

JUNE 2010

Recent Activities With The Region

Interaction with GCC Ambassadors



Mr Atul Punj, Chairman, CII Gulf/MENA Committee; Mr Chandrajit Banerjee, Director General CII and CII Gulf Desk team with the GCC Ambassadors during the interaction Session between CII and GCC Ambassadors: 20 May 2010; New Delhi

CII organized an interactive session with the GCC Ambassadors to India to brainstorm and formulate a strategy for CII's work in the Region. The session, followed by lunch, was hosted by H E Mr Sulaiman, Ambassador of Kuwait to India, who is the Chair of the GCC for the current year. Besides H E Mr Sulaiman, Ambassadors from UAE, Saudi Arabia, Qatar, Bahrain and Oman were present. Mr Atul Punj, Chairman, CII Gulf/MENA Committee and Chairman, Punj Lloyd, chaired the meeting from CII side and Mr Chandrajit Banerjee, Director General, set the stage for discussions on India GCC relations and opportunities. Government of India was represented by Mr Navdeep Suri, Joint Secretary (PD), Ministry of External Affairs, Mr Rajiv Chander, Joint Secretary (Gulf & Haj), Ministry of External Affairs and Mr Sunil Jain, Joint Secretary, Ministry of Petroleum & Natural Gas, Govt. of India.

CII Business Delegation to Yemen, 28- 30 May 2010



CII delegation with Mr Praveen Verma (standing right in front row), Mr Naimur Rehman, Leader of CII delegation (middle) and Mr Abdul Wahab Thabet, Vice Chairman, Federation of Yemen Chamber of Commerce and Industry (left) at the Chamber.

The Confederation of Indian Industry (CII) organised its first ever Business Delegation to Yemen from 28 – 30 May 2010 with an objective to get a the first hand experience of the current business and investment climate in Yemen and to examine ways to enhance bilateral trade and business cooperation between the two countries.

The highlight of the visit was the meeting with H E Engr. Hisham Sharaf Abdalla, Vice Minister, Ministry of Planning and International Cooperation of Yemen. The Minister briefed about the current action plan of the government and sought cooperation from Indian companies to participate in the development of Yemen.



CII Delegation with H E Eng. Mr Hisham Sharaf Abdalla, Vice Minister, Ministry of Planning & International Cooperation (standing in the middle), Government of Yemen

During the visit CII signed a MoU with the Federation of Yemen Chamber of Commerce and Industries (FYCCI), the leading industry association in Yemen. In addition to this the delegation also visited the 6th Sana'a International Exhibition, the Aden City, the commercial city of Yemen, and to the ADEN Chamber of Commerce and Industry for exploring the business potential and opportunities. The business delegation included senior executives from Escorts Limited, Psychotropics India Limited, Nadeem Leatherware Exports, Larsen and Turbo Limited, Wapcos limited and Value Addition (Fzc).

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Briefs from the Region

SULTANATE OF OMAN

A survey was conducted by Omani National Economy Ministry in collaboration with the Central Bank of Oman (CBO) and the Commerce and Industry Ministry on the Oman's foreign investment installations. The preliminary outcomes of the comprehensive survey points out that the size of different types of foreign investment in the Sultanate in 2008 amounted to RO 11103.9 million compared to RO 9912.8 million in 2007, a growth by RO 119.1 million or 12 % in the flow of foreign investments. This flow is attributed to the increase in direct foreign investments, foreign loans and shareholders equity in a number of companies operating in the Sultanate.

The outcomes of the survey also pointed out that 45.5% of the FDI in 2008 was concentrated in oil and gas exploration followed by downstream industries and brokerage, 17.5% and 15% respectively. The return on foreign investment which includes the profits and yields of reinvestment amounted to RO. 1527.4 million in 2008 compared to RO 1102.6 million in 2007, a growth by 38.5%. The Omani investments in abroad in 2008 grew from RO 3541 million in 2007 to RO 402.7 million in 2008, a growth by RO 485.7 million or 13.7%. The Omani direct investments amounted to RO. 705.8 million in 2008 compared to RO. 524.6 million in 2007.

Muscat

- i) Larsen & Toubro (L&T) reported on 23 January that its joint venture in Oman got orders worth \$243 million including the construction of several key facilities for the 2nd Asian Beach Games at Al Musannah. L&T Modular Fabrication Yard (MFY) was awarded a contract to fabricate a massive jacket structure on behalf of the Oil and Natural Gas Commission (ONGC) of India.
- ii) Al Rawas Auto LLC, a subsidiary of Abdullah Saeed Badar Al Rawas Group signed a joint venture agreement with India's Emerald Resilient Tyre Manufactures Pvt. Ltd., the flagship company of the Emerald Group of India, for the distribution of Emerald's range of world famous industrial tyres in Oman.
- iii) The satisfactory progress of work at the Metal Park within the Sohar Industrial Estate was highlighted in the local press on June 21. Two Indian Companies Future Metals Group and Europan have been invested USD 1.4 billion so far in the Metal Park.
- iv) Khimji's Training Institute (KTI) and Symbiosis Institute of Business Management (SIMB), Pune signed an MOU in Muscat on 26 May aimed at offering Management Development Programmes, workforce developments programmes including Diploma and Post Graduate programmes in Business Management, Marketing Management and Human Resource Management.

- v) On June 4, Bharat Heavy Electricals Ltd.(BHEL) won USD 80 million order from Oman for executing two gas turbine generating units for a project in Oman. Two gas turbines, each with a capacity of 126 MW will be supplied to Petroleum Development Oman (PDO) for a power project in Oman.
- vi) On June 21, Kerala based KIMS Hospital was inaugurated in Muscat by Dr. Ali bin Mohammed bin Moosa, Omani Minister of Health. The hospital was built at a cost of RO 8 million.

BAHRAIN

Ranking : According to the Enabling Trade Index (ETI) 2010 published by the World Economic Forum, Bahrain was ranked 22nd, improving its last year's ranking by two places. Bahrain also ranked 15th globally on efficient border administration and 27th in availability and use of information and technology. It also ranked highly in terms of the quality of its port infrastructure (17th), its airport infrastructure (20th) and regulatory environment (25th).

Small Businesses : The Minister of Social Development signed two Memoranda of Understandings (MoUs) between the Family Bank and the Bahrain Development Bank to promote small businesses. The deals were aimed to create appropriate investment opportunities for small and micro businesses to spearhead national economic growth. The agreements are in line with the Bahrain 2030 Economic Vision which focuses on the middle class and seeks to empower the lower-income sector.

Transport System : The Ministry of Works, on 28th May, announced that Bahrain is in the process of completing the technical specification of a million dollar Intelligent Transportation System (ITS) project at a cost of BD 13.5 million. The project, using the latest technologies, involves installing CCTV, speed control cameras and electronic traffic signs, in addition to monitoring systems for roads to divert traffic.

Kanoo Shipping : Kanoo Shipping signed a joint venture agreement with Hong Kong based shipping and freight services provider, MSCS Holdings. The new joint venture, Kanoo MSCS shipping (Asia) will cover port agency services in Asia and harness the strength of both businesses to offer customers a new benchmark in quality, customer services and IT capabilities across the region.

Oil and Gas : The Chairman of National Oil and Gas Authority (NOGA) launched the \$ 151 million Gas Desuplhurisation Project (RGDP), yet another milestone for Bahrain's oil and gas sector which contributes one-third to the national gross domestic product (GDP).

Geepas : The UAE's Nesto Group, well-known in the Middle East for its Geepas brand of electronic and home appliances, opened its first BD 500,000 supermarket in Bahrain.

Water Supply : The Electricity and Water Authority (EWA) announced plan to produce 242 million gallons of water per day by 2030 to meet the rise in demand. Bahrain is currently producing 142 million gallons of water daily and generating additional 100 million gallons will be carried out in phases. The plan will depend on Bahrain's main sources of the desalination of seawater and groundwater. Water consumption in Bahrain is through to be one of the highest compared to other countries. An individual in Bahrain is consuming around 125 gallons per day, a high figure compared to an individual in Japan, who only consumes 60 gallons per day.

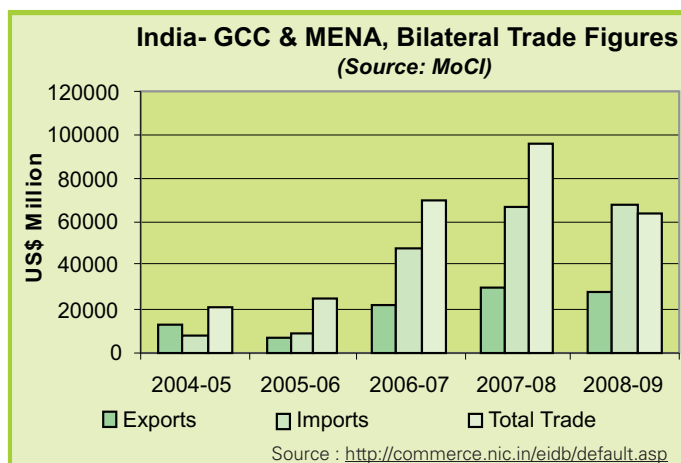
Housing Project : Bahrain is planning for a BD 500 million township project by Kanaz Group. The township, at first glance, will have 1200 housing units, which can be bought by both Bahrainis and expatriates on a free-hold basis. The area of the project is 43.43 hectares and will include three schools and two hospitals in addition to a petrol station.

RT Outsourcing : Bahrain's Express Laptop Services (ELS), on 15th May 2010, announced a partnership with RT Outsourcing, India's largest provider of technical support and reverse logistics services for original equipment manufacturers. The company will provide comprehensive laptop/desktop and high-end server services, training, manpower solutions, data centre solutions, call centre setup and telecom solutions.

S.Tel : The Bahrain Telecommunications Company (Batelco), on 23rd May 2010, announced that S.Tel, its affiliate company in India had successfully secured 3G spectrum for its operations in Orissa, Bihar and Himachal Pradesh. S. Tel is a joint venture between India's Siva Group and Batelco with 42.7% stake.

Bilateral Trade between India & Countries in the Gulf and MENA Region.

Figures in US \$ mn						
Country	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	5 yr total
Algeria	0	286	1085	1610	1415	4396
Bahrain	278	382	654	1081	1461	3857
Egypt	597	893	2502	3381	2922	10295
Iran	1642	1891	9072	12870	12094	37568
Iraq	132	158	5725	7104	7311	20430
Jordan	484	627	649	1043	1908	4712
Kuwait	727	976	6601	8376	8519	25199
Lebanon	88	90	78	106	109	471
Libya	187	115	221	1381	661	2565
Morocco	475	584	655	707	1062	3482
Oman	288	674	1090	1084	1517	4654
Qatar	0	0	0	0	519	519
Saudi Arabia	2713	3442	15960	23119	21121	66355
Syria	0	0	0	0	362	362
Tunisia	169	184	253	280	715	1602
Turkey	859	1204	1654	3440	2423	9579
UAE	11989	12946	20674	29112	30075	96203
Yemen	277	289	3194	2488	1257	7505



Business Opportunities / Tenders

ALGERIA

Company for Management, Promotion and Property Realisation, Stock company, 'GEPIM SPA', a CNEP Bank Subsidiary, has floated a national and international preselection notice for the prequalification, on the basis of administratif and technical files of important companies, for the realisation of a 'Financial City BELHAFFAF', situated in Algiers, town of Sidi M'hamed.

The works will concern the realization of a financial city of a built surface of 120000 m2 built on a ground area of 16 200 m2, it will consist of Partial demolition, phase II of the existent structure. Adaptation of the remaining existent structure to the new project and regulation of earthquake-resistant. Big realisation works of the new project, with all installations, taking into account the existent one.

The interested companies are invited to withdraw the candidature file against payment of 5000 DA from GEPIM, Direction Generale, Cite des 554 Logts Hai El Djaouhara, Boulevard Rouchai Boualem Bt No 10 Belouizdad Alger 16208, Tel : 021.67.96.54, Fax : 021.67.96.53

On the basis of written request Indian Embassy (Embassy of India, Algiers, Ph: 00213-21.923288, Fax: 00213-21.92.40.11, Email: Commercial Wing: indemalg_com@hotmail.com, indemalgcom@yahoo.com) can procure and courier the documents to them after receiving the tender and courier money. It may also be brought to the notice of all concerned that the tender documents would be in French and also required to be submitted in the same language. It is relevant to note that DHL courier takes at least 5-6 days to deliver documents to and from India.

EGYPT

- 1) Ministry of Electricity and Energy Nuclear Material Authority and The Ministry of Trade & Industry, Industrial Development Authority, Arab Republic of Egypt invited offer for pre-

qualification Exploitation and Mineral Separation of Economic Mineral Deposits Burullus Dunes-Delta Mediterranean Coast. The last date of bid submission is extended to 5th August, 2010 instead of 21st June, 2010. For further enquiry please contact Email: amr_assal@mfti.gov.eg, Fax: +202-27944984/ 27940479, Website: www.ida.gov.eg / www.etenders.gov.eg

- 2) "Egyptian European for power Technology(ATOS)" has expressed its interest to supply electricity generating unit to the Indian Market. For more details please contact: Egyptian European for power Technology (ATOS), Contact Person: Mr. Mohamed Elkatieb (Sales Representative), 2nd Industrial zone Ismailia, Tel: +2064 3484847/ 3484825 Mob: +20124300906, Email: e15atieb@hotmail.com, Website: www.astrogenerator.com

IRAQ

Grain Board of Iraq announced Tender No. MOT/WHEAT/ 6/2010 dated 22 June 2010 for purchase of 100,000 MT wheat. Interested bidders can obtain the tender documents from requested to visit Headquarters of The Grain Board of Iraq in Baghdad (Bab Almuham, Sheikh Omar) against non-refundable amount of 500,000 Iraqi Dinars. The last date of submission of Tender is 11 July 2010.

IRAN

The Tabriz International Exhibition Co. is organizing the 18th Int'l Exhibition of Tabriz and the 7th Exhibition of Exports Services, Insurance, Banking and Capital Market from 4th to 9th August, 2010 at the Tabriz International Permanent Fair Ground with the participation of local and international businessmen. For further information to visit www.tabrizfair.ir:

KUWAIT

The Embassy of India, Kuwait has received intent from 69 Kuwaiti companies, These companies have shown interest in acting as Kuwaiti sponsor/local agents for Indian firms willing to participate in tenders floated by Central Tender Committee (CTC), Kuwait Oil Company (KOC), Kuwait National Petroleum Company (KNPC), Ministry of Energy, Ministry of Public Works, Ministry of Defence etc.

The complete list of these companies is available at the Embassy's website (www.indembkwt.org) under the link Economic and Commerce. Interested Indian companies can also approach them directly for assistance.

Trade Fairs and Exhibition

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

15- 18 September 2010

2nd Specialized Exhibition of Wood, Paper Industries and Related Equipment in Tehran International Permanent Fairground

1/11/2010- 10/11/2010

The 37th session of Baghdad International Fair, Iraq- Baghdad Alman Square P.O.Box 6188, Email: iraqifair@gmail.com, www.iraqifair.com Mob. 07901907646-5423321

TURKEY VISA (courtesy Dış Ekonomik İlişkiler Kurulu DEİK - Foreign Economic Relations Board)

Indian citizens can now obtain their **30-days, single entry** visas right at the airport (for 15 Euro or 20 USD) if:

- They currently hold Schengen, U.K. or U.S.A. visas
- Their passports' validity date is more than 60 days long
- Their reason for visiting Turkey is either business or tourism
- They can provide their hotel reservations (for the time of their stay) and return tickets (within 30 days)
- They can prove that they have enough money to stay in Turkey (50 USD per day of stay)
- They are not forbidden to enter into Turkey or they are not deported from Turkey
- They are not on the list of people who has been identified as "cannot obtain Turkish visa" by the Embassy

However, members planning to travel to Turkey are advised to verify with the concerned Embassy /Consulate before departure.

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