



# DIASPORA INVESTOR GUIDE

MINISTÉRIO DAS  
COMUNIDADES

GOVERNO DE  
**CABO VERDE**  
A TRABALHAR PARA TODOS

**PROEMPRESA**  
INSTITUTO DE APOIO E PROMOÇÃO EMPRESARIAL

CABO VERDE  
TRADEINVEST

OIM | FUNDO DE  
ONU MIGRAÇÃO  
DESENVOLVIMENTO  
DA OIM



## Promoters

The Guide is a joint initiative of the Government of Cabo Verde and the International Organization for Migration (IOM).



## Objectives



### Facilitate the Investment Process

Simplify the investment journey for the Cabo Verdean diaspora by providing practical information and strategic guidance..



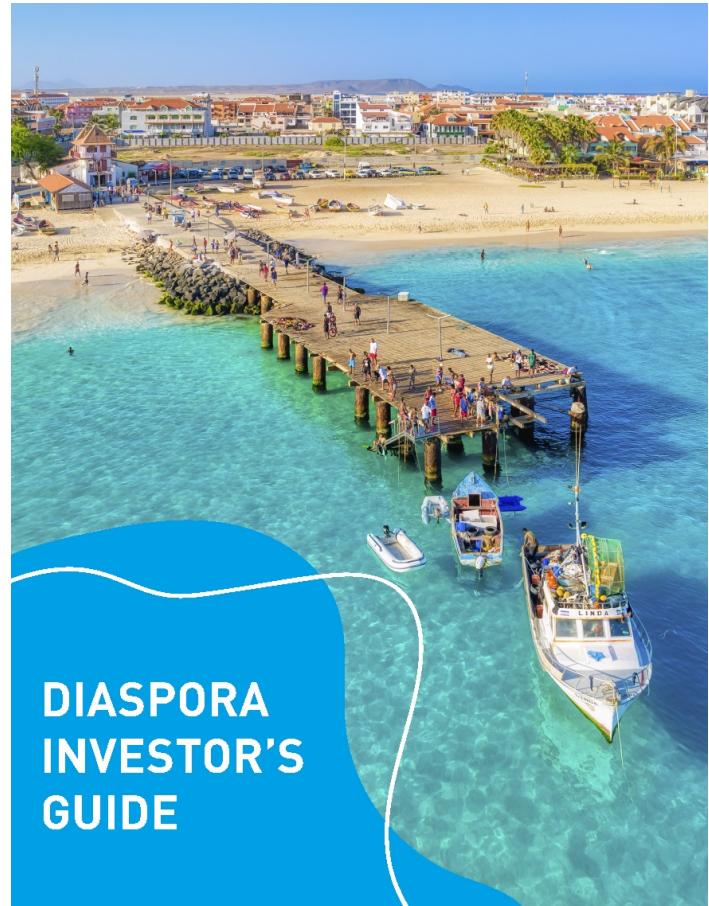
### Promote Development

Integrate and support the Cabo Verdean diaspora in the country's economic development.



### Provide Information

Present the status of diaspora investors, business opportunities, tax incentives, and available institutional support.



MINISTÉRIO DAS  
COMUNIDADES



REVISTA DE  
CABO VERDE  
PROEMPRESA  
SERVIÇO DE ÁREAS E PROMOÇÃO INVESTIMENTO



CABO VERDE  
DESENVOLVIMENTO  
ONU MIGRAÇÃO



FUNDO DE  
DESENVOLVIMENTO  
DA OIM



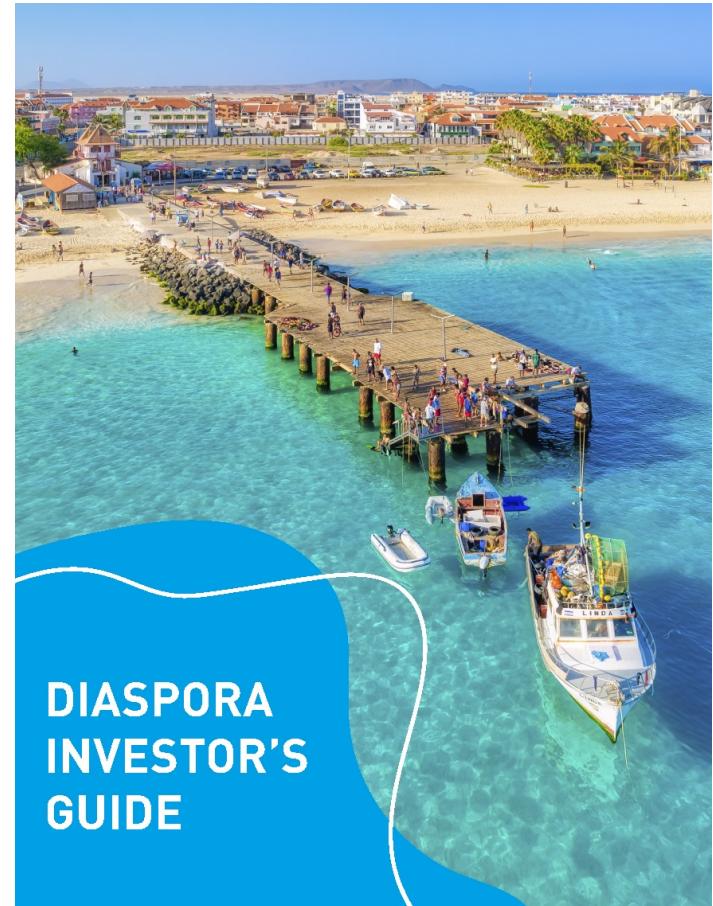
## Focus

This Guide presents the status of the diaspora investor, business opportunities, tax incentives, and institutional support available to diaspora investors..



## Context:

The Guide was developed under the National Diaspora Investor Program, an initiative of the Government of Cabo Verde to integrate and support the diaspora in the country's economic development.



MINISTÉRIO DAS  
COMUNIDADES



REVISTA DE  
CABO VERDE  
PROEMPRESA  
SERVIÇO DE APOIO À PROMOÇÃO EMPRESARIAL



OIM | FUNDO DE  
ONU MIGRAÇÃO  
DESENVOLVIMENTO DA OIM

## Diaspora Investor Status

The Diaspora Investor Statute is a certification offered by the Government of Cabo Verde to recognize and facilitate investments by Cabo Verdeans living abroad. This statute provides a series of tax, customs, and administrative benefits, allowing the diaspora to actively participate in the economic development of the country and access advantageous conditions to start and expand businesses.

### Main Benefits

#### Tax Exemptions

Discounts and exemptions from taxes in various areas, such as the acquisition of properties for the project and importation of equipment.

#### Customs Benefits

Lower import duties for essential goods and raw materials for business.

#### Administrative Support

Acesso simplificado a serviços de apoio ao investidor, incluindo consultoria e suporte no processo de licenciamento.

## 1. Application

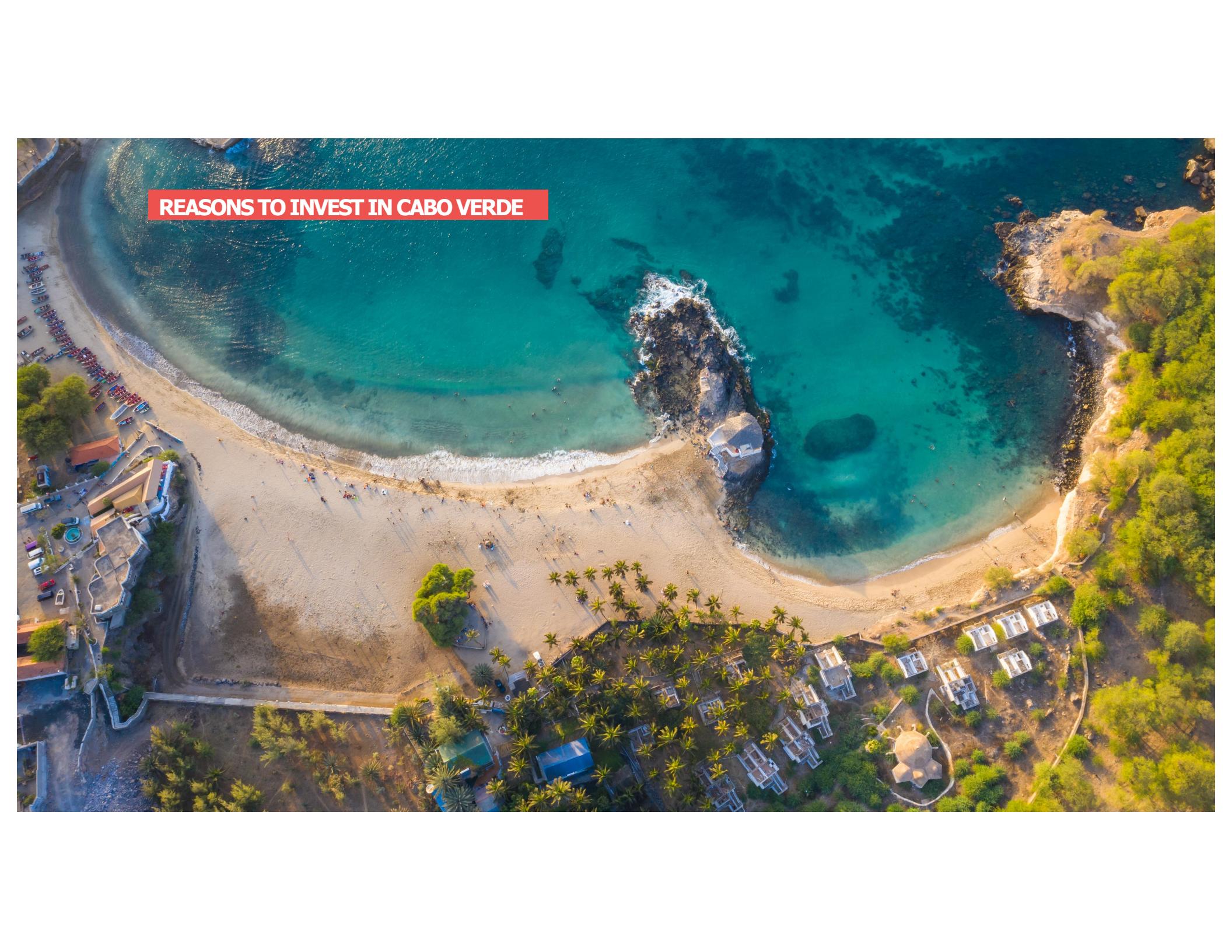
- The investor must submit a formal request to the Ministry of Communities or Pró-Empresa, providing details about the investment project, location, and sector of activity.
- Documents such as proof of residence abroad and personal identification are required.

## 2. Evaluation and Approval

- The project is analyzed by the competent entities to verify its feasibility and compliance with the statute requirements, including its capacity to generate employment and the positive economic impact in Cabo Verde.
- This phase also includes the validation of the requested benefits, according to the amount of investment and the project's location.

## 3. Certification and Granting of the Status

- After approval, the Diaspora Investor Certificate is issued, which formalizes access to the expected tax, customs, and administrative benefits.
- The investor can then begin the process of implementing the project with continuous support from local institutions.

An aerial photograph of a tropical coastline. On the left, a sandy beach is lined with several small, colorful wooden boats. In the center, a large, rocky outcrop juts into the turquoise water, with a small white building perched on its edge. The beach is dotted with people and umbrellas. To the right, a steep, green hillside slopes down to the sea. A cluster of white buildings with red roofs is nestled among palm trees at the base of the hill. The water is a vibrant turquoise color, with darker shades where it meets the rocks.

## REASONS TO INVEST IN CABO VERDE

## REASONS TO INVEST IN CABO VERDE

Cabo Verde has an attractive business environment that is conducive to investment, with several strategic advantages that strengthen investor confidence:



### Strategic Location

Located at the crossroads between Europe, Africa, and America, Cabo Verde is a connection point for international trade and business.



### Political and Social Stability

The country is recognized for its consolidated democracy, social peace, and stable governance, which are fundamental factors for investment security.



## REASONS TO INVEST IN CABO VERDE



### Modern Infrastructure

Continuous investments in ports, airports, roads, and energy networks ensure good conditions for business development.



### Stable Climate and Health Safety

Cabo Verde has a moderate and stable tropical climate throughout the year, with no records of epidemics or significant risks to public health.



### Rule of Law & Transparency

The country maintains a strong commitment to the rule of law, promoting a safe and predictable environment for business.



### Currency Pegged to Euro

The national currency (Cabo Verdean Escudo) is indexed to the Euro, providing exchange rate stability for foreign investors.



### Free Movement of Capital

Economic policies allow the transfer of funds and repatriation of capital without restrictions, favouring international investments.



### Young and Qualified Population

Cabo Verde has a young and skilled population, with an increasing technical and professional qualification, making it attractive to innovative and technological sectors.

**BUSINESS OPPORTUNITIES**



## BUSINESS OPPORTUNITIES

### Tourism

The country presents significant opportunities in ecotourism, adventure tourism, cultural tourism, and hotel infrastructure. There is great potential for the development of authentic experiences and leisure activities that cater to the international audience, as well as the expansion of accommodation and services that meet the growing demand.

**1M+ /8%**

#### Annual Tourists

Cabo Verde receives over 1 million tourists annually and has an average annual growth of 8%.

**25%**

#### Contribution to GDP

Tourism accounts for approximately 25% of the national GDP.



## BUSINESS OPPORTUNITIES

### Agribusiness

#### Agricultural Potential

Cabo Verde has a stable climate and mild temperatures throughout the year, allowing for predictable agricultural production with lower climate risk. The islands of Santiago, S. Antão, Fogo, Brava, and S. Nicolau are the islands with the greatest agricultural potential.

#### Market opportunity

Currently, about 70% of the food consumed in the country is imported, which makes local products highly competitive and reduces external dependence. The European organic food market is valued at over 50 billion euros, presenting an opportunity for the export of sustainable agricultural products.



## BUSINESS OPPORTUNITIES

### Green Economy

#### Ambitious Goal

The energy sector of Cabo Verde aims to reach 100% renewable energy by 2050.

#### Current Progress

Currently, about 20% of the energy consumed in the country comes from renewable sources.

#### Investment Opportunities

New opportunities arise for investments in solar energy, wind energy, and energy efficiency projects.

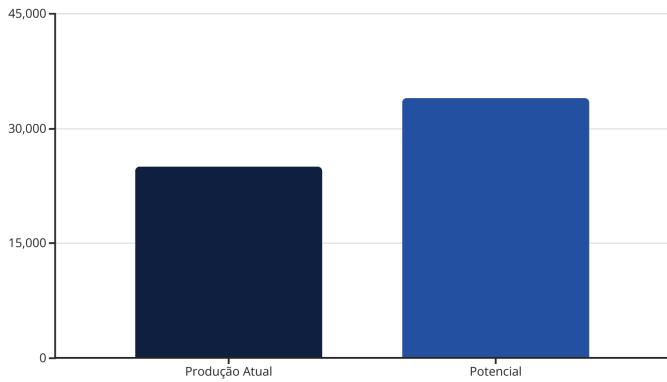


## BUSINESS OPPORTUNITIES

### Blue Economy

Fishing and fish processing are strategic sectors, with an annual production exceeding 25,000 tons and a potential above 34,000 tons.

The modernization of fishing infrastructures and the development of new value chains make this sector attractive to investors interested in export, supplying the national hotel sector, and diversifying the fish industry.



## BUSINESS OPPORTUNITIES

### Digital Economy

#### Infrastructure

Broadband internet access covers more than 90% of the national territory.

#### Tech Park

Driven by the Tech Park and government initiatives

#### Technology Hub

The government's objective is to make Cabo Verde a technological hub in West Africa.

#### Startups

Favorable environment for digital base startups and technological innovation



## BUSINESS OPPORTUNITIES

### Creative Industries

#### Music and Arts

The cultural and arts sector represents one of the pillars of national identity, with growth potential both in the domestic market and in the export of talents.

#### Global Recognition

Cabo Verdean music is already globally recognized, creating a solid foundation for expansion.

#### Investment Opportunities

There are opportunities for investments in cultural events, audiovisual production, and the commercialization of traditional handcrafted products.



A scenic landscape featuring a lush green valley. In the foreground, a river flows through the valley floor, surrounded by dense tropical vegetation and several tall palm trees. To the right, a paved path leads along the edge of the valley. In the background, massive, steep mountains covered in dense green forests rise against a bright blue sky with scattered white clouds.

**BUSINESS OPPORTUNITIES PER ISLAND**

## BUSINESS OPPORTUNITIES PER ISLAND



### SANTO ANTÃO

#### ***Agriculture and Agroindustry:***

The microclimate, the fertile soil, and the availability of water in various rivers in S. Antão give a notable potential for agricultural production. Development of value chains for agricultural and agro-industrial products.

#### ***Adventure Tourism and Ecotourism:***

Expansion of the offer of trails and itineraries for tourists interested in nature.

#### ***Coffee Production and Export:***

Investments in the appreciation of local coffee, strengthening its international commercialization.

### SÃO NICOLAU

#### ***Fishing and Fish Transformation:***

The island has a strong fishing tradition, with important marine resources. There is potential for investments in fish processing and export, including the establishment of modern storage and packaging facilities for external markets, as well as hospitality and catering in the country.

#### ***Sustainable Agroindustry:***

The fertile land in specific areas of the island allows for the production of high-quality fruits and horticulture. Investments in modern agricultural technologies can increase productivity and resilience of crops.

#### ***Sustainable Tourism:***

The natural beauty of São Nicolau, with ecological trails and mountainous landsCabos, offers opportunities for the development of ecotourism and adventure tourism. Ventures that promote environmental sustainability, such as eco-friendly accommodations, have great potential.

## SÃO VICENTE

### ***Renewable Energy:***

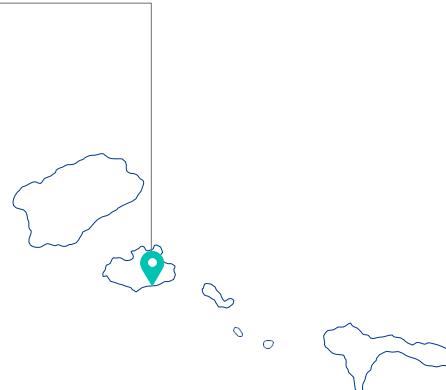
Development of solar and wind energy projects for local supply and energy exports.

### ***Fishing and Fish Processing:***

Establishment of processing and storage units for fish for export and hospitality in Cabo Verde.

### ***Creative Industry:***

Support for cultural production, events, music, and arts to foster the island's creative sector.



## BRAVA

### ***Sustainable Agriculture:***

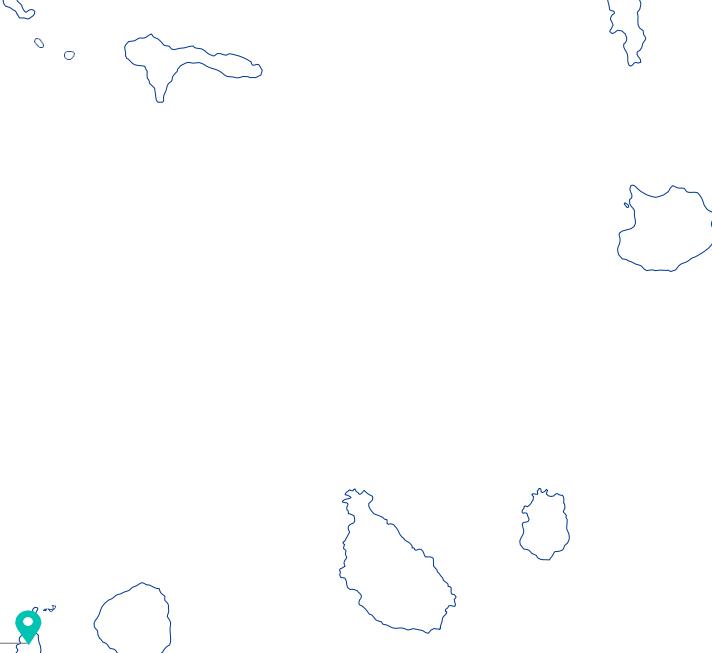
Development of agricultural crops adapted to the local climate, focusing on exports and food security.

### ***Ecotourism:***

Investments in ecotourism and sustainable accommodations to explore the island's natural potential.

### ***Production of Ornamental and Medicinal Plants:***

Establishment of nurseries for the cultivation of exotic and medicinal plants for local and international markets.





## FOGO

### ***Volcanic and Adventure Tourism:***

Opportunities in the creation of infrastructures and tourist packages aimed at adventure tourism and exploration of the volcano.

### ***Viticulture and Wine Production:***

Expansion of the production of high-quality local wines, with potential for export and development of wine tourism.

### ***Sustainable Agriculture and Agroindustry:***

Development of value chains in agricultural products adapted to volcanic soil, such as coffee and tropical fruits, focusing on export and supplying the hotel sector.



## SAL

### ***Luxury Tourism and Added Value:***

Development of high-end resorts, wellness spas, exclusive dining experiences, and customized activities for high-income tourists.

### ***Nautical and Sports Activities:***

Expansion of services geared towards kitesurfing, diving, and yacht tours, taking advantage of the island's unique natural conditions.

### ***Business and Conference Tourism:***

Creation of internationally standard event and conference centers, focusing on attracting a distinct segment of tourists.

## SANTIAGO

### ***Agriculture and Agro-industry:***

Santiago is an island with fertile soil and a large population, making it ideal for investments in agriculture and the processing of horticultural and fruit products.

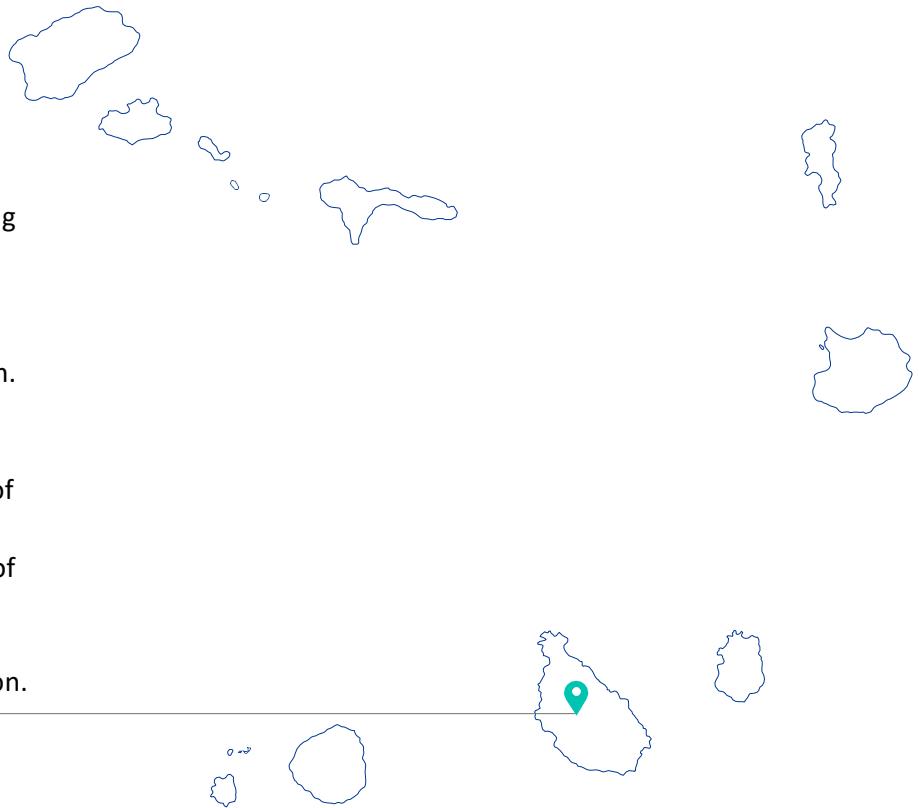
### ***Cultural Tourism:***

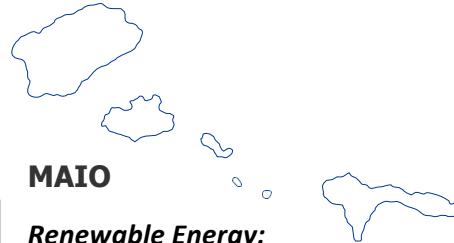
With a strong historical and cultural heritage, Santiago offers opportunities for the development of cultural and rural tourism.

### ***Digital Economy:***

The island of Santiago, as the administrative and economic center of Cabo Verde, has vast potential for the development of the Information and Communication Technologies (ICT) sector.

The capital, Praia, through the Tech Park and several faculties of science and technology, serves as the strategic hub for implementing technological solutions that can drive the digitization of the country and the emerging West African region.





## MAIO

### ***Renewable Energy:***

Projects for solar and wind energy, leveraging the natural resources of the island.

### ***Sustainable Tourism:***

Development of eco-lodges and nature tourism experiences.

### ***Artisanal Fishing and Processing:***

Modernization of fishing practices and establishment of processing units for the domestic market, with a special focus on the hotel market, as well as export.

## BOA VISTA

### ***Sun and Beach Tourism for the Masses:***

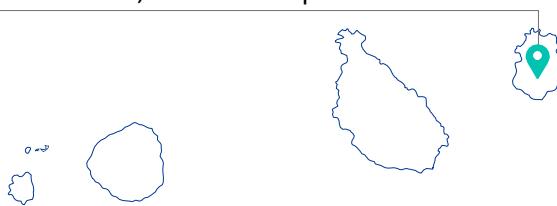
Development of large-scale resorts capable of accommodating large volumes of tourists with all-inclusive package offers.

### ***Theme Parks and Entertainment Centers:***

Creation of attractions such as water parks, cultural centers, and interactive experiences that diversify the tourism offering and attract families.

### ***Events and Festivals:***

Organization of large events, music festivals, and sports competitions that utilize the infrastructure and natural resources of the island.



## STEPS TO START A BUSINESS



# Steps to Start a Business



## Clear Business Idea

Clearly define what you intend to accomplish.



## Market Analysis

Research demand, competition, and feasibility

3

## Business Plan

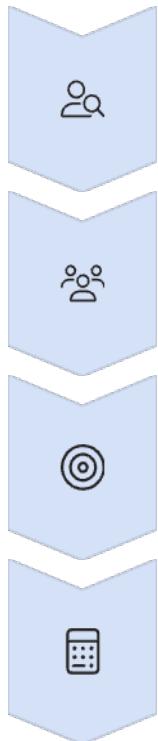
Develop strategy and financial projections



## Financing

Identify sources of capital and incentives

# Market Analysis



## Demand Research

Conduct studies to understand the consumer profile, market needs, and the feasibility of the business idea.

## Analysis of the Competition

Identify the main competitors and evaluate the strengths and weaknesses of each one.

## Definition of Target Audience

Define the target consumer group to direct marketing and sales strategies.

## Cost and Price Assessment

Estimate production costs and determine a competitive pricing policy.

# Business Plan

1

## Development of the Cost Structure

Identify and organize all operational costs, including fixed and variable costs.

2

## Marketing Strategy

Define the positioning of the product or service and plan marketing actions to reach the target audience.

3

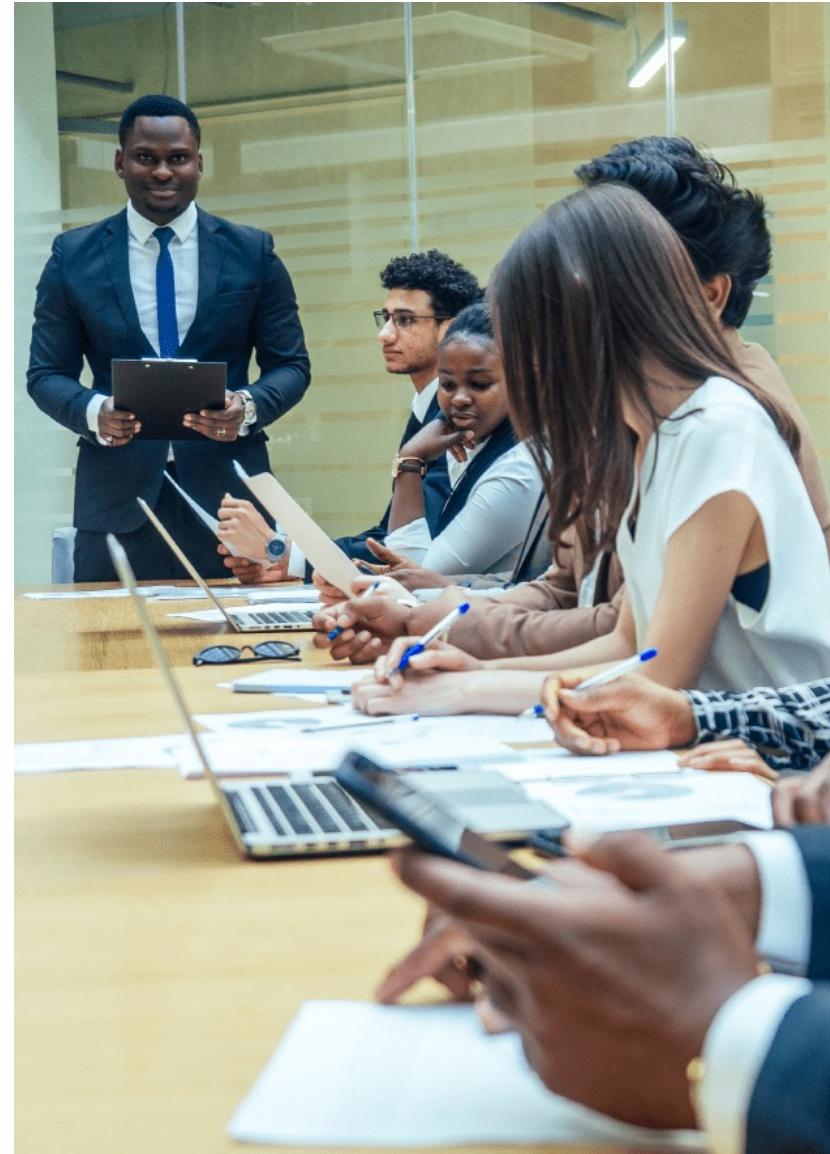
## Financial Projections

Make financial projections for cash flow, revenues, and expenses over the first few years.

4

## Growth Strategy

Set goals and expansion plans for the short and medium term.



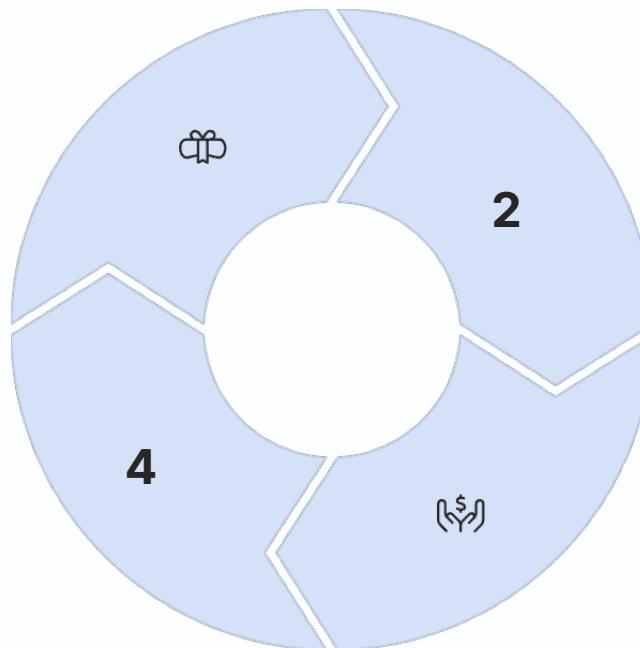
# Financing

## Identification of Sources

Explore financing options, such as local banks, venture capital funds, and government incentive programs..

## Assessment of Tax Incentives

Analyze which tax and customs incentives the project can obtain, according to the investment volume..



## Preparation of Proposals

Prepare documents and proposals to seek financial support from banking institutions and investors.

## Alternative Resource Fundraising

Consider options such as crowdfunding, equity, or strategic partnerships.



## Formalization of the Business

### Company Registration

Formalize the business through 'Empresa no Dia' or through property and commercial registrations, depending on the company's structure..



### Registration in Official Entities

Register the company and employees in the social security system, at the General Directorate of Labor and the start of activity at the Finance Department of the Council where the company was registered..



### Obtaining Necessary Licenses

Request the specific licenses for the sector of activity.



### Opening a Business Bank Account

Create a bank account exclusively for the company to facilitate financial and accounting management.

# Business Implementation



## Acquisition of Equipment and Infrastructure

To buy or rent the equipment and the space necessary for the operation of the company, as well as to hire essential services such as water and electricity.

## Hiring and Training of Personnel

Recruit a qualified team and conduct initial training to ensure alignment with the company's processes.

## Definition of Internal Processes

Establish operational and administrative procedures for the efficient functioning of the business.

## Launch Strategy

Plan the company's launch, including marketing campaigns and initial sales strategies.



A wide-angle photograph of a mountainous region. In the foreground, there are numerous small, rectangular agricultural plots, likely terraced rice fields, arranged across a hillside. The middle ground shows more of these fields and some rocky outcrops. The background features several large, rugged mountains with exposed rock faces and patches of green vegetation. The sky is a clear, vibrant blue.

**TAX BENEFITS FOR DIASPORA INVESTORS**

## TAX BENEFITS FOR DIASPORA INVESTORS

### Small and Medium Projects (up to CVE 500,000,000, approximately €4.5 million)



#### EXEMPTION FROM UNIFORM TAX ON PROPERTY

In the acquisition of properties for the installation of projects.



#### EXEMPTION FROM STAMP DUTY

In financing contracts and credit operations.



#### EXEMPTION FROM CUSTOMS DUTIES

In the import of goods and equipment necessary for the project.

### Large Scale Projects (over CVE 500,000,000)



#### SUPPORT FOR HUMAN RESOURCES TRAINING

The State subsidizes up to 50% of the training costs in the first year of activity.



#### ADDITIONAL TAX BENEFITS

Extra tax incentives can be applied to projects in areas of lower economic development, including logistical and financial support.

## RELEVANT INSTITUTIONS AND PUBLIC SERVICES



## RELEVANT INSTITUTIONS AND PUBLIC SERVICES



### Ministry of Communities

- Mission: To facilitate and support diaspora investment in Cabo Verde, promoting the integration of Cabo Verdean investors abroad.
- Services: Certification of diaspora investors, assistance in obtaining tax benefits, and facilitation of strategic partnerships for development projects.



### Pró-Empresa

- Mission: To support the establishment and development of small and medium enterprises.
- Services: Assistance in the company registration process, financing, and business consultancy.



### Pró-Capital

- Mission: To provide financing solutions, especially through venture capital, for innovative projects.
- Services: Support for the financing of startups and expanding companies, with a focus on innovation.



### General Directions and Public Institutes

- Commerce: Regulation of commercial activities, support for licensing.
- Environment: Environmental licensing for projects that may impact the ecosystem.
- Agriculture and Fisheries: Regulation and promotion of the agricultural and fishing sectors.
- Industry and Tourism: Support for the development of industrial and tourism ventures, providing licenses and regulating the sector.
- Chambers of Commerce (Barlavento and Sotavento):
  - Mission: To facilitate dialogue between the private sector and the government, promoting business growth.
  - Services: Consulting, company registration, and promotion of strategic partnerships.

## HOW TO ACCESS THE

The Diaspora Investor Guide can be accessed through the following means:



### Printed version

- Mission: To facilitate and enable diaspora investment in Cabo Verde, promoting the integration of Cabo Verdean investors abroad.
- Services: Certification of diaspora investors, assistance in obtaining tax benefits, and facilitation of strategic partnerships for development projects.



### Online version

- Mission: To support the establishment and development of small and medium enterprises.
- Services: Assistance in the company registration process, financing, and business consultancy.



### Service counters

- Mission: To provide financing solutions, especially through venture capital, for innovative projects.
- Services: Support for the financing of startups and expanding companies, with a focus on innovation.