

# Territorial NEWSLETTER Africa

**EEPCINDIA**  
ENGINEERING THE FUTURE

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**Issue X: April 2016**

## Chairman's Pen



India has been successful to some extent in getting more access to the African continent and develop goods trade and investment relations. Africa mainly consists of SMEs and India also has a substantial number of SMEs and this is the common platform on which the interest of both India and Africa can be met. As with the collaboration of SMEs of both the sides, Indian SMEs can help SMEs in the African Countries to progress and develop.

Areas like technology, renewable energy, which is currently the focus of Africa, and other areas India can help the African countries develop.

T S Bhasin

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



In this tenth edition of the 'Newsletter on Africa', we present you some excerpts from EEPC India's Team members' interaction with the High commissioner of the Embassy of Senegal in New Delhi. The interaction emphasized on trade in engineering products and how India can help Senegal in various sectors.

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 tenth edition of the 'Newsletter on Africa'. This edition builds upon India-Senegal relations and for this EEPC India team met the High commissioner of Senegal Embassy, Delhi. The main highlights of talks with H. E. Mr. EL hadji Ibou Boye are presented in this edition of the Newsletter. Further, information on priority sector for Senegal is also provided.

I hope the readers will benefit from this newsletter and help them grow.

S S Bhasin

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NEWSLETTER – Africa

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## 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-Senegal: Meeting with the Senegal High Commissioner

### Meeting with H. E. Mr. EL Hadji Ibou Boye, High Commissioner of High Commission of Senegal in New Delhi



H. E. Mr. EL Hadji Ibou Boye  
High commissioner  
High Commission of Senegal in New Delhi

EEPC India Team met the High commissioner of Senegal in New Delhi H. E. Mr. EL Hadji Ibou Boye. It was a very enlightening and useful meeting as we talked about the trade relations between the two countries. Our discussion mainly concentrated on engineering sector. The following is the full interview of the high Commissioner Embassy of Senegal, New Delhi.

### Senegal's Macro-economic Snapshot

<b>Capital</b>	Dakar
<b>Currency</b>	Communaute Financiere Africaine francs (XOF)
<b>GDP</b>	\$36.3 billion (2015 est.)
<b>Exports</b>	\$2.307 billion (2015 est.)
<b>Exports commodities</b>	Fish, Groundnuts (peanuts), Petroleum Products, Phosphates, Cotton
<b>Exports partners</b>	Mali 16%, Switzerland 10.5%, UAE 5.2%, France 4.6% (2014)
<b>Imports</b>	\$4.668 billion (2015 est.)
<b>Imports commodities</b>	Food and Beverages, Capital Goods, Fuels
<b>Imports partners</b>	France 18.4%, Nigeria 8.7%, China 7.7%, Netherlands 6.3%, India 5.8%, Turkey 4.6%, Belgium 4.3% (2014)

**1. Brief on Senegal engineering trade. Which are your focus sectors?**

Senegal growing economy requires more and more experts in various sectors such as construction, automotive, chemical, or electricity. Senegal needs and implements many infrastructure projects which require the technical assistance of engineers including railway, Ports, Highways, roads, mine, energy, social housing, agriculture and the creation of new centers of activity. The several projects that the country will have to undertake in the coming years offer excellent opportunity to build a successful business.

Senegal engineering market is characterized by strong external competition. Over the years, from 1970 to 1989, the Government has been supported by outside expertise (especially European) to

implement its economic and social development policies, programs and projects. From 1990, many foreign firms rely on local expertise to conduct their mission and the activity of local consulting engineers, which should bring to our country significant foreign exchange earnings.

**2. How do you perceive India as a trading partner especially with respect to engineering sector?**

Senegal developed strong strategic relations with India. Since 2011, India has become the second largest trade partner for Senegal after France. The trade volume between our two countries reached nearly US \$ 900 million in 2014 and is expected to increase further incoming years.

In our Senegal Emerging Plan, we have lot of projects which require specialized expertise, and we deeply believe that the Indian engineering sector can help us with feasibility and technical studies. Also, India can be a good sourcing partner for affordable and quality engineering products and services.

For that, we need to develop a strong and effective tie between the Senegalese and Indian engineering sectors such EEPC and APIC (Association des Professionnels de l'Ingénierie-Conseil du Senegal: Association of Professionals in Engineering-Consulting).

**3. Which are the sectors which you feel, Indian companies can cooperate with Senegal companies for ventures?**

We have lot of economic sectors which are open for win-win partnership. The Senegalese Government believes that the sectors like Agriculture and Agribusiness, specially food processing and agri-machinery industries, renewable energy like solar, mine, Healthcare and medicines can be good areas of partnership for joint-ventures and technology transfer.

At the Embassy, we focus our efforts in order to promote and develop the partnership between Indian and Senegalese private sectors. It is why we are happy to work closely and to develop an effective relation with EEPC India for the concretization of this objective.

**4. Since 60% of EEPC India members are SMEs, and since SMEs contribute immensely to the Indian engineering exports, which are the potential sectors where EEPC members can have successful technological collaboration with Senegal engineering companies?**

Also in Senegal 80 to 90% of companies are SMEs and they concentrate 30% of the jobs (60% if we include the informal sector), generate 25% of revenues and 20% of national value added.

The Government of Senegal, aware of the positive contribution of SMEs to the creation of wealth and jobs, has set up several mechanisms and tools for their development and coaching. In this regard and taking into account the Indian expertise and experience, a collaboration between members of EEPC India and the Senegalese SMEs operating in the engineering sector is most welcome and is also a real need expressed by Senegalese authorities.

Indeed, the Director General of ADEPME, the Senegalese agency for the coaching and development of SMEs, visited India in 2013 in order to discuss with the Indian authorities and organizations like NSIC on ways and means for a south-south support and partnership in this field.

**5. Make in India has become a major initiative of the Government of India. Where does Senegal fit into the programme? Which are the sectors where they can invest in?**

I think the commitment of Prime Minister Shri Narendra Modi to make India as a preferred destination for foreign direct investment and a country who innovates and creates, is an example that our country must follow.

Senegal also is making huge efforts to reform its business environment in order to attract more FDI to strengthen and develop its industrial potential, promote joint ventures, technology transfer and training of youth.

So, Make in India, is an initiative that we follow and support and I am sure that Senegal can learn from this experience.

**6. Whether a target for bilateral trade between the two countries has been set up in recent years? What steps have they taken in augmenting trade relations with India?**

As I already said, India is a strategic partner for Senegal. Our trade relation is growing every year and will continue to develop.

Also, our focus is to engage more Indian companies in our economy by developing the investment volume. Senegal is a stable country with a real security and has an attractive business environment and real investment opportunities in agriculture and agro-industry, energy, mining, transport, health, housing.

We want to transform Senegal as a hub for the Indian investors who intent to penetrate the West African market.

For that, I believe we have to use all the necessary platforms in India to interact with the Indian private sector and make them aware of our investment opportunities and facilities. Also, we have to bring together Senegalese and Indian private organizations and find a good framework for investment and trade promotion between our two countries.

## 7. How has things changed after the recent Africa summit held in New Delhi?

First, we welcome this excellent initiative of bringing together the Heads of State and Government of Africa and India, two partners with strong historical ties and have many similarities to discuss issues of common interest.

That is why the African continent is expecting, after the third edition of the Africa-India Summit, that the strong commitments made lead to an effective change in the approach for this partnership to make it more balanced and profitable for both parties.

We know and are aware that India, as other emerging countries present in Africa, needs markets for its production but also mineral and energy resources and arable land, available in abundance in Africa to feed its growing economic and also a dynamic population.

So, the African continent knows that India also greatly need them and the competition exists. So, we are in a partnership where each party needs the other for its economic and social development.

But I agree that Africa must have a concrete and aggressive strategy to make this partnership a win-win exchange.

## 8. Elaborate on the effort for making Africa as one common market by 2017-18?

Africa is working for its economic integration through the Regional Economic Communities.

Then, since its establishment in 1975, ECOWAS (Economic Community for West African States), which includes 15 members like Nigeria, Ghana, Ivory Coast and Senegal, has formulated ambitious regional integration targets.

In line with a global movement toward customs unions, the Economic Community of West African States (ECOWAS), a market of 300 million consumers, has introduced a Common External Tariff (CET) since January 2015. So, the same customs duties will apply to all goods entering ECOWAS members, regardless of which country within the area they are entering.

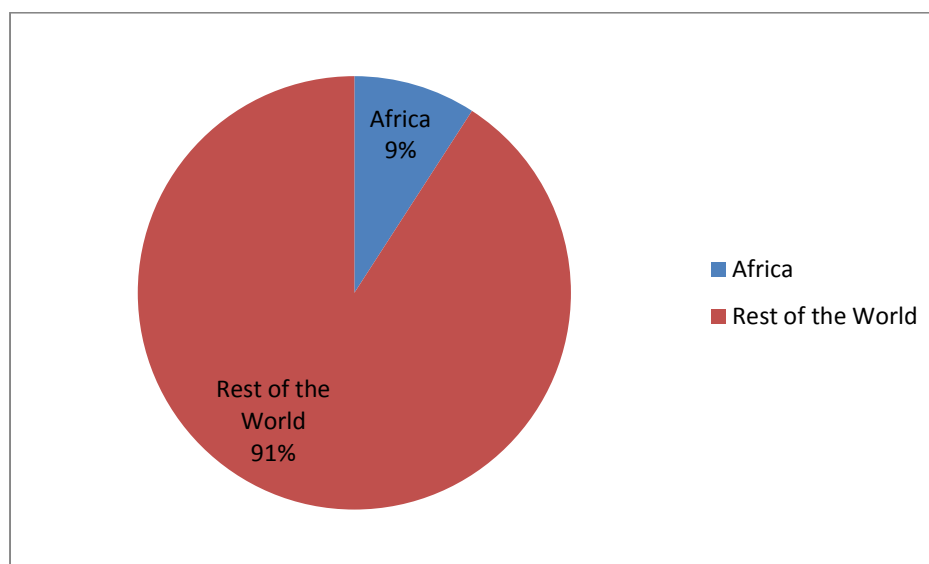
ECOWAS is also working for a Common Investment Market with a single Investment Code.

This would result in a free movement of goods markets, services markets, labor markets, capital markets, and financial markets, and thus make ECOWAS community to a true common market where exist coordinated investment co-operation programme among member States that will lead to increased investment from both within ECOWAS region and from non-ECOWAS sources.

So, West Africa is a huge business opportunity for Indian companies and they can take Senegal as a hub for this market.

## Monthly Trade Trend Analysis in Africa

India's total engineering exports to Africa for Financial Year of April-March 2015-16 was USD 7 Billion (Approx) constituting a share of 11.23% approx of the total engineering exports from India. Further, India's engineering export to Africa constituted 9% of India's total engineering export to the world.



Source: DGCIS, Kolkata

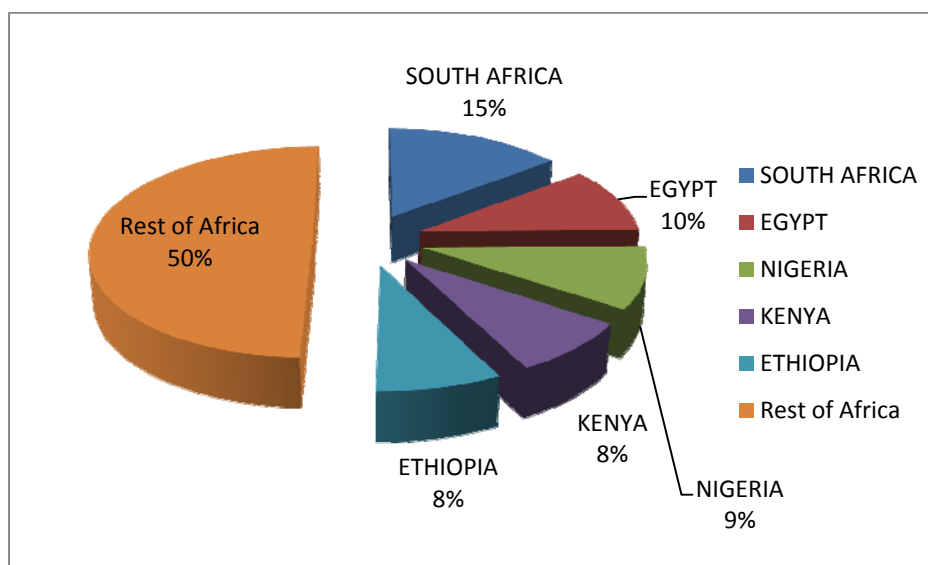
The top 5 African nations which had the highest demand for Indian engineering products during April 2016 in absolute values include:

Country	Export in April 2015 (USD million)	Export in April 2016 (USD million)	Growth (%)
SOUTH AFRICA	110.05	61.65	-43.98
EGYPT	72.27	42.47	-41.23
NIGERIA	101.38	39.98	-60.56
KENYA	46.98	34.11	-27.39
ETHIOPIA	28.90	33.45	15.74

India's engineering exports to African countries witnessed many changes in April 2016. The biggest being Nigeria's position as India's biggest importer in Africa for engineering goods, it has come down to third position. India's export to Egypt has increased for engineering products and its position saw a vertical movement from fourth to the second Importer of engineering products in Africa from India.



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



Source: DGCIS, Kolkata

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

Name of the Panel	India's export in April 2016 (USD million)	India's Export in April 2015 (USD million)	Growth (%)
Motor Vehicle/cars	76.74	144.01	-46.71
Industrial Machinery	60.70	78.38	-22.56
Electric Machinery	43.50	55.35	-21.41
Products of Iron & Steel	40.15	71.72	-44.02
Iron and Steel	33.97	54.52	-37.69
Auto Components/Part	23.14	41.81	-44.66
Two and Three Wheelers	20.55	36.88	-44.26
Construction Machinery	11.83	18.12	-34.68
Air condition and Refrigerator	11.67	13.22	-11.72
Medical and Scientific Instruments	11.08	11.99	-7.61

Name of the Panel	India's export in April 2016 (USD million)	India's Export in April 2015 (USD million)	Growth (%)
Aluminum and products	8.52	17.92	-52.43
Nuclear Reactors	8.46	9.99	-15.34
IC Engines and Parts	8.07	9.05	-10.82
Pumps of all types	7.72	9.24	-16.51
Bicycle & Parts	7.62	8.51	-10.51

Source: DGCI&S, Government of India

## News in Focus

### 'India, Africa must look at opportunities for diversification'

The fast-growing economies in India and Africa will have to diversify to cash in on the boom in many sectors, a top African economist said . Both the Indian and African economies have seen rapid expansion of services in the past. As both regions continue to register faster growth, they should look at opportunities for diversification , both at the country as well as sectoral levels, like agri-business, IT, financial services, healthcare and infrastructure

Link: [http://www.moneycontrol.com/news/current-affairs/india-africa-must-look-at-opportunities-for-diversification\\_5972381.html](http://www.moneycontrol.com/news/current-affairs/india-africa-must-look-at-opportunities-for-diversification_5972381.html)

### China's \$60 billion Africa pledge not threatened by slowdown says Beijing ambassador to Ethiopia

China's economic slowdown will not threaten its plans to plough \$60 billion into African development. Africa could even benefit as Chinese companies are looking for investments while their own economy adjusts says the Beijing ambassador.

China's economy grew 6.9 percent in 2015, its slowest pace in a quarter of a century. Beijing's sharp drawdown of reserves to alleviate downward pressure on its yuan currency has unnerved global markets in recent months.

Link: <http://uk.reuters.com/article/uk-china-africa-debt-idUKKCN0WJOVY>

### New trade deals challenge Africa to step on to the global stage

Africa needs to grow its economy in order to reduce poverty and create jobs for the millions who will be entering the workforce. In the development community, this statement has become almost trite.



After decades of underperformance, Africa had economic growth rates of 5.8% from 2004 to 2014, democracy is now the norm rather than the exception, and corruption is being tackled as the rule-of-law has been strengthened in several countries.

Link: <http://www.theguardian.com/global-development/2016/mar/29/new-trade-deals-challenge-africa-step-on-to-global-stage>

## Africa, The Continent Of Economic Misperceptions

Africa seems to be the only continent today that is regularly referred to as a “country.” ritically, from a business perspective, Africa is not a monolith, African countries are not homogeneous, and focusing on “Africa” as a unit of analysis is, simply put, not terribly meaningful. By painting Africa with a broad brush, perceptions about the real market opportunities and risks are extraordinarily distorted. In many cases—though not all—the perceived risks are either understated or overstated, and the same goes for the perceived returns.

Link: <http://www.forbes.com/sites/harrybroadman/2016/03/31/africa-the-continent-of-economic-misperceptions/#7369810372f9>

### Some upcoming Exhibitions in Africa

Events	Date	Venue	Link
<a href="#"><u>WAMPEX</u></a> West African International Mining & Power Exhibition	1st - 3rd June 2016	<a href="#"><u>Accra International Conference Centre</u></a> , Accra, Ghana	<a href="http://www.wampex.nl/">http://www.wampex.nl/</a>
<a href="#"><u>MINEXPO KENYA</u></a> International Mining & Mineral Processing Machinery Exhibition in Kenya. MINEXPO AFRICA will showcase the latest technology and machinery from the areas of mineral extraction, earth moving, safety equipment and much more	4th - 6th June 2016	<a href="#"><u>The Dome, Carnivore Grounds</u></a> , Nairobi, Kenya	<a href="http://expogr.com/kenyaminexpo/">http://expogr.com/kenyaminexpo/</a>
<a href="#"><u>AUTOEXPO KENYA</u></a> International exhibition for automotive, spare parts & accessories	10th - 12th June 2016	<a href="#"><u>The Dome, Carnivore Grounds</u></a> , Nairobi, Kenya	<a href="http://autoexpo.expogr.com/">http://autoexpo.expogr.com/</a>

Events	Date	Venue	Link
<a href="#"><u>INDUSMACH KENYA</u></a> International Industrial Products, Equipment & Machinery Trade Exhibition	16th - 18th June 2016	<a href="#"><u>The Dome, Carnivore Grounds</u></a> , Nairobi, Kenya	<a href="http://indusmach.expogr.com/">http://indusmach.expogr.com/</a>
<a href="#"><u>MEDHEALTH KENYA</u></a> Medical Trade Show in Kenya. Medint Kenya features Medical Equipment, Hospital Supplies, Pharmaceutical, Laboratory Equipment, Healthcare, Optical, Dental Care	24th - 26th June 2016	<a href="#"><u>The Sarit Centre</u></a> , Nairobi, Kenya	<a href="http://www.growexh.com/medhealth/">http://www.growexh.com/medhealth/</a>
<a href="#"><u>DRINKTECH AFRICA</u></a> Exhibition dedicated to Beverage processing & packaging machinery, equipment & technology and beverage products	19th - 21st June 2016	<a href="#"><u>Gallagher Convention Centre</u></a> , Johannesburg , South Africa	<a href="http://www.drinktec.com/trade-fair/exhibition-network/food-drink-technology-africa/">http://www.drinktec.com/trade-fair/exhibition-network/food-drink-technology-africa/</a>
<a href="#"><u>THE CARGO SHOW AFRICA</u></a> Transport and Infrastructure Exhibition. At the Cargo Show Africa, Africa's largest transport and infrastructure exhibition, the leaders in the industry showcase their products, services and solution and learn about the latest advancements	28th - 29th June 2016	<a href="#"><u>Sandton Convention Centre</u></a> , Johannesburg , South Africa	<a href="http://www.terrapinn.com/exhibition/the-cargo-show-africa/index.stm">http://www.terrapinn.com/exhibition/the-cargo-show-africa/index.stm</a>

### Tender Information in Africa

*Prior information Notices*

Title	Place	Deadline
<a href="#"><u>Installation work of video surveillance system the city of tangier</u></a>	Morocco	1st June 2016
<a href="#"><u>Supply of spare parts for vehicles and equipment</u></a>	Morocco	1st June 2016
<a href="#"><u>Electrification of a group home for douars attached to the common nourate</u></a>	Morocco	7 <sup>th</sup> June 2016
<a href="#"><u>Valve Replacement Parts Acquisition For Moto-Compressors And Gas Dr Kvs</u></a>	Tunisia	1st June 2016
<a href="#"><u>Supply And Delivery Of Fire fighters And Security Human Protection Material</u></a>	South Africa	10th June 2016
<a href="#"><u>Electrical Contracting for Electrification</u></a>	South Africa	21st June 2016
<a href="#"><u>Supply of tires for vehicles</u></a>	Liberia	12th June 2016
<a href="#"><u>Supply of Upholstery of vehicles and furniture</u></a>	Zimbabwe	30 <sup>th</sup> May 2016

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

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

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