

DATE OF DURATION

Mozambique (Maputo)	5th and 6th October, 2006
South Africa (Johannesburg)	7th - 10th October (Includes Saturday and Sunday)
South Africa (Durban)	11th October, 2006
Botswana (Gaborone)	12th October, 2006
Namibia (Windhoek)	13th - 14th October, 2006

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EEPC INDIA

Engineering Export
 Promotion Council

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Designation

Company

Address

Phone Mobile

e-mail



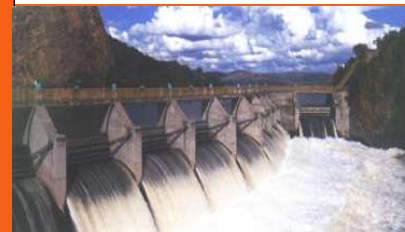
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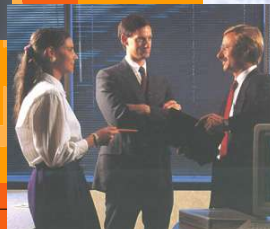
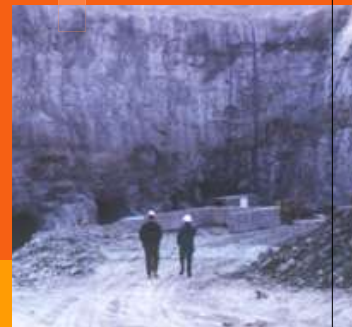


Multi-Product
 Delegation to **Africa**

5th – 14th October, 2006



AFRICA



The Council is organising a Multi - Product Trade Delegation to the following countries in Africa : South Africa, Mozambique, Botswana and Namibia, from 5th October to 14th October, 2006.

India-Africa bilateral trade has grown from US \$ 967 million in 1990-91 to US \$ 11.8 billion in 2005-06. Exports and imports from Africa include a number of engineering items and there have been project exports as well. Though trade and investments with Africa have grown over the years, there is immense potential for further growth.

	2003-04 (US \$mn)	2004- 05(US \$mn)	2005 - 06(US \$mn)
Indo Africa Trade in all Commodities	7063.76	9584.78	11843.01
Indo Africa Trade in Engineering Goods	1273.25	2021.98	2692.37

South Africa :The unexplored potential

Presently, South Africa is the biggest African market for Indian engineering goods and also holds immense potential for trade. Statistics show a staggering growth in export of engineering goods from India to South Africa during last three years. It has grown from US \$ 135.02 million in 2003 - 04 to US \$ 496.48 million in 2005 - 06. Product Sectors identified for Exports include Primary Iron & Steel Products, Passenger Cars, Automotives, Auto Parts, S S Utensils, Electric Transformers, Industrial Machinery, SS Wire & Wire Products, Electric Motors, Builders' Hardware, Home Electric Appliances, Bearings, Industrial Fasteners, Scientific & Surgical Instruments, I.C. Engines & Parts, Hand Tools, Wire Ropes, Pipes & Pipe Fittings

Namibia : Blessed with natural bounty

Namibia is a country of great promise. The economy is heavily dependent on the extraction and processing of minerals for export. Presently, India exports engineering items worth US \$ 6.55 million. Product Sectors identified include Prime Iron & Steel, Pipes & Tubes, Industrial Fasteners, Machine Tools, IC Engines & Parts, Industrial Machinery (Small Scale), Heating & Cooling Equipment, Pumps, Builders Hardware, Electric Power Machinery, Home Appliances, SS Utensils and Cutlery and Auto Parts.

Botswana : Rapid strides in development

Botswana is another country in the neighbourhood of South Africa which is fast developing and offers good potential. 74% of the imports of Botswana is from SACU countries, with South Africa holding the largest share. Value of engineering goods exported from India to Botswana has increased from US \$ 2.57 million in 2003 - 04 to US \$ 6.78 million in 2005 - 06. Based on total import of Botswana, the following product sectors offer good potential: Prime Iron & Steel, Pipes & Tubes, Industrial Fasteners, Machine Tools, IC Engines, Industrial Machinery, Heating & Cooling Equipment, Pumps & Parts, Mechanical Handling Equipment, Electric Power Machinery, Electric Home Appliances, Auto Parts & Builders' Hardware.

Mozambique : A land of promise

Mozambique, due to fiscal reforms, including the introduction of a value-added tax and reform of the customs service, have improved the Government's revenue collection abilities. Indian exports of engineering goods to Mozambique have increased from US \$ 19.81 million in 2003 - 04 to US \$ 31.98 million in 2005 - 06. Product Sectors Identified include Prime Iron & Steel, Pipes & Tubes, Agricultural Equipment, Pumps, Mechanical Handling Equipment, Auto Parts & Builders' Hardware.

List of Product Sectors Identified for BSMs are

- Primary Iron & Steel Products
- Auto Parts
- S S Utensils and cutlery
- Electric Power Machinery
- Electric Home Appliances
- Industrial Fasteners
- I.C. Engines & Parts
- Hand Tools
- Pipes, Tubes & Fittings
- Machine Tools
- Pumps and Parts
- Mechanical Handling Equipment (Cranes, lifts, winches & other machinery)
- Agricultural Implements / Tools

Hotel Accommodation / Travel Costs

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

Participation Charges

Rs 40,000/- per participant will be charged to partially cover the expenses of providing the following facilities to the participants:

- Airport Transfer,
- Local Transport for joint meeting and BSM
- Venue Expenses, Working Lunch Expenses on the day of BSM,
- Interpreter expenses (if required)
- Preparing databases for marketing
- Mobilisation of buyers in Africa
- Printing of delegates' profile booklet for distribution among Buyers, Chambers of Commerce, Trade Associations and Embassies

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

Participants will be eligible to & fro air passage in economy excursion class up to Rs 70,000/- only as per revised MDA guidelines. Only one person per company will be entitled.

Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done strictly on first - come- first- served basis.

Cancellation of Participation

Any request for cancellation after confirmation will not be entertained and will amount to forfeiture of the payment made to the Council on account of participation charges.

Registration Procedures

The Registration Form duly filled along with the Demand Draft for Rs 40,000/ in favour of "Engineering Export Promotion Council" payable at Kolkata should be sent latest by 14th August, 2006 to enable us to organize Buyer Seller Meets according to the profile of participants.

Response Slip

Yes, we are interested.
Please send us further details.

See form overleaf