

## **Starting a Business in Senegal: The Complete A-to-Z Guide, Enhanced by the Strategic Support of IBC International Business Consulting**

Creating a business in Senegal is now one of the fastest and most structured processes in West Africa. Thanks to the **Guichet Unique**, the harmonized **OHADA legal framework**, and the rise of specialized firms such as **IBC International Business Consulting**, entrepreneurs — both local and from the diaspora — benefit from a secure, modern, and investment-friendly environment.

This guide explains the entire process, from the initial idea to operational launch, and shows how a strategic partner like IBC optimizes every step.

### **1. Understanding the Senegalese Legal Framework**

Senegal applies **OHADA law**, which ensures:

- Strengthened legal security
- Harmonized rules across 17 countries
- Increased attractiveness for investors

Available legal structures include:

- Sole Proprietorship
- GIE
- SARL / SUARL
- SAS / SASU
- SA / SAU
- Civil Companies

**IBC supports entrepreneurs in choosing the right structure** by analyzing:

- Risk level
- Project ambitions
- Funding needs
- Future tax obligations

### **2. Choosing the Right Legal Structure**

The choice of legal status is strategic. Here is a summarized comparison:

<b>Status</b>	<b>Liability</b>	<b>Advantages</b>	<b>Limitations</b>	<b>Role of IBC</b>
<b>Sole Proprietorship</b>	Unlimited	Simple, fast	Personal risk	Guidance toward a more protective status if needed
<b>SUARL / SARL</b>	Limited	Credible, flexible	More formalities	Drafting bylaws + administrative procedures with IBC partners
<b>SAS / SASU</b>	Limited	Highly flexible	Less known by banks	Legal structuring + governance
<b>SA</b>	Limited	Strong credibility	Costly	Legal assistance + statutory auditor

IBC intervenes early to prevent costly structural errors (poorly drafted bylaws, missing clauses, inadequate governance).

### **3. Preparing the Required Documents**

To create a business in Senegal, the following documents are generally required:

- Legalized ID
- Certificate of residence
- Criminal record extract (< 3 months)
- Proof of business address
- Drafted bylaws
- Subscription and payment declaration
- Capital deposit certificate
- Minutes of the constitutive assembly (depending on the structure)

**IBC provides full support**, including:

- Drafting bylaws with partners
- Preparing the complete file
- Legal assistance
- Administrative compliance

### **4. Going Through IBC for the Creation Process**

IBC centralizes all requests and manages all incorporation formalities through its partners.

**Official steps:**

1. Submission of the complete file
2. Verification of the trade name
3. Validation of bylaws
4. Deposit of share capital
5. Simultaneous registration:
  - RCCM
  - NINEA
  - Tax registration
6. Delivery of the final incorporation file

**Average processing times:**

- Sole Proprietorship: **48 hours**
- Companies (SARL, SAS, SA): **5 to 7 days**

**How IBC optimizes this step:**

- Complete file preparation
- Legal compliance
- Management of interactions with the administration
- Reduced delays thanks to expertise

**5. Obtaining Mandatory Registrations**

- **RCCM**: the legal birth certificate of the company
- **NINEA**: unique tax identification number
- **Tax registration**: access to tax regimes (IS, IR, VAT, CGU...)

IBC ensures full tax compliance from the start, avoiding common mistakes (wrong tax regime, missing initial declaration, etc.).

**6. Understanding Tax and Social Obligations**

**Taxation**

- Corporate Tax (IS): 30%
- Personal Income Tax (IR) for sole proprietorships
- CGU for small turnovers
- VAT depending on activity

## **Social Obligations**

- CSS
- IPRES
- IPM
- Labour Inspectorate

**IBC offers complete accounting and tax assistance**, including:

- Tax and social declarations
- Financial statements
- Payroll management
- Financial and budget audits

## **7. Starting Operations: Licenses, Compliance & Procedures**

Depending on the sector, specific authorizations may be required:

- Commerce: import/export registry
- Transport: license
- Hospitality: municipal authorization
- Health, education: sectoral approvals
- Real estate: lease, land title, urban compliance

IBC also supports these procedures with:

- Tax authorities
- Land and property services
- Labour Inspectorate
- CSS, IPRES, IPM

## **8. Funding and Business Plan Development**

IBC provides:

- Business plan development
- Funding support
- Bank file preparation
- Financial studies
- Commercial and marketing strategy

This support is essential because Senegalese banks require:

- A solid business plan
- Guarantees
- A clear legal structure
- Rigorous accounting management

### **9. Why Choose IBC as a Strategic Partner?**

According to the information in your document, IBC offers:

- Comprehensive support under one roof
- Legal, tax, social, and administrative expertise
- Regulatory monitoring
- Training engineering
- Strategic, social, and financial audits
- Accounting assistance
- Marketing and business development consulting

**In summary:** IBC acts as a strategic partner capable of transforming an idea into an operational, compliant, and growth-ready business.

### **Conclusion**

Starting a business in Senegal is a structured, fast, and secure process. However, to avoid mistakes, optimize timelines, and ensure full compliance, the support of a specialized firm like **IBC International Business Consulting** is a decisive advantage.

IBC assists at every stage — from strategic planning to legal creation, taxation, funding, compliance, and operational management.