

December 2009

THIS ISSUE CONTENTS

- CII's Recent Activities
- Briefs from Egypt, Iraq, Kuwait, Libya, Oman, Qatar
- Business Opportunities
- Forthcoming Events
- Trade Fairs and Exhibitions

RECENT ACTIVITIES WITH THE REGION

Business Delegation to Iran

As a part of Confederation of Indian Industry's continued efforts to explore new business destinations and businesses and to find synergies in sectors of mutual interest between India and Iran, CII organised a 10 member Business delegation led by Mr. Vijay Kirlosker, Former Vice President CII and Chairman and Managing Director, Kirlosker Electric Company Ltd. to Iran from 6-9 October 2009. The visit was organized coinciding with the Tehran International Engineering Fair in Tehran.



CII Delegation meeting with members of Iran Chamber of Commerce, Industries and Mines

Business Delegation to Saudi Arabia

At the suggestion of government of India, CII organised a Business Delegation to Saudi Arabia from 30 October to 1 November 2009, coinciding with the 8th session of India - Saudi Arabia Joint Commission Meeting which was held in Riyadh, Saudi Arabia. Mr Pranab Mukherjee, Finance Minister of India was the leader of the official delegation and Mr. S Nandurdikar, Chairman CII Orissa and Chairman & Managing Director of Paradeep phosphates Limited led the CII Team to the Joint Commission Meeting.



CII Delegation with Mr. Pranab Mukherjee, Finance Minister, & Commerce and Industry Minister of Kingdom of Saudi Arabia

Electricity Minister of Egypt meets CII Chennai

On 18 November 2009, CII organised an exclusive CEOs interactive meeting with H.E Dr. Hassan Younis, Egypt's Minister of Power and Electricity and the accompanying delegation.

Business Delegation to UAE

CII organised a business delegation to Sharjah, UAE, from 17-18 November 2009. The visit coincided with the "India Day" event organised jointly by Consulate General of India, Dubai, Sharjah Chamber of Commerce & Industry, the Indian Business Professional Council, Sharjah, and the Indian Association Sharjah.



(CII delegation with Dubai Export Development Corporation officials)

Iran Delegation visit to Hyderabad

On 11th November 2009, CII organized a day long programme for Dr. Mohammad Nahavandian, Chairman, Chamber of Commerce, Industry & Mines, Iran and the accompanying high profile business delegation which included an Interactive session with CII members, visit to TCS, ICICI InfoTech. The interactive session was held at CII Green Business Centre in Hyderabad.

UAE Ambassador's visit to Kolkata and Bangalore

Mr. Mohamed Sultan Abdalla Al Owais Ambassador of UAE to Embassy of the United Arab Emirates spoke about business and investment opportunities with UAE for industry in West Bengal on 23rd October 2009 in Kolkata.



(Dr Mohammad Nahavandian, Chairman, Iran Chamber of Commerce, Industry & Mines (in the centre) addressing members).

Briefs from the Region

EGYPT

After a protracted tendering process for the New Cairo wastewater treatment plant project ended in June this year the Egyptian government is further stepping up its public - private partnership program. The government is planning to invite private developers to pre qualify for waste water schemes, at 6 October city near Cairo and Abo Rawash in Giza imminently. It will also issue a request for proposals for two university hospital projects in Alexandria within days.

IRAQ

The Iraqi government plans to award a series of short-term contracts to increase production at five of its oil fields. According to the Oil Ministry, it is seeking to award engineering, procurement and construction (EPC) service deals of no more than three years 'duration for the fields, rather than auction off 20-year concessions to develop the sites as it has for two recent deals.

KUWAIT

Petroleum / Petro Chemicals - Oil Minister Sheikh Ahmad and Vietnamese Prime Minister Nguyen Tan Dung agreed to expand bilateral tie ups in a wide range of economic areas, with Kuwait pledging to be the stable supplier of Vietnamese oil needs in the long term and Vietnam requesting more Kuwaiti investment in the Asian country. while the Vietnamese Minister sought long- term supplies to crude, LNG and LPG, Sheikh Ahmad pledged Kuwait's long term 100% crude supplies to the Trilateral joint venture, noting that the Kuwait is currently producing 2.2 million barrels per day, a 98% output quota commitment agreed by OPEC.

Telecom-Hayat Communications is expected to sign a contract with the Chinese Hawawi Co. to install the second phase of the VIVA telecommunications network in Kuwait. The contract is expected to be worth USD 3.8 million, and the execution period by eight months.

Banking and Finance - National Bank of Kuwait (NBK) has bought 2% stake of Boubyan Bank making its total stake to 40%. NBK plans Boubyan to become the Islamic banking arm of NBK, but as a totally independent bank.

Germany's Federal Financial Supervisory Authority (BaFin) has accepted the license application of Kuwait Finance House - Turkey (KFH - Turkey) to establish and operate a financial service branch in Mannheim.

LIBYA

Tripoli has announced to launch a \$54.4 billion initiative to create the gulf of Sirte into an energy industrial hub in a bid to create 32000 jobs and attract multi billion dollar foreign investments. The scheme's includes new Petrochemicals, production, power station and Oil refineries.

OMAN

Oman's economy will grow by 2.5% in 2009. Oman's non oil sector share on GDP stands at 74% while the rest goes on to the hydrocarbon sector. Its private sector is playing an important role in the implementation of key government projects. The commerce and Industry Minister pointed out that about 700 projects in the industrial estate bring together RO 3 billion investments.

The Sultanate is investing heavily in airports, with transport and communications ministry awarding contracts to extend airports at Duqm, Salalah, Sohar and Muscat. The ministry is also developing ferry service to improve transport links Omani Oil and Gas Minister stated that Oman's Output is set to increase significantly during 2010 on the back of hydrocarbon sector's continuing healthy performance. Production is projected to increase between 850,000 and 900,000 barrels/day a 6.5 % increase over the 2008 output. The government has been inviting multinational oil firms to enhance oil production, whereas the Petroleum development Oman is investing heavily to enhance output. The monthly statistical bulletin published by the Ministry of National Economy showed that the Sultanate's total production of crude oil and condensates increased by 6.8% to 194.7mn barrel. Average price of Omani Oil fell by 49.9 % during first 8 months of 2009. However, the Total export of Sultanate's crude Oil rose 10.1 % to 158.31mn barrels.

Oman is investing heavily in electricity projects to meet demand which is growing by about 15 % annually.

China topped the countries importing Omani Oil as it imported 52.16mn barrels by the end of August 2009. Thailand came second as it imported 22.40mn barrels by the end of August 2009.

Oman Oil Company bought stake in two of the oil concession blocks run by Reliance Industries in the Gulf of Oman. It has bought a 30% stake in block 18 and a 25 % share in block 41 from Reliance Industries. Reliance, which operates the world's largest refining complex, had acquired the two offshore blocks when it signed an exploration and Product sharing agreement with Oman's Oil ministry in 2005. Apart from Reliance a consortium of Australian Oilex (25%), Videocon Industries (25%), Gail (25%), Bharat Petroleum (12.5%) owns block 56.

Oman Telecom Regulatory Authority (TRA) announced that it would soon invite bids from players keen to provide telecom services in remote areas of sultanate and winners would be eligible financial subsidies. The government, through its Universal Service Obligation (USO) initiative, plans to offer licenses for basic telephone services and dial up Internet access of at least 28 kilobytes per second in the beginning. The winner would have to commence their services within 18 months after the award of license and have to provide broadband services within 3 years with a minimum speed of 512bps.

QATAR

Qatar has been the most buoyant economy in the region with the IMF predicting growth of 11.5 % this year. The most important factor in its success is the revenues it brings in from its huge liquefied natural gas output. Each of these 'Mega trains' has a production capacity of 7.8 million ton per year giving them a total capacity of 46.8 million ton per year. Under the current plan the country's total output will rise to 77 million ton per year by late 2010.

Business Opportunities

Mining

Yazd Province of Iran is looking for Indian investments in the areas of mining, metal and metal alloys. Yazd has deposits of stone ore, coal, uranium, zinc, copper, clay and phosphates. For Further Queries please contact Gulf Desk , CII (p.haridas@cii.in)

Chemicals and Fertilizers

The Agriculture support services company of I.R of Iran is considering the shipment of the 5 items of chemical fertilizers through an international tender. Interested companies to submit their letters of introduction to commercial affairs (6th floor No.1 Forth Allers , Gandhi , ST , Tehran , Iran for tender documents from 21.12.2009 - 28.12.2009 . For more information refer to WWW.ASSC.IR

Consultancy Services

The Ministry of Public works and Highways - Rural Access Program Central Management Office of Yemen invites international and national consulting firms to indicate their interest for the following two consultancy services contracts

Multiple Entry Business Visa

At the 8th Indo-Saudi Joint Commission Meeting held on October 31, 2009 in Riyadh, both Indian and Saudi sides agreed to grant six months multiple entry business visas.

The Embassy of India in Riyadh has already implemented this joint decision and started granting six months multiple entry business visas to Saudi Businessmen. It has now been informed by Saudi Ministry of Foreign Affairs that they have issued instructions to Saudi Missions in New Delhi and Mumbai for issue of six months multiple entry business visas to Indian businessmen

The criteria for issuing multiple entry business visas would be production of recommendatory letters issued by major Chambers of Commerce & Industry from Indian side, export promotion councils and other trading bodies on either side along with visa applications.

- Design Review AND Construction Supervision for a package of rural road projects consist of five sub - projects located in Ai Baydha , Dhamar and March governorates with a total length of 95 km.
- Design Review and Construction Supervision for another package of rural road projects consist of four sub - projects located in Taiz , Ibb and Lahi governorates with the total length of 80 km .

For Further details please contact The Program Director, Ministry of Public works and Highways Rural Access Program, Central Management Office (RAPCMO), Hadah St, Hadah Complex, Building No. 4 P.O.BOX 16472, Sana'a, Republic of Yemen, Phone: 00(967-1) -264143 /246473, Fax: 00(967-1) -246516, Email: rapcmu@y.net.ye , haghbari@gmail.com .

Flood Protection /Emergency Reconstruction Project

The Ministry of Public works and Highways, through the Flood Protection and Emergency Reconstruction Project intends to pre qualify interested firms for Contract No. FPERP -RR1, Contract No. FPERP -RR20, Contract No. FPERP RR3, Contract No.,FPERP -RR4, Prequalification will be conducted through procedures specified in the world Bank guidelines, Procurement under IBRD Loans and IDA Credits is open to all bidders from eligible source countries, as defined below in guidelines:-

- As prime contractor, average annual turnover over the last 5 years equivalent to US \$ 7.7 million.
- Successful experience as prime contractor in the execution of least 2 projects similar in nature and complexity to the works within last 5 years with a value of US \$ 5.5 Million for each project.
- Should have qualified technical and managerial personnel of different fields with minimum experience of 10-15 years for the execution of similar projects.
- Should have key equipments like asphalt plant, stone crusher , asphalt pavers, pneumatic and tandem rollers, front end loaders, excavator with rock breaker attachment, asphalt saw cutting machine, etc
- Should have liquid assets to meet the construction cash flow of US \$2.0 Million during the project period.

Further information to contact Eng. Ibrahim Hassan Othman, Director, Project coordination unit, Ministry of Public Works and highway, 1st floor, Nuqom Area, Eastern Ring Road, Sana'a, Republic of Yemen, P O Box 1445 ,Tel: 967 154296, Fax 9671 54 54 96, Email: STIUDP@Y.NET.YE

Investment Opportunity for India

East Kazakhstan Region has forwarded a number of projects for joint cooperation with potential partners in India in fields of nuclear power, automobiles, and pharmaceuticals among others, for further details please contact sreekumar.nair@cii.in

Foreign Investments

Embassy in Muscat that Oman is looking for Indian Companies which are interested in receiving foreign investments .Interested Companies should have been in business for 7-10 years with good management and requirement of capital for business expansion, For further details please contact p.haridas@cii.in

Trade Fairs and Exhibition

- a) 21- 24 January 2010 -16th International Packaging & Printing Machinery Exhibition Tehran, Iran. For details to contact Mr. F Azar, Tel. 09121134757, Email: Azar@Iranpack-print.com
- b) 14-23 July 2010 - 57th Damascus International Fair ,2010 at Fairs City Grounds , Syria. For further details to contact Embassy of Syrian Arab Republic , New Delhi , Fax: 011 26143107

CII Contact:
P Haridas, Deputy Director
Confederation of Indian Industry
(p.haridas@cii.in)