

# Territorial NEWSLETTER Africa

**EEPCINDIA**  
ENGINEERING THE FUTURE

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## Chairman's Pen



Africa continues to remain an unexplored region with huge opportunity for trade and investments. Several countries are strategizing their trade policy to ensure greater engagements with Africa continent. India is also trying its best to develop good trade and investment relations with Africa, with focus on MSME sector. Indian SMEs could help SMEs in the African Countries to progress and develop.

Renewable energy seems to be a priority sector for the Africa region as a whole. India can help the African countries in this area by extending technological and financial support and help them develop.

T S Bhasin

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



In this ninth 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 the Republic of Rwanda in New Delhi. The interaction emphasized on trade in engineering products and how India can help Rwanda 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 ninth edition of the 'Newsletter on Africa'. This edition builds upon India-Rwanda relations and for this EEPC India team met the High commissioner of Rwandan Embassy, Delhi. The main highlights of talks with H. E. Mr. Ernest RWAMUCYO are presented in this edition of the Newsletter. Further, information on priority sector for Rwanda is also provided.

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

S S Bhasin

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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-Rwanda: Meeting with the Rwanda High Commissioner

### Meeting with H. E. Mr. Ernest RWAMUCYO, High Commissioner of High Commission of Republic of Rwanda in New Delhi



H. E. Mr. Ernest RWAMUCYO  
High commissioner  
High Commission of Republic of Rwanda in New Delhi

EEPC India Team met the High commissioner of Rwanda in New Delhi H. E. Mr. Ernest RWAMUCYO. It was a very enlightening and useful meeting as we talked about the trade relations between the two countries with India being one of the major sources of import by Rwanda. Our discussion mainly concentrated on engineering sector.

With regard to overall trade with Rwanda, India's total trade is 150 USD million. Out of this, export to Rwanda from India is 149 USD million. Export of engineering goods to Rwanda from India is approx 58 USD million which constitute approximately 39% of the total exports to Rwanda. The major commodities traded between the two countries in the engineering sector is vehicles, electric & electronic equipments, machinery, articles of iron & steel etc.

### Rwanda's Macro-economic Snapshot

<b>Capital</b>	Kigali
<b>Currency</b>	Rwandan francs (RWF)
<b>GDP</b>	\$18.7 billion (2014 est.)
<b>Exports</b>	\$720 million (2014 est.)
<b>Exports - commodities</b>	coffee, tea, hides, tin ore
<b>Exports - partners</b>	China 24.2%, Democratic Republic of the Congo 17%, Malaysia 13.4%, Swaziland 6.8%, US 5.5% (2013)
<b>Imports</b>	\$1.898 billion (2014 est.)
<b>Imports - commodities</b>	foodstuffs, machinery and equipment, steel, petroleum products, cement and construction material
<b>Imports – partners</b>	Uganda 15.9%, Kenya 15.2%, China 10.4%, UAE 8.6%, India 6.8%,

**Focus Sectors:** In our conversation with the High Commissioner, H. E. Mr. Ernest RWAMUCYO, pointed out that the focus sectors from the Rwandan point of view is power and energy which includes power and energy generation, transmission and also distribution. He also highlighted that many of the Indian companies are into power and energy and some of them are helping the Rwandan companies in installation of the power lines and also by supplying things like transformers, cables etc used in the power and energy sector. Another focus sector pointed out by Mr. Ernest was infrastructure. A lot of development and work is going on and needs to be done in this sector. Infrastructure includes mainly roads, highways, railways and airports. Railways is one of the priority of the Rwandan government in the infrastructure sector followed by the airports, many of the airports are being expanded and many newly airports are to be constructed in Rwanda which requires the help and

assistance of the Indian companies as logistics and transportation is very important from trade point of view. Another focus sector is housing and real estate comprising of commercial building, labor housing etc. Information Communication and Technology is another field on which Rwanda government is focusing. And the High Commissioner is of the view that India can help them and support them in these sectors. Other focus sectors included manufacturing especially the small scale manufacturers and requiring supply of various machinery and equipment, mining and mining technology and equipment.

**Areas of Cooperation:** When asked about the scope for cooperation between the two countries especially in engineering trade, and also considering the fact that 60% of the EEPC India members are SMEs and they contribute immensely to the engineering sector, the High Commissioner said that Rwanda sees India as of strategic interest especially for investment, trade and capacity building. In this aspect Rwanda is also carrying out various promotional activities for getting investment in from India in sectors like power, agriculture, IT. He also expressed his desire of collaboration between the Indian and Rwandan companies in sectors like power, agriculture machinery.

**Make in India Initiative:** The High commissioner of Republic of Rwanda, H.E. Mr. Ernest praised the Make in India initiative by the Indian government and also pointed that India has a lot of capability and such initiative will help India enhance their capability and will also help India emerge as a major exporter and producer of different products and technology especially in the engineering sector. The initiative will further help in globalizing Indian trade and technology in engineering sector and getting India in a better position globally.

**Augmenting Bilateral Trade:** The Rwanda High Commission is planning to carry out a vibrant promotional campaign for the Indian manufacturers to make them aware of the opportunities in Rwanda and the East African Community (EAC) market and on the other side helping the Rwandan manufactures know the Indian markets,

their demands and local regional markets. Secondly, there are many trade missions happening between the two countries, where the Indian companies individually or with the help of some organization are visiting Rwanda to explore the various opportunities and to invest or to expand the current collaboration between the two countries. Similarly, from Rwanda side also various companies are visiting Indian markets. The Rwandan High Commission is also carrying out various road shows, exhibitions and B2Bs to create awareness in the region and country regarding the various business opportunities in the two countries and which would eventually strengthen the bilateral ties between India and Rwanda.

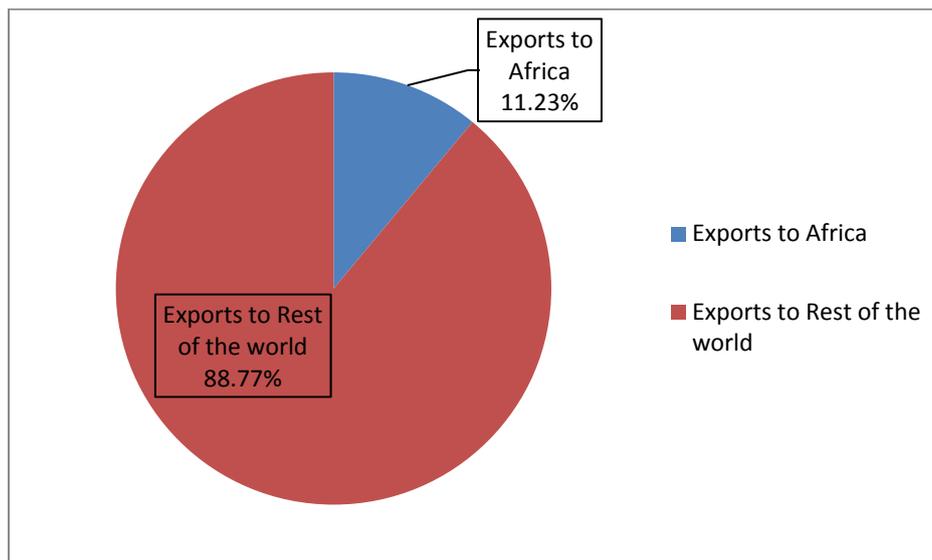
**Impact of India-Africa Forum Summit** : After the recent India-Africa Summit, relationship between India and African countries have been strengthened. The high commissioner remarked that the summit was a successful event as there were many interactions not only with the political community but also business and economic community of the two countries. He was of the view that the various opportunities and help offered by India like the \$10 billion Line of Credit, will help Indian business company to have access to African resources and also the African companies can have access to Indian technology which will help build not only trade but also services between the India and Africa. The Indian summit also promised 50,000 scholarships for training and education of African students. And also an India- Africa development bank has been formed for training and capacity building and offering various grants under this, and making India more strategically important for Africa.

**African Market way ahead**: On the view about making Africa as a common market the High Commissioner of Rwanda said they are taking many initiatives like Regional Economic Integration to create a common market for Africa. East African Community (EAC) comprising of five countries- Rwanda, Uganda, Tanzania, Burundi and Kenya, totaling a population of 140 million people have a common market. EAC is also trying to reduce the barriers of trade and increase intra African trade. Apart from EAC, South African Development Community (SADC) comprising of 15 African countries is also trying to enhance the regional trade and it is one of the agendas of the Rwandan government towards making Africa a common market. EAC, SADAC, COMESA (Common Market for East and Southern Africa), is planning to get in a tri-partite regional trading bloc covering all the countries of the three groups to ease the trade between the African Countries. Apart from this, the Rwanda government is also working towards VISA relaxation for easy movement of people in the country by getting Rwanda under the East African Visa.

From the discussion, it emerged that Rwanda is deeply interested in bolstering trade and investment relationships with India. At the end, we thanked him for his time and gesture.

## 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.



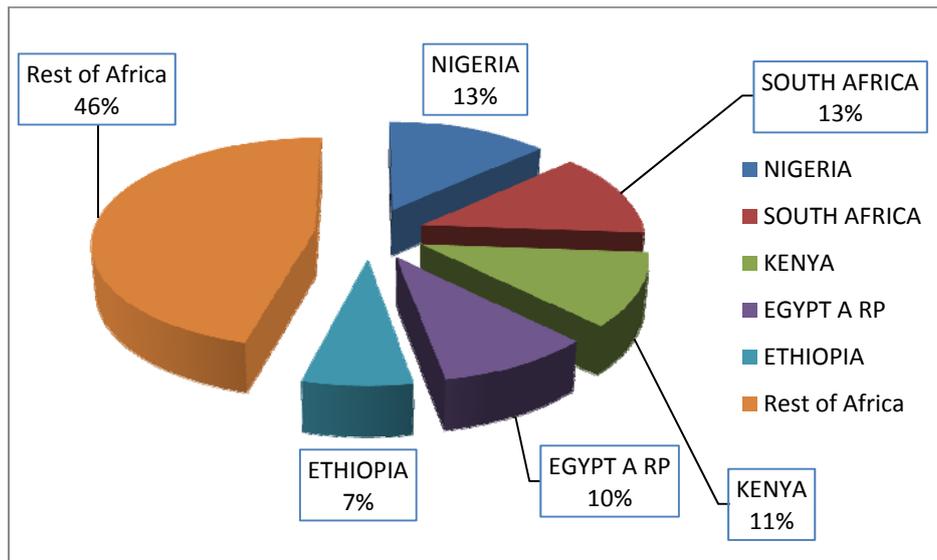
Source: DGCIS, Kolkata

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

Country	Export in March 2016 (USD million)	Export in March 2015 (USD million)	Growth (%)
<b>NIGERIA</b>	77.55	90.80	<b>-14.59</b>
<b>SOUTH AFRICA</b>	74.26	111.39	<b>-33.34</b>
<b>KENYA</b>	65.50	51.33	<b>27.61</b>
<b>EGYPT</b>	56.89	85.71	<b>-33.62</b>
<b>ETHIOPIA</b>	40.15	28.45	<b>41.11</b>

India's engineering exports to African countries witnessed some changes in March 2016. Firstly, Nigeria replaced South Africa and became the top importing country in the African continent of Indian Exports in Engineering products. Second we have Kenya and Egypt swapping positions, with Kenya as the third top export destination for India in engineering products, and not only did Kenya gained a position up but also jumped from a negative growth rate (-21.5%) in February 2016 to a high positive growth rate (27.61) in March 2016. Another important change in trade trend for the month of March 2016 was Ethiopia. Ethiopia continued to progress and grew with a positive growth rate and achieved almost 16% higher growth rate in March 2016.

On the basis of India's export data for Engineering Products of March 2016, the African countries which feature in the top 25 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 March 2016 include:

Name of the Panel	India's export in March 2016 (USD million)	India's Export in March 2015 (USD million)	Growth (%)
Motor Vehicle/cars	122.95	176.98	-30.53
Industrial Machinery	82.65	94.76	-12.78
Products of Iron & Steel	73.09	74.96	-2.49
Electric Machinery	37.19	48.12	-22.72
Aluminum and products	34.75	18.34	89.45
Iron and Steel	32.37	56.88	-43.10
Auto Components/Part	28.78	36.21	-20.53
Two and Three Wheelers	26.89	31.91	-15.72
Medical and Scientific Instruments	15.70	14.21	10.46
Nuclear Reactors	14.61	10.94	33.58
Air condition and Re	12.82	17.88	-28.30
Construction Machinery	12.80	21.44	-40.27

Name of the Panel	India's export in March 2016 (USD million)	India's Export in March 2015 (USD million)	Growth (%)
Machinery for ATMs	12.26	15.23	-19.46
IC Engines and Parts	10.95	10.90	0.45
Bicycle & Parts	9.69	12.52	-22.60

Source: DGCI&S, Government of India

## News in Focus

### Corruption and poor infrastructure 'not barriers to investing in Africa'

Factors such as corruption, poor infrastructure and poor business conditions do not scare investors away from Africa if the business opportunities are sufficiently attractive. Total inflows of foreign direct investment (FDI) to Africa have increased by 20% in the five year period to 2014.

Southern Africa was the largest beneficiary of FDI followed by Central and East Africa. However FDI to both North and West Africa has fallen since 2010 because of political instability, terrorism and internal security issues, as well as policy uncertainties arising from continuously changing governments.

Link: <http://www.cips.org/en-SG/supply-management/news/2016/march/corruption-and-poor-infrastructure-not-barriers-to-investing-in-africa/?src=ilaw>

### Capacity building vital for India-Africa cooperation:

Capacity building is an important element of cooperation between India and Africa and this engagement is required to forge development with the continent, Minister of State for External Affairs V K Singh said.

"We feel that capacity building will always remain as a very important element of our cooperation. Our approach of development has always been because we believe that when you partner for development you must build capacities and capabilities in that country and it should not be extracted in your engagement," Singh said.

Link: [http://articles.economictimes.indiatimes.com/2016-03-14/news/71509489\\_1\\_vk-singh-india-africa-india-africa-summit](http://articles.economictimes.indiatimes.com/2016-03-14/news/71509489_1_vk-singh-india-africa-india-africa-summit)

### Indian Power Minister wants Africa to join ISA club in clean energy drive

Power Minister called upon African nations to join the International Solar Alliance (ISA) to promote the renewable source of energy across the globe. He suggested that India and Africa should deepen partnerships

for development of micro grids and off grids as part of efforts for realization of UN's Sustainability Development Goals (SDGs) well before year 2030.

Link: [http://articles.economictimes.indiatimes.com/2016-03-15/news/71543290\\_1\\_power-minister-piyush-goyal-isa-renewables](http://articles.economictimes.indiatimes.com/2016-03-15/news/71543290_1_power-minister-piyush-goyal-isa-renewables)

## Africa showing long-term growth prospects

African retailers and consumer businesses are facing long-term growth prospects despite the decline in global economic growth which resulted in sharp rising prices.

The economic growth predicted for 2016 and beyond in some African countries and the growth expected in Africa's consumer market provided major opportunities for retail and consumer companies looking into the future

Link: <https://www.enca.com/money/africa-showing-long-term-growth-prospects>

### Some upcoming Exhibitions in Africa

Events	Date	Venue	Link
<a href="#"><u>AFRO PACKAGING &amp; FOOR MANUFACTURING</u></a> International Packaging and Food Processing Technology Exhibition in Egypt	11th - 14th May 2016	<a href="#"><u>Cairo International Convention &amp; Exhibition Centre,</u></a> Cairo , Egypt	<a href="http://afropackaging.com/exhibitor-list-2016-by-countries/">http://afropackaging.com/exhibitor-list-2016-by-countries/</a>
<a href="#"><u>KENYA TRADEX</u></a> Multi-sector International Trade Exhibition. Tradex features sectors include Automotive, Building, Industrial, Lighting, Machinery, Security, Plastics, Food, Hotel, Agriculture, Consumer & Household, Printing & Packaging, Medical & Health, Garments	28th - 30th May 2016	<a href="#"><u>Kenyatta International Conference Center,</u></a> Nairobi, Kenya	<a href="http://www.profexexhibitions.com/">http://www.profexexhibitions.com/</a>
<a href="#"><u>RWANDA BUILDEXPO</u></a> International Building & Construction Exhibition in Rwanda	26th -28th May 2016	<a href="#"><u>Gikondo Expo Ground, Kigali,</u></a> Kigali, Rwanda	<a href="http://rwandabuildexpo.com/">http://rwandabuildexpo.com/</a>
<a href="#"><u>NAMPO HARVEST DAY</u></a> The largest show of agricultural machinery and livestock in the southern hemisphere	17th -20th May 2016	<a href="#"><u>NAMPO Park,</u></a> Bothaville , South Africa	<a href="http://www.grainsa.co.za/pages/nampo/nampo-home">http://www.grainsa.co.za/pages/nampo/nampo-home</a>

Events	Date	Venue	Link
<a href="#">TANZANIA AUTOINDEX International Automotive &amp; Industrial Trade Exhibition</a>	28th -30th May 2016	<a href="#">Mlimani Conference Centre</a> , Dar Es Salaam , Tanzania	<a href="http://www.profexexhibitions.com/">http://www.profexexhibitions.com/</a>
<a href="#">ETHIOPIA AGRI, FOOD &amp; PACK EXPO International Trade Event for the entire Food, Beverage &amp; Packaging industry</a>	12th -16th May 2016	<a href="#">Addis Ababa Exhibition Centre</a> , Addis Ababa, Ethiopia	<a href="http://www.tradeindia.com/TradeShows/58159/Ethiopia-Print-Pack-Expo-2016.html">http://www.tradeindia.com/TradeShows/58159/Ethiopia-Print-Pack-Expo-2016.html</a>

## Tender Information in Africa

### Prior information Notices

Title		Deadline
<a href="#">Supply and installation of Wind Mills for Pumping Water in the Grazing Reserves</a>	Nigeria	17th May 2016
<a href="#">Of development and equipment of a center in the city of smara.</a>	Morocco	3rd May 2016
<a href="#">Supply and installation of hydro-mechanical and electrical equipment for the equipment of pumping stations on drilling</a>	Tunisia	4 <sup>th</sup> May 2016
<a href="#">Supply and Installation of Rice Mill Machinery (10 tons &amp; 20 tons/day)</a>	Nigeria	17th May 2016
<a href="#">Delivery vans spare parts for generators and diesel locomotives type KTA 38L DM 600.</a>	Morocco	20th May 2016
<a href="#">Design, manufacture, deliver, install, test, comission and</a>	South Africa	6 <sup>th</sup> May 2016

<u>uphold for 52 weeks electrical, instrumentation, control, mechanical equipment</u>		
<u>Installation of 500 mm diameter steel and 150 mm upvc pipelines at greenview station, mamelodi</u>	South Africa	12th May 2016
<u>Provision of consultancy services for design, supply, delivery, installation, testing, commisioning, training and maintenance of load management system</u>	Namibia	6 <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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