



12th CII-EXIM BANK CONCLAVE ON

india-africa

PROJECT PARTNERSHIP

 9-10 MARCH, 2017  NEW DELHI

Reinvigorating Partnerships, Strengthening Ties

POST EVENT REPORT

Key Assertions & Recommendations

EXECUTIVE SUMMARY

A new spirit of awakening and cooperation defines the India-Africa partnership. It is estimated that by the year 2050, the combined GDP of India and Africa would add up to \$35 trillion while the combined population of the two regions would have surpassed 4 billion. In keeping with this projection, Mr Pranab Mukherjee, President of India, stated emphatically in his address in the Inaugural Session of the 12th CII-EXIM BANK Conclave on India Africa Project Partnership that “the India-Africa century has begun. Let us accelerate this process”. The Conclave, organised in New Delhi, during March 9-10, 2017, had drawn the largest participation of Indian and African leaders on a common platform since the conclusion of the 3rd India-Africa Forum Summit in New Delhi in 2015.

Underlining India’s stakeholder interest in supporting Africa’s thrust on accelerated economic growth and sustainable development, President Mukherjee said that India is playing a catalytic role in Africa’s industrial expansion and physical infrastructure development. He urged the participants to intensify the bilateral collaborations and joint ventures, and thereby add a new chapter to the annals of India-Africa partnerships.

Addressing the Inaugural Session that centred on the theme of ‘India-Africa: Reinvigorating partnership through new initiatives’, Dr Ruhakana Rugunda, Rt. Hon. Prime Minister and Leader of Government Business, Republic of Uganda, said that Africa seeks India’s active participation in areas like agriculture, agro-processing, ICT, infrastructure, tourism, healthcare and education. He stated that African governments extend due protection to foreign investments and urged Indian investors to take advantage of the myriad business opportunities in the region.

The King Mswati-III of the Kingdom of Swaziland, observed that Indian industry could play a key role in helping Africa’s manufacturing industries move up the value chain. He cited manufacturing, drugs and pharmaceuticals, and renewal energy as three vital sectors where Indian investors could make key contributions to Africa’s sustained progress.

Ms Nirmala Sitharaman, Minister of Commerce and Industry, Government of India, said the current bleak global trade and investment scenario presents a big opportunity for India and Africa to deepen the bilateral trade and investment flows. “We must seize the opportunity,” she said.

Gen. V K Singh (Retd.), Minister of State for External Affairs, Government of India, pointed out that Indian investments in Africa are directed at delivering concrete benefits to the host African countries. “India is a bright spot for Africa to do business with,” he said.

In a similar vein, Mr Naushad Forbes, President, Confederation of Indian Industry, stated that India and Africa are the “most dynamic geographies” of the world. He noted that CII is deeply committed to establishing and reinforcing long-term India-Africa partnerships in diverse sectors.

Highlighting the significance of the annual Conclave, Mr Chandrajit Banerjee, Director General, CII, remarked that the annual event had seen the participation of over 6,000 delegates from 45 African countries and over 5,000 Indian delegates.

In the Session on the theme of ‘New and innovative ways to boost financing of Indian investments in Africa’, Mr Adi Godrej, Chairman, CII Africa Committee & Chairman, Godrej Group, stated that Africa is faced with acute shortage of quality infrastructure, endemic shortfalls in electricity supplies and low levels of industrialisation, owing to which Sub-Saharan Africa alone loses an estimated 2% GDP growth.

The shortfalls also add some 30% to cost of traded goods in Africa. The region also faces shortage of capital and the local banks are unable to service the requirements for long-tenor loans. But therein lies the opportunity for a gamut of India-Africa partnerships. The panel underlined the need to make the processes governing grant of LoC more result-oriented. It was also suggested that Indian FIs could partner African governments and institutions in developing regional capital markets.

It was cited that the Continent-wide demand for capital would grow by 8% a year. While the PPP model would be one way to spur private investments in the infrastructure sector, debt financing would be another way to drive investments in the core sector.

The African leaders remarked that the African dream was to “leave no one behind” in the development process and thereby make the Continent free of poverty, free of dependence and a land of shared prosperity. It was imperative to translate the ideas and learnings from the Conclaves and meetings into “concrete action on the ground to ensure that the needle of results is moved and the arc of history bent”.

The Session on the theme of ‘Continental Free Trade Agreement: Making it work for Africa’, the discussants observed that while the Agreement had been designed to integrate the African economies and develop a common market for trade, it has come about at a time when free trade has come under the hammer and protection tendencies have increased in the face of Brexit and US President Donald Trump’s policies. Economies like the US and Europe have also moved away from mega-regional trade agreements, thereby increasing uncertainties around free trade.

The over-riding objectives of the CFTA are to enhance Africa’s global competitiveness, increase the region’s external trade flows, drive inclusive growth and make Africa less vulnerable to external price shocks. The CFTA is a clear demonstration that the leaders have recognised the role of trade in economic transformation.

The Session on 'Forging new India-Africa partnerships for long-term energy security' directed focus on how India's renewed initiatives to develop alternative energy like solar and wind energy would find relevance in the African context. The Indian leaders invited the African nations to ratify the International Solar Alliance (ISA). The ISA is an alliance of more than 120 countries, which has the primary motive of encouraging efficient exploitation of solar energy to reduce dependence on fossil fuels.

It was cited that India has an ambitious target of generating 175 GW of energy from renewable sources by 2022. It was 'transformational' in that the price of solar energy in the country which was at Rs 4.50 per unit has come down to Rs 3.50 per unit. Also, Government of India has offered to extend \$10 billion of LoCs for Africa, 20% of which will be used for solar energy.

In the Session on theme of 'Future-proofing Africa's development with world-class education and healthcare systems', the discussants observed that Africa has a long way to go with regard to creating world-class education and healthcare systems. The region has 11% of the world's population but bears 25% of the world's disease burden. On the education front, of the 58 million around the world who are out of school, 38 million are in Africa.

The African leaders urged Indian companies, in particular those engaged in manufacture of medical equipment, to set up their manufacturing units in Africa. It was pointed out that while medical tourism would benefit a small percentage of the people of Africa, the establishment of quality tertiary care hospitals will help a very large section of Africa's population. They also recommended that a greater number of the scholarships provided by Government of India to African students should be offered in disciplines like sciences, technology, engineering, mathematics (STEM).

The Session on the theme of 'Made in Africa: Is Africa on the threshold of a manufacturing renaissance?' brought forth the roles cut for Indian government and industry in supporting accelerated manufacturing growth in African countries. Manufacturing sectors like food and beverages, textiles, fertilisers, leather, and automobiles are primed for receiving Indian investments.

The discussants observed that the thrust on manufacturing growth in Africa should be complemented with widescale skill development programmes, promotion of SMEs, industry research, development of regional supply chains, etc.

Development cooperation is the cornerstone of India's engagement with Africa. In what was described as a unique partnership with no strings attached, the panelists in the Session on 'Reinforcing India's development cooperation with Africa' asserted that the India-Africa partnership model is "fundamentally different from the Western model, and the models adopted by certain other Asian countries". Citing that India's development assistance to Africa has gone up four-fold, during 2004-15, reaching \$1.6 billion, the panelists viewed that India should now look to work in tandem with countries like the US, Japan, Germany, and France in a trilateral partnership for reinforcing the development initiatives in Africa.

The panel for the Session on the theme of 'Leveraging the existing treaties and agreements to deepen bilateral partnerships' noted that Africa could engage a greater number of Indian

companies in areas like preparation of project reports, advisory services, technical consultancy, etc. The impending CFTA would offer Indian companies a gamut of investment opportunities in Africa. The region is expected to become a \$29 billion market by 2050.

The panel remarked that the agreements arrived at the WTO Bali Ministerial should be implemented in all multilateral trade arrangements. It was also pointed out that most bilateral and multilateral agreements are implemented in silos that limit the real benefits that would accrue to the partner countries from the cooperation endeavours. An integrated approach to boost trade in goods, trade in services and investments would deliver better results to all partner countries.

The Session on 'Nurturing deep-rooted partnerships for total food security' highlighted the imperative of creating the necessary conditions for India and Africa to achieve long-term food security through cross-border cooperation endeavours. Some of the initiatives in this direction would be: efficient supply of improved seeds and fertilisers to farmers; use of appropriate technologies to reinforce farm productivity; and access to markets that would absorb surplus farm produce.

The African leaders spoke about the critical importance of engaging Indian expertise in building the country's food self-sufficiency, as well as creating surplus food that may be directed for exports.

In the Session on 'Building Africa -- Fresh Perspectives', the discussants referred to the myriad investment opportunities that are open to Indian companies, particularly in the core sectors. The investment flows would be contingent on the ease of doing business, policy environment, and partnership opportunities.

In the Session on the theme of 'Fast-tracking Africa's infrastructure development', Prince Sihlangusemphi Dlamini, Minister of Economic Planning and Development, Kingdom of Swaziland, said the Africa story has moved to a tale of "hope and revival with six of the world's fastest growing economies in the Continent". But, Africa is also home to "7 of the 10 most unequal economies in the world". Plus "75% of the African population is under the age of 25" which means that lack of employment becomes a critical issue to be addressed on a war footing.

Only 60% of African citizens have access to "improved water sources" and only 28% have access to "improved sanitation" largely due to the paucity of spending for water and sanitation which clocks a dismal "0.1% of GDP". India sees a key role in helping Africa bridge its infrastructure shortfall.

While the world is eager to partner with Africa, the poor quality of infrastructure, especially in the rural areas, is seen to curb investment inflows. As "India knows Africa well" the lessons learnt by India in her development journey may be used as a template for Africa to follow and improve upon.

The Session on 'Innovative & adaptable technologies in Africa' directed focus on areas like setting up smaller rain harvesting facilities, food processing units, access to India's Appropriate, Adaptable and Affordable (AAA) technologies, pumps for supply of potable water, among others.

In the Valedictory Session on the theme of ‘India-Africa Partnerships: Realigning for a sustainable future’, Mr M J Akbar, Minister of State for External Affairs, Government of India, said that shared security is another critical dimension of the India-Africa partnership. He exhorted both regions to unite in the fight against the scourge of global terrorism.

Mr Akbar said the time has come to direct attention on the “African” and not just ‘Africa’. Due efforts should be directed to enhance the skills of the deprived people and create employment opportunities for them.

He added that India is poised to play a greater part in bridging Africa’s quest for efficient governance through adoption of digital technologies. Hand-in-hand, India can help African industries to move up the global value chains.

Mr Aaron Mike Oquaye, Speaker of Parliament, Republic of Ghana, stated emphatically that the “whole of Africa is not in turmoil”. Africa is safe for investments. Stating that Ghana is promoting the idea of “one district, one industry”, Mr Oquaye said that India could provide key support to this endeavour, especially in the area of SME development.

Mr Manoj Dwivedi, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, said that 21 countries have benefited from the DFTP scheme that was introduced in 2008. He urged the other least developed countries to also avail of the scheme and gain better access to the Indian market.

The Conclave drew the participation of over 450 delegates from 37 African countries. In all 472 projects worth \$70 billion got discussed.

DAY 1: March 9, 2017

Inaugural Session: India-Africa: Reinvigorating Partnership through New Initiatives

Opening Remarks:	Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry (CII)
Welcome Remarks	Mr Naushad Forbes, President, Confederation of Indian Industry
Address by Chief Guest:	Mr Pranab Mukherjee, President of India
Address by:	<p>Ms Nirmala Sitharaman, Minister of Commerce and Industry, Government of India</p> <p>Gen V K Singh (Retd.), Minister of State for External Affairs, Government of India</p> <p>Dr Ruhakana Rugunda, Rt. Hon. Prime Minister and Leader of Government Business, Republic of Uganda</p> <p>The King Mswati-III of the Kingdom of Swaziland</p>

Key Assertions

A new spirit of awakening and cooperation defines the India-Africa partnership. It is estimated that by the year 2050, the combined GDP of India and Africa would add up to \$35 trillion while the combined population of the two regions would have surpassed 4 billion. Against this backdrop “the India-Africa century has begun. Let us accelerate this process”. Stating this, Mr Pranab Mukherjee, President of India, said that since the conclusion of the 3rd India-Africa Forum Summit, India has extended lines of credit to Africa valued at over \$7 billion, related to which 120 projects are being implemented in 40 African countries.

As the 10th largest industrial economy in the world, India is playing a catalytic role in Africa’s industrial expansion and physical infrastructure development. President Mukherjee said that India is also helping Africa build a strong skilled manpower base by extending scholarships and technical training opportunities to students of Africa. He urged the participants to intensify the bilateral collaborations and joint ventures, and thereby add a new chapter to the annals of India-Africa partnerships.

Dr Ruhakana Rugunda, Rt. Hon. Prime Minister and Leader of Government Business, Republic of Uganda, said that Africa seeks India’s active participation in areas like agriculture, agro-processing,

ICT, infrastructure, tourism, healthcare and education. Dispelling any fears over security of life and property in Africa, Dr Rugunda said that Africa is “stable and secure”. He added that African governments ensure security of foreign investments and urged Indian investors to take advantage of the myriad business opportunities in the region.

Dr Rugunda also said that Africa is ready to host the annual CII-EXIM Bank India-Africa Conclave on Project Partnership.

The King Mswati-III of the Kingdom of Swaziland, observed that Indian industry could play a key role in helping Africa’s manufacturing industries move up the value chain. He cited manufacturing, drugs and pharmaceuticals, and renewal energy as three vital sectors where Indian investors could make key contributions to Africa’s sustained progress.

The King Mswati-III cited the country’s new airport as a gateway to new markets in the region, and added that a new IT park has come up with the support of LoC extended by the EXIM Bank of India. The IT Park offers a gamut of investment opportunities to Indian companies. He invited Indian companies to explore investment opportunities in sectors like infrastructure, ICT, mining, tourism, agriculture, etc.

The Republic of Uganda and the Kingdom of Swaziland were the Guest Countries at the two-day Conclave.

Ms Nirmala Sitharaman, Minister of Commerce and Industry, Government of India, said the current bleak global trade and investment scenario presents a big opportunity for India and Africa to deepen the bilateral trade and investment flows. “We must seize the opportunity,” she said.

Ms Sitharaman pointed out that India saw a 30% increase in inward FDI flows at a time when the global FDI flows had declined by 16%. The growth in inward FDI flows was greatly augmented by Government of India’s ‘Make in India’ programme.

Referring to the current India-Africa trade flows, the minister said the bilateral trade volume had increased from \$51.67 billion in 2010-11 to \$56.69 billion in 2016-17. She cited renewal energy, drugs and pharmaceuticals and healthcare as the most promising areas for India-Africa partnerships. Ms Sitharaman pointed out that India has emerged as a global hub for low-cost bulk drug manufacturing. She added that India has a key role in bolstering Africa’s food security by partnering the region’s efforts to usher in a Green Revolution.

Gen. V K Singh (Retd.), Minister of State for External Affairs, Government of India, said the Conclave had attracted the largest participation from Africa since the conclusion of the 3rd India-Africa Forum Summit. He said that Indian investments in Africa are directed at delivering concrete benefits to the host African countries. “India is a bright spot for Africa to do business with,” he said.

Earlier, Mr Naushad Forbes, President, Confederation of Indian Industry, in his welcome remarks stated that India and Africa are the “most dynamic geographies” of the world. He noted that CII

is deeply committed to establishing and reinforcing long-term India-Africa partnerships in diverse sectors. CII has a physical office in Cairo and the chamber will be setting up its second office in Africa, in Johannesburg.

Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry (CII), in his opening remarks stated that the Conclave since its inception had seen the participation of over 6,000 delegates from 45 African countries and over 5,000 Indian delegates. Businesses worth \$320 billion had been discussed at the annual Conclaves.

Plenary Session 1: New and Innovative Ways to Boost Financing of Indian Investments in Africa

Chair: Mr Adi Godrej, Chairman, CII Africa Committee & Chairman, Godrej Group.

Panelists: Mr Jidoud Ahmat, Minister of Finance, Republic of Niger

Mr Patrick Dlamini, CEO, Development Bank of Southern Africa

Mr Bassary Toure, Vice-President, West African Development Banque (BOAD)

Mr Debasish Mallick, Deputy Managing Director, Exim Bank of India

Mr Tadashi Yokoyama, Head, External Representation office for Asia, African Development Bank (AfDB)

Mr S Kuppuswamy, Advisor, Shapoorji Pallonji Group

Key Assertions

With 6 of the top 10 fastest growing economies in the world being in Africa, the region is a treasure trove of opportunities for Indian businesses, said Mr Adi Godrej, Chairman, CII Africa Committee & Chairman, Godrej Group. However, he pointed out that the region is faced with acute shortage of quality infrastructure, endemic shortfalls in electricity supplies and low levels of industrialisation, owing to which Sub-Saharan Africa alone loses an estimated 2% GDP growth.

The shortfalls also add some 30% to cost of traded goods in Africa. The region also faces shortage of capital and the local banks are unable to service the requirements for long-tenor loans. But therein lies the opportunity, for Africa and India. The new thrust on the development of “mega-infrastructure” projects should be leveraged by Indian investors and business, said Mr Godrej.

India has been an active partner of African countries in their capacity building initiatives and has been striving to overcome some of the existing constraints. The Indian government has played its part in facilitating Indian investments in Africa by supporting more than 150 projects in the last 13 years to the tune of \$9.1 billion through concessional LoCs. Of this, \$3.84 billion had already been disbursed. Power, engineering, irrigation, roads, highways and rural electrification are some of the areas where Indian companies have invested in Africa.

However, Mr Godrej also pointed out that the LoC processes should be “result-oriented”. This has led to new guidelines for LoCs, making the whole process highly “transparent”, providing a level playing field for both Indian and African businesses, especially in the area of PPPs.

The new guidelines provide additional 5 years and a moratorium of two years for large infrastructure projects that are valued at more than \$200 million, and for projects of ‘strategic importance’ that are valued at over \$100 million.

Electricity generation in Africa lags demand, and this demand is expected to grow significantly. The LoCs may therefore be directed to areas like this. There was also a strong felt need to help Africa develop robust domestic and regional equity and debt markets as well as a strong mechanism for PPP projects. These markets are not very well developed in Africa, with the exception of South Africa.

Indian financial institutions could partner African governments and institutions in developing regional capital markets, Mr Godrej said.

It is estimated that the Continent-wide demand for capital would grow by 8% a year. In the PPP route, African countries are keen to emulate the model developed and prevalent in India. Debt financing is another method for improving investments in Africa. Another alternative is “subordinate debt”, which is an instrument falling between debt and equity. In the coming years, India investments could also take the private equity route which is already showing growth in natural resources and renewable energy sectors.

While Indian investments in Africa are growing at a rapid rate, it is also important to note that the pace of growth will be subject to the policy environment in the African countries, Mr Godrej said.

Mr Jidoud Ahmat, Minister of Finance, Republic of Niger, pointed out that India and Africa will have combined population of more than 4 billion people by 2050, the majority of whom would be young. The challenge of providing education and jobs to them is a problem staring at both India and Africa.

Mr Patrick Dlamini, CEO, Development Bank of Southern Africa, said the African dream was to “leave no one behind” in the development process and thereby make the Continent free of poverty, free of dependence and a land of shared prosperity. It is imperative to translate the ideas and learnings from the Conclaves and meetings into “concrete action on the ground to ensure that the needle of results is moved and the arc of history bent”.

Mr Bassary Toure, Vice-President, West African Development Banque (BOAD), said there was an urgent need to facilitate seamless business travel between India and Africa through easy availability of visas; and for increased partnerships between chambers of commerce.

He also stressed upon to the need to make the LoCs extended to Africa “more transparent and result-oriented”, with increased participation of development banks in routing investments and strengthening capacity building. As importantly, the technical capacity of the African workers had to be strengthened through skilling programmes.

Mr Debasish Mallick, Deputy Managing Director, Exim Bank of India, pointed to the LoCs extended

by India and the “buyer’s credit” facility as important tools for facilitating Indian investments in Africa. He agreed with the preceding speakers that there was a need to establish “increased transparency” in the process of granting LoCs to African businesses.

He said the EXIM Bank was “quite comfortable” with the idea of pushing LoCs through development banks in Africa so as to ensure that the results reach the target groups optimally in terms of effort and time.

Increasingly, the PPP model has to be employed for garnering resources from the private sector as the state acting alone to fund big projects would mean a truncation of their ability to budget for critical interventions like poverty alleviation.

Mr Tadashi Yokoyama, Head, External Representation Office for Asia, African Development Bank (AfDB), said in size alone “Africa was 9 times of India” and “by 2050 Africa would be a market of the size of India at present”.

AfDB, he said, was looking to support Indian businesses to invest in Africa. AfDB, as a partner to Indian business, would “add credibility” to Indian corporates operating in Africa.

Mr S Kuppuswamy, Advisor, Shapoorji Pallonji Group, strongly recommended that “joint identification” of “10 to 15 large projects” by a consortium of countries like India, Japan, Korea, etc., and “co-financing” of those projects were critical to the development and growth of Africa. He also said that the facility of “buyer’s credit could be a very forceful tool for financing business in Africa”.

Plenary II: Continental Free Trade Agreement: Making it Work for Africa

Chair: Mr Sumanta Chaudhuri, Managing Director, Small Farmers Agri-Business Consortium

Panelists: Ms Bernadette Essossimmna Legzin-Balouki, Minister of Commerce, Industry and Promotion of Private Sector and Tourism, Republic of Togo

Mr Seydou Sadou, Minister of Trade and Private Sector Promotion, Republic of Niger

Mr Yonov Frederick Agah, Deputy Director General, World Trade Organization

Mr Sanjay Kirloskar, Chairman and Managing Director, Kirloskar Brothers Ltd

Mr David Luke, Coordinator of the African Trade Policy Centre of the United Nations Economic Commission of Africa

Mr Hiroyuki Nemoto, Executive Director, Japan External Trade Organization (JETRO), Johannesburg

Key Assertions

The African Union initiated steps in 2014 for establishing a Continental Free Trade Agreement (CFTA) that would come into effect by end-2017. The CFTA is designed to integrate the African economies and develop a common market for trade. However, the Agreement has come about at a time when free trade has come under the hammer and protection tendencies have increased in the face of Brexit and new US president Donald Trump's policies. Economies like the US and Europe have also moved away from mega-regional trade agreements, thereby increasing uncertainties around free trade.

In this context, making CFTA work will be a bag full of challenges for the African Union. Chairing the session, Mr Sumanta Chaudhuri, Managing Director, Small Farmers Agri-Business Consortium, said that while the CFTA has to be deliberated upon in the current global context, its potential was huge since intra-African trade was at its lowest among various continents. "The CFTA provides major opportunities to overcome regional barriers and create a common market for Eastern and Southern Africa. We also need to explore how India-Africa partnerships, which are of great strategic importance, could contribute to free trade in the region."

Ms Bernadette Essossimmna Legzin-Balouki, Minister of Commerce, Industry and Promotion of Private Sector and Tourism, Republic of Togo, dwelled upon the framework of the CFTA. She

said the share of Africa in world trade has always been a cause of concern at the regional and international levels. With regard to the CFTA, Africa had to move forward by ensuring that the trade flows are equitable for all countries. “African leaders have recognised that cooperation is essential to accelerate the development of the continent. Keeping this in mind, the countries came together to develop a common market and discussed the initiation of a free trade zone by 2017. The aim was to come up with a global agreement that will be of advantage to all countries. Our target is to convert the African continent into a free trade zone which will be beneficial to everyone in the world.” She informed that the CFTA was at present at the negotiation stage and a roadmap was being drawn for its formal introduction.”

Bringing the India-Africa friendship into the context of the CFTA, Mr Seydou Sadou, Minister of Trade and Private Sector Promotion, Republic of Niger, said the current context of negotiation modalities of FTA was to meet the expectations of countries like India. “The CFTA aims to enhance competitiveness, increase exports, inclusive growth and make Africa less vulnerable to external price shocks.” He said the CFTA included 54 countries of Africa and was expected to raise \$3,400 million annually. It was also expected to raise trade between African countries from the present 10% of total external trade to 25% and enhance Africa’s competitiveness. One of the main objectives of the CFTA was to help other countries set up production units in Africa and India was expected to be a key partner of the Union in this, added Mr Sadou.

Mr Yonov Frederick Agah, Deputy Director General, World Trade Organization, termed Africa as the fastest growing economy despite the global slowdown. But since all economies in the Union were not at their best performance levels, he hoped that the CFTA would make the development process inclusive. Mr Agah said the CFTA was a clear demonstration that its leaders have recognised the role of trade in economic transformation. However, he said that the CFTA has to be a complementary agreement and not an isolated one and has to be worked out at the national, regional and multi-lateral levels. “At the national level, it is important to work closely with relevant industries. Private sector also has a big role to play to ensure smooth transition and implementation of the CFTA. At regional level, regional communities have to be engaged properly. At the multilateral level, we have to learn from initiatives taken by international organisations like the World Trade Organization (WTO).”

Mr Agah added that trade agreements have to remain complementary to larger global trade and regional and domestic trade as well. “In order for trade to be inclusive in Africa, all stakeholders have to be involved, including the private sector and civil society.” He added that India was expected to play a key role in helping Africa and provide technological and other support.

Mr Sanjay Kirloskar, Chairman and Managing Director, Kirloskar Brothers Ltd, appreciated the progress being made on the free trade agreement. He said the scope of trade and growth in Africa was immense and could grow at the rate of 6%. Speaking about his experiences in Africa, Mr Kirloskar said that while after Brexit it was challenging to work in Europe and other regions, Africa presented a host of opportunities.

Mr Kirloskar called upon the African industries to usher in the right standards to spur growth of infrastructure, attract funding, logistics upgradation and job creation. This will help African companies expand and grow globally. “The CFTA will help Africa become an industrial economy and a single market will strengthen Africa’s position among other trading zones.” He added, “Indian industry looks forward to the CFTA as a big opportunity to deepen the economic engagement with Africa. We are committed to support small and medium enterprises, free trade and job creation on both sides as part of the Delhi Declaration 2015. In fact, fast-tracking of the CFTA negotiations will help us.”

Mr David Luke, Coordinator of the African Trade Policy Centre of the United Nations Economic Commission of Africa, said the CFTA was the need of the hour of the African continent. Elaborating the context of the agreement, he said the CFTA will take care of several issues and increase trade between African countries, besides addressing the various tariff and non-tariff barriers between them. “The CFTA is about industrial development, liberalising trade and dismantling barriers that have been holding Africa back. If fully implemented, it is expected to increase trade by over 50% by 2025.”

One of the countries doing increased business in Africa is Japan and to give a perspective of the country’s experiences in the African continent, Mr Hiroyuki Nemoto, Executive Director, Japan External Trade Organization (JETRO), Johannesburg, said the Japanese companies looked forward to engaging both with African and Indian industries and build strong associations with them. However, the terrain was challenging due to its diversity and Mr Nemoto suggested that African companies should reduce the existing regional barriers and improve the registration processes to make business easier and form a global network with other countries. He expressed hoped that the CFTA would increase business and that by using REX (The Registered Exporter System), trade would get streamlined.

Parallel Session 1A: Forging New India-Africa Partnerships for Long-term Energy Security

Chair: Mr Rajeev Kapoor, Secretary, Ministry of New & Renewable Energy, Government of India

Panelists: Mr Joseph Mwananvekha, Minister of Industry, Trade and Tourism, Republic of Malawi

Mr Rahul Sikka, Head, Africa Power Transmission and Distribution Business, Larsen & Toubro Limited

Mr Prassana Sarambale, Group Vice-President- Business Development, Sterling and Wilson Pvt. Ltd

Mr D V Giri, Secretary General, Indian Wind Turbine Manufacturers Association

Key Assertions

The Indian renewable energy sector is “undergoing a transformation” with the prices of solar and wind matching and even beating the cost of energy sourced from conventional sources, said Mr Rajeev Kapoor, Secretary, Ministry of New & Renewable Energy, Government of India.

He invited the African nations to ratify the International Solar Alliance (ISA). The ISA is an alliance of more than 120 countries, which has the primary motive of encouraging efficient exploitation of solar energy to reduce dependence on fossil fuels. Currently 121 countries are members of the alliance. It needs the ratification of 50 member states to turn the Alliance into a legal entity. Twenty-five countries have ratified the Alliance so far.

Meantime, the ISA has already started work on two projects, one on using solar energy for agriculture and the second on providing “affordable finance at scale”. The idea is to work with countries which have signed, and are likely to sign, and develop focal points in those countries that could then collaborate to standardise equipment, processes, etc. to take the Alliance forward.

The ISA platform is also a knowledge platform for sharing best practices and to forge partnerships with large international bodies that have the resources to finance renewable energy projects.

India has an ambitious target of generating 175 GW of energy from renewable sources by 2022 and would reach 54 MW by the end of 2017. It was “transformational” in that that the price of solar energy which was at Rs 4.50 per unit has come down to Rs 3.50 per unit now, Mr Kapoor said. Wind energy also had come down to similar prices. He said that India has “a lot to share from this experience with Africa and the world”.

India has pledged to a target of installing 100 GW of solar plants by 2022 and reduction in emission intensity by 33-35% by 2030. India has also pledged to drive 40% of its electricity generation capacity from non-fossil sources by 2030.

Government of India has offered to extend \$10 billion of LoCs for Africa, 20% of which will be used for solar energy. Therefore, African businesses that are keen to take up specific solar projects could approach the local Indian missions for sending their respective proposals to the MEA, Government of India for due support.

Pointing to the aspect of skilling, the Indian government has set up three institutes for wind, solar and myriad applications in which a batch of African delegates has already been trained in handling equipment for solar applications. The 'Surya Mitra' programme has also been launched by the Indian government where persons are trained in the maintenance and upkeep of solar equipment, especially off grid, in collaboration with developers.

Mr Joseph Mwananvekha, Minister of Industry, Trade and Tourism, Republic of Malawi, said that Africa was in the quest for "energy for all" by 2050, one of the goals of the Sustainable Development Goals (SDGs), with availability of "secure and affordable power".

Noting that only 9% of the urban population and about 1% of the rural population have access to electricity. Malawi has the potential to produce 745 MW to 1,670 MW. Currently, the country's installed capacity is around 304 MW while the actual power available is about 258 MW. This huge gap in demand and supply, plus the attendant opportunities in transmission and distribution, offer a huge opportunity for Indian businesses and investments in the energy sector in Malawi.

He said that Africa and Malawi in particular would do well to learn from the Indian experience in building its energy security, especially in renewables. Malawi was keen to join the ISA and said that he will be talking to the Indian government to chalk out the modalities.

Mr Rahul Sikka, Head, Africa Power Transmission and Distribution Business, Larsen & Toubro Limited, said that the lack of energy security in Africa was "harmful to Africa" and said that Indian companies are keen on "equitable partnerships" with Africa. He said that Indian companies, especially in the energy sector, were fortunate to have the leadership of India's Prime Minister Narendra Modi in creating the country's energy security.

So far, the dependence on fossil fuels had led to anomalies and lack of equity in the global energy order. "Some countries assume that they can exploit the present situation to get what they want, when they want". This has to change, he said.

He called upon the African countries and businesses to reach out to Indian businesses who, in turn, should work out sustainable "solutions and possibilities". Indian businesses are not predatory, and are willing to contribute to building capacities in the countries where they do business. "We will not be selfish. If we have the knowledge which can help Africa, we will disseminate that. We will be partners in Africa's progress," Mr Sikka added.



Mr Prassana Sarambale, Group Vice-President- Business Development, Sterling and Wilson Pvt. Ltd., said that Africa was faced with acute shortages of electricity with some 50% of the continent's population deprived of reliable electricity. But the potential was also immense. Against the current production of 2.5 GW from solar, the predicted potential was as much as 70 GW by 2030. In wind, the projected output was about 90 GW by 2030 as against 3.5 GW today.

Mr D V Giri, Secretary General, Indian Wind Turbine Manufacturers Association, said that India manufactures "the world's best turbines that Africa can get". He said the sector had a capacity of generating about 10,000 MW at present, has 75% localisation and was a role model for Prime Minister Narendra Modi's "Make in India" programme. India was exporting wind turbines capable of generating about 3 GW of power, he said, but also wanted the Indian government to help the sector by taking measures to reduce the costs of logistics for exports, especially to Europe and the US.

Parallel Session 1B: Future-proofing Africa's Development with World-class Education and Healthcare Systems

Chair: Mr Jayant Krishna, Executive Director & Chief Operating Officer, National Skill Development Corporation

Panelists: Ms Sibongile Simelane, Minister of Health, Kingdom of Swaziland
Ms Chiratidzo Iris Mabuwa, Deputy Minister of Industry and Commerce, Republic of Zimbabwe
Mr Jose de Silva Goncalves, Minister of Economy and Employment, Republic of Cabo Verde
Mr Charudutta Achyet Apte, Chairman & Managing Director, Sahyadri Hospitals Ltd
Ms Anita Patankar, Director, Symbiosis School for Liberal Arts

Key Assertions

Stating that Africa has only 2.7 doctors per 10,000 people as against a global average of 14 per 10,000 people, and an average 12.4 nurses per 10,000 people as against a global average of 29 per 10,000 people, Mr Jayant Krishna, Executive Director & Chief Operating Officer, National Skill Development Corporation, who chaired the session said, "Africa has a long way to go" with regard to creating world-class education and healthcare systems. He pointed out that India lags the global averages in these areas.

Mr Krishnan said that Africa has 11% of the world's population but bears 25% of the world's disease burden. On the education front, of the 58 million around the world who are out of school, 38 million are in Africa.

Ms Sibongile Simelane, Minister of Health, Kingdom of Swaziland, said in her address that at least 10-20% of funds for projects should be directed toward skill development initiatives. In the absence of a skill base, Swaziland is entirely dependent on healthcare equipment imports, to the extent that even medical gloves are not manufactured in the country.

Ms Simelane said that skill development will not gain traction if investments for the production of medical equipment in Africa are not made in good time. She expressed hope that once investments flow into this sector, Swaziland and other African countries will gain a certain degree of self-sufficiency in the manufacture of medical equipment over the next 10-15 years.

Ms Chiratidzo Iris Mabuwa, Deputy Minister of Industry and Commerce, Republic of Zimbabwe, urged Indian healthcare majors to set up their facilities in Africa. She observed that medical tourism

per se will benefit only a small percentage of the people of Africa, whereas the establishment of tertiary care hospitals will help a very large section of the population.

Stating that equipment that is dumped in Africa by donor countries do not help Africa in any significant manner, Ms Mabuwa called for Indian investments in the region for the manufacture of equipment. She that there is a clarion call for 'Make in Africa' initiatives. She also called for investments for the manufacture of affordable drugs and pharmaceuticals.

Referring to the 50,000 scholarships that Government of India has offered to African students, the minister said that a greater number of the scholarships should be extended in disciplines like sciences, technology, engineering, mathematics (STEM).

She urged Indian industry to offer internship opportunities to African students who receive education in India.

Mr Jose de Silva Goncalves, Minister of Economy and Employment, Republic of Cabo Verde, stated that while the archipelago country has successfully established educational and healthcare institutions across the country, India could help Cabo Verde to raise the benchmark standards of these institutions.

Mr Charudutta Achyet Apte, Chairman & Managing Director, Sahyadri Hospitals Ltd, suggested that the African governments should look to engage Indian hospitals and healthcare institutions in the PPP mode.

Mr Apte asserted that due focus should be directed to the quality of healthcare outcomes, rather than just setting up expensive healthcare infrastructure. He also suggested that 2-3 African countries could come together to create regional healthcare facilities that in turn would encourage more doctors to work in Africa.

Ms Anita Patankar, Director, Symbiosis School for Liberal Arts said India and Africa should look to broaden the partnerships in the area of vocationalisation of education.

DAY 2: March 10, 2017

Plenary Session III: 'Made in Africa: Is Africa on the Threshold of a Manufacturing Renaissance?'

Chair: Mr Shishir Priyadarshi, Director, World Trade Organization

Panelists: Mr Konimba Sidibe, Minister of Investment Promotion and Private Sector, Republic of Mali

Mr Ratnakar Adhikari, Executive Director, Enhanced Integrated Framework (EIF)

Mr Arijit Dutta Chowdhury, Business Head - Africa, Ashok Leyland

Mr Omar Momin, Head, M&A & Africa, Godrej Consumer Products Limited

Mr S Ganeshan, MD, ECONO

Key Assertions

Chairing the session, Mr Shishir Priyadarshi, Director, World Trade Organization, said that Africa could become a global low-cost manufacturing hub. "The continent is on the verge of a manufacturing renaissance and has shown encouraging growth figures. While the growth can be credited to commodity exports, it is important for African countries to diversify their economies." Manufacturing has to be at the forefront of every single initiative, he emphatically said.

Mr Konimba Sidibe, Minister of Investment Promotion and Private Sector, Republic of Mali, said that it was pertinent for the continent to draw manufacturing lessons from India. Mali itself is an important destination for Indian investments, especially in mining and cement industries. He stated that the African continent had registered unprecedented economic growth in the last decade based on service industry and commodity exports. But to transform itself and ensure sustainable development, the region would have to add value to its manufacturing strength.

Mr Sidibe added that while it was a perception among economists that manufacturing in Africa was on a decline, data showed that manufacturing output increased from \$70 billion in 2005 to \$150 billion in 2014. "There are a lot of opportunities in Africa in manufacturing sectors like food and beverages, textiles, fertilisers, leather, automobiles, among others," he added.

Mr Sidibe said that the African countries will be called upon to surmount certain challenges. "Firstly, Africa needs skilled labour force to push economic growth, in addition to development of infrastructure like logistics, renewable energy and water management. Also, small-scale factories can up the efficiency levels and improve productive capacity through innovation and adoption of

latest technologies,” Mr Sidibe suggested. He said that Africa could draw lessons from the ‘Make in India’ programme, focus on knowledge and innovation and draw in FDI.

Manufacturing creates jobs and furthers sustainable development. For both these reasons, manufacturing growth is critical for Africa. Stating this, Mr Ratnakar Adhikari, Executive Director, Enhanced Integrated Framework (EIF), said the African continent has an improved business environment, especially in countries like Mali, Rwanda, and Uganda which are non-traditional markets. “Manufacturing production in Africa doubled from \$70 billion to \$150 billion during 2005-14. It has also registered a cumulative growth rate of 3.5% per annum and exports also doubled to \$100 billion. Besides, FDI inflows have also increased, especially between African countries, which means they are no longer banking upon OECD countries for investments.” Despite these figures, one of the major challenges that Africa needs to address is the relatively low share of manufacturing sector to GDP of Africa. The continent also needs to invest in infrastructure and thus participate in the global value chain. African countries also need to reduce the non-tariff barriers in order to attract investments and improve the region’s business climate.

Mr Adhikari spoke on the support that WTO provides to Africa in the form of the Enhanced Integrated Framework which in turn provides aid to 51 least-developed countries out of which 33 are in Africa. “Of the countries the EIF supports, 75% of our support goes to Africa. We identify challenges at the local level and encourage countries to undertake diagnostic trade integration studies. We then support the creation of institutional set-ups and support reforms. We support productive capacity building in areas of standards, trade facilitation, agriculture and tourism. We would like to see an improved business climate with better infrastructure and human capital,” he added.

Mr Arijit Dutta Chowdhury, Business Head - Africa, Ashok Leyland, provided a micro level perspective on manufacturing and outlined several challenges regarding working in Africa. Automobile manufacturing can create huge employment. “When things are manufactured locally, they can be delivered to the customers’ doorstep, in turn ensuring they get full value of the product,” he explained. However, there were several challenges that companies in Africa face. “Firstly, there is no robust data that would support setting up of units in Africa. We have invested heavily in Africa and now we are setting up manufacturing units. We need data for that. Secondly, there are not enough local vendors or suppliers that can support manufacturers. Thirdly, the market size is also not big enough and we need to make the market relevant for manufacturing.” Mr Chowdhury laid emphasis on differentiation between the educated and skilled labour “because manufacturing units require skilled labour for successful operations”.

Mr Omar Momin, Head, M&A & Africa, Godrej Consumer Products Limited, took the audience through his experiences in Africa. Godrej group has been in Africa for the last one decade, both in manufacturing and distributing consumer goods. While it is focused on hair-care business, he said Godrej Consumer Products has been able to create a niche for itself in Africa through a full-fledged set-up. Godrej manufactures locally in Africa and competes with products from China and other Asian countries. It employs 25,000 locals. Local manufacturing makes the product agile, responsive to consumer needs and develops a connect with the local community. Sharing

his lessons from Africa, he urged investors to be respectful of the continent's diversity and local needs. "We also need to build business around communities, locally innovate and customise. When we operate like a local company, it is possible to develop skills and initiate productivity improvement. It also helps in spotting local talent and involve people." Godrej trains local people, especially women, thus adding value to their operations.

Before manufacturing, it is important to know the local resources and make efficient use of them. Providing details about how this can be done, Mr S Ganeshan, MD, ECONO, said that water management and sanitation in Africa are high priorities, especially if the region were to become a manufacturing hub. Besides, water and sanitation are job intensive and for every \$1 million invested, 500 jobs can be created. Mr Ganeshan informed that most technologies available in developed countries in this area were high cost and India could help Africa in developing appropriate technologies. "By creating low-cost solutions to these problems and use of water technology, job opportunities can be created. It is also affordable and can significantly reduce cost of water. It can also solve cooking needs of the rural poor. Besides, people can be trained to maintain the systems."

Parallel Session II A: Reinforcing India's Development Cooperation with Africa

Chair: Ambassador Rajiv Bhatia, Distinguished Fellow-Foreign Policy Studies, Gateway House

Panelists: Mr Francis Kasaila, Minister of Foreign Affairs and International Cooperation, Republic of Malawi

Mr Awad Ahmed Mohamed Elgaz, Assistant to the President, Republic of Sudan

Chief Mgwagwa Gamedze, Minister of Foreign Affairs, Kingdom of Swaziland

Mr Pankaj Kumar Singh, Advisor, Infrastructure Affairs Ministry of External Affairs, Government of India

Mr Desire Vencatachellum, Director, African Development Bank

Key Assertions

India and Africa share a “strategic and unique partnership” without any political or other conditionalities, said Ambassador Rajiv Bhatia, Distinguished Fellow-Foreign Policy Studies, Gateway House. India’s approach to Africa is based on sovereign equality and non-interference and strictly anchored on mutual benefits. Cooperation and collaboration work best when both sides benefit. In that sense, the India-Africa partnership model is “fundamentally different from the Western model, and the models adopted by certain other Asian countries”.

In the India-Africa model, development cooperation was a critical cog in the wheel and was based on the grant of favourable LoCs, duty free-quota free (DFQF) access, grants and concessional loans, amongst others.

In the years from 2004 to 2015, there was a four-fold rise in Indian development assistance to Africa, reaching \$1.6 billion. That was topped by another \$10 billion in October 2016 for the next five years and an assistant grant of \$600 million announced by Prime Minister Narendra Modi at the 3rd India-Africa Forum Summit held in 2015 in New Delhi. The latter sum also includes a \$100 million for the India Africa Development Bank, \$10 million for the India Africa Health Fund, the financing of 50,000 scholarships for students from Africa seeking education in India over the following five years, funds for the expansion of the Pan-Africa e-network, and to establish skilling and training institutions across the continent.

Ambassador Bhatia said that while the India-Africa partnership was a “unique one”, it was not

yet a “perfect partnership” and there was the need to walk the talk and put the ideas into action. Trilateralism – with India working with third countries like Japan, the US, Germany, France, etc., to bring trade and investments to Africa -- should also be bolstered.

Mr Francis Kasaila, Minister of Foreign Affairs and International Cooperation, Republic of Malawi, pointed to agriculture, healthcare, ICT, skilling, education, renewable energy and mining as areas where India-African partnerships would deliver maximum benefits.

Malawi is primed for agriculture growth as the country is blessed with fertile land, plenty of sunshine, availability of plentiful fresh water and manpower. With mechanisation and modernisation, the sector could see exponential growth, said Mr Kasaila.

Other than agriculture, the minister identified healthcare, ICT, skilling, sustainable energy and mining as sectors that offer immense potential for investments in Malawi. He also called on the Indian government to reconfigure the rules of Indian assistance through the LoCs to include countries like Malawi, which are otherwise deprived of the facility as the country has been classified as a middle-income country.

Mr Awad Ahmed Mohamed Elgaz, Assistant to the President, Republic of Sudan, recalled the country’s age-old ties with India and said that he would welcome Indian investments into his country “with open arms”. He said that Sudan has tided over the “difficult situations” and is now a forward-looking country seeking to engage in business with India, and the world. “A new era has dawned in Sudan. Seeing is believing. So, please come to Sudan,” he exhorted. “Sudan has much to learn from the Indian experience,” the minister said, and invited Indian companies to partner with Sudan on the road to development.

Chief Mgwagwa Gamedze, Minister of Foreign Affairs, Kingdom of Swaziland, said that India and Africa have a “shared history”. Commending Prime Minister Narendra Modi for his Africa outreach, the minister said that India’s LoCs of \$10 billion have gone a long way in enabling Indian companies to broaden their footprint in Africa.

He said that the EXIM Bank of India has played a pivotal role in driving Indian investments in the Kingdom of Swaziland, in the areas of agriculture, science and technology parks and biotechnology parks. The CII Africa Conclaves and Summits have “served as a bridge” between private players and government bodies on both sides.

Indian investments in Africa have surged in recent years, with major commitments in the telecommunications, IT, energy and automobiles sectors. While several African LDCs are benefitting from India’s duty free quota facility, Swaziland, and some other countries, despite the socio-economic challenges faced by them, are unable to derive benefits due to their being classified as middle income countries”. “I appeal to the Indian government to revisit these conditions,” he said. He invited Indian enterprises to enhance their investments in Swaziland in the “fields of coal and gold mining.”

Mr Pankaj Kumar Singh, Advisor, Infrastructure Affairs Ministry of External Affairs, Government of India, said that India understood the criticality LoCs for Africa and had put in place new guidelines to streamline the process of providing credit. He said that while prima facie the adoption of new processes for LoCs could be taken to mean addition of more steps, in effect the process has brought in greater transparency.

The Indian outreach, through the EXIM Bank, has been in the areas of agriculture, food processing, rural electrification, IT, health and infrastructure, etc. “In the last 15 years, India has given out about \$20 billion worth of development assistance in the form of LoCs and another \$10 billion has been promised by the Indian Prime Minister in the next five years,” Mr Singh stated.

Out of 383 contracts that had been outlined for LoCs, 264 have been completed and about \$4 billion disbursed. An outreach programme was launched by the Ministry through the various industry bodies to deepen and broaden the catchment for provision of access to LoC. He outlined a number of projects across Africa which were role-models for the efficacy of the LoC facility provided by India.

The LoC programme is the flagship export promotion scheme of the Indian government for opening global markets for Indian products and capabilities which is also part of India’s development assistance and has multiple outcomes and serve key foreign policy, strategic and economic interests, he stated.

Among the top recipient countries of Indian LoCs in Africa, Tanzania leads the pack with more than \$1.1 billion, followed by Ethiopia with \$1 billion, Mauritius with \$864 million, Sudan with \$727 million, Mozambique with \$639 million and the ECOWAS with \$500 million.

Mr Desire Vencatachellum, Director, African Development Bank, pointed to energy and agriculture as sectors where India-Africa partnerships will assume critical importance. He said that when the African Development Bank had urged the Indian government to provide a concessional loan to the Africa Development Fund, under the AfDB and as an “out of the box idea, it happened”. African countries and institutions need to be innovative in their thinking to attract trade and investments into the Continent.

He added that the Bank is determined to assist the Africa in powering itself with electricity, feeding itself; industrialising itself and integrating itself. In this context, he said that Africa should take a leaf out of India’s book and launch its own ‘Green Revolution’ and in the African growth story “resources would not be a constraint”.

Parallel Session II B: Leveraging the Existing Treaties and Agreements to Deepen Bilateral Partnerships

Chair: Mr Ajaneesh Kumar, Deputy Director General, The Indian Council of World Affairs

Panelists: Mr Modeste Bahati Lukwebo, Minister of Economy, Democratic Republic of the Congo

Mr Khalid Salum Mohammed, Minister of Finance – Zanzibar, Republic of Tanzania

Mr Ram Upendra Das, Professor, Research and Information System for Developing Countries

Mr Sanjay Kumar, Regional Director – North, Council for Leather Exports, India

Key Assertions

Even as the African economies, in particular western Africa economies, step up their regional GDP growth, issues like inadequate job creation, financial support for development projects, and bottlenecks in trade and inward investment expansion need to be addressed. Mr Ajaneesh Kumar, Deputy Director General, The Indian Council of World Affairs, in his opening remarks said that India could be the region's strategic partner in finding the right solutions to these issues. Mr Kumar laid particular emphasis on the need to accelerate job creation in Africa.

Mr Kumar also said that Africa could engage a greater number of Indian companies in areas like preparation of project reports, advisory services, technical consultancy, etc. He noted that the impending CFTA will provide Indian companies a gamut of investment opportunities in Africa. The region is expected to become a \$29 billion market by 2050.

Mr Modeste Bahati Lukwebo, Minister of Economy, Democratic Republic of the Congo, called for seamless India-Africa trade flows and said that the agreements arrived at the WTO Bali Ministerial should be implemented in all multilateral trade arrangements. Mr Lukwebo said that his country enjoys political stability and offers a highly business friendly regime that should encourage more Indian businesses to invest in the Republic of Congo. The country has steadily opened up its domestic sectors to overseas investments. The Republic of Congo is a member of COMESA, SADC, CEEAC and so investors in the country would find access to a much larger regional market.

Mr Khalid Salum Mohammed, Minister of Finance – Zanzibar, Republic of Tanzania, suggested three focus areas for reinforcing the India-Africa partnerships: (i) strengthen South-South

Cooperation; (ii) leverage all regional cooperation initiatives; (iii) modernise African industry and promote investments in domestic manufacturing and services sectors.

Mr Mohammed stated that Tanzania has vast tracts of arable land. India could play a key role in boosting the country's agriculture productivity levels. Tanzania could augment export of pulses to India.

Mr Mohammed called for greater business to business engagements between the two countries, particularly in the SME sector. He also pointed to the potential for engaging Indian companies to develop Tanzania's blue economy.

Mr Ram Upendra Das, Professor, Research and Information System for Developing Countries, asserted that implementation of most bilateral and multilateral agreements are done in silos that limit the real benefits that would accrue to the partner countries from the cooperation endeavours. He called for an integrated approach to boost trade in goods, trade in services and investments.

Mr Das also said that the real benefits of DFTP scheme would accrue to the concerned African economies only when the supply capacity of the region is enhanced. He stated that Indian investments in Africa can take benefit of both intra-regional agreements as well as the market access that Africa enjoys through EBA with EU and AGOA.

He pointed out that the Rules of Origin contribute to greater value addition by the manufacturing industries and in turn job creation.

Mr Sanjay Kumar, Regional Director – North, Council for Leather Exports, India, said that India's CLRI is actively engaged in building capacity in different African countries. India is a major sourcing destination for global leather brands.

Parallel Session III A: Nurturing Deep-rooted Partnerships for Total Food Security

Chair: Amb Pradeep Kapur, Former Ambassador of India & Professor, University of Maryland

Panelists: Ms Shipra Tripathi, Vice-President & Head -- Irrigation Sector, Kirloskar Brothers Ltd

Mr Owusu Afriyie Akoto, Minister of Agriculture, Republic of Ghana

Mr Moses Vilakati, Minister of Agriculture, Kingdom of Swaziland

Mr Deo Guide Rurema, Minister of Agriculture and Livestock, Republic of Burundi

Mr T R Kesavan, President & COO (Product Strategy & Corporate Limited), Tractor & Farm Equipment (TAFE)

Mr Atul Jain, Joint Managing Director, Jain Irrigation Systems

Key Assertions

The session underlined the imperative of creating the necessary conditions for India and Africa to achieve long-term food security through cross-border cooperation endeavours. Amb Pradeep Kapur, Former Ambassador of India & Professor, University of Maryland, who chaired the session, called for short- to medium- and long-term measures toward reinforcing the food security of the African countries.

Referring to India's intrinsic interest and active role in boosting Africa's agriculture productivity, Ms Shipra Tripathi, Vice-President & Head -- Irrigation Sector, Kirloskar Brothers Ltd, cited how the company has played a catalytic role in the upgradation of Africa's watershed management systems, flood control measures, and water conservation methods. "It is our effort to continuously reinvent and introduce technologies that would help African countries to conserve their water resources and improve the farm productivity levels," she said.

Kirloskar Brothers has been engaged in Africa for well over 50 years, and is widely acclaimed for its contribution toward boosting agricultural productivity. The company is similarly engaged in other regions that include Europe, the CIS countries, South-East Asia, Latin America, among others.

Mr Owusu Afriyie Akoto, Minister of Agriculture, Republic of Ghana, underscored the urgent need to strengthen Ghana's agriculture productivity, particularly in view of the fact that the country has among the lowest farm productivity levels across western Africa. He acknowledged the support extended by Government of India and EXIM Bank of India toward strengthening Ghana's irrigation

systems, farm practices, and support institutions. Mr Akoto stated emphatically that boosting the country's farm productivity is key to addressing the endemic unemployment issues, as well as driving the national GDP growth. 'Planting for food and jobs' programme, launched by the Ghanaian government, is a big step in this direction. The programme facilitates efficient supply of improved seeds and fertilisers to farmers; use of appropriate technologies to reinforce farm productivity; and access to markets that would absorb surplus farm produce.

Mr Akoto pointed out that the right amount of fertilisers and use of improved seeds are critical for enhancing the output of maize, which is the staple crop grown in the country. "The amount of fertilisers that we use for maize probation is only 12 kg per acre. In India it is about a 150 kg per acre. Moreover, only 11% of Ghanaian maize farmers used improved seeds," he explained. The surplus produce can be channelled to regional and global markets, as also to poultry and livestock sectors, he said.

Mr Akoto said that while India predominantly imports a select number of agricultural goods from Ghana, changing lifestyle and consumption patterns in India will also open up the market for more Ghanaian farm products.

Mr Moses Vilakati, Ministry of Agriculture, Kingdom of Swaziland, spoke about the critical importance of engaging Indian expertise in building the country's food self-sufficiency, as well as creating surplus food that may be directed for exports. "Africa has abundant land but we need to improve our irrigation systems in order to boost our farm productivity levels. With Indian expertise we should be able to achieve higher yields per hectare," he said.

"With India's support our yields have gone up from 2 tonnes per hectare to 4 tonnes per hectare. Some of our farmers are even getting up to 6 to 8 tonnes per hectare," he said, while adding that mechanisation is another area to be worked upon. The tractor-farmer ratio in Europe is 1:20, whereas it is 1:400 in Africa. Mr Vilakati pointed out that the big farmers in Africa have the wherewithal to access new technologies, but the small farmers how form the bulk of the agriculture sector are largely beyond the ambit of technologies. "This is where we need to collaborate," he said. He added that Swaziland is could help meet India's growing demand for pulses.

Mr Deo Guide Rurema, Minister of Agriculture and Livestock, Republic of Burundi, said the India-Africa partnership should also enable the large sections of rural farmers in Africa to rise above the poverty line. The young rural workforce could be empowered with access to credit and finance, farming techniques, and the like. This will also help the region in tackling the issue of malnutrition.

Mr Rurema stated that Indian food processing companies could play an instrumental role in building the country's food processing sector and thereby minimise agricultural waste. He pointed out that agriculture research on high yielding crops would be vital for Burundi.

He called for (i) investments in infrastructure / warehouses; (ii) setting up of food processing plants; and (iii) promotion of scientific research to improve agricultural output. "Business should

be aligned to these,” he added.

Mr T R Kesavan, President & COO (Product Strategy & Corporate Limited), Tractor & Farm Equipment (TAFE), the third largest manufacturer of tractors in the world, said the company is focused upon providing key support to the small farm holdings in Africa that are not attuned to farm mechanisation, modern farm practices, etc. He stated that TAFE has been involved in a variety of interventions in African countries that include water management, cropping methods, among others.

Mr Kesavan also touched upon the challenge of engaging the youth in the farm sector. The youth can be better engaged only if the farm sector has work that extends to some 230 days a year, and not 60-70 days a year.

Mr Atul Jain, Joint Managing Director, Jain Irrigation Systems Limited, said the company is focused upon four key areas: agriculture; food processing; piping (not just for fluid but also for gas distribution, ducting application for telecom, etc.) and solar power. He pointed out that achieving food security would largely hinge on the shift from sustainable farming to commercial farming. Using technology, it would be possible to strike a golden mean in Africa -- to achieve food security while keeping the small farm holdings intact.

Mr Jain said that farm earnings are critical to the transformation of the lives of the farming community. To achieve that, the farm sector would have to reduce its reliance on staple crops and diversify the cropping patterns. “We have to have a proper crop geometry for planning that.” He also laid emphasis on an integrated approach to agriculture that addresses all key issues including that of sustainability.

Looking ahead, Ms Tripathi said. “Let’s all pledge to have a shared future rather than dwell on our past histories because we need to convert our goodwill and relationships into economics and the only way we can really make this happen is to take the experiences from India for the causes in Africa.” She also called for instituting effective modes of financing agriculture projects.

Mr Sinha pointed to the imperative of promoting innovation in agriculture. He cited the case of two young engineers who came up with solar-panelled tractors that can be employed in the interiors where conventional fuel supply and electricity are not available, to power the water pumps for farms.

In the interactive session, responding to a query on value addition, Mr Akoto said that value addition is central to agriculture growth in Africa.

Mr Sinha in his concluding remarks said that more corporates need to step in to support the government initiatives to spur India-Africa cooperation in agriculture.

Alok: how you can arrive at some very practical projects, very practical solutions. Also keeping in mind the social component, the social welfare component. “That will make the wheels move must faster and the results will be manifold.”

Parallel Session III B: 'Building Africa -- Fresh Perspectives'

Chair: Mr S Kuppuswamy, Advisor- Group Finance & Special Projects, Shapoorji Pallonji

Panelists: Mr S Paramasivan, Deputy Managing Director, Afcons Infrastructure Limited

Mr Ravi Shankar, CEO, SP Oil & Gas

Mr Kaushalendra Sinha, Head – Corporate Affairs, Sterling & Wilson Pvt. Ltd

Mr Manirakiza Come, Minister of Energy and Mines, Republic of Burundi

Mr Gebremaskel Chala Motalo, State Minister of Construction, Federal Republic of Ethiopia

Key Assertions

Economic and sustainable development of Africa has always been discussed parallel to the continent's special relationship with India. It has been emphasised by political leaders and economists since decades that India will be a crucial partner of Africa as it moves up the world trade ladder. The African continent is thus a gamut of opportunities for infrastructure and development, which in turn can lead to employment growth and meaningful exploitation of Africa's natural resources. While discussing the role of Indian industries in Africa, Mr S Kuppuswamy, Advisor- Group Finance & Special Projects, Shapoorji Pallonji, recalled the initiatives taken by the S&P group in diverse sectors in the continent. "In the areas of construction, infrastructure, oil and gas and electrification, the S&P group could play a great role in the development of Africa. Africa can also potentially become the bread basket of the world. Therefore, it presents vast opportunities in agriculture as well," Mr Kuppuswamy said while chairing the session.

Mr S Paramasivan, Deputy Managing Director, Afcons Infrastructure Limited, said that 40% of the company's profits came from overseas business, out of which 20% came from Africa alone from 20 different countries. "Afcons can meet the infrastructure and energy needs of Africa. We also have infrastructure and marine technological solutions that we can extend to Africa." He informed that the company, with its large portfolio in marine and high-end technological solutions, can help Africa meet its development goals.

Mr Ravi Shankar, CEO, SP Oil & Gas, stated emphatically that Indian companies could help Africa in asset building and energy security. He said that the scale and reach of Indian majors like S&P was very high. For instance, S&P works in the offshore segment of oil and gas industry. When oil is taken out, it is put in a floating refinery where oil, water and gas are separated.

Then the water is purified and ejected back into the wells to maintain pressure to lift oil and gas. Simultaneously, gas is used for power and sent to land as well while oil is exported. With its strong presence all over the world and a turnover of \$500 billion, the company could provide a strong hand in Africa's development.

Mr Kaushalendra Sinha, Head – Corporate Affairs, Sterling & Wilson Pvt. Ltd, said that while Africa has land, people, resources, and the sun, the continent has not seen the development it ought to have. Sterling & Wilson is a 90-year-old electrical company and also at the forefront of providing solar EPC solutions.

Mr Sinha anticipated increased demand for energy in the coming years in Africa and added that Indian companies see a lot of potential in Africa and that Africa could easily use India's model of development. However, Africa's energy needs were diverse. For instance, as compared to Northern Africa, the other zones have low energy availability. Solar also contributed at a low level towards fulfilling Africa's energy needs. But since it is close to the Equator, Africa could easily create solar energy capacities. It also has the potential to produce wind power and use its gas reserves to become energy reliable. Thus, he recommended that African industries should efficiently use their natural resources while on the path of development. "We need to focus on greener technologies and develop a mixed energy portfolio. We also need the right policy framework, PPAs and incentives and evacuation strategies," he added. He said that Indian companies can help Africa develop and execute sustainable projects.

Mr Manirakiza Come, Minister of Energy and Mines, Republic of Burundi, said that his country was impressed by the gains made by Indian companies across the world and looked forward to their investments in Africa.

Mr Gebremaskel Chala Motalo, State Minister of Construction, Federal Republic of Ethiopia, invited Indian companies to invest in Africa. "Africa has a good policy environment for inward FDI. Indian companies engaged with us in Africa are developing infrastructure and power sectors. The Ethiopian government also looks forward to joint venture modalities and transfer technology with Indian companies and initiate skill development programmes and drive sustainable development."

Parallel Session IV A: Fast-tracking Africa's Infrastructure Development

Chair: Mr Anil Gupta, General Manager -- Business Development, Airports Authority of India

Panelists: Prince Sihlangusemphi Dlamini, Minister of Economic Planning and Development, Kingdom of Swaziland

Ms Ayisha Mohammed, Minister of Construction, Federal Democratic Republic of Ethiopia,

Mr Ntunzwenimana Jean Bosco, Minister of Transport, Public Works and Equipment, Republic of Burundi

Mr Benjamin Ramarcel Ramanantsoa, Minister of transport and meteorology, Republic of Madagascar

Mr Suresh Balakrishnan, CEO and MD, Mahindra Consulting Engineers Ltd

Mr Rajeev Mehrotra, Chairman and MD, Rites Ltd

Mr S Paramasivan, Deputy Managing Director, Afcons Infrastructure Ltd,

Key Assertions

While India has long-standing trade ties with Africa, India must now come to the Continent to “make Africa great”, especially by playing its part in the bolstering Africa’s less than par infrastructure, said Prince Sihlangusemphi Dlamini, Minister of Economic Planning and Development, Kingdom of Swaziland.

The Prince said that the Africa story has in the recent past moved to a tale of “hope and revival with six of the world’s fastest growing economies in the Continent”. But, Africa is also home to “7 of the 10 most unequal economies in the world”. Plus “75% of the African population is under the age of 25” which means that lack of employment becomes a critical issue to be addressed on a war footing.

While the world is eager to partner with Africa, the poor quality of infrastructure, especially in the rural areas, make that a difficult proposition. This also affects trade within the region as well as trade with other nations. In some cases, the Prince said, from some parts of Africa, one has to fly to Europe to get a connecting flight to reach some other parts of Africa, which affects African business’s competitiveness and Africa’s attraction as an investment destination.

Detailing some of the challenges that Africa faces, he said that though the Continent accounts for “around 20% of the world’s population but only 1% of the world’s GDP”. Only 48% of the region’s population has access to electricity, the penetration of internet is less than 10%, a quarter of

African roads are still unpaved and poor road and rail networks add 30-40% to the cost of traded goods within the African countries. This not only affects private investments but also foreign direct investment flows, thereby adversely affecting growth and development.

As “India knows Africa well”, it was vital that the lessons learnt by India in her development journey be used as a template for Africa to follow and improve upon.

Mr Anil Gupta, General Manager-Business Development, Airports Authority of India, who chaired the session, pointed out that the potential of Africa was almost limitless. By 2020, Africa is predicted to be a “\$3.6 trillion economy and a \$1.4 trillion market.” However, to achieve this growth it is imperative that huge investments are made in African infrastructure by the Indian industry.

The largest deficit in Africa is in the energy sector, which is acute in the low-income countries. Electricity coverage ranges from only 68% in the urban areas to 23% in the rural areas. Power demand is expected to grow 93% in the next few years.

Even though roads carry about 80% of the goods and 90% of the passengers, almost 50% of the roads are still unpaved and less than 15% have access to all weather roads. There is 84,000 km of rail network but their maintenance and upkeep has suffered and needs urgent attention.

There are 64 ports in Africa but the connectivity from them to the hinterland through road and air is inadequate. ICT sector is growing at about 7% with the mobile phone market being the second largest in the world. Every 8 of 10 Africans have a mobile phone which means over a billion phones in the Continent.

Only 60% of African citizens have access to “improved water sources” and only 28% have access to “improved sanitation” largely due to the paucity of spending for water and sanitation which clocks a dismal “0.1% of GDP”. Therefore, India has a huge opportunity to be a partner in the growth story of Africa’s infrastructure.

While aviation is growing at 5% in Africa with 70 million passengers annually, the biggest issue is that of lack of aviation safety, with one accident per 270,000 flights whereas the world average is an accident per five million flights. There is much that India can contribute in terms of investment and learning to Africa as India is one of the largest aviation markets in the world and by 2020 India will be the third largest market, and there is a good chance that by 2030 India will be the largest aviation market in the world.

In this context, Mr Gupta showcased ‘Skyrev 360’ which ensures automatic data collection from various electronic systems being used for control of aircraft, developed by The Airports Authority of India (AAI), in collaboration with the International Air Transport Association (IATA).

Mr Suresh Balakrishnan, CEO and MD, Mahindra Consulting Engineers Ltd., while reiterating the critical need for infrastructure building said that there is a need for factoring-in “sustainability in infrastructure”. Along with building of infrastructure, the projects must deliver value to the local community. This can only be done by creating backward linkages with the local community by

upgrading their skills and making them employable in the projects that are put into place. ICT and innovative technologies can play a part in ensuring capacity building and training and creating a complete circular ecosystem, where the end of one cycle becomes the raw material for the start of another.

Mr Rajeev Mehrotra, Chairman and MD, Rites Ltd., strongly urged the African governments to launch “mega projects” which will leverage the economies of scale and work around the non-tariff barriers. He said that when India started its quest for building and upgrading infrastructure in 1991 in power, highways, railways, ports, roads, telecom, etc., the biggest challenge was around attracting investments as the government was not in a position to do it alone.

To attract the first set of investments India gave dollar-denominated returns, for instance, in the power sector, which was as high as 16%. This facility worked and within the next two years the quantum of investments increased several fold.

So also, telecom which saw 5 to 6 players that came in, compete with each other and grow the consumer base exponentially. Today, India has 800 million mobile users in the country. Other sectors like defense have been thrown open for private investment and, as time went, the policies were tweaked to overcome the emerging challenges. So, there is much that Africa can imbibe from the Indian experience.

He also emphasised that African governments need to strengthen and put in place a stable and non-discriminatory legal and commercial framework for doing business in the Continent, as investment decisions by corporates would factor in such vagaries.

Mr S Paramasivan, Deputy Managing Director, Afcons Infrastructure Ltd., said that along with the thrust on infrastructure it was essential that the projects are “fast-tracked” and made “inclusive” by bringing in all stakeholders on a common platform, especially the local community.

Funding in Africa is a key challenge. As per UN estimates, of the 34 of the least developed countries in the globe, 31 heavily indebted countries are in Africa and in the last three to four years, the dampening of oil and commodity prices has meant that private sector investments have significantly reduced. This means the government would have to fill the gaps in infrastructure development and the PPP model has to be strengthened.

He said his company, while doing projects in Africa, not only ensures that the local workforce is involved but also makes sure that they are skilled. Giving an instance of this local outreach, he pointed to a project in Liberia where the initial plan was to employ 70% of the workforce locally but that figure had reached 77% by the time the project was completed.

More importantly, the local workforce has gone through training sessions to skill them in their tasks and “many of them were promoted to the supervisor level”. He said that a local women’s group had been trained and engaged to prepare food and support activities for the project’s workforce, thereby providing additional means of livelihood to the local community. This was a

mode of “inclusive development” that could be a template for Indian businesses not only in Africa but across the globe.

Ms Ayisha Mohammed, Minister of Construction, Federal Democratic Republic of Ethiopia, said that “Africa was a land of opportunity” and an “emerging destination of choice for investors”. However, Africa is not able to fully leverage the vast resources at its command, largely due to shortage of infrastructure.

There was a need for integration of the African continent in trade and commerce, as that will unleash latent and dormant energies, especially in sectors like transportation, ICT, water resources and energy.

There is also the need for the African countries to make their projects “bankable” and that is why collaborations, knowledge-sharing and financial partnerships with countries like India become critical and crucial.

Mr Ntunzwenimana Jean Bosco, Minister of Transport, Public Works and Equipment, Republic of Burundi, reiterated the point made by the Ethiopian Minister on the need for making increasingly an integrated economy as outlined by Agenda 2063 and remove unnecessary barriers to trade. The minister also suggested that the Indian government and Indian businesses should look to assist and partner sub-regional groups in Africa, other than the bilateral investments.

Mr Benjamin Ramarcel Ramanantsoa, Minister of Transport and Meteorology, Republic of Madagascar, said that as an island state, his country invites investments in the modernisation of ports, airports and roads as it will give a fillip to tourism in his country.

Pointing out that there are 35,000 hectares of arable land in Madagascar, the minister said that given the potential for hydel power, estimated to be in the region of 7,500 MW, the focus was to build dams in the country.

Session IV B: Innovative & Adaptable Technologies in Africa

Speakers: Ms Jacqueline Ndayihanzamaso, Deputy Minister of Agriculture and Livestock, Burundi

Mr Ajeet Kulkarni, Associate Vice President of Kirloskar Brothers Ltd

Mr Vikas Aggarwal, Building and Construction and Water Resource Management, Kirloskar Brothers

Key Assertions

Underscoring the importance of adopting efficient rain harvesting methods in Burundi, Ms Jacqueline Ndayihanzamaso, Deputy Minister of Agriculture and Livestock, Burundi, stated that the country seeks those technologies from India, especially in setting up smaller rain harvesting facilities.

Ms Ndayihanzamaso pointed out that inadequate power supply hinders Burundi's thrust on promoting food processing units. In this regard she said the country also seeks investments for the development of alternative energy from sources like solar and wind. She also called for investments in the agriculture and food processing sectors.

Mr Ajeet Kulkarni, Associate Vice President of Kirloskar Brothers Ltd, spoke about how the company has provided Appropriate, Adaptable and Affordable (AAA) technologies to African countries, particularly in the agriculture sector. Kirloskar Brothers' pumps are used for a wide variety of farm activities, flood control measures, irrigation, etc. He made a special mention of the company's landmark achievements in countries like Ghana, Egypt, Sudan and Senegal in Africa, as well as in Suriname, Vietnam, Lao PDR, Cambodia, Thailand, and Turkey.

Mr Kulkarni said that Kirloskar pumps are extensively used in Africa for supply of potable water. Kirloskar pumps have been deployed in a big way to convert several arid areas into green lands, he said, adding that the company has closely studied the particular needs of Africa and is playing a key part in ushering in a Green Revolution in the region.

Mr Vikas Aggarwal, Building and Construction and Water Resource Management, Kirloskar Brothers, threw light on innovative solutions for water, waste water and storm water management.

The company has demonstrated capability in developing and supplying the largest water turbine products, pumps for hilly areas, mixed flow pumps, solid handling pumps, raw water pumps, booster pumping stations, clear water pumps, water recycling plants, sewer water applications, etc. Their LLC pumps deliver 25% savings at the stage of setting up itself.

Mr Aggarwal made a mention of the company's global footprints covering countries like the UK, Belgium, Germany, the Netherlands, Iraq, Qatar, Oman, UAE, etc. As a case in point, he cited that Kirloskar concrete valve pumps were pressed into service some years ago for flood control in the city of Bangkok city.

Valedictory Session: India-Africa Partnerships: Realigning for a Sustainable Future

Opening Remarks:	Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry
Valedictory Address:	Mr M J Akbar, Minister of State for External Affairs, Government of India
Remarks:	Mr Adi Godrej, Chairman, CII Africa Committee, and Chairman, Godrej Group Mr Manoj Dwivedi, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India
Address by Guest of Honour:	Mr Aaron Mike Oquaye, Speaker of Parliament, Republic of Ghana
Vote of Thanks	Mr Debasish Mallick, Deputy Managing Director, EXIM Bank of India

Key Assertions

Knowledge grows when it is shared. Likewise, prosperity grows when it shared. Stating this in his Valedictory Address, Mr M J Akbar, Minister of State for External Affairs, Government of India, said that shared security is another critical dimension of the India-Africa partnership. He exhorted both regions to unite in the fight against the scourge of global terrorism.

Mr Akbar said the time has come to direct attention on the “African” and not just ‘Africa’. Due efforts should be directed to enhance the skills of the deprived people and create employment opportunities for them.

Mr Akbar said that India is poised to play a greater part in bridging Africa’s quest for efficient governance through adoption of digital technologies. Hand-in-hand, India can help African industries to move up the global value chains, he added.

Mr Aaron Mike Oquaye, Speaker of Parliament, Republic of Ghana, stated emphatically that the “whole of Africa is not in turmoil”. Africa is safe for investments, said Mr Oquaye, while adding that India has played an instrumental role in key developmental initiatives in Ghana.

Stating that Ghana is promoting the idea of “one district, one industry”, Mr Oquaye said that India could provide key support to this endeavour, especially in the area of SME development.

Mr Manoj Dwivedi, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry,

Government of India, said that 21 countries have benefited from the DFTP scheme that was introduced in 2008. He urged the other least developed countries to also avail of the scheme and gain better access to the Indian market.

He urged EXIM Bank of India and African Development Bank to work more closely and facilitate easier flow of credit to Africa.

Mr Dwivedi said that Indian companies could look to invest in Africa in the development of education cities, pharma parks, health cities, incubators for SMEs, agriculture-related infrastructure, among others.

Mr Adi Godrej, Chairman, CII Africa Committee, and Chairman, Godrej Group, presented the highlights of the deliberations at the Conclave. India is committed to help Africa build a large skilled manpower base, partner African industries to move up the value chain, create the necessary conditions for ushering in a Green Revolution in the region, extend innovative financing schemes for mega regional projects, assist the least development countries in Africa to better access the DTTP scheme offered by Government of India, promote food and energy security in the region, encourage investments in Africa's healthcare and drugs and pharmaceuticals sectors, etc.

Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry, said in his opening remarks that the Conclave had drawn a "phenomenal response" from Africa, drawing the participation of over 450 delegates from 37 African countries. In all 472 projects worth \$70 billion got discussed at the conclave.

Mr Debasish Mallick, Deputy Managing Director, EXIM Bank of India, proposed the vote of thanks.

KEY RECOMMENDATIONS

Bilateral Partnerships

- The current bleak global trade and investment scenario presents a big opportunity for India and Africa to deepen the bilateral trade and investment flows.
- Strengthen South-South Cooperation; leverage all regional cooperation initiatives.
- 21 countries have benefited from the DFTP scheme that was introduced in 2008. Other African least developed countries have been urged to also avail of the scheme and gain better access to the Indian market.

Development Cooperation

- India should look to work with countries like the US, Japan, Germany, France and others in trilateral partnerships to reinforce the development initiatives in Africa.
- Countries like Swaziland, which are classified as middle-income economies, do not enjoy adequate access to the development assistance that are provided by Indian government. These countries have urged Indian government to review the parameters governing the assistance offered to African countries.

Indian Investments in Africa

- There is a clarion call for 'Make in Africa' initiatives.
- Indian industry could play a key role in helping Africa's manufacturing industries move up the value chain.
- Africa seeks India's active participation in areas like agriculture, agro-processing, ICT, infrastructure, tourism, healthcare, education, drugs and pharmaceuticals, and renewal energy.
- Indian companies could also look to invest in Africa in the development of education cities,

pharma parks, health cities, incubators for SMEs, agriculture-related infrastructure, among others.

- African leaders assert that the African countries provide due protection to foreign investments.
- Indian companies could also tap into the opportunities linked with mega infrastructure projects in Africa.
- Increasingly, the PPP model has to be employed for garnering resources from the private sector as the state acting alone to fund big projects would mean a truncation of their ability to budget for critical interventions like poverty alleviation.
- Joint identification of 10- 15 large projects by a consortium of countries like India, Japan, Korea, and co-financing of those projects were critical to the development and growth of Africa.
- Build business around communities, locally innovate and customise.
- African countries need to reduce the non-tariff barriers in order to attract investments and improve the region's business climate.
- Indian investments in Africa can take benefit of both intra-regional agreements as well as the market access that Africa enjoys through EBA with EU and AGOA.

Food Security

- India has a key role in bolstering Africa's food security by partnering the region's efforts to usher in a Green Revolution.
- Indian food processing companies could play an instrumental role in building Africa's food processing sector and thereby minimise agricultural waste.
- Achieving food security would largely hinge on the shift from sustainable farming to commercial farming. Using technology, it would be possible to strike a golden mean in Africa -- to achieve food security while keeping the small farm holdings intact.

Financial Markets

- Indian financial institutions could partner African governments and institutions in developing regional capital markets.

CFTA

- The CFTA has to be a complementary agreement and not an isolated one. It has to be worked out at the national, regional and multi-lateral levels.

Energy

- Africa seeks investments for the development of alternative energy from sources like solar and wind.
- African nations have been invited to ratify the International Solar Alliance (ISA). ISA needs the ratification of 50 member states to turn the Alliance into a legal entity.
- The ISA platform is also a knowledge platform for sharing best practices and to forge partnerships with large international bodies that have the resources to finance renewable energy projects.
- African businesses that are keen to take up specific solar projects could approach the local Indian missions for sending their respective proposals to the MEA, Government of India for due support.

Healthcare

- Africa needs create world-class education and healthcare systems.
- African governments should look to engage Indian hospitals and healthcare institutions in the PPP mode.
- Focus should be directed to the quality of healthcare outcomes, rather than just setting up expensive healthcare infrastructure. 2-3 African countries could come together to create regional healthcare facilities that in turn would encourage more doctors to work in Africa.
- Medical tourism will benefit only a small percentage of the people of Africa, whereas the establishment of tertiary care hospitals will help a very large section of the population.
- Indian investments in the manufacture of medical equipment called for.

Education & Training

- Due efforts should be directed to enhance the skills of the deprived people and create employment opportunities for them.
- With reference to the 50,000 scholarships that Government of India has offered to African students, a greater number of the scholarships should be extended in disciplines like sciences,

technology, engineering, mathematics (STEM).

- African leaders have urged Indian industry to offer internship opportunities to African students who receive education in India.

Services

- Africa could engage a greater number of Indian companies in areas like preparation of project reports, advisory services, technical consultancy, etc.

People to People Connect

- There is an urgent need to facilitate seamless business travel between India and Africa through easy availability of visas.

