

Territorial NEWSLETTER Africa

EEPCINDIA
ENGINEERING THE FUTURE

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Chairman's Pen



Africa has come to be the hot spot in the world economy with many unexplored sectors and area, especially for the small and medium enterprises. Most of the engineering trade in African countries is carried out by the medium enterprises, especially if we see most of the East African Countries like Rwanda and Uganda.

India also has a lot of potential in the SMEs and also now with the government encouraging various start-ups, this will make the small and medium enterprises stronger. Further strengthening of the SMEs can be done by helping them venture into

International trade and Africa is a good start, where they can get into JVs with the African SMEs and help in development of both the nations.

T S Bhasin

Message from Chairman, Committee on Trade with Central, Eastern & Southern Africa



In this eighth edition of the 'Newsletter on Africa', we present you some excerpts from EEPC India's Team members interaction with the first secretary of the High Commission of Uganda in New Delhi. The talks mainly centered about the trade in engineering sector and how the SMEs of both the countries can benefit from trading in engineering sector and also engaging into some joint ventures.

This newsletter provides an insight on the top engineering product panels that is imported by African countries including Sub-Saharan and North Africa. Key news and tender information is also provided in the Newsletter.

Mahesh K. Desai

Message from Chairman, Committee on Trade with Western & Northern Africa



We are coming out with the eighth edition of the 'Newsletter on Africa'. This edition builds upon India-Uganda relations and main highlights of talks with first Secretary Mr. Francis Mutungi on the same. He also highlighted some important sectors in Uganda which India can explore more.

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India has so much to explore which Uganda can offer in the engineering sector, such as collaborations, joint ventures etc. I hope the readers will benefit from this newsletter and help them grow.

S S Bhasin

Basic Facts: Africa

Area: 11,668,599 Sq. km

Population: 1.1 billion

GDP: USD 2.39 trillion

Climate: Africa is the hottest continent on earth and 60% of the entire land surface consists of dry lands and deserts. Climate of Africa ranges from tropical to subarctic on its highest peaks. Its northern half is primarily desert, or arid, while its central and southern areas contain both savanna plains and very dense jungle regions.

Natural resources: Diamonds, salt, gold, iron, cobalt, uranium, copper, bauxite, silver, petroleum and cocoa beans, woods and tropical fruits. Much of its natural resources are undiscovered or barely harnessed.

India-Uganda: Meeting with the Uganda First Secretary

EEPC India's Interaction with Mr. Francis Mutungi, First Secretary, High Commission of Uganda, New Delhi



Mr. Francis Mutungi ,
First Secretary,
High Commission of Uganda in New Delhi

EEPC India team visited the High Commission of Republic of Uganda in Delhi and had a discussion with Mr. Francis Mutungi, First secretary. The purpose was to discuss scope and potential for trade and investments between India and Uganda with focus on engineering sector. Mr. Francis appreciated the nature of activities EEPC India is engaged with and he also appreciated EEPC India interest in improving India-Uganda trade and investment ties. He noted that with India-Uganda sharing good relationship for a long time now, such efforts could be very useful consolidating the relationship further.

Uganda's Macro-economic Snapshot	
Capital	Kampala
Currency	Ugandan shillings (UGX)
GDP	\$79.75 billion (2015 est.)
Exports	\$2.755 billion (2015 est.)
Exports - commodities	Coffee, fish and fish products, tea, cotton, flowers, horticultural products; gold
Exports - partners	Rwanda 10.1%, UAE 9.8%, Democratic Republic of the Congo 9.3%, Kenya 9.1%, Netherlands 6%, Germany 5.7%, Italy 5.5%, China 5.3% (2014)
Imports	\$4.603 billion (2015 est.)
Imports - commodities	Capital equipment, vehicles, petroleum, medical supplies; cereals
Imports – partners	Kenya 18.3%, UAE 14.3%, India 12.8%, China 11.3%, Japan 4.4% (2014)
Source: CIA Factbook	

Major highlights of his discussion with EEPC team are delineated below.

Areas for trade: Uganda has been mainly concerned about its farmers using small tools like hand tools and machine tools, machinery for Agriculture and food processing. As per Mr. Francis Engineering trade is part of the manufacturing sector of Uganda and is still at an infant stage and needs to develop. Many companies of Uganda are involved in steel rolling and making nail wires and other small metal products. According to him the other small scale companies are involved in metal fabrication but at a low level.

Mr. Mutngi also pointed out that there is a similar export promotion board in Uganda under Ministry of Trade of Uganda, which is a young body and so not well versed, it takes care of the SMEs of Uganda and Trade promotion of Uganda. He also talked about various demands put forward by the Uganda industry seeking supply of various products like office equipments, transformers etc from India. He was happy to know that EEPC India can help him facilitate all this information and solve the queries of Uganda industry relating to India.

Scope for investments: Mr. Francis Mutungi emphasized that though Uganda does not specifically have any focus sectors for investments, but major areas with huge potential for investment in Uganda include infrastructure. He mentioned that any emphasis on sectors is usually determined by the urgency and immediate requirements in the general economic environment.

He also talked about some Indian companies that have started investing in Uganda under one investment authority in Uganda which is a single window and government operated body. He hoped that investment would accomplish the commercial interest of business communities from both India and Uganda.

Areas for collaboration: Mr. Francis Mutungi talked of scope for some collaboration between the Export promotion board of Uganda and EEPC India in future in the engineering sector and he was glad to know the efforts of EEPC India to help the SMSs of both countries. There was also discussion on need for a study on capacity building in agricultural machinery in Eastern Africa with Uganda as one of the focus countries; Mr. Mutungi was very forthcoming and supported the idea. He shared his views that there is a huge need by Uganda farmers for small machinery in agriculture as not all the framers can afford to use tractors for the whole day and those who can afford can't use it for the whole day. And for this reason there is a demand for small agricultural machinery by the Uganda farmers.

Mr. Francis Mutungi also said that if EEPC India undertakes any project, it can be supported by the Uganda government and other manufacture associations. He can also help EEPC in gathering information required for the project. He also pointed that there are various producers who have the potential but can't export due to various barriers and this acts as a hindrance in their growth. There is need for capacity building of these producers.

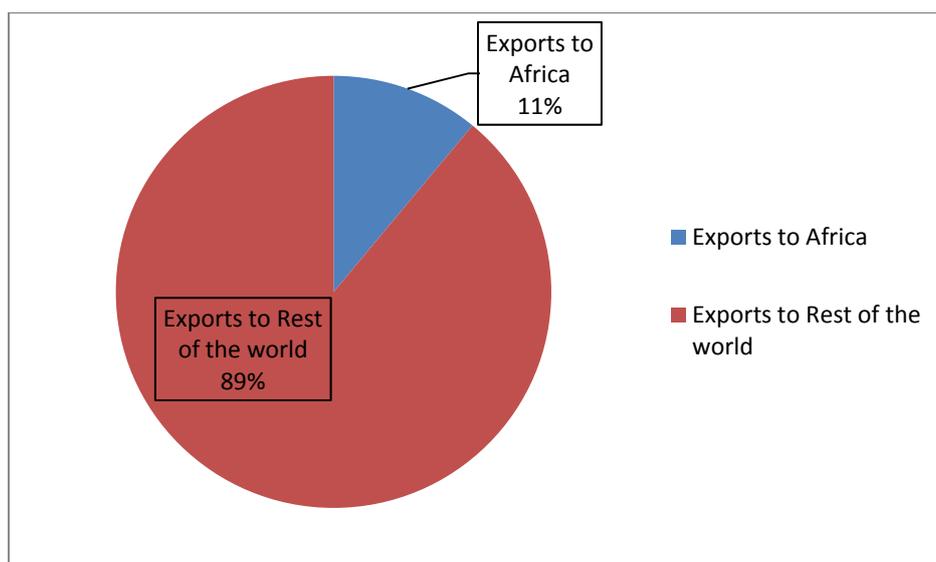
Cooperation under Make in India: In context of Make in India Mr. Francis said that Uganda and India can cooperate under this as India has a lot of potential and scope, for example if India wants to produce aircraft it can cooperate with Uganda by importing small parts like small tools etc airlifted from Uganda and can be a part of the value chain.

BSM in East Africa being organized by EEPC India: Mr. Francis Mutungi was happy to know about the upcoming Buyer-Seller Meet in Uganda and he appreciated the council for its efforts to bring the business community of both the countries closer. He pointed that the main focus of the Uganda industry is on the small machinery, which is also a part of the BSM Meet, and so the sectors chosen for the meet more or less covers the major concentration of the Uganda industry. He also said that there are a large number of small producers in India producing various small machineries only for the local market but not exporting. He suggested that such small machineries have a demand in Uganda and some machinery, such as machinery for making cheese has reached Uganda. So more and more of such small tools generally produced for local markets can be exported to the Uganda market.

At the end Mr. Francis Mutngi showed interest in EEPC India activities and suggested EEPC India to organize various meets and events with Uganda Business Community. He also promised assistance of any kind that is sort from Ugandan Side.

Monthly Trade Trend Analysis in Africa

India's total engineering exports to Africa for eleven month period of April-February 2015-16 was USD 6 Billion (Approx) constituting a share of 11% approx of the total engineering exports from India.



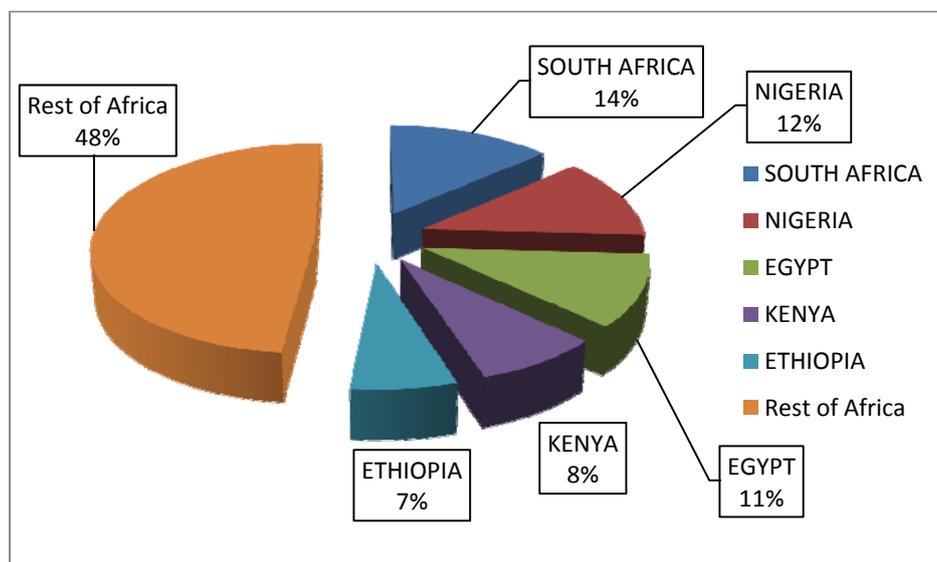
Source: DGCIS, Kolkata

The top 5 African nations which had the highest demand for Indian engineering products during February 2016 in absolute values include:

Country	Export in February 2016 (USD million)	Export in February 2015 (USD million)	Growth (%)
SOUTH AFRICA	64.63	91.64	-29.48
NIGERIA	58.70	69.22	-15.19
EGYPT	52.68	54.38	-3.12
KENYA	38.44	48.97	-21.50
ETHIOPIA	31.83	25.22	26.23

India's engineering exports to African countries saw some changes for February 2016. Firstly, Tanzania ranks fifth with an positive growth of 26% (approx) in February 2016 as compared to February 2015. Second change is a big one with Kenya which had not only a positive growth rate but also high in value at 13% (approx) in January 2016, has experienced a negative growth rate of -21% (approx) in February 2016.

On the basis of India's export data for Engineering Products of February 2016, the African countries which feature in the top 25 export destinations for India include South Africa, Nigeria. The figure below shows the share of country in Total Exports from India to Africa.



Source: DGCIS, Kolkata

Top 15 engineering panels exported to Africa in February 2016 include:

Name of the Panel	India's export in February 2016 (USD million)	India's Export in February 2015 (USD million)	Growth (%)
Motor Vehicle/cars	82.59	121.56	-32.06
Industrial Machinery	51.08	71.09	-28.15
Electric Machinery	49.62	41.53	19.49
Products of Iron	46.72	66.42	-29.66
Iron and Steel	33.05	54.86	-39.76
Two and Three Wheelers	32.21	24.92	29.27
Auto Components/Part	25.40	29.49	-13.88
Aluminum and products	22.97	18.31	25.41
Nuclear Reactors	16.06	4.91	227.02
IC Engines and Parts	15.87	7.85	102.26
Medical and Scientific Instruments	11.40	10.06	13.26
Air condition and Refrigerator	11.33	11.30	0.27
Machinery for ATMs	9.50	6.80	39.75
Bicycle & Parts	9.07	12.65	-28.30
Cranes Lifts & Winc	7.98	4.97	60.48

Source: DGCI&S, Government of India

News in Focus

Think Africa's economic boom is over? The tech space is about to prove you wrong

Many argue that due to the collapsing commodity prices and the lack of industrialization, the boom in Africa is over. Everyone assumes that what Africa has to offer the world is oil, gold, minerals and that industrialization is the only path to a boom. Building an industry is good. But there is more to Africa. Africa's boom is just starting and it's a technological boom.

Link: <http://memeburn.com/2016/01/think-africas-economic-boom-tech-space-prove-wrong/>

Economists share their 2016 outlook for Nigeria, Kenya and South Africa

The economists have tried to analyze the current situation of the countries-Kenya, Nigeria and South Africa, which are among the major economies of Africa. The situation in South Africa is tense due to fall in commodities prices and also Nigeria is going through some currency issues but still economist are expecting some growth and positivity in these countries.

Link: <http://www.howwemadeitinafrica.com/economists-share-their-2016-outlook-for-nigeria-kenya-and-south-africa/>

Africa's economic slowdown is not deterring investors

Negatives also bring along some positives, as is the case in Africa's slowdown. Africa's economic slowdown is not stopping investors from chasing deals on the continent. In fact, falling currencies and a commodities slump over the past year may be making the continent more attractive to investors as they look for that next cheap deal. Many mergers and acquisitions are taking place on the continent in wake of this slowdown.

Link: <http://qz.com/624596/africas-economic-slowdown-is-not-deterring-investors/>

High level visit from African Union to Mauritius on hosting of the Inaugural African Economic Platform

An Africa Union (AU) delegation, led by H.E. Mr. Erastus Mwencha, Deputy Chairperson of the African Union Commission (AUC), is in Port Louis to meet with the government of the Republic of Mauritius in preparation for the African Economic Platform. The Platform will be launched in Mauritius on 14 - 16 April, 2016.

The inaugural platform will tackle amongst other issues the potential for the Continental Free Trade Area to boost intra-African trade and investments; the role of governments and the private sector in industrialization and an African commodity sector; bridging the skills deficit in the continent, measures to speed up free movement of people on the continent and the challenge of building a competitive African business and private sector in a fast changing continent and world.

Link: <http://www.au.int/en/pressreleases/21037/high-level-visit-african-union-mauritius-hosting-inaugural-african-economic>

Some upcoming Exhibitions in Africa

Events	Date	Venue	Link
SIMEM International Pharmaceuticals & Medical Equipment Expo	13th - 14th April 2016	Le Méridien Oran Hotel & Convention Centre , Oran , Algeria	http://www.simem.com/

Events	Date	Venue	Link
<p><u>PRINTPACK ALGER</u> International Printing and Packaging Technology Exhibition</p>	5th -7th April 2016	<p><u>Palais des Expositions d'Alger,</u> Algiers, Algeria</p>	<p>http://www.printpackalger.com/printpack_e.html</p>
<p><u>MEDICONEX</u> Medical Equipment & Technology Expo. MEDICONEX CAIRO HEALTH is the leading event in Egypt and North Africa for medical education and technology, providing knowledge sharing, networking as well as business opportunities</p>	19th -21st April 2016	<p><u>Cairo International Convention & Exhibition Centre,</u> Cairo , Egypt</p>	<p>http://www.mediconex.net/</p>
<p><u>KENYA TRADE SHOW</u> Kenya Trade Show. KENYA TRADE SHOW features Automotive, IT, Electronics, Building, Construction, Medical, Pharmaceutical, Food, Hotel Supplies, Consumer, Household, Industrial Machinery, Safety, Security, Printing, Packaging</p>	15th -17th April 2016	<p><u>The Sarit Centre,</u> Nairobi, Kenya</p>	<p>http://www.securexwestafrica.com/</p>
<p><u>MED PORTS</u> Ports, Shipping and Logistics Exhibition and Conference event</p>	27th -28th April 2016	<p><u>Tanger Med Port Center,</u> Tangier, Morocco</p>	<p>http://www.transportevents.com/ForthcomingEventsdetails.aspx?EventID=EVE127</p>
<p><u>AGFOPEX NIGERIA</u> Agriculture, Food & Packaging Exhibition. AGFOPEX NIGERIA will showcase top products, equipment and machinery in agriculture, food and packaging sectors presented by exhibitors</p>	13th -15th April 2016	<p><u>Eko Hotel & Convention Centre,</u> Lagos, Nigeria</p>	<p>http://www.tradefairdates.com/Agfopex-Nigeria-M12280/Lagos.html</p>

Events	Date	Venue	Link
from different countries			
ZITF - ZIMBABWE INTERNATIONAL TRADE FAIR Zimbabwe International Trade Fair. Multisectorial International Exhibition	26th -28th April 2016	Zimbabwe International Exhibition Centre (ZIEC) , Bulawayo, Zimbabwe	http://www.zitf.net/

Tender Information in Africa

Prior information Notices

Title		Deadline
Tenders to participate for the design, manufacture, supply, transport, civil works, project management, erection testing, setting to work and commissioning and on turnkey job bases for the EI-Maasara s/s 2x40 MVA 66/11 KV GIS	MINISTRY OF ELECTRICITY & RENEWABLE ENERGY, EGYPTIAN ELECTRICITY TRANSMISSION COMPANY (EETC), Egypt	7th April 2016 (Noon)
Supply, delivery and installation of office furniture and equipment	South Africa	1st April 2016
A Civil Engineering class of construction works.	South Africa	29th April 2016
Company announces its need to supply dry batteries 12 V - 65 115 amp / hours	Egypt	22th April 2016
Supply of two double cabin pick	Uganda	6 th April 2016

<u>up vehicle</u>		
<u>Supply of hydraulic and pneumatic crawler drill and portable compressors, dump trucks and light vehicle</u>	Ethiopia	8 th April 2016
<u>Replace and install new lift at Rustenburg building</u>	South Africa	6 th April 2016
<u>Procurement of optical meter and light source (paired), optical fiber visual fault locator (red light detector), transimission system maintenance tools kits and antenna system maintenance</u>	Ethiopia	5 th April 2016

For more contract notices, Please register with Tender info and follow the link:

<http://www.tendersinfo.com/searchresult#>

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