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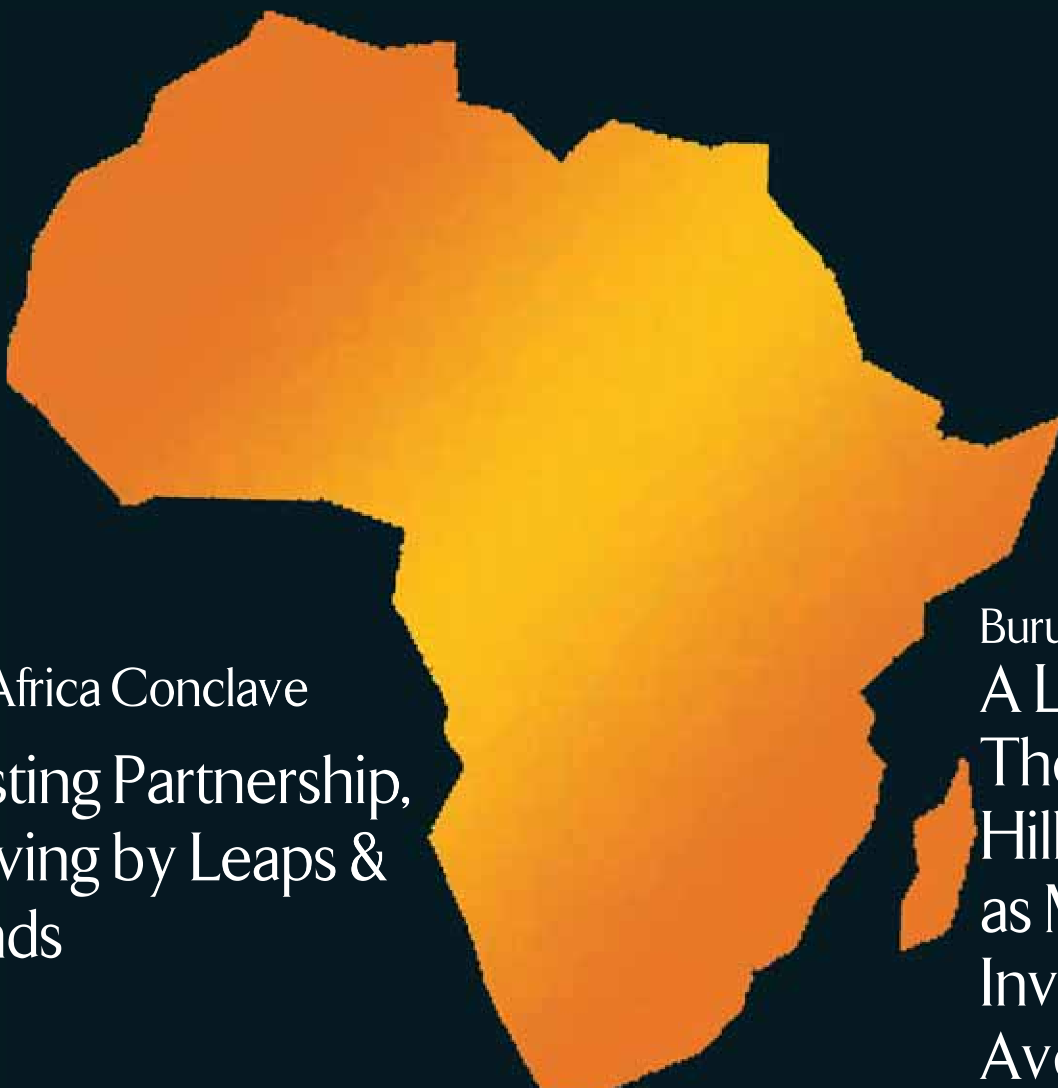

India-Africa Conclave

A Lasting Partnership, Growing by Leaps & Bounds

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EDITORIAL

Dear Reader,

Greetings. Come March, the Indian capital eagerly awaits the CII-EXIM Bank India-Africa Project Partnership Conclave, which has now become an annual fixture on the country's corporate calendar. What started as a promising event in 2005 has since grown into a massive B2B summit, where multi-billion-dollar project deals are struck. The cover story of the current issue of Indo-African Business celebrates the 9th edition of the Conclave, being held from 17 to 19 March 2013 in New Delhi. Africa's economic success has sparked admiration globally. The Economist, a highly respected magazine, in its recent issue, has praised Africa lavishly, describing it as 'the world's fastest growing continent'. Burundi, an enchanting country dotted with a thousand hills, is offering an attractive package of incentives to attract foreign investment. We present a report on Burundi, which is one of the three Guest countries on which a special session will be held at the latest Conclave. Shankarnarayan R. Rao, President of Global Procurement Consultants Ltd (GPCL), which is promoted by the EXIM Bank, explains in detail the operations of the company in promoting India's trade with Africa. Maakhir Resources Company (MRC) of Somalia has embarked on a massive campaign to rebuild the strife-torn country. MRC's CEO Faisal Ahmed Yusuf talks about the initiatives taken in this regard. Stephen Vaz, founder & CEO of Indo-African Business Consulting (IABC), in an interview with the magazine shares his thoughts about how his organization provides his clients with unique insights that benefit their business strategies. Navdip Dhariwal, a former BBC India and Africa Correspondent provides new perspective to look at the epic scale of opportunities that Africa provides. A profile of JCB, a global leader in industrial machinery manufacturing, provides an insight into its market strategies. An informative study on African infrastructure by Dr. Suresh Kumar and Ms. Vibha Gupta points out that India enjoys a cost-effective cutting edge in meeting the continent's requirements in this critical sector. In an analysis Ranjan Satya S writes about the different approaches that India and China have adopted in tapping the African market. We carry the report of a Task Group on diamonds calling for incentives to prop up declining exports. Srinivas Nidugondi foresees the remarkable role that mobile phones might play in future money transactions. We present a personality profile of Mangal Prabhat Lodha, a lawyer, legislator, builder and the original RTI motivator. Indian farmers are making a beeline for Africa to acquire and cultivate land in Africa. We carry a report. Resource-rich Africa can be the ideal destination for energy-starved India, says a study. Besides the above fare, the magazine carries plenty of news as well as regular features.

Wish you happy reading

Satya Swaroop

Managing Editor

9th CII-EXIM Bank India-Africa Conclave

A Lasting Partnership, Growing by Leaps & Bounds

The economic engagement of India Inc. with Africa, the world's fastest growing continent, is poised to receive a further boost during the three-day annual CII EXIM Bank India-Africa Project Partnership Summit, which is celebrating its 9th edition from 17 to 19 March 2013 in Delhi.

Over the last eight years, the annual Conclaves have achieved remarkable business results. During the previous eight Conclaves, as many as 1,510 projects worth a mammoth USD 104 billion have been deliberated and many of these have fructified. The annual Conclaves have successfully built a bridge between Indian and African government and business leaders by acting as a catalyst to enhance the level of business engagement between the two sides.

Delegates from more than 50 African countries are participating in the Conclave which is being organized by the Confederation of Indian Industry (CII) and the Export-Import Bank of India (EXIM Bank). India's Minister for Commerce, Industry & Textiles Anand Sharma is expected to deliver the opening address.

According to the organizers, more than 30 African countries have submitted as many 475 project proposals worth USD65 billion, in which Indian companies could invest. Even if half of these proposals find takers, it would push India Inc's overall investment in Africa from USD35 billion at present to about USD60 billion in the near future.

The major sectors that the African countries are looking for Indian investment include agriculture, consumer durables, infrastructure, energy, transport, mining, finance

and telecom. There are massive opportunities in Africa, especially in consumer durables and agriculture in countries that provide an ideal investment climate.

Of the 54 countries of the African continent, nearly 45 are expected to take their bilateral engagement with India to a new high. As many as 650 overseas delegates, including nearly 40 MPs, would participate in the Conclave sessions and deliberations. Since 2005, this annual Conclave has served as a powerful platform for Indian and African government agencies and corporate companies to forge long-term project partnerships.

India had extended a USD5.7-billion credit and grants for developmental projects and over 100 capacity building institutions in Africa. This is apart from the line of credit that EXIM Bank provides to African nations. Among the proposals that CII received from the African nations are 126 agricultural projects worth an investment of USD4.74 billion, 177 infrastructure projects worth USD34.19 billion, and 34 energy sector plans costing USD20.74 billion.

In the last decade, both India and Africa have signed 24 major bilateral treaties and became the fourth largest trading partner with Africa. India has also been helping Africa in pan-African e-network projects, tele-education and developing basic infrastructure facilities like water management projects.

The first India-Africa Project Partnership Conclave was held in 2005. The CII initiative, launched in partnership with Exim Bank of India, was supported by central Ministries External Affairs and Commerce and Industry.

Over the last eight editions, the Conclave has emerged as the pioneer event in building partnerships and enhancing the economic engagement between India and the African continent.

Delivering the keynote address in 2009, then External Affairs Minister Pranab Mukherjee summed up the significance of the Conclave thus. "The Conclave has become a prestigious event for Indian and African governments and industry to meet and explore new avenues of partnerships. The annual gathering enables the Indians and African leadership to take stock of the progress of the partnership and address future needs in this regard."

Union Minister for Commerce, Industry and Textiles Anand Sharma, who has been associated with the Conclave since its first edition, has said: "The Conclave has opened up innumerable cross-border business opportunities. The presence of high level delegations is proof enough of the importance that Africa has attached to the Conclave."

On the African side, the heads of state and top officials of African developmental agencies, have year after year, have chosen the annual Conclave to place their countries in global focus along with their development needs and strengths they offered in terms of partnerships.

Since 2005 CII has also organized 13 regional Conclaves in Zambia, Ethiopia, Ghana, Mozambique, South Africa, Cote d'Ivoire, Uganda, Senegal, Tanzania, Namibia and Nigeria.

The 9th and latest edition of the Conclave in Delhi will begin with a Special Session on the evening of 17 March 2013 on the theme "India-Africa: Creating Partnership for South-South Cooperation"

Nine Plenary Sessions have been drawn up on various themes, covering a whole gamut of areas of project partnership between India and Africa. These include:

- Setting up India-Africa Bilateral Partnership Engagement
- Developing Project Financing Architecture in Africa
- Achieving Food Sufficiency in Africa–Opportunity for collaboration
- India-Africa Partnership for Mining and Beneficiation
- Achieving Affordable Healthcare in Africa
- Infrastructure: Partnering for Growth
- Building Capacity for Future: Opportunity for Partnership
- Search for Sustainable Power: India-Africa Partnership
- India's Global Emergence: Partnering Africa's Development

There are special sessions on three Guest Countries. These are:

- Burundi
- Cameroon
- Zambia

Besides, there are also individual country sessions on:

- Cote d'Ivoire
- Republic of Guinea”
- Mozambique”
- Niger and
- Ethiopia

There are also parallel sessions on the following wide-ranging themes:

- Hydro Power for Africa
- AAA Technology for Africa
- Investment & Technology Partnership
- India–Africa Infrastructure Partnership
- Putting projects on ground in Africa
- Preliminary Findings of WTO Survey on “India-Africa Trade & Investment
- Developing Partnership in Mobility, Power & Farm-tech
- India-West Africa Partnership
- Industry & Banking Interface on India-Africa Partnership
- India-East & Southern Africa Partnership
- Speeding up Infrastructure in Africa: Developing Bankable Projects

India Committed to Boost Trade with Africa to $90bn by 2015

During the 8th edition of the Conclave, India's commitment to realize the new bilateral Indo-African trade target of USD90 billion by year 2015. It was felt that the concessional duty tariff extended by the Indian government to the least developed countries in Africa would boost African exports to India. Stating this in his address at the valedictory session of the Conclave Madhusudan Ganapathi, Secretary-West, Ministry of External Affairs, said that capacity building is at the forefront of India's engagement in Africa.

India is establishing around 100 capacity building institutions in Africa, in areas ranging from IT, foreign trade and education, planning and administration, to civil aviation, and vocational training. Through interventions like this, African industry will be better placed to promote value-addition in their industrial and business sectors.

Technology collaborations, transfer of technology and greater participation of the youth in India and Africa will bind the drive future India-Africa partnerships, said Ganapathi, adding that the 21st century would belong to Africa and

the Indian Ocean states.

At the session, separate MoUs were signed between Confederation of Indian Industry (CII) and the Cameroon Chamber of Commerce, Industry, Mines & Crafts (CCIMC), Association of Ghana Industry (AGI), Ghana Chamber of Commerce & Industry, Malawi Confederation of Chambers of Commerce & Industry (MCCI), Sierra Leone Chamber of Commerce, Industry & Agriculture, Seychelles Chamber of Commerce & Industry (SCCI), Gambia Chamber of Commerce & Industry, and Rwanda Private Sector Federation.

As many as 36 ministers from both India and Africa addressed the Conclave. More than 600 delegates from Africa and 500 delegates from India participated in the deliberations.

Nearly 200 projects worth $30 billion were discussed during the course of the business meetings.

Providing his perspective on the 'Afro-Indian Consensus', Jonathan Wutawunashe, Dean, Diplomatic Corps said India and Africa together are capable of achieving any lofty goal. The annual Conclave has acted as a 'forum for miracles', setting the tone for greater India-Africa cooperation. "We are pursuing the right goals and our partnership should become more visible to the world," he said.

Sunil Kant Munjal, Past President, CII & Chairman, Hero Motor, said in his special address that India and Africa should jointly stem the protectionist trends emerging from economies that once championed the free market principles.

He said that India has a unique experience of guiding its one billion people toward a free market economy. "We have learnt from our experience, and from our mistakes. We will be happy to share our growth experience with Africa," he said.

Munjal underlined India's demographic advantages but said that both India and Africa faced challenges with respect to education, healthcare and abject poverty which needed to be addressed. He also said that the infrastructure deficit in Africa and other developmental challenges might be seen as opportunities for deeper India-Africa engagements.

However, he added, "Our businesses is not for charity. They need an enabling environment to deliver optimal results. So, let us create a win-win situation."

Sanjay Kirloskar, Chairman, Kirloskar Brothers Ltd, said in his address that food security is one of the biggest challenges for the African societies, especially since the African population is estimated to double in the next 25 years. Innovative financing options for agriculture and irrigation will be crucial for spurring food production growth, he said.

Given Africa's land and water resources, the continent could become the world's bread basket, he said.

Earlier, addressing the Conclave on the first day, Minister for Commerce, Industry & Textiles Anand Sharma said that India and Africa will act as engines of global economic recovery. The Indian government will fast-track the establishment of the specialized capacity building institutions in Africa', he said.

"As the global economy faces stiff headwinds resulting in contraction of markets and dip in trade and investment flows, deeper economic cooperation between India and the African nations will provide the growth impetus to both the regions," Sharma said.

"We will have to act together. In doing so we will emerge as the engines of global economic recovery. The world is witness to a rebalancing of the economic order. This presents new growth opportunities for India and Africa which are endowed with rich natural and human resources. Within one year, GDP of Asia, European Union and North America would be almost equal in size. Also, India figures among the largest global economies," the Minister said.

Likewise, the Africa GDP is expected to exceed $2.5 trillion in a little over a decade. The emerging order sets the tone for stronger India-Africa partnership, he said.

Drawing attention on capacity building, Sharma said the Indian government will fast-track the establishment of the specialized capacity building institutions in Africa that it has committed to. "Education is the most potent tool of empowerment of people," he said.

Touching upon the subject of food security, Sharma said that as many as 80 Indian companies have invested in Africa's agriculture sector. Looking ahead, the focus of these companies would be driving value addition in this sector, while initiating steps to curb post-harvest losses by building support infrastructure.
Noting that India's strident progress in the ITES sector has contributed toward progressively bridging the country's technology divide, he said that promotion of this sector could achieve similar results in Africa.

The Minister also referred to Indian pharma companies facilitating the delivery of affordable life-saving drugs in Africa, impacting the lives of many people in the region. "We will counter the campaign that generics are sub-standard and we will ensure that the poor people get easy access to generics," he said.

Mrs Joice Mujuru, Vice President of Zimbabwe, said in her special address that Zimbabwe has ushered in a competitive business environment in the country through the Medium Term Plan launched in 2011. Now, as the country aims for double digit GDP growth by 2015, many business sectors will offer attractive investment opportunities.

Mrs Mujuru invited Indian companies to avail of the new business opportunities in diverse areas like mining, manufacturing, power generation, telecom, tourism, etc.

She laid particular emphasis on value added business activities, which would be catalyzed with foreign direct investments. Mrs Mujuru made a special reference to the diamond polishing and cutting industry in Zimbabwe which would greatly benefit from closer business engagements with Indian companies.

B. Muthuraman, President, CII, in his address said, "The Indian industry has established its footprint in Africa, guided by the emerging opportunities in the region instead of any government mandate. As a result, India's business engagements with Africa are driven by the economic rationale, which I believe is a sustainable model of partnership."

Earlier, Chandrajit Banerjee, Director General, Confederation of Indian Industry (CII) said in his opening remarks that the Conclave has the presence of delegates from 40 different African countries.

Among them, there is also a group of young parliamentarians who are at the Conclave to participate in the deliberations.

The 8th Conclave organised by CII and EXIM Bank has attracted more than 600 African delegates from 40 African countries, with ministerial participation from 22 countries. The conclave has also hosted a technology show with the assistance of the Council for Scientific & Industrial Research (CSIR), Government of India, where India's Triple A technologies are being showcased.

Minister of State for External Affairs Preneet Kaur in her address to the Conclave said that India stayed committed to meeting Africa's tech, investment needs. "Capacity building initiatives by India will help African industry move up the value chain', she said.

Kaur said that technology, investments and training formed the core of India-Africa partnership. "India has offered its expertise and resources in these areas at the pan-Africa, regional and bilateral levels with great success," she said.

Kaur said that India's efforts to set up 32 capacity building institutions at the regional level and 40 such institutions at the bilateral level will support Africa's drive to meet the Millennium Development Goals (MDGs) and also strengthen its human resources base.

She said that the Government of India's concessional lines of credit to different African states have catalyzed infrastructure development and capacity building initiatives in the region, besides paving the way for private investments in the recipient economies. The Minister said the 35 percent increase in India-Africa bilateral trade flows in 2011-12 over the previous year augurs well for the bilateral cooperation and partnerships.

Kaur also said that the recent launch of the India-Africa Business Council, the 2nd India-Africa Trade Ministers Meet, and numerous workshops held for the training of African people will go a long way toward strengthening the African business drive to move up the global value chain. Value addition is critical to African industry's global competitiveness.

Earlier, Faustin Archangel Touadera, Prime of Central African Republic, said in his address that his country was honoured to be the Guest Country at the Conclave. "A new eastern wind is blowing over our continent," he said to illustrate India's growing role in Africa.

Touadera said that the bilateral ties with India need to be revitalized through greater investment flows, and technology sharing. He said that Indian companies could play a vital role in tapping Central African Republic's vastly untapped hydro resources, and mineral and agriculture resources. Positioned in the "heart of Africa", this country could also serve as a gateway to regional markets, he said. Central African Republic has some 470 minerals. Transportation infrastructure development and telecom were cited as other areas where Indian cooperation and partnership could make a difference to Central African Republic.

Touadera acknowledged the benefits that the Government of India concessional line of credit (LoC) has delivered to his country. At the Conclave, EXIM Bank of India and the Government of Central African Republic signed an agreement for a new LoC valued at around $60 million. The LoC will be directed for projects in agriculture and mining sectors.

TCA Ranganathan, CMD, EXIM Bank of India, said that even as Indian companies are increasing their footprint in African markets, Indian industry would do well to strengthen the 'Brand India' presence in Africa.

He observed that while Indian exports of machinery items, electrical items and transport equipment to Africa have grown, their share of Africa's total imports of these items is very small. "Indian companies have not focused enough on the African markets," he said.

Given that Africa needs an estimated $93 billion a year for infrastructure development, and faces a large funding gap, opportunities are aplenty for Indian infrastructure companies, said Ranganathan.

He also said that Indian banks could offer training support to African banks and financial institutions in diverse streams by leveraging their own experience and institutional base.

With huge amount of natural resources, a middle class larger than India's, rising per capita incomes and major institutional and political improvements, Africa is set for an exceptional decade of economic expansion and has emerged as a potential site of investment for Indian business. ■

Rising Africa

The World's Fastest Growing Continent

In a glowing tribute to the African growth story, The Economist, the influential and widely-read magazine, has said that pride in Africa's achievements, coupled with the determination to make even faster progress, has turned it into the world's fastest-growing continent. Following are a leader comment and a report by The Economist correspondent Oliver August.

CELEBRATIONS are in order on the poorest continent. Never in the half-century since it won independence from the colonial powers has Africa been in such good shape. Its economy is flourishing. Most countries are at peace. Ever fewer children bear arms and record numbers go to school. Mobile phones are as ubiquitous as they are in India and, in the worst-affected countries, HIV infections have fallen by up to three-quarters. Life expectancy rose by a tenth in the past decade and foreign direct investment has tripled. Consumer spending will almost double in the next ten years; the number of countries with average incomes above USD1,000 per person a year will grow from less than half of Africa's 55 states to three-quarters.

Africans deserve the credit. Western aid agencies, Chinese mining companies and UN peacekeepers have done their bit, but the continent's main saviours are its own people. They are embracing modern technology, voting in ever more elections and pressing their leaders to do better. A sense of hope abounds. Africans rightly take pride in conferences packed with Western bankers keen to invest in their capital markets. Within the next few months MasterCard will have issued South Africans with 10m debit cards.

Even the continent's politicians are doing a bit better, especially in economic management and striking peace deals. Average GDP growth is humming along, at about 6.0 percent. Governance is improving: our correspondent visited 23 countries to research 'this weeks (2 March 2013) special report and was not once asked for a bribe - inconceivable only 10 years ago.

This is a welcome transformation, but it is still incomplete. The danger is that Africa settles for today's pace of change. Only if Africans raise their ambitions still further will they reach their full potential. They need to take on the difficult jobs of building infrastructure, rooting out corruption and clearing the tangle of government regulation that is still holding them back. And they should hurry.

Don't dawdle

One reason is that so much more remains to be done. Poverty may have become less visible in Africa's capitals but it remains widespread. The battle against hunger has not been won. The spread of wealth is uneven and winners from today's boom all too often rush to fortify their gilded positions inside guarded compounds. The financiers who suggest that Africa could soon rival Asia have let their imaginations run riot. Whereas one is the workshop of the world, the other almost exclusively exports what grows in fields or is dug out from below them.

About a third of Africa's GDP growth comes from commodities. This will not last. Today's prices are near record highs and commodity markets have a habit of collapsing. Furthermore, recent gains in agricultural commodities may be undermined by climate change. Even now, savannahs are drying out, water tables are dropping and rains either failing or becoming more irregular. One in five Africans will be directly affected by 2020. Even as their continent prospers, many of them will continue to depend on agriculture and there is little they can do about the threats to the world's environment.

Another reason to push ahead is that Africa's hard-won victories are vulnerable to relapses. Kenya is a model for other countries in East Africa but the campaign for elections on March 4 has been marred by violence New scourges - like Islamist extremism in the Sahara - could yet sow instability.

And Africa must make the most of two transitions it is now going through. The move from the countryside to cities offers the chance of a one-off boost to productivity both on the farm and in the slums. If African states bungle this, they will create a dangerous unemployed urban class. At the same time, though Africa's population is still growing rapidly - it will double to 2 billion by 2050 - families there are becoming smaller. This promises a "demographic dividend", as the number of workers relative to children and the elderly increases. The continent must make use of this bulge of labour, and the savings it produces, for development. If they squander it, Africans will grow old before they grow rich.

Break down your borders

Africa's citizens are already striving to become more productive. Farmers have started using hand-held gadgets to gain access to weather reports. Slums too are teeming with technology. The internet is changing the way the continent does business. In Kenya a third of GDP flows through a mobile money-transfer system set up by a private telecoms company.

But Africa's entrepreneurs are often stymied by the state. The bottom third countries in the World Bank's ease-of-business ranking are almost all in Africa. Their people could easily have better lives; abundant capital and technology offer big opportunities. The infrastructure is improving - only 5.0 percent of the 15,800 miles travelled for our special report was on unpaved roads - but the power grid is a disaster. On the whole, government officials should focus less on building things than getting out of the way. Useless regulations have created bottlenecks. East Africa's main port in Mombasa is gummed up and land borders across the continent hold back lorries for days. Restrictions on employing migrants and on land ownership prevent businesses from expanding. Bureaucrats and customs officers inflate the cost of getting anything done. Shipping a car from China to Tanzania costs USD4,000, but getting it from there to nearby Uganda can cost another USD5,000.

If aspiring Africa wants a new dream, it should be creating a common market from the Med to the Cape. That would be a boon to trade, enterprise and manufacturing: it would also get rid of much of the petty corruption and save lives. A recent World Bank report pointed out that Africa could produce enough food to feed itself; alas, too few subsistence farmers get a chance to sell their produce (and usually get less than 20 percent of the market price). Why not rekindle pan-Africanism by opening borders drawn in London and Paris? Africa needs a reborn liberation movement - except this time the aim is to free Africans from civil servants rather than colonial masters. ■

A Hopeful Continent

African lives have already greatly improved over the past decade, says Oliver August. The next 10 years will be even better.

THREE STUDENTS ARE hunched over an iPad at a beach café on Senegal's Cap-Vert peninsula, the westernmost tip of the world's poorest continent. They are reading online news stories about Moldova, one of Europe's most miserable countries. One headline reads: "Four drunken soldiers rape woman". Another says Moldovan men have a 19 percent chance of dying from excessive drinking and 58 percent will die from smoking-related diseases. Others deal with sex-trafficking. Such stories have become a staple of Africa's thriving media, along with austerity tales from Greece. They inspire pity and disbelief, just as tales of disease and disorder in Africa have long done in the rich world.

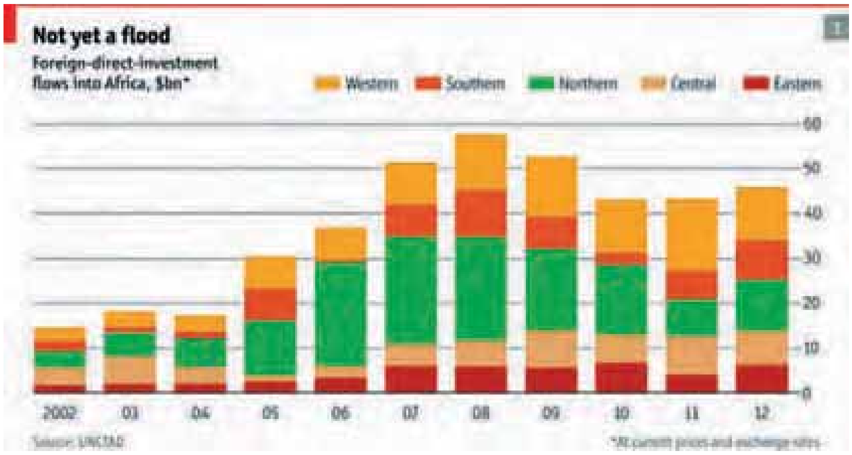
Sitting on the outskirts of Dakar, Senegal's capital, the three students sip cappuccinos and look out over a paved road shaded by palm trees where restaurants with white tablecloths serve green-spotted crabs. A local artist is hawking framed pictures of semi-clad peasant girls under a string of coloured lights. This is where slave ships used to depart for the New World. "Way over there, do they know how much has changed?" asks one of the students, pointing beyond the oil tankers on the distant horizon.

This special report will paint a picture at odds with Western images of Africa. War, famine and dictators have become rarer. People still struggle to make ends meet, just as they do in China and India. They don't always have enough to eat, they may lack education, they despair at daily injustices and some want to emigrate. But most Africans no longer fear a violent or premature end and can hope to see their children do well. That applies across much of the continent, including the sub-Saharan part, the main focus of this report.

African statistics are often unreliable, but broadly the numbers suggest that human development in sub-Saharan Africa has made huge leaps. Secondary-school enrolment grew by 48 percent between 2000 and 2008 after many states expanded their education programmes and scrapped school fees. Over the past decade malaria deaths in some of the worst-affected countries have declined by 30 percent and HIV infections by up to 74 percent. Life expectancy across Africa has increased by about 10 percent and child mortality rates in most countries have been falling steeply.

A booming economy has made a big difference. Over the past 10 years real income per person has increased by more than 30 percent, whereas in the previous 20 years it shrank by nearly 10 percent. Africa is the world's fastest-growing continent just now. Over the next decade its GDP is expected to rise by an average of 6.0 percent a year, not least thanks to foreign direct investment. FDI has gone from USD15 billion in 2002 to USD37 billion in 2006 and USD46 billion in 2012 (see chart).

Many goods and services that used to be scarce, including telephones, are now widely available. Africa has three mobile phones for every four people, the same as India. By 2017 nearly 30 percent of households are expected to have a television set, an almost fivefold increase over 10 years. Nigeria produces more movies than America does. Film-makers, novelists, designers, musicians and artists thrive in a new climate of hope. Opinion polls show that almost two-thirds of Africans think



this year will be better than last, double the European rate.

Africa is too big to follow one script, so its countries are taking different routes to becoming better places. In Senegal the key is a vibrant democracy. From the humid beaches of Cap-Vert to the flyblown desert interior, politicians conduct election campaigns that Western voters would recognise. They make extravagant promises, some of which they will even keep. Crucially, they respect democratic institutions. When President Abdoulaye Wade last year tried to stand for a third term, in breach of term limits, he was ridiculed. A popular cartoon showed him in a bar ordering a third cup of coffee and removing a sign saying, “Everyone just two cups”. More than two dozen opposition candidates formed a united front and inflicted a stinging defeat on him, which he swiftly accepted. Dakar celebrated wildly, then went back to work the next day.

Source: The Economist

Africa

- Democracies
- GDP and population

At the end of the cold war only three African countries (out of 53 at the time) had democracies; since then the number has risen to 25, of varying shades, and many more countries hold imperfect but worthwhile elections (22 in 2012 alone). Only four out of now 55 countries—Eritrea, Swaziland, Libya and Somalia—lack a multi-party constitution, and the last two will get one soon. Armies mostly stay in their barracks. Big-man leaders are becoming rarer, though some authoritarian states survive. And on the whole more democracy has led to better governance: politicians who want to be re-elected need to show results.

Ways to salvation

Where democracy has struggled to establish itself, African countries have taken three other paths to improving their citizens' lives. First, many have stopped fighting. War and civil strife have declined dramatically. Local conflicts occasionally flare up, but in the past decade Africa's wars have become a lot less deadly. Perennial hotspots such as Angola, Chad, Eritrea, Liberia and Sierra Leone are quiet, leaving millions better off, and even Congo, Somalia and Sudan are much less violent than they used to be. Parts of Mali were seized by Islamists last year, then liberated by French troops in January, though unrest continues. The number of coups, which averaged 20 per decade in 1960-90, has fallen to an average of 10.

Second, more private citizens are engaging with politics, some in civil-society groups, others in aid efforts or as protesters. The beginnings of the Arab spring in north Africa two years ago inspired the rest of the continent. In Angola youth activists invoke the events farther north. In Senegal a group of rap artists formed the nucleus of the coalition that ousted Mr. Wade.

Third, Africa's retreat from socialist economic models has generally made everyone better off. Some countries, such as Ethiopia and Rwanda, still put the state in the lead. Meles Zenawi, Ethiopia's prime minister from 1995 until his death last year, achieved impressive gains by taking development into his own (occasionally bloodstained) hands. Others, such as Kenya and Nigeria, have empowered private business by removing red tape. Yet others are benefiting from a commodities boom, driven by increased demand from China, which has become Africa's biggest trading partner. Over the past decade African trade with China has risen from USD11 billion to USD166

GDP change, 2010-12
Sources: IMF; World Bank

billion. Copper-rich Zambia and oil-soaked Ghana are using full coffers to pay for new schools and hospitals, even if some of the money is stolen along the way.

Inevitably, Africa's rise is being hyped. Boosters proclaim an "African century" and talk of "the China of tomorrow" or "a new India". Sceptics retort that Africa has seen false dawns before. They fear that foreign investors will exploit locals and that the continent will be "not lifted but looted". They also worry that many officials are corrupt, and that those who are straight often lack expertise, putting them at a disadvantage in negotiations with investors.

So who is right? To find out, your correspondent travelled overland across the continent from Dakar to Cape Town (see map), taking in regional centres such as Lagos, Nairobi and Johannesburg as well as plenty of bush and desert. Each part of the trip focused on one of the big themes with which the continent is grappling—political violence, governance, economic development—as outlined in the articles that follow.

The journey covered some 15,800 miles (25,400km) on rivers, railways and roads, almost all of them paved and open for business. Not once was your correspondent asked for a bribe along the way, though a few drivers may have given small gratuities to policemen. The trip took 112 days, and on all but nine of them e-mail by smartphone was available. It was rarely dangerous or difficult. Borders were easily crossed and visas could be had for a few dollars on the spot or within a day in the nearest capital. By contrast, in 2001, when Paul Theroux researched his epic travel book, "Dark Star Safari: Overland from Cairo to Cape Town", he was shot at, forced into detours and subjected to endless discomforts.

Another decade from now a traveller may well see an end to hunger in some African countries, steeply rising agricultural production in others, the start of industrial manufacturing for export, the emergence of a broad retail sector, more integrated transport networks, fairer elections, more effective governments, widespread access to technology even among many of the poor and ever-rising commodity incomes. Not everywhere. This report covers plenty of places where progress falls short. But their number is shrinking. ■

Burundi, the Heart of Africa…

A Land of Thousand Hills & as Many Investment Avenues

Burundi, the Central African country, is commonly known as the 'Heart of Africa.' A 'country of thousand of hills' Burundi is also popularly called the "African Switzerland", and is surrounded by Rwanda in the North, by Tanzania in the South and East and by the Democratic Republic of Congo in the West. Burundi has an area of 27.834 sq km and is located as crow flies about 1,100 km from the Indian Ocean and over 2,100 km from the Atlantic Ocean.

Burundi is a country of highlands over a large part of its territory and green hills are the dominant element of its relief. Its climate is tropical, but tempered by the relief. The average annual temperature varies between 15°C and 23°C. The annual rainfall can range from 800mm in the lowlands to over 2,000 mm on areas of the ridge. The hydrographical network of Burundi is very dense, with the presence of a large number of streams, a multitude of swamps and lakes that occupy almost the 10th of the country's area. Lake Tanganyika is the most famous Burundian hydrographical network, with beautiful sandy beaches.

Diversified Sectors for Investment

Agriculture: The diversity of Burundi natural regions offers potential in a wide variety of cultures. The agro-climatic conditions of the country are favourable for a variety of agricultural products. In normal times, the climate is punctuated by alternating two rainy seasons and two dry seasons. Almost all species of cultivated crops in the world can be developed in Burundi. However, farming practices in Burundi are still old-fashioned.

Promising investments can be initiated in the agro-industry: manufacturing and storage of agricultural products such as fruits and vegetables (mangoes, pineapples, avocados, bananas, tomatoes etc.); food products (such as potato, rice, cassava, corn, wheat, etc.), the modernization of farming and processing of livestock products (such as milk, meat), investment in industrial export crops such as tea and coffee reputable of its good quality, sugar cane (an expansion of the Sugar Company of Moso being privatized), the promotion of the farming of oil palm, cotton, cinchona etc.

Burundian farmers face a critical shortage of agricultural inputs (fertilizers) in sufficient quantity. This makes agricultural production insufficient and is the reason for recurrent food crises. In this way, investments in processing industries of agricultural inputs are profitable as well as the promotion of agricultural credit for the rural population.

Energy: The energy production capacity of Burundi is still very low compared to the needs in this area. Installed capacity of electric power including thermal power plants is estimated at 45 MW only when the current potential of hydroelectric power in Burundi is estimated at 300 MW. Investments are to be developed in the construction of hydroelectric power plants, in the promotion of new and renewable energies such as solar, wind, biogas, geothermal, peat and micro hydropower plants.

Mines: the Burundi subsoil is rich. According to the results of prospective studies, Burundi has very large deposits of nickel. The reserves are estimated at 261 MnT. Technical studies for the Nickel processing facilities on site have been completed and show that industrial-scale of processing with refining require the establishment of electricity production estimated at 150 MW. Investments are to be initiated in this sector which is profitable.

In addition, existing research shows that in addition to nickel deposits, Burundi has considerable potential for other minerals including: the Colombo-tantalite, Wolframite, cassiterite and rare earths. Further research is underway on gold, phosphate, limestone and oil in Lake Tanganyika.

Spend Just $30 & Start Your Business in One Day!

Burundi is one of the best countries in Africa to do business. The centrally-located country offers huge potential and opportunities for business and investment in many sectors such as agribusiness, construction of hydropower and thermal power plants, renewable energy stations: solar and photovoltaic, exploitation of mineral deposits such as nickel, land transport infrastructure and road construction, lake transport infrastructure such as development of transport on Lake Tanganyika and other lakes in the northern region, railway infrastructure - construction of railways linking Burundi and Tanzania - tourism (construction of hotel and tourism infrastructure), new information and communication technologies (ICT), the service sector, building infrastructure (construction of social housing units, administrative buildings). Thus, Burundi remains a top destination for business and investment.

Burundian democratically elected institutions make every effort to create optimal conditions conducive to business and investment. Since 2010, the business climate has significantly improved to stimulate and protect investments.

A decision-making committee and technical committees established have been regularly carrying out reforms to implement on all the indicators of doing business. These include starting a business, protecting investors, dealing with construction permits, getting electricity, property transfer, paying taxes, trading across borders, resolving insolvency, enforcing contracts and getting credit.

For most of these indicators, procedures, times and costs were significantly reduced for the benefit of investors. The leading example is the indicator "starting a business" for which the one-stop-shop is already operational since March 2012. This means that in Burundi, the creation of a business is in a single procedure, in a single day and at a cost of 44900 BIF (USD 30) only!

Thanks to new reforms initiated, Burundi has been classified, in 2012, seventh among the ten countries best reformers of the year in the world by the International Finance Corporation of the World Bank. For the year 2013, it is ranked fifth country in the world and the only African country among the top ten countries that have initiated major and significant reforms in improving the business climate.

Burundi is one of the five member states of the East African Community including Burundi, Kenya, Uganda, Rwanda and Tanzania. It is also a member state of the Common Market for Eastern and Southern Africa (COMESA).

Tourism: investments are possible in ecotourism, resort and cruise tourism on Lake Tanganyika, niche tourism and business tourism. Even though Burundi has a number of luxury hotels built mainly in Bujumbura, the capital, hotel infrastructures needs are enormous because the hotel capacity is still low and the hotel sector remains under-exploited. Geographically, Burundi is situated at the center of the large regional groupings such as the Economic Community of Central African States (CEEAC), Economic Community of Great Lakes Countries (CEPGL), the Common Market for Eastern and Southern Africa (COMESA), the East African Community (EAC). This position makes Burundi a hub for business and tourism.

Burundi has also a variety of attractive natural tourist sites: large sandy and sunny beaches, places for nautical sports along Lake Tanganyika, the source of the Nile of Rutovu, thermal waters of Muhweza, ditches of Nyakazu known for Germans, the Natural Reserve of Rusizi, northern lakes called ' birds Lakes ', the Parc of Ruvubu, the meeting place for explorers Stanley and Livingstone, natural forest of Kibira, Karera falls of more than 1600 m of altitude, Burundian dynasty site of Nkondo, etc. All these places mentioned above are very strategic for tourist exploitation.

Infrastructures of Transport: Burundi occupies a strategic position in relation to different economic communities of which it is a member. It has a strategic position on the African continent. Investment in the development and modernization of the port of Bujumbura to allow large ships to dock is an opportunity to explore that would make Burundi a platform between the North and South, East and West of Africa.

Air Transport: Burundi has a project to build an international airport in Bugendana Commune, Gitega province, the center of the country.

Rail Transport: The Burundi has no railway that connects itself with its neighboring countries and which could facilitate the transport of nickel mines from Musongati in Burundi. Studies are underway to connect Burundi to the railway network of Tanzania. For instance, the cost of the construction of the railway linking Musongati in Burundi to Uvinza in Tanzania, a linear of 150 km is estimated at USD800 million.

Lake Transport: Lake Transport in Burundi is assured by Lake Tanganyika. Investments are to be

initiated for the development of transport on Lake Tanganyika.

Promising and growth generators investments are also possible in the areas of health, education, construction of social and administrative buildings, buildings for new technologies of information and communication (ICTs), services etc...

Potential investors are therefore invited to explore these opportunities offered by Burundi to initiate business and investment and to enjoy the best business climate and the legendary hospitality of the people of Burundi. ■

India's GPCL, an Active Partner in Africa's Economic Development

By Shankarnarayan R. Rao, President, GPCL

Global Procurement Consultants Ltd (GPCL), promoted by Export-Import Bank of India (Exim Bank of India), is a unique public private partnership model that seeks to offer collective Indian experience and expertise through the provision of a range of project related advisory services, with particular focus on procurement and capacity building/ training.

GPCL synthesizes India's consultancy expertise in project management and procurement across varied sectors of the economy including finance, infrastructure, energy, transportation, communication, information technology, industry, agriculture, mining, water resources, health and education.

Shareholders

GPCL has been promoted by Export-Import Bank of India in partnership with leading public and private sector firms such as WAPCOS, MECON, RITES, Agricultural Finance Corporation, Tata Consulting Engineers, and Consulting Engineering Services.

Exim Bank of India strongly supports GPCL in its global endeavours through a range of financing and facilitating services. The countries in the African continent have always been a focus region for Exim Bank of India, and thus a critical component of the Bank's strategy to promote and support two-way trade and investment. As a partner institution to promote economic development in Africa, the commitment towards building relationships with the African region is reflected in the various activities and programmes, which Exim Bank of India has set in place.

Exim Bank of India has representative offices in Addis Ababa, Ethiopia; Johannesburg, South Africa; and Dakar, Senegal, which play a key role in facilitating economic cooperation with the African region, and are closely associated with the Bank's initiatives.

GPCL, inter-alia, leverages upon the

strengths of its shareholders to support its initiatives in Africa.

Association with African Development Bank

African Development Bank commissioned GPCL to carry out a comprehensive "Forensic Audit" (Technical, Procurement, Financial) of Water Supply Projects, in Edo and Delta States in **Nigeria**, to submit reports on the management and execution of the projects and to recommend steps to be taken, based on these findings, so as to enable the Bank to consider the provision of a supplementary loan to help achieve the desired objectives of the projects.

Swaziland: The African Development Bank appointed GPCL to carry out a Country Procurement Assessment Review (CPAR) in the Kingdom of Swaziland, in order to examine the existing public procurement framework, policies, financial controls and processes in the various Ministries and Departments, benchmark them with good procurement practices (regional and international) and then propose recommendations to revamp the system for better governance.

Association with World Bank

GPCL has undertaken a number of consultancy assignments in India and numerous countries abroad, directly for the World Bank or in

Author Shankarnarayan R. Rao, a graduate from the Indian Institute of Technology, Bombay, is the President of Global Procurement Consultants Ltd (GPCL), a venture promoted by Export-Import Bank of India. GPCL is structured as a public-private partnership model, with the other shareholders being major private and public sector firms. GPCL provides a wide range of advisory services creating a platform to provide collective Indian expertise and experience, primarily on procurement and project implementation aspects, to executing agencies, project developers, and lenders with a focus on developing countries/ emerging economies.

Rao took over as President, GPCL in October 2009 shortly after retiring from the services of Export-Import Bank of India, as the Bank's Executive Director. Exim Bank of India, a fully owned Government of India agency, finances, facilitates and promotes India's international trade and investment. At Exim Bank of India, Rao was responsible for a variety of functions including export credit, project and trade finance, lines of credit, corporate affairs, institutional linkages, planning and research, information technology, management information systems, and the provision of advisory services. He was also responsible for the interactions with the government, embassies, international agencies as also industry associations and trade bodies. Rao has served on the Advisory Council of Confederation of Indian Industry (CII) - Institute of Quality and the Bangalore International Exhibition Centre as also as a member of the Jury for the CII- Exim Bank Award for Business Excellence.

Rao joined Exim Bank of India in March 1983 when the Bank had just commenced operations, and was closely associated with several of the Bank's lending and service programmes, particularly in the area of project financing and the provision of value added information, advisory and support services.

Rao had a stint of five years as the Bank's Representative in Washington D.C. He was also based in New Delhi as the Bank's Regional Resident Representative responsible for the Bank's activities in Northern India.

Before joining Exim Bank of India, Rao was with Tata Consulting Engineers (TCE), a leading engineering consultancy firm, where he was involved with the provision of range of project formulation, implementation and monitoring services for a variety of chemical and industrial projects.

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projects funded by the World Bank. A representative list of projects in Africa is summarised below:

Eritrea: GPCL was commissioned by the World Bank to carry out an Independent Procurement Review of four Bank financed projects in Eritrea involving review of over 75 contracts covering sectors such as Ports Rehabilitation, Health, Emergency Reconstruction, and Child Care.

Ghana: The World Bank appointed GPCL to carry out the Independent Procurement Review of six Bank financed projects in Ghana involving 100 contracts covering agriculture, education, energy, health, roads and water supply sectors.

Kenya: GPCL, following an international competitive process, was appointed as the Procurement Monitoring Agent by the National AIDS Control Council of Kenya, for the World Bank financed Total War on HIV/ AIDS Project. GPCL undertook the audit of the procurement processes of the relevant units and institutions supported by the project and suggested specific institution and process strengthening measures. The successful completion of the two phases of the assignment has led to a follow-on assignment, which is over three cycles, covering the extended duration of the project, and is currently under implementation.

Malawi: GPCL carried out the Independent Procurement Review of four World Bank financed projects in Malawi covering 65 contracts from the Education, Emergency, Privatization, and Transportation Sectors. Besides, GPCL also assessed the procurement capacity and financial management of the implementing units, for each of the projects.

- Also, National AIDS Commission (NAC), Malawi, selected GPCL through international competition, for conducting Procurement Post Review for the World Bank aided HIV/AIDS Response Project involving review of over 25 contracts and reporting on the procurement performance of the Commission.
- GPCL was again selected by NAC through an international competitive process, to carry out a critical review of procurement, contracting and institutional capacity, that were in place. GPCL visited four major towns in Malawi and covered 16 major Grant Recipient Organizations and four Community Based Organizations (CBOs), besides the NAC. A detailed report on the findings and recommendations for improvement was submitted to the NAC.
- Based on GPCL's involvement in carrying out the above audit, NAC requested GPCL to carry out another ex-post procurement audit. Accordingly, GPCL carried out the Ex-Post Procurement Audit for the third time on the trot covering 10 Grant Recipient Organizations and 4 Community Based Organizations and submitted a comprehensive report outlining the observations and recommendations for improvement.

Nigeria: GPCL carried out the Independent Procurement Review of five World Bank financed projects in Nigeria involving review of over 160 contracts covering sectors such as Community Development, Education, Energy and Privatization.

- GPCL, in association with its shareholder, Tata Consulting Engineers, provided Procurement Advice and Support to Lagos State Water Corporation for the World Bank funded assignment in restoring an ageing water supply system to its design capacity. Tasks included procurement packaging, prequalification of bidders for works, preparation of bidding document, advice on bidding process and bid evaluation, and contract preparation.

Uganda: Under a Quality Based Selection process, GPCL and its local associates were appointed by Ministry of Local Government, Uganda, to undertake an Independent Procurement Review of contracts under the World Bank financed Second Local Government Development Program including an assessment of the implementing agencies' procurement capacity at 74

Higher Local Governments throughout Uganda. The assignment involved countrywide field visits followed by an exhaustive report on findings and recommendations.

- The World Bank appointed GPCL through international competition, to conduct the Independent Procurement Review of four Bank financed projects in Uganda. The assignment involved review of over 80 contracts in the agriculture, health, finance and transportation sectors. In addition to the procurement review, GPCL also assessed the procurement capacity and financial management of the implementing units, for each of the projects.
- GPCL is currently conducting an assignment calling for an evaluation of the Public Procurement and Disposal Authority in ensuring effectiveness and efficiency of public procurement in the priority sectors under the National Development plan. The outputs of the assignment would be used to identify and formulate reform activities to strengthen the procurement practices and compliance in the public sector.

In a Nutshell

GPCL has a demonstrated track record spanning all stages of the project implementation cycle covering advisory services, management, review, provision of support services, valuations, financial advisory services, project monitoring and overall governance. GPCL provides technical assistance in enhancing quality, transparency, efficiency and effectiveness of procurement and implementation services to help attain desired institutional and corporate objectives.

GPCL also supports, enhances and extends scope of supervision as also strengthening of institutional capacity for effective programme/ project implementation. While doing so, GPCL leverages upon its demonstrated strengths derived from its core staff, panel of specialists, associates and resources of its own shareholders to assist funding and project executing agencies.

GPCL has undertaken several assignments in various parts of Africa. GPCL's professional services in the area of procurement covering projects spanning several sectors and encompassing all modes of procurement have been appreciated by the multilateral agencies as also the project executing agencies. GPCL is well positioned to support project executing agencies as also lenders, particularly multilateral agencies, in supporting economic co-operation through effective project implementation.

As Strife-Torn Somalia Returns to Normal…

MRC Pitches for Massive FDI for Rebuilding Nation

Maakhir Resources Company (MRC) aims to awaken Somalia's sleeping economy by facilitating inflow of Foreign Direct Investment (FDI) into the country 's natural resources-rich Maakhir area so that the Somalis at large could benefit from its development, says Faisal Ahmed Yusuf, CEO, MRC, in the following article.

Time and again we are told that Africa is the most unexploited and yet to be developed continent in the world. If such a promising theory holds true, then Somalia, whose potential is high but inaccessible due to 21 years' long civil unrest, would be the most unexplored country in this virgin continent. A hidden treasure well kept away during the boom and doom era of the 90's till the 2000's is gifted with a 3025-km-long coastline, the longest in Africa and here economists tell us that once proper infrastructure is rolled out, this re-emerging nation will become the most accessible by sea and most cost effective country in Africa in terms of doing import and export business.

MRC's Driving Vision

In the light of the above mentioned promising background, **Maakhir Resources Company (MRC)** has been formed as a unique project, the first of its kind in the whole of Somalia. Through this project, a platform is being created wherein the Maakhir Community as the indigenous locals, their capable investors, and the Somali government are making a combined contribution and partnership with an objective of unlocking Somalia's resources wealth, to the benefit of the Somali people and their supporting investors.

Abundant Galena Outcrop, Dr. Arvind K. Dixit, Mr. Nair P and Faisal Hawar

After three years of geological, logistics and infrastructure studies on the ground, and following numerous visits to this blessed land of Maakhir along with our prospective foreign direct investors (FDIs), geologists, business developers and Infrastructure experts, MRC has been formed to carry out exploration of natural resources and to extract the untapped minerals in the rich soils of the Maakhir Region in a win-win long term partnership. The company aims to start its operations with the most abundantly available iron ore, galena (lead), copper ore, large deposits of manganese and cassiterite ore to start with.

Several geological surveys conducted since the 1950's and recently in 2012, provide evidence to the

The Visible Iron Ore (Hematite) Outcrops with very high %fe content!

presence of economically valuable minerals including but not limited to platinum, gold, coltan and rare earths. Also there are large deposits of gypsum, kaolin, chromite, titanium, barite, emeralds, marble, granite and other precious materials thereby assuring the long term success of MRC.

It is very obvious that the Maakhir region is poised to soon becoming one of Somalia's bread basket regions that will positively contribute to the economy of the nation through its rich resources. At MRC, we are very proud to have taken such positive steps forward and lead our people to the means of economic development and a progressive path in these modern and challenging times.

MRC's Engagement with the Local Maakhir Community

The name defines us! Local Maakhir communities have always been known as a united community consisting of people with good educational background, exposed to international trade and are renowned seafarers. They also comprise a century's old large expat communities at Aden, Greece, London, Minneapolis, Liverpool, Cardiff of UK and Rotterdam of Netherlands and are the earliest Somali settlers in the US. Past Maakhirians pioneered the Dows and Boat constructions and Maakhir was the shipyards of the Arabian

Mrc and Partners are welcomed by Maakhir Communities

Gulf. Today, it is a society with great dreams and has led communities by their peace loving behavior.

The Maakhir region is considered to be the safest and most peaceful regions in Somalia, despite the past territorial dispute between Puntland and Somaliland during the 21 years civil unrest and prior to Somalia's adoption to the new federal constitution in 2012, which brought in an entirely home-brewed political system, that has the majority support of Somalis and resulted in overwhelming world recognition; there has been very little violence in the Maakhir territory during the past 21 years.

As the rebuilding of Laasqoray Port is at the center of MRC's development projects that we intend to rollout. The commencing of this project is a top priority as it enjoys the support, admiration and close monitoring from both the diaspora as well as the communities back home equally so the traditional and political leaders from Maakhir support us and rally behind it. In the absence of a strong and financially capable government in the last 21 years, our communities see the project as the most important initiative and the only means of reviving the centuries' old trade and commerce occupations of this coastal community. Simply put, with such high expectations and hopes tagged on us by our own people, there is no room for failing at MRC!

We, at MRC have a clear slogan, so embedded with our objective, strategy and even our corporate identity. It clearly says "**Putting the Community Interests First!**"

Aligning with the policies of the governments at the central and at the state levels

The fruitful efforts and the long journey that MRC has embarked on have been blessed by the Somalia's newly formed central federal government with its worldwide acceptance and with whom the superpowers are keen on restoring bilateral relationships. These blessed times and developments in our country make our efforts of attracting FDI entry into Somalia much easier and smoother.

A recent directive issued by the new president of Federal Somali government Dr. Hassan Sh. Mohamoud and addressed to the hundreds of thousands of our Non-Resident Somalis, says that we cannot rebuild our nation through foreign aid and handouts, but instead by the diaspora sons and daughters of Somalia, who must return and participate in the economic rebuilding of this long suffered nation through their expertise, and know-how. Such collective efforts, will lead to attracting local investment as well as the much needed foreign direct investment (FDI) that MRC has been lobbying and advocating for in the last few years.

In order to facilitate new Somalia lift itself up from agonizing poverty and become a self-reliant nation with sustained and steady economy growth, we at MRC strongly believe and foresee a Somalia where every region should be assisted to become a profit center and to not allow any region or district to slip back and become a burden and drag on the rest of the nation. Precisely for this reason MRC believes that whatever we do at MRC and in the Maakhir region fits so well in the analogy that makes us a national corporation that unifies our Somali brothers. "MRC stands for **Investor's Reward!, Maakhir's Pride!** (Becoming a profit generating region) and **Somalia's Benefit!** (As we happen to be one family, one people and one nation!)".

For this, while it benefits all Somalis in general, the Maakhir region will pride itself of becoming one of the main revenue generating contributors to the national economy. Hence in order to accelerate sustainable economic growth throughout Somalia, MRC visually advocates that all its citizens and their governments must see the nation as a train with 18 wagons (i.e. the 18 regions that make up Somalia), "Where if one of its wagons breaks down, inevitably it will slow down the train's journey to success."

Poseidon Salvage vessels arrived at Laasqoray city and carried out 5 months long study on the port

The Laasqoray Jetty/Port construction, its importance to the community, governments and MRC!

To tap into Maakhir's rich resources, so as to benefit the Somali people, the government and investors all alike as stakeholders to this great wealth creation enterprise, the soil's richness must be complemented with the presence of basic infrastructure such as Laasqoray Port, roads, airport, hospitals and hotels and so forth, therefore MRC and partners have been planning for long to address these dire needs at Maakhir. To jumpstart this sleeping economic potential of Maakhir, MRC and its partners have underlined the importance of Laasqoray Port as the flagship of the region's development program. Therefore, a complete feasibility study has been successfully carried out for designing of the multi phased Laasqoray Commercial Port, starting from the old Russian built Jetty as the western berth of the new 400-meter long Jetty.

MRC and its partners have made a historical landing on 1 June 2012 as heavy marine engineering equipment consisting of floating crane, drenching barge and tug boats from Messrs. Poseidon Salvage, a Greek Marine Construction company landed in the usually quiet Laasqoray coastal city, the center of MRC's project. A complete feasibility study on the Laasqoray port which leads to its design immediately commenced. This further led to the successful design of the ambitious LQ commercial port that will be done in different project phases and stages.

On 26 November 2012, MRC and their capable consortium partners led by M/s Poseidon Salvage & Marine Constructions company have finally signed an agreement to commence the building of the Laasqoray

The moment of achievement MRC and poseidon agreed to deliver the future!

commercial port. Ever since, the mobilization stage of the project is progressing and the project is expected to commence in March-April timeframe.

The great partners & contractors for the big Maakhir Dream, their positive testimonial stories.

A huge MRC project of this magnitude needs most capable partners who will bring in the needed skills, experience and also investment. Despite the great challenge involved in attracting investors and contractors to a country that was at war with itself

Dr. Arvind K. Dixit, Mr. Nair P. at the foothill of alh madow mountain @maakhir

for 21 years, MRC has successfully managed to convince a number of different partners to participate in the project.

To answer the recurring and frequently asked question from the investors pertaining to how potential is Maakhir land and if the land could warrant investment and the possibility of quick returns on investment, the earliest and top priority tasks for MRC were to carry out a professional geological reconnaissance at Maakhir. After the MRC project was launched in 2009, one of the top notch experts that MRC had commissioned to study Maakhir, Dr. Arvind Kumar Dixit, a renowned geologist from India, prepared and issued a geological report in 2012 on the region. It said, *"On the invitation of M/S Adani Global FZE, Dubai and for Maakhir Resources - DMCC, Dubai., I visited Maakhir region, Puntland of Somalia during the period of 25 May to 2 June 2012 so to assess the mineral deposits there. The area visited consists of iron, lead, manganese and tin deposits of high economic values. The area is rich in mineral occurrences but no detailed exploration has been carried out before. Post my visit, I am informed by MRC about further mineral deposit discoveries specially Copper, Lead and Iron ore in other areas that we did visited during our trip, but I have no doubt that MRC will keep finding more deposits as more exploration is done on this unexploited rich region of Somalia."*

At present, MRC is engaged in serious talks with a number of capable clients that will add some value and complement MRC's endeavors to participate in the reconstruction program of Somalia, starting from our own home, where our heart is, the Laasqoray city. Respectively, we are now in consultations with both Indian and Greek construction companies with regard to urban town planning to build a new Laasqoray City, which consists of affordable low cost housing and basic infrastructure. At the same time we are closing deals for logistics, inter ship and port facilities security management with a company from Ireland, all aiming for a successful and fail safe initiative for this project.

Conclusion

We, MRC are the perfect blend of: an efficient and experienced management team. We are a supportive and considerate community of Maakhir and of course, backed by experienced and capable investors.

We strive to promote our land to facilitate the re-entry of foreign direct investment into the untapped and abundant resources of Maakhir. We have created the necessary environment and vehicle for rewarding business ventures. We stand for **Investor's Reward! Maakhir's Pride! and Somalia's Benefit**!

Faisal Yusuf and MRC could be reached at: **MRC, P.O.Box 309116, Dubai, UAE. eMail:** *info@maakhir-resources.com*

Africa, Most Desirable Market for Indian Companies' Growth

Stephen Vaz, founder & CEO of Indo-African Business Consulting, has deep understanding of the opportunities that the fast growing African countries offer and the complex challenges they pose. As the head of IABC, he has been providing his clients unique insights that benefit their business strategies. In an exclusive interview Vaz, a technocrat with vast experience in varied business areas, shares his thoughts with Indo-African Business. Excerpts.

Why was the "Indo-Africa Business Consulting" set up and what is its primary role?

INDO-AFRICAN BUSINESS CONSULTING (IABC) is a multi-service development consulting firm that provides advice and services to international programs, projects, multilateral organizations and companies that wish to conduct business, particularly in Africa, the Middle East and other emerging economies.

Our focus primarily rests on high-potential sectors like agriculture, education, healthcare, information technology, mining, project management, power, telecommunication and manufacturing

For the most part, it is the large Indian business houses like the Tata, Bharti, Reliance, Vedanta and few others that are actively engaged in Africa. They have their internal expertise to gain access to market opportunities in Africa and establish business linkages with local firms there. Small firms don't…

This is the gap that IABC bridges and thus came into existence.

How do you describe the rapid expansion of Indian companies in Africa?

Indian interest and investment in Africa have become very visible and are on the rise. So it is timely to reflect on how experience in India may be relevant and helpful to progress in Africa.

In the past five years more than 85 Acquisitions & Equity Investments were made by Indian companies in Africa for an investment of over USD16 billion plus in highly varied sectors ranging from telecom, agriculture, energy, consumer goods, cement, textiles, etc.

How important is Africa to Indian companies?

Africa is known as the land of untapped potential. It has incredible natural resources – oil, gas, gold, iron ore, manganese, uranium, diamonds, etc – apart from many other things like wildlife etc. It also has countless opportunities for infrastructural development.

For the fastest developing nation like India, which is eying an almost 9.0 percent growth rate, all this makes Africa a much desirable market for the growth of the Indian companies.

Hence large, medium and SMEs which need a presence in Africa are on a war footing basis strategizing an aggressive marketing and business plans for additional revenue as part of their linear business growth overseas

Hence Indian Investors need a vibrant Africa.

How do you see future trends?

The emerging trends are:

- Surging foreign investments
- Mergers, acquisition and

partnerships on the rise

- Mounting Telecom & ICT infrastructure investments
- New race for Telecom spectrum ownership
- Latest need for ICT training
- Flourishing Banking and Retailing
- Booming Construction
- Blooming Agriculture
- Attractive Tourist destination

Africa is certainly much bigger and richer than you can think of.

What are your key recommendations for conducting successful business in African countries?

- Support the Indo-Africa Bilateral Partnership Engagement
- Developing Project Financing Architecture in Africa
- Promoting affordable Healthcare in Africa
- Finalise successfully Investment & Technology Partnership
- Mining and Beneficiation Investment

How many Indian companies operate in African continent today and what is the area of greatest concentration and why?

Large Indian business houses like the Tatas, Bharti, Reliance, Vedanta, Mahindra & Mahindra, Essar are actively engaged and have their strong footprints in Africa

Their focus primarily rests on high-potential sectors like agriculture, education, healthcare, information technology, mining, project management, power, telecommunication and manufacturing due to its superior technology know-how, ample resources and entrepreneurial wherewithal to boost Africa's economy

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Stephen Vaz

Stephen Vaz brings over 35 years of broad-based leadership experience in building companies in the telecommunication and information technology industries in India and other countries to Indo-African Business Consulting (IABC).

An engineer from the Manipal Institute of Technology, India, Vaz has worked with companies such as Specialised Systems Ltd (Formerly Philips Electrical Zambia Ltd) in Zambia; and Eftia OSS Solutions (Asia Pacific) Ltd, Global Tele-systems Ltd, Microwave Communications Ltd and Tata Telecom Ltd in India. His career has also taken him to Saudi Arabia and Abu Dhabi, giving him a deep understanding of the markets in the Middle East too.

Throughout the three decades of his career, Vaz has stayed updated through training programs, presentations, conventions, conferences, seminars, trade shows, fairs, festivals, events, workshops, webinars in marketing, sales, technology and knowledge management both in India and internationally.

Vaz has also built an impressive network of business contacts over his long career. This includes following memberships:

- Christian Chambers of Commerce (CCCI)
- Confederation of Indian Industry (CII)
- Dimensions – Global Christian Chambers of Commerce
- Indo Canadian Business Chambers (ICBC)
- Indo Zambia Business Association (IZBA)
- Institute of Directors (IOD)
- National Association of Software & Services Companies (NASSCOM)
- Rotary International Club (RI)
- Zambia Association of Chambers of Commerce and Industry (ZACCI)
- Zambia Information & Communications Technology Authority (ZICTA)
- Zambia International Trade & Investment Centre (ZITIC)
- Zambia China Business Association (ZCBA)

Combined with his experience in top management positions and in delivering an impressive bottom-line for different business formats, these make him a consultant whose concepts and strategies are well recognized in India, Africa, the APAC and the Middle East.

In comparison to China, very little has been made of India's foray into Africa to date, though an important constituent of BRICS. What are the reasons you believe behind this?

Traditionally Indian investments in Africa in the past have been small to medium scale. But of late a number of large Indian companies are investing big sums of money in Africa. Investments are mostly made in extractive sectors like oil, gas, mining, infrastructure and real estate.

The new found Indian interest in the African economy seems to have certain similarities with the recent Chinese experience with Africa. Since the mid-1990s Beijing has taken an active interest in the African economy. Both economic and strategic factors are responsible for this.

There has been a massive increase in outward FDI from India in the last 10 years. According to data released by the Ministry of Finance, GOI approved OFDI increased from USD 556 million in 1996-97 to USD 15,060 million in 2006-07. Actual OFDI growth figures are equally impressive; it increased from USD 205 million in 1996-97 to reach more than USD 11,001 in 2006-07.

But unlike China, whose investments are always negotiated on the state level, Indian industrialists will negotiate directly with their African counterparts.

Nevertheless India-Africa trade stands at USD 53 Billion, a pittance compared to China's (USD 166 Billion in 2012) and most of it limited to the big established players

India is determined to change that, and this transformational phase is the right time to invest in the African economy.

In what ways you can facilitate business opportunities between India and Africa?

The modern India and Africa have always had a special relationship. From political affiliations to cultural ones, Africans feel special affinities towards the Indian way. This makes it easier for the Indian businessman to start up and strike it big in the continent.

Also India and the African countries are unique on economic as well as cultural grounds. IABC brings intimate knowledge of both aspects to the table, making business relationships develop smoothly. We help our clients through every step of setting up a business in an emerging economy – from helping them identify the right business opportunities in the right places to establishing a company, finding the right office locations, recruitment, familiarizing with the tax and legal system, and more.

Our expert understanding of the differing opportunities and challenges in these countries gives our clients rare insights that benefit their business strategies.

IABC helps Indian businessmen as well as African entrepreneurs take up viable business ventures in the continent. Established on the cornerstone of experienced, dedicated and concerned experts in Indian and African business networks, the firm provides a broad array of services to create and develop commercial, industrial and professional relationships between the Africa countries and India.

In IABC you have a trusted business partner, committed to making Africa one of the most powerful emerging markets of the next century, and helping India reap the rich dividends of investing early in this market.

What strategy do you adopt to do this?

Following are the important strategies:

- Creating an ongoing awareness platform for decision makers from African countries and funding agencies to interact with Indian companies involved in engineering, consultancy, turnkey projects, construction and supply of project goods.
- Marketing the proven state-of-the-art technologies in identified potential sectors for better understanding and adaption in Africa
- Working closely with the Ministry and Government officials to identify projects and co-ordinate with respective Indian counterparts of similar business interest for technology transfer and either funding or investments
- Explore non-conventional channels for promoting investment and technology transfer with African countries
- Develop a multi-pronged strategy to further improve linkages between the two countries
- For maximum utilization of the Lines of Credit by EXIM Bank for approved projects that have been announced for Africa
- Provide soft landing for Indian industry looking to invest
    - and create a sustainable partnership with the African countries
- Facilitate interaction and focused individualized business discussion on possibilities for Indian participation in specific African Projects

- Formulate a strategy for facilitating a quantum jump in Indian participation in projects in the African countries with suggestions on appropriate co-financing schemes, lines of credit, etc.
- Enable Indian Project Exporters to enter niche markets & create a brand image in appropriate, affordable & adaptable technologies from India
- Facilitate and catalyse large-scale participation of Indian Project Exports from SME segment in project opportunities in the private sector.
- CEOs interaction with key policy decision makers
- Conferences, Exhibition, Networking Lunches and Dinners
- Eyeing a broad array of industries in Africa

Thereby to take a larger pie of the potential market in Africa

Medical tourism is the new focus area for Africa. Your comment.

Affordable healthcare still remains a big challenge in Africa and thus remain the highest priority in every country in the continent

With the India funded **Tele-Medicine** project (brain child of our Ex-President Dr Abdul Kallam) up and running successfully in the 53 countries of Africa local doctors in the continent are already using the expertise of Indian doctors and surgeons to treat their patient's for minor diseases which has increased trust of many a African in Indian Medical fraternity. This project will further help the medical tourism business opportunity for Indian healthcare stakeholders and at the same time delivering affordability to the common African.

Treating one patient in Europe/South Africa with heart surgery is equivalent to treating five such patients in India. Hence especially East African countries rank the highest in medical tourism with hundreds of thousand patients travelling to India to seek medical treatment every year which mainly attributes to lower costs as opposed to other countries like Europe and the West.

Hence leading Institutes and hospitals are now contemplating while a few have now entered into the Medical Tourism business.

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India Overtakes UAE as Prime Exporter of Goods to Kenya

India has overtaken the United Arab Emairates (UAE) to become Kenya's top source of imported goods, newly released data show.

The world's second most populous nation stepped up its exports to Kenya by 27.1 percent to Sh174.6 billion in the first 11 months of 2012 or 15 percent of Kenya's total imports.

That growth allowed New Delhi to topple UAE from the top trading partner position it has occupied for the past two decades - helped by exports of petroleum products.

Official statistics show that the UAE's share of Kenya's total imports dropped to 11.9 percent saddled by a 22 percent drop in the value of its merchandise to Sh138.2 billion.

India's stride to the top spot came on the back of big-ticket contracts in healthcare and energy sectors that were concluded in the past 12 months.

The Indian High Commission in Nairobi said Indian investors had intensified their search for business opportunities in Kenya and that the effort was bearing fruit.

“Kenya has become an important market for Indian firms and most have intensified their search for business opportunities with very positive results,” said Tanmaya Lal, the Deputy High Commissioner at the Indian embassy.

Lal said that geographical proximity has made it easier for Indian companies to export to Kenya while keeping prices close to what they charge at home.

The world's most populous nation and its second largest economy China also grew its exports to Kenya by 16.4 percent to Sh154.7 billion beating the UAE to the third position.

Chinese goods now account for 13.3 percent of Kenya's total imports, affirming the rise of Asia as an important trading partner for East Africa's largest economy.

UAE has consistently featured as the top source of imports in Kenya in the past 10 years save for 2010 when China sold Sh120.6 billion worth of goods more than UAE's Sh116 billion.

The relegation of UAE to the third trading spot has been linked to a decline in Kenya's intake of petroleum products that form the bulk of Abu Dhabi's exports.

The Galvanizing Epic Scale of African Opportunity

To many in the West, Africa's popular image remains sadly entrenched in a historical legacy of hunger; corruption; war; poverty. Yet this is the outmoded narrative of the outsider. It is a philosophy anchored to the past - not focused on the future. Take another look. Beyond the stereotypes, Africa's potential is explosive. Its human energy, its vast natural resources, its stabilizing democracies and cutting-edge technologies - all are reaching an economic tipping point that could send it surging dramatically upwards believes Navdip Dhariwal, a former BBC India and Africa Correspondent and the Founder of the award-winning Africa-based Global Strategic Communications Firm MiranPrime.

To the narrow thinking skeptic Africa is both impenetrable and foreboding. But I like to think about the great continent in the most simplistic terms possible. To understand both its complexity and promise I first consider its epic scale.

With my children, and with the eye of a far travelled Foreign Correspondent, I devour old maps of The Sahara, The Namib and The Congo: using my daughter's small fingers to follow the enduring and dispassionate lines of colonial cartographers I imagine Africa as nothing more than a simple open space.

In the Sahel and Sahara alone we could easily fit the landmass of China. East Africa would swallow the Indian sub-continent whole, whilst America could be snugly slotted into the Southern reaches, leaving space for the entirety of Western and Eastern Europe spread out across The Congo.

It is an exercise in both understanding and humility. It is an exercise in respecting the might of the continent that first gave us human life and now holds so much promise in its cradle. Yet still frustratingly too few of us give this great landmass the respect it is due. I am here at this conference to meet with common-minded individuals who believe Africa's time, like India's, has come.

The scale of the African opportunity is both moving and galvanizing: a continent of 54 nations and a population of over a billion people it will, by 2050, hold the largest youth population on the planet. A June 2010 study, Lions on the Move, by the McKinsey Global Institute predicted that Africa's GDP will be around USD2.6 trillion by 2020. That is just seven years away.

Let's also envisage moving on from the terrible legacy of political and social instability that has haunted the continent like a post colonial plague. A simple comparison between today's Africa and what existed two decades ago brings this out in a more dramatic and compelling way. The number of political conflicts, coup d'etat and civil wars blighting the continent has plummeted. A recent Economic Intelligence report revealed the number of successful coups in Africa were 20 in the 1960s, 70s and 80s, but these came down to 16 in the 90s and to 7 in the 2000s. Over eighty per cent of African nations have today embraced multiparty democracy.

The above, by no means, implies that Africa has overcome all military, political and social turmoil, but increased stability brings with it the chance of steady growth and we are finally seeing the fruits of that faith through renewed investment from right here in Delhi, Mumbai, Bangalore and Hyderabad.

In 2013 thousands of major Indian companies, large and small, be they in mining, agriculture, telecom, retail, infrastructure or pharmaceuticals, increasingly understand this sophisticated new Africa paradigm. It is a framework that has long been understood by organizations like the Tata group who have been operating on the continent for many years with well-established interests in energy, communications and information technology in 13 African nations.

It is, in some ways, a familiar story. India has long been part of Africa's past and I believe will play a crucial role in its future. Many Indians, who went to Africa as indentured labour in the 19th century, worked in sugar and other plantations and first saw this vast potential – the same broad potential we excitedly discuss in forums and seminars here in Delhi. In East Africa, Persons of Indian Origin (PIO) later gained control over retail and wholesale trade as well as cotton ginning, coffee and sugar processing, and other segments of agribusiness over time.

But a century later the narrative needs to be about partnership and above all else mutual respect. Trust builds respect and vice versa. India has offered a USD5-billion line of credit to African nations over the next three years to boost bilateral trade and commerce. It has also taken the initiative to offer an additional USD700 million to establish new institutions and undertake training programmes in East Africa.

Today India has emerged as Africa's fourth-largest trading partner, behind the EU, China and the US. India is rightly and significantly trying to position itself even higher and throughout the African continent as an equal partner with immense soft power which some, over-simplistically, see in direct opposition to China.

The Asian giant, on the contrary, has been pursuing a more instrumental relationship based on pure commerce and the mining of natural resources. Experts believe that this presents immense challenges to India who, given this recent footprint, will have to work very hard at this “brand differentiation” from China. While China's main focus has been on the continent's extractive resources, India has been astutely developing the billion-strong African market for its manufacturing, pharmaceutical, IT and health service industries. But to be realistic like China, India also presents the world with a hungry demand for energy, especially coal and oil, which Africa, of course, has in abundance. Working with African governments and businesses to mine for the resources India needs for its economic development is arguably pivotal to sustaining its remarkable rate of growth in the years ahead. This will only happen successfully in the modern era on a level playing field and with mutual respect and profit.

The facts speak for themselves: The Democratic Republic of Congo (DRC) has around 40 percent of the world's cobalt reserves, South Africa has around 90 percent of the world's platinum and Guinea has around 30 percent of the global bauxite reserves and some of the largest deposits of iron ore in the world. The potential of mining is particularly interesting as many areas have not been closely surveyed and so there is likely to be much more to discover. By the same token India has a lot to offer Africa. Its fast-growing economy can provide investment funds, particularly in building mining-related infrastructure.

As a child of migration from East to West myself I understand more than most how the odyssey of Indians to the four corners of the globe and how that has been a chronicle shaped by incredible courage, enterprise and above all humility. Before my father boarded the lonely train from Amritsar to here in Delhi that would eventually lead him to a new life in wintry England in the 1960's, my grandfather before him had travelled to South Africa to work on the railway. My own life is a testament to their patience and forbearance in the face of hardship and, of course, their willingness to embrace change and challenge to carve out new opportunities, their willingness to take a risk.

In many ways the future for Africa and with it the promise of prosperity and economic growth for India depends on the finest Indian professionals migrating abroad to corporate boardrooms, research laboratories, engineering workshops and university faculties. It depends on individuals as well as corporations taking a risk on the basis of economic potential.

The India I once worked in as an International Correspondent is today producing some of the finest skilled graduates in the world – each one ready to facilitate broader intellectual and technology transfer to Africa. In a proven area of co-operation in the last five years India also possesses expertise in agriculture that is particularly readily applicable to African farms.

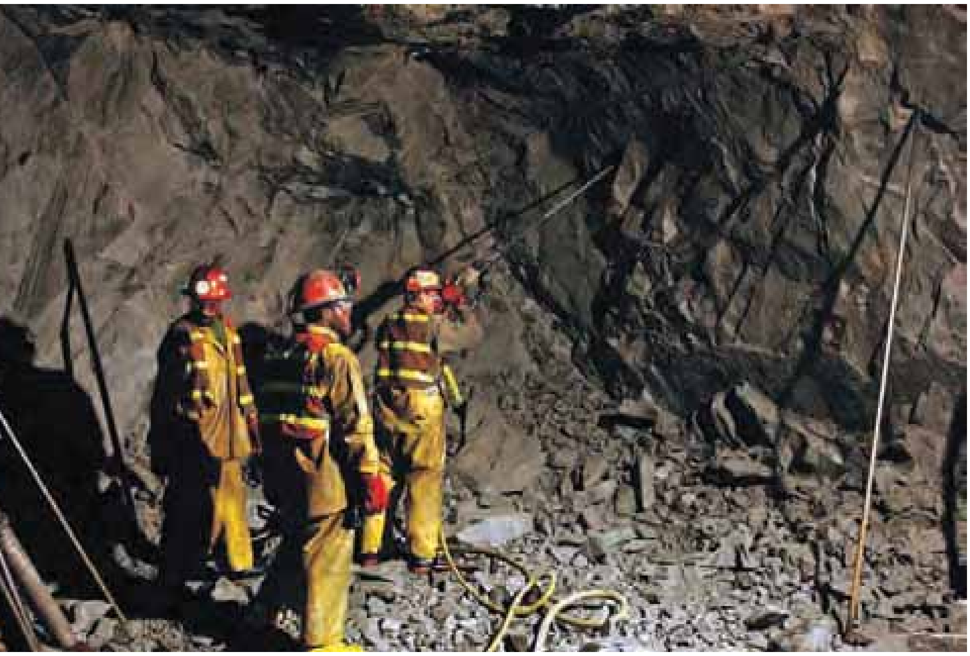
The most striking example is this company from Bangalore called Karuturi, which cultivates roses for the European market in 60 hectares of greenhouses in Ethiopia and 135 hectares in Kenya. The company's long-lasting success is obvious: Karuturi owns 311, 000 hectares of agricultural lands in Ethiopia where rice, corn and palm oil have been cultivated.

But arable land acquisition and development in Africa by foreign firms is justifiably or not, not without its own controversies amidst allegations of land grabs being made by major NGO's and Pressure Groups like Human Rights Watch.

The truth that runs through all of the above like a Kimberley pipe through a seam of rock is that the scrutiny on the conduct of Indian firms operating in Africa, like China before it, will never be more intense than it will be in the next decade. It is a forensic analysis being driven by on the ground intelligence and new forms of technology and data gathering of a highly sophisticated nature.

Multinational companies are also coming under increasing criticism by African governments for failing to contribute sufficiently to local economies, despite huge profits. What the companies themselves, too often, fail to communicate however is their own contributions to society and how this simple analysis fundamentally overlooks the broader benefits of foreign investment that, apart from direct revenues into the national fiscus, include employment, skills training and technology transfer.

To perform effective and long lasting business in Africa risk analysis needs to be an integral part of any entry or longevity strategy. Local knowledge and in-country experience is key to this in order to provide up to the minute on the ground audits and country profiles. In my opinion firms must employ qualitative due diligence for the benefit of all stakeholders regardless of borders, language and culture. The hard truth amongst the promise is that failing to identify or respond effectively to risk in Africa can bring corporations loss of market share, competitive edge and profound reputational damage.



But whilst Indian business needs to play its own part by acting responsibly and ethically in their business dealings in Africa the key message being delivered at this years World Economic Forum on Africa which I will attend in May is more locally targeted. The message is this: "Africa's leaders need to strengthen the continent's competitiveness, foster inclusive growth and build resilience in a volatile global environment. Accelerating economic diversification, boosting strategic infrastructure and unlocking talent are critical success factors."

In my opinion Africa as a whole seems to be going in the right direction, notwithstanding political problems in some countries but in many corners of the map it is still a place of rough edges and harsh realities. To be pro-active and take the possibility of political and social risk on the continent seriously and, above all, to never underestimate its potential to dent ambitious growth prognoses, is the smarter African road to take in the longer term.

The dream, of course, for forthcoming generations is the African borders, so hastily and cruelly crafted by the cartographers of the past, will come to finally represent hubs of trade and industry and with it bring the same emancipation for the poor that China and India continue to strive towards. ■

JCB – A Global Leader with a Local Market Focus

As a leading manufacturer of construction, agricultural and industrial machinery, JCB has been at the forefront of building and infrastructure construction markets around the world for almost 70 years.

Producing more than 300 different models, in facilities across the UK, India, the USA, Germany, Brazil and China, JCB has the global reach to meet the needs of customers in more than 150 countries, yet retains the local expertise to develop specific models for individual markets.

JCB is the world's number one backhoe loader and telescopic handler manufacturer and one of the leading competitors in the wheeled and crawler excavator markets, the skid steer and compact loader sectors and in compaction equipment. In every one of those markets the company delivers machinery that has been tailored to meet the requirements of customers in a variety of industries.

With more than 2,000 dealer outlets in 150 countries, customers are never far from JCB's world-leading back-up and service support, with global parts availability from 16 regional parts distribution sites around the world. JCB's dealer network provides a local focus that keeps the customer's equipment working, whatever the application, wherever the site may be.

A Backhoe Loader for Africa

The backhoe loader, which JCB builds in both the UK, Brazil and in its Indian manufacturing facilities, remains the most versatile machine on the construction site, delivering unparalleled utilisation and maximum return on investment for the customer. In developing countries as much as established markets, from owner operators to multi-national fleets, the JCB backhoe loader has become the mainstay of many construction businesses.

The recently announced 3DX model has been specifically designed for building and rental markets in Africa. Powered by a 92hp (68kW) JCB Dieselmax engine, the 3DX has a dedicated JCB driveline that includes a high ratio torque converter, switchable four-wheel drive and a new braking system requiring reduced operator effort.

With superior pushing capability at the front and JCB's four-arm parallel lift geometry, the 3DX delivers a maximum dump height of 2.72m and a shovel breakout force of 6,500kgf. Customers can choose from a 1.1m3 general-purpose bucket, or a 1.0m3 6-in-1 shovel for ultimate versatility.

At the rear, the machine has a 4.77m digging depth with the standard fixed dipper and a load-over height of 4.18m. Bucket tearout is a powerful 5,700kgf, with a dipper tearout of 3,010kgf. All hydraulic hoses on the boom and dipper are routed within the narrow section structure, to minimise the chance of damage on site.

As with all JCB backhoe loaders the 3DX has a spacious operator's cab with excellent all-round visibility and high levels of comfort. A fully

adjustable suspended seat is standard and the cab offers low noise and vibration levels.

A single piece gas-strut assisted engine cover provides easy access to all service points for rapid everyday maintenance. There is also a removable front grille to allow access to the battery and cooling pack.

“In Africa there is rapid population growth and the governments are focused on infrastructure development, where the backhoe is the ideal machine,” says Paul Murray, JCB's General Manager for Africa.

“Almost every construction site has a JCB backhoe on it due to its high utilisation, affordability and mobility, not only around the site but from site to site. The new 3DX will be the ideal machine for plant hirers and contractors entering the business for the first time, who will play a key part in Africa's infrastructure development."

Ultimate Digging Performance

For those customers seeking superior productivity, JCB's JS200HD crawler excavator provides the ideal machine for construction, mining and infrastructure works. The heavy duty excavator features strengthened boom mounting points with 1,000 hour greasing intervals, a reinforced monoboom and a heavy duty dipper arm with extra thick steel and damage prevention ribbing.

High temperature resistant hoses and seals are used throughout the hydraulic system and the JS200HD benefits from Plexus filtration that permits hydraulic oil change intervals of 5,000 hours. Sealed and greased lubricated track chains and an engine air filter pre-cleaner further reduce regular maintenance, allowing the JS200HD to work in the toughest operating conditions.

As with all JCB machines, the JS200HD has a spacious, well ventilated operator's cab that provides excellent all-round visibility, improving safety on site and reducing the risk of damage to the machine. Optional cab guards provide additional protection from flying debris in quarry and demolition applications.

The JS200HD is powered by a proven Cummins diesel engine delivering 127hp (94.7kW). This engine is specifically designed and developed to work in hot and dusty conditions and is easily accessible from above and from below for service and maintenance.

Continued Investment In The Future

JCB is the world's third largest construction equipment manufacturer by volume. A family-owned business, JCB's turnover in 2011 was £2.75bn and earnings were £355m on an EBITBA basis. The company employs more than 10,000 employees in 22 plants around the world.

JCB continues to invest in research, development and manufacturing on a global scale. This includes the recent announcement of a fourth manufacturing facility in India, a £62 million investment that will see a new plant built in Jaipur, Rajasthan. JCB already builds construction equipment for domestic and overseas markets in a facility in Ballabgarh, and at two sites near Pune.

“Our strategy is to carry on investing in India to keep pace with future economic growth and strengthen its position as a market leader for construction equipment,” said JCB Chairman Sir Anthony Bamford.

“This is a new chapter in the JCB India growth story,” said JCB India Managing Director and CEO Vipin Sondhi.

“After a decade of continued investment by the JCB Group in Ballabgarh and Pune, I'm thrilled that Jaipur will become home to the company's next world-class manufacturing facility. Our strategy for sustainable long-term growth is all about ensuring our dealers and customers get the best product range and customer service in the industry.” ■

African Infrastructure: India Offers Cost-Effective Cutting Edge

By Dr. Suresh Kumar, Ms. Vibha Gupta

Introduction

The current volatile economic environment in the European Union thus poses significant policy challenges for that region. The effect of economic meltdown is felt in most of the African countries which are linked to global financial markets (e.g. South Africa and others), oil exporting countries (Algeria, Angola, Libya, and Nigeria), manufacturing products (Morocco, Tunisia) and commodity exporting countries (Botswana). The market policies in Africa should focus on mitigating the impact of the global slowdown on economic activity and poverty, while continuing to strengthen the foundations for sustained growth (Background Note, 2012: 54).

India and Africa, being a part of South-South world are in the process of close collaboration in areas of technology, trade and investments. Bilateral trade between India and Africa increased from US$ 25 billion (2006-07) to US$ 53.3 billion (2010-11) which indicates the special relationship between them. The post forum summit 2011 and declaration of Dr. Manmohan Singh, Prime Minister of India about USD 5 billion as assistance to Africa have deepened the relations from bilateral to regional one. The regional linkages through associations such as AMU, COMESA, EAC, ECOWAS, ECCAS, IGAD, SACU, SADC and AU are serious about their region's infrastructure requirements in construction, healthcare/pharmaceutical, small & medium enterprises (SMEs), tourism and others that will facilitate employment opportunities, raised additional source of income and revenue. Most of the African states are working with inadequate infrastructure facilities and are looking towards the developing countries like India to build partnerships.

The infrastructure sector deals linked with different sub-sectors as per the need include cement, construction, iron & steel, real estate, general machinery, machine tools, technology, turnkey projects, drilling equipment, earthmoving equipment, minerals, hotels, resorts, shopping malls, food courts, amusement parks, automobiles (bus, cars, trucks), bicycles, auto parts and ancillaries (railway construction and rehabilitation, construction and rehabilitation of power stations to develop rural electrification, energy transmission and distribution, rehabilitation of existing facilities and addition of new infrastructure to supply potable water, sewage drainage and treatment, building hospitals and set up the health system, manufacturing of pharmaceutical products, diagnostic & Medical services and diagnostic centres, setting up of pharmaceutical

industries, mineral water and other liquid food hygiene, cement production, paper and technical maintenance, building radio and TV stations and digitalization of the terrestrial television transmission network.

India supports and convinces the African partners on the same infrastructure finance policies mentioned above and pursues to implement them as per the requirement. The Indian industrialists, entrepreneurs and political economists watching Africa have witnessed intensive and extensive discussions and debate on India-Africa partnership (eight India-Africa Conclaves and two Forum Summits since 2004).

The infrastructure requirement in Africa connects the SMEs of India by "introduce the credit rating system followed in India, for SMEs in Africa to improve the access to credit, set up a virtual business portal to manage India-Africa cooperation, to help promote matchmaking between Indian and African SMEs and organize an India-Africa Skills Development mission. The human capital interaction helping African governments create robust eco-systems that promote entrepreneurship and job opportunities by leveraging Indian expertise in this field and providing African governments key lessons from India's experience in engaging the Diaspora for development initiatives.

This conclave is expected to be another milestone in the India-Africa cooperation drive. Strengthening India-Africa partnerships will give impetus to South-South cooperation and a fillip to the states' goals of G20-meaning, the engagement is of interest not just to the Indian and African audience, but to the world at large as well" (Background Note, 2012: 10).

India's Lines of Credit (LoCs) & Infrastructure Avenues

India has offered USD 5 billion for the next three years under lines of credit to help Africa achieve its development goals during the Forum Summit 2011. India has announced an additional USD 700 million to establish new institutions and training programmes in consultation with the African Union and its institutions. Exim Bank of India acts as catalyst in enhancing the bilateral trade and investment relations in Africa. The LoC are working with the objective of Focus Africa programme of the Government of India and are extended especially to priority sector. Exim Bank of India has representative offices in Addis Ababa, Ethiopia, Johannesburg, South Africa, Dakar and Senegal to facilitate economic cooperation in the region. The bank's strategy is to promote and support two-way trade and investment and perform as a partner to promote economic development in Africa. Exim Bank's vision has evolved from financing, facilitating and promoting trade and investment, to a conscious and systematic effort at creating export capabilities in Africa.

The infrastructure spending needs for Africa highlights the requirements in construction, healthcare/pharmaceutical industry, SME's & training, agro, tele-communication, power, urban drainage system and buses, railway and air transport infrastructure. The experience of Indian Railway (IR) taking care of more than 20 million passengers per day will be useful for the needs of African countries. Indian companies share their experiences in the supply of transmission line towers, laying of power transmission lines, sub-stations, rural electrifications, power distribution and industrial electrification, tele-communication, power, urban drainage system and buses, railway and air transport infrastructure, construction of a water-treatment plant, construction of an International convention center, the construction of high towers, utility buildings, a cement factory, acquisition of buses, rehabilitation of Manganese mine and acquisition of equipment, soda ash plant and turnkey projects.

Construction

The construction investment opportunities in Africa are tremendous that starts with the building and development of road, railway, air network, shipping routes, logistics infrastructure, warehouses, transport centers, ICDs, cold chain infrastructure, multi-story housing and other in Africa. Table-3 highlights the different construction sector activities in different African countries.

Science & Technology, & Tourism

India's experience of developing Science and Technology (S&T) in the country as per the needs of the vast population is appreciated in the developing countries. The S&T invokes the work in developing ICT parks, tele-communication, well-designed construction of tourism adventurous places, connecting villages to cities, incubation Centre with state of art facility, international universities and institutes like Microsoft and others.

Road, Railway, Air & Ship Route, & Transport Sector

The tremendous market opportunities in Africa persuade the region to develop inter and intra connectivity via road, railway, air, river and sea routes. This sector connects all the remote centers of villages to the cities that will initiate the process of sharing goods, material and culture. The connectivity will raise the demands and opportunities of investment, people to people movement and cheaper transport to cross the border countries either via road or via railway. The rehabilitation of road and railway network will connect the different zones of Africa and give a shape of Pan-Africa in real terms. Along with it, there is a need to strengthen river transport and exploitation of the river network, restoration and management of various river ports, currently in dilapidation, establishment of river transport companies, equipment with modern facilities (passenger merchandise boats), construction of storage structures with cold storage room in all principal river ports, purchase of refrigerating vessels for the passage of the big rivers and its tributaries, completion of studies and construction of port facilities, completion of rehabilitation and equipment of secondary ports and dredging of river ports.

Water Management & Health Sector

The safe potable water production and its distribution is one of major concern in Africa. Government and private hospitals and clinics in Africa provide health care. The private hospitals have earned a reputation as providers of good quality health care. Major surgery facility is not available in most of the countries. Investment opportunities for establishing specialized hospitals to treat such referral cases are, therefore, unexploited.

Education Sector Construction

The main objective of the sector is to strengthening the higher education system through training of faculty, establishing linkage among Indian and Ethiopian higher educational institutes and experience share through study four. This sector will train 300 faculty for M.Tech/M.A and PhD in engineering and Business and Economics. The training could be at home and/or abroad using programs like residence, sandwich course Video-conferencing and the like. It will study tour for the leadership at university and Ministry of Education levels. It will establish linkage among Indian and Ethiopian universities to share experience particularly to learn from the rich experience of Indian universities/institutes which serves as centers for excellence in certain disciplines.

Conclusion

The India Africa Forum Summit 2011 has focused upon regional integration and infrastructure development in different sector. The regional integration approach of India put a check on the proponents of declaring India as new-colonial power. India is working against the well known colonial ideology of Divide and Rule and rather supporting Pan-African approach of real union. India recognizes the infrastructure development that is prerequisite to the economic growth of the Africa continent. The EXIM Bank of India supports the infrastructure projects through the LoCs in Africa and propagating Africa's Look East Policy under the banner of South-South cooperation. It strengthens India-Africa mutual needs and development to move with dignity in the open market and building world class infrastructure is the only way to strengthen the sustainable development.

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Investment by Indian Firms in Africa on the Rise

By Ranjan Satya S

The route followed by Indian companies in Africa differs from China. Indian private sector plays a leading role in Africa while China believes in direct investment led by state-owned entities. India is now seeking to expand its commercial influence across the African continent. Bharti Airtel, Aptech, Godrej, Vedanta, Cipla, Essar, HCL and the Tata group are the front runners in Africa. New Indian investment and trade in Africa is also gaining momentum.

Airtel, India's largest cell phone provider has become the second-largest mobile operator in Africa. Tata Motors has opened an assembly operation in South Africa. Essar Group is investing in the African steel sector and Godrej is very active in the consumer goods market.

Indian trade with Africa has doubled in the past four years, from USD24.98bn in 2006-07 to USD52.81bn in 2010-11. India and Africa have decided to revise bilateral trade upwards to USD90 bn by 2015. Indian companies are active across a range of sectors, including mining, pharmaceuticals, machinery and equipment, chemicals, textiles, paper, education, financial services, software, refineries and printing.

Indian companies are acquiring overseas assets to establish their presence in foreign markets and to upgrade their competitive strength as they realize their future growth will be driven by the share they acquire in the global market. According to Thomson Reuter's data, Indian acquisitions made up a third of total acquisitions (in value terms) in sub-Saharan Africa in 2010, the highest by any country in the region.

Major investments from India are under way in mining and oil exploration. ONGC has acquired shares in oil exploration ventures in Libya and Nigeria. Vedanta Resources invested nearly USD750m in Zambian Konkola Copper Mine. India, which faces a huge energy deficit and imports about 80 percent of its crude oil, is exploring avenues for hydrocarbon assets that can boost its energy security.

Cipla, the Indian medical company has invested nearly USD32m in Uganda in a joint venture with another local manufacturer to produce antiretroviral and antimalarial drugs.

Majority of Indian businessmen believe that Africa is the region that can establish India as an economic superpower as predicted. Consumer spending in Africa is expected to double to as much as USD1.8-trl. by 2020. Consequently, India views Africa as a place where it can reproduce the business models it has refined at home and replicate its success in building vibrant manufacturing and services sectors.

The promising commercial relationship between Africa and India has created the need for a deeper engagement between the African and Indian business sectors. The India-Africa Business Network was established with the idea to increase synergy between Indian MNCs moving into Africa and African companies to establish a footprint in India.

The government of India, using its Pan-African e-Network project, has also started playing an active role through a strategy of "soft-power diplomacy", which matches the best Indian expertise in scientific, medical and telecommunication services to African countries.

The FDI flow from India has significant long-term benefits for the industrialization of Africa, particularly in sectors such as education, infrastructure, tourism and health, where India can offer expertise and customized solutions. For India, Africa is the world's largest untapped market for trade and investment.

To boost the India's trade with the Sub-Saharan African region, the Government of India launched the "Focus: Africa" programme under the EXIM Policy 2002-07. The Government of India provides financial assistance to various trade promotion organizations, export promotion councils and apex chambers in the form of Market Development Assistance.

With huge amount of natural resources, a middle class larger than India's, rising per capita incomes and major institutional and political improvements, Africa is set for an exceptional decade of economic expansion and has emerged as a potential site of investment for Indian business. ■

Task Group on Diamonds Calls for Incentives to Boost Exports

On 12 February 2013, Minister of Commerce, Industry and Textiles Anand Sharma, accepted and unveiled a Task Group report to make India an International Trading hub for rough diamonds. The task group on diamonds was constituted by the Commerce Ministry under the Chairmanship of Director General of Foreign Trade, Dr. Anup K. Pujari keeping in view the slump in exports of diamonds from India in recent years.

Some of the recommendations in report include setting up of a Special Notified Zone for import and trading of rough diamonds, permission to import cut and polished diamonds duty free up to the extent of 15 percent of the average of previous three years' exports and reducing the rate of computation of profit under Benign Assessment Procedure (BAP) from 6.0 to 2.5 percent, amongst others.

Commenting on the report, Sharma said that “The commitment of the Indian diamond sector and the Indian government for clean and responsible diamond trading is really high. Some mischievous and malicious elements of late have been trying to malign the perception of the Indian diamond sector, which the Indian Government will not allow.”

India is the largest diamond cutting and polishing center in the world, committed to continuing as a responsible and active member of the Kimberley Process Certification System by implementing all its regulations. Very few countries have such an impeccable record and the world would not have been able to reach less than 1 percent trading of conflict diamonds, if India would not have vouched for the same so steadfastly.”

The Task Group which comprised members, both from the Government and Industry, did an extensive review of the issues related to the trade facilitation, taxation, fiscal measures and promotional matters related to the Indian diamond industry in line with such practices prevalent at other global diamond centres.

The report is of great importance to the Government as India currently enjoys the status of the foremost hub for manufacturing of diamonds in the world. Diamond exports are also a major contributor to the merchandise exports of the country. The diamond industry also employs a large number of people from the underprivileged section of the society in India.

Sharma appreciated the suggestions of the Task Group to help India retain its primacy as a trading hub, committed to take up the recommendations, which have been put forward with the concerned departments of the Government in a time bound manner so as to decrease the transaction cost of exports, simplify the compliance of the trade with taxation authorities and benefit the trade with the natural resources that is emanating out of India.

Sharma also noted that his Ministry had already issued the necessary orders to implement certain pertinent demands of the industry immediately after the same have been demanded by the industry, like granting of bonded warehouse facility for diamonds which had been necessitated due to the imposition of 2.0 percent import duty on cut and polished diamonds.

Some of the salient recommendations of the Task Group are:

- Reducing the rate of computation of profit under Benign Assessment Procedure (BAP) from 6% to 2.5%.
- 15% duty free re-import quota for import of cut and polished diamonds
- Setting up of a Special Notified Zone for import and trading of rough diamonds
- Establishment of a USD 3-5 billion fund for banks to refinance their dollar loans to the industry
- Extending the 2% interest subvention scheme to the industry, as most diamond manufacturing companies do not fall under the current scheme
- Continuation of the system of Honorary Valuation Panels for the diamond sector
- Defining a beneficiation policy for diamonds mined in India
- Setting up of a Rs 200 crore Technological Upgradation Fund Scheme (TUFS)
- Establishment of a fund in partnership with the industry for generic promotion of diamonds and promotion of diamonds
- Other procedural related suggestions to reduce transaction costs of exports

The industry commended the proactive role of the government in trying to solve the industry specific issues and anticipates that the recommendations will be implemented within the specified time period as to be decided by the government.

Indian Investments in Nigeria Exceed $4.5 bn in 2012

Indian exports to Nigeria grew by over 9.0 percent but Nigeria still has a hefty trade surplus and India is likely to remain Nigeria's second largest trading partner.

A report from Accra, capital of Ghana, says Indians had invested more than USD4.5 billion in Nigeria, Africa's most populous nation, in 2012 while other initiatives were put in place in Benin, Cameroon and Chad as part of efforts to improve ties between India and West African nations, Mahesh Sachdev, Indian High Commissioner in Abuja, said, in an e-mail interview.

He listed the investments as a plant to produce fertilizer worth USD2.4 million by Nagarjuna Corporation, polyethylene terephthalate (PET) plant by Indorama worth USD2 billion and the establishment of a primary alcohol plant worth USD120 million. PET is a thermoplastic polymer resin of the polyester family used in synthetic fibre and manufacture of beverage, food and other liquid containers.

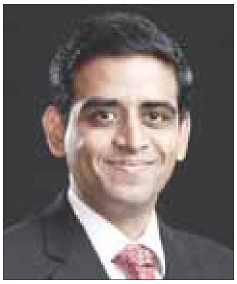
The Indorama PET plant will produce 86,000 tonnes in the first phase, which will effectively satisfy the country's 50,000 tonne domestic market requirement, while the rest will be exported. This will move Nigeria from a net importer of PET resins to a net exporter of the product.

Launching the PET plant at Eleme near Port Harcourt in Rivers State last year, Governor Chibuike Amaechi described it as the first of such plants in sub-Saharan Africa. Sachdev said trade among the four countries had seen some growth but declined towards the end of the year

“Although India's trade with these four countries declined during April-October 2012 by 10.4 percent, it was largely due to lower Indian purchase of Nigerian crude,” Sachdev added. He said Indian exports to Nigeria grew by over nine percent, adding: “Nigeria, nevertheless, still has a hefty trade surplus. India is likely to remain Nigeria's second largest trading partner in 2012, but the gap from the first - the US - is continuing to shrink rapidly.'

'India's ties with Nigeria, Benin, Cameroon and Chad continued to chug along since we signed off in early August 2012,' adding that 'the people-to-people contacts grew and we expect to end 2012 with around 40,000 visas, up 16 percent over 2011. During 2012, several prominent visitors from the four countries visited India, among them former Nigerian president General Olusegun Obasanjo, as well as Nigeria's ministers of works, science and technology, interior and defence, Sachdev said.

Dignitaries from Cameroon included the minister of economy and from Chad, the minister of social affairs. In addition, 236 professionals from Nigeria, Benin, Cameroon and Chad attended various courses in India under the Indian Technical and Economic Cooperation (ITEC) programme since last April. Of these, 188 were from Nigeria, 12 from Benin, 25 from Cameroon and 11 from Chad. **(Source: IANS)**



Towards a Cash-Lite Economy

By Srinivas Nidugondi, Head- Mobile Financial Solutions, Mahindra Comviva

Cash is dead. Long live cash! Mobile cash to overtake physical cash by 2020

This might sound unreal, but if you think about how technology has changed the world in the past few decades, then it isn't so absurd.

Worldwide, with the exception of just a few countries, the use of cashand paper based payment instruments account for the bulk of retail payments. We all know that cash as a payment medium is both expensive and inherently risky but it is still the most prevalent way to transact. We also know that electronic payments benefit each and every stakeholder in the financial ecosystem, but though there is an uptrend in the use of electronic payments, we still have some way to go before the electronic medium dominates the retail payment market.

Cash comes out on top across consumer segments – banked and unbanked, as well as those individuals with a strong electronic payment history – all continue to carry coins and paper notes. Why? I see three broad groups:

- Electros: those who use electronic medium and card payments regularly
- Limited Banked: banked consumers without access to electronic channels and with limited card payments usage
- Purely Cash: unbanked and underbanked consumers without access to any financial instrument beyond coins and notes

The electros segment uses Internet Banking and, now, Mobile Banking for conducting Banking and Payment transactions including funds transfer, bill payments among others. Still, they continue to use cash when:

- They are worried about the security of online transactions
- Electronic payments instruments are not accepted
- They can't make payments due to immediacy.

The Limited Banked are by and large not technology savvy – so they avoid using electronic channels to make payments – and rely instead on cash or cheques.

The Purely Cash are unbanked or underbanked by choice or due to lack of access to organised financial services – they have no option but to use cash to pay.

But there is one thing that connects all these three segments and that is the mobile phone. Mobile technology is embraced by around five billion of the seven billion people on earth. So its safe to assume that the last mile coverage issue is truly addressed as consumers have clearly embraced the mobile for their everyday needs. No wonder then that the financial services industry is upbeat on the mobile for rendering various services – just think of Barclays Pingit and mobile banking as examples.

Returning to cash, it is evident that the mobile as a last-mile solution will enable the transition from converting paper to the electronic medium. However, the approach needs to be specific to the consumer segment and it must address the need. Let's use a "follow the cash" approach to determine the reasons for using cash and build in the means to accept electronic payment instruments.

Looking at the unbanked and under-banked segments, there is a clear need to store money securely and send money to their families back home. This is the value proposition that enabled mPesa to gain a stronghold among millions of Kenyans.

Extending the ability to send money home, to quickly pay for utility bills, to top-up airtime or to receive salary into their Mobile Money accounts are all reasons why mobile financial offerings and electronic payment methods have caught on in Tanzania with Tigo Pesa or in Madagascar with Orange Money. In Zimbabwe the lack of local currency has given Mobile Money an opportunity to bridge a huge gap – the success of Ecocash is evidence enough that with the right value proposition,

consumer adoption will be significant.

In India too there have been initiatives to use mobile as a medium to improve financial inclusion; but without the right product features and a collaborative approach between banks and telecom operators they couldn't thrive. Now, with products such as Idea My Cash, electronic payments can thrive – and India will move closer to achieving a logical end objective of financial inclusion.

At the other end of the spectrum, banked customers still need cash for over the counter transactions where cards are not accepted. Players such as Square in the US are offering merchants a low-cost card reader fitted to a mobile phone to accept card payments – or enabling consumers to transact using a mobile application so the payment is processed without the need for cards.

Further, the mobile makes it possible to give an enhanced user experience in the overall payments process – and meet the need for immediacy and gratification – as well as enable real time recommendations of what to buy, why (discounts that can be redeemed instantly) as well as enabling payment through one of the various mWallet-linked cards. We can already see various players, including Google Wallet and PayPal, in action.

Imagine walking into a Starbucks where I get a coupon on my mobile wallet – courtesy of a Location Based Service – that can be redeemed if I pay using my Starbucks card. Once the sale is made I get additional loyalty points for using the card via my mobile…. and all this happens through my mobile.

Clearly, the requirements of consumers are different but the mobile is helping meet requirements across both developed and emerging market consumer segments. Electronification of cash is in progress. As someone who has worked in this space for over a decade, I see the use of cash declining steadily in the coming years. The winds of change are blowing a breeze. ■

Central Bank of India Opens Office in Nairobi for Handling Trade Deals

A State-owned Indian bank has received approval to open shop in Nairobi, deepening the emerging Asian economy's interests in the country. The move comes at a time when India has risen to the position of biggest source of Kenya's imports.

The banking sector regulator recently said it had licensed Central Bank of India to open a representative office in Kenya, giving the Mumbai-based lender a window to tap the growing business ties between the two countries.

A representative office is limited to offering marketing and negotiating lending and trade finance deals to customers, but cannot collect deposits from the public.

"We are targeting to sell our products particularly to Indians in the diaspora but we will also be looking for opportunities and with time we can move to commercial banking," said Central Bank of India chief representative officer (Kenya) S.S. Rao said.

The representative office will also offer consulting and advisory services for Indians living and working in Kenya.

"Under the Banking Act, a representative office of a foreign bank may engage in marketing and liaison roles in connection with the activities of its parent bank and affiliates but is not allowed to engage in banking business as defined in the Act," said the Central Bank of Kenya (CBK) in a statement.

Rao said that the representative office would be officially opened by the end of the month and start hiring gradually even though he did say how many staff would be employed. The Indian lenders' head office is, however, sending two employees to help in setting up operations.

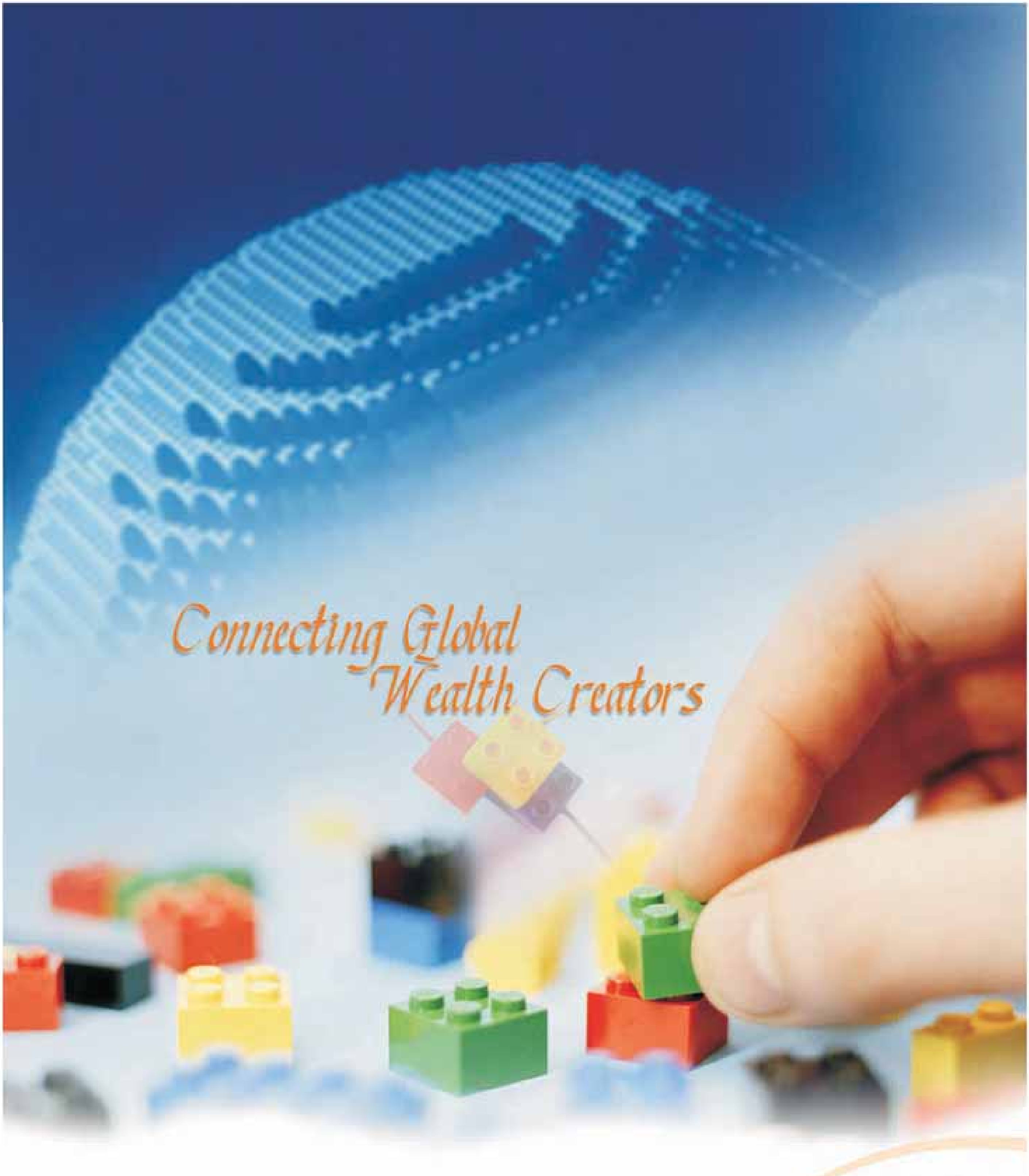
Central Bank of India primarily engages in corporate, personal and investment banking. Kenya becomes the second stop after Zambia where the bank has a partly-owned subsidiary, Indo Zambia Bank, which was incorporated in 1984.

Bank officials said that Africa is part of the bank's expansion plan coming at a time when India, like her neighbour China, is increasing its trade ties in the continent.

"Through its representative office in Kenya, Central Bank of India seeks to explore potential business opportunities in the country with a view to evaluating the prospects of a long-term regional presence," said the Central Bank's statement. "It is anticipated that the newly authorized representative office will facilitate and support the growing trade links between Kenya and India."

India's exports to Kenya stood at Sh174.6 billion in the first 11 months of last year or 15 per cent of Kenya's total imports.

Indian companies are also bagging mega deals. India's Global Procurement Consultants won a contract to monitor the implementation of a Sh11.4 billion World Bank-funded project to fight HIV and Aids in Kenya.


Connecting Global
Wealth Creators

Mangal Prabhat Lodha :

Builder, Legislator & the Original RTI Motivator

In Mumbai, the very name of Lodha conjures up the towering image of a real estate giant. Mangal Prabhat Lodha, patriarch of the Lodha Group, a lawyer by profession early in life, started his real estate business in a small way in Mumbai's far-off and little known suburb of Nallasopara in the early 80s. Today, the property conglomerate is busy with a beehive of construction activity, spanning more than 30 projects covering a mind-blogging 27 million sq ft area in Mumbai, including a 117-storey World One, a super-luxury residential tower in the heart of the city. Mangal Prabhat Lodha, who is also the popularly elected Member of the Legislative Assembly (MLA) from the posh Malabar Hills constituency, has been a motivated activist right from his student days in Jaipur, Rajastan, before he migrated to Bombay, now Mumbai, to become a successful builder and politician. The little known fact about this soft-spoken and unassuming man, however, is not the gigantic contribution that he has made to the growth of the

highly competitive Mumbai construction industry but the initiation of the Right to Information (RTI) through a Private Member Bill in the Maharashtra State Assembly in 1996. The subsequent enactment of the RTI Act at the state and the Centre has empowered the citizens across the country to demand information about how they are being governed and ruled. The concept of RTI, which Lodha picked up during his visit to the United States in 1994, has revolutionized, the Indians' thinking about governance and more important, their attitude to dealing with the issue of corruption, the most discussed and debated topic across the country today. In an exclusive interview with Satya Swaroop, Managing Editor of New Media, India's largest bilateral trade and community magazine publishing house, Lodha talks about his vision, ideals and mission in life. Excerpts.

It's popular today. But the little known fact is that the Right to Information (RTI) saw its genesis in Maharashtra. How did the idea come into existence?

It was around 1994-95. I was in the United States, when I first heard about the Right To Information (RTI). It is one of the laws in the US that enabled its citizens to get information about the government's plans, without going through a lengthy process. The law helped them to get the details about what was happening in any government department, and also exercise pressure on the establishment, as well as contractors, responsible for the projects for faster implementation. This law provided the transparency to check the development progress. As a lawyer practicing in Jaipur in Rajasthan at that time, the US system made sense to me.

After coming back to India, I drafted a bill myself and presented it in the Maharashtra State Assembly as a Private Member Bill in 1996. Though the bill was not cleared, my intention at making the government accountable for its action and the public's hard earned money spent did garner steam. The idea was simple: If anyone is using Rs 2 crore to build a road then the citizens have a right to know that how the entire sum is going to be used for the construction.

We are talking about opening health centres, but how do we know that the money is spent wisely? The participation of citizens in a democracy is essential. It's imperative that people should get involved in the day-to-day governance for the democracy to grow stronger. It is an irony that both classes – the ruling and the ruled – think little of their involvement. The RTI Bill was devised to strengthen the coordination between the ruling class and the public.

The Private Member Bill, which I drafted and presented in the house, is still on the record of State Government. First it was adopted in Maharashtra State and later the Central Government too made it a law. Of course, later on, when the Bill came into force, eminent social activist Anna Hazare and others tried to debate on the issue, but looking back I feel a sense of pride and pleasure that I was the first lawyer to introduce the Bill in 1996, which finally became a law.

Incidentally, this Bill now has transformed into a 'tool' that is often misused.

Yes. I agree with you. Unfortunately the idea of 'accountability' has been rather misused by a certain group of people, who use RTI to serve their vested interests or as blackmailing tactics. But I believe that the practice can be put to an end to by ensuring that each RTI applicant makes his/her motive clear while using the law. Here's how it will work: Suppose a resident of Jalgaon

is asking about information regarding a certain construction work in Mumbai. Now, maybe his motive is right but who will decide that this person is qualified enough to be given the information sought? The mention of his/her reasons for asking for particular information, whether the subject really affects him/her or not, is a perfectly plausible way to ensure that the information isn't misused. It's my belief that the government is also thinking in this direction, and will soon come out with a concrete plan to curb all dubious motives – at least in principle.

Is the delay in bringing about such a change in the Bill the reason for the government for its inability to find the right people to oversee the RTI activities?

It isn't as if the government has been mum about the RTI affair. Yes, bringing in the right people is a herculean task, given the vast range of topics that RTI covers, but there have been effective measures taken. The government is thinking of creating an RTI Commission, and to bring in right people from every sphere of society. Recently the Supreme Court has asked retired judges to come forth to take charge as guardians of RTIs, but the eagerness is lacking on their part. While I agree that retired IAS officers and judges are qualified individuals, the need, in my opinion, is to widen the web to include people from NGOs and other eminent personalities who have the knowledge of their fields. Qualification and motivation are the two important points to consider in this case.

Can RTI be an answer to curbing corruption in the country?

That was the very purpose of drafting a bill like RTI. However, given the current scenario where corruption has become as deep rooted as perhaps culture, it's a scene hard to envisage. We are dreaming of becoming a world leader (Vishwaguru), but I think that we have lost our position for that thanks to corruption. Having said that, I agree that we have all the ingredients to make the country prosperous, but a lot has to be done before we can get rid of corruption and stride ahead. And a strong RTI system can help achieve that goal.

What you say is true. However, don't you think there are already a bevy of laws for the same?

I agree. We are a nation of myriads laws. Several laws cover each subject, which confuses the common man. But if we try to make separate laws for separate departments, wouldn't Mantralaya be too small a place to hold all of them? Besides, who will read all these laws, leave aside understanding them and following them for mutual benefit? Ask any officer, even lawmakers, about the laws of India, and you would find it hard to get a satisfying answer; especially when a simple act of driving home from office today involves the breach of at least 10 laws, if not more. There is a need to change our system.

How do you justify the many rallies and campaigns that have been initiated to curb corruption?

These campaigns and agitations are good for any democracy. Today Annaji and Kejriwalji are running good campaigns against corruption. In the seventies, Jaya Prakash Narayan had led a similar movement against the corrupt system. It is imperative for a nation that has such leaders to come forth with necessary acts from time to time, so that we grow as a democracy and people realize that they too are as responsible for the nation's future as is their elected government. Today's movements aren't much different from the JP movement. He also fought against the system, which was nurturing the seed of corruption, and now Anna's movement is against that tree, which has grown from that seed. What eventually matters is how well do we succeed.

Politics is a rather unconventional career to opt for. What made you veer towards it?

Being in public service is a childhood dream. Even in school, I used to participate in National Service Scheme (NSS). I was the general secretary of my college students' union. I started my law practice from Jaipur where my father was a judge. At the time there was a law that prevented me to practice law, given that my father was a judge in the same court. Hence I moved to Mumbai (then Bombay) with a salary of Rs2500/- Gradually, I got involved in real-estate, and today have a company of my own. In 1995, I fought my first election. It was difficult. Being a builder wasn't exactly a great qualification then, but things changed when people realized my goal: fighting corruption.

In America, England, Germany and other world democracies, politicians are highly qualified people. They are industrialists, professors and actors, for whom politics isn't their main source of income. In India that is not the case. Here people see it as an avenue to amass wealth – and when that happens, insecurity seeps in, and that leads to corruption.

Being a builder and a successful one at that is no mean a feat. How was your experience?

Being a builder was never my first choice. It just happened. I still remember in my early days I would visit this friend of mine who used to work in a hotel in Colaba. During one of our jaunts, he introduced me to his friend, who was in the business of material supply work in Nalasopara. He told me about a plot of land which was lying vacant as nobody was ready for construction work there. I visited the place and purchased that land for Rs 18,000 and formed a society of 18 people to work with. This was in 1981. I stayed and worked there for 15 years. That was the start of the Lodha Group. Today of course, Lodha is a big name in the real estate industry with a bevy of construction projects right from Nalasopara to Mumbai's several suburbs. Today of course I am a retired builder. My sons – Abhinandan Lodha and Abhishek Lodha - take care of the business and keep the Lodha flag flying high.

But it is still a tough world to work in. Each year new companies join in the competition, and with one aim: to be the biggest in the game. The insecurities are larger and so is the corruption in the game. If one has to put it in a nutshell: the builder's world is like life; nothing is permanent here.

What would be your biggest advice to the new generation?

My only advice for them is to work harder and plan well. When a person is ready to work hard, luck helps him. I think nothing is impossible in this world, when one thinks of work with honesty even the toughest project seems to ease itself.

What is your vision in life now?

I have always believed in the dictum of Karma-- one gets what he does. Change is not possible only by good thoughts, we never know what is coming next in our life. Indira Gandhi never imagined that her end would come like the way it did. Sometimes, destiny also plays an important role in shaping the things. All you need to do is work hard

Who is your idol?

My father has been my idol. He has taught me many important lessons of life. He taught me to love the country. He taught me the virtues of leading a simple life. I still lead a very simple life and whatever I posses is the gift of almighty. If you follow the path of successful people, who have achieved great things in their life, you will realize that all of them lived in simplicity. He taught me to work selflessly – as that's the key to a larger good.

I agree, the situation in the country is not very pleasant at the moment. The gap between the haves and havenots is increasing rapidly. The affluent society is leading a different type of life, whose dogs are living in air conditioned facility while the working maid is finding it difficult to admit her child in a hospital. The politicians, the ministers, MPs and MLAs are aware of the situation but are careless about taking action. They wait for people to react, to oppose a situation where a common man has to pay a hefty health bill which may gobble up his entire salary. If one wants to get a death certificate from hospital he has to pay bribe for that. The need is for the country to rise.

Incentives Make Agribusiness Investment Attractive

Foreign Farmers Make a Beeline to Acquire Land in Africa

In a recent development, the African agriculture sector has spurred great interest among worldwide investors. This trend is based on the fact that the continent has more than 60 percent of the world's uncultivated arable land, with favourable weather conditions in many countries and access to water resources. There is also a belief that rising population and incomes will spur demand for food products in the years to come. Suppliers of agricultural equipment are also looking to Africa as a new growth market.

India's southern state of Andhra Pradesh has signed a preliminary deal with Kenya and Uganda to send 500 farmers to cultivate land in the two East African nations. The Andhra Pradesh government has signed letters of intent with Kenya for 50,000 acres (20,234 hectares) and with the Uganda Investment Authority for 20,000 acres (8,000 hectares) of land. The Indian farmers would work as entrepreneurs on the land leased/ purchased by them.

The cost of agricultural production in Africa is very low as compared to India. There is less need for fertilizer and pesticides, labour is cheap and overall output is higher.

Recent offers by African governments allow foreign farmers to acquire much larger areas of contiguous land on lease for 50 years, and in some cases even up to 99 years at throwaway prices. Over the last few years, private investors and foreign governments have acquired thousands of acres of farmland in Africa to take advantage of the favorable terms of acquiring land. They aim to cultivate food crops and biofuels. These initiatives have been met with skepticism by land and civil society activits on grounds that such measures will lead to food insecurity. Investors from Saudi Arabia have leased large tracts of farmland in Ethiopia. China, on the other hand, has invested $800 million in the production of rice in Mozambique. Jordan has leased many hectares of land in Sudan for rearing livestock and growing crops.

South Korea plans to develop 100,000 hectares of farmland in Tanzania, at least half of which will go for raising grains and producing processed food such as cooking oil and starch. The Asian investors claim that such investments will generate employment opportunities for the local people and lead to the transfusion of modern agriculture technology that will in the long run lead to increased productivity on the continent and reduce her dependence on imported food. China and India claim that they have no plans to export food grains as in terms of logistics, it might not be a viable alternative at all.

India too has joined the fray – more than 80 Indian companies have invested more than US$2.4 billion in buying or leasing huge plantations in Ethiopia, Kenya, Madagascar, Senegal and Mozambique to grow food grains and other cash crops for the Indian market. Sonalika, the leading Indian agriculture equipment manufacturer, has over the years emerged as the most reliable global brand of International Tractors Limited (ITL) and has launched its production facilities in Argentina and Cameroon. The "Landini-Solis" tractor range has been successfully introduced in Southern African countries with several key government orders and sales facilities at over 60 points in South Africa.

Many governments in Africa are offering excellent incentives and tax exemptions in an effort to attract foreign investors in the agricultural sector. Sudan involves leasing a minimum 60,000 acres of land to foreign farmers for 8 to 32 years at a nominal lease fee on per year per acre basis. There is no upper limit. There would be no taxes or duties on inputs and no profit tax for at least four years.

In Senegal, land could be acquired under two different procedures namely (i) Allocation of land for agricultural use and (ii) Regularization through lease (long lease). Acquisition of land through procedure (ii) would entail financial expenditure including payment of annual rents. The minimal period for lease is 20 years extendable to 30 years and renewable to 50 years (long lease)."

In Tunisia, the foreign investor can own up to 66 percent of the capital. The arable land is leased and cannot be capitalized. Agricultural investments do not require a preliminary authorization. They must be declared with the Agency for the Promotion of Agricultural Investment. Two fiscal regimes can be adopted: a partially-exporting regime and wholly-exporting regime. Wholly-exporting entities are those that export at least 70 percent of their production, with the option to sell the remainder on the local market.

Full and permanent exemption from customs duty, auxiliary customs duty, value-added tax and customs tax are also available to prospective investors. The Agency for the Promotion of Agricultural Investment in Tunisia has offered about 3,000 hectares of land for commercial farming and for setting up agro-processing projects in Tunisia. ■

Africa Must Try to Tap India's Development Experience

African Development Bank (AfDB) chief Donald Kaberuka has said that unlike Europeans, emerging economies like India have taken a different view of an Africa that is changing dramatically.

"Africa is changing and the future is in our demographic dynamics, the future is in our demand as a market," Kaberuka said in a media interview in the Indian capital New Delhi recently.

While its large mineral wealth is a basis for the perception of Africa, Kaberuka said such a view was a legacy of the colonial past that continues to colour European engagement with an emerging Africa that now comprises 54 nations.

"Europeans are still in the prison of the 1990s when the African situation reflected the lost decades past of poverty and huge macroeconomic imbalances," said Kaberuka, who was on a business visit to India.

And based on this different reading of Africa, most of the companies are coming from India, Brazil and Turkey to do business.

The Europeans have now begun "waking up" to the increasing presence of emerging economies' companies only to give it a negative connotation.

"What are the Chinese, Brazilians, Indians doing here? Are you sure they are not here to exploit Africans? they (Europeans) ask," Kaberuka said.

The AfDB head said India-Africa trade had grown more than six-fold in the last five years to nearly USD50 billion from around USD7 billion.

"Fifty percent of Africa's exports to India is oil, but Africa is more than just oil and gas, gold and diamonds," said Kaberuka.

India is moving in that direction, emphasizing on capacity building in its engagement with African trading partners, with many of whom it has old cultural links. It has made efforts to change its composition towards more value-added exports from the continent.

"Africa should try to exploit India's experience with development," Kaberuka said.

India has committed to set up 32 capacity-building institutions at the regional level and 40 at the bilateral level in Africa.

Kaberuka also called for faster progress in African economic integration. The continent made up of 54 countries with so many currencies as also numerous borders and separate rules and regulations are barriers to expanding engagement.

"Faster progress is required in African integration. For instance, only 11 countries out of the 54 have GDPs higher than USD50 billion," Kaberuka said.

However, there is a "new dynamic" for integration, he said, referring to Africa's association with the BRICS (Brazil, Russia, China, India, South Africa) group of countries which are renewing South-South cooperation, he said. **(Source: IANS)**

India Launches Trade Portal

S. R. Rao, Secretary, Department of Commerce inaugurated the India's Trade Portal in New Delhi on 1 February 2013. The Trade Portal has been developed to facilitate India's exporters in trading which may result in the expansion of trade. The Portal offers Indian exporters and importers respectively a comprehensive guidance for concluding international trade transactions successfully with a specific focus on Indian traders trading with SAARC, ASEAN and top 25 export/import destinations (as per value terms). The portal provides user-friendly access to relevant information for import and export of different products in digital form.

It provides an access to an online database of current MFN Tariff, Preferential Tariff of top 25 destinations with which India has entered into regional or bilateral agreements or variants of them, Rules of Origin ("Ro0"), Sanitary and Phytosanitary Measures ("SPS") and Technical Barriers to Trade ("TBT") requirements of various products that an Indian trader requires for ensuring successful trade transactions. The Portal provides a search criteria based on HS Code and/or product names.

Rao said the Trade Portal is a dynamic concept and invited feedbacks from the stakeholders for further development of the portal. He stated that an endeavour shall be made to expand it to other trading partners and the task of maintenance of Trade Portal will be carried out by IIFT under the overall guidance of the Department of Commerce.

The link to the Trade Portal has been provided through Department of Commerce website under 'What's New' and Useful Links'. The direct link to the website is http://trade.iift.ac.in/.

$19 mln Exim Bank LOC to Senegal's Fisheries Project

Export-Import Bank of India (Exim Bank) has extended a Line of Credit (LOC) of $19 million to Senegal for financing a fisheries development project in that country. An agreement to this effect was signed in New Delhi on 19 December 2012 by T.C.A. Ranganathan, Chairman and Managing Director on behalf of Exim Bank and Amadou Moustapha DIOUF, Ambassador of Senegal to India, on behalf of the Government of Senegal.

Senegal is a country in West Africa. This is the tenth LOC extended by Exim Bank to the Government of Senegal. The earlier nine LOCs aggregating $145.45 million were extended to the Government of Senegal for financing purchase of agricultural machinery and equipment, supply of buses and spares, Irrigation project, Women Poverty Alleviation Programme & acquisition of vehicles, IT training project, acquisition of railway coaches and locomotives, a rural electrification project & fishing industry development, medical equipment, furniture and procurement of pumping equipment and crane trucks.

Burkina Faso Gets $22.50 mln Loan for Housing

Export-Import Bank of India (Exim Bank) has extended a Line of Credit (LOC) of $22.50 million to the Government of Burkina Faso, for financing a low cost housing and economical buildings' project in Burkina Faso. The LOC Agreement to this effect was signed in Ouagadougou, Burkina Faso on 18 January 2013, by Amit Kumar, Regional Representative of Exim Bank's Dakar Office on behalf of Exim Bank and Lucien Marie Noël Bembamba, Minister of Economy and Finance, on behalf of the Government of Burkina Faso.

This is the third LOC extended by Exim Bank to Burkina Faso. The first LOC of USD 30 million was extended for financing the acquisition of tractors, harvesters and agriculture processing equipment in Burkina Faso. The second LOC of $25 million is being utilized for financing rural electrification project in Burkina Faso.

Under the LOCs, Exim Bank reimburses 100 percent of contract value to the Indian exporter, upfront upon the shipment of goods / provision of services. With the signing of this LOC Agreement, Exim Bank has now in place 167 Lines of Credit, covering 74 countries in Africa, Asia, Latin America, Europe, Oceania and the CIS, with credit commitments of over $8.67 billion, available for financing exports from India. Exim Bank's LOCs afford a risk-free, non-recourse export financing option to Indian exporters. Besides promoting India's exports, Exim Bank's LOCs enable demonstration of Indian expertise and project execution capabilities in emerging markets.

India, South Africa Review Trade Pact Negotiations

India's Minister for Commerce, Industry & Textiles Anand Sharma and South Africa's Minister of Trade and Industry Rob Davies recently reviewed the India- Southern African Custom Union (SACU) Preferential Trade Agreement (PTA) negotiations in Johannesburg.

Both Ministers agreed on the need for early finalization of the India and SACU PTA. Sharma requested Davies to take up the issue of India-SACU PTA negotiations and appealed to him to use his good offices to expedite SACU's response to India's proposal of average Margin of Preference (MOP) in the PTA so that the two sides can accordingly finalize and exchange their respective responses to the tariff request lists and thereby take the negotiations forward. Both sides have instructed the officials to meet and thrash out the differences. Earlier, Sharma had written to Davies on the same issue.

Both the Ministers also decided to meet before the next BRICS Trade Ministers' Summit and also agreed to coordinate stances on World Trade Organisation (WTO) issues.

Concern over Market Access to Indian Meat Exports

Sharma also expressed India's concerns at the temporary suspension placed by the South African authorities on frozen boneless buffalo meat imports from India. It is to be noted that after recently granting market access to deboned and deglaned frozen boneless buffalo meat from India by approving one abattoir cum meat processing unit in Maharashtra in January, 2011, same has been temporarily suspended in May 2011. Sharma has requested that the matter may be looked into as the Indian meat conforms to the highest international norms and standards.

Sharma also mentioned that India and South Africa should be able to reach the bilateral trade target of USD 15 billion for 2014, set by us January, 2011, well before 2014. While the total trade between India and South Africa stood at USD 10.53 billion for 2010, it rose to USD 13.65 billion for 2011. ■

India, Mauritius Set Up Joint Business Council

During a bilateral meeting with Sayyad Abd-Al-Cader Sayed Hossen, Minister of Industry, Commerce and Consumer Protection, Mauritius, India's Minister for Commerce, Industry & Textiles Anand Sharma said that India and Mauritius have initiated steps towards setting up Mauritius-India Joint Business Council and a Joint Working Group (JWG) on trade and investment.

"The Joint Business Council will be a robust institutional mechanism for giving a boost to trade and investment ties by identifying the priority sectors and sectors of engagement. The JWG would further work out the modalities for broadening and deepening the economic engagement between the two countries," said Sharma told the Mauritian Minister.

Sharma conveyed to Sayed Hossen that India and Mauritius should conduct a Joint Commission Meeting at the earliest so as to chart out a thorough roadmap for future cooperative ventures between the two countries.

During his earlier bilateral visit to Mauritius from 8 to 10 January

2013, Sharma was informed about the Freeport policy of Mauritius which offers zero custom duty and corporate tax free regime for companies with predominant export orientations, specially to Africa.

During the latest meeting, both Ministers took the issue forward and explored the possibilities of approaching new markets through part value addition under the Freeport policy. The special arrangement of Mauritius with COMESA and the DFQF regime with EU will come into play under this Policy. In this regard, DIPP, CII, ASSOCHAM and FICCI have been asked to take necessary action in the matter.

Sharma also assured full support for the development of the textiles sector in Mauritius. He also expressed happiness that MoUs in the textiles sector have been signed between the two countries subsequent to his visit to Mauritius last month. Sharma said that both the countries should look at the possibility of establishing Integrated Textile Park in Mauritius. The Indian Minister asked the officials to give a concept paper on this within two weeks. The Mauritian Minister met Indian industry representatives through AEPC and CITI in a bid to attract Indian FDI into Mauritius in the textile sector. A Board of Investment delegate is travelling with the Minister to explain the fiscal and trade-related aspects to potential investors.

During the Financial Year 2011-12, the bilateral trade between India and Mauritius grew by 68 percent, increasing from USD 863 million in 2010-11 to USD 1,451 million in 2011-12. In the current FY 2012-13, the bilateral trade in the nine-month period from April-December 2012 was USD 1007 million, registering a marginal decline of 4.78 percent as compared to the corresponding nine-month period of April-December 2011.

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Africa, Ideal Destination to Energy-Starved India

By Dr. Suresh Kumar, Ms. Achumi Ezung & Ms. Richa Pathak

Introduction

India is the sixth largest energy consumer in the world and is one of the world's fastest growing consumers. Estimated to be a USD 90 billion industry, the oil and gas industry is among the largest contributors to the central and state exchequers in India sharing approximates USD 13.58 billion. Today, India needs energy security to sustain economic growth of around 10 percent and the country currently imports 70 percent of its oil and 50 percent of its gas. Africa's Gas reserves and production are playing an important role having reserves representing nearly 8-9 percent of global reserves. Africa reserves-to-production ratio is among the highest in the world at the current rate of production. India has significant reserves of coal but it is relatively poor in oil and gas resources. India does not produce more than 30 percent of its oil needs from the oilfields within its territorial boundaries. It is estimated that there are hydrocarbon reserves worth 1 billion tonnes of oil equivalent (*btoe*) in the deepwater of India. The ONGC deepwater exploration programme involves an estimated investment of USD 0.75 million per day (**Power. 2005: 27**).

The Forum summit of India and Africa 2011 further strengthened the issue of technology transfer. The PPP model (Public-Private-Partnership) are investing in different fields of energy security in Africa and signing the memorandum of understanding with them giving the priority to the transfer of technology. Reliance Industries Limited (RIL) has signed an agreement of transfer of technology with Nigeria in petroleum Refining, oil and gas exploration and started the different training programmes for Nigerians. The training program of India will strengthen the African Human Resource Development providing employment opportunities to indigenous people, contribute in real economic growth and securing India's energy security. Similarly, South Africa has started a joint venture in Jharkhand Coal Mining and agreed to share its Coking Coal to Oil technology. It is another landmark on technology transfer that will improve India's oil requirement. This is the major difference of India's foreign economic policies as compared to the world community that will act as gateway for sharing the energy technologies among each other and strengthen Indo-Africa fraternity.

Commercial energy production in Africa has nearly doubled since 1970, and is expected to increase by another 68 percent by 2020. Production has remained about flat (at around 7.0 percent) as a share of the world total African commercial energy production grew from 14.8 quads in 1970 to 26.5 quads in 1997, and is forecast to reach 45.5 quads in 2020. Natural gas production grew the most, by 3.9 quads, followed by growth in oil and coal (3.8 and 3.6 quads, respectively), hydroelectricity (0.4 quads), and nuclear power (0.1

quads). Oil accounted for over 86 percent of African commercial energy production in 1970, with coal a distant second at 11 percent, hydroelectricity at 2.0 percent, and natural gas at 0.5 percent. As of 1997, oil had declined to 63 percent, while coal had increased to 19 percent, natural gas to 15 percent, hydroelectric to 2.3 percent, and nuclear power to 0.5 percent. As a share of world commercial energy production, Africa has stayed about constant since 1970 at 7.0 percent, and is expected to remain at about this share through 2020. African commercial energy production is distributed very unevenly throughout the continent. Around 99 percent of Africa's coal output, for instance, is in southern Africa (mainly South Africa). Natural gas production, on the other hand, is overwhelmingly concentrated in North Africa (mainly Algeria and Egypt). Crude oil production is concentrated in North Africa (Algeria, Egypt, and Libya), West Africa (Nigeria), Central Africa (Gabon), and southern Africa (Angola). East Africa produces almost no oil, gas, or coal (**Energy Information Administration, 2006**).

India & Africa's Potential of Offshore Oil & Natural Gas

Africa has 117.482 billion barrels of oil and gas reserve as on 1 January 2009. The natural gas in Africa is estimated at 504.211 trillion cubic feet. ONGC Videsh of India is active in the deepwater exploration in the country and has the mandate to invest in overseas. It is among the companies which are aggressively pursuing overseas markets. With over three decades of experience among developing countries, "ONGC Mittal Energy Ltd (OMEL) finalized the investment proposals for setting up a 15 million tonnes per annum export-oriented refinery, a 2,000 MW power plant and railway lines in Africa.

The refinery would have an initial capacity of 5 million tonnes and would be expanded to 15 MT. ONGC Videsh Ltd. and Oil India have "drilled for oil in an off-shore well oil block with investment of USD12.5 million in Co^te d'Ivoire. These companies have identified hydro-carbon and mining at the most targeted investment area for Indian trade and industry in Ivory Coast. Other African countries where Indian oil companies are planning to enter include Burkina Faso, Equatorial Guinea, Ghana, Guinea-Bissau and Senegal. Today, Africa currently accounts for about 20 percent of India's oil imports. And India has focused development initiatives on the resource-rich countries of West Africa" (**Africa Oil. 2011: emphasis mine**). Table-2 highlights the major projects working in Africa to upgrade and expansion in energy infrastructure. India participates in thermal, coal, oil and gas, petroleum products and renewable energy sector. All these projects are involved in different parts of Southern and Central Africa. Indian companies are taking care of international norms to protect environment sustainability.

Investment Opportunities in Africa

The power crisis and its shortage are well marked in Africa despite their

Table-2 Power & Energy Project Summary

Sector	Sub Sector	No. of Projects	Total Value (USD Million)	Country
Power & Energy	Thermal, Coal, Dams, Oil & Gas, Petroleum Products, Renewable Energy, etc.	53	17734.76	Burundi, Cameroon, Congo (Republic of), Democratic Republic of Congo, Djibouti, Namibia, Zimbabwe

Source: Project Opportunities, March 2012. CII, Export-Import Bank of India, Ministry of Commerce, Government of India: 4.

tremendous hydro, solar and other sources. India's experience of power generation and its distribution to all remote areas to cater its millions of population is willing to exchange with Africa. Africa responds this gesture and invites the interested sectors of India to work in this sector. Africa calls for power technologies and equipment suitable for rural areas, where population density is low and, therefore, investment in robust electricity transmission infrastructure is not feasible. Alternatives include off-grid small-scale and affordable generators and low-cost solar energy panels. Africa shares the possibility of hydroelectric power generation in other African countries. Republic of Congo has rich potential of hydrocarbon in the coastal rivers and production of petrochemical products. Zambia has vast water resources and coal reserve. India has a strong and matured power back-up industry. Its exports of generators and inverters have been growing considerably due to the ability of leading domestic manufacturers to produce quality and innovative products at par with international standards. Africa has significant potential for hydro, wind and solar energy, which are yet to be exploited. Renewable energy may be the answer to many of Africa's power woes. It can become a sustainable source of energy for regions in longer terms.

Africa is having the potential of gas and South Africa, Libya, Tunisia, Algeria and Morocco are actively engaged in this sector.

The oil and gas opportunities in Africa are attracting the Indian investors in the areas of construction of a petroleum pipeline, distribution of petroleum products, Geographic Information System of Service Stations Oil Depots and Consumer points. The practice of transfer of technology is appreciated by the African countries and inviting Indian investors in these sectors.

African countries are looking for the green oil technology. Benin has Biomass densification essentially involves two parts (a) to compact loose biomass material with pressure and (b) to maintain the product in the compressed state after removal of pressure with the project Value of USD 1 300 000. Cameroon invites a very large project for Rural Electrification project, which requires importation of all materials and accessories from India. D R Congo invites project on Jatropha Culture with the value of USD 10 Million. Malawi needs 6 Hydropower generation projects in different ranges of 300 MW, 150 MW and Up to 50MW each. Mozambique requires development of power plants in Gas-fired, Coal-fired, Hydropower, Bio-diesel, Bio-diesel Plant, Production of coking coal and thermal coal. Namibia is looking for Biomass Briquettes making from sustainable waste materials for energy generation.

Conclusion

Overall, India has geographic advantages in linking the African and Asian continents. There is a need to develop energy trade between Indian Ocean and Atlantic Ocean route in building Indo-Africa trade and economic relations in a comprehensive way. Indian investors are committed to work with the African energy sector with the understanding of transfer of technology. Along with it, African human resource gets short and long term training programmes related to energy sector that will help in receiving the transfer of technology. Reliance is working with this understanding in oil and gas sector of Nigeria. The elected governments in Africa wooed Indian investors by assuring guaranteed protection on the one hand and the investors reciprocates it positively on the other hand. It is a genuine concern of India global energy policy that draws a parallel thinking vis-à-vis developed countries.

*(**About the authors:** Dr. Suresh Kumar, Head, Department of African Studies, University of Delhi, Ms. Achumi Ezung, Assistant Professor, Peren Government College, Peren, Nagaland and Ms. Richa Pathak, Research Scholar in Department of African Studies, University of Delhi)*

TCE Acquires Ecofirst

Tata Consulting Engineers Limited (TCE) has acquired Ecofirst Services Private Limited, a joint venture between Milestone Capital Advisors Limited and J. Leon Group (UK). With this acquisition, Ecofirst becomes a 100 percent subsidiary of TCE.

Ecofirst provides design consultancy in sustainability solutions for the building environment. TCE is a leader in engineering consultancy services in key industry sectors - primarily energy, utilities, construction, steel and metals and mining and minerals. TCE is associated with the African subcontinent for the past three decades working closely with government and private organisations in the region towards driving the African vision for growth and development. Several private, public and specially funded projects have been successfully commissioned in power, mining, Infrastructure (townships, water and waste water), chemical and industrial sectors. The Ecofirst acquisition aligns with the African vision of sustainable development and hence has relevance to TCE's services in the region.

TCE's current portfolio of services will be enhanced with the Total Sustainability Solutions™ from Ecofirst thereby facilitating a holistic approach to building green environments. The Ecofirst acquisition institutionalises TCE's commitment to incorporating green technologies and sustainability into the business.

ecofirst
sustainable by design

The TCE-Ecofirst combine will create thought leadership in sustainable development, create niche services in Infrastructure, real estate, construction and others, drive natural resource conservation with green technologies, spearhead sustainability through greenfield projects and migrate existing environments to sustainable platforms through Brownfield projects in a cost effective manner.

Ecofirst is a young organisation with an impressive clientele such as Tata Housing, Fire Capital, Godrej Properties, Hindustan Lever and Larsen & Toubro among others. The company has several projects in various stages of completion in the building environment categories such as low cost housing, second home segment, large area community development, institutional and healthcare building development, hospitality and real estate fund house buildings among others.

"We have made a mark as a prominent engineering solutions provider with prestigious projects within India and globally. Ecofirst will play a key role in helping our customers in Africa and across the globe achieve their sustainability goals", said J P Haran, Managing Director, TCE.

"Ecofirst's sustainable solutions will gain traction and alignment as part of TCE in driving sustainable practices. I welcome the Ecofirst team to TCE and into the Tata fold," said F. N. Subedar, the new Chairman of Ecofirst Services Private Limited and a TCE Director.

"We at Ecofirst are excited about the larger canvas of business that opens up as part of TCE and look forward to contributing to the African growth vision." said Chitranjan Kaushik, Chief Operating Officer of Ecofirst Services Private Limited.

About TCE

TCE is a wholly-owned subsidiary of Tata Sons Ltd. TCE is an integrated engineering consultancy solutions provider since the past 50 years. The company offers engineering services from concept to commissioning in almost all key industry segments such as power, nuclear energy, chemicals, infrastructure, industrial, mining and minerals, steel and metals and construction. With more than 7,000 successful projects delivered to global clients, TCE has established a good presence pan-India, Middle East, Africa and the US. TCE's African presence covers services in outage management, EPCM, PMC and construction management. TCE has delivered projects for almost three decades in the regions of Algeria, Benin, Botswana, Ethiopia, Ghana, Liberia, Mozambique, Nigeria, South Africa and Zambia. ■

Africa Now: An In-depth Debate on Land & Discourse on Agriculture

By Fantu Cheru & Renu Modi

Edited by Cheru and Modi, Africa Now is published by Zed Books in association with the internationally respected Nordic Africa Institute, Sweden. Featuring high-quality, cutting-edge research from leading academics, the series addresses the big issues confronting Africa today. Accessible but in-depth, and wide-ranging in its scope, Africa Now engages with the critical political, economic, sociological and development debates affecting the continent, shedding new light on pressing concerns.

The aim of this book is to go beyond the current debate on 'land grabbing' and provide a more evidence based examination of the status and potential contribution of investments from the three emerging countries- Brazil, China and India, towards the transformation of African agriculture.

While land rights should remain central to the discourse on African agriculture, the potential contribution of FDI to technology transfers, skills development and the financing of vital rural infrastructure, which are critical for the transformation of African agriculture and for strengthening local productive capacity and employment generation cannot be downplayed either. FDI's role in this field could be positive if such investments are handled properly from the start. The issue of land rights is just one part of the bigger puzzle of what needs to be done to bring about a successful 'agricultural revolution' in Africa.

The author's posit that foreign direct investment (FDI), backed and steered by a strong state can become a catalyst for modernising Africa's low-technology subsistence agriculture. This is not to suggest that FDI does not harm the local populations or the natural resource base, more so in host countries with weak regulatory capacity and poor democratic governance. Much depends on local context, the investor's track record, the terms of the lease and whether these reflect the free, prior and informed consent of local landholders, and the capacity of the host government to regulate and monitor projects. A strong and effective development-oriented state can play a critical role in promoting fairer investment models structured to support local farmers while at the same time strengthening national technology, research and development and management capacities for pursuing efficient and sustainable agricultural development compatible with African realities.

This book is about changing course and harnessing FDI to unleash the potential of the African agriculture sector. The urgent need to transform Africa's agriculture has been acknowledged by the Comprehensive Africa Agriculture Development Programme of the Africa Union, especially in the current context of global food price volatility and of low food stocks, that have adversely impacted the marginalised and the poor. If undertaken with proper due diligence, large-scale land investments can create opportunities in food-deficit African countries.

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Farm Equipment Major Sonalika Takes Big Strides in Africa

Sonalika is today one of the India's leading agriculture equipment manufacturer making a wide range of tractors from 20 to 90 HP, farm equipment and Implements.

At present, the company, the International Tractors Ltd (ITL), has a global distribution network of more than 1,800 dealers in over 65 countries. Starting with small exports to India's neighboring markets like Nepal, Bangladesh and Sri Lanka, Sonalika has now taken major strides forward by exploring new markets such as the USA, Australia, South America and Gulf countries.

Working on its vision of becoming world's leading tractor manufacturing company and major player in automotive, products, ITL has established a new assembly line in Nigeria along with a local partner to cater to local market needs. Currently Sonalika is India's largest exporter to the African continent.

Sonalika Engines and tractors also comply with tough American EPA norms as well as Euro Homologation which has been done for several models to enable entry into the European markets.

'LANDINI-SOLIS' Tractor range has been successfully introduced in Southern African countries with several key government orders and after sales facilities at over 60 points in South Africa.

ITL has been made the production hub for major sourcing of components and agricultural implements from Italy, Japan, Turkey, Brazil, which shows the depth confidence of leading brands in ITL products and the company.

ITL participated in leading agriculture exhibition in Algeria. This platform gave a wonderful opportunity to ITL to showcase its best products in this growing market.

Sonalika is proud to be the supplier of 177 tractors plus Implements to the Malawi Government under Indian Line of Credit in 2011. This equipment is bound to help Malawi in developing agriculture in their country and bring in a Green Revolution.

Landini-solis tractor at an exhibition in South Africa

President of Cameroon H.E Mr. Paul Biya on first Sonalika Tractor assembled in Cameroon

Sonalika has also recently executed one of the largest order for agricultural equipment from India under Government of India Line Of Credit to Cameroon for 1,000 tractors and Implements, valuing USD 38 million.

ITL's USP like ISO Certification 9001:2000 and ISO 14001, Zero defect policy, 3A's Advantage – Affordable price, Adaptability and Advanced technology provides ITL with truly an outstanding platform of success and competitive edge over other tractor companies in India.

The zest of Sonalika to be known as a Complete Agricultural Solution Provider has made Sonalika become a truly International Agricultural Equipment manufacturer.

For more information on Sonalika visit: www.sonalika.com Email:exports@sonalika.com

Burundi, pays aux mille opportunités en matière d'investissements !

Le Burundi, pays d'Afrique central, communément appelé « cœur d'Afrique », « la suisse africaine », « pays des milles et une colline » est entouré au Nord par le Rwanda, au Sud et à l'Est par la République Unie de Tanzanie et à l'Ouest par la République Démocratique du Congo. Le Burundi a une superficie de 27.834km2 et se trouve à vol d'oiseau à environ 1.100km de l'océan Indien et à plus de 2.100km de l'océan Atlantique.

Le Burundi est un pays des hauts plateaux sur une grande partie de son territoire et les collines verdoyantes restent l'élément dominant de son relief. Son climat est tropical mais tempéré par le relief. La moyenne annuelle des températures varie entre 15°C et 23°C. Les précipitations annuelles peuvent aller de 800mm dans les basses terres à plus de 2.000 mm sur les zones de la Crête. Le réseau hydrographique du Burundi est très dense, avec la présence d'un grand nombre de cours d'eau, d'une multitude de marais et de lacs qui occupent près du 10ème de la superficie du pays. Le Lac Tanganyika constitue l'élément le plus renommé du réseau hydrographique burundais, avec de très belles plages sableuses.

Des secteurs diversifiés en matière d'investissements

L'agriculture : La diversité des régions naturelles du Burundi lui confère des potentialités très variées en matière des cultures. Les conditions agro-climatiques du pays restent favorables pour une diversité de production agricole. En temps normal, le climat est rythmé par une alternance de deux saisons de pluies et deux saisons sèches. Presque toutes les espèces de plantes cultivées dans le monde peuvent être développées au Burundi. Toutefois, les pratiques agricoles du Burundi demeurent encore archaïques.

Des investissements prometteurs peuvent être initiés dans l'agro-industrie : industrie de transformation et de conservation des produits agricoles comme les fruits et légumes (mangues, ananas, avocats, bananes, tomates etc.) ; des produits vivriers comme la pomme de terre, le riz, le manioc, la mais, le blé, etc.), la modernisation de l'élevage et la transformation des produits d'élevage comme le lait, la viande,), l'investissement dans les cultures industrielles d'exportation comme le thé et le café réputés de très bonne qualité, la canne à sucre(

projet d'agrandissement de la Société Sucrière de Moso en voie de privatisation), la promotion de la culture du palmier à huile, du coton, le quinquina etc.

Les agriculteurs burundais font face à un manque criant d'intrants agricoles (engrais chimiques) en quantité suffisante. Cela fait que la production agricole est toujours insuffisante d'où l'insécurité alimentaire récurrente. De la sorte, des investissements en industries de transformation d'intrants agricoles sont porteurs de même que la promotion du crédit agricole pour la population rurale.

L'Energie : La capacité de production énergétique du Burundi reste très faible par rapport aux besoins dans ce secteur. La capacité installée d'énergie électrique comprenant les centrales thermiques est évaluée à 45 MW seulement lorsque les potentialités actuelles du Burundi en énergie hydroélectrique sont estimées à 300 MW. Des investissements sont à développer dans la construction des centrales hydroélectriques, des centrales thermiques, dans la promotion des énergies nouvelles et renouvelables telles que le solaire, l'éolienne, le biogaz, la géothermie, la tourbe et les microcentrales hydrauliques.

Les Mines : le sous sol burundais est riche. D'après les résultats des études de prospection, le Burundi a des gisements très importants du Nickel. Les réserves sont estimées à 261 MnT. Des études techniques pour le traitement du Nickel sur place ont été réalisées et montrent que l'exploitation à l'échelle industrielle avec raffinage nécessitera la mise en place d'une production électrique estimée à 150 MW. Des investissements sont à initier dans ce secteur également très prometteur.

Par ailleurs, les recherches déjà effectuées montrent qu'en plus des gisements du Nickel, le Burundi dispose d'un potentiel considérable d'autres minerais comprenant notamment : le Colombo-tantalite, Wolframite, cassitérite et des terres rares. D'autres recherches sont en cours sur l'or, le phosphate, calcaire ainsi que les hydrocarbures dans le Lac Tanganyika.

Le Tourisme : des investissements sont possibles en écotourisme, en tourisme balnéaire et de croisière sur le Lac Tanganyika, en tourisme de niche et en tourisme d'affaires. Bien que le Burundi regorge d'un certain nombre d'hôtels de haut standing essentiellement construits à Bujumbura, la capitale du pays, les besoins en infrastructures hôtelières sont énormes car la capacité d'accueil reste encore faible et le secteur hôtelier demeure sous exploité. La position géographique du Burundi le met au centre des grands ensembles régionaux comme la Communauté des Etats d'Afrique Centrale, (CEAC) la Communauté Economique des Pays des Grands Lacs,(CEPGL), la Communauté des Etas d'Afrique de l'Est et Australe (COMESA), la Communauté Est Africaine (CEA) . Cette position fait du Burundi un pivot pour les affaires et le tourisme.

Le Burundi présente également une variété de sites touristiques naturels attrayants: grandes plages sableuses et ensoleillées et lieux de sport nautiques le long du Lac Tanganyika, la source du Nil la plus méridionale à Rutovu, les eaux thermales de Muhweza, les failles de Nyakazu dites des Allemands, la réserve naturelle de la Rusizi, les lacs du Nord dits 'Lacs aux oiseaux', le parc de la Ruvubu, le lieu de rencontre des explorateurs Stanley et Livingstone, la forêt naturelle de la Kibira, les chutes de Karera de plus de 1600 m d'altitude, le site de la dynastie burundaise à Nkondo, etc. Tous ces endroits ci-haut mentionnés sont très stratégiques pour une exploitation touristique.

Les infrastructures de transport : Le Burundi occupe une position stratégique par rapport aux différentes communautés économiques auxquelles il est membres. Il a ainsi une position stratégique sur le continent africain. L'investissement dans le développement et la modernisation du port de Bujumbura pour permettre aux grands navires d'accoster est une opportunité de plus à explorer pouvant faire du Burundi une plateforme entre le Sud et le Nord, l'Est et l'Ouest de l'Afrique.

Transport aérien : Le Burundi a un projet de construction d'un aéroport international dans la commune de Bugendana, en province de Gitega, au Centre du pays.

Transport ferroviaire : Le Burundi ne dispose d'aucun chemin de fer qui le connecte avec les pays voisins et qui faciliterait le transport des gisements du Nickel à partir de Musongati au Burundi. Les études sont en cours pour connecter le Burundi au réseau de chemins de fer tanzanien. En guise d'exemple, le coût pour la construction du chemin de fer reliant Musongati au Burundi à Uvinza en Tanzanie d'un linéaire de 150 km est estimé à 800 millions de dollars américains.

Transport lacustre : Le transport lacustre au Burundi est assuré par le Lac Tanganyika. Des investissements sont à initier en vue du développement du transport sur le Lac Tanganyika.

Des investissements prometteurs et porteurs de croissance sont également possibles dans les secteurs de la santé, de l'éducation, de la construction des logements sociaux et des bâtiments administratifs, des nouvelles technologies de l'information et de la communication (TICs), des services etc.

Les investisseurs potentiels sont donc invités à explorer toutes ces opportunités offertes par le Burundi pour initier des affaires et investissements et à profiter du meilleur climat des affaires et de l'hospitalité légendaire du peuple Burundais.

Tata Motors atteind la millième marque

La Société Anonyme Rosslyn Tata Motors a célébré le montage de 1000 camions dans l'usine de Rosslyn le 25 Octobre 2012.

L'usine était inaugurée en Juillet 2011 par le Docteur Rob David, Ministre du Commerce et de l'Industrie, qui a dit que l'investissement de 110 millions de rhans dans l'usine peut être attribué à l'investissement Sud africain avec des principes amicaux, et l'engagement incessant de Tata pour l'Afrique. Il a dit que le projet est né au moment ou le département est sérieusement en train de suivre une stratégie de développement industriel pour le secteur Sud-Africain des véhicules moyens et lourds de commerce.

Le principal point focal de la stratégie MHCY est basé sur le support pour le développement du marché (Local et régional) ; le développement des capacités de production OEM et le redressement de la chaine de livraison (Base du premier Livreur de pneus). Les tenants de l'industrie ont et font encore partie du processus d'une importante consultation qui accompagne le développement d' une telle stratégie pour une expansion prochaine de Tata Motors en sud-Afrique, a ajouté Monsieur Davies.

Raman Dhanwan, Directeur Général de Tata Africa a reconnu la valeur de la réalisation et a remercié les employés d'être allé au-delà de l'objectif fixé tout en reconnaissant également le rigoureux principe d'une assurance de qualité ISO9001 dans laquelle ils devaient adhérer avec le montage de chaque camion.

Monsieur Dhawan a conseillé vivement l'équipe de Tata Rosslyn d'oeuvrer pour un montage de 10.000 véhicules pour les deux prochaines années – un objectif qui, si atteint assurera l'expansion d'une usine dont la capacité de montage annuelle de véhicules se situe à 3.650 véhicules.

Dans son discours, Monsieur Dhawan a rappelé qu'en plus des volumes, il est important que l'équipe ne perde pas de vue d'agrandir l'usine de montage en une unité compétitive de fabrication avec un pourcentage d'augmentation des pièces obtenues localement.

L'usine Rosslyn est une première grande usine de montage pour Tata Motors hors de l'inde. Cela expose l'engagement de la stratégie d'agrandissement du groupe pour augmenter en Afrique du sud.

La corporation Automobile Tata (S.A) est entrée dans le marché automobile sud africain en 1998 et a toujours été concurrent dans ses branches de marché depuis 2004, lorsque les bus de transport Indiça et Indigo et les véhicules d'utilité (pick-up) étaient présentés. Aujourd'hui, un réseau de 32 partenariats de Tata distribue des véhicules de transport et commerciaux partout en Afrique du sud. ■

Tata africa nigeria services gagne le prix de La marque d'auto la plus sophistiquee a la Ceremonie de remise des prix au nigeria 2012

Tata Africa Nigeria services a gagné le prix de la marque automobile la plus sophistiquée de l'année au Nigeria à la cérémonie de remise des distinctions 2012. Les récompenses étaient considérées comme étant les plus prestigieuses de l'Industrie Automobile de la région et cet événement a attiré d'importants partenaires du secteur automobile, avec présentation des affaires, Gouvernements et média.

En 2009 Tata Africa services Nigeria a reçu le prix du nouveau candidat de la marque automobile. Il a reçu le prix de la plus meilleure marque à venir de l'année 2010. Et en 2011, il a gagné le prix de la top marque à venir.

Comme représentants de la compagnie à la cérémonie de remise des distinctions, il y avait le Directeur Général de Tata Africa Services Nigeria monsieur Gérard ; le Directeur-Adjoint monsieur Menon, le Directeur coordinateur des ventes, monsieur Pink, et les Directeurs de vente Obi Fred et Mark Mayowa.

Tata Africa Nigeria Services actuellement vise le prix le plus convoité de l'automobile de l'année et continuera à travailler pour atteindre ce but.

Avec un record de sept ans, l'unité Nigériane de remise des distinctions automobiles a organisé une caravane signifiante à travers le pays. La nomination et le décernement final se font par un processus rigoureux de vote dans les plateformes telle que facebook et par message(SMS).

Exim bank offre une opportunite de Dette du ghana, malawi et guyane

La banque d'export – import de l'Inde (EXIM BANK) a pour le compte du Gouvernement indien, offert une opportunité de dette de 35millions de dollars(americain) au Gouvernement du Ghana, pour le financement d'un projet d'une usine de sucre au Ghana .le protocole d'accord de cette opportunité de dette était signé en New Delhi, vendredi le 14 décembre 2012 par monsieur T.C.A Ranganathan président et Directeur général, pour le compte de EXIM Bank et son excellence monsieur Robert Tachie-Menson, Haut commissaire de la République du Ghana en Inde, pour le compte du Gouvernement du Ghana .

La banque d'export-import de l'inde EXIM Bank a également offert une même opportunité de dette de 76.50 millions de dollars au gouvernement du Malawi, pour; a)- la construction d'un réseau d'irrigation, incitative de Greenbelt b) – la mise en place d'un équipement de raffinage de sucre en Salima, initiative de Greenbelt, et c) – la construction du Storage du fuel en Malawi, le protocole d'accord de ce prêt était signé en New Delhi ,Jeudi 13 décembre 2012 par monsieur Ranganathan, Président et Directeur Général pour le compte de EXIM Bank et son excellence kennedy S.A. Moyo Haut commissaire par intérim de la République du Malawi en Inde pour le compte du Gouvernement du Malawi.

Une autre opportunité de dette d'une valeur de 19millions de dollars a été offerte au Gouvernement de la Guyane pour la construction d'un hôpital général (multi-spécialités) en Guyane. La protocole d'accord de ce crédit était signé à cet effet par monsieur David Rasguinha, Directeur exécutif pour le compte de EXIM Bank et son Excellence Dr Ashni KUMAR Singh , ministre des finances pour le compte du Gouvernement du Malawi .

Au moyen de ces opportunités de dette, EXIM bank rembourse à 100% la valeur des contrats aux exportateurs indiens, avant le transport des marchandises et des provisions de service. Avec la signature du protocole d'accord de l'opportunité de dette , EXIM Bank a mis en place 165 opportunités de crédit qui couvrent environ 75 pays Africains ,Asie, Amérique Latine, Europe ,Océanie et ailleurs, avec des opportunités de dette d'une valeur de plus de 8.64 millions disponibles pour le financement des exportations de l'inde. Les opportunités de dettes de EXIM Bank ne présentent aucun risque, aucun recours au financement des exportations aux exportateurs indiens .D'autre part tout en promouvant les exportations indiennes les opportunités offertes par EXIM Bank exposent expertise indienne et les capacités d'exécution des projets dans le marché émergeant.