

FEBRUARY 2010

Recent Activities With The Region

CEOs Delegation to Saudi Arabia



Indian Delegation meeting with H E Mr Alireza, Minister of Commerce & Industry, Saudi Arabia



Mr Atul Punj, Leader of the CII Delegation (seated Left) at the Riyadh Chamber meeting.

CII organized a CEOs delegation to Saudi Arabia from 27 February to 1 March 2010, coinciding with the visit of the Prime Minister of India. Besides having interaction with the Council of Saudi Chambers and Riyadh Chamber of Commerce and Industry, the delegation members also met Mr Alireza, Minister for Commerce and Industry, Kingdom of Saudi Arabia, during which the members shared their concerns and expectations in the various sectors they represented and also highlighted the need to engage more with India. Minister was very supportive of Indian businesses and offered all the assistance to Indian companies wishing to operate in the kingdom. Earlier, the briefing meeting by Ambassador Talmiz Ahmed was extremely informative and highlighted the possible role Indian Industry could play in the India-Saudi relationship. During the visit the sectors identified for cooperation and investment were – infrastructure, ICT, Energy, Healthcare and Pharma, education among others. Mr Amr Al-Dabbagh, Governor and Chairman of Saudi Arabian General Investment Authority (SAGIA), also made a presentation on the projects in Saudi Arabia, which needs investment and expertise. He highlighted Energy, Transportation and Knowledge-based Industries as the key sectors needing investment in Saudi Arabia to the tune of US\$500 billion by 2020. He further added that Indian Industry should actively be engaged with SAGIA moving forward and should participate in the development and growth of Saudi Arabian economy. The day ended with a private meeting of the delegation members with Dr Manmohan Singh, Prime Minister of India. PM was briefed on the meetings of the 2 days and some members shared their issues and ideas with the Prime Minister. The meeting ended with PM's assurance for government's full support to the industry to engage with Saudi Arabia.

Road Shows on "Why UAE"

With an objective to strengthen and promote the UAE-India economic, trade and investment relations, CII, in cooperation with Ministry of Foreign Trade, UAE, organised Road Shows on "Why UAE" in Mumbai, Hyderabad and Bangalore on 10, 11 and 12 February respectively. The 37 member high-powered delegation from UAE was led by H E Sheikha Lubna Al Qasimi, Minister of Foreign Trade, UAE.



H E Shaikha Lubna Al Qasimi Minister of Foreign Trade UAE meeting with the Chief Minister of Andhra Pradesh on 11 February 2010



H E Shaikha Lubna Al Qasimi Minister of Foreign Trade UAE (seated in the middle) at the Business Forum on "Why UAE" in Hyderabad.

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Business Delegation to Oman



CII Delegation with H E Mr Maqbool Ali Sultan, Minister of Commerce and Industry, Oman and Dr Shashi Tharoor, Minister of State for External Affairs

CII organized a business delegation to Sultanate of Oman on 6 & 7 February 2010 to accompany Dr. Shashi Tharoor, Honourable Minister of State for External Affairs, Government of India. At a meeting with H E Maqbool bin Ali bin Sultan, Minister of Commerce and Industry of Oman on 6th February, both the sides stressed the importance of enhancing the Omani-Indian investments to serve the common interests and goals. Areas like agriculture, SME development, Oil and Gas, Information Technology, Renewable Energy and Nuclear energy was identified for mutual cooperation. CII, in cooperation with Oman Chamber of Commerce and Industry, also organized the Oman-India Business Forum, which was attended by a



Seating from L to R Mr K K M Kutty, Past Chairman, CII a, Mr Anil Wadhwa, Ambassador, Dr Shashi Tharoor, H E Mr Khalil bin Abdullah bin Mohammed Al Khonji, Chairman, Oman Chamber of Commerce and Industry and Mr Pankaj Khimji, Chairman, Oman-Indian Business Council at the Oman-India Business Forum held on 7 February in Muscat.

large number of Omani businessmen. Dr Shashi Tharoor was the keynote speaker at the forum. Other speakers included H E Mr Khalil bin Abdullah bin Mohammed Al Khonji, Chairman, Oman Chamber of Commerce and Industry, Mr Pankaj Khimji, Chairman, Oman-India Business Council and Mr K K M Kutty, leader of CII delegation. The delegation also met the officials of Ministry of Foreign Affairs, Sultanate of Oman, in Muscat.

Road Show with Hamriyah Free Zone Authority, Government of Sharjah

A Road Show on Doing Business in UAE with Hamriyah Free Zone Authority, Government of Sharjah, on 21st January in Chennai, provided an opportunity for CII members to know about the rules and regulations for setting up business in Hamriyah Free Zone.



Shaikh Ahmed Sultan Bin Saqer Al Qassimi of Hamriyah Free Zone addressing CII Members

Meeting with H E Mr Abdulla Gul, President of Republic of Turkey

CII hosted H E Abdullah Gul, the President of Turkey and the official and business delegation accompanying him. CII also met him separately in Mumbai with select CEOs. Roundtable discussions on Tourism and Industrial Cooperation were also organised by CII for the Business delegation members.



H E Mr Abdulla Gul, President of Turkey addressing Indian Industry.

Meeting with Delegation from Kermanshah Province, Iran

On 22 February CII organised one-to-one meetings with a business delegation from Kermanshah Province of Iran. The delegation was led by Mr Dariush Panahi, Foreign Deputy of Commerce Organisation of Kermanshah Province. The leader shared information about the opportunities existing in Kermanshah Province, particularly in the field of Mining.



Mr Dariush Panahi, Leader of the Kermanshah Province delegation addressing CII members.

Participation from the Region at the CII Partnership Summit 2010

Delegations from UAE, Oman, Saudi Arabia, Kuwait & Yemen participated at the CII Partnership Summit 2010 held in Chennai from 22-24 January. A special session on Gulf was organised at the Summit with prominent speakers from the region, which included H E Mr Maqbool Ali Sultan, Minister of Commerce & Industry, Oman; H E Mr Abdullah Al Saleh, Director General, Ministry of Foreign Trade, UAE, Mr Mane Al Suwaidi, Director, Ministry of Foreign Trade, UAE and H E Mr Hussein Al Athel, Secretary General, Riyadh Chamber of Commerce and Industry, Saudi Arabia.



Mr Anand Sharma, Minister of Commerce & Industry with his Omani counterpart H E Mr Maqbool Ali Sultan at the Partnership Summit



Mr Anand Sharma, Minister of Commerce & Industry with Mr Abdulla Al Saleh (seen in the middle), Director General, Ministry of Foreign Trade, UAE at the Partnership Summit



Mr Hussein Al Athel, Secretary General, Riyadh Chamber of Commerce & Industry addressing Gulf Session at the Partnership Summit



Mr Venu Srinivasan, President CII with Mr Maqbool Ali Sultan at the Partnership Summit

Briefs from the Region

Saudi Arabia

The 2010 national budget will continue to focus on enhancing economic development and improving investment environment that supports strong and balanced economic growth. This year's budget includes SR 260 billion for investment projects, a 16 percent increase over 2009 budget, an increase of about 16 percent over the last year's budget, which was the largest historically, and about three times the level in 2005, the first year in the current 8th Development Plan. The budget gives high emphasis to projects

that ensure sustainable and balanced development as well as job creation. Specifically, the focus continues to be on education, health, social and security services, municipal services, water and sewage services, and roads and highways. Moreover, the budget attaches a particular importance to projects related to research and development (R&D) as well as science and technology projects and the e-government.

The main highlights of the Saudi budget are:

- Total revenues for fiscal year 2010 are projected at SR 470 (\$125.3) billion.
- Government expenditures for fiscal year 2010 are budgeted at SR 540 (\$144.0) billion.
- Fiscal deficit for 2010 is projected at SR 70 (\$18.7) billion

Kuwait

Economic Indicators

- The total revenues of Kuwait's state budget during the first nine months of FY 2009-2010 till Dec 31 were KD 12.9 billion (USD 44.63 billion), the oil revenue being KD 12.179 billion (USD 42.14) & the non-oil revenue being KD 724.323 million (USD 2.51 billion). The revenues projected for the current FY as a whole were KD 8.074 billion (USD 27.94 billion), the oil revenue being KD 6.924 billion (USD 23.96 billion) & the non-oil revenue being KD 1.150 billion (USD 3.98 billion). Kuwait is predicted to achieve a surplus of KD 5.3 billion (USD 18.34 billion) in its state budget for the current fiscal year, with revenues and expenditures estimated at KD 17.4 billion (USD 60.24 billion) and KD 12.1 billion (USD 41.87 billion) respectively.
- Kuwait's annual consumer inflation fell to 5.7 % in March 2009 from 5.9 % in Feb 2009, according to the Central Bank of Kuwait (CBK).

Business Opportunities

Egypt

The Egyptian Railways Maintenance & Services Co.(ERMAS) Subsidiary of Egyptian National Railways" invited tender for supply of 1000 Semi finished Monoblock wheels for locomotives. The technical envelope to be submitted on 30th March, 2010.

For further details to contact:

Ministry of Transport – Egyptian National Railway
Al Sabtia Street, Roud Al Farag, Cairo-Egypt

Tel: +202-25768035

Fax: +202-25761318.

Iran

Azar Khak Industrial, Tehran, are looking for Indian partners to access technology for Waste Heat Recovery Power Generation available in Cement factories. Further information on the company profile please contact CII, Gulf Desk.

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

Sultanate of Oman

CEO of the Port of Salalah unveiled the plans to embark on a major expansion of its container and general cargo terminals during the next phase of its development. The proposed expansion is the centrepiece of a revised master- plan envisaging a significant scale-up of port infrastructure and facilities to cater for the gateway's long term growth. The port's

container handling capacity will consequently be boosted to 9 million TEU. The capital investment for which is estimated at US\$ 525 million.

In addition to the container terminal, a sizeable expansion of capacity at the General Cargo Terminal is also under the proposed plan. The proposed expansions will constitute the third phase of Salalah Port's development. The second phase expansion, which was completed last year, saw the number of container berths at Salalah climb to seven, boosting the capacity to 5 million TEU per annum. Despite sharp declines in cargo volumes elsewhere around the Gulf and the Middle East, Salalah Port witnessed significant increases in cargo throughout 2009. Container volumes handled by the port were up 14 percent to 3.494 million TEU last year (3.068 million TEU in 2008), while general cargo volumes climbed 7 percent to 3.722 million tonnes (from 3.469 million tonnes in 2008).

Israel

- a) The Israel Electric Cooperation Ltd invites tender (no. 200022533) for setting up Information Stores for the Monitoring of Electricity Quality and for Synchronization of Data from Electricity Networks and Different Systems. Deadline for submission is April 7, 2010. The tenders may be viewed at www.israel-electric.co.il
- b) Israel Railways Ltd invites tender (No.HN/RC/01/09) for the supply of Steel Sleepers and Fastening Accessories for Israel Railways Limited. Deadline for submitting bids is April 8, 2010. Questions regarding the tender should be addressed in writing only to Ms Sharon laist, Advisor, ISR International Procurement Department, before March 18, 2010 at fax 00-972-3-6937592. For more information please visit www.rail.co.il
- c) Israel Electric Corporation invites Tender (No.100413570) for Wedge Type Tension Clamps for ACSR and AAAC Overhead Line Conductors for 161 & 400 KV Lines. Deadline for submission is April 11, 2010. For more details to visit www.israel-electric.co.il

International Tender (No.88-130) from Esfahan Steel Company, Iran

Esfahan Steel Co. intends to purchase through international tender 4 items Roll. Prospective bidders specialized and experienced in the said area and willing to participate in the tender, may collect the tender documents by visiting the company's website www.esfahansteel.ir no later than April 4, 2010 and deliver their bids to the following office no later than official closing time (i.e., 3 p.m) on April 25, 2010.

Esfahan Office of Equipment & Services Department

2nd Floor, Towhld Building
Esfahan Steel Co.

For further information prospective bidders may contact the company via phone (+98-334257-3637 or email: mechanic-3637@esfahansteel.com

Forthcoming Events/Trade Fairs

Syria

- 12th Edition of the International Healthcare and Medical Exhibition (Healthcare 2010) under the patronage of the Syrian Ministry of Health and Healthcare and the International Dental and Laboratory Equipment Exhibition (Healthcare Dental 2010) will be organised between 15th to 18th April, 2010 at the Damascus Fairground, Syria. For Further details please contact CII Gulf Desk.
- 10th Syrian International Motorshow, an exhibition for automotives, spare parts and automobile accessories organised by Allied Expo and Exhibition Services Co. will be held at Damascus International Fairground, Syria from 1st -7th July, 2010. For Further information on fair, please visit the website: www.syrmotorshow.com or contact CII gulf desk.
- 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 Business Mission to UAE (Dubai & Abu Dhabi)

CII is organizing a business mission to UAE (Dubai & Abu Dhabi) from 7 to 9 June 2010. During the Mission CII will also organize an India-UAE Business conference in Dubai in cooperation with Indian Business Professional Council. Members interested to join the delegation may contact p.haridas@cii.in

Turkey

Following Fairs in Istanbul are being organised in coordination with the Undersecretariat of Prime Ministry for Foreign Trade.

- Turkey BuildYapi Fair (03–07 May, 2010)
(<http://www.yemfuar.com/english.aspx>)
- ISK - SODEX 2010 (International HVAC & Refrigeration Exhibition) , 03–07 May, 201
(<http://www.hmsf.com/eng/default.htm>)

The Sultanate of Oman

Al-IktisadWal-Aamal Group and Omani Ministry of Commerce and Industry in association with Oman Chamber of Commerce and Industry and Capital Market Authority are organising the 2nd Oman and Economic Forum on 25-26 April 2010 in Muscat under the aegis of Ahmed Bin Abdulnabi Macki, Minister of National Economy and Deputy Chairman of the Financial Affairs and Energy Resources.

The Forum will review the Oman's economic vision and development objectives in the wake of recovery signs from global recession. Major issues and development priorities,

Notice

CII is in the process of compiling issues/suggestions while doing business with countries in the Gulf/MENA Region which is to be taken up with the respective governments during the bilateral/multilateral meetings. Members are requested to send their inputs to p.haridas@cii.in in the following order : Country /Issues / Suggestions.

investment prospects and opportunities in Oman in various sectors will be or central stage during the upcoming Economic Forum. The 2nd Economic Forum will offer an opportunity to mix with local business houses and government officials in the field of Trade and Economy. All major financial establishments, government backed organisations such as Capital Market Authority, Oman Chamber of Commerce and Industry, Omani Centre for Investment Promotion and Export Development, etc. are expected to participate in the Forum. For Further details contact CII Gulf Desk.

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