

Guinea

Key indicators

Population (millions)	12.7
GDP (\$ billions)	6.8
GDP per capita (\$)	533.7
Share of world GDP (PPP\$, %)	0.0
Current account surplus/deficit, share of GDP (%)	-13.2
Tariff preference margin (percentage points)	1.0
Imports and exports (goods and services), share of GDP (%)	97.5
Services exports, share of total exports (%)	5.5
Geographic region	Africa
Country group	LDC
Income group	Low income

SME Competitiveness Grid Summary

Average scores [0-100]	Compete	Connect	Change
FIRM CAPABILITIES			
Small	32.7	15.4	15.2
Medium	38.1	27.8	36.6
Large	47.5	86.5	37.2
All	31.4	18.7	29.3
BUSINESS ECOSYSTEM	52.3	19.9	50.5
NATIONAL ENVIRONMENT	36.7	9.4	32.1

Reference level: 32.1 (a function of GDP per capita)

Weaknesses are scores below: 16.1 | **Strengths are scores above: 48.2**

SME Competitiveness Grid

FIRM CAPABILITIES (Normalized scores)

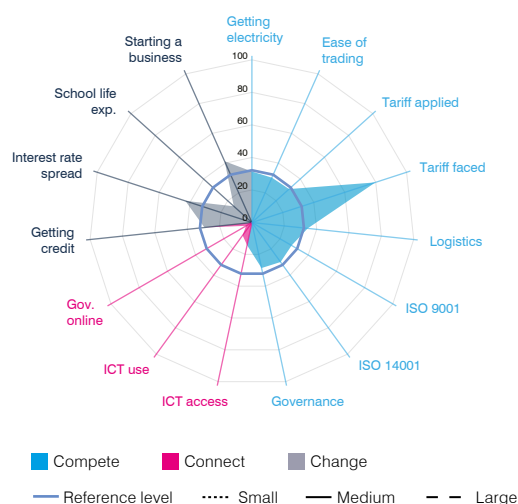
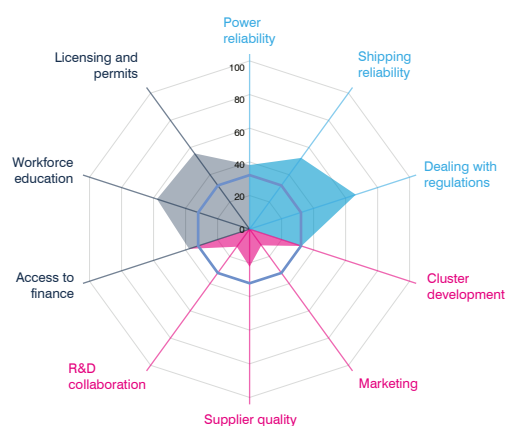
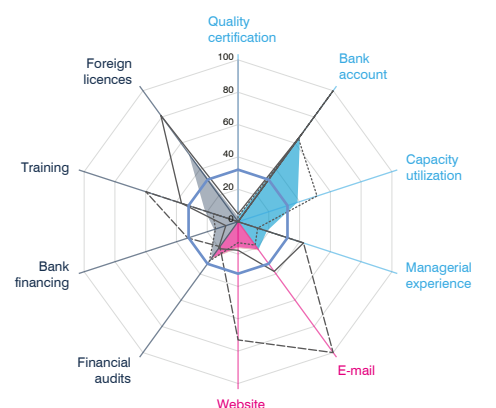
Compete	Small	Medium	Large	All
International quality certificate	3.1	4.8	0.0	3.1
Bank account	63.6	66.8	100.0	65.1
Capacity utilization	51.3	-	-	38.7
Managerial experience	12.7	42.6	42.6	18.7
Connect				
E-mail	17.9	38.0	100.0	21.4
Firm website	13.0	17.7	73.1	16.0
Change				
Audited financial statement	30.1	20.6	19.0	28.2
Investment financed by banks	14.7	7.9	32.6	15.6
Formal training programme	16.2	36.8	60.0	21.5
Foreign technology licences	0.0	81.1	-	51.8

BUSINESS ECOSYSTEM (Normalized scores)

Compete	Small	Medium	Large	All
Power reliability	38.8	34.6	38.8	38.1
Domestic shipping reliability	46.0	58.2	-	52.4
Dealing with regulations	68.1	65.9	50.9	66.4
Customs clearance efficiency	-	-	-	-
Connect				
State of cluster development				32.4
Extent of marketing				11.9
Local supplier quality				22.3
University-industry collaboration in R&D				12.9
Change				
Access to finance	40.5	23.4	52.8	37.8
Access to educated workforce	58.1	54.3	65.2	57.9
Business licensing and permits	58.7	39.0	67.6	55.7

NATIONAL ENVIRONMENT (Normalized scores)

Compete	All
Getting electricity	31.3
Ease of trading across borders	30.2
Applied tariff, trade-weighted average	30.7
Prevalence of technical regulations	-
Faced tariff, trade-weighted average	79.9
Logistics performance index	34.5
ISO 9001 quality certificates	28.2
ISO 14001 environmental certificates	30.0
Governance index	28.6
Connect	
ICT access	14.2
ICT use	9.8
Government's online service	4.2
Change	
Ease of getting credit	29.4
Interest rate spread	43.0
School life expectancy	15.0
Ease of starting a business	41.2
Patent applications	-
Trademark registrations	-



Note: Scores range from 0 to 100, a higher score indicates a better outcome. Series with missing data are indicated as (-) in the tables and omitted from the radar charts.

Source: World Bank Enterprise Survey (2016) for firm level data; for other sources and methodology see Annex.

SME Export Potential

Guinea is a low income country with a population of 12.7 million and GDP of \$6.8 billion. Goods and services account for 94.5% and 5.5% of exports, respectively.

The country's unrealized potential to increase existing exports lies outside its home region, notably to Asia and Europe (see table below). For *non-industrial diamonds*, there is an unrealized export potential of over \$40 million to Asia and \$29 million to Europe. Other products with unrealized potential to these regions include *gold* and *coffee*.

Regarding new export products, Guinea has diversification opportunities in processed food, wood, and metals with products such as *oilcake and other solid residues, nickel oxide sinters and other intermediate products of nickel metallurgy, and statuettes and other ornaments of wood*. The production of the latter good scores relatively well on the price stability indicator. Other products identified for diversification include *nickel mattes, and dark or light red meranti sawn or chipped*.

Small firms in Guinea perform well in having bank accounts, capacity utilization and dealing with regulations. They underperform, however, in owning international quality certificates and foreign technology licences, and using firm websites. The largest gap between small and large firms lies in using e-mails. The country's national environment scores relatively well in the trade policy-related indicators.

Unrealized potential: Existing export products

Product description	Product code	Exports (\$ million)	Value of unrealized potential exports by destination (\$ million)					Development indicators						
			Africa	Americas	Asia	Europe	Oceania	Price stability	SME presence	Women employed	Technology			
			0 100	0 100	0 100	0 100	0 100							
Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in...	710812	394			100	10					Red	Red	Red	Green
Non-industrial diamonds unworked or simply sawn, cleaved or bruted (excluding industrial diamonds)	710231	23			30	20					Red	Red	Red	Red
Gold, incl. gold plated with platinum, in semi-manufactured forms, for non-monetary purposes	710813	34			50	5					Red	Red	Red	Green
Fresh or dried cashew nuts, in shell	080131	41			20						Red	Red	Red	Red
Coffee (excluding roasted and decaffeinated)	090111	28			5	15					Green	Red	Red	Red
Other frozen fish	0303Xa	27	5		5	5					Green	Red	Red	Red
Cocoa beans, whole or broken, raw or roasted	180100	26				5					Green	Red	Red	Red
Technically specified natural rubber "TSNR"	400122	30			5						Green	Red	Red	Red
Wood in the rough (excluding rough-cut wood for walking sticks, umbrellas, tool shafts and the like...	4403XX	7	5		5				5		Green	Red	Red	Red
Frozen sardines "Sardina pilchardus, Sardinops spp.", sardinella "Sardinella spp.", brisling or sprats...	030353	7	5								Green	Red	Red	Red

Notes: Unrealized potential table: Top 10 products in decreasing order of unrealized export potential to the world. **Exports:** Average value over 2011-2015. **Price stability, SME presence, and Women employed:** Green - performance above a country's trade-weighted mean. Red - the opposite. **Technology:** Green - transformed products exported by countries at least matching the country's per capita GDP. Red - the opposite. Blank spaces - data not available.

Source: ITC Export Potential Map, <http://exportpotential.intracen.org>