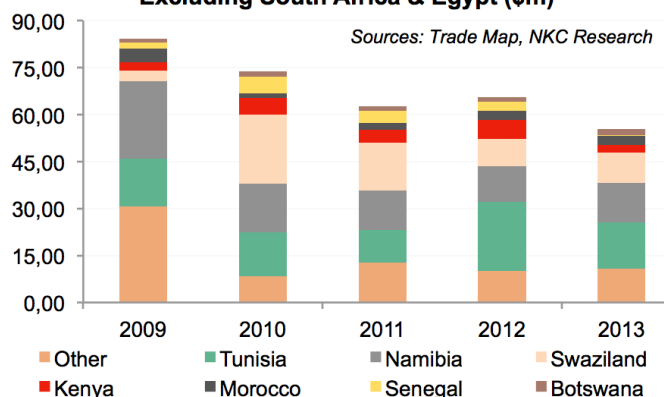
African White Goods Exports (\$m)



Top African White Goods Exporters (\$m)



Top African White Goods Exporters Excluding South Africa & Egypt (\$m)



South Africa

The South African government is keenly focused on factories and heavy industry as an employment creator based on the observed horizontal and vertical impacts of these industries on growth and employment in other sectors. Africa's second-largest economy is amongst the continent's best performers (alongside Mauritius, Morocco, Kenya, Tunisia and Rwanda) when considering features such as the quality of overall infrastructure, workers' pay versus productivity, local supplier quantity and quality, the state of cluster development, and value chain breadth. Nonetheless, South Africa's factory sector – and in particular those involved in intermediate technology goods – faces several key challenges at present: a shortage in and the high cost of skilled labour, constraints on energy supply, and competition from Asian companies both in the domestic and international market. Calculations based on data from Statistics South Africa (StatsSA) indicated that household appliances represented 0.75% of the physical volume of factory production in the country during 2014 – similar to the level seen

in 2011. The country's kitchen appliance exports are dominated by refrigerators and freezers: 70% of South Africa's white goods shipments during 2011-13 came from this category. From a company perspective, Defy Appliances (part of the Koç Holding industrial conglomerate, a Fortune Global 500 company) is the largest manufacturer and distributor of major domestic appliances in Southern Africa, with factories in Durban, Ladysmith and East London – the latter two facilities being home to the company's refrigerator and freezer production. The company has agents in Botswana, Namibia, Swaziland, Zambia and Zimbabwe and sells goods under the Defy and Ocean brands. Hisense South Africa produces consumer electronics and home appliances at its facility in Cape Town (opened during June 2013) and exports these products to Southern African countries as well as Ghana, Liberia and Cameroon. Whirlpool SA distributes household appliances to the South African market and a selection of other countries on the continent, including locally-produced goods under the KIC brand.

South Africa White Goods Exports		
Category	Average \$m p.a. (2011-13)	Primary Buyers
Stoves, Ovens & Grills	16.52	Namibia, Botswana, Mozambique
Refrigerators & Freezers	158.59	Zambia, Namibia, Botswana
Laundry Washing Machines	12.23	Namibia, Botswana, Zambia
Air Conditioners	25.70	Botswana, Namibia, Mozambique
Dish Washing Machines	0.97	Mozambique, Namibia, Angola
Microwave Ovens	8.34	Namibia, Botswana, Mozambique
Total	222.35	<i>Southern Africa</i>

Sources: Trade Map, NKC Research

Koç Holding Chairman Mustafa Koç said during November 2014 that he would like to see South Africa be established as a white goods export hub much as the country is seen as an automotive hub. Following his company's US\$324m acquisition of Defy during 2011, reported to be the largest investment ever by a Turkish company into Africa, Koç Holding set in motion plans to upgrade the South African manufacturer's facilities in order to increase its exports into sub-Saharan African (SSA) markets. According to Engineering News, renovation of the Jacobs facility in Durban (key products include stoves, build-in ovens and air conditioners) and the establishment of two more

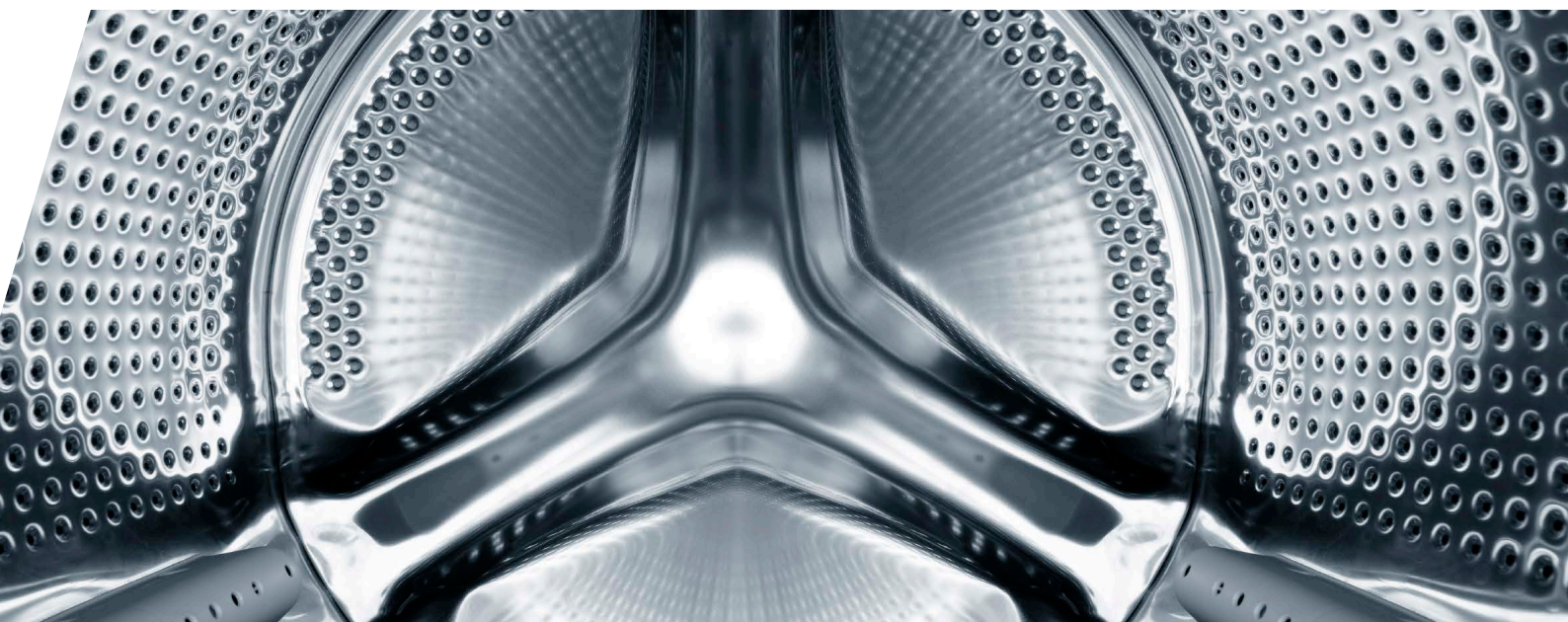
production lines at the Ezakheni facility in Ladysmith (key products include refrigerators and freezers) was completed within the first two years after the buyout. A three-year, US\$50m expansion plan raised Defy's output by more than 30% and included technology transfer from Turkey. This, according to South African trade and industry minister, Rob Davies, is in line with the country's Industrial Policy Action Plan (Ipap). Mr Davies sees the white goods industry as "strategic" for the country's manufacturing sector: "Hence we developed a white goods strategy with key interventions of upgrading the technology and meeting the environmental imperatives," said the minister.

Egypt

The local factory sector struggled during 2011-12 as political and labour unrest made it impossible for many factories to work at full capacity while many others were closed down. The situation looked somewhat better in 2013, though on-going protests, a shortage of foreign currency (at times), as well as a cut in state energy subsidies to some industries weighed on production. During 2014, the manufacturing industry rebounded strongly as the security situation improved and as billions of dollars' worth of aid from Gulf Cooperation Council (GCC) countries eased the country's foreign-exchange shortages. During the 2011-14 period, around three-quarters of Egypt's manufactured goods were exported to Europe, while white goods were mostly sold to countries in the Middle East and elsewhere in North Africa. Almost 55% of white goods are classified as stoves, ovens & grills: the value of these exports increased by an average of more than 20% p.a. during 2010-12 in spite of the country's political situation. Data from the Central Bank of Egypt (CBE) indicates that the country produced nearly 1.2 million washing machines and the same volume of refrigerators during the 2011/12 (July

– June) financial year – this is the latest available data. Unit output of these two categories of goods increased by an average of 4.2% p.a. during the 2002/03 – 2011/12 period, and by a mean of 4.7% p.a. when excluding the troubled 2010/11 period. While exports are important to the local industry, a great number of these units were destined for the domestic market. The Kiriazi Group considers itself “the most important group of companies producing home appliances in Egypt and in the Arab World,” with five factories producing refrigerators and freezers, washing machines, and gas cookers. Four of these factories are situated in Obour City (35 km north-east of Cairo). In turn, global appliance manufacturer Electrolux referred to the Olympic Group as Egypt's “leading appliance manufacturer” during 2011 in documentation relating to the acquisition of the Egyptian company. The Olympic Group sells refrigerators, laundry washing machines, ovens, microwaves and other products, of which 98% are manufactured by the organisation. The company's wholly-owned wholesale trader EPA is the largest white goods trader in Egypt.

Egypt White Goods Exports		
Category	Average \$m p.a. (2011-13)	Primary Buyers
Stoves, Ovens & Grills	101.48	Saudi Arabia, Algeria, Iraq
Refrigerators & Freezers	41.76	Iraq, Sudan & South Sudan, Morocco
Laundry Washing Machines	21.35	Algeria, Iraq, Jordan
Air Conditioners	22.99	Libya, Jordan, Morocco
Dish Washing Machines	0.00	Saudi Arabia, Jordan, Tunisia
Microwave Ovens	0.00	Morocco
Total	187.58	North Africa & Middle East
Sources: Trade Map, NKC Research		



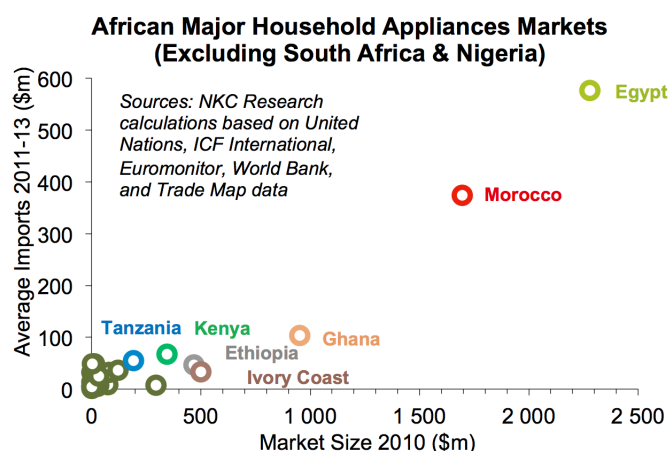
Tunisia

The manufacturing sector (accounting for 16% of GDP during 2014) remains of critical importance to the Tunisian economy, and factory goods produced are mainly aimed at exporting to European markets. The sector's growth over the past decade has mainly been driven by the mechanical and electrical equipment industry: the main exports in the mechanical & electrical industry are wiring, cables and cable harnesses; electrical command apparatus; transformers; printed circuits; and refrigerators. According to the Foreign Investment Promotion Agency (FIPA), there were 824 companies focused on mechanical and metallurgical production during 2014 and 454 companies associated with electrical & electronic industries (including household appliances). Around a third of these enterprises are fully export oriented. Trade Map data indicates that

the country's exports of major kitchen appliances averaged US\$18m p.a. during 2002-08 followed by a negative trend in the following three years (in the aftermath of the global financial crisis) to just US\$10m during 2011. Export values similar to the pre-2009 period were again seen during 2012-13. From a GDP perspective, the World Bank estimates that the manufacturing sector contracted by 1.4% during 2009 (linked to the global financial crisis), and again by 2.4% in 2011 (at the time of the Arab Spring). China's Haier Group – the world's largest maker of white goods – has a production site some 40 km from the capital city of Tunis and produces refrigerators, freezers, laundry washing machines, dish washing machines, microwave ovens, and other appliances for the domestic as well as export market.



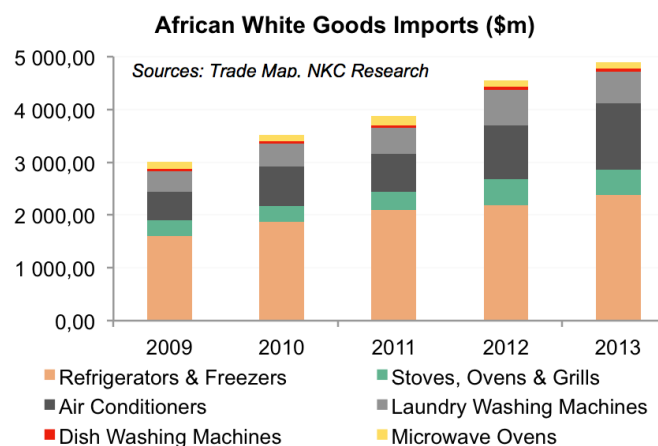
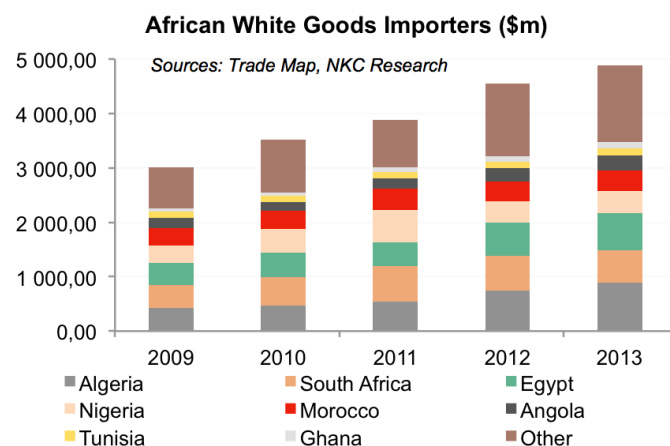
Major Household Appliances: Largest Markets



Based on country-specific survey/census data, the World Bank offers information on the household usage (measured in US dollar) of major appliances during 2010 (latest available data). This includes the five white goods categories identified in the preceding text/graphs as well as laundry dryers; drying cabinets; ironing and pressing machines; humidifiers; heaters; ventilators and extractor hoods; vacuum cleaners; steam-cleaning machines; carpet cleaning machines; machines for scrubbing, waxing and polishing floors; safes; sewing machines; and knitting machines. The estimate also includes the

cost of delivery and installation of the appliances when applicable. Combined by household size data from the ICF International, USAID and Euromonitor World Factbook 2014 as well as population data from the United Nations, this has allowed for the calculation of the market size for major appliances in African countries. Admittedly, the World Bank's estimates of usage are not complete, and exclude major economies such as Algeria and Angola. As a result, the calculated total market size of nearly US\$40bn during 2010 for 35 African countries should be seen as a minimum value. Nigeria offered the largest market at US\$18.7bn followed by South Africa at US\$13.7bn.

Regarding imports, more than 70% of the continent's white goods imports over the past five years have been cooling equipment – refrigerators & freezers and air conditioners. Cleaning appliances (laundry and dish washing machines) represented almost 15% of imports while cooking and heating equipment (stoves, ovens & grills and microwave ovens) accounted for 13% of imports. Eight countries – Algeria, Egypt, South Africa, Nigeria, Morocco, Angola, Tunisia and Ghana, listed by the value of their 2013 imports of white goods – accounted for three-quarters of Africa's white goods imports. Algeria is now the largest market for white goods imports.

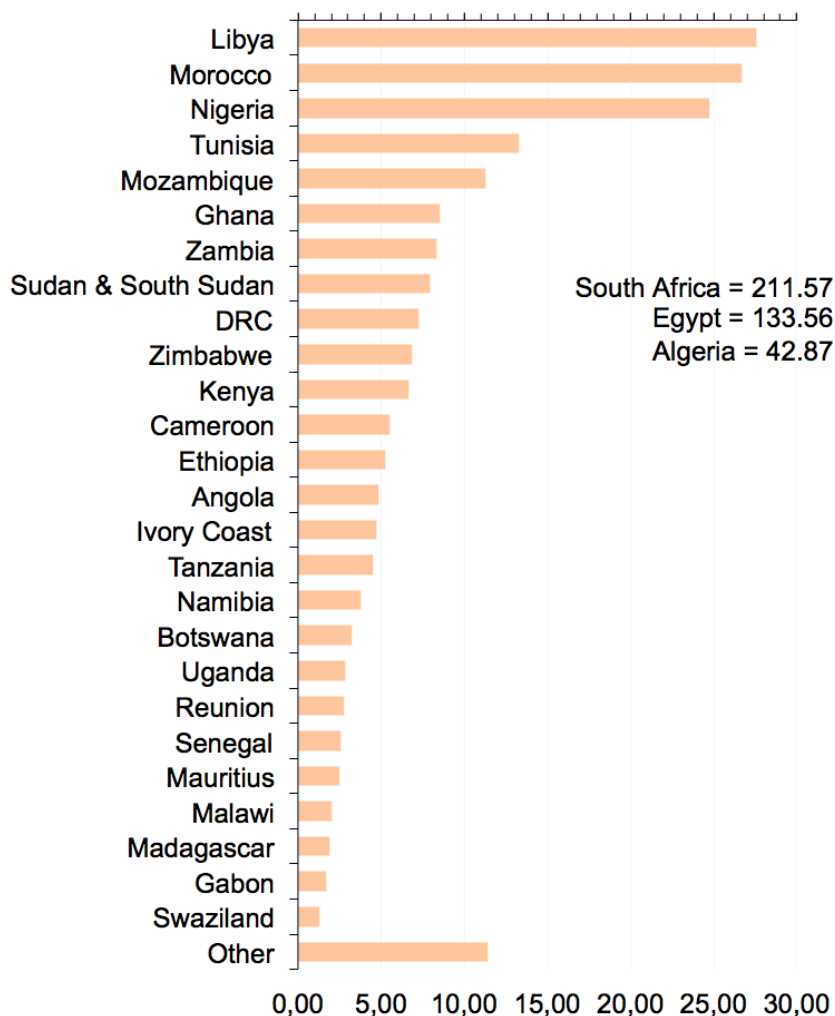


Nigeria

Africa's largest economy accounts for a fifth of the continent's total population and has a very high potential for large demographic dividend. It is therefore not surprising to learn that the country received US\$1.3bn worth of investment in its retail sector during 2012-13, with retail activity representing 16.4% of GDP during 2014. And even though only a small proportion of Nigeria's population can as yet afford luxury products, this is not an insignificant number of people in absolute terms. The country has almost a million citizens classified as middle class and almost 17,500 citizens with investible assets of at least US\$1m. Research by Renaissance Capital indicates that 87% of middle class households have a refrigerator and four out of 10 have a combination refrigerator and freezer appliance. The consumer story in Nigeria is underpinned by many factors, including a large and rising population, an increased rate of urbanisation (currently around 50%), growing sophistication of

the retail market, and a burgeoning e-commerce trend, amongst other factors. A recent improvement in the prospects of the country's electricity situation is also a positive aspect in the outlook for white goods sales. As part of a privatisation exercise, the Nigerian electricity industry was unbundled into generation and distribution companies and a single transmission company. According to the local statistics agency, Nigerian households already spend around 5% of their budget on household furniture and appliances. These Nigerians played a role in increasing the country's white goods imports from around US\$300m p.a. during 2008-09 to almost US\$600m by 2011, followed by an import bill of US\$400m p.a. during 2012-13. Cooling equipment – refrigerators & freezers and air conditioners – accounted for more than three-quarters of white goods imports during 2011-13. Chinese companies are the premier suppliers of these appliances.

**Total Net Electricity Consumption (Billion kW)
Excluding South Africa, Egypt & Algeria, 2012**



Source: Energy Information Administration (EIA)



Egypt

As the continent's third-largest economy (ahead of Algeria), it is not surprising that Egypt has in recent years also been amongst the top three importers of white goods. In fact, the value of these imports surpassed that of South Africa during 2013 to place Egypt second on the continent after Algeria – the latter has seen its white goods imports double from 2009 to 2013. A big factor in the country's overall import appetite for major appliances is its large population of more than 83 million as well as a large tourism market that welcomed almost 10 million international tourists during 2014. In addition, based on population growth, the pace of urbanisation and the changing landscape of the median African age structure, Egypt has a significant demographic potential – i.e. strong growth prospects for consumer spending due to demographically favourable developments. Already, if five of Egypt's governorates that make up most of the desert area are excluded from consideration, the remainder of the country is one of the most densely populated regions in the world. Given this

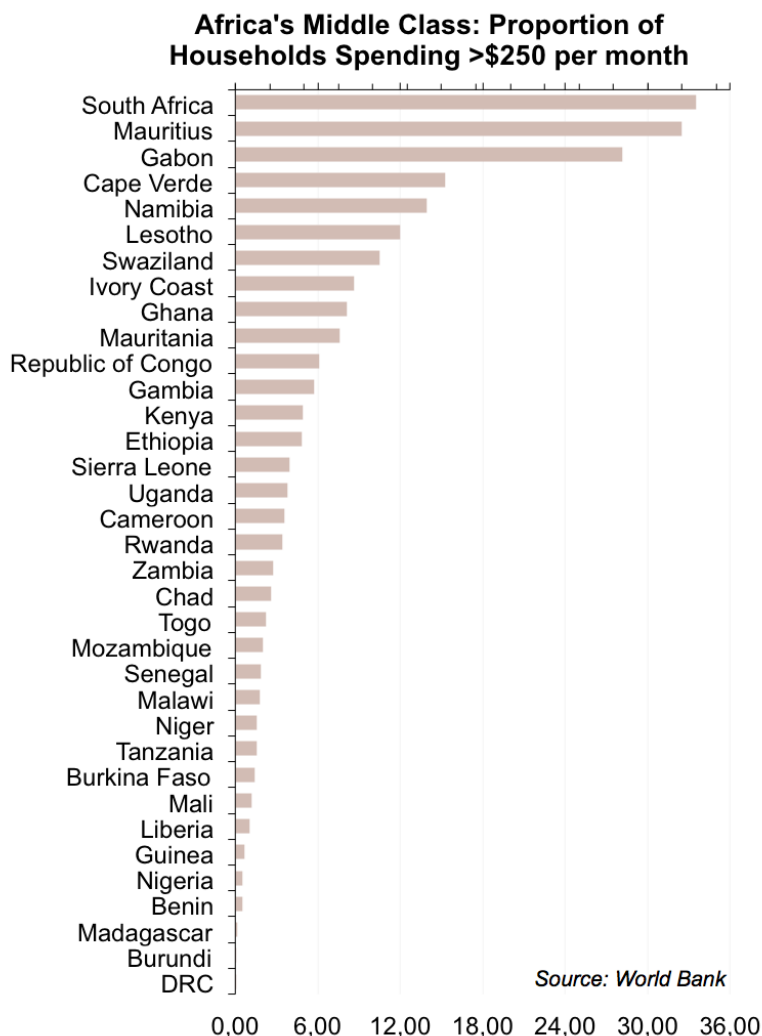
exceptionally high concentration of people, retail and other consumer-related investment opportunities along the Nile are immense. In this regard, the country is also seen as amongst the best prospects for expansion in the demand for luxury goods, e.g. products and services not essential to basic needs. The country's domestic market for major appliances was already valued at US\$2.3bn during 2010 and white goods imports have since then increased by at least 50%. (Key suppliers of Egypt's white goods imports include China, Italy, Thailand, Indonesia, Malaysia, South Korea, and Turkey.) Admittedly, there are some negative aspects to consider, including ongoing political uncertainty, the relatively small percentage of household spending towards furniture and appliances compared to other African economies, as well as the continued struggle of western style shopping malls to fill their vacant spaces. Traditionally, Egypt is a nation of street retailers, with most Egyptians shopping in local neighbourhoods and at classic souks such as Cairo's Khan el-Khalili.



South Africa

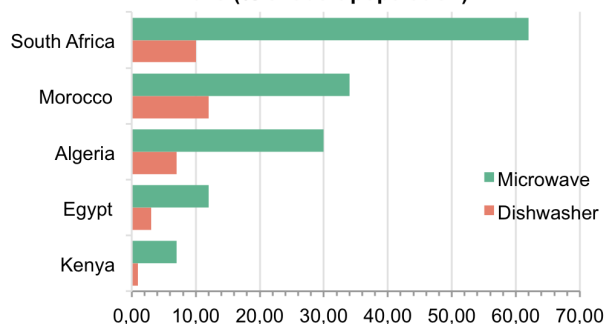
A growing middle class, expanding tourism and hospitality sectors, and a well-developed retail sector translate into Africa's most advanced economy being the largest importer of white goods during 2011-13, purchasing an annual average of US\$630m of these goods. This is in addition to the prevalence of locally manufactured goods (discussed above). In particular, the country was the largest buyer on the continent of refrigerators & freezers and dish washing machines as well as the second-largest buyer of stoves, ovens & grills and laundry washing machines. Local manufacturing capacity for white goods is unable to satisfy the Rainbow Nation's demand for electrical appliances, and Asian countries such as China, South Korea and Malaysia help satisfy South Africa's import requirements. However, the developed nature of South Africa's white goods market translates into slower growth in this sector than seen elsewhere on the continent. The country has for a long time had a substantial middle class, with one in three of its citizens currently classified as receiving an income equal to or higher than the World Bank's classification of middle class. In fact, South Africa's middle class

accounts for almost half of the continent's middle class, and is four times larger than the combined middle classes of the East African Community (EAC) countries. Not surprisingly for such a large consumer base, StatsSA's census survey during 2011 showed that two out of three South African households have a refrigerator. The country's retail sales of white goods is buttressed by an advanced shopping infrastructure ranging from small speciality stalls to shopping malls rivalling European facilities in size and quality. Sales of household furniture, appliances and equipment account for only about 5% of South Africa's retail sales though act as a strong indicator of consumer sentiment in the country. Indeed, a consumer confidence index compiled for South Africa by First National Bank (FNB) and the Bureau for Economic Research (BER) asks respondents to rate (at the time of the quarterly survey) the appropriateness of the present time to purchase durable goods such as furniture, appliances and electronic equipment. The other two questions asked are focused on 1) the expected performance of local economy and 2) the expected financial position of households.



Morocco

**Major Kitchen Appliances Usage
2013 (% of adult population)**



Sources: TGI Global, NKC Research

Corner stores have in the past dominated Morocco's retail experience due to the number of cars per capita being relatively low. However, the country's consumption landscape is in the process of changing from one in which informal trading (markets and corner shops) dominate, to one in which chains of supermarkets and hypermarkets account for a significant portion of consumption. Online retailing is also on the rise on the back of

greater internet connectivity and a higher number of individuals who have access to electronic banking. Both the formalisation of retail and a growing online market are good news for appliance sales. The government's Plan Rawaj 2020 ('rawaj' means 'turnover' in a general sense) set the goals of increasing the retail sector's contribution to GDP to 15% as well as the creation of 450,000 jobs in the sector. Since, 2011, four shopping malls have been constructed under the plan. Large local grocery chains have also ventured into second- and third-tier cities with success. The household market for large appliances is estimated to have been worth US\$1.7bn during 2010; Morocco's white goods imports were valued at US\$340m during that year and increased to nearly US\$380m during 2013. Another positive influence on the sale of large household appliances is the tourism sector: tourist arrivals are expected to rise above 11 million during 2016. Urbanisation is also a factor to consider: the United Nations believes that some 18.65 million Moroccans lived in urban areas during 2012 (57.4% of the country's 32.5 million citizens).



Ethiopia

The value of the country's real household expenditure increased by an average of more than 10% p.a. over the past decade, and Ethiopia is amongst Africa's top prospects for consumer spending growth over the next five to 10 years. A key feature in Ethiopia's strong expansion is demographic features: there will be more than 100 million Ethiopians by 2016 after average population growth of 2.65% p.a. over the preceding decade. In addition, nearly 5% (i.e. four million) of the country's inhabitants are currently considered middle class. From an investment perspective, there have been some indications

that the government is cautiously considering the steady liberalisation of some sectors, most notably wholesale and retail trade and some financial services, which is sure to attract foreign interest. Ethiopia's imports of white goods (valued at around US\$50m p.a. during 2012-13) are dominated by refrigerators and freezers, accounting for 80% of offshore purchases in this trade category. The US\$50m figure is small though not too surprising in the context of the country's relatively under-developed retail sector.

Kenya

Urban areas in Kenya have experienced a growing middle class, while the country's retail sector is already more advanced than that of countries like Angola and Ghana. Admittedly, private consumption expenditure in the country is very dependent on agricultural earnings. The East African country's grocery retail sector is certainly larger than its non-grocery industry, but the latter (which includes white goods) has generally expanded at a faster pace over the past five years. Kenya was the fifth-largest

importer of microwave ovens on the continent during 2011-13. The value of the East African country's white goods imports increased by an average of 20% p.a. over the past decade to nearly US\$75m during 2013. During the 2011-13 period, around two-thirds of kitchen appliance imports into the country were classified as refrigerators and freezers. Admittedly, a notable component of these goods would have been purchases for commercial usage in the agricultural, horticultural and fisheries industries.

Ghana

According to World Bank data, the average Ghanaian household spent almost US\$145 on major appliances during 2010. This figure translates into a total market size of approximately US\$950m for major household appliances during that year. The country's modern retail sector is for now restricted to the capital and the size of the middle class is still small, albeit growing at a rapid pace. Accra is one of the most modern cities on the continent and is experiencing

a period of rapid growth, and is also a rising star as measured by the increase in US dollar millionaires. The value of Ghana's white goods imports increased by an average of 25% p.a. during 2010-13 and cooling equipment – refrigerators & freezers and air conditioners – accounted for 85% of these purchases. This is reflective of household demand as well as buying by the hospitality industry – tourism employs 115,000 people in the country.



Ivory Coast

Some 65% of Ivory Coast’s white goods imports are refrigerators and freezers. While it would be easy to argue that many of these appliances are destined for the fisheries and tourisms sectors, it is more insightful to consider the country’s corps of consumers: around 1.6 million of Ivory Coast’s citizens are classified as middle class. In terms

of wealthy individuals with money to spend on luxury appliances, the country recorded a 30% p.a. increase in the number of US dollar millionaires during 2007-13. Ivory Coast’s premier suppliers of white goods imports are China and former colonial ruler France. The average Ivorian household spent US\$135 on major household appliances during 2010.

Suppliers of Africa’s White Goods Imports						
Category	Top 3 Supplying Countries					
Stoves, Ovens & Grills		China		Turkey		Italy
Refrigerators & Freezers		China		Turkey		Italy
Laundry Washing Machines		China		Thailand		South Korea
Air Conditioners		China		Turkey		Thailand
Dish Washing Machines		Turkey		Poland		China
Microwave Ovens		China		Malaysia		South Africa

Sources: Trade Map, NKC Research



Final Thoughts

South Africa and Egypt will remain the continent's dominant manufacturers and exporters of white goods for many years to come. They also represent some of the largest markets for white goods sales alongside other economic heavyweights like Nigeria and Morocco. There are no big surprises in listing Africa's key producers and buyers (importers) of major appliances considering that the goods in question are high up on the expenditure scale – Africans spend only 5% of their income on furniture and appliances. Nonetheless, the market is growing. The compound annual growth rate of Africa's imports of white goods was 13% during 2010-13 compared to the continent's overall import bill rising by a slower 10%. The story of the rising African consumer is expanding every day and white goods cannot be excluded from this narrative. Refrigerators

& freezers will remain the dominant narrative over the long term and the fastest growing segment over the medium term is expected to be air conditioners. The main drivers for fast growth in cooling, cooking and cleaning equipment is Africa's growing middle class, rising urbanisation rates, increasing electricity supply, as well as healthy tourism sectors. In our view, the key markets from an import perspective in terms of size are Nigeria, South Africa, Egypt, Morocco, Ethiopia, Kenya, Ghana, and the Ivory Coast. Admittedly, continent-wide obstacles remain, such as low levels of household wealth outside the continent's largest economies as well as underdeveloped retail landscapes outside major cities. But the scenario is changing, as is evident from rapid growth in the value of imported white goods over the past decade.



African White Goods Markets					
	Major Appliances Domestic Market Value 2010 (\$bn)	Average White Goods Imports 2011-13 p.a. (\$m)	% of Households Viewed as Being Middle Class	Household Expenditure on Furniture & Appliances (% of Total)	Total Electricity Net Consumption (Billion kWh)
Algeria		722.36		4.96	42.87
Angola		239.32		5.98	4.84
Benin		6.38	0.49	3.15	0.91
Botswana		42.62		6.76	3.21
Burkina Faso	11.83	9.20	1.40		0.99
Burundi		3.73	0.09		0.28
Cameroon	73.84	8.11	3.55		5.54
Cape Verde	0.95	32.51	15.26		0.29
CAR		1.24			0.17
Chad		4.12	2.57		0.19
Comoros		1.13			0.04
Djibouti		11.92			0.31
DRC	78.80	32.51	0.04	2.67	7.29
Egypt	2,279.47	576.33		3.77	135.56
Equatorial Guinea		15.42			0.28
Eritrea		0.74			5.23
Ethiopia	468.31	46.98	4.88	5.40	0.09
Gabon	7.88	32.80	28.15	5.61	1.68
Ghana	952.83	103.08	8.10	4.60	8.52
Guinea	4.53	6.19	0.64		0.90
Guinea-Bissau		1.44			0.05
Ivory Coast	500.35	33.12	8.67		4.73
Kenya	344.78	67.71	4.90	6.16	6.63
Lesotho	4.53	9.26	12.02	9.40	0.71
Liberia	1.65	5.76	1.06		0.28
Libya		340.77		5.90	27.54
Madagascar	31.96	7.48	0.13		1.88
Malawi		7.58	1.78	4.20	2.03
Mali	294.69	7.25	1.20		0.88
Mauritania	1.55	6.33	7.57		0.96
Mauritius	9.40	46.10	32.50	6.10	2.47
Morocco	1,695.55	374.66		4.90	26.70
Mozambique	121.38	36.00	2.01	6.17	11.28
Namibia	13.43	48.63	13.94	5.61	3.80
Niger	27.61	5.31	1.58		0.93
Nigeria	18,741.06	468.25	0.50	5.03	24.78
Republic of the Congo	14.10	23.19	6.12		0.74
Rwanda	14.28	4.77	3.39	4.00	0.37
Saint Helena		0.23			0.01
Sao Tome & Principe		1.74	50.39		0.06
Senegal	0.00	27.15	1.88	5.87	2.59
Seychelles		6.33			0.29
Sierra Leone	6.10	4.84	3.93		0.13
Somalia		2.26			0.29
South Africa	13,710.42	630.60	33.49	4.79	211.57
South Sudan				3.52	
Sudan				6.88	
Sudan & South Sudan		72.29			7.92
Swaziland	0.66	13.95	10.48	4.75	1.30
Tanzania	191.51	54.80	1.53	6.70	4.55
The Gambia	0.31	1.06	5.72		0.22
Togo	1.43	4.25	2.23		0.98
Tunisia		122.25		7.76	13.31
Uganda	32.01	24.46	3.81	4.50	2.82
Zambia	4.16	48.47	2.79	8.24	8.33
Zimbabwe		32.84		9.91	6.83
Total*/Average**	39,641.36*	4,437.82*	7.74**	5.63**	597.15**

Sources: NKC Research calculations based on data from the United Nations, ICF International, Euromonitor, World Bank, Trade Map, US Energy Information Administration (EIA), and country statistical agencies.
Data in this table has been included where available.

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