

TUNISIA

Economy and Investment Climate



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General Data

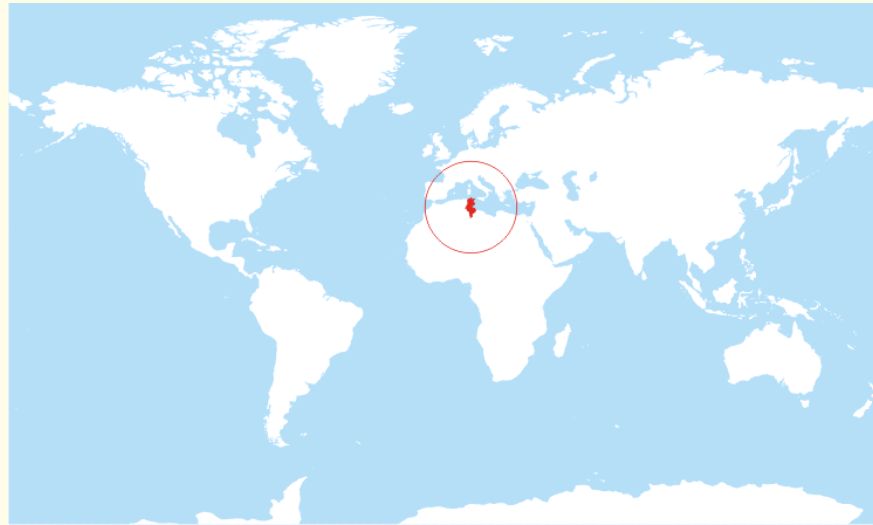


- Area: 163.610 km²
- Population: 11.134.588 (2016 est.)
- Capital: Tunis (2,5 mln) Largest Cities: Sfax, Sousse, Bizerte, Kairouan, Gabès
- GDP (current US\$): 42,063 Billion
- GDP - real growth rate 2017: 1,9%,
- GNI per capita 2016: Atlas method (current US\$) 3.690
- Public Debt: 66.5% of GDP (2017 est.)
- Unemployment rate: 15%
- Exports: \$14.22 billion (2017 est.)
- Imports: \$19.57 billion (2017 est.)



Rankings

- World Bank, Doing Business, Ranking 77th /190 , 6/20 countries of MENA Region <http://www.doingbusiness.org/rankings>
- Global Competitiveness Index, Ranking 95th/138 <https://www.weforum.org/reports/the-global-competitiveness-report-2017-2018>
- Transparency International, Ranking 75/175 <http://www.transparency.org/research/cpi/overview>
- Global Innovation Index, Ranking 77/128 <https://www.globalinnovationindex.org/analysis-indicator>.



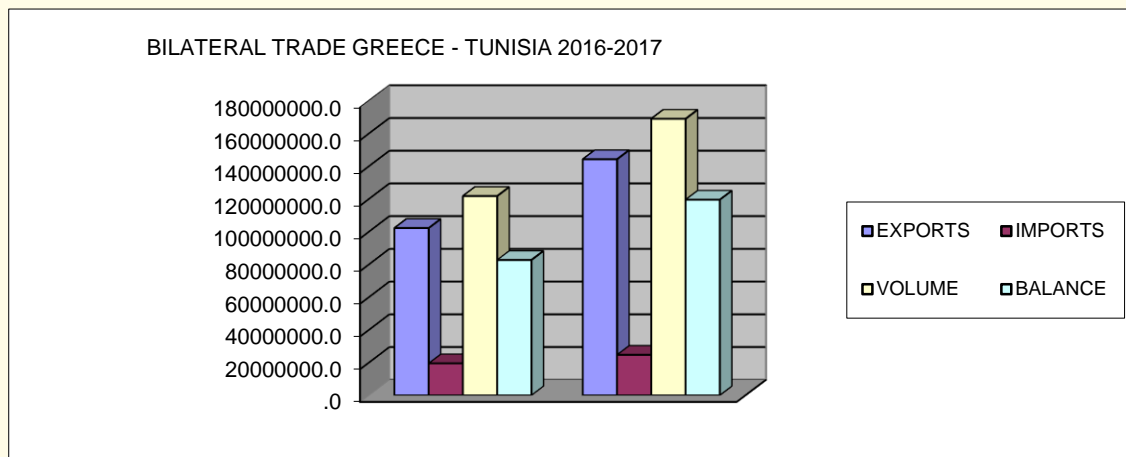
International Trade

- EU is Tunisia's largest trading partner (France, Italy, Germany, Spain) followed by China, Algeria, USA, Turkey, Russia, Libya
- Negotiations for a Deep and Comprehensive Free Trade Area (DCFTA) between EU – Tunisia
- Exports: clothing, semi-finished goods and textiles, agricultural products, mechanical goods, phosphates and chemicals, hydrocarbons, electrical equipment
- Imports: textiles, machinery and equipment, hydrocarbons, chemicals, foodstuffs
- Focus of Tunisian Economic Diplomacy on Africa

Bilateral Trade

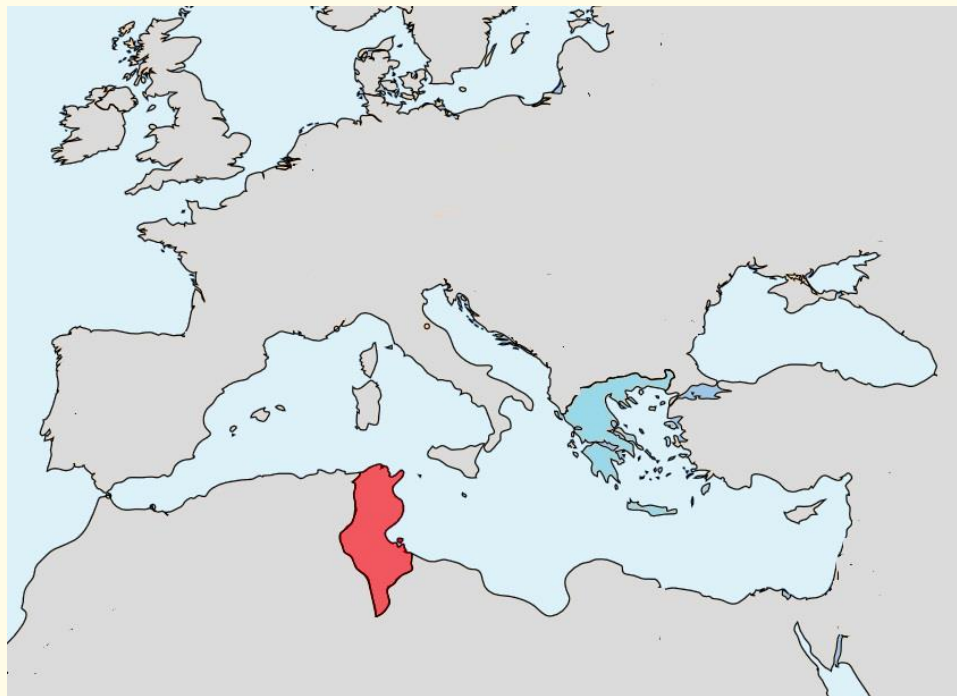


| BILATERAL TRADE GREECE - TUNISIA 2016-2017 (EURO) | | | |
|---|-------------|-------------|----------|
| | 2016 | 2017 | Change % |
| EXPORTS | 102.253.490 | 144.283.503 | 41 |
| IMPORTS | 19.536.928 | 24.713.903 | 26 |
| VOLUME | 121.790.418 | 168.997.406 | 39 |
| BALANCE | 82.716.562 | 119.569.600 | 45 |



Bilateral Agreements

- Convention for the avoidance of double taxation (Law 3742/2009)
- Agreement on the promotion and reciprocal protection of investments (Law 2183/94)



Investment Environment in Tunisia

- Attractive policies, friendly environment for FDI
- More Than 3.350 foreign investments
- 85% European investments
- 67% in Greater Tunis, 27% Coastal Zone, only 6% in other regions
- Top 5 Investor Countries (2016): France, Germany, UK, Libya, Qatar
- Priority Sectors: Textiles, building materials, machinery, aerospace industry components, renewable energy
- Onshore - Offshore companies
- Strengths: Geographical position, its educated workforce, and its positive attitude toward FDI.



Investment Law (2016-71)

http://www.investintunisia.tn/En/home_46_33

- Improvement of Investment climate
- Emphasis in protecting investor's rights
- New Incentive Schemes
- Facilitation of foreign personnel
- Free transfer of capitals
- Special incentives for investments with national importance



Relevant Authorities

- Foreign Investment Promotion Agency (FIPA)
www.investintunisia.tn (Information, guidance of Investors)
- Agency for Promotion of Industry and Innovation (APII)
<http://www.tunisieindustrie.nat.tn> One stop shop for Investments in Industry. About 11 working days of procedures according to the World Bank.
<http://www.doingbusiness.org/data/exploreeconomies/tunisia#starting-a-business>
- National Tourism Office <http://www.tourisme.gov.tn/pour-investir/prestations-administratives.html> for investments in Tourism
- Agricultural Investment and Promotion Agency (APIA)
<http://www.apia.com.tn/> for Investments in Agriculture



Incentives

- Income tax rate reduced to 10 % for totally exporting companies,
- Total exemption from VAT and customs duties on inputs to products to be re-exported,
- Total tax exemption of benefits for up to 10 years granted to companies operating in regional development zones
- Specific investment grants in regional development zones covering up to 30 % of investment cost capped at 3 MTND
- Investment grants for priority sectors,
- Economic yield grant on intangible investment and research and development expenditure
- Subsidy of employers' contribution to mandatory schemes,
- Subsidy of expenses incurred under training programs leading to certification
- Special Incentives for Regional Development Zones (ZDR)
<http://www.parcs-activites.tn/index.html>

Taxation

- General taxation of Companies: 25%
- In Agriculture, fishery, Artisan activities 10%
- VAT 19%
- Recent Increases in custom duties as a means of improving the trade balance



Practical Information



- Payments: Cash against documents, Letter of Credit
- Currency: Tunisian Dinar, capital controls. Non-residents are exempt from most exchange regulations
- Foreign investors can transfer abroad funds in foreign currency with minimal interference from the Central Bank.
- Languages: Arabic, French
- A safe Investment and tourism destination
- Tunisian – European Chamber

Conclusions

- Positive prospects for bilateral cooperation despite of present problems of the Tunisian economy
- Promising sectors for exports: Building materials, pharmaceuticals, agricultural equipment,
- Important Sector: Cooperation between Greek and Tunisian construction companies targeting the African market
- Means of entering the Tunisian Market: Exhibitions, International Tenders in Tunisia, Trade Missions, Visits and information about the potential partners

Useful Links

- Doing Business in Tunisia (In Greek) <http://agora.mfa.gr/infofiles-menu/infofile/60144>
- EuroMed Trade Helpdesk: euromed.macmap.org
- <http://ec.europa.eu/trade/policy/countries-and-regions/countries/tunisia/>
- <http://madb.europa.eu/madb/indexPubli.htm> for Duties & taxes Procedures & documents, Statistics etc
- Customs Duties <http://www.douane.gov.tn/index.php?id=667>
- Checking legal status of the Tunisian companies http://www.registre-commerce.tn/search/RCCSearch.do?action=getPage&rg_type=PM&search_mode=NORMAL
- Tenders: www.tuneps.tn, www.marchespublics.gov.tn

Thank You!

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