

Territorial NEWSLETTER Africa

EETCINDIA
ENGINEERING THE FUTURE

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Cover Story

The recent visit of the Kenyan president Mr. Uhuru Kenyatta to India is a step ahead in the growing relations between the nations both in the field of trade and investment. Kenyan President was very forthcoming in progressing ties between India and Kenya.

What's in News

- **Boosting Africa by empowering the young African entrepreneurs.**
- **Morocco to act as a business bridge to Africa.**
- **Honda Africa Twin to be launched in India in mid 2017.**
- **And more....**

Tenders

More latest News from Tenders

Upcoming Events

Chairman's Pen



T S Bhasin

Africa holds huge promise for India in terms of both trade and investment. Kenya is one of the most important countries for India to promote better relations between India and African sides. Relationship between India and Kenya is improving very fast. In a recent visit (January 2017) of His Excellency Mr. Uhuru Kenyatta, President of the Republic of Kenya to India, both sides noted that trade and investment relations should be expanded.

The two sides agreed to work together to encourage their respective companies to explore trade and investment opportunities. The Joint Trade Committee, constituted by the two countries, has been advised to explore further ways of enhancing trade cooperation. EETC India is also working in this direction to help African and Indian companies build strong ties.

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



Mahesh K Desai

During December 2016, India registered a steady increase in exports of engineering products to Africa in value terms compared to November 2016. It accounted for a share of over 9% of the total engineering exports from India. India's total engineering exports to Africa was valued at US\$ 525 million out of US\$ 5.7 billion exports to the world. In comparison, in November 2016, export to Africa was valued at US\$ 402 million.

This newsletter also provides an insight on the top engineering product panels imported by African countries and key news

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



Aakash Shah

We are coming out with the eighteenth edition of the 'Newsletter on Africa'. This edition focuses on the recent visit of Kenyan President to New Delhi, India. The President came with the agenda to further strengthen relations with India both in trade and Investment.

The newsletter also provides additional information on the various events and tenders in Africa. I hope the readers will benefit from this newsletter and help them grow.

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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 an important trade and investment partner to Kenya: Kenyan President

Kenya has been the fastest growing economy in the East African region with focus on competitiveness building and improving presence in the international trade. Kenya's relationship with India has been warm and cordial since decades and the settled Indian diaspora in Kenya has contributed significantly to the growth of the Kenyan economy. The focus of Governments of the two countries has been to construct a conducive business and development environment between them.

Recently, His Excellency Mr. Uhuru Kenyatta, President of the Republic of Kenya, paid a State Visit to India from 10-12 January 2017 at the invitation of Prime Minister of India. He was accompanied by Cabinet Secretaries for National Treasury; Trade Industrialization and Cooperatives and Tourism as well as senior officials and a business delegation. The President of Kenya, in his visit met President of India and Prime Minister of India. Bilateral discussions between Prime Minister Modi and President Kenyatta were held in a warm and friendly atmosphere. The talks covered issues of bilateral, regional and international interest. They reflected on the significant progress achieved in strengthening the bilateral relationship through resumption of high level exchanges. Discussions were held on key elements of bilateral relationship including increasing cooperation in defence and maritime security, enhancing trade and investment relationship and counter-terrorism.

India announced a \$100 million Line of Credit to Kenya for agricultural mechanization after talks during which they also decided to deepen economic cooperation, identifying expansion of bilateral trade as a “priority.” Both the countries decided on expansion of bilateral trade, greater flow of capital between two economies and stronger developmental partnership. On developmental assistance, President Kenyatta appreciated the power transmission line projects being executed by Indian companies under a Line of Credit (LOC) of US\$ 61.6 million. Both Leaders noted with satisfaction the progress made in the implementation of US\$ 29.95 million LOC for up-gradation of Rift Valley Textiles Factory (RIVATEX) and US\$ 15 million LOC to IDB Capital Limited, for development of small and medium enterprises (SMEs).

The two sides noted that trade and investment relations should be expanded and deepened. In this connection, the two leaders agreed to work together to encourage their respective public and private companies to explore trade and investment opportunities while improving ease of doing business in their respective countries to boost the investment climate. The two Leaders tasked the Joint Trade Committee to explore further ways of enhancing trade cooperation.

President of India, Pranab Mukherjee in his meeting with H.E. Uhuru Kenyatta, called for increasing and diversifying economic linkages with Kenya as he stressed that trade between India and Kenya is below potential.

HE Mr. Uhuru Kenyatta, Hon’ble President of Republic of Kenya, encouraged the Indian companies and investors to work closely and in a transparent manner with their counterparts in Kenya for the successful collaboration and prosperity of the two countries.

Speaking at a business meeting organized, President Kenyatta said that India being the second largest source of input in Kenya has presence in various industries like textile, pharma, medicine, blue economy etc. India and Kenya have growing trade and commercial ties with bilateral trade amounted to \$ 3.15 billion in 2015-2016 but with Kenyan imports from India accounting for \$ 3.025 billion, the balance of trade is heavily in India's favor. With numerous MoU’s being signed between the two countries, there are some niche areas where both the countries stand to gain immensely with each other experience. With improving rank in Ease of Doing Business, well-educated and skilled resources, transparent public private partnership models and E-Procurement, the President of Kenya invited Indian companies to launch new initiatives in Kenya. He also said that Kenya could be a launch pad for many companies to expand in East and North Africa.

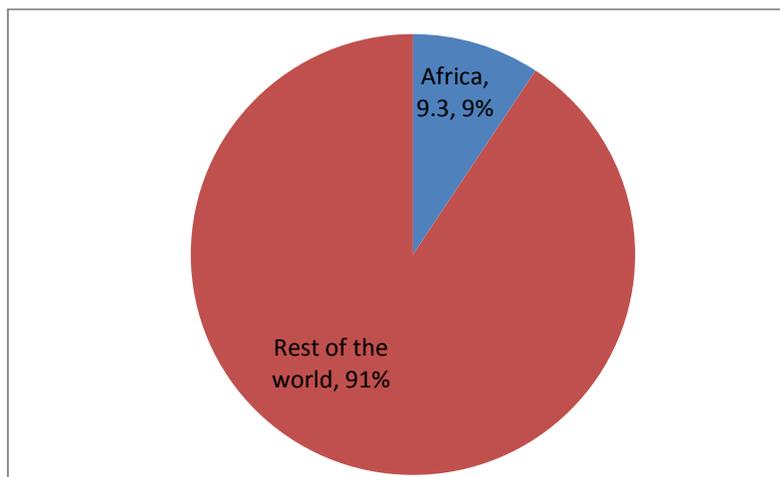
The two leaders discussed ways of stepping up partnership for the benefit of the people of their countries in several areas including combating terrorism, drug and human trafficking, health, energy, technology, agriculture, education, capacity building and trade. In a move aimed at reducing the trade imbalance between the two countries, President Kenyatta urged India to improve market access for Kenyan products in high demand.

He also urged India to accord Kenyan exports the same tariffs as other East African countries, saying the move would ensure goods from the region enjoyed the same market treatment in the Asian country. He said Kenya is keen to increase the volume and value of its exports to India through shifting its export base from agricultural and mineral-based raw materials to value-added manufactured products and also that Kenya is seeking partnerships with India in technology transfer to increase Kenya's capacity to add value to our natural products.

President Kenyatta also encouraged the Joint Trade Committees of both countries to continue meeting and identifying feasible ways to enhance bilateral trade. He said "I believe that opening up and expanding trade and investment opportunities in our two countries will provide avenues for our youth to be meaningfully engaged and contribute to the noble venture of nation building and poverty eradication,".

Monthly Trade Trend Analysis in Africa

India's total engineering exports to Africa for the month of December 2016 was USD 525 Million (Approx) constituting a share of approx 9.3% of the total engineering exports from India for December 2016 which stood at USD 5.7 billion. Africa's share in total Indian engineering exports to world in December 2016 (US\$ 525 mn) increased in value as compared to previous month November 2016 (US\$ 402 mn).



Source: DGCIS, Kolkata

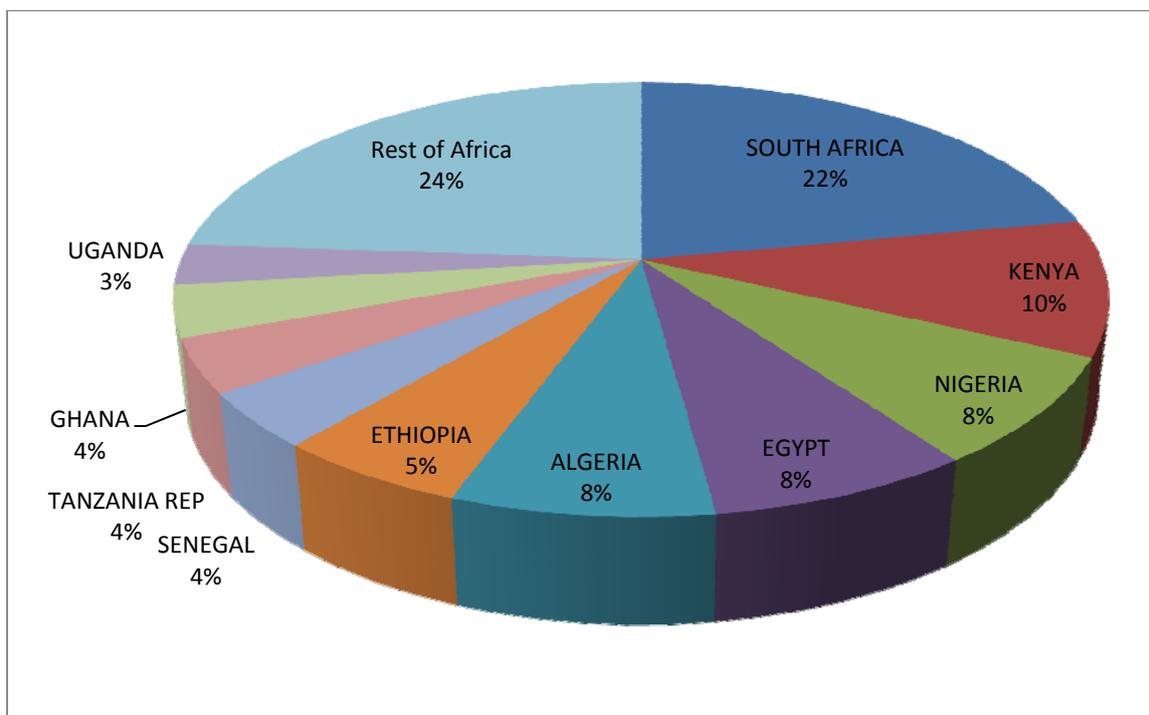
The top 5 African nations which had the highest demand for Indian engineering products during December 2016 in absolute values include:

Country	Export in December 2016 (USD million)	Export in December 2015 (USD million)	Growth (%)
SOUTH AFRICA	115.50	99.73	15.81
KENYA	52.97	51.19	3.49
NIGERIA	42.20	80.35	-47.48
EGYPT	40.64	52.38	-22.41
ALGERIA	40.32	20.16	100.02

In December 2016, three of the top five countries, registered positive growth. Growth was more prominent in Algeria, which recorded growth of over 100%. This is followed by South Africa and Kenya with growth of 15% and 3% respectively.

When one compares growth in December 2016 over November 2016, a slightly different picture is observed. Algeria has shown more progress and has achieved a positive growth rate of engineering imports from India in December 2016 also but higher than November 2016, above 100%. For Kenya it's a positive development with a higher positive growth rate in December 2016 after experiencing a negative growth in the previous months. Among the top five importing countries of the African continent of engineering products from India, the same two countries remain to achieve a negative growth in December 2016 as those in November 2016- Egypt and Nigeria.

On the basis of India's export data for engineering products for December 2016, the African countries which feature in the top export destinations are presented in figure below.



Source: DGCIS, Kolkata

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

Name of the Panel	India's export in December 2016 (USD million)	India's Export in December 2015 (USD million)	Growth (%)
Motor Vehicle/cars	131.53	115.90	13.49
Industrial Machinery	65.62	77.05	-14.83
Electric Machinery	50.33	39.54	27.30
Products of Iron & Steel	47.79	51.96	-8.02
Iron and Steel	38.21	34.68	10.19
Two and Three Wheelers	25.53	39.07	-34.67
Auto Components/Part	24.38	28.61	-14.78
Aluminum and products	23.41	25.91	-9.63

Name of the Panel	India's export in December 2016 (USD million)	India's Export in December 2015 (USD million)	Growth (%)
Construction Machinery	16.62	16.90	-1.68
Medical and Scientific Instruments	12.11	12.64	-4.26
Nuclear Reactors	10.20	7.47	36.50
Machinery for ATMs	10.16	9.38	8.30
IC Engines and Parts	9.15	13.71	-33.24
Zinc and products	7.50	1.41	432.48
Pumps of all types	7.37	6.07	21.34

Source: DGCI&S, Government of India

Out of top 15 engineering panels, only seven recorded positive growth in December 2016. Zinc and products topped the list with growth of over 400%. It is followed by Nuclear Reactors with a growth of 36%.

News in Focus

Boost Africa: Empowering Young African Entrepreneurs

Africa has some of the world's fastest-growing economies and a young, and quickly growing population. However a consistent trend in young graduates leaving or failing to return home at the end of their studies is an increasing threat for the continent's social, economic, environmental and technological progress.

Boost Africa, a joint initiative between the African Development Bank (AfDB) and the European Investment Bank (EIB), and one of the flagship initiatives of the AfDB's Jobs for Youth in Africa

Link: <https://www.afdb.org/en/topics-and-sectors/initiatives-partnerships/boost-africa-empowering-young-african-entrepreneurs/>

Morocco a business bridge to Africa

Morocco has been taking solid steps to apply its development strategy to improve its economic growth and presence in regional markets. The success of projects, driven by the energy and health sectors, has made Morocco a model to follow.

The electricity sector has experienced strong growth in Morocco which has allowed the industry to develop beyond its borders. A wide range of industrial firms that make a multitude of electrical material enables African clients to come here and satisfy their needs.

Link: <http://www.euronews.com/2017/01/04/morocco-a-business-bridge-to-africa/>

Honda Africa Twin to Be Launched in India by Mid-2017

Honda Africa Twin is known as one of the most capable motorcycles in the world and when the Japanese showcased it at the 2016 Delhi Auto Expo, it had every motorcycle enthusiast excited. One of the reasons behind the excitement was that the Africa Twin is set to be assembled at the company's Manesar plant.

Link: <http://www.news18.com/news/auto/honda-africa-twin-to-be-launched-in-india-by-mid-2017-report-details-launch-date-specifications-features-price-1330733.html>

West Africa now has its own digital currency

Senegal will soon begin using a digital currency in 2017. It's another opportunity for financial technology (fintech) to help emerging markets leapfrog traditional banking systems and bring financial inclusion to more people.

If the Senegal roll-out is successful, the currency will be used in most of Francophone West Africa Cote d'Ivoire, Benin, Burkina Faso, Mali, Niger, Togo and Lusophone Guinea Bissau.

Link: <https://qz.com/872876/fintech-senegal-is-launched-the-ecfa-digital-currency/>

African Development Bank to sink US \$20 million in Port Sudan urgent water and sanitation project

In collaboration with the UK Department of International Development (DfID), the African Development Bank (AfDB) concluded a project identification mission to Port Sudan on December 13, 2016. The mission sought to hold discussions with authorities and stakeholders on the possibility for the AfDB to finance the Port Sudan Priority Water and Sanitation (PSPWS) project as part of its joint efforts with DfID to address Port Sudan's short-, medium- and long-term water needs. The PSPWS, which the Bank plans to finance with approximately US \$20 million from the Bank's Transitional Support Facility, is based on the Strategic Investment Plan (SIP) study undertaken by DfID.

Some upcoming Exhibitions in Africa

Events	Date	Venue	Link
<u>PROMOTE</u> International Exhibition for Enterprises, SMEs and Partnerships	11th-19th February 2017	<u>Palais des Congrès de Yaoundé</u> , Yaounde, Cameroon	http://salonpromote.org/index.php/en/
<u>CIBEX EAST AFRICA</u> Construction, Infrastructure, Building & Energy Expo	15th-17th February 2017	<u>Kenyatta International Conference Center</u> , Nairobi, Kenya	http://www.cibexeastafrica.com/
<u>MEDHEALTH KENYA</u> Medical Trade Show in Kenya. Medint Kenya features Medical Equipment, Hospital Supplies, Pharmaceutical, Laboratory Equipment, Healthcare, Optical, Dental Care	24th-26th February 2017	<u>The Sarit Centre</u> , Nairobi, Kenya	http://www.growexh.com/medhealth/
<u>SOLAIRE EXPO MAROC</u> International Exhibition of Solar Energy & Energy Efficiency in Morocco	21th-23th February 2017	<u>Parc d'Exposition de l'Office des Changes (CICEC)</u> , Casablanca, Morocco	http://solaireexpomaroc.com/
<u>SENCON</u> International Building, Building Materials & Construction Machinery Expo in Senegal	22nd-25th February 2017	<u>CICES (Centre international du Commerce extérieur du Sénégal)</u> , Dakar, Senegal	https://senconexpo.com/

Tender Information in Africa

Prior information Notices

Title	Place	Deadline
<u>Installation Of Poles And Wiring - Extension Of The Electrical Network And Transfer Of Posts To Imouzzar Marmoucha</u>	Morocco	16th February 2017
<u>Supply And Delivery Of Medical Equipment</u>	Zimbabwe	26th February 2017
<u>Supply Of Laboratory Equipment</u>	Ethiopia	7th February 2017
<u>Appoint Potential Hdi Towing Vendors Throughout Free State Province</u>	South Africa	16th February 2017
<u>Supply Of Equipment And Tools (electrical, Mechanical, Etc.)</u>	Togo	20th February 2017

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

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

EEPC India Africa Territorial Newsletter

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