

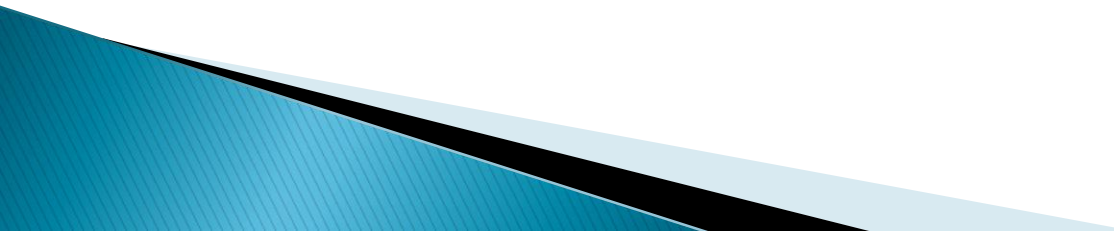
SOCIO-ECONOMIC IMPACT OF MINING SECTOR IN MAURITANIA

LOCAL CONTENT: AN OPTIMIZATION STRATEGY



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OBJECTIVES

- ▶ Understanding the Relevance of Socio-Economic Impact of Business in National Development
 - ▶ Presentation of Socio-Economic Impact Pillars and Optimization Tools
 - ▶ Review of Advantages and Risks for Optimization Policies and Actions
- 

DEFINITION CHALLENGE OF SOCIO-ECONOMIC IMPACT

- ▶ Impacts on country social and economic well-being through **Quantitative and Qualitative** measures of various change indicators mainly on:
 - ❑ Employment & Income
 - ❑ Services & Quality of Life
 - ❑ Private Sector/Local Business Impact
 - ❑ Socio-Environmental Safeguards
- ▶ Building local **capacity and capability**
- ▶ Real Impact measuring remains a challenge for the stakeholders

NOTIONS OF RELEVANCE

- ▶ Financial Impact
- ▶ Regulation and Compliance
- ▶ Job Creation
- ▶ National Competency/ Expertise Development

- ▶ Social license to operate/ SRE/ Business Social Image
- ▶ Business Sustainability
- ▶ Business Efficiency

- ▶ All Public Sector Impact Benefits
- ▶ Jobs & Wealth Creation
- ▶ Education and Training
- ▶ Community Support Programs

PUBLIC SECTOR

PRIVATE SECTOR

COMMUNITY



PRIVATE SECTOR DEVELOPMENT

- NATIONAL BUSINESS DEVELOPMENT
- SUPPLY CHAIN DEVELOPMENT
- BUSINESS UPGRADE & TECHNOLOGY TRANSFER



SOCIAL IMPACT

- EMPLOYMENT
- TRAINING & EDUCATION
- COMMUNITY DEVELOPMENT ACTION



PUBLIC SECTOR IMPACT

- PUBLIC SERVICES
- TRANSFERT OF EXPERTISE

LOCAL CONTENT



**LOCAL CONTENT MAKES
BUSINESS SENS**

**LOCAL CONTENT MUST BE
REALISTIC AND GRADUAL**

**LOCAL CONTENT INVOLVES
IMPORTANT GOVERNMENT
CONTRIBUTION**

ALL INTERNATIONAL BUSINESS OPERATORS HAVE LOCAL CONTENT OBLIGATIONS

- ▶ Social Responsibility
- ▶ Citizenship Commitment
- ▶ National Content Strategy
- ▶ Community Relations Strategy
- ▶ National Business Ethics Agenda
- ▶ Civil Society Stakeholder Partnership Program

**Strategic community
Investment**

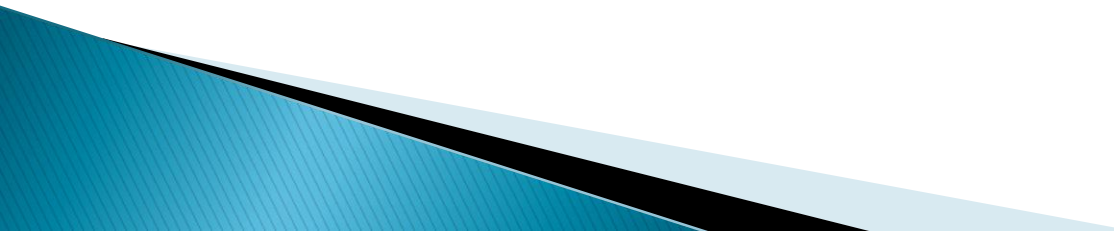
**National Supplier
Development**

Workforce Development

LOCAL CONTENT POLICY DESIGN AND IMPLEMENTATION CAUTION

- ▶ Local Content expectations must be **realistic** and designed in a **partnership** approach
 - Best practices are to start with voluntary scheme with State incentives and participation
 - Set a strategic phasing approach with dialogue
 - Link with national private sector development reform and upgrading program
- ▶ Caution with regards to definition:
 - Local vs locally registered
 - Employment vs Employability
 - Subcontracting vs Contracting

SOME FUNDAMENTAL QUESTIONS

- ▶ Is the socio-economic impact of mining sector really a priority?
 - ▶ How can we optimize the impact and ensure full participation of all stakeholders?
 - ▶ How can we avoid the push back and or investment “repression”?
 - ▶ How to balance impact and attractively?
 - ▶ Who are the Champions and the Losers of the game?
- 



THANK YOU



QUESTIONS

»» THANK YOU