
**Incentive measures and support schemes for economic operators to
promote non-hydrocarbon exports:
Findings and analysis**

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Abstract:

In this research, we tried to understand and clearly identify the reasons behind the low presence of Algerian operators on foreign markets. This has long been reflected in the minimal or even insignificant share of non-hydrocarbon exports in total exports despite the well displayed by the Algerian public authorities. From this point of view, the promotion of non-hydrocarbon exports constitutes a panacea by creating a more favorable business climate for economic agents operating internationally and wishing to export more particularly in order not only to facilitate access to foreign markets but also to circumvent the obstacles they face. To this end, measures and aid mechanisms have been instituted by the public authorities to address the key issues related to the companies' needs and economic development.

Keywords : non-hydrocarbon export, obstacles, restrictive environnement, supporting devices for export, export promotion measures

Jel Classification Codes : F13, F14, O24, L53, O17

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1. Introduction :

Algeria is experiencing great difficulty in diversifying its economy despite strong economic growth generated almost exclusively by the exploitation of hydrocarbons. Indeed, the diversification of economic sectors would not only reduce its dependence on a limited number of products, such as hydrocarbons, but also stabilize export revenues despite the fluctuations of the raw materials price.

To achieve this, it is necessary to create a more favorable business climate to attract more local and foreign investment in the tourism sector and to develop intensive agriculture in new regions of the country. Faced with this challenge, political authorities are seeking to reinvest revenues from the oil and gas boom in other sectors. This involves redoubling efforts to create a more favorable business climate that can attract more local and foreign investment in the tourism sector and develop intensive agriculture in new regions of the country

The strategy adopted by the government is to implement a series of reforms and initiatives aimed at encouraging non-hydrocarbon exports and supporting national economic operators in exporting their products to international markets, which could contribute to competitiveness and sustainability in the international market. Since most potential producers and exporters have limited knowledge and resources regarding foreign markets and their requirements, they often need support and guidance to penetrate these markets.

Export penetration involves overcoming several challenges to succeed in international markets; this is achieved through the implementation of several measures or mechanisms whose main mission is to promote non-hydrocarbon exports.

Thus, in order to establish themselves in new foreign markets, economic operators have a set of key measures at their disposal that can guarantee support and more effective integration into international value chains. These include the Special Export Promotion Fund, Export support agencies, Tax and customs exemption, Bank loans at preferential rates, facilitation of customs formalities and the development of free zones.

Thus, in order to know the impact of the performance of certain installations and the measures implemented to encourage Algerian operators, the following question arises: Do the incentive measures contribute to the promotion of non-hydrocarbon exports in Algeria during the period 2010-2023?

To address this question, we will first present the main measures implemented by the political authorities to promote the non-hydrocarbon export sector. We will then analyze the evolution and structure of Algerian non-hydrocarbon exports over the period 2010-2023.

This question divided into several sub questions to allow a better approach to the subject:

- What strategies has Algeria implemented to diversify its exported products?

- Given the heavy efforts of the government promoting non-hydrocarbon exports, do several measures are sufficient to accompany and help Algerian exporters?

To answer these questions, we have put forward the following hypotheses:

H1: Algeria has implemented specific strategies such as tax benefits and business support initiatives in order to diversify its range of exported products.

H2: Algeria is deeply dependent on hydrocarbons, incentive measures and support schemes implemented to encourage exporters have a positive and significant effect on economic growth.

The objective of our research is to analyze the effect of strategies implemented by the government in terms of export measures and incentives intended to encourage economic operators to penetrate international markets in order to increase non-hydrocarbon exports and economic growth.

To achieve the objective described above, this work will be structured as follows: in the first section, we will present a comprehensive literature review on incentives and support schemes for exporters. The second section will examine incentive measures for exporters. As for the third section, it will present the evolution of non-hydrocarbon exports and exporters as well as their effect on economic growth. Finally, at the end of this study, in addition to the conclusions that will be drawn, some perspectives and implications will be presented.

2. Literature Review

The literature on the role and importance of incentives and support schemes for exporters and the promotion of non-hydrocarbon exports presents diverse perspectives from several studies, each providing unique insights into the influence of government schemes on exports and growth. Previous studies have demonstrated the crucial importance of these exporter support schemes, including:

- **Chikh Nadja (2018)** examined a set of export promotion support mechanisms implemented by the Algerian authorities, such as ALGEX, FSPE, CAGEX and CACI. In her study, she presents the evolution of Algeria's foreign trade and places particular emphasis on non-hydrocarbon exports and the constraints encountered.
- **Boukhari.A .k& Cheriet.H, (2022)** studied the role of the Algerian Export Security and Guarantee Company (SAGE), established in 1996 and responsible for covering commercial and political risks. Their research revealed that despite facilitating access to financing for Algerian exporters, this company still faces many obstacles that hinder exports in Algeria. Moreover, they discovered that in addition to the low risk coverage rate approved and offered by the company, which limits exports, the number of Algerian exporters supported by the company does not exceed 25% of the total number, due to the continued absence of private insurance companies supporting it.
- **Morkane elbachir (2025)** used a descriptive methodology in the theoretical aspects to describe the structure

and missions of the ALGEX-Algeria Agency as well as the different mechanisms it offers to support exporters. He analyzed the evolution of the composition of exports by product group during the period 2019-2023. He concluded that the support mechanisms for exporters offered by the ALGEX-Algeria Agency include: the benefits of the special export promotion fund; banking facilities; customs facilities; tax facilities; and other facilities such as freedom of export, as well as port facilitation, phytosanitary certificates, sanitary inspections and EAN GS1 barcodes.

3. Incentives to promote Non-hydrocarbon Exports

Promoting national exports is one of the major challenges facing many developing countries including Algeria, particularly in a context where the global economy is undergoing significant changes. Indeed, the government has established a public policy to aid and support non-hydrocarbon exports. More specifically, export promotion and development activities can be grouped into four broad categories (Jaramilo in Giovannucci, 2021, p: 02):

- 1- Product and market identification and development
- 2- Trade information services
- 3- Specialized support services
- 4- Promotional activities abroad

Thus, in order to promote Non-hydrocarbon Exports, several measures have been taken by the public authorities and to facilitate the operations of exporters. Among the measures put in place, we can mention the aid granted by the national fund for the promotion of exports (FSPE), the agencies supporting Non-hydrocarbon Exports, tax exemptions, banking and logistical facilitations, as well as the creation of a listening unit at the Ministry of Commerce which made it possible by organizing permanent workshops with other ministries, such as the Ministry of Finance and transport, in order to simplify administrative and logistical procedures for economic operators.

3.1: Special Export Promotion Fund (FSPE)

The Special Export Promotion Fund (FSPE), established in 1996, aims to provide financial assistance to local companies engaged in export activities. The FSPE covers:

- a) a portion of the costs incurred for participation in international fairs and exhibitions;
- b) A portion of the costs of transit, handling, and transport, both domestic and international;
- c) Partial coverage of the preparation of the (export) diagnosis and the creation of internal (export) units for the benefit of small and medium-sized enterprises;
- d) Coverage of a portion of the costs incurred for foreign market studies and prospecting, as well as assistance

with establishing operations in foreign markets;

e) Assistance with the publication and distribution of promotional materials for products and services intended for export;

f) Assistance with the creation of labels, covering the costs of protecting products intended for export abroad (labels, trademarks and patents) and finally assistance with the implementation of training programs for export professions.”(Executive Decree No. 14-238 of August 25, 2014)

The FSPE was created to promote non-hydrocarbon exports by covering part of the costs associated with the transportation of goods and the participation of companies in trade fairs and exhibitions abroad, according to the following rates (Official Journal of the People's Democratic Republic of Algeria, published on May 28, 2024)

❖ Participation in economic events abroad:

- 80%, in the case of collective participation in fairs and exhibitions included in the official annual program.
- 50%, in the case of individual participation in other fairs not included in the official annual program.
- 100%, in the case of exceptional participation or limited to the establishment of a one-stop shop.

❖ For the transport, transit, and handling of goods intended for export:

- 50%, in the case of international transport of perishable agricultural products,
- 25% in the case of international transport of non-agricultural products to distant destinations.
- Advertising costs (posters, brochures, leaflets, advertising in print and audiovisual media), specific to the event in question (fair name, period, location, etc.), are eligible for coverage by the FSPE (ALGEX, 2015).

According to the interministerial decree, signed on August 20 by the Minister of Trade and Export Promotion and the Minister of Finance, the Special Export Promotion Fund covers 10% of the costs related to the study of foreign markets intended to find outlets for Algerian products, 10% of the costs related to informing exporters on export opportunities and possibilities and 10% of the costs of studies on improving the quality of products and services intended for export.

3.2: Export Support Agencies

In addition to the National Agency for the promotion of Foreign trade (ALGEX), several other organizations and institutions in Algeria support exports

3.2.1: The National Agency for the promotion of foreign trade (ALGEX)

This is the main agency in Algeria devoted to export promotion. Created by Executive decree N₀.04-174 of 12/06/2004, ALGEX established to replace the export promotion office (PROMEX), which was created by Executive Decree N₀.96-234 of 01/10/1996, and whose missions were limited to commercial information and advice, as well as support to be provided to companies at all stages of their international efforts (Guendouzi B.

2004, p2). This agency aims to help Algerian companies access international markets and improve their competitiveness.

The National Agency for the promotion of foreign trade (ALGEX) in Algeria has several key missions aimed at strengthening Algeria's economic development by diversifying the country's revenue sources and supporting the growth of non-hydrocarbon exports. These include:

- a) Export support
- b) Training on negotiation techniques, international marketing, and export regulatory requirements;
- c) Market research, sector analyses, and information on business trends and opportunities in various countries.
- d) Participation of companies in international trade fairs and exhibitions
- e) Personalized support for companies to help them overcome export-related obstacles
- f) Increasing the visibility of Algerian companies on the global market by facilitating their participation in international fairs and exhibitions
- g) Supporting fair partnership with foreign companies to attract new investments.

3.2.2: Other Export Support Organizations and institutions in Algeria

In addition to the National Agency for promotion of foreign Trade (ALGEX), here are some of the organizations that often work together to create a favorable export environment and support Algerian companies in the international market:

- The SME Development Agency (SMEDA): It offers services to help SME's internationalize and access foreign markets.
- The National institute of standardization and industrial property (NISIP): It helps companies ensure their products comply with international standards, which is crucial for exports.
- The External Bank of Algeria (BEA): The BEA offers various financial products and financing solutions for companies wishing to expand their business internationally.
- The Algerian Investment Promotion Agency (AAPI): The AAPI helps attract foreign investment and supports Algerian companies' initiatives aimed at expanding internationally.
- Chambers of commerce and industry (CCI): Local CCI's offer business support services, including export advice and information on foreign markets.
- Ministry of Commerce: This ministry is involved in formulating trade policies and can provide information and resources to exporters.
- National Statistics Office(ONS): Although not directly an export support organization, the ONS provides

essential statistical data that can help businesses understand the market and seize export opportunities

3.3: Tax and customs Exemptions

In Algeria, tax and customs exemptions are granted to encourage investment and exports. Customs exemptions apply to imported goods required for investment. Tax exemptions include exemptions from direct taxes (TAP and IBS) and turnover taxes, particularly for export activities. The main benefits granted to exporters are:

3.3.1: Exemptions from direct taxes and similar taxes- TAP and IBS

a) Professional activity tax (TAP)

The turnover used as the basis for the TAP doesn't include the amount of sales, transport, or brokerage transactions involving items or goods intended directly for export (Art. 220-3 of the Direct Taxes and Similar Taxes Code).

b) Corporate income tax

Exemptions are granted in proportion to the turnover generated from export sales and services in foreign currency. To benefit from these provisions, companies must provide the relevant tax authorities with a document certifying the payment of foreign currency earning to a bank domiciled in Algeria. It should be noted that land, sea, and air transport operations, reinsurance, and banking are not covered by this IBS exemption (Art. 10/5 of the Finance Act).

3.3.2: Exemptions from Turnover taxes

a) Value added tax on export sales (VAT)

Sales and handling of exported goods and goods of national origin delivered to legally established bonded warehouses are exempt from VAT, excluding certain exclusions.

b) VAT- exempt purchases:

Purchases or imports of goods made by an exporter, intended either for export or re-export in their original state, or for incorporation into the manufacture, composition, packaging, or wrapping of products intended for export, and services directly related to the export transaction, may benefit from VAT exemption (Article 42-2 of the Sales Tax Code).

c) VAT refunds:

VAT refunds may be made for all goods and services for which VAT exemption is authorized (Articles 42 and 50 of the Sales Tax Code).

3.4: Subsidized Bank Loans

In Algeria, subsidized export bank credit is a financial support measure designed to facilitate and encourage

exports. This type of loan can be granted after approval by the bank's credit committee. It consists of a bank loan with favorable terms, such as reduced interest rates or longer repayment periods. The Bank of Algeria oversees access to this credit, which has a term of eight years, with a capital repayment deferral of up to three years. This mechanism contributes to the competitiveness of Algerian companies in international markets by reducing the costs associated with export activities. Here are the main types:

- ✓ Pre-export financing credit: This credit allows companies to obtain funds before exporting. It is intended to cover the costs associated with producing and preparing goods for export.
- ✓ Documentary credit: This credit is used to guarantee payment between the seller and the buyer in an international transaction (LEGRAND & MARTINI, 2008, pp177-178). The issuing bank undertakes to pay the seller as soon as the required documents are provided.
- ✓ Document discounting: This allows exporters to receive funds before their receivables mature. Banks purchase the commercial paper issued to foreign buyers.
- ✓ Seasonal credit: This type of credit is intended to finance specific export operations over a specified period.
- ✓ Export overdraft facility: This allows for faster access to cash to cover current export-related expenses.
- ✓ Extension of the repatriation period from 120 days to 180 days, with an increase in the foreign exchange retrocession rate to 20 percent of the exported value to enable exporters to easily finance export market exploration and to protect against exchange rate risks for urgent purchases.
- ✓ Establishment of Algerian banking networks in target markets.
- ✓ Facilitate the transfer of foreign currency needed to cover employees' living expenses while working abroad for exports.
- ✓ Include Algerian exporting companies in the files of banks and financial institutions of which Algeria is a member.

3.5: Customs Clearance Facilitation

Customs clearance facilitation measures in Algeria are being implemented to support and promote exporting companies, especially those in the non-hydrocarbon sector. These measures aim to simplify and expedite the customs process, providing technical support and administrative relief for businesses. The main customs facilitation measures in Algeria include:

- Simplification of Administrative procedures in order to reduce processing time for declarations and formalities.

- Implementation of the Authorized Economic Operator status which allows for simplified customs procedures.
- Improving IT systems: The use of electronic systems for submitting customs declarations facilitates the processing of goods.
- Reducing customs clearance times: Efforts are being made to minimize customs clearance times for goods.
- Training and support for businesses in customs procedures.
- Creating one-stop shops: These shops centralize the administrative procedures required for customs clearance.
- Tax exemptions for certain imports: Certain goods may benefit from tax exemptions to encourage investment.

3.6 Development of Free Zones

By creating free zones, developing countries hope that they will enable them to solve a number of economic problems they face and achieve a number of objectives, in particular; creating jobs and alleviating the problem of unemployment."(Direction des Relations Economiques Extérieures (DREE), 2002 p 7). Algeria adopted Law No. 22-15 of July 20, 2022, establishing the regime for economic free zones, open to industrial and commercial activities with resident and non-resident entities, in order to stimulate economic activity and to attract, in particular, start-ups and foreign exporting companies. They operate as geographical zones where specific economic activities are carried out, benefiting from tax and customs advantages. Among the zones already established are those located in the provinces of El Oued, Illizi, In Guezzam, Bordj Badji Mokhtar, and Tindouf. The following are the main aspects of their operation:

- Tax Exemptions (Article 8 of the Law No. 22-15, 2022): Businesses operating in these zones can benefit from exemptions from corporate income tax, value-added tax (VAT), and other taxes for a specified period.
- Import and Export Freedom (Article 13 of the Law No. 22-15, 2022): Businesses can import goods without paying customs duties and export their products without complex customs formalities.
- Storage: Businesses can store goods without paying customs duties until they leave the zone.
- Sectors of Activity: Free zones can accommodate a variety of sectors, including manufacturing, agribusiness, technology, and services.
- Management: Free zones are generally managed by specific authorities or state-owned enterprises, in accordance with regulations.

4. Evolution of Non-Hydrocarbon Exports and Exporters

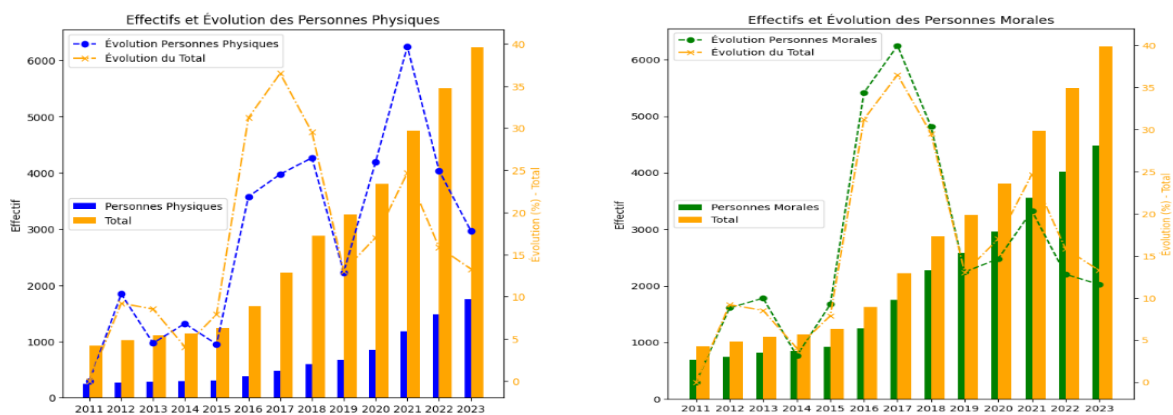
Algeria has enormous potential in the non-hydrocarbon sector, especially for certain products such as olive oil,

dates, and agricultural products, which already have the potential to gain a significant foothold in international markets and even in European markets in particular. From a strategic perspective, promoting non-hydrocarbon exports in Algeria is expected to reduce the vulnerability of the economy, which remains very fragile given its 94% dependence on oil revenues.

Therefore, following the efforts made in this direction, a considerable improvement has been recorded. Indeed, the number of exporters in Algeria has increased thanks to the export facilitation measures implemented by the public authorities, as shown in the following graph:

Figure n°1: Evolution of exporters (individuals and legal entities)

in export activities, PERIOD: END 2011 - END 2023



Source: Ministry of Trade and Export Promotion – National Commercial Registry Center (NRC),

The Commercial Register: Indicators and Statistics 2023

The number of registered traders and companies registered in the export sector is showing continuous growth, the representative curves indicate the evolution from one year to the next. According to the National Trade Registry Center (CNRC), the number of exporters registered in the Trade Registry stood at 6,233 at the end of 2023, compared to 1,150 at the end of 2014.

Thus, thanks to measures taken by the government to facilitate exports, the number of exporters in Algeria increased from 475 to 1,628 in 2023, with a loss of 115 exporters between 2014 and 2015. By comparison, the years 2016-2017 were indeed marked by strong growth. In the other words, we notice that on the one hand **Legal** entities show more pronounced variations in growth, as in 2016 (+34.37%) and 2017 (+39.97%), which is well illustrated by the green line on the graph on the other hand **Individuals** show more consistent growth, as shown by the blue line. Finally, regarding total growth which is a combination of the two categories, we observe a trend converging towards a regular increase despite some fluctuations.

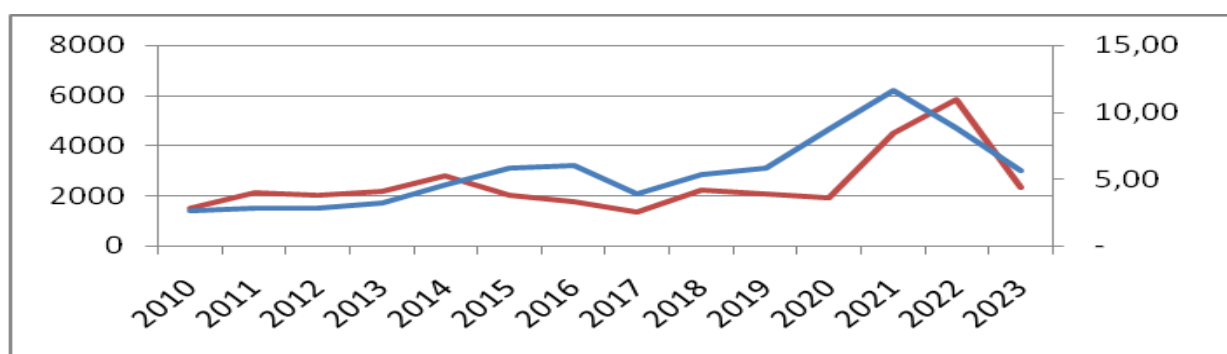
Despite some progresses made in recent years, Non hydrocarbon exports remain insignificant compared to the overall volume of exports. Indeed, as the graphic above shows, the level of these exports is increasing rising from \$ 1526 million in 2010 to \$ 2348 million in 2023, with a peak of around \$ 5815 million in 2022.

These efforts have helped improve the business climate and encourage companies to export, as shown in the following table and figure:

Table n°1: Evolution of Non-Hydrocarbon Exports between 2010 and 2023
(Millions of U.S.D)

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Non Hydrocarbon Exports (NHC)	1526	2140	2048	2161	2810	2057	1781	1367	2218	2068	1909	4495	5815	5060
NHC/Totale Exports	2.67	2.90	2.82	3.28	4.59	5.85	6	3.95	5.39	5.86	8.71	11.64	8.85	9

Figure No. 2: Evolution of non-hydrocarbon exports between 2010 and 2023

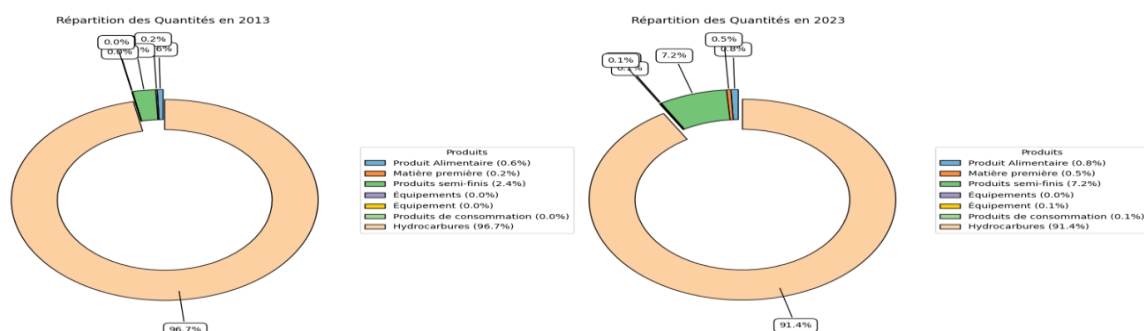


Source: Bank of Algeria, Quarterly Statistical Bulletin, several issues

Non-hydrocarbon exports consist of raw materials, a group of semi-finished products, food products, industrial capital goods, and consumer goods, representing an average of 5.5% of Algeria's total exports over the period (2010-2023).

Nevertheless, based on Figure 2, we see that NHC exports in 2022, worth \$5,815 million, consist largely of semi-finished products (hydrocarbon and ferrous and non-ferrous metal derivatives), equivalent to \$5,086 million (87.46% of the total value of non-hydrocarbon exports).

Figure No. 03: Comparison of the structure of NHC exports between 2013 and 2023



Source: Bank of Algeria, Quarterly Statistical Bulletin, several issues.

We notice from the figure above that the share of hydrocarbons decreased from 96.7% in 2013 to 91.4% in 2023. Semi-finished products increased significantly, from 2.4% in 2013 to 7.2% in 2023. Food products, raw materials, and consumer products slightly increased their respective shares.

The descriptive statistics of the relevant variables used for the study are presented as follows:

Table 2: Descriptive Statistics

Statistics	NHC Exports	NHC Exports/ Total exports
Mean	2873.0	5.530
Median	2140.0	5.425
Std Dev	1460.23	2.69
Variance	2136664.14	7.25
Maximum value (Max)	5815	11.64
Minimum value (Min)	1367	2.67

Note: Max represents Maximum; Min represents Minimum; Std. Dev. represents Standard Deviation;

Source: Computed using Eviews 9.0

It can be observed from Table 2 that all the variables have positive values for mean and median. The standard deviation shows that non-hydrocarbon export (NHE) has a higher variability as confirmed by the variance (V) of 2136664.14.

Furthermore, the combination of incentives can stimulate investment, innovation, and productivity, leading to an increase in gross domestic product (GDP). Indeed, the impact on economic growth per capita, unless the period crisis between 2014 and 2020 is significant and positive, as shown in the following graph:

Figure n° 2: Economic growth per capita in Algeria from 2010 to 2023



Source; Bank of Algeria

The GDP per capita graph shows a growth in this variable during the 2010s and 2015s, followed by a sharp decline in the late 2017s, accompanied by some fluctuations. Overall, since the 2020s, the GDP trend has reflected a continuous upward trend.

5. Conclusion:

This work is part of an approach to international openness, particularly within the framework of the economic reforms undertaken since 1988. The objective was to meet essential needs, restructure public enterprises, boost the private sector, and reduce dependence on foreign markets. Indeed, developing national exports is one of the major challenges facing Algeria, particularly in a context of profound changes in the global economy.

To date, Algeria remains exclusively dependent on hydrocarbon revenues. For several years, these have accounted for 95 to 96% of the country's total exports. Non-hydrocarbon exports represent only a negligible 4 to 5% of total export volume.

That said, economic diversification and the modernization of the production system appear necessary to achieve competitive, high-quality, and profitable production that meets the demands of domestic and international markets. Thus, the Algerian government has implemented a public policy to support non-hydrocarbon exports, which promotes exports in the non-hydrocarbon sector through incentive measures and schemes, such as the development of the promotion institutes (CAGEX, ALGEX, FSPE, CACI, etc.) and the granting of tax benefits to exporters (exemption from IBS, VAT, TAP, etc.). However, we note that, despite the efforts made by the public authorities to this end, the share of non-hydrocarbon exports remains very marginal and the economic situation of Algeria remains vulnerable and heavily dependent on a single source of wealth: hydrocarbons. Based on the above and the study, we can suggest the following:

1. The need to provide financial support and targeted promotion of exports through financial incentives (grants and guarantees) to partially cover credit risks, thus limiting the impact of defaults.
2. The need to accelerate the opening of special export platforms that include everything related to insurance laws and export difficulties, in addition to the digital platform for exports.
3. The need for banks specializing in exports, whether financing services or goods with private capital, is recognized in order to provide ongoing support to exporters. Furthermore, it is necessary to have Algerian correspondent banks abroad, as the development of insurance cannot be achieved without the banking sector, particularly in the field of foreign trade.
4. The need for greater openness for exporters and this is achieved through participation in international trade fairs. Also, it is necessary to expand access to foreign markets by signing trade agreements and integrating into global value chains:
 - a- Integration into African trade networks through the AfCFTA (African Continental Free Trade Area).
 - b- Targeted trade agreements with Europe and Asia.
5. The need to modernize logistics infrastructure, digitize and simplify customs and administrative procedures to reduce export-related time and costs.
6. The need to strengthen the competitiveness of Algerian products and to promote international standardization and certification (ISO, BIO, etc.) to meet the requirements of foreign markets.
7. The need to seize non-hydrocarbon export opportunities through:
 - a- The development of agricultural and agro-industrial sectors, particularly dates, olives, and processed products.
 - c- The encouragement of emerging industries such as petrochemicals, pharmaceuticals, and renewable

energies.

8. The need to promote services, particularly tourism and ICT, as well as investments in local value chains:
 - a- Promoting local resources to reduce dependence on imports.
 - b- Creating regional industrial clusters focused on strategic sectors.

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