

Multi-Product Trade Delegation to Mozambique, South Africa, Botswana and Namibia (5 - 14 October, 2006)

The Council is pleased to inform that a Multi-Product Trade Delegation will be visiting Africa to the following countries South Africa, Mozambique, Botswana and Namibia during 5th October to 14th October, 2006.

India-Africa bilateral trade has grown from US\$ 967 million in 1990-91 to US\$ 11.8 billion in 2005-06. Exports and imports from Africa include a number of engineering items and there have been project exports as well. Though trade and investments with Africa have grown over the years, the potential to increase further trade is immense and it is in this perspective that the EEPC is taking a Multi-Product Delegation to Africa.

	2003-04 (US\$ mn)	2004-05 (US\$ mn)	2005-06 (US\$ mn)
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Indo-Africa Trade in all Commodities	7063.76	9584.78	11843.01
Indo-Africa Trade in Engineering Goods	1273.25	2021.98	2692.37

Mozambique : A Land of Promise

Mozambique, due to fiscal reforms, including the introduction of a value-added tax and reform of the Customs service, have improved the government's revenue collection abilities. Indian exports of engineering goods to Mozambique has increased from US\$ 19.81 mn in 2003-04 to US\$ 31.98 mn in 2005-06. Product Sectors identified include Prime Iron & Steel, Pipes & Tubes, Agricultural Equipment, Pumps, Mechanical Handling Equipment, Auto Parts, Builders' Hardware.

South Africa : The Unexplored Potential

Presently, South Africa is the biggest market in Africa for Indian engineering goods and also holds immense potential for trade. Statistics show a staggering growth in export of engineering goods from India to South Africa during last three years. It has grown from US\$ 135.02 mn in 2003-04 to US\$ 496.48 mn in 2005-06. Product Sectors identified for Exports include Primary Iron & Steel Products, Passenger Cars, Automotives, Auto Parts, S. S. Utensils, Electric Transformers, Industrial Machinery, S. S. Wire & Wire Products, Electric Motors, Builders' Hardware, Home Electric Appliances, Bearings, Industrial Fasteners, Scientific & Surgical Instruments, I. C. Engines & Parts, Hand Tools, Wire Ropes, Pipes & Pipe Fittings.

Botswana : Rapid Strides in Development

Botswana is another country in the neighbourhood of South Africa which is fast developing and offer good potential. 74% of the imports of Botswana is from SACU countries with South Africa holding the largest share. Value of engineering goods exported from India to Botswana has increased from US\$ 2.57 mn in 2003-04 to US\$ 6.78 mn in 2005-06. Based on total import of Botswana following product sectors offer good potential : Product Sectors identified for exports include Prime Iron & Steel, Pipes & Tubes, Industrial Fasteners, Machine Tools, I. C. Engines, Industrial Machinery, Heating & Cooling Equipment, Pumps & Parts, Mechanical Handling Equipment, Electric Power Machinery, Electric Home Appliances, Auto Parts, Builders' Hardware.

Namibia : Blessed with Natural Bounty

Namibia is a country of great promise. The economy is heavily dependent on the extraction and processing of minerals for export. Presently, India exports engineering items worth US\$ 6.55 mn. Product Sectors identified include Prime Iron & Steel, Pipes & Tubes, Industrial Fasteners, Machine Tools, I. C. Engines & Parts, Industrial Machinery (Small Scale), Heating & Cooling Equipment, Pumps, Builders' Hardware, Electric Power Machinery, Home Appliances, S. S. Utensils and Cutlery, Auto Parts.

List of Product Sectors for BSMs

- Primary Iron & Steel Products
- S. S. Utensils and Cutlery
- Electric Power Machinery
- Electric Home Appliances
- Mechanical Handling Equipment (Cranes, Lifts, Winches & other Machinery used in Mining)
- Agricultural Implements/Tools
- Industrial Fasteners
- I. C. Engines & Parts
- Pipes, Tubes & Fittings
- Hand Tools
- Machine Tools
- Pumps and Parts

Date and Duration :

Mozambique (Maputo)	5th and 6th October, 2006
South Africa (Johannesburg)	7th to 10th October, 2006 (includes Saturday and Sunday)
South Africa (Durban)	11th October, 2006
Botswana (Gaborone)	12th October, 2006
Namibia (Windhoek)	13 and 14th October, 2006

Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for convenience. Hotel charges will have to be borne individually, including Ticketing, Visa Fees etc. The Council will suitably recommend for obtaining desired Visas.

Registration and Participation Charges

Rs. 40,000/- per participant will be charged to partially cover the expenses on providing following facilities to the participants :

- Airport Transfer
- Local Transport for joint meeting and BSM
- Venue Expenses, Working Lunch Expenses on the day of BSM
- Interpreter expenses (if required)
- Preparing database for marketing purpose
- Mobilisation of buyers in Africa
- Printing of delegates profile booklet for distribution among the Buyers, Chamber of Commerce, Trade Associations, Embassies.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the Council at each centre on the day of BSM), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

MDA Entitlement

Participants will be eligible to & fro air passage in economy excursion class up to Rs. 70,000/- only as per revised MDA guidelines. Only one person per company will be entitled.

Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done strictly on first-come-first served basis.

Cancellation of Participation

Any request for cancellation after confirmation will not be entertained and will amount to forfeiture of the payment made to the Council on account of participation charges.

The **Registration Form** duly filled along with the **Demand Draft for Rs. 40,000/-** in favour of "**Engineering Export Promotion Council**" payable at **Kolkata** should be sent latest by **18th August, 2006** to enable us to organize Buyer Seller Meets according to the profile of participants.

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Engineering Export Promotion Council**
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Registration Form

**Multi-Product Trade Delegation to Mozambique, South Africa, Botswana and Namibia
(5 - 14 October, 2006)**

Name of the Company (in block letters)	:			
Postal Address (in block letters)	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Name & Designation of the Delegate	:			
Items Manufactured/Exported	:			
Total Annual Export (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Total Export to Africa (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Countries of Export	:			
Accreditation to International Standards (like QS, ISO etc.)	:			
Nature of Business (Please tick)	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Areas of specific interest for this BSM	:			
Photographs enclosed (two copies) [Please tick]	:	Yes <input type="checkbox"/>	No <input type="checkbox"/>	

Demand Draft No. Dated For Rs. 40,000/- payable to Engineering Export Promotion Council, Kolkata towards participation charges is enclosed.

Signature with office seal :

Date :

Name :

Place :

Designation :