



**EPEC India Invites Participation at  
Multi Product Trade Delegation to Cote d'Ivoire, Nigeria,  
Kenya and Democratic Republic of the Congo  
(25th February – 6th March, 2010)**

EPEC India is pleased to organize, with active support of the Indian Missions, a Multi Product Trade Delegation to Cote d'Ivoire, Nigeria, Kenya and Democratic Republic of the Congo from 25th February – 6th March, 2010.

**Cote d'Ivoire**, formerly Ivory Coast, is a country in West Africa. Cote d'Ivoire economy is largely market-based and relies heavily on agriculture, with smallholder cash crop production being dominant. Cote d'Ivoire, along with Nigeria, accounts for 60 per cent GDP of West Africa. It is the gateway to the West African region for trade and commerce. It is a market where the French and some other European companies have traditionally been in the lead, while retail business is dominated by the Lebanese. Since the present government is not very favourably inclined towards the French, new opportunities have opened up for the Asians during the last five years, which the Chinese have been trying to take advantage of. It would be a good idea for the Indian engineering exporters to meet their counterparts in the country. Petroleum is the main export item of Cote d'Ivoire. Foodstuff, capital equipment, and fuel are the main imports of Cote d'Ivoire. France, Nigeria, Germany, USA, Netherlands, China and Burkina Faso are the overseas trade partners of Cote d'Ivoire.

**Nigeria** is the largest economy in the West African region. The economy of Nigeria is one of the fastest growing in the world. Nigeria is classified as an emerging market, and is rapidly approaching middle income status, with its abundant supply of resources, well-developed financial, legal, communication, transport sectors and stock exchange (the Nigerian Stock Exchange), which is the second largest in Africa. The country has experienced a merchandise trade surplus over the years. The main exportable items of the country are petroleum and petroleum products, cocoa and rubber. The export partners of the country are United States, Spain, India, France and Italy. The main importable items of the country are machinery, chemicals, transport equipment, manufactured goods, food and live animals. The import partners of the country are United Kingdom, United States, Germany, France and The Netherlands.

**Kenya** is, one of the industrially developed nations, situated in the East African region. Kenya's economy is market-based, with some state-owned infrastructure enterprises, and maintains a liberalized external trade system. The Government of Kenya has unveiled vision 2030 which is a very ambitious economic blue print. The Ministry of Finance and the Central Bank have undertaken a series of economic measures with the assistance of the World Bank and the International Monetary Fund. Through this programme the government eliminated price controls and import licensing, removed foreign exchange controls, privatized a range of publicly owned companies, reduced the number of civil servants, and introduced conservative fiscal and monetary policies. Kenya's exports are tea, horticultural products, coffee, petroleum products, fish, cement and imports machinery and equipment, metal products & foodstuffs. Uganda, UK, Tanzania, The Netherlands, US, UAE, China, India & Saudi Arabia are the major trading partners of Kenya.

**Democratic Republic of the Congo** is located in Central Africa. The DR Congo's formal economy is dominated by the mining sector. Minerals account for the vast majority of the DR Congo's exports and represent the single largest source for foreign direct investment (FDI). Copper, cobalt, gold, colton, tin, and zinc are the big metals being mined and produced in the DR Congo. The Government of the DR Congo continues to build on economic reforms initiated in 2001 aimed at stabilizing the macro-economic situation and promoting economic growth. The DR Congo's economy grew by 5.6% in 2006, 6.3% in 2007, and 8% in 2008. The major exports of DR Congo are diamonds, copper, crude oil, coffee, cobalt and major imports are foodstuffs, mining and other machinery, transport equipment and fuels. Belgium, China, US, Finland, Brazil, France, Italy and India are the major trading partners of DR Congo.

**Indian engineering exports**

*(In Million US\$)*

	<b>Cote D Ivorie</b>	<b>Nigeria</b>	<b>Kenya</b>	<b>D R C</b>
<b>2006-07</b>	20.71	326.04	208.26	38.77
<b>2007-08</b>	37.24	557.91	269.86	41.51
<b>2008-09</b>	29.16	686.09	396.62	56.48



**Products identified for promotion**

- |   |                                       |
|---|---------------------------------------|
| Wood Working Machinery                                    | Industrial Plant & Machinery          |
| Plastic/Rubber Machinery and Parts                        | Steel Wire and Wire Products, Nails   |
| Food Processing Machinery                                 | Nuts, Bolts and Fasteners             |
| Bakery Machinery  | Construction Machinery and Equipments |
| Agricultural Tractors and Spare Parts                     | Builders Hardware                     |
| Agriculture Machinery & Equipments                        | Hand Tools                            |
| Refrigeration/Air-conditioning Equipments and Accessories | Earthmoving Machinery and Parts       |
| Automobile Components and Spare Parts                     | Electric Home Appliances              |
| Diesel Engines & Parts                                    | Stainless Steel Kitchenwares          |
| Electric Generators                                       | Aluminium Utensils                    |
| Electric Motors   | Kitchen Equipments                    |
| Electric Transformers                                     | Mining & Drilling Equipments          |
| Electrical Panel Boards and Switchgears                   | Machine Tools and Accessories         |
| Sanitary Castings   | Cutting Tools                         |
| Industrial Castings                                       | Welding Electrodes & Welding Machines |
| Pumps   | Steel Pipes & Tubes                   |
| Metals & Metal Products                                   | Solar Energy/Equipments               |
| Electric Wires & Cables                                   | Aluminium Products                    |
|   | Light Fittings and Luminaries         |
|   | Vehicles                              |

**Tentative itinerary of the delegation**

Date	Day	Time	Particulars
25/02/10	Thursday	0310	Departure from Mumbai
25/02/10	Thursday	1245	Arrival at Abidjan
26/02/10	Friday	1100	BSM at Abidjan
26/02/10	Friday	1600	Follow up work
27/02/10	Saturday	0825	Departure from Abidjan
27/02/10	Saturday	1200	Arrival at Lagos
28/02/10	Sunday	-	Free day at Lagos
01/03/10	Monday	1100	BSM at Lagos
01/03/10	Monday	1600	Follow up work
02/03/10	Tuesday	1120	Departure from Lagos
02/03/10	Tuesday	1820	Arrival at Nairobi
03/03/10	Wednesday	1100	BSM at Nairobi
03/03/10	Wednesday	1600	Follow up work
04/03/10	Thursday	0815	Departure from Nairobi
04/03/10	Thursday	0945	Arrival at Kinshasa
05/03/10	Friday	1100	BSM at Kinshasa
05/03/10	Friday	1600	Follow up work
06/03/10	Saturday	1030	Departure from Kinshasa
07/03/10	Sunday	0210	Arrival at Mumbai

**Hotel Accommodation/Travel Costs**

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

**Registration and Participation Charges**

**Rs. 47,500/-** plus Service Tax of **Rs. 4,893/-** (10.30%) per participant will be charged. Members paying in US\$ need not pay the service tax. In that case the participation charges will be US\$ 1000 **(to add US\$ 50 per remittance to offset bank**



**charges etc.)**. The participation charge is being taken to partially cover the expenses on providing following facilities to the participants :

- Airport transfer
- Local transport for BSM
- Venue expenses, working lunch expenses on the day of BSM
- Expenses for mobilization of buyers
- Printing of delegates' profile booklet for distribution among the Buyers, Chambers of Commerce, Trade Associations and Embassies
- Release of advertisement in press in these countries.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by EEPC India 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**

All eligible participants will be entitled to MDA grant under Focus Africa Programme of the Ministry of Commerce & Industry, Government of India as per the MDA Guidelines effective from April 01, 2006.

Assistance would be permissible on travel expenses by Air in Economy Excursion Class subject to an upper ceiling of Rs. 70,000/- only (Rupees seventy thousand only) as per revised MDA guidelines. Only one person per company will be entitled to get the assistance under the scheme.

### **Selection Criteria**

In view of limitations on number of participants (15 only), selection of participants will be done on *first-come-first served* basis and finally it will be decided by a Committee based on the criteria such as accreditation to the International Standards, ISO, QS etc., foreign collaboration, annual export etc. The decision to accept/reject the application for the delegation would be decided by EEPC India.

### **Mode of Payment**

The Registration Form duly filled in along with the Demand Draft/at par Cheque for **Rs. 52,393/-** or **US\$ 1000** drawn in favour of **EEPC India** should be sent **latest by 10th January, 2010**.

***In case of swift transfer, please note that the net amount should be transferred at par with the participation charges. Bank charges – if any, shall not be borne by EEPC India.***

### **Cancellation of Participation**

EEPC India will not entertain any cancellation after 10th January, 2009. Any cancellation after the due date shall result in forfeiture of the payment made to EEPC India on account of participation charges.

Members are requested to confirm their participation immediately along with the requisite fee and completed Registration Form to the respective Regional Offices or to :

**C. H. Nadiger**

*Asst. Director*

**EEPC INDIA**

Vinayaka Complex (2nd Floor)

44/45 Residency Road Cross

Bangalore 560 025

Tel. : 91-80-2558 1396/8669

Fax : 91-80 25586914

E-mail : eepcsrob@vsnl.net

Mob: 09008377559



**Registration Form**  
**Multi-Product Trade Delegation to Cote d'Ivoire, Nigeria, Kenya and Democratic Republic of the Congo**  
**(25th February - 6th March, 2010)**

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 Visiting Delegate	:			
Mobile No.	:			
Items Manufactured/Exported	:			
Application of your products (enclosed separate sheet if required)	:			
Total Annual Exports (in USD Million)	:	<u>2006-2007</u>	<u>2007-2008</u>	<u>2008-2009</u>
Total Annual Exports to African Countries (in USD Million)	:	<u>2006-2007</u>	<u>2007-2008</u>	<u>2008-2009</u>
Countries of export	:			
Accreditation to International Standards (viz QS, ISO etc.)	:			
Foreign Collaboration, if any	:			
Nature of business	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Photograph enclosed (2 copies)	:	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Company Profile with product details (please enclose with the form)	:	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not Enclosed	
Room Requirement	:	<input type="checkbox"/> Single Room	<input type="checkbox"/> Twin Sharing Room	
Passport details	:			
Name as in Passport	:			
Passport No.	:			
Date of Issue	:			
Date of Expiry	:			
Place of Issue	:			

Please send the Registration Form duly filled in and signed along with your participation fees.

***In case of swift transfer, please note that the net amount should be transferred at par with the participation charges. Bank charges – if any, shall not be borne by EEPC India.***

Seal :

Name :

Signature :

Date :