

## EEPC Multi-Product Delegation to Botswana, Mozambique & Zimbabwe (August 2004)

We are glad to inform that under the Focus Africa programme of Ministry of Commerce & Industry, EEPC is fielding a 15-Member Multi-Product Business Delegation to the emerging markets of Botswana, Zimbabwe and Mozambique in Southern Africa during August 2004.

### Market Potential

#### Botswana

Situated in the heart of Southern Africa, Botswana is a prosperous country and the growth rate of the economy has exceeded 7 per cent during the last 10 years. It has a foreign exchange reserves of US\$ 6.5 billion, highest among many countries in Africa. The industrial strategy of Botswana is geared towards export oriented manufacture, though there is plenty of opportunities in the import substitution sector as well. Emphasis is placed on the diversification of the industrial base of the country, distinct from the mineral sector. Introduction of new techniques of production and transfer of technology are important considerations in undertaking manufacturing activity since bulk of the finished products are likely to be exported to neighbouring countries. Further, a Trade Agreement has been signed between Republic of Botswana and the Government of India to strengthen the commercial relations between the two countries on the basis of granting the 'MOST FAVOURED NATION' status to each other.

Botswana's total global imports amounted to US\$ 2.73 billion during 2003. Machinery, transport equipment and manufactured goods accounted for bulk of the imports.

India's engineering exports to Botswana during the last 3 years are as under :

<i>Year</i>	<i>Export Performance (in crore Rs.)</i>
2000-01	15.72
2001-02	11.92
2002-03	6.67

From the above, it may be seen that though the engineering exports were doing well till 2000-01, the exports have declined during the last 2 years stressing the need for a fresh initiative to step up our exports.

#### Mozambique

During the last few years, Mozambican economy has registered double digit growth and has seen notable increases in foreign direct investment and exports. GDP growth is expected to continue between 7 and 10 per cent over the next several years. Mozambique is considered as the country with most promising economic growth prospects in Southern Africa. Infrastructure projects financed by World Bank, African Development Bank,

US AID and other agencies have provided greater opportunities for supply of various equipments and machinery. Further, major reconstruction and development projects totalling several hundred million dollars are underway in transportation as well as in health & education. Thus, Mozambique is emerging as an important market for engineering equipment and machines.

Mozambique's global imports amounted to US\$ 1.18 billion during 2002. Machinery and equipment, vehicles, fuel, metal products, food stuff and textiles accounted for the bulk of the imports.

India's engineering exports to Mozambique has been steadily increasing during the last few years as could be seen from the details given below :

<i>Year</i>	<i>Export Performance (in crore Rs.)</i>
2000-01	46.27
2001-02	47.47
2002-03	56.43

Bicycles/parts, I C Engines and parts, mechanical pumps and scientific and surgical instruments are some of the prominent items that have recorded regular growth in the exports.

#### Zimbabwe

Presently, Zimbabwean economy is passing through a phase of recovery after a period of severe economic crisis. The manufacturing sector which has suffered extensively in the recent years is gradually turning the corner due to the trade benefits granted by Africa Growth & Opportunities Act and adoption of South African Development Community's (SADC) Trade protocol. The manufacturing industry has the ability to lead the country to economic growth in an outward oriented recovery and could facilitate economic development. This emerging scenario is expected to offer significant opportunities to the overseas suppliers of equipments, machinery and components.

Zimbabwe's total global imports during 2002 amounted to US\$ 1,886 million and most of the imports were construction and agricultural machinery, transportation equipment, industrial machinery, and general manufactured products. While South Africa was the major supplier, with 34% share of the import market, it was followed by UK, Germany & USA.

India's engineering exports to Zimbabwe during the last 3 years are as under :

<i>Year</i>	<i>Export Performance (in crore Rs.)</i>
2000-01	19.46
2001-02	12.29
2002-03	12.88



EEPC INDIA

It could be seen at the previous page that there has been stagnation in India's engineering exports to Zimbabwe and fresh initiatives are needed to provide impetus to increase engineering exports to Zimbabwe.

### Products for the Delegation

In consultation with the Indian High Commissions in all three countries, EEPC has identified the following items for fielding a business delegation to these markets.

1. Automobile vehicles, auto parts and machinery for servicing of automobiles such as engine reboring, grinding, lapping and valve replacing.
2. Bicycles and parts
3. Motor driven water pumps
4. Structural Steel for building construction
5. Brass Builders Hardware
6. Agricultural machinery and implements
7. Electrical Motors
8. Electric table and ceiling fans
9. Electricity meters
10. Water meters
11. Complete plant and machinery for manufacture of washing soaps, toilet soaps and detergents.
12. Complete plant and machinery for manufacture of wire nails, bolts and nuts and self tapping screws.
13. Machinery for biscuit making and for confectionery
14. Brick & Block making machinery
15. Machine tools - like lathes, milling machines and grinding machine
16. Supply of technology & machinery for setting up small scale units for manufacture of general engineering items.

### Delegation's Itinerary

Taking into consideration the views of the Indian High Commission in the countries concerned, the following tentative itinerary has been drawn up for the visit of the Delegation :

22nd August	: Departure from India
23rd August - 27th August	: Meeting in Harare, Zimbabwe
28th August - 31st August	: Meetings in Botswana
1st September - 5th September	: Meetings in Mozambique including visit to Maputo International Fair
6th September	: Leave for India

Total Duration is 15 days

It is pertinent to inform here that the Indian High Commissions in Zimbabwe, Botswana and Mozambique have gladly come forward to fix one to one meetings for the Indian Delegates.

### Hotel Accommodation

EEPC is in touch with the Indian Missions in Harare, Gaborone and Maputo for arranging hotel accommodations for the Delegates. Names of the hotels and tariff will be communicated to the interested Delegates.

### MDA Subsidy

This activity is approved under the Focus Africa programme of the Ministry of Commerce & Industry, Government of India and participating members of the Council could avail financial assistance from the MDA scheme (on reimbursement basis) as per the prescribed guidelines of the Commerce Ministry, details of which are available with the Regional /Sub-Regional Offices of the Council.

### Participation Charges

With a view to partially meeting the expenses to be incurred on account of holding receptions in suitable hotels at three countries, local transport, publicity, printing of Delegates Profile, a participation charge of Rs. 25,000/- has been fixed for each participant.

It may be noted here that expenses on account of to and fro air passage, hotel accommodation and transport for individual meetings and interpreter services, if needed, will have to be borne by the participants themselves.

We hope, member firms will eagerly come forward to avail this opportunity to enter into or increase their exports to the emerging markets in the Southern African region.

Interested firms who want to participate in this Delegation are requested to send their confirmation as per the enclosed **Proforma**, duly signed along with a **Demand Draft for Rs. 25,000/-** drawn in favour of **Engineering Export Promotion Council** payable at New Delhi *latest by 18th June, 2004* to :

**Shri C. S. Shukla**

*Executive Director*

**Engineering Export Promotion Council**

Vandhna (4th Floor)

11, Tolstoy Marg

New Delhi - 110 001

Tel. : 23711124, 23711125, 23353353

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

## Proforma

### EEPC MULTI-PRODUCT DELEGATION TO BOTSWANA, MOZAMBIQUE & ZIMBABWE (August 2004)

Name of the Company	:	
Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Name & Designation of the Chief Executive	:	
Name & Designation of the Person Joining the Delegation (Please send 2 passport size colour photographs)	:	
Products Manufactured/Exported	:	
Products of interest for meetings/negotiation	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS)	:	
A brief about the company/delegate joining the Delegation (Not more than 100 words)	:	Please attach separate sheet

**Enclosed D.D. No. .... dated ..... for Rs. 25,000/- drawn in favour of Engineering Export Promotion Council payable at New Delhi towards participation charge.**

Signature :

Name :

Designation :

Date :

Office Seal :