9th CII-EXIM Bank Conclave on

India-Africa Project Partnership

17-19 March 2013

Key Assertions & Recommendations

Executive Summary

The 9th CII-EXIM Bank Conclave on India-Africa Project Partnership, held in New Delhi during March 17-19, 2013, amply demonstrated the robustness of India-Africa bilateral economic and business ties. The Conclave had very high level political participation from Africa, exemplified by the active participation of seven heads of state and government from Africa -- Dr Guy Scott, Vice President, Republic of Zambia, Mr Philemon Yang, Prime Minister of Cameroon, Mr Kiwanuka Ssekandi, Vice President of Uganda, Mr Joseph N Boakai, Vice President of Liberia, Mr Gervais Rufyikiri, 2nd Vice President of Republic of Burundi, Mr Daniel Kablan Duncan, Prime Minister of Cote d'Ivoire, and Mr Rui Duarte Barros, Prime Minister of Guinea Bissau.

Nearly 900 delegates from 45 African countries took part in the deliberations and business meetings at the Conclave, and 477 projects worth about $68.37 billion were discussed. In a first, this edition of the Conclave also created a web-based B2B meeting set-up that facilitated more than 1,500 B2B meetings between Indian and African business.

The Conclave began with a special opening session wherein Mr Anand Sharma, Minister of Commerce, Trade & Textiles, Government of India, spoke about the growing significance of India-Africa partnership in an increasingly inter-connected and inter-dependent world. He observed that the bilateral partnership has successfully retained its "distinct and different" characteristics with both partners maintaining a keen focus on each other's fundamental strengths while entering into mutually beneficial partnerships.

His view was later amplified by Ms Preneet Kaur, Minister of State for External Affairs, Government of India, when she said that India is steadfastedly committed to Africa's socio-economic, technological and human resources development and partners African governments in a consultative, participative and responsive manner based on Africa's own assessment of their needs.

Five key areas received special attention during the course of deliberations at the plenary and parallel sessions at the Conclave – bilateral trade expansion, Indian investments in Africa, capacity building, food security and energy security.

India-Africa bilateral trade flows have grown appreciably in recent years and the revised trade target of $90 billion by 2015 may be surpassed well within the timeframe. However, from a long-term perspective India and Africa would do well to expand the bilateral trade basket, enhance regional diversification of the bilateral trade, and promote investment-led trade. This would call for investments in creating new trade-enabling capabilities and infrastructure, and promotion of trade facilitation measures and trade finance.

In the effort to diversify the bilateral trade flows, India is looking to deepen the trade with African economies that are gateways to regional markets. The African leaders also suggested that India's Duty-Free Quota-Free (DFQF) programmes should be made more comprehensive.

To boost the bilateral trade ties, Government of India is planning to organise the third India-Africa Trade Ministers meeting, and is working towards concluding the talks with Southern Africa Customs Union (SACU) for a preferential trade agreement, a comprehensive economic cooperation partnership agreement with Mauritius, and similar agreements with several other regional communities in Africa. A joint study is underway to work out a free trade agreement or a preferential trade agreement with COMESA.

Government of India institutions like EXIM Bank and Export Credit Guarantee Corporation (ECGC) are also playing a key role in facilitating the growth of India-African trade. EXIM Bank lines of credit (LoC) have historically galvanised India's project exports to Africa. However, the delegates pointed to certain areas that mandate urgent attention, such as, delays in the release of sanctioned LoC, monitoring of projects supported by LoC, greater transparency in the selection of projects to be supported by LoC, and synchronisation of different LoC projects that have received funding from multiple sources.

This would complement Government of India's recently launched pilot scheme of 2 percent interest subvention for project exports which would greatly benefit the African nations. Also, ECGC has identified 41 countries for export credit and out of that 21 countries are in Africa.

The African speakers and delegates highlighted the compelling investment opportunities for Indian companies in Africa. The promising areas ranged from agriculture & agro-processing, mining & beneficiation, and infrastructure development (roads, ports, airports, dams, power projects, public transportation, water & sanitation) to education, pharma & healthcare, IT & BPO, and other services.

Indian industry reaffirmed its commitment to partner African industries in their quest to move up the global value chain. At the same time, Indian business leaders reiterated their support for Africa's industrialisation leading to socio-economic transformation. The African leadership underlined the role of Indian companies in converting Africa's natural resources into productive assets and assured Indian investors of high returns from their business ventures in Africa.

In regard to bilateral capacity building initiatives, the delegates called for better management of information on capacity building programmes. They also underlined the need to bring in more areas under the ITEC programme to meet the emerging human capital needs of Africa. The leaders suggested that the youth of Africa should be encouraged to become entrepreneurs and that CII could play a more active role in this regard.

Delegates from both regions deliberated on the need for greater cooperation in agriculture and agro-processing, which would have a great bearing on the food security situation in Africa and India. Africa's farm sector is expected to grow to the tune of $1 trillion by 2030, although this growth will largely depend on adequate technology infusion.

The delegates also spoke about how Africa could learn from India's Green Revolution, White Revolution and expansion of its agri-processing industries. Tractorisation of African farm sectors was cited as an important area to be addressed. While some parts of Northern and Southern Africa have increasingly inducted tractors for agriculture, farmers in most parts of Africa still depend on hand-held implements for farming. The experts suggested that Indian companies could help Africa's agriculture sector in the following ways:

- Farm mechanisation, agro-processing and storage
- Investments in training and development of human resources for the farm sector, and employment generation
- Greenfield investments, local vendor development and agriculture exports to neighbouring countries
- Setting up of agro parks in Africa
- Setting up of horticulture industries, and floriculture units
- Contract farming.

Further, in boosting Africa's agriculture production, India too can meets its food needs with imports from Africa, especially pulses where India faces huge shortfall. Besides, Indian industry could also help African governments to establish agriculture vocational training schools in their respective countries.

Indian power companies and energy development firms have been playing a key role in building Africa's energy security. Africa holds around 12 percent of global hydropower potential but utilises only five percent of it. Lack of adequate investments is one key reason for the under-utilisation of Africa's hydropower potential. India has proven expertise in hydropower generation and is helping African countries build their hydropower infrastructure through manpower, technical and financial investments and engineering inputs.

Indian energy companies are also investing in Africa's solar power, and other alternative energy development projects like tidal power, ocean thermal power and marine current power, which are highly cost-efficient on a per unit basis. Solar power is set to boom in the African markets.

Traditionally, India was dependent on West Asia for its oil supplies but now Africa is becoming a destination for Indian oil and gas companies to acquire energy sources. Nigeria, Algeria, Angola, Egypt, Cameron, Equatorial Guinea and Sudan are major suppliers of crude oil to India.

Republic of Burundi, Republic of Cameroon, and Republic of Zambia were the Guest Countries at the Conclave.

Indian and African leaders gave assurance that all key recommendations made at the Conclave would be acted upon at the earliest.

The 10th CII-EXIM Bank Conclave on India-Africa Project Partnership will be held in New Delhi during March 9-11, 2014.

Key Recommendations

Bilateral Trade

- Expand the bilateral trade basket, enhance regional diversification of the bilateral trade, and promote investment-led trade.
- Invest in creating new capabilities to promote bilateral trade, step up trade facilitation measures and expand the scope of bilateral trade finance.
- Make India's Duty-Free Quota-Free (DFQF) programmes more comprehensive.

Capacity Building

- Step up the management of information pertaining to different capacity building programmes initiated by Indian government and industry in Africa.
- Expand the scope of ITEC programme and bring in new areas that match the emerging needs of Africa.

Lines of Credit

- Cut delays in the release of sanctioned Lines of Credit (LoCs).
- Establish a robust monitoring mechanism for all projects in African supported by LoCs.
- Use professionally prepared technical and economic feasibility reports while selecting projects for grant of LoC.
- Issues and disputes related to terms and conditions of LoC should be resolved on high priority as per mutually agreeable terms.

Manufacturing Sector

- Leverage India's expertise to help African manufacturing industries to move up the global value chain.

Services Sector

- Promote economic cooperation in the services sector at the continental, regional and country levels.

Agriculture

- India can help African economies improve domestic farm mechanisation, agro-processing and storage infrastructure. Indian farm equipment industry could help agrarian economies in Africa to tractorise their farm sectors.
    - While many parts of Northern and Southern Africa have increasingly inducted tractors for agriculture, farmers in most parts of Africa still depend on hand-held implements for farming.
- Indian companies could also provide quality seeds to farmers in Africa, build roads infrastructure connecting farms to markets, improve post-harvest management.
- India industry can partner Africa in establishing agro parks in Africa.
- India could partner agrarian economies in Africa to establish agriculture vocational training schools.
- Import of pulses from Africa could help bridge India's deficit in pulses production.
    - India has the expertise to boost pulses production in Africa. Farmers in Africa can be trained to grow high quality pulses.

Mining

- Indian mining industry could partner African nations in establishing local mining schools.
- Indian mining companies have a key role in promoting mining beneficiation in Africa.

Bankable Projects

- CII could circulate among its members bankable feasible project reports received from African industry bodies and companies.

Hydropower Projects

- India can help African countries with its skilled manpower, technical and financial investments and engineering capabilities for hydropower project execution.

Water & Sanitation

- India and Africa should consider establishing an India-Africa Water and Sanitation Infrastructure Fund.
- India can offer affordable solutions for providing portable water to people in rural Africa.
    - Some 343 million people in Africa lack access to quality drinking water supply.

Tourism

- Step up bilateral cooperation in the promotion of tourism, which will lead to greater people-to-people contacts between the two regions.

March 17, 2013

Special Opening Session

The India-Africa partnership assumes new significance as the world becomes increasingly inter-connected and inter-dependent. Over the years, this partnership has successfully retained its “distinct and different” characteristics with both partners maintaining a keen focus on each other’s fundamental strengths while entering into mutually beneficial partnerships.

Stating this in his keynote address, Mr Anand Sharma, Minister of Commerce, Industry & Textiles, Government of India, said that India recognises Africa’s growing credit needs for long-term projects. Government of India’s recently launched pilot scheme of 2 percent interest subvention for project exports would greatly benefit the African nations, he said.

Focusing attention on bilateral cooperation in the area of capacity building and skill development, Mr Sharma said that every year some 50,000 students from Africa receive education in India, of whom some 15,000 receive scholarship support from the Indian government. Government of India is committed to support a greater number of students from Africa in the coming three years.

Underscoring India’s commitment to support Africa’s industries to move up the value chain, Mr Sharma said that “more has to be done”.

He also touched upon the vital healthcare sector where Indian pharma firms have played a key role by bringing life-saving drugs to the people of Africa at affordable costs.

Mr Philemon Yang, Prime Minister, Republic of Cameroon, said in his address that Indian companies could effectively leverage the public-private partnership opportunities that are being offered by the Cameroon government. Speaking about the bilateral partnership with India, Mr Yang underlined his government’s commitment to the cause with the recent opening of Cameroon’s commercial diplomatic mission in New Delhi.

Highlighting the major investment opportunities in Cameroon, Mr Yang referred to natural gas, mining, physical infrastructure, and tourism sectors as promising sectors for bilateral business engagements.

Dr Guy Scott, Vice President, Republic of Zambia said in his address that African economies should look to emulate India’s industrial growth experience. He urged Indian companies to invest in Africa and in particular Zambia, by adding that Africa offers the highest returns.

Dr Scott said that the true potentials of tourism in the context of India-Africa partnership have not been fully exploited. “Tourism is a sleeping giant,” he said.

Mr Adi Godrej, President, CII, said that South-South Cooperation is not just a theoretical construct anymore. It is a big reality. A reality that is visibly altering the global trade and investment flows, to the advantage of developing and emerging economies such as our own.

He added that sustainable growth of South-South trade will also require investments in new capabilities, trade facilitation measures, infrastructure and trade finance.

Mr Syamal Gupta, Chairman, CII Africa Committee, said this year’s Conclave is the biggest ever, with over 900 delegates from 45 African nations participating in the event. The Conclave saw the presence of Heads of State and Heads of Government from seven African states, and senior ministers and parliamentarians from across Africa.

Mr Chandrajit Banerjee, Director General, CII, welcomed the delegates to the Conclave in his opening address.

March 18, 2013

Inaugural Session

India is steadfastedly committed to Africa's socio-economic, technological and human resources development and partners African governments in a consultative, participative and responsive manner based on Africa's own assessment of their needs. Stating this in her address, Ms Preneet Kaur, Minister of State for External Affairs, Government of India, said that India will continue to play a catalytic role in Africa's capacity building initiatives.

Ms Kaur noted that the high level African participation at the Conclave was a clear recognition of the huge potentials of India-Africa economic and business ties.

Mr Daniel Kablan Duncan, Prime Minister of Cote d'Ivoire, said in his address that roads and railroad development, mining, agro-processing, energy, irrigation, healthcare and ICT are the most promising areas of bilateral cooperation. He said that the Ivorian government is taking key steps to enhance the country's peace and security, national reconciliation and economic recovery, creating a highly favourable destination for global investors, especially from India.

Mr Duncan added that Cote d'Ivoire is the gateway to western African markets, and is a member of the West African Economic & Monetary Union (WAEMU) and Economic Community of Western African States (ECOWAS). So, companies investing in Cote d'Ivoire will enjoy access to a much broader regional market. He also said that India will be a key partner for Cote d'Ivoire in its quest to become an emerging economy by 2020.

Mr Gervais Rufyikiri, 2nd Vice President, Republic of Burundi, said in his address that the India-Africa partnership exemplifies all aspects of the Istanbul Action Program that supports the least developed economies to leverage the South-South Cooperation framework for their own economic development and to gain access to new technologies and capacity building support systems.

Focusing attention on Burundi's bilateral ties with India, Mr Rufyikiri said his government has undertaken simplification of procedures to draw Indian investors to Burundi. He pointed out that Burundi has rapidly moved up the World Bank ranking of countries on the metric 'ease of doing business'. He urged Indians to visit Burundi and experience the country's rich natural habitat.

Mr Edward Kiwanuka Ssekandi, Vice President of Uganda, said in his address that Africa needs India's expertise for converting its natural resources into productive assets.

He also underlined India's critical role in building Africa's human resources base, and in helping African industry move up the global value chain.

Mr Adi Godrej, President, CII identified five key steps to foster stronger India-Africa economic cooperation, namely, expand the bilateral trade basket, enhance regional diversification of the bilateral trade, promote investment-led trade, promote economic cooperation in the services sector, and fast-track bilateral cooperation in human resources development.

Mr Chandrajit Banerjee, Director General, CII welcomed the delegates in his opening remarks, and Mr Syamal Gupta proposed the vote of thanks.

Plenary Session I: India-Africa Development Partnership-Lines of Credit and Capacity Building Engagement

The Ministry of External Affairs, Government of India, has set up the Development Partnership Administration (DPA) with the objective of managing the formulation, appraisal, implementation and evaluation of projects more efficiently. The DPA also acts a single umbrella for all external developmental assistance programmes. Stating this, Mr P S Raghavan, Special Secretary (DPA), Ministry of External Affairs, Government of India, said the ministry is exploring innovative models of partnership with Indian industry with the aim of combining development assistance with commercial goals to create assets that would deliver greater benefits to the African countries.

Referring to the India-Africa partnership, Mr Raghavan said that India's development partnership with Africa has expanded considerably in terms of geographical spread and sectoral coverage. He maintained that the first two editions of India-Africa Forum Summit (IAFS) have not only provided a clear direction to the India-Africa partnership, but have also comprehensively outlined the specific areas of cooperation, in terms of project partnerships and training and capacity building.

Talking about capacity building measures undertaken by India in Africa, he said the Indian Technical and Economic Cooperation (ITEC) programme exemplifies India's cooperation endeavour in this regard. It constitutes an integral part of India's South-South Cooperation effort.

While suggesting the improvement areas in regard to bilateral capacity building initiatives, Mr Raghavan said that better management of information on capacity building programmes is absolutely necessary. He also suggested the ITEC programme should branch into new areas to meet the emerging needs of Africa.

Mr Raghavan called for drastic reduction in the delay in releasing sanctioned Lines of Credit (LoCs). He also underlined the need to establish a monitoring mechanism for all projects supported by LoCs. “The selection of projects should be transparent, using professionally prepared technical and economic feasibility reports,” he said adding that it would also lead to faster implementation of the projects.

Mr Raghavan advocated synchronization of the LoC projects with multiple sources of funding. He also suggested that issues and disputes related to terms and conditions of LoC should be solved on a priority basis on mutually agreeable terms.

He informed that India is looking at the possibility of involving NGOs in the socio-economic programmes that will be implemented in Africa. “Government of India is collecting data on NGOs who are working in the socio-economic areas,” he said.

An EXIM Bank report on West Africa ‘A study of India’s Trade and Investment Potential’ was released at the session.

Ms Radhika Lokesh, Joint Secretary (DPA), Ministry of External Affairs, Government of India and Mr Kumar Tuhin, Joint Secretary (DPA-II), Ministry of External Affairs, Government of India also attended the session.

Plenary II: Developing Project Financing Architecture in Africa

Mr Ravi Bangar, Joint Secretary, Ministry of External Affairs, Government of India, said in his opening remarks that over the last five years India has built a very strong and vibrant relationship with Africa. Several African nations are experiencing high economic growth and have a growing urban population. India can help Africa deal with the growth challenges through capacity building and experience sharing, he said.

Mr David Rasquinha, Executive Director, EXIM Bank of India, said in this address that shortage of basic infrastructure reduces sub-Saharan Africa’s industrial output by nearly 40 percent. The World Bank estimates that Africa needs $93 billion annually for infrastructure development alone.

Mr Rasquinha added that project loans of up to $100 million can be approved by the EXIM bank of India. LoC is a proactive mechanism to promote export of goods and services from India to target countries, and is extended in areas like agriculture, power technology and industrial development.

LoCs are extended to exporters who in turn extend credit to buyers in Africa. Indian suppliers do not carry any credit or country risk. EXIM Bank also offers consultancy to promote trade between countries and has strong linkages with African Development Bank.

Mr Abhay Kelkar, Director and Head - Project and Export Finance, West Africa, Standard Chartered Bank, said his bank has worked with Bharti Airtel in Africa. Standard Chartered has also worked as financial advisors to Wal-Mart, Indo Rama, Tatas, and many other corporates. He said that the growth drivers in Africa are its GDP growth and population growth. Seven of the ten fastest growing economies in the world are from Africa. Africa needs to develop domestic liquidity to attract overseas investments, he said.

Mr N Shankar, Chairman & MD, Export Credit Guarantee Corporation of India, stated that India has two different agencies to deal with exports: EXIM Bank and ECGC. ECGC is in its 56th year of operation. It operates a corpus of $3 billion and can take exposure of up to 10 times that amount. “We have identified 41 countries for export credit and out of that 21 countries are in Africa. India has an exposure of around $7 billion in Africa,” he said.

Mr Anil Bhandari, former World Bank expert, stated that by 2020, 2 billion people in Africa will be living in the cities. The countries of Sub-Saharan Africa are leading the growth story in Africa.

In terms of investments in Africa, the big players are China, Russia and Brazil and India, apart from the European Union. African countries are yearning for quick transfusion of funds which cannot be provided by multilateral bodies. He concluded that large institutional investments are required in Africa for oil and gas exploration. India needs to work with institutions like World Bank for project financing in Africa, he said.

Parallel Session I: Building partnership for infrastructure and Agricultural projects

The Tata Group is present in 32 countries in Africa and is mainly focused on sectors like metals and minerals, power transmission and distribution, hydro- and thermal-power projects, said Mr Naresh Kumar Sharma of Tata Projects Ltd.

“Tata Group is present in 32 countries in Africa and is involved in solar energy development projects, mining, drinking water projects and transmission and distribution projects, among others,” Mr Sharma said.

In countries like Egypt, the company offers Quality Inspection Services, which also include training local manpower, Mr Sharma said. “Many people who have undergone training with us have now become our vendors,” he added.

He said the company mainly operates in the area of power transmission, railways, metals & minerals, water, oil & gas and hydrocarbons and quality services. He also highlighted some of the marquee projects managed by the group in Africa including laying down of 1,000 km of transmission lines in hilly and difficult terrains, and the World Bank-funded Eastern Freight Corridor railway project running for 1,800 km from Punjab in North to Eastern part of the India.

He said that Tatas can contribute immensely towards the development of African countries owing to its expertise in implementing big projects. The company’s Quality Services vertical has some 1,000 clients spread across 80 countries across the world.

Speaking about the opportunities to form alliance in the agriculture sector, Mr Amit Sridharan, GM and Business Head – Pulses, Tata Chemicals, said: “We are exploring the opportunity to create a successful alliance between the Indian and African farm sectors.”

Citing a 2013 report by World Bank, Mr Sridharan said Africa presents huge opportunities in the agriculture sector; this sector is expected to grow to the tune of $1 trillion by 2030. He added that Africa can learn from the India’s experience in the agricultural sector. He cited the White Revolution and setting up of agro processing zones in India as two key examples to boost agriculture and agro-processing output.

Mr Sridharan said that India has a unique problem with regard to production of pulses, which has remained stagnant for a long time. He added that production of pulses falls short by 37 million tonnes in India every year.

To overcome this challenge, the $3-billion strong Tata Chemicals started a ‘More Pulse (MOPU)’ initiative in Indian states like Tamil Nadu, Madhya Pradesh and Karnataka to train farmers through the Public Private Partnership (PPP) mode.

The MOPU initiative has helped improve production by 20-40 percent, and Tata Chemicals procured the produce directly from farmers paying them in full, unlike the middlemen who charge farmers for weighing and procuring. “We created the I-Shakti brand of pulses, which is an unpolished, high quality product”. This strategy would also work for African countries, Mr. Sridharan said.

He emphasised that the company’s strategy in Africa is to undertake end-to-end projects – from providing seed to procurement to exporting the produce to the Indian market.

He also said that processing units need to be set up close to where such projects are initiated so as to create local employment, unlike in the colonial era when crops were procured, exported to Europe for processing and imported back to Africa for consumption.

Mr Sharma suggested that the idea was to utilise endemic variety of seeds and plan crops keeping in view the climatic conditions of countries where projects are taken up.

He said the modus operandi of the Tata Group is to create special purpose vehicles in countries where it goes and investments are made through such companies in developing infrastructure and institutional mechanism to help local manpower achieve higher production.

Plenary Session III: Achieving Food Sufficiency in Africa – Opportunities for Collaboration

The global business community should shift its focus from ‘mining in Africa’ to ‘agriculture in Africa’. This will help Africa become the world’s food basket. Stating this in his opening remarks, Mr Rajiv Wahi, Chairman, CII Africa Sub-Committee on Agriculture & Senior President (International Business), International Tractors Ltd, said that one key challenge would be to raise the agricultural yield in Africa which has not grown in the last 30-40 years.

Green revolution is the need of the hour, he said, adding that Africa could draw useful insights from India’s farm growth experience. Tractorisation is one major way to increase agricultural production. While parts of Northern and Southern Africa have increasingly inducted tractors for agriculture, farmers in most parts of Africa still depend on hand-held implements for farming. This must change, he said.

Referring to Indian industry’s role in boosting Africa’s agriculture productivity, Mr Wahi listed the following:

- Farm mechanisation, agro-processing and storage
- Investments in training and development of human resources for the farm sector, and employment generation
- Greenfield investments, local vendor development and agriculture exports to neighbouring countries.

Mr Jose Pacheco, Minister of Agriculture, Mozambique, said that globalisation is making many local communities dependent on food imports. While all countries may not to be able to grow all types of crops to meet their food and nutritional needs, they should necessarily be in control of their overall food needs. Mozambique has successfully turned around its farm sector, to become a net exporter of select food items.

The country has 36 million hectares of arable land but only 15 percent of it is being used for agriculture. The challenge for the government lies in giving adequate support for farmers to shift from subsistence farming to market-oriented agriculture. To achieve this, he advocated (i) secure access to land for the farmers, (ii) improved access to inputs and markets for final produce, (iii) greater research and extension support services, and (iv) enhanced support services like credit, warehousing, agro-processing facilities, etc.

South-South Cooperation and greater participation of private sector in Mozambique's agriculture sector will help the country bridge the above-mentioned gaps, he said.

Mr Pacheco invited Indian companies to join Mozambique in the fight against poverty and in boosting the country's agriculture production.

Mr Essimi Menye, Minister of Agriculture & Rural Dev elopement, Cameroon, said the country needs to train its farmers, manage water resources more efficiently, provide quality seeds to farmers, build roads infrastructure connecting farms to markets, improve post-harvest management, etc. India could partner Cameroon in tiding over these challenges.

Emphasizing that the farm sector should adopt a value chain approach instead of selling produce at the farm gate, Mr Menye said that the right price support to farmers is essential in achieving this goal. On a larger plane, food sufficiency is linked to "what we produce and what we consume", he said.

Stating that Cameroon has the conditions to grow maize three times a year, he said that joint ventures with Indian companies can help Cameroon to gain access to high yielding seeds, modern farm equipment and fertilizers.

He also sought India's support in promoting agriculture vocational training schools in the country.

Mr Adam Malima, Deputy Minister of Agriculture, Food Security & Cooperatives, Tanzania, said that private investments are key to his country overcoming key challenges like low crop yields, infrastructure bottlenecks, and limited access to farm technologies. He said that India's technologies are affordable and accessible to Tanzania's agriculture sector.

The key opportunities for Indian investors in Tanzania's farm sector are:

- JVs for tractorisation, biotech R&D, pesticides production
- Infrastructure development including rural roads and rural energy

- Large scale commercial farming in the PPPP mode with people constituting the fourth 'P'

Mr Marmadou Sangalowa Coulibaly, Minister of Agriculture, Cote d'Ivoire, said that his country seeks Indian expertise in water management, farm mechanization, agro-processing and provision of farm inputs. Indian expertise is also sought in the setting up of agriculture schools in Cote d'Ivoire.

Parallel Session II: Guest Country - Burundi

India-Burundi bilateral trade which stood at $70 billion has ample scope to grow, said Mr K.S. Aswathanarayana, Chief Executive Officer, Jaguar Overseas Ltd, in his opening remarks. "Burundi is blessed with rich mineral resources such as iron, nickel, cobalt, uranium, petroleum and gold. Indian companies can look to further bilateral trade in these items," he said.

On the special relationship shared by India and Burundi, Mr Aswathanarayana pointed to two different lines of credit extended by India -- one amounting to $42.8 million for mechanisation of food processing units and farm development, and the other amounting to $18 million for the Kabu Hydro Electrical Project.

Ms Victorie Ndikumana, Minister of Trade, Industry, Post and Tourism Burundi, said that India could help Burundi attract investments in sectors such as ICT, iron and steel, construction, pharmaceuticals, agriculture, food processing, infrastructure development and tourism.

Burundi has initiated structural economic reforms, and has modernised its legal institutions, the minister said. She added that Burundi has won the 'Best Exhibitor Award' for three consecutive years from 2011-2013 at Bahrain and has been ranked as the 'Best Reformer in Africa' in the World Bank's *Ease of Doing Business Report 2012*. "Burundi is also a signatory to various international agreements protecting investments, MICA being one of them," she said.

Mr Antoine Kabura, Chief Executive Officer, Burundi Investment Promotional Authority, showed a short film on the investment-friendly climate of Burundi. The film showcased Burundi's investment potential. It also showed how the present government, in a bid to attract foreign investments, is offering tax credits to prospective investors, custom duty exemption and other such investor-friendly sops. The film also showed how investors have done well with the help of Burundi Investment Promotional Authority (API) and are getting handsome returns on their investment.

Mr Kabura explained how Burundi was providing tax credits to the tune of 37 percent of actual investment. “To draw investments, Special Economic Zones are also being established across the country. A business establishment can be set up in Burundi within 24 hours after the potential investor has paid 42,900 BIF (Burundi francs) through a single procedure that involves three administrative institutions, namely, the Burundi Investment Promotion Agency (API), the Burundi Revenue Authority (OBR) and the Commercial Court, which looks at all investment requests and provides all necessary help through a single window.”

Mr Kabura said that prospective investors should not lose interest because of the country’s small size or its population as “Burundi is a member of regional markets like EAC, COMESA, and Great Lakes Region Countries. Thus, investors will get access to larger markets.”

Mr Aswathanarayana said the World Bank has commended Burundi for its ease of doing business, “which speaks volumes of its investment-friendly climate”. He also said that Burundi can learn from India’s experience with SMEs.

A recommendation made at the session was that if countries like Burundi could prepare bankable feasible reports for prospective investors coming to that country, it could be of great help and that even CII could circulate such reports among its partners.

Parallel Session III: Guest Country – Zambia

The session focused on ways to enhance India-Zambia bilateral trade and investment flows. “The Tata group began its 35-year journey through Africa from Zambia. The particular location of Zambia has helped Tata to expand into 13 other countries in Africa,” Mr Raman Dhawan, Managing Director, TATA Africa Ltd, said in his opening remarks.

Speaking about Zambia’s business environment, Ms Susan Sikaneta, High Commissioner, Zambia, assured investors of a “peaceful and stable environment with easy access to markets of eight surrounding countries”. India is the 2nd largest source of FDI in Zambia. Also, Zambia exports 10 percent of its goods – cotton, copper, cobalt -- to India and 15 percent of its total import comes from India.

With an investment of $280 million, India has created 1,500 jobs in the Konkola Copper Mine,” said Mr Emmanuel Chenda, Minister of Commerce, Trade and Industry, Zambia. Electricity and power sector in Zambia offer investment opportunities of up to $200 million, said Ms Sikaneta.

Indian banks like Central Bank of India, Bank of India and Bank of Baroda have bought stakes in the Indo-Zambian Bank. The bank is part of the retail banking chain under the Bank of Zambia. On “why Zambia”, Mr Emmanuel Chenda said, “A multi-party democracy and a liberalised economy gives Zambia great political stability. Stable macro-economic environment and GDP growth of 6.5 percent in last 5 years with ‘single digit inflation’ are some of the compelling factors. A transparent legal system with ‘zero’ tolerance to corruption provides comprehensive security to investors”.

Mr Glyne Michelo, Director, Zambia Development Agency (ZDA) elaborated that Zambia is world’s 7th largest leader in copper production and the annual production is estimated to increase to 1.5 million tones.

Zambia is also the 2nd largest producer of cobalt. Ranked 9th among the top 10 fastest growing nations (GDP growth: 6.9%) in the world, Zambia is linked by roads, rail and air. It is the 94th best nation on the World Bank’s ‘Ease of Doing Business’ report. The fiscal advantages for investors, as presented by Mr Michelo, are: 0% corporate tax for first 5 years; 50% for 6-8 years; 75% for 9th and 10th year; ‘zero’ duty on capital items (machinery and equipment) to bring down the setting-up costs for investors; and import VAT deferment.

A ‘Multi-facility Economic Zone’ in Lusaka, the capital, would further reduce rental costs. ZDA has opened an assistance system committed to assist new investors on finding partners at the SME level.

The priority areas for investments are: fertiliser and cement, timber plantation, leather processing, agro-processing, tourism, heavy engineering industry, energy, telecom, electronics and assembly goods, pharma, non-metallic mineral production, health and education, value addition in agriculture, and mining.

In 2012 ZDA raised a 10-year debut Eurobond of $750 million with an interest rate of 5.5 percent that is lower than any other African country. Ms Inonge Wina added, “Women in Zambia own small scale mines and agro-processing units. But they lack capital”.

As regards renewable energy, the Zambian government is open to pollution-free green projects. As a sporting nation, Zambia won the Africa Soccer World Cup and seeks to take this winning streak ahead in its economic progress.

Parallel Session IV: Hydro Power for Africa

Africa is utilising only five percent of it hydropower potential. Stating this, Mr M P Gupta, Director & Joint President, Angelique International, said lack of adequate investments is one key reason for the under-utilisation of Africa's hydropower potential. He said that hydropower generation is capital intensive. However, the cost of power generation is very low, which makes this energy source highly appropriate to African countries.

Mr Gupta said the downside risks of hydropower generation like high environmental impact and long gestation period are offset by the huge power shortage that most African nations face.

"No power means no development," he said, adding, "The increasing need for clean energy through greater use of hydropower is a necessity now. Hydropower is not only environment-friendly but it is also cost-effective and has one of the highest operating efficiency among all known generation systems."

Mr Trilochan Singh, Advisor, Angelique International, said that coastal African countries have the possibility of generating tidal power, ocean thermal power and marine current power, which are highly cost-efficient on a per unit basis.

Mr Singh opined that Africa holds around 12 percent of global hydropower potential in terms of theoretical potential, technical potential and economic potential.

Mr G N Kutty of Angelique International said India has proven expertise in hydropower generation. India can help African countries with its skilled manpower, technical and financial investments and engineering execution.

Mr Jang Bahadur, Advisor, Angelique International, said technical mapping is a vital aspect of preparation of hydropower projects, as the African continent is geo-dynamically active. India has huge expertise in this area. He said Angelique International has done technical feasibility studies in many African countries.

Mr B Poddar, General Manager, Angelique International, said due to prolonged operational bottlenecks and technology obsolescence, the region's capacity generation is reduced, so it very vital to revisit the running projects at regular intervals. There are cost-effective ways to replace ageing equipment. Africa needs economically viable solutions as far as maintenance of the projects is concerned.

Mr Amit Gupta of WAPCOS said the organisation continues to transfer know-how to other developing nations. "We specialise and sustain international standards in surveys, investigations, designs, cost estimates, project planning including environmental studies and project management services for cost-effective and integrated development of power," he said.

Mr Gupta said his organisation works on the principal of 7M model of money, master plan, material/machinery, moment (time frame), man power, monitory, mid course, correction.

Apart from India, WAPCOS is currently engaged in providing consultancy services in African countries like Central African Republic, DR Congo, Ethiopia, Kenya, Mozambique, Nigeria, Rwanda, Senegal, Sierra Leone Tanzania and Zimbabwe.

Plenary Session IV: India-Africa Partnership for Mining and Beneficiation

Mr A D Baijal, Vice President - Minerals, Tata International, stated that Africa is on the verge of an economic takeoff, as was witnessed in China 30 years ago and in India 20 years ago. Africa is a mineral-rich region whose potential is yet to be unlocked. Some of the best mineral-rich countries such as Botswana and Congo have adopted a balanced approach towards sustained development.

Many African nations have diversified and globalised their economies. Indian industry should look to deepen its footprint in Africa's mining sector through collaborations, knowledge sharing and technology transfer. Companies like the Tatas, Kirloskar, Jindal, Essar are already there working in the mineral sector in Africa. Scientific mining is indeed the vehicle to turn resource rich African countries into strong economies.

Mr Amadou Boubacar Cisse, Senior Minister for Planning, Regional Development and Community Development, Republic of Niger, stated that African nations need to create the right conditions to boost investor confidence. The question that confronts the African nations is whether they have the right processing facilities and expertise.

With regard to human resources, Niger has now set up a few mining schools. There are several mines which are being run by expatriates. African countries need to create local processing facilities. Conclaves such as this can help forge partnerships for transfer of technology and training of workforce.

Ms Docas Makgato Malesu, Minister of Trade and Industry, Botswana, said the conclave is an ideal platform to find partners for industrial tie-ups. Botswana is aiming to diversify into non-diamond mining with due participation of international mining companies. The country has taken strong measures in this regard. For a long time, the country had been exporting raw diamonds, but now government is looking at adding value at the local level. Indian companies have already invested in Botswana's diamond sector. Studies on beneficiation of soda ash and turning sand into glass products are being conducted. The country has set up diamond manufacturing facilities. A lot of opportunities are also there in education and training where India can provide the necessary expertise.

Currently, global seaborne thermal coal trade from Botswana is mainly being driven by China and India. Access to seaports is a problem as Botswana is a landlocked nation. Botswana offers low taxation and easy repatriation of profits. Mining exploration has to be aligned with development of the local economy.

Mr Richard Musukwa, Deputy Minister of Mines, Energy and Water Development, Zambia said the country has made significant progress in copper mining exploration. Mining projects are thriving in Zambia on the back of a highly favourable domestic investment regime.

Zambia is committed to provide quality geological information to investors. Zambian government is modernising the licensing process and has set up online application processes for prospective investors. The country is committed to upgrade its power generation facilities to strengthen the mining sector.

Zambia plans to reduce the cost of production and provide education and training to local people to prepare workforce. The country has also invested in infrastructure to position Zambia as a trade-friendly destination, and is setting up a regulatory framework for the mining sector. Copper gold and manganese are the minerals that Zambia has in abundance. Vedanta is already working in Zambia.

Mr Gurpreet Vohra, Managing Director, Metal & Mining, Standard Chartered Bank said the bank has presence in 16 countries in Africa. He further stated that value addition happens in most cases outside mineral-rich countries with the attendant costs. There are countries which have started having laws on beneficiations. Indonesia is one country which has obligatory local value addition. Malaysia is another example which has special economic zones to develop smelting facilities locally. Financiers look for a strong legal framework. He also stated that there should be minimal regulatory overhang. He suggested PPPs for multi-user infrastructure for a group of investor companies.

Parallel Session V: Guest Country -- Cameroon

The focus of India-Cameroon relationship is to build a strong partnership in terms of developing Infrastructure and bilateral trade between the two countries. “Cameroon needs support from Indian infrastructure financing companies to explore various opportunities in diverse fields to ensure Cameroon's development," said Mr Philemon Yang,_Prime Minister, Cameroon.

"Recently, Hindalco and Jindal Power established their work stations in Cameroon and they are working in a fully secured environment where their machinery and investment are safe," he added.

According to him, the potential areas where both India and Cameroon can work together to explore growth opportunities include agricultural production, mining, building various routes of energy supply, tourism and water and waste management.

Mr Menye said the economy of Cameroon was estimated to grow at the rate of five percent in the near future, which is a good sign to invest in the country. "Furthermore, we have also minimised the rate of inflation," he added.

Mr Essimi Menye, Minister of Agriculture and Rural Development, Cameroon, said the sectors which need improvement include production, energy supply, tourism, telecommunication and rural development.

"Private Investors are believed to be the main engines that drive a nation towards growth," said Ms Catherine Bakang Mbock, Minister of Social Affairs, Cameroon.

"In Cameroon there is a huge source of mineral mining but we need lots of other areas to improve with the help of our partnership with India. Government of Cameroon is giving full support and welcomes all developed and developing industry," Ms Mbock said.

Parallel Session VI - Investment Opportunities in New Uganda post Idi Amin

Once Idi Amin's Lord's Resistance Army was banished, Uganda emerged as a democracy. Mr Edward Kiwanuka SSekandi, Vice President, Uganda, said his government is "determined to open our hearts to India".

A landlocked country, Uganda enjoys a large market extending into its bordering neighbours Kenya, Rwanda, Tanzania, Sudan and Congo. Mr Henery Okello Orymen, Minister of State of Foreign/International Affairs said, "In any venture, profit margin (7-8 percent) is highest in Uganda."

Located at the heart of Africa, it is a market of 136 million people comprising neighbouring countries like Sudan, Rwanda, Burundi along with 36 million people in

Uganda. The investment-hungry sectors are “SMEs and agriculture”, informed Mr Olive Kiongo, President, Uganda National Chamber of Commerce.

On financial security, Mr Herman Kasekende, said, “You need a bank that can facilitate trade. As, Uganda is a land-locked country, East Africa is the potential market investors can target. There are opportunities in mining, oil and gas and value addition in agriculture (manufactured products and machinery)”.

“Chamber of Industries consult investors in identifying partners,” said Mr Olive Kiongo.

Tress Bucyanayandi, Minister of Agriculture, Animal Industry and Fisheries, said investors see opportunities in agriculture. “Primary production of crops – maize, beans, rice and others – have been privatised. Dairy and meat, and fisheries are upcoming areas. Fertiliser production is nascent and awaits capital. Value addition in agriculture through manufacturing cotton products and planting machinery would boost the private sector”.

On trade and finance, “Uganda, as a tourist destination, is attracting global tourists. It enjoys a large population of young people. Sugar industries and milk exports are managed by Ugandans of Indian Origin. Indian investors would find ‘miles of smiles’”, said the Finance Minister. On the question of security and law and order, a few of the participants asserted: “Uganda is safer than India”.

Parallel Session VII: AAA Technology for Africa

“Indian Ocean is the bridge to Africa,” said Ms Shipra Tripathi, VP and Head, Corporate and International Business, Kirloskar Brothers Ltd in her opening remarks. “Kirloskar Brothers Ltd has a 125 year long history of manufacturing and competing in the technology market when foreign players were given preference in India. Today, we provide 100 percent water to cities like Mumbai,” said Mr Sanjay Kirloskar, Chairman and Managing Director, Kirloskar Brothers Ltd, adding that he is proud of the company’s success in Senegal where projects supported by it increased crop production by a huge margin in only few years’ time.

He said that Kirloskar’s association with Africa started in 1937 when it supplied cane crushers to East Africa through a French company.

He also said that the recent acquisitions of SPP Pumps in England, and another firm in South Africa, gave the company the technology edge. He added that Kirloskar was among few companies in the world whose products meet international standards for energy efficiency.

Speaking on Kirloskar's irrigation technology solutions, Mr Sayaji Shinde, AVP, Kirloskar Brothers Ltd, said: "I say AAA for A, where A stands for Africa. In 2001, the African governments prioritised agriculture and food security as their main goal. The continent presents huge opportunity in terms of irrigation with 73 major rivers and lakes, 67 percent of the population employed in agriculture and the sector accounting for 35 percent of GDP output. "

Mr Shinde added that utilisation of only 20 percent of Africa's water resource was enough to ensure food security in the continent. "Every crop yield can be doubled or tripled," he said.

Stressing that a "Green Revolution" should be Africa's priority, Mr Shinde said that Kirloskar was present in Northern Africa for 40 years, where it has supplied 100,000 pumps, providing water from Nile to irrigate its farms. "In fact, in that part of Africa, any pump is called Kirloskar," he said.

He told the audience that Kirloskar has set up the world's largest irrigation project in Gujarat's Kutch region, providing water to 30 million people and irrigating 540,000 hectares of land in that state and neighbouring Rajasthan. "Water should be everybody's business, not just for government."

The company has also installed 7,000 pumps on Mekong River to irrigate vast areas of land. He emphasised on Kirloskar's success in Senegal, saying the company's irrigation efforts took the total rice production from 130,000 metric tonnes to 560,000 metric tonnes in just two years.

Giving an overview of the company's green technology initiatives, Mr Ajay Shirodhkar from Kirloskar Brothers Ltd, said that Africa gets a good amount of solar energy and the company's "solar pump inverter (Jalverter) is an excellent solution for its energy needs to run water pumps".

Mr Shirodhkar said the product had multi-utility as it not only runs on solar energy but also on grid energy. "Even ordinary pumps can be run on solar energy using our solar pump inverter," he added.

Explaining the inverter's features, Mr Shirodhkar said that it can be used at a temperature as high as 55 degrees Celsius without having to worry about failure of its electrical components. He cited example of a 20 KV solar power pump, which is also India's largest such pump, working in the state of Uttar Pradesh. Another such 11 KV pump is functional in Sahadai area of Vaishali district in Bihar.

Mr Vijay Varma, President, Kirloskar Proprietary Ltd, said that “trust and reliability” were Kirloskar Group’s driving spirits. “We have presence in 70 countries across the world including the US, UK, UAE, South Africa and Kenya,” he added.

Mr Varma said that the group’s engineering solutions were aimed to “enrich lives” they touch. He played some videos to highlight Kirloskar’s presence in various verticals such as power generation, refrigeration or cold storage. Summing up the session, he said: “Water is life and we give life to water.”

Plenary Session V: Achieving affordable healthcare in Africa

Mr Ranjan Chakravarty, Senior Vice President – Global Strategy, Ranbaxy Ltd, said in his opening remarks that instances of chronic health problems are rising rapidly. It is this new matrix of challenges that need attention from the healthcare companies as well as policy makers. India and Africa have many similarities in terms of access to healthcare facilities. Therefore, it is easy for India and Africa to approach the problem and find ways of solving the healthcare problems. Take the case of Ranbaxy which has presence in 42 African countries for the last 30 years. Challenges that investors face in Africa are regulatory framework, financial repatriation, licensing issues, etc.

Dr Hussain Ali Mwinyi, Minister of Health and Social Welfare, Tanzania, stated that the common goal is accessible and affordable healthcare facilities. Tanzania has strengthened its primary healthcare system, and the country aims at having healthcare centres within 5 km radius of every village. The government buys medicines from companies and distributes them to these healthcare centers. There is a prepayment scheme in a place under its national health scheme.

India has a strong medical and health insurance systems and can help Africa in this field. Tanzania needs global alliance to strengthen its healthcare and pharmaceutical sectors. In Tanzania, 60 percent of healthcare facilities are provided by the government. African nations have started harmonising in east Africa the process of registration so that registering in any one of these countries will allow the company to operate in other east African countries. Public health is a top priority in Tanzania’s development agenda and the partnership with India is crucial in achieving the country’s healthcare goals.

Mr Alexandre Manguele, Minister of Health, Mozambique, stated that limited access to healthcare is a critical issue for Mozambique. Mozambique seeks the participation of Indian pharma companies in making quality medicine available to its people. The government has also invited Indian private healthcare providers to establish their footprint in the country.

Mr Abdul Rehad, Director of Healthcare, Government of Ethiopia, said his government has taken strong measures to reduce instances infant mortality. The country plans to have primary healthcare centres and reach more than 90 percent of the population. The Ethiopian government is now implementing the fourth stage of the country's primary healthcare programme and is trying to root out communicable and no-communicable diseases in the country.

Ethiopia has invited Indian pharmaceutical countries to set up operations there so that it can reduce its dependence on import of medicines. The country is also importing 100 percent of medical equipment; another area where Indian investments could make a significant difference.

Dr Naresh Trehan, Chairman & Managing Director, Medanta stated that India is a signatory to the Alma Atta Declaration like many African nations and planned to have health for all for by the year 2000. A McKinsey report stated in 2002-03 Indian healthcare was lagging behind most other nations. On paper, India had a healthcare system, but several challenges still remain to be addressed.

A pilot project was implemented in a northern Indian rural area called Dharuhera with a population of 2,500 to reduce the disease burden there. McArthur Foundation conducted a survey there a year later and found significant improvements in the local health standards and a drop in incidence of communicable and non-communicable diseases. Medanta has now taken measures to train primary healthcare providers and plans to deliver inclusive healthcare solutions to a cross-section of target groups. Mr Trehan said that India and Africa are natural allies when it comes to adopting affordable healthcare systems.

Dr Bocar A Kouyate, Director Healthcare, Burkina Faso, stated that Burkina Faso's health system faces several challenges due to the poverty situation prevalent in the country. Burkina Faso is looking for South-South Cooperation in this regard with special attention on drawing Indian expertise and investments. Setting up healthcare centers and making pharma products available are the main challenges. The country also plans to strengthen its primary healthcare delivery system and looks toward India for expertise in training healthcare professionals.

Parallel Session VIII: Investment & Technology Partnership

The panel focused attention on the emerging investment opportunities in Africa's energy sector. Physical infrastructure development is another area that offers enormous investment opportunities.

Given that most African economies are on a high growth trajectory, investment opportunities are coming up both in the traditional and emerging business sectors, covering agriculture, plantation and forestry, physical infrastructure development, renewal energy, power generation and transmission, petro chemicals and mining.

Mr Kengen Jakor Beyo, Deputy Minister, Ministry of Commerce & Industry & Investment, South Sudan, said that Africa has about 27 percent of the global arable land, but lack of adequate investments and technology infusion has stymied the sector's productivity which in turn has adversely affected the region's food security. He said that Indian farm expertise and investments could make a vital difference to the sector's long term sustainability.

Speaking on the occasion, Mr Alioune Sarr, Minister of Commerce, Industry and Informal Sector, Republic of Senegal urged Indian companies to invest in infrastructure projects in Africa such as water supply, power, roads, and plants for assembly of agricultural equipment, housing, rural electrification, IT parks and hydro electric projects. He added that the investing companies would enjoy various fiscal benefits. Indian Railways has supplied locomotives to Mozambique, Tanzania, Mali and Senegal and coaches to Angola, he added.

Some of the other promising areas are: education, pharma and healthcare, waste management, and public transportation.

Prof Louis Augusto Pelembe, Minister of Science and Technology, Mozambique highlighted some of the areas where Indian companies have made a vital difference to Africa's development initiatives. He informed that he government of Mozambique establishing a Millennium village – a science and technology park which is almost completed.

Ms Swati Agarwal, Vice President, Voyants Solution Pvt. Ltd, said: "India and Africa are now poised to expand bilateral cooperation in frontier areas of research, capacity building and technology sharing."

The panel focused on the education sector and discussed the partnership opportunities in publishing, and establishing of universities.

Parallel Session IX: Cote d'Ivoire

The session focused upon ways to enhance India-Cote d'Ivoire bilateral trade and investment ties. "India is estimated to invest $1 billion in the country in the next 5 years. A 'Mahatma Gandhi Technology Park' is being made in Abidjan. Indian companies are also seeing opportunities in the country's pharma, transportation, water supply, and mining sectors – manganese and iron ore mining in particular, said Mr Patrick Achi, Minister of Economic Infrastructures, Cote d'Ivoire.

Cote d'Ivoire GDP is poised to grow at 10 percent in 2014. To promote foreign investments, the government set up the CEPICI (Centre for Promotion of Investment Cote d'Ivoire) to provide assistance to new industries and investors. The country, under AGOA (African Growth and Opportunity Act), enjoys easy access to the US and EU markets.

Citing the investment needs in the infrastructure sector, Mr Achi said, "75,000 km of roads are unpaved that require $400-600 million. Two-way, four-way and six-way highways are being planned. 70 percent of the bidding process would be opened to international buyers".

Mr Jean Claude Brou, Minister of Industry, Cote d'Ivoire, said, "A long term infrastructure solution is required, including improving the bus services in the region. Inter-country buses would help some 100 million people" - an opportunity worth investing in."

Mr Bruno Nabagne Kone shared his country's IT goals:

- Dynamic and secure environment through digital commerce, cyber crime laws and personal data protection.
- An infrastructural investment in 6,500 km of optical fibres, out of which 4,000 km would be financed. Villages would be connected via satellite.
- Every citizen would get a laptop. Multimedia rooms would be set up in villages.
- Content creation to be emphasised.
- Human resource development at local and strategic levels would drive the whole operation.

Mr Raymonde Goudou Coffie, Minister of Health and AIDS, Cote d'Ivoire, said, "Organic pharma (ayurveda) development can provide employment to women and augment the health services in the country".

Addressing queries, Mr Achi said, 'Road maintenance' is the biggest sector for investments. The contracts are given through a bidding process in which 70 percent investment is open for international players with "diverse profiles". The opportunities are in building bridges, multi-lane highways and unpaved roads.

Mr Jean Claude added that a long-term solution in transportation would be an attractive investment area in terms of long route buses that can connect the country with its eight neighbours.

On the IT sector, Mr Bruno Nabagne Kone, Minister of Posts, Information of Technology, Cote d'Ivoire, informed the internet consumption increased by 10 percent. Job creation, productivity and know-how are the emerging areas that are set to strengthen the IT industry as a profitable investment arena.

Parallel Session X: Building Nations: Connecting the Dots (Housing Water Infrastructure & Power)

Mr Sanjay Date, Associate VP and Head – BOT Road, Shapoorji Pallonji Engineering & Construction, informed that the group, apart from its engagements in housing and infrastructure sector, is venturing into agriculture in Zambia. He said that Shapoorji Pallonji could play a vital role in partnering African nations in their infrastructure development.

Mr Arvind Sagar, Executive Vice President, AFCONS Infrastructure, explained his company's business activities in four domains -- marine infrastructure, rail and metros, oil and gas platforms and LNG and hydrocarbons canisters. AFCONS arranges funding for their interested partners either at the government level or through other financial institutions. The group believes in inclusive development and employs local people and works towards the welfare of local communities.

Mr Rajesh Mahna from Sterling and Wilson -- an 80-year old company involved in MEP, electricals, HVAV, plumbing, firefighting and LV system – discussed the various projects that his company has completed in India as well as the project in Nigeria spread across 200 acres where 900 employees are engaged in generating 32MW electricity. He underscored that presently his company has become one of the world leaders in building and maintaining electric substations.

Mr Vishal Chavan, Manager, Eureka Forbes, spoke about their Water Wonderful World Program which is being run by a team of microbiologists. This program involved mapping the water quality of the entire country after which anyone can just go to their site, type in their pincodes which would inform the people of the kind of drinking water that is available to them. Such information would help people get the right water solutions.

He also spoke about how through CSR programmes Eureka Forbes is setting up RO water systems whereby water is supplied to people with the use of custom ATM cards.

These RO systems are run by local people themselves and the cost works out to be a mere 10 paisa per litre. The systems can easily get refilled through a simple top up.

He also noted that some 343 million people in Africa lack access to quality drinking water supply; a similar solution in Africa would prove to be highly beneficial to the local people.

A senior minister from Zambia spoke about investment opportunities for Indian companies in Zambia's physical infrastructure. He pointed out how the railway link between Tanzania and Zambia requires servicing; new greenfield railways projects are expected to be built as well as new roadways. There is also a need for low cost housing, airports and aerodromes, and power plants. Hence he urged Indian companies not to miss the opportunity and welcomed them to do business in Zambia.

Plenary Session VI: Infrastructure: Partnership for Growth

Infrastructure is the lifeline for the development of a nation. Stating this Mr S Kuppuswamy, Chairman, CII Africa Sub Committee on Infrastructure, said good infrastructure can boost the GDP growth by 2.5 percent and it can also further boost FDI and FIIs inflows into an economy. Mr Kuppuswamy said robust infrastructure has a spillover effect on IT, and healthcare. "However, poor infrastructure can reduce the national output by 40 percent," he said.

He said India has already demonstrated its capabilities in power sector and ICT, and has developed an impressive Golden Quadrilateral highway network connecting India's four metros: Delhi, Mumbai, Kolkata and Chennai. It is the largest highway project in India and one of the longest in the world.

Africa's infrastructure gap is holding back the region's GDP growth. High transaction costs arising from inadequate and inefficient infrastructure is preventing many African economies from realising their true growth potential, he said, adding that India has provided enough funding for many infrastructure projects in Africa.

Over the years, many Indian infrastructure companies have been involved in building Africa's airports, sea-ports, roads and railroads, power infrastructure and irrigation facilities, water supply and sanitation, to name a few, he said.

Mr Babatunde Fashola, Executive Governor, Lagos State, Nigeria, said if the population of India, China and Africa is put together it would come around to half of global population. So the health, transport, power, financial and educational infrastructure challenges in these countries are massive. It is important to have huge infrastructure for a consistent growth rate.

Mr Yacouba Barry, Minister of Housing & Urbanization, Burkina Faso, said the World Bank has acknowledged Burkina Faso for its consistent economic reforms and political stability. He said Burkina Faso needs investment in housing and real estate, airport and railways. He said that private companies investing in the country would get all sorts of protection from the government. It would be a win-win situation, he said.

Mr Alain Akouala Atipault, Minister at the Presidency, Special Economic Zones, Republic of Congo, said that Congo has been engaged in modernisation of the economy. The government wants to improve infrastructure in the country for preparing itself for the future.

Mr Gata Ngoulou, Minister in the President's Office for Infrastructure and Equipment, Chad, said infrastructure is the biggest weakness of African countries. Cost of transportation is quite high in most of the African countries, subsequently leading to high cost of production and increase in the price of products. Good transport facility, especially railways, can reduce the transport cost.

Mr Getachew Betru Mekuria, Chief Executive Officer, Ethiopian Railways Corporation, said Africa is poor because Africa is not connected. India is a successful democracy because India has well connected railways and huge road networks. Connectivity is an important aspect of successful aspect of a democratic economy.

Good transport infrastructure would help African countries consistently attain double digit growth.

Mr Idrissa Doucoure, CEO, Water and Sanitation for Africa, WSA, Pan-African Intergovernmental Agency, Burkina Faso, said Africa has very limited investment in water and sanitation. It is due to this that the continent is unable to attract private sector investments in other areas. Water and sanitation is directly linked to all aspects economy. For instance, without good water and sanitation it is impossible for educational institutes to function. It is also directly linked to health of the human resources. For an economy to prosper, it is important to have basic water and sanitation facility.

Mr Doucoure said India and Africa should consider establishing an India-Africa Water and Sanitation Infrastructure Fund. It is important to consider PPP model for developing water and sanitation infrastructure funds in Africa. All African countries should keep at least 10 percent of total infrastructure investments funds for developing water and sanitation

Mr Rajiv Sonu, Vice-President, Tata Projects Ltd, suggested that African nations should reduce the dependence on donor organization and donor countries. Rather Africa should focus on innovate funding solutions for infrastructure development.

He said it is important to look for PE fund options for financing infrastructure projects in Africa. India can really help Africa for developing and engineering financial models for infrastructural progress.

Plenary Session XI: Focus – Mauritania

Agriculture and mining are two key sectors of Mauritania that offer significant investment opportunities for overseas companies. In the agriculture sector, only 15 percent of the country's arable lands are being used. The investment opportunities are in setting up horticulture industries, floriculture units and contract farming. In the mining sector, the business opportunities are in adding value to the domestic iron ore industry.

Stating this in his opening remarks, Mr K S Ashwathanarayan of Jaguar, said overseas investors could also tap into opportunities of setting up solar energy plants in Mauritania. Mauritania government can draw greater investments by coming up with a bankable feasibility report, he said.

Mr Sidhi Ould Tah said that Mauritania offers a highly conducive investment environment supported with sound democratic systems, independent judiciary, transparent financial systems, arbitration centres, among others.

He referred to the country's Investment Act that guarantees equal treatment of foreign and local investors, 100 percent ownership by foreign investors, free movement of capital, profits and revenues, protection against expropriation and nationalisation, and tax exemptions.

Mr Tah said that for Indian investors the key investment opportunities are in food security, real estate development, natural resources, renewable development, ICT and development of free zones.

Mr Ismail Bedde Cheikh Sidya threw light on the investment opportunities in Mauritania's Nouadhibou Free Zone, in areas like wind energy development, relocation of the existing airport in the region, fishery, mining, desalination projects, infrastructure, housing and tourism.

Mr Sidya said that the desalination project will serve the iron ore industry that is located some 60 km away from the port.

Parallel Session XII: Republic of Guinea

Introducing Republic of Guinea as a land of opportunity for Indian businesses, Mr R K Gupta, Managing Director WAPCOS Ltd, said that natural resources abound in the Western African country with Gambia river and Senegal river originating in the Guinea highlands, and the country having total renewable water resources of 226 cubic km besides 7 million hectares of land which can be reclaimed and irrigated.

"Only 2.6 percent of arable land of the country is cultivated. Guinea has three primary energy resources – biomass, oil and hydropower."

Speaking about India-Guinea partnership, Mr. Gupta said: “India has donated 50 electric transformers with capacity of 250-400 KVA to solve the country’s power problems. The country has also imported 100 buses from India and received a loan of US$ 20 million as LOC (Line of credit) for rehabilitation and expansion of electricity networks.”

He said that India has been helping the country with regard to capacity building, education and improved medical facilities. “Indian companies are playing a key role in Africa’s infrastructure development. Guinea by all means is a good and rewarding investment destination,” he added.

Listing areas where investments can be made, Mr. Gupta said: “Agriculture, energy, infrastructure and mining are key sectors. In agriculture sector, Guinea is seeking investors for production of cotton, oil, rubber, coffee, cocoa and flower. The energy sector offers investment opportunities in construction of dams, hydropower generation, acquisition of power generators, rural electrification, etc. Guinea also has ample investment opportunities in mining sector.”

On investment opportunities presented by Guinea, Mr Alexandre Cece Loua, Republic of Guinea’s Ambassador to India, said: “We have been making efforts to create an environment in which companies can do business, and therefore, our strategy is to work with our partners in the private sector to develop a win-win for everyone.”

Stressing that “investment climate is very conducive”, the ambassador listed 11 projects, ranging from electrical transmission and distribution to agriculture and technical education, and sought investments from the Indian private sector. He also gave the estimated cost for each project along with goals and constraints.

“We would like to implement a project to develop five regional hospitals with management model at a total cost of around US$ 61 million. We also plan construction of eight regional technical schools to build technical capacity to reduce unemployment and poverty. The total projects cost would be around US$ 75 million,” Mr. Fofana said.

Parallel Session XIII: “Putting Projects on Ground in Africa”

Mr Gokul Patnaik, Chairman, Global Agri System Pvt. Ltd, referred to the various problems affecting the agricultural sector in Africa such as low investment levels, lack of support infrastructure, etc. He underlined the need for creating Agro Parks in Africa.

Giving the example of Thailand, he explained how his company was quick to utilise the advantage of agro parks and became a leader in food production and processing in South East Asia. Malaysia too has followed suit and reaped rich dividends.

Mr Patnaik believed that Africa too can replicate the success. According to him, African governments should select crops that are suited to the local conditions and which can be commercially exploited. The concept of farming should move away from value based work to pure business ventures. Agro food parks will help in moving agriculture to pure commercial ventures. The success factors of such parks depend upon finding particular crops to focus on, leveraging inherent strands and local competencies, sound technical advice and proper government support and guidelines.

Dr S K Naskar, Principal Consultant, Tuber Crops, spoke on the importance of cassava in Africa and how it can add to the development story of Africa. He started by showcasing how apart from being a food crop, the crop can also be used for various other industrial purposes like creation of starch, in the production of biscuits, ethanol, dextrin to be used in pharma and timber industry and lastly as animal feed.

Cassava being a drought resistant crop is ideally suited for Africa. However, few problems afflict production and commercial exploitation namely, it is still produced in the traditional way, there is lack of processing plants, presence of some chemicals inimical to people's health. All of this can be done away with if processing plants were established. Further, since such plants are to be locally situated it would help generate livelihood and community development, as also it requires less time to install the plant and there is quick return on the capital investment. Hence, African countries should not miss the opportunities available with cassava processing and production and that Indian companies are eager to participate in African success stories with regard to cassava.

Mr S P Joshi, Vice President, Cement Division, Saboo Engineers Pvt Ltd, spoke about how his company set up low-cost cement plants. Rotary kiln cement plants which apart from being low cost is fully computer operationalised and produces fine quality cement, he explained.

Dr H O Srivastava, Principal Consultant, Communication Technologies, Softech Ltd, spoke about Community Radio and how they can support education initiatives, and help generate awareness on health, hygiene, women issues, governmental policies, empowerment, employment and useful in propagation of governmental welfare schemes and policies.

March 19, 2013

Plenary Session VII -- Building Capacity for Future: Opportunity for Partnership

"It is crucial to keep human and capital development at the centre of all public and economic policies. We do emphasise on building of hard infrastructure which is construction of roads, bridges, ports etc, but it is more critical, especially for Africa, to build soft infrastructure…human capital," said Mr Ninad Karpe, Managing Director, Aptech Ltd.

He said that India has gained from its investment in higher education. "Many years ago, India invested in top class universities and institutions like IITs. When the IT industry boomed, students from these universities and institutes went to the US and they showed the true merit of locating IT companies in India."

The Indian government and industry have taken a "massive step" to ensure that 500 million people are skilled by the year 2022, according to Mr Karpe.

"Government has taken up the challenge and Indian industry is participating in this initiative. The National Skill Development Corporation (NSDC), a joint initiative of the government and private sector, has been set up to help train so many people."

He added that NSDC has examined the skill needs of industry and is focused on creating a large workforce for various sectors including construction, auto, retail, banking, healthcare and financial services.

On the India-Africa partnership, Mr Karpe said: "India has been traditionally a preferred education destination for the youth of Africa. Government of India's ITEC programme is quite popular in many countries, and a large number of African young students have benefitted from it by coming to India and learning world class skills. Many African students come to Indian universities, outside of the ITEC programme too."

At a broader level, he said, the Pan Africa eNetwork project has clearly "underscored India's commitment to the development of Africa's ICT needs".

"This ambitious project is expected to extend ICT infrastructure to rural areas in Africa and to provide internet services, video conferencing, GOIP, e-governance and all the benefits these technologies can deliver to the poor and middle class people in Africa." "We must explore how we can build the capacities of middle class youth of both the regions," he added.

Mr Karpe called for a focus on human capital and provide world class education, skill development and good jobs to youth of Africa.

Mr Anatole C. Makosso, Minister of Youth and Head of African Union Commission for Youth, Republic of Congo, said that investment in capacity building was important in Africa as that alone will guarantee economic and political security. “It is an opportunity to direct the youth away from violence,” he said.

Lauding India’s effort in restoring the Diamond Institute in his country, Mr Makosso said: “Investment in skill development is a win-win for everyone.”

He added that African nations must encourage the youth to attend the India-Africa Conclave as such an experience would help them set up their own businesses. “The youth of Africa should be encouraged to become entrepreneurs. They must know that they are not alone in this venture.” He expressed hope that CII would play a more active role in this regard.

Speaking on India-Tanzania relations, Prof. Makame Mbarawa, Minister of Communication, Science and Technology, Tanzania, said the two countries have enjoyed close, friendly and cooperative relations since the 1960s. “India has a special place in the heart of Tanzanians and there is no doubt that we have extremely strong government-to-government and people-to-people relationships.”

On the role played by India in Tanzania’s development, Prof. Mbarawa said: “India is the biggest investor in Tanzania from Asia. Records show that between 1990 and 2008 companies from India had invested $1.217 billion. Indian companies like Reliance group, Bank of Baroda, Tata-Africa Holdings Ltd., and others have already established business in Tanzania.”

“The bilateral relationship between India and Tanzania is also historically important. It covers many areas of cooperation. We are grateful to the Government of India for taking a number of initiatives such as setting up a Center for Excellence for Information Technology at Darussalam,” he said.

The centre is equipped with supercomputer facilities and other equipment. India has also played a crucial role in the computerisation of Tanzania’s postal services. India has been enhancing universal communication access, especially in the country’s rural areas.

Among other initiatives taken up by India, he listed the PAN project that involves “construction of free sites for tele-education and tele–medicine” at the University of Darussalam as a pioneering initiative. “More recently, Government of India has agreed to establish an IT centre at Nelson Mandela African Institute of Science and Technology,” he said.

Communication sector is one of the fastest growing sectors in Tanzania, having grown at 19-20 percent over the last three years. Mobile subscription has grown at about 63 percent. The Tanzanian government is finalising the implementation of the National ICT broadband backbone using the optical fiber under-sea cables, said Prof. Mbarawa.

“All the neighbouring countries of Uganda, Burundi, Zambia and Malawi have been connected to our national ICT network. So far, the government has laid 7,560 km of national ICT backbone. All our regions have been connected through the National ICT backbone… and operators from land-locked neighbouring countries have started using the ICT backbone,” he said.

“Besides the ICT connectivity, the government of Tanzania provides landlocked countries access to infrastructure like ports and roads. Tanzania is well-positioned as a gateway for Indian companies to take business opportunities and facilities in east and central Africa with about 139 million customers,” he said.

Prof. Mbarawa referred to a study that shows that Tanzania has an estimated market size of more than $600 billion in the BPO industry. “So far less than 40 percent of this has been harnessed,” he added.

Inviting Indian companies to invest in Tanzania, he said there was a need to address the skill and competence levels and to ensure that training matches the labour market needs. “Effort should specially go toward human resources development in areas such as ICT, biotechnology, nanotechnology and more advanced manufacturing areas.”

“Developing human resources is one of the best investments. Tanzania with the help of India can attain sustainable economic growth and good governance and that will minimise poverty in our country. In this regard Government of India and private sector in India are requested to continue partnering with the Tanzanian government for capacity building.”

Speaking on building capacity in the agriculture sector, Mr L. H. Sharma, Senior Vice President, Jain Irrigation Ltd, said: “Future lies in working with nature and agriculture is one such field.” He added that his company has developed a self-sustaining model of agriculture that can ensure food security in African countries.

“Traditional practices, lack of planting material, improper methods of irrigation and harvesting techniques have resulted in lower yield. To overcome these challenges we need to guide farming communities not only in Africa but all over the world. New techniques should be disseminated through meetings and seminars, classroom training, publications, etc,” he said.

He said that promotion of data collection, surveys, sampling, analysis, farm mechanisation, soil condition and fertility management would help create jobs for the local youths. “Employment opportunities in their homeland will check migration,” he said.

Parallel Session XIV: Preliminary Findings of WTO Survey on India-Africa Trade & Investment

The growing India-Africa partnership, led by the private sector, has scripted many success stories. For examining the strategies on how to better integrate the private sector, CII, in collaboration with the WTO, sought to identify the barriers to greater bilateral trade and investments through a survey of business leaders.

Mr Shishir Priyadarshi, Director–Development Division, WTO, said the survey identified the obstacles in the way of expanding India-Africa bilateral trade and investment flows and the likely solutions to surmount the obstacles.

The survey findings suggested that “infrastructure bottlenecks, underdeveloped capital markets, trade facilitation issues and information asymmetries are the major hurdles”. Non-tariff barriers like informal controls and corrupt practices, customs delays and paperwork are some of the other direct trade-related concerns that need to be addressed.

As regards India’s assistance to Africa, 62 percent of the respondents said that India’s economic assistance is key to boosting the bilateral trade and development ties. Another 20 percent felt that India will have an increasing role even as assistance from traditional donors decline. “Businesses see India's development assistance to have a comparative advantage in many services sectors, including ICT, education, vocational skills development, health and financial services,” Mr Priyadarshi said adding that India's rise as a global services power could have a beneficial impact on African partners.

Mr Priyadarshi said the survey findings will be part of a CII-WTO Report on enhancing India-Africa Trade and Investment which will be presented at the 4th Global Review on Aid for Trade. It will be showcased under the theme: South-South Private Sector Cooperation. Recommendations will examine how to expand the coverage of India-Africa trade and investment in terms of the goods and services traded, and the number of businesses engaged and investments made, he said.

Dr Siddhartha Roy, Economic Advisor, Tata Group, said India and Africa have shared healthy economic and political ties for a long time. To further boost the ties, India has undertaken major policy initiatives like the India-Africa Partnership conclaves, India-Africa Forum, Focus Africa Programme, etc. India has emerged as Africa's fourth largest trade partner after EU, China and US. India-Africa trade has soared from $4.5 billion in 2000-01 to $67.9 billion in 2011-12 and is expected to reach $90 billion by 2015.

Mr Roy said India's engagement in Africa is aimed at building a sustainable partnership centered around capacity building, technology dissemination, people-centric approach, educational support and capital support.

Talking about the WTO-CII Survey, he said it indicates that since 2005 India-Africa economic partnership has moved to a high trajectory. Bilateral trade and investment flows are two key facets of this relationship, followed by development assistance. "Notwithstanding global economic crisis, South-South economic partnership has grown," he said adding that trade has gone beyond natural resources and encompasses value added products.

Amb. K Cheluget, Assistant Secretary General, COMESA, said the COMESA countries have already opened their markets for free movement of goods across the borders of 19 COMESA countries. "India's total trade with COMESA region has risen threefold: from $2.55 billion in 2004-05 to $8.48 billion in 2009-10), accounting for 38.2 percent of India's total exports to Africa, while the region's share in India's total imports from the region stood at 13.1 percent," he said

Amb. Cheluget suggested the Duty-Free Quota-Free (DFQF) programmes should be more comprehensive. "Given that COMESA member states are far smaller economies, they cannot threaten India with an avalanche of exports. India could be invited to put in place a comprehensive DFQF regime covering all imports from COMESA. COMESA in return can include a regional COMESA market for Indian investment that can benefit from the protection of the COMESA Common External Tariff or similar tariff structures maintained by member states as well as support where appropriate in international organisations. India can be encouraged to export to COMESA capital goods and intermediate products, in line with its export strategy that mentions machinery and equipment, and IT products," he said.

He said India has a strong policy regime on SMEs. This can be a source of experience-sharing and partnerships with member states, as well as joint ventures in the private sector.

Amb. Cheluget suggested that India should put in place tangible measures that increase Indian private sector investments into COMESA, bearing in mind that COMESA offers vast opportunities and the member states have ongoing programmes to generate and attract investment. "Joint ventures should be the preferred form of investment, which should take into account the priority sectors identified by member states, particularly health and infrastructure, agro-food products, textiles, and leather products," he said.

Mr T S Vishwanath, Partner, APJSLG Law Offices, was the moderator of the session.

Parallel Session XV: Challenges, Opportunities and Investment Climate in Mozambique

Mr Sanjay Kirloskar, Chairman & Managing Director, Kirloskar Brothers Ltd, spoke about the traditional links between the two countries, and the scope for Indian investments in Mozambique in infrastructure, agro products and processing, cements, mineral resources, fishing and tourism sectors. He suggested that Indian companies could play a lead role in providing anti-retro virals, TB medicines and other essential medicines to African nations.

Mr Armando Inroga, Minister of Industry and Commerce, Mozambique, said that 10 percent of India's trade with Africa is done through Mozambique and that there is scope for more. The minister talked about the challenges around food security and how both the countries can help synergise their efforts to overcome this challenge.

Mozambique -- being the 7th fastest growing economy *(Economic Intelligence Unit, 2011)* of the world with a stable political environment, strategic location, diversified natural resources, zero tax free agreements with the US, EU and limited tax free agreement with China – is a highly attractive investment destination.

Governors of provinces -- Mr Raimundo Maico Diomba, Governor of Gaza, Mr David Ngoane Marizane, Governor of Niassa and Mr. Joaquim Verissimo, Governor of Zambezia, made their presentations at the session. They invited Indian investments in agro processing, wood processing, packaging industry, fish canning/processing, dairy farming, processing mineral resources, cement plants and in increasing capacity building and skills through ICT. Especial emphasis was made on investing in the untapped reserves of gold, titanium, uranium, limestone and investments, and in boosting Mozambique's tourism infrastructure.

The delegates discussed the issues and opportunities pertaining to mine-to-port railway links, deep sea ports, visas for Indian businessmen, possibility of leasing land to companies for agriculture, possibilities for building irrigation links and canals, simplifying mining licenses policies and possible translation of contract documents in English.

Queries were also raised by business delegates' pertaining to recent gas discoveries and the status of these fields. They also discussed the scope for infrastructure development and whether the government signed contracts on the basis of BOT (Built Operate Transfer) or EPC (Engineering, Procurement, Construction) basis.

Queries pertaining to visas were addressed by the Ambassador of Mozambique to India, who assured the delegates that any such issues would be handled swiftly and if anyone was having problems with procuring visas they should contact the Mozambique Embassy in Delhi.

With regard to port to mine rail links and ports, irrigation links and development of gas fields, Mr Nuno Maposse, Coordinator of Information Services and Marketing, Centre for Investment Promotion- CPI, Mozambique, said that huge investment are called for in the country's gas sector and irrigation systems.

He underscored the opportunity for PPP in the infrastructure sector and that they could work on BOT basis.

Mozambique minister Mr Armando Inroga also said the country's mining rules are being simplified and new guidelines on mining policy will soon be made public soon.

Parallel Session XVI: Developing Partnership in Mobility, Power and Farm Tech Prosperity

Initiating the session deliberations, Mr Vishvesh Palekar, Senior VP – Innovation & Emerging Markets, Mahindra & Mahindra, said the group operates in 11 sectors and 18 industries and has presence in more than 100 countries. The company is committed to its 'RISE' mantra of providing world-class products and services. A leader in tractors, the company supports the efforts toward ushering in a 'Green Revolution in Africa. "Presently, Mahindra & Mahindra is a leading employer in Africa providing 3,000 jobs, more than any other Indian IT company in Africa." The company has developed a 'Capacity Building' arm that provides on-ground solutions by training local youth.

Presenting the company's auto and farm equipment business, Mr Sanjay Jadhav, Senior General Manager – Export (Africa & Middle East), Mahindra & Mahindra, highlighted that the company is a market leader with 52 percent market share in the sector. It has a wide range of vehicles from two-wheelers to heavy commercial vehicles up to 52-seaters. e2o, an electric two-wheeler is the latest addition to the company's portfolio. In tractors, the brand enjoys 40 percent market share. The manufacturing plant in Mumbai is the largest in the world.

In 1969, M&M entered global market through Yugoslavia. The company is present in 25 countries in Africa, delivering 13,000 tractors. In South Africa, M&M is in a distribution joint-venture and has 60 dealers to supply trucks and tractors. It has five satellite plants installed in five countries - Gambia, Chad, Mali, Ghana & Nigeria - for manufacturing farm equipment. Assembly line plants are being constructed in South Africa, Kenya, Ethiopia and Zambia, Tunisia, and Morocco. In Egypt, an SUV assembly line is being built. The customers are spread across commercial and passenger profiles. The company has an agile mechanisation value chain that provides ancillary solutions like rotary tillage, levelers, seeder and planters. M&M is in the process of building a 4-seater network within Africa through Algeria, Kenya, Egypt, Mozambique and others.

Mr Shyam Vembar, Vice President - Agribusiness, Mahindra & Mahindra said the group has been an active player in the agri sector for over 40 years. The company's participation in the agri value chain extends from "farm to fork". The company is strongly present in food and vegetables. It is the largest exporter of grapes selling to European, Asian and South African markets. "We are weighing the option of getting into storage and retailing," he said. A pilot project is underway.

Guided by the vision "Farm Tech Prosperity", Mahindra Agri arm is committed to bring prosperity to the farmer through technological interventions and better farming practices and products with solutions like micro-irrigation, fresh produce, crop care and hybrid seeds. Recently, the company acquired controlling stakes in EPC. "We have demonstrated 40-70 percent water saving for customers. In the future, this would be the need of the hour in any region including Africa."

EPC recently bagged export orders from Egypt and Burkina Faso. Africa is one of the biggest growth engines for future, he said. The solutions and services in micro-irrigation like drip irrigation, sprinkler systems are "complete productivity enhancers". The company aims to get into food brands in India and other parts of the world as it already has a large food crop portfolio. The focus crops are rice, wheat, cotton, sugarcane, pulses, potato and vegetables. The company is not into fertilisers but has access to significant fertiliser capacity through tie-ups. In the fruits segment, the company is entering into apple and banana production.

Focusing on Africa markets, he said, "We are also open to discussions on pulses sourcing from Africa as India is a pulse deficit country with 4 million tonnes gap in demand and supply". To aid capacity building, the group has started Mahindra Samridhi, a knowledge wing. A 6-year old model, it offers solutions through agri-counselling, agri-Inputs and custom hiring. It has 180 centres across India and seeks to deepen its footprint in Africa.

Mahindra Consulting Engineers, another organisational wing, has opened its services to the agri sector. The organisation has bagged few housing projects in Tanzania, Uganda, Niger and Rwanda. For Africa, the company offers a suite of products and services under one roof.

Mr Sandeep Singh, Head - Exports, Mahindra 2Wheelers, spoke about the two-wheeler business plans. Mahindra 2Wheelers kicked off its journey in 2008 with 125 cc scooters and has plans of entering the motorcycles market. The group has a 1,30,000 sq. ft. R&D plant, the 3rd largest in the world and manufacturing plant, rolling out 1.2 billion units per annum, in Indore.

“The group is conducting product testing in Uganda for the African markets where 80-85 percent of motorcycles are used as taxi. We have built a product that is robust and meets the commercial aspect of the customers. We are looking for distribution partners in Africa,” he said.

Ms Reena Gautam, Lead - New Markets (BD), Mahindra EPC said that as 40 percent of Africa is short on power, Mahinda EPC plans to take up projects to bring down power costs in the region. The division offers environment-friendly solutions like solar power. The cost of solar power has come down drastically in recent years to 12 cents per kW-hour, half the cost of diesel.

Solar power is set to boom in the African markets. Grid connections are not a compulsion with solar and the execution cycles are short – within 6 months. As in Africa, three aspects are essential for solar power - good irradiation levels, land availability, and power deficit / high-grid tariff.

African nations need a knowledge partner to deliver expertise from design engineering to execution. In partnership with local partners, the division is seeking “passionate” presence in Africa. The division also has a provision for generator-set and inverter solutions under the division Powerol. The arm has a strong presence in 17 countries in Africa.

In fact, Powerol is the largest telecom solution provider in India. It is also the solution provider for Airtel in Africa. In terms of local training centres and local assembly, Powerol is already present n Africa and is excited to expand its business locally in Africa.

Plenary Session VIII – Search for Sustainable Power: India-Africa Partnership

“Africa is a great place in terms of growth prospects. Thirteen percent of world population is in Africa, but the continent produces only three percent of the world’s electricity. This shows that there are great opportunities of growth and distribution of power in the region,” said Mr Anil Sardana, Managing Director, Tata Power Ltd.

Mr Sardana said that Tata endeavours to become a local company In Africa. But it is getting there through distribution. “A large city is being built in Kenya next to Nairobi where we are looking for the power distribution business rather than generation,” he said.

Mr Sardana said that even in an emerging economy like South Africa 25 percent of people live with no access to electricity. “In countries like Uganda, Nigeria, Burundi, etc, about 90 percent people do not have access to power. These statistics show that there is enormous scope for investments in Africa’s power sector.

“The capacity that was 140 GW in 2010 is moving to 410 GW by 2030. This shows that there is scope for 10 percent CAGR growth in this period,” Mr Sardana added.

“In 2008, about 39 percent of people were living in cities. It is expected to be 62 percent by 2025. When more people move to cities, the quality of life needs to be improved in the urban areas. Electricity and other basic needs should be taken care of. For this there has to be good power distribution and transmission network along with good capacity generation” Mr Sardana said.

Africa has immense scope in power generation, he said, adding that the continent has the potential to generate 1750 GW of power from wind along the coast line. “TATA Power is building a 225 GW project near Port Elizabeth in South Africa. Similarly, there are opportunities in geothermal, biomass, and coal and oil sectors.”

The private sector that constitutes about 25 percent of infrastructural growth in Africa needs to power this, he said. He laid emphasis on the need for private sector-friendly power sector policies.

Mr Salvador Namburete, Minister of Energy, Mozambique, said that power generation was one of the most critical areas in Africa. Heavy investments are required for building long distance transmission lines.

He said that lack of financing options also remains a major challenge. “Lack of savings in most of our countries prevents the development of the energy sector. Electricity cuts, fluctuations, etc, are posing major problems for our countries. So, we need a strong response against these challenges to sustain and accelerate economic growth."

In the case of Mozambique, he said that effective and timely implementation of newly identified energy projects would continue to generate sustainable power with a total of 4,348 MW of energy generation capacity.

"In hydropower, there are seven projects with 3,750 MW power generation capacity. In thermal, we have five projects with a total of 1,173 MW capacity. In the renewable energy area, a new atlas will be made available till the end of this year to help private investors make investments on the basis of accurate information," Mr Namburete said.

India has been playing a very important role in Mozambique in the field of power generation, mainly supporting the country's electricity grid into the rural areas, he added.

"As 90 percent of the power generation is hydro which is renewable, it is helping in replacing firewood and unclean sources of energy with clean energy and the citizens are getting the benefits from this effort," he said, adding that solar electrification has benefited rural schools, rural clinics, houses for nurses and teachers and public buildings.

"With these efforts, India is not only contributing to the expansion of renewable energy but is also helping rural women give safe birth, and has improved the running of evening schools. With the help of Indian government we are also building solar panels which are expected to be commissioned in July this year. Besides, a number of Mozambique engineers are being trained in India," Mr Namburete said.

"We have emerged as a successful investment destination for sustainable power; we have abundant renewable and non- renewable sources of energy, stable government, legislations and regulations, easily trainable and hard working labour force and leisure and entertainment activities," Mr Namburete said while inviting Indian businesses to set up units in his country.

Engineer Beks Dagogo- Jack, Chairman, Presidential Task Force on Power, Nigeria, said: "The India-Nigeria ties go back several decades". Speaking on the reforms being undertaken in his country, Mr Dagogo- Jack said the reform agenda has taken into account leakages, lack of value of money and less electricity. "Our reform agenda is to get as much as we can out of stored capacities in our grid which are being lost and degraded. Also, the government introduced National Integrated Power Projects which will contribute 5,000 MW of energy within two or three years."

Many projects, which are now in completion phases, are supported by India, he said, adding that 10 power plants are under construction in Nigeria and all needed to be privatised.

Mr R K Gupta, Chairman and Managing Director, WAPCOS Ltd., said: “Power is not just about numbers but is an index of living standard.” He added that hydropower was one of the most attractive sectors in Africa. “But it has challenges in the form of insufficient funding and lack of will.” Once these challenges are met, he said, the continent has a vast potential to meet the growing demand of power.

Mr Prasanna Sarambale, Group Vice President – Business Development, Sterling and Wilson Ltd, stressed upon renewable energy to meet power demands of India as well as that of Africa.

He said that in India the installed capacity of solar power projects has grown from 0 to 7 percent within a short span of time, which was a good sign for the sector, adding that his company is planning for solar investments in Kenya.

Parallel Session XVII: India-West Africa Partnership

Ms Claudine Munari, Minister of Trade & Supplies, Congo stated that more than 60 percent of Congo’s population is young. Hence food security and employment for youth are the two main challenges that the government of Congo is facing currently. Congo needs to promote value addition of its food products with help from India through transfer of technology.

Congo also offers investment opportunities in social housing. Indian construction and infrastructure companies can participate in this area. Congo does not have a strong banking system. Congo needs EXIM bank’s help to transform commercial liquidity of Congo’s commercial banks into investment opportunities.

The country aims at a development model that harmonises business growth with human resource development. Congo government aims to open up the economy, and hence it is setting special economic zones. It is also giving tax incentives to investors, including those from India. A Quality Control Laboratory is being set up in Congo with help from India, and an MoU has been signed to that effect.

Ms Essossimnal Legzim-Balouki, Minister of Trade and Private Sector Promotion, Togo, said her country offers seaport for Swahilian countries like Burkina Faso, Niger, etc. and hence occupies a strategic location. Togo has modern airports and telecommunication facilities. The country’s large port area makes it strategic. Thus it is a commercial hub of west African region.

Togo is a large market and its investment policy is geared towards attracting foreign capital. Platinum and bauxite are the main ores. Agriculture remains the mainstay of the economy and needs to be modernised with assistance from countries like India. Togo also invites construction companies for participating in the housing sector and infrastructure development.

Togo also has high tourism potential and invites investment in the development of recreation centres and other tourist facilities. It is endowed with a picturesque landscape. The business environment in Togo is constantly improving, and a Centre for Corporate Facilities has been set up to help investors. The process of corporate registration is through a single window. The centre helps in the completion of formalities for corporate registration. There has been a reduction in corporate tax, which is currently at 37 percent.

An international court of arbitration is there to help companies regarding investment disputes. The right to repatriate capital is guaranteed to foreign investors. Financial market remains accessible to foreign investors with legal guarantees.

Dr Richard Konteh, Chief of State office of the President, Sierra Leone stated that currently 540 Indian community members are residing in Sierra Leone. Amity University and University of Madras have presence in Sierra Leone. India has made $1.3 billion worth investments in oil palm plantation.

Sierra Leone enjoys proximity to Latin America, EU and North America and hence can act as a transit hub. The GDP of Sierra Leone is estimated to grow at 12 percent in the next five years. According to the IMF, the GDP of Sierra Leone is going to grow twice the average of all African countries. Sierra Leone has streamlined business registration process. Capital city Freetown has the best beaches and hence Sierra Leone has huge potential for ecotourism. The country's energy sector also offers great opportunity.

Privatisation of Freetown port has been completed, and now it is one of the largest natural harbours of the world. The country has ideal conditions to grow cocoa and coffee. Rail network in the country has also been rehabilitated.

NII Ansah-Adjay (Director), who spoke on behalf of Harun AIddrisu, Minister of Trade and Industry, Ghana, stated that the last decade has seen mega changes in the economic management of west African nations, opening up sectors like telecom, housing, electricity to private sector players from abroad.

In the areas of gas, oil and petrochemical, the country needs investment from countries such as India. Ghana is mainly agrarian and Indian government has helped the country through EXIM Bank in this sector, especially in sugar industry. The government is committed to help SMEs with necessary wherewithal for doing business in Ghana.

Ghana also invites partnership in food processing from Indian companies. Ghana needs help from India in capacity building in various sectors and setting up information technology parks, given India's advantage in terms of technology.

Parallel Session XVIII: Session on Niger

Mr MP Gupta, Director & Joint President, Angelique International, said in his opening remarks that India's economies ties with Niger have begun to take deep roots. For long, the bilateral economic cooperation was centred on the economic aid provided by India but time is rife to broadbase the engagement through bilateral business exchanges, he said.

Mr Gupta noted that Niger being the fourth largest producer of uranium could be a key source of uranium for India's atomic plants, especially since the country is not a member of the Nuclear Supplier Group. He added that Indian companies should look to investment opportunities in Niger's infrastructure, ICT, mining and agriculture and agro processing sectors.

Mr Amoudou Boubacar Cisse, Senior Minister for Planning, Regional Development & Community, Niger, said that was a perceptible uptrend in the bilateral trade and investment flows and added that Niger's oil discoveries and extant mineral resources could be of key interest to India's oil and mining companies.

Mr Cisse informed that the Niger government has invested in large hydro electrical projects and is building rail linkages across the country. Citing these as key investment opportunities, he also urged the Indian companies to invest in Niger's solar energy segment, urban infrastructure and transport sector, and small and medium enterprises sector.

Mr Saley Saidou, Minister of Commerce and Promotion of Private Enterprise, Niger, said his government has simplified the processes for setting up business and companies in Niger and that now it takes just 3 days to set up any business establishment in Niger.

Niger has also adopted an SME charter to provide a flexible labour code and permits working visas for foreigners. Some of the other key investment opportunities are in: airport construction and maintenance, road construction and development of public transport facilities, laying of fibre optic network across the country; and development of domestic banking and insurance sectors. The minister also referred to the upcoming privitisation of Niger Telecom as an investment opportunity.

Mr Omar Hamidou Tchiana, Senior Minister of Mines & Industrial Development, Niger, listed out the various advantages of investing in the mining sector in Niger, such as, flexible labour laws, availability of skilled work force, no fatal incidents in last 40 years of its mining history, availability of diverse mineral resources, strong legal institutions and an encouraging business climate; and the added bonus of Niger being a member of ECOWAS and OHADA.

Parallel Session XIX: Industry and Banking interface on India- Africa Partnership”

Mr Rahil Taneja, Wholesale Bank Co- head and Head of Global Markets, Africa highlighted the dynamic transformation of Africa in the previous decade and its growing relevance in the world market. He urged Indian industry to establish new alliances and partnerships with African partners.

Mr Taneja spoke about Standard Chartered Bank’s presence in Africa since 1863 and with its unique history and experience it has a commanding position to understand its partners and to stand true to the claim of being a “provider of all banking needs at one stop”. Mr Taneja also said that Standard Chartered has the largest international coverage in Sub-Saharan Africa.

Mr Venkat Ananth, MD, OCC and Regional Co-Head, WB, South Asia, Standard Chartered, observed how Africa provides potential for future investments in areas as diverse as infrastructure, power sector, roads, metals and mining and consumer products, education, health and allied sectors.

Mr Ananth pointed that apart from financing infrastructural projects the bank also provides advisory services to companies.

Mr Mithun Ghosh, Head Global Markets, Mauritius, Standard Chartered Bank, said that a well established financial regime, good governance and liberal tax regimes make Mauritius an attractive investment destination.

Mr Dinesh Khanna, Regional Head and Managing Director Transaction Banking ,India and South Asia ,Standard Chartered Bank, talked about the networking strength of the bank which is its USP. By providing trade and cash management solutions, the bank could be viewed as a prime facilitator of services required for making big-ticket investments.

Mr Hemant Kasekande, CEO, Standard Chartered Bank Uganda Limited, referred to the structural problems faced by Africa -- particularly East Africa. He noted that power deficit apart, many of the African economies are need of a financial stimulus.

Mr Mandeng Batoum Mathieu, CEO, Cameroon SA, spoke about his bank's relationships in Cameroon and its handling of key infrastructure projects. The bank plays the role of a financial advisor on various projects that have been instituted in Cameroon.

Later, addressing a query from a delegate from Democratic Republic of Congo, Mr Ananth said that Standard Chartered plans to set up its operations in DRC soon. The Ambassador of South Sudan wanted to know as to how the EXIM Bank of India could extend its facilities, particularly with regard to the power sector. The Ambassador advocated for the creation of an Indo African bank, with well established structures to look into the economic dealings of their respective nations.

Plenary Session IX – India's Global Emergence: Partnering Africa's Development

"Indian corporations feel at home in Africa," said Mr Mukund Rajan, Brand Custodian and Group Spokesperson, Tata Sons as he compared Africa's growth with that of India's.

"Africa has successfully demonstrated its potential in the telecom space and both partners are aspiring to achieve over 6 percent annual GDP growth rate. Trade between the two partners has touched $70 billion and Africa is hugely diverse just like India with many states," said Mr Rajan.

He added that the Tata Group has operated in Africa for about five decades and the group is "seeing similar business models at work in India and S. Africa…and similar need for infrastructure, power, oil and gas, pharmaceuticals and healthcare".

"We see common credible investors coming forward for capacity building, community development activities including skill development, investments in education, health care and other activities," he said, adding that these were some of the reasons why Indian businesses are bullish on Africa.

Mr Joseph Boakai, Vice President, Republic of Liberia, said the six-decade-old relations between India and Africa have grown in terms of trade, education, etc, and that Liberia has attracted many Indian businesses.

"Liberia offers investment opportunities in the area of agriculture, especially in mechanised production. Our government has valued partnership with the private sector. There are some 150 Indian companies operating in Liberia ranging from small and medium to large. Terrain is friendly; the field fertile and wide open for industrial growth," the minister said.

He added that Africa’s growth depended on “reorganisation and recalibration” and that India cannot be ignored for the role it can play in this regard. He also said that Liberia’s growth agenda has been brought out in the form of Mission 2030.

Mr Parfait Ancient Mbay, 2nd Vice Prime Minister and Minister of Foreign Affairs, African Integration, the Francophone, and Central Africans Abroad, Central Africa Republic, said that his country was “very keen on building myriad partnerships with India”.

“My country is in the heart of Africa with a population of 4 million people. Implementing Millennium Development Goals, promoting inclusive growth and development have been at the heart of our discussions,” he said.

Mr Mbay added that partnership opportunities exist in sectors like energy, power, mining, health, education, ICT, etc. He also sought India’s help to fight poverty and promote peace in the region.

Saying that India’s Lines of Credit worth $56 million in 2012 helped the Central African Republic a great deal, Mr Mbay stressed that besides financial assistance, his country needed tractors and affordable technology that the country can adapt to meet its unique requirements.

Mr Pinak Ranjan Chakravarty, Secretary - Economic Relation, Minister of External Affairs, Government of India, said that seven of the fastest growing economies in the world were in Africa. Several African countries are showing high growth rates, he said, adding that it was time that Africa-India partnership leveraged “our common strengths”.

“It is important in the South-South Cooperation to include enhanced quantum of grants and lines of credit to be made available to Africa. Line of Credit of around $5 billion will be made available in three years on bilateral and regional basis,” he said.

During 2011-12 India approved 22 lines of credit worth $1.2 billion to African countries. Also a duty-free talent preferential scheme has been introduced which will be available to 34 least developed countries of Africa, he said.

“Under IAFS, more than 250 civilian training courses have been planed and implemented and 900 scholarship seats allocated by ICCR. India has committed to set up 10 vocational institutes across Africa,” Mr Chakravarty said.

He added that focus was also on promotion of trade and investment as an additional objective. “Among various technical cooperation program under ITECH and SCAAP, partners are provided assistance to training, project related activities, deputation of Indian experts, study tours and scholarships,” he said.

India has set a bilateral trade target of $90 billion with Africa by 2015. "India is going to be the fourth largest consumer of energy by 2020 and is expected to double in next 20 years. Traditionally India was dependent on the West Asia for its oil supplies but now Africa is becoming a destination for Indian oil and gas companies to acquire energy sources," he said.

Nigeria, Algeria, Angola, Egypt, Cameron, Equatorial Guinea and Sudan are major suppliers of crude oil to India, according to Mr Chakravarty.

"Public and private sectors like TATA, Ranbaxy, Bharti Airtel Communication and others have invested in sectors like automobile, engineering, chemical IT, Telecom and pharmaceuticals in Africa. India can cooperate to create a platform for Africa for South-South dialogue to enhance development activity," Mr Chakravarty added.

In training and capacity building India can play a major role in Africa, he said.

"As we know infrastructure is a pressing need in Africa, robust human capital is the most precious resource available in Africa. India can make a huge difference in trade and capacity building. Another sector is healthcare and pharmaceutical where Indian government and private enterprises can play a role."

Dr Saumitra Chaudhuri, Member, Planning Commission, said, "We have common needs and complementary abilities. We are not a capital rich nation but we have skills and expertise in working with lesser resources that advanced economies have," he said.

From the perspective of civil society, Mr Rajiv Bhatia, Director General, ICWA, which is one of India's oldest think tanks, said that India needs to continue deepening its relationship with Africa as it was not a country but a continent with 54 countries, each having its unique socio-economic scenario.

He said that 83 percent of India's trade with Africa involves only five countries.

Parallel Session XX: India-East & Southern Africa Partnership

Mr Dismas Swana, Vice Minister of Trade from Congo stated that the development of roadways and infrastructure in Congo are the two major areas where countries like India can play a crucial role. Congo also needs India's help in its hydro electrical projects. Southern Africa has many projects running with partnership with Indian companies, and they are ready for mid-term assessment. These are unifying projects for the region and will contribute to peace and stability in the area.

Mr D S Dhesi, Additional Secretary, Ministry of Commerce and Industry, Government of India, stated that trade with southern Africa is relatively on the higher side whereas it is relatively less with east Africa. India-Africa bilateral trade grew at 8.5 percent during 2012-2013 and did not suffer any contraction unlike it did with other geographies. India's cumulative investments in the African region has now reached $46 billion.

Mr Welshman Ncube, Minister of Trade and Commerce, Zimbabwe stated that the trade relations with India need to be seen through the perspective of regional trading blocs. The underdeveloped infrastructure in Africa poses many challenges but at the same time also opportunities. The creation of Regional Trade Arrangements (RTAs) has contributed to the economic integration of the region.

Within the context of Common Market for Eastern and Southern Africa (COMESA) and Southern African Development Community (SADC), the region has facilitated business corridors which offer enormous investment opportunities. The development of toll roads can be a great opportunity for investment. Even the development of Railways in the region needs help from India, given its expertise in the field.

Licensing of independent power producers has already begun, and the power sector is an area where India can definitely help with its expertise. The mining sector in Zimbabwe with 40 types of minerals offers great opportunity to Indian mining companies.

Congo has the second largest deposit of platinum, and Indian companies are already making investments in the mining sector. He added that 'in situ' processing is something that Zimbabwe lays emphasis on.

The tourism sector of Zimbabwe also has lot of potential with its major game sanctuaries. The region has the Victoria Falls, one of the Seven Wonders of the World, in Zambia. The need of the hour is to enhance information outreach to relevant Indian companies on investment opportunities.

Mr Armando Inroga, Ministry of Industry and Trade, Mozambique stated that peace and stability in the region is required to attract foreign investment. Southern Africa has all the important minerals such as platinum, copper, coal, etc., that India needs. Agro processing and petrochemicals sectors need India's expertise. The quality of services can also be improved with help from India in human resource development. India can help Mozambique in capacity building and benefit in the process.

Mr Temeki P. Solo, Minister of Trade and Industry, Lesotho said that southern Africa looks at India for training of manpower and value addition to its products. Lesotho is landlocked and dependent on South Africa. National Strategic Development plan of Lesotho takes into account the five areas of cooperation with India, including capacity building, human resource development, etc. India's role will be consultative and participatory in the development story of Lesotho.

Lesotho is a member of two regional trade agreements: Southern African Customs Union (SACU) and Southern African Development Community (SADC). Therefore, it is in a position to offer Indian companies access to the regional market. The country has also created a favorable environment for investors by offering one-stop solution for registration and licensing procedures.

Parallel Session XXI: Session on Ethiopia

The session focused on enhancing bilateral relations between India and Ethiopia. An MoU was signed between CII and Ethiopian Chamber of Commerce before the session started. Elaborating on the agreement, Ms Mulu Solomon, President, Ethiopian Chamber of Commerce and Sectoral Associations (ECCSA) said the aim is to catapult bilateral trade and investment flows by engaging the private sector in a major way.

Mr Jai Shroff, Executive Director, United Phosphorous Ltd, spoke about the business-friendly environment in Ethiopia. India is the 2nd largest investor in the country and is looking to upscale its investment to US$ 4 billion. "Ethiopia is the first African country to start diplomatic relations with India," said Mr Tadasse Haile, State Minister of Industry, Ethiopia.

In the last 20 years, Ethiopia has implemented various political and economic measures to establish a an investor-friendly environment. With 'zero' corruption, the country has registered fastest economic growth of 11 percent in last 9 years. Infrastructure is the biggest development sector enjoying an allocation of 70 percent of budget. The power capacity has increased four times and a 600MW dam is being built that would take the capacity five-fold higher. Ethiopia is eying self-sufficiency in power. In the future, it wants to be a supplier of power to its neighbouring countries.

Fitsum Arega, General Director of Investments, Ethiopia, assured investors of an efficient investment environment as Ethiopia is installing a 'One Stop Shop' to meet all investor licensing requirements. Investors can enter Ethiopia with an FDI investment cap of $200,000 but if a foreign investor partners with a local company, they can enter with $150,000.

To ensure easy cargo movement, Ethiopian Airlines connects with Mumbai and Delhi every day. For bilateral investors, full repartition of profits, dividends, principal, and interest payment out of Ethiopia is possible. Ethiopia ensures complete custom duty exemption on imported capital goods like machinery and construction material to reduce infrastructure costs. Foreign investors are entitled to own residential house.

Fitsum Arega presented the following 'priority areas':

- **Manufacturing and Agriculture** sectors await investment in manufacture of textile garments and textile fabrics like carpets, curtains.
- **Leather industry** is under privatization. Ethiopia delivers the best leather as some of the top glove brands use Ethiopian leather to manufacture golf gloves.
- **Chemical products** like ceramics, paper, and heavy duty plastics are viable areas for investments.
- **Pharma products and manufacturing of medical equipment** are top priorities as nearly 100 percent of medical equipment in Ethiopia is imported.
- **Metal Engineering and Steel Production** is in short supply.
- In **Agro-processing,** cereal, edible oil, sugar, animal feed, meat products, brewery and wine production can increase manifold with investments.
- **Agriculture** offers opportunities in rubber plantation, sugarcane, and fibre crops.
- **Construction is a huge opportunity.** Roads, dams, telecom, IT, commercial zones, educational institutes, water works are on the priority list.
- **Electro-mechanical industry** also needs investments
- **Irrigation solutions** and technology are immediate farming needs.
- **Tourism and Hospitality** is an open area. Star rated hotels are required as Ethiopia is an emerging economic centre. Other opportunities are in establishing lodges, national restaurants and tour operations
- **Mining and export** of gold and platinum are key investment opportunities
- In **Energy,** Ethiopia produces 6000 MW through hydropower. But, wind, solar, and geothermal sources are yet to be fully tapped.

Ethiopia is an AGOA member and enjoys tax relaxation on exports in US. The domestic market is dense with 83 million people. Average labour cost is $110- 200 per month per labour.

Parallel Session XXII: Creating Multiple Stake Holders Projects

Mr Ambuj Chaturvedi, Executive Director (Marketing), Overseas Infrastructure Alliance Limited, said in his opening remarks that in today's highly globalised and highly interdependent world, a project can bring value to society only if the multiple stakeholders, right from investors to project owners to suppliers to citizens at large, can be brought together in fair, mutually beneficial and long lasting relationships. This he believed is the crux of sustainable growth. Mr Chaturvedi also recognised the basic structural problems that impede any substantial investment in Africa.

Mr R C Sinha, Former Additional Chief Secretary, Maharashtra, held the distinction of heading the biggest transport company in the world with a fleet of 14,000 buses and some 1 million drivers and also spearheading the effort of establishment of Navi Mumbai.

Mr Sinha was quick to note that stakeholders are very important for the successful completion of any major project anywhere in the world. He also added how changing the mindset of both the provider and regulator was the biggest obstacle to a successful completion of a project.

He put forth the argument that public is ready to pay higher amount provided there is corresponding increase in the level of amenities and services available to them. He also accepted that there are always multiple risks involved in the execution of any project. Hence, he encouraged thorough risk analysis by bodies like CARE. He further advocated the concept of BOOT (Built, Own, Operate, Transfer) model as a method of privatisation that is well suited to address the needs of infrastructure in developing countries.

Mr Francois Kanimbla, Ministry of Trade and Industry, Rwanda acknowledged the problems associated with African countries which constrain them in attracting high levels of investment. The problems range from stringent legal frameworks, and time-consuming project execution processes to high levels of expenditure and huge power deficit. He hoped that with a shared vision, multiple stakeholders can be mobilised in Rwanda and he encouraged Indian counterparts to participate with Rwanda counterparts in promoting Rwanda’s industrial growth.

Mr Swati Agarwal, Chief - North, CARE, urged African governments to usher in favourable tax policies, and well structured and flexible banking systems. He contended that the continent needs a calibrated approach especially by the government agencies to attract serious investors and claim its due place in the world economy.

A delegate from Uganda observed that although natural resources and economic and political stability are necessary for FDI, they are not sufficient for the overall growth. He observed that Investment Promotion Agencies are constrained for manpower and monetary resources which are serious impediments to the potential projects in the foreseeable future.

Valedictory Session

Indian business should engage with Africa for the long haul and not be misguided by what appears at the surface. Stating this, Mr S R Rao, Commerce Secretary, Government of India, said that Indian companies could play a vital role in Africa's quest for food and energy security, high-end manufacturing growth, R&D, and value-addition in its key industries.

Mr Rao said that Government of India is planning the third India-Africa Trade Ministers meeting, and is working towards concluding the talks with Southern Africa Customs Union (SACU) for a preferential trade agreement, a comprehensive economic cooperation partnership agreement with Mauritius, and similar agreements with several other regional communities in Africa. A joint study is underway to work out a free trade agreement or a preferential trade agreement with COMESA (Common Market for Eastern & Southern Africa).

Noting that the Government of India's offer of duty free tariff preference to least developed countries has benefited some 33 African economies, Mr Rao said that several more African countries could take advantage of the various concessional tariff preferences extended by the Indian government.

Referring to the $0.5 billion line of credit with provision of interest subvention that India is offering to Africa for infrastructure development, Mr Rao said that policy makers in Africa would do well to work out the details on availing this facility.

Mr Sudhir Vyas, Secretary (West), Ministry of External Affairs, Government of India, in his address said that Africa's growth is of immense value not only to the African economies but also to other global economies, many of which are still grappling with the impact of the global economic slowdown and the Eurozone crisis.

Stating that the high level participation at the Conclave gave rich substance to the deliberations, Mr Vyas said that India has a key role cut out in partnering African countries in areas like job creation, poverty alleviation, education, knowledge promotion, skill development, food and energy security, among others.

Mr Rui Duarte Barros, Interim Prime Minister of Guinea Bissau, said in his special address that his country extends complete support to India in the fight against global terrorism. Mr Barros also reiterated his government's support toward India becoming a permanent member of the UN Security Council.

On the business front, Mr Barros referred to agriculture and mining as two key areas where bilateral cooperation and partnership opportunities galore.

Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry, welcomed the delegates to the valedictory session. Mr Syamal Gupta, Chairman, CII Africa Committee, proposed the vote of thanks and announced that the 10th CII-EXIM Bank Conclave on India-Africa Project Partnership 2014 will be held in New Delhi during March 9-11, 2014.